

# Electric Vehicle Charging as a Business Opportunity

A quick guide to becoming an Electric Vehicle (EV) charging provider.



The number of EVs in the Yukon is growing quickly and so is the need for EV charger locations.

This means there's an opportunity for the Yukon's private sector to offer electric vehicle charging services as an income.

The Government of Yukon offers rebates to significantly reduce the cost of installation. Plus, they offer technical guidance to help you decide if an EV charger is a good fit for your business or organization.

Is my organization or business a good fit for an EV charger?

## Yes!

These types of organizations could benefit as an EV charger provider:

- Brick and mortar businesses
- First Nation governments
- First Nation development corporations
- Municipalities
- Non-profits
- Strata and condominium corporations

Clients, customers, staff, employees, tenants, travellers, or visitors may be potential users of an EV charger.

What are the potential benefits for an EV charging provider?

- Income from charging fees
- Increased foot traffic to your business
- Your charger/business location appears on charging apps.

By installing an EV charger, your business or organization can make money as an EV charging provider.

## FOR MORE INFORMATION

visit [yukon.ca/apply-rebate-level-2-electric-vehicle-charger](http://yukon.ca/apply-rebate-level-2-electric-vehicle-charger) or email [electrify@yukon.ca](mailto:electrify@yukon.ca)



## EV Charger types



### Level 2 EV Charger

Used in parking lots where visitors usually stay longer than an hour.

**Requires:** 208-240V outlet

**Output:** 6 to 12kW

**Cost:** low capital cost, typically \$4000 - \$10,000 before rebates

**Rebate:** 75-90% from the Government of Yukon



### DC Fast Chargers

Used in locations where visitors usually stay 15-45 minutes, recharging for longer distances.

**Output:** 50-200 kW

**Cost:** high capital cost, \$40,000 and above.

**Rebate:** Speak to the Energy Branch, there may be federal funding.

## Maintenance and service

EV chargers are usually monitored and maintained through online portals. Drivers can find charger locations and pay charging fees through an app or by tapping a card.

## Charging fees for users

As the EV Charging station provider, you set the fee amount that charger users pay. Charging station fees can be based on connection time, energy used or by a flat rate.

**Time-based fees:** Charge per minute or hour of use. This type discourages overstaying, allows for a predictable revenue and helps match revenue with fixed cost.

**Energy-based fees:** Charge based on amount of energy used. Since power output may vary this is a less predictable revenue, but users may see it as fairer than other types.

### Suggested fee options calculated for profit and cost-recovery:

	Level 2	DCFC 25kW	DCFC 50kW	DCFC 100kW
<b>\$/minute</b>	\$0.07	\$0.20	\$0.33	\$0.83
<b>\$/hour</b>	4.00	\$12.00	\$20.00	\$50.00
<b>\$/kWh</b>	\$0.53	\$0.55	\$0.57	\$0.71

**Collecting fees:** Payments are taken automatically through an integrated system that is managed by the charger network and software

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## Operating Costs

Your operating costs will depend on how often a charger is used and the characteristics of the location.

**Fixed operating costs:** include demand charges, service/warranty, site maintenance and administration costs.

**Variable operating costs:** the cost of electricity use.

### Estimated costs for a commercial business

	Level 2	DCFC 25kW	DCFC 50kW	DCFC 100kW
<b>Fixed Operating Costs (\$/yr)</b>	\$1,700	\$7,663	\$11,504	\$18,891
<b>Variable Operating Costs (\$/kWhr)</b>	\$0.20	\$0.20	\$0.21	\$0.21

**Cost recovery:** To recover these operating costs, a charger would need to charge an estimated average of:

	Level 2	DCFC 25kW	DCFC 50kW	DCFC 100kW
<b>Sessions per day</b>	1	5	3.5	2.4

Faster, more powerful chargers at 200kW or 350kW may offer a higher profit per operational minute.