



Testimony in Support of HB 2317
David Jankowsky, Founder and President
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House Taxation Committee

Chair Smith and members of the Committee:

Thank you for the opportunity to testify. Francis Energy is an Oklahoma-based owner and operator of public-access, direct-current fast chargers (DCFC) with a proven record of success and over 350 superchargers already installed across 115 distinct locations. Among its core missions is the elimination of "range anxiety," an electric vehicle (EV) driver's fear of being unable to recharge when away from home. According to numerous studies, "range anxiety" is a leading impediment to the adoption of EVs. The existence of a contiguous network of DCFC, funded in part by public incentives, solves that problem and encourages drivers to purchase EVs.

Oklahoma's 75% alternative fuel infrastructure tax credit - a statute similar to HB 2317 - enabled Francis Energy and other companies to develop the first comprehensive, statewide network of DCFC in the country, and in less than two years. Importantly, this network, with chargers located roughly every 50 miles across Oklahoma, was intentionally designed so as not to exclude rural and tribal communities. Focusing solely on transit corridors and urban areas is short-sighted and will hamper the emergence of this burgeoning market.

HB 2317 creates an appropriate incentive to attract private capital to facilitate the build out of publicly accessible DCFC and will create a hospitable marketplace for the sale of EVs to all drivers. The total project cost to install an individual supercharger unit can easily exceed \$100,000.00. With sufficient public support, however, companies in the business of constructing, owning, operating and maintaining DCFC stand ready to begin this effort immediately.

A statewide DCFC network will also incentivize electric vehicle manufacturers (OEMs) to sell EV cars in an otherwise overlooked market. While many models are currently available, there is zero doubt about the plans of major OEMs to replace their conventional products with EVs, at an ever-increasing pace.





GM recently announced its goal to manufacture only zero-emissions vehicles by 2035. And soon after that, Ford's President and CEO Jim Farley echoed the industry shift in stating, "The transformation of Ford is happening and so is our leadership of the EV revolution and development of autonomous driving...We're now allocating a combined \$29 billion in capital and tremendous talent to these two areas, and bringing customers high-volume, connected electric SUVs, commercial vans and pickup trucks." Ford's "E-150" is but one year away. And a number of startup automakers, like Rivian and Lordstown, will release pickups this year.

As we witness this exponential shift toward investment in EV production, and the resulting increase in EV options for consumers, a concurrent dynamic will dramatically decrease their price. Batteries - the most expensive component of EVs and roughly 30% of their cost - are rapidly becoming cheaper due to technological innovation. Estimates vary, but in the near future, EVs will hit price parity with internal combustion engine (ICE) vehicles as battery prices fall.

Kansas will experience myriad economic benefits if it proactively embraces DCFC. By enabling the creation of a network, Kansas will see significant increases in both tax revenue and GDP. Kansas EV drivers will enjoy between \$1,000-2,000 of savings annually simply by owning an EV for two reasons: reduced cost of ownership, because EVs have far fewer maintenance requirements than ICE vehicles; and cheaper "fuel," as it costs half or less to charge an EV than to fill an ICE vehicle with gas. Francis Energy understands and agrees that EV drivers must pay their fair share for roads, so a small portion of those cost savings should be directed toward infrastructure improvements to offset the inevitable diminution in gas tax revenue.

Based on our experience in Oklahoma and our understanding of the economics of DCFC, Francis Energy maintains that high-speed EV infrastructure will not be built out at the scale required without public support from Kansas. Francis Energy supports HB 2317 because Oklahoma has shown what can be accomplished when lawmakers, on a bipartisan basis, embrace emerging technologies and enact policies which incentivize private investment.

Again, thank you for the opportunity to present testimony today.

