

January 25, 2024
California Air Resources Board
1001 I St.
Sacramento, CA 95814

RE: Support for Electrify America's Cycle 4 Investment Plan

To the CARB Board Members and staff,

Thank you for allowing me to talk today about the Electrify America Cycle 4 ZEV Investment Plan.

My name is Frank Meza, I am the Founder and CEO of BTC POWER, and our company has partnered with Electrify America (EA) as one of their EV charger hardware manufacturers since the inception of EA. Today, BTC POWER is the primary supplier to EA.

BTC POWER began as a small, minority owned, California startup with an entrepreneurial spirit. We are industry pioneers, working challenges like reliability and quality, to where we are today with our "Gen4" architecture that now holds a typical 98% availability (which is class leading in the United States). Having partnerships, like Electrify America, has been instrumental in our development as we continually improve our EV chargers and given constant feedback on the performance in all different types of locations/conditions. This has been an educational process and has not been without challenges- *showing us what not to do, just as much as what to do*. As EA has invested in BTC POWER with production orders, this enabled us to create our new "Gen4" product line with class leading uptimes (and therefore enhanced reliability).

The investment in these projects is essential for California's infrastructure as we align with EA in building a reliable EV network, reducing carbon emissions, creating jobs in the green economy sector, and keeping sustainability at the forefront. Our commitment goes beyond the partnership with EA, as we have invested to expand our engineering, field services and administration to support EV charging nationwide, along with building a new 60,000 square foot manufacturing facility in California to support Buy America and NEVI requirements.

Today, I am here to support Electrify America's ZEV Investment Plan Cycle 4. We share common goals for expanding the network with more chargers, enhancing the current network with more reliable chargers, and educating the community at large on mobility electrification for California.

For these reasons, I request CARB's approval of the Electrify America Cycle 4 ZEV Investment Plan.

Sincerely,
Frank Meza
CEO