



ARRIVAL



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Dear Governor Northam,

As business leaders with an interest in electric transportation solutions, we urge your continued support and leadership to accelerate the electrification of medium- and heavy-duty (MHD) vehicles in Virginia to protect our economy, energy security, public health, and climate.

MHD electrification supports economic development. The future is electric. Multiple vehicle manufacturers have committed to full electrification and supported over \$460 billion in global private investment. The federal government has renewed its focus on electrifying transportation. The MHD sector is a critical part of this transformation and is essential to maintaining U.S. competitiveness in the global automobile market. Hundreds of thousands of jobs are at stake as the United States competes with China and other nations to be a leader in the EV supply chain. We have a finite window of opportunity to leverage state and federal policy action to preserve American leadership and the jobs that come with it. Volvo has already started producing heavy duty trucks in the Commonwealth and taking additional policy steps can build on this momentum.

MHD electrification is important for energy security. The United States is the world's largest consumer of petroleum, accounting for one-fifth of the world's daily supply. We spend \$81 billion per year just to protect oil supplies in the Persian Gulf. Our dependence on this volatile commodity, which currently fuels 91% of the transportation sector, jeopardizes U.S. economic sovereignty and skews foreign policy priorities. Electricity is ubiquitous, domestically produced and far more stably priced than petroleum-based fuels.

MHD electrification cuts emissions and improves public health. MHD vehicles represent just 11% of vehicles on the road, but they produce 29% of vehicle greenhouse gas emissions, in addition to high

levels of air pollutants. These emissions drive climate change and threaten public health. Disadvantaged communities located along transportation corridors are disproportionately impacted.

Your administration and the Virginia Legislature have taken important steps in recent years to advance electrification in the Commonwealth. Specifically, the allocation of Volkswagen Environmental Mitigation Trust funds to electric school bus deployment and vehicle electrification at the Port of Virginia are very encouraging. To build on this work, we urge you to commit Virginia to the [Multi-State MHD Zero Emission Vehicle Memorandum of Understanding](#), pledging that at least 30% of all new trucks and buses sold in Virginia will be zero emission vehicles by 2030, and 100% by 2050. And to meet these commitments, we urge the following policy actions:

- Support incentives, utility investments and state targets that will accelerate the electrification of trucks that travel along our highways and through our neighborhoods to deliver goods to our homes and businesses.
- Electrify public transit and school buses to provide clean, healthy ways for Virginia's residents to travel to and from school, work, and home.
- Invest in the development of MHD charging infrastructure to ensure that Virginia does not miss out on the economic opportunities afforded by the electrification of transportation.

Sincerely,

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