

# Welcome to today's CHBA Net Zero Webinar!

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Contact the Building Science Team Member  
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Lunch & Learn Seminar available on topics such as:

- Building Net Zero Energy/Net Zero Energy Ready Homes
- High Performance Building Enclosure Systems

## ARCHITECT DESIGN EVENTS

Lunch & Learn Seminar available on topics such as:

- Principles of Acoustics and new ASTC Code Requirements
- Eliminating Thermal Bridges and Online Design Tools
- High Performance Building Envelope Solutions



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# Thank you to our Net Zero Council Silver & Bronze Sponsor Members

## SILVER



## BRONZE



# Today's Webinar

December 7, 2023, from 10:30-11:30 PT / 1:30-2:30 ET

## Learn about the growing demand for EV chargers in new homes



**Presented by:**  
**Shannon Bertuzzi, Director of Builder Markets, and**  
**Tyler Corso, Product Manager**



Individuals currently living in homes that are 1 million dollars or higher in value indicate a strong preference for electrical vehicle chargers, with 34.44%\* of those respondents considering it a “must have” feature.



In this webinar you'll learn how to get ahead of the market with EV chargers in your new builds. With seamless ordering and delivery, find out how you can bundle an EV charger with other mechanical equipment from Reliance to simplify equipment sourcing. Discover how your homeowners can receive competitive rates and access to their licensed service experts post move-in with 24/7/365 call support.

*\*CHBA/Avid Ratings Canada 2023 Home Buyer Preference Survey.*

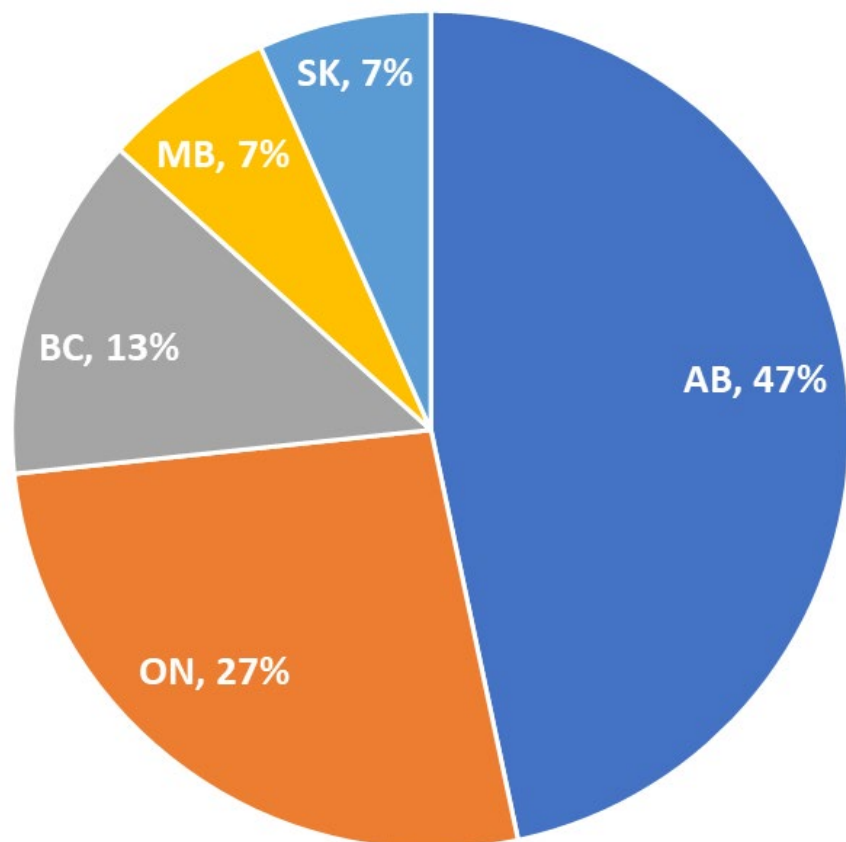
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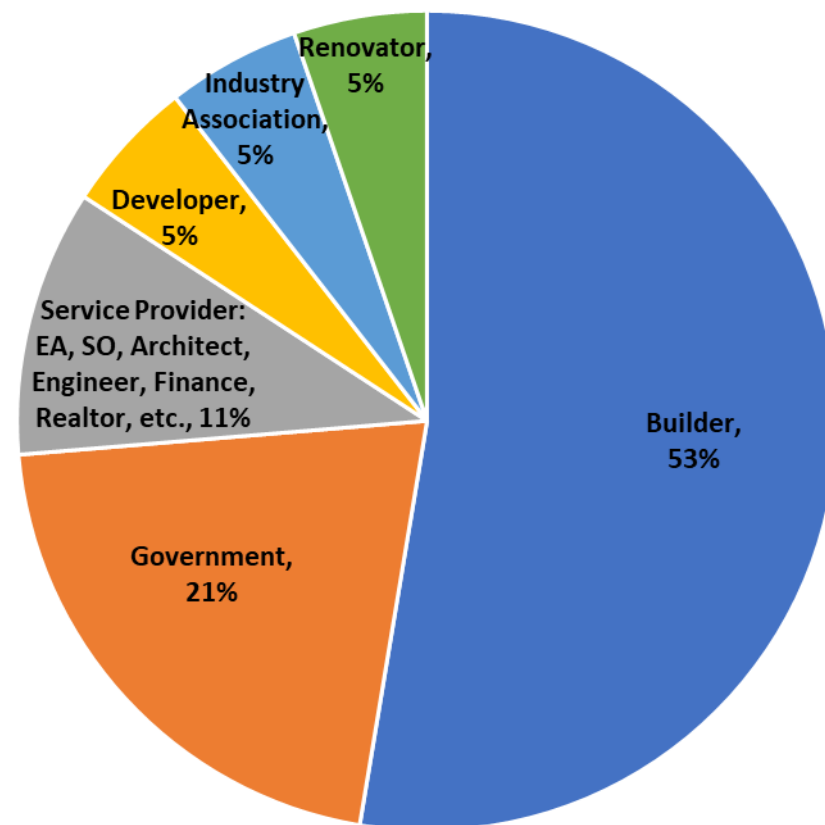


# POLLS

Where are you joining from today?



What member category do you fall under?





A pie chart illustrating the responses to the question 'Do you think the current situation is a crisis?'. The chart is divided into three segments: a blue segment representing 'Yes' at 41%, an orange segment representing 'It depends/not decided yet' at 41%, and a grey segment representing 'No' at 18%.

Response	Percentage
Yes	41%
It depends/not decided yet	41%
No	18%



A pie chart illustrating the responses to the question 'Have you started to explore the use of AI in your business?'. The chart is divided into three segments: a large blue segment representing 'Starting to explore' at 41%, an orange segment representing 'No' at 29%, and a grey segment representing 'Yes' at 18%. A yellow segment, labeled 'Not yet' at 12%, is also present but not explicitly labeled in the text provided.

Response	Percentage
Starting to explore	41%
No	29%
Yes	18%
Not yet	12%



# **CHBA NetZero Webinar: Electric Vehicle Chargers for Builders**

December 2023

Reliance Builder Program

# Team Introduction

**Shannon Bertuzzi**

Director, Builder Markets

**Tyler Corso**

Product Manager



# Agenda

Electric Vehicles and  
EV Chargers Market

Product Overview

The Reliance Difference

# About Reliance

Install, Repair, Maintain

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Heating



A/C



Indoor Air  
Quality



Hot Water



Water  
Purification



Plumbing



Electrical



Protection  
Plans



Green  
Solutions



Smart Home

# Why partner with Reliance?



**#1**

Largest Canadian Water Heater Company

**2M+**

Total Customer Relationships  
Water Heater, HVAC & Protection Plan Customers

**848,142+**

Service & Installation Calls  
2022

**2,173**

Service Team Members  
Service Technicians, Plumbers & Installers Nationally

**60+**

Years of Business  
Servicing Builders and Homeowners since 1960

**1,200**

Builder Partners

**247,000**

Customers  
HVAC Protection Plan Customers

**98,000**

Customers  
Plumbing Protection Plan Customers

## Satisfied Customers

Google

Over 100,000+ Perfect

**5** ★ ★ ★ ★ ★

Google Reviews

## Engaged Team

Waterstone

CANADA'S  
**MOST  
ADMIRED**  
CORPORATE  
CULTURES

2022



# Community Involvement

Our commitment to the environment



## United Way Community Leader

\$1M raised (2023)



## Habitat for Humanity

\$60,000 of HVAC equipment donated (2023)



## Paperless Billing

950,000+ paperless  
billing customers



## Metal Scrap

5,000+ metric tonnes  
recycled



## Offsetting Consumption

Planting 22,000+ trees  
each year



## Single Use Elimination

Eliminate plastics,  
cups & utensils



## Electric Service Vehicles

Retrofitted with Hybrid  
Systems (10 vehicles)

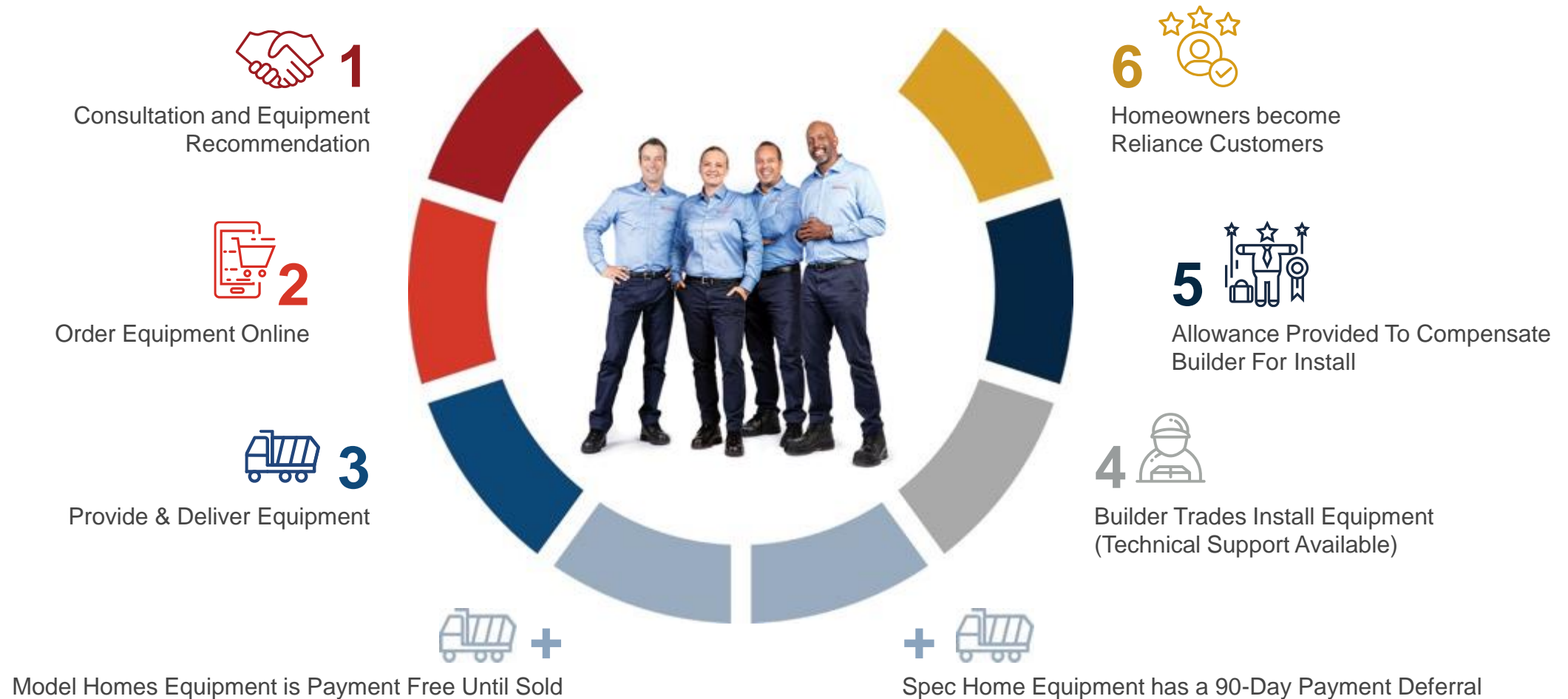
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## Supporting Local



# The Builder Program

# The Reliance Builder Program



# Builder Industry Associations

## Commitment to Understanding Business Needs

- Building Code Updates
- Legislation changes
- Industry Trends & News
- Evolving needs of independent verticals
- Energy Advisors
- buildABILITY
- 27 Home Builders' Associations (Ontario, BC, Sask)



Canadian  
Home Builders'  
Association



Proud Member of:

Canadian  
Home Builders'  
Association



Net Zero Energy  
Housing Council

enerQUALITY  
BETTER BUILT HOMES™



# Introducing EV Chargers

Electric Vehicle Chargers + Reliance

# Electric Vehicles and EV Chargers Market

**35%+**

**Annual growth rate for electric vehicles (past 6-years)<sup>1</sup>**

Significant growth in EV adoption will drive additional EV Charger demand

**40+**

**Hours to charge a Battery Electric Vehicle using a Level 1 EV Charger from empty<sup>6</sup>**

**70%+**

**Canadians are considering an EV as their next vehicle<sup>2</sup>**

Fast growing market due to government regulations, OEM support, affordability

**100%**

**Of new vehicle sales in Canada are mandated to be zero-emission by 2035<sup>3</sup>**

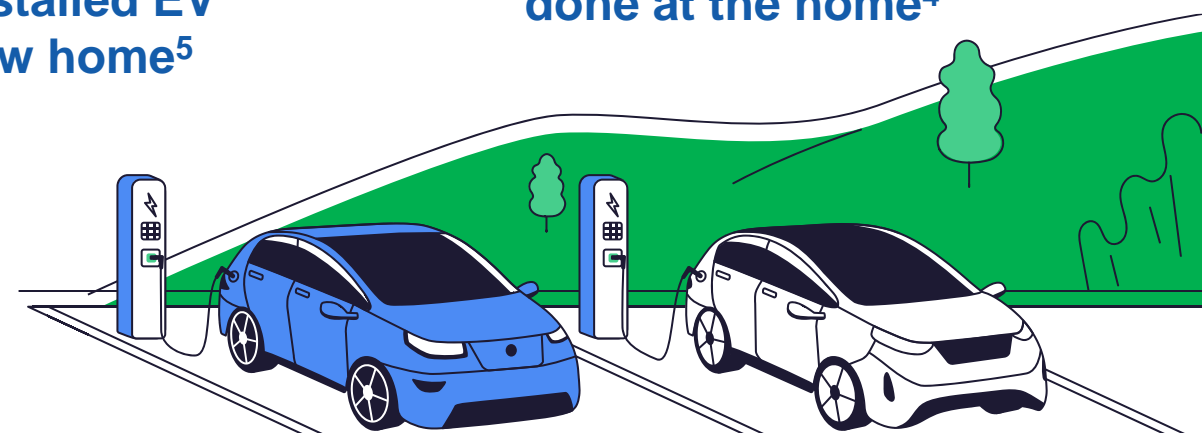
**46%+**

**Of new home buyers actively look for a pre-installed EV Charger in a new home<sup>5</sup>**

**80%**

**Of electric vehicle charging is done at the home<sup>4</sup>**

Sources: <sup>1</sup>StatsCan <sup>2</sup>KPMG, <sup>3</sup>Transport Canada, <sup>4</sup>Forbes, <sup>5</sup>CHBA/Avid Ratings Canada 2023 Homebuyer Preference Study ("Must Have" and "Really Want" responses), <sup>6</sup>US Dept of Transportation



# Industry-Leading Partnerships



- Company founded in Quebec (2009)
  - Made in Canada for a Canadian climate
  - One of the largest public charging providers in Canada
- 



- Company founded in 2004
- Global presence in 70+ countries
- One of the leading providers of smart automotive products

# Seamless Roaming Network

Over 100,000 charging locations in North America



In partnership with...

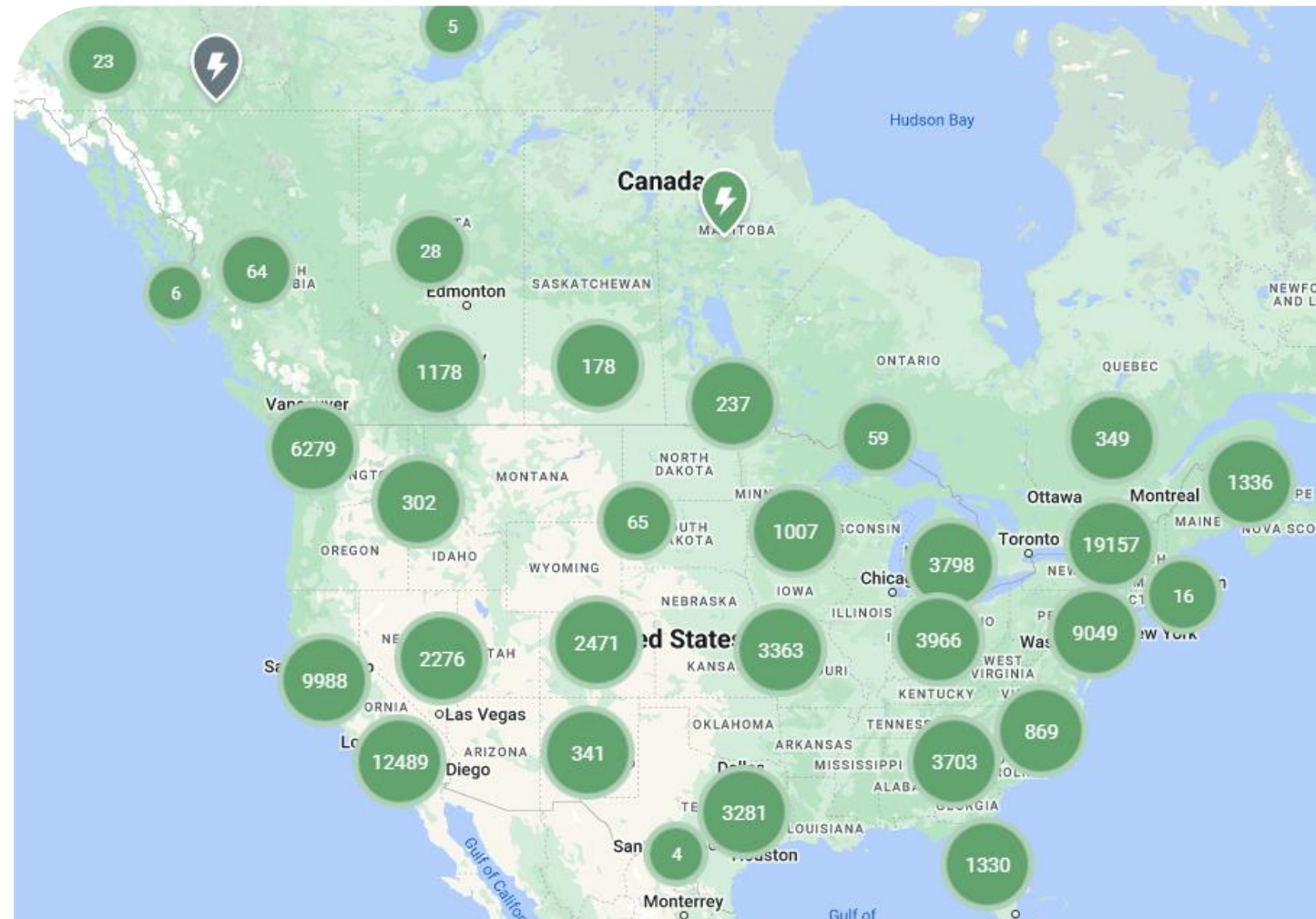
chargepoint

greenlots

Electric  
Circuit

BC Hydro

ev  
charge  
NETWORK



# Overview of Product Lineup



FLO G5

Basic Charger



FLO X5

Smart / Connected Charges



Autel  
Maxicharger



FLO CoRe+

“Pay-as-you-go”  
Smart Charger for  
MURB

Flexible Rental Rate for Homebuyers  
+ a **Generous Builder Allowance**

# Promotional Offer for CHBA NetZero Audience



## Autel Maxicharger

- 50 Amp charger future-proofed for larger EVs
- Smart, app-connected
- Indoor/Outdoor install
- 7-year rental term

Receive a **\$750 allowance**

Rates from **\$21.99 rental** per month

Sign with us Before Jan. 31, 2024 to Receive This Offer  
or Talk To Your Key Account Manager For Flexible Rental Rates + a Generous Builder Allowance

# Benefits Of Rental For Your Homebuyers

- One monthly bill covers maintenance, service and repairs, including parts and labour\*
- Free replacement should the equipment be unrepairable\*
- Guaranteed service from fully trained, licensed technicians
- Live telephone support 24/7/365

\* Subject to standard 7 year rental program terms and conditions.

# Thank you

Questions? Next Steps? Call on Reliance.

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Director, Builder Markets

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(416) 347-0465

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**Tyler Corso**

Product Manager

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(289) 456-9484

# Appendix

# Reliance EV Chargers for Home Buyers

## Video can Help:

### Customization:

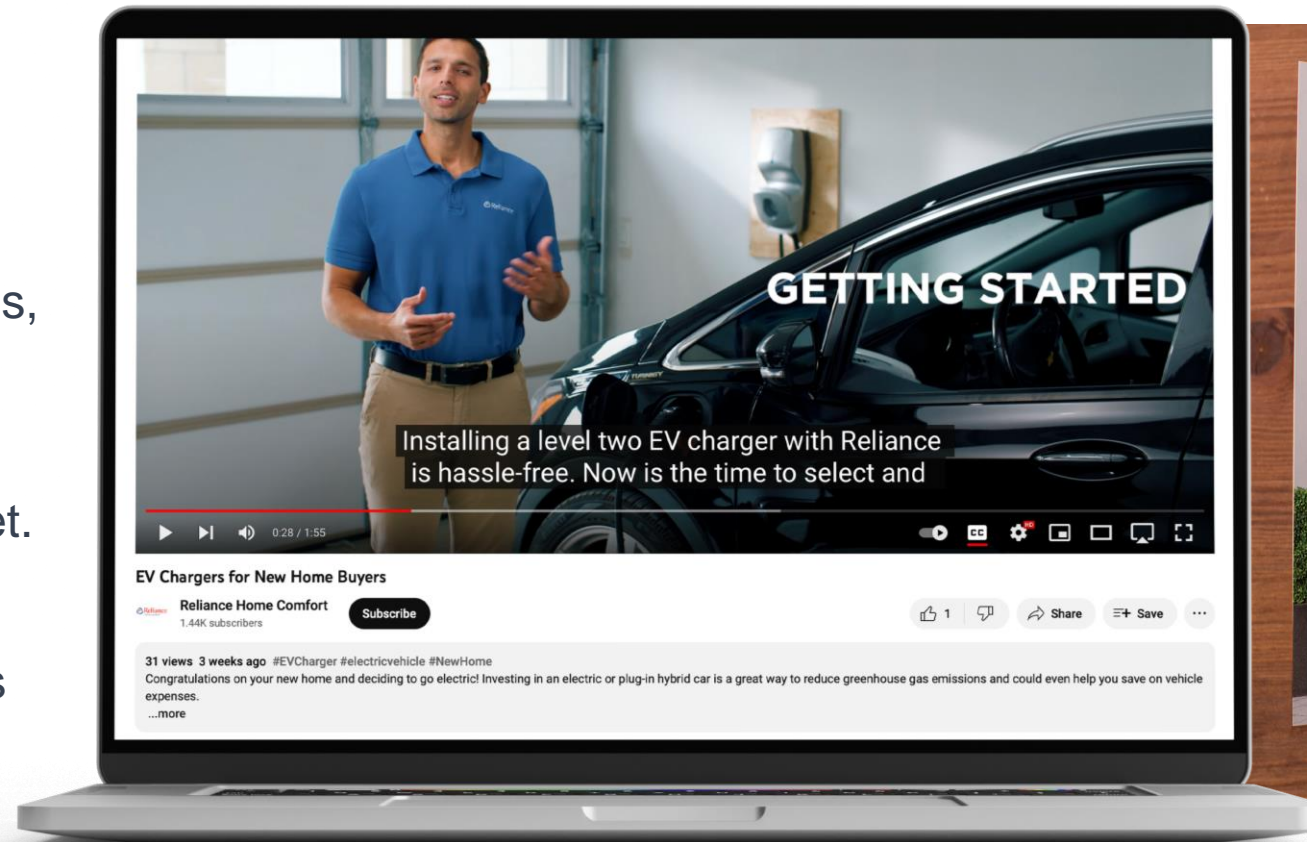
Buyers personalize their homes, increasing revenue.

### Competitive Edge:

Sets builder apart in the market.

### Efficient Decision-Making:

Streamlines selection, reduces errors, and costs.



# EV-Ready Mandates in Residential New Construction

Jurisdictions (Served by RHC) with Mandates on EV Chargers in New Developments

Province	Jurisdiction	EV-Ready Parking Requirements
Ontario	Toronto	100% (Residential), 25% (Guest)
	Waterloo	100%
	Kitchener	20%
	Ajax	50%
British Columbia	Vancouver	100%
	Port Moody	100%
	Surrey	100%
	Richmond	100%
	Burnaby	100%
	New Westminster	100%
	North Vancouver	100%
	West Vancouver	100%
	Langley	1x per unit
	Coquitlam	1x per unit

# Competitive Comparison



**AUTEL**

**flo**



APPROVED by  
Reliance Engineers



Sturdy, Built-in  
Cable Management



Made to perform in  
as low as -40° C

## “The Other Guys”



DECLINED by Reliance  
Engineers

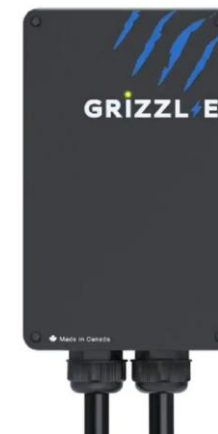


Plastic, External  
Cable Management



Not able to perform  
at -40° C

**GRIZZLE**



# Product Comparison



RHC vs “The Other Guys” EV Charger Comparison		FLO X5	Autel Maxicharger	Grizzl-E
Function	Level 2 Charging	✓	✓	✓
Charger Details	Dimensions	7.6" x 17" x 6.9"	7.36" x 13.23" x 3"	6.25" x 10.25" x 3.75"
	Cable Length	25 ft	25 ft	24 ft
	Weight	11.18 kg	7.2 kg	9.5 kg
	Operating Temperature	-40°C to 50°C	-40°C to 50°C	-30°C to 50°C
Environment	Weather Resistant	✓	✓	✓
	Water Tight	✓	✓	✓
	Ideal Install Location	Indoor & Outdoor	Indoor & Outdoor	Indoor & Outdoor
Installation	Output Amperage	30 amp	32 – 50 amp (Flexible Configuration)	16 – 40 amp (Flexible Configuration)
	Breaker Amperage	40 amp	40 – 70 amp (Flexible Configuration)	20 – 50 amp (Flexible Configuration)
	Power Output	6.2 - 7.2 kW	7.6 - 12 kW (Flexible Configuration)	3.8 – 9.6kW (Flexible Configuration)
	Charging Time	6-8 hrs	4-6 hrs	5-12 hrs
App-Connected	Smart Capability	✓	✓	✓

# Spec Sheets – FLO







## X5 Model

240 V | 30 A | 7.2 kW

With its sturdy construction, refined design and reliability, FLO Home brings you one of the best options in residential EV charging.

<b>Connected</b> Track your data usage, access smart features like Charging Schedule and experience real time charging with the FLO app.	<b>Future-Proof</b> Automatic software update and easy addition of a 2nd X5 on the same breaker.
<b>Quality Cable and Connector</b> 25' commercial grade cable that ensures resilient flexibility.	<b>Durable Connector</b> High quality universal connector built to last 10 years +. Connector style may vary.
<b>Robust Casing</b> Made of 100% aluminum with a highly resistant finish.	<b>Built-in Security</b> Safe for your electric vehicle and your home.

### 7-Year Limited Warranty (On Rental)



Meets applicable UL safety standards. Certified by CSA Group, a Nationally Recognized Testing Laboratory (NRTL).

Designed and manufactured by AccluWipe Technologies Inc.  
Designed for single home applications  
1. <https://www.flohome.com/CANbusinessproducts/flo-home/>








## CoRe+

Smart level 2 charging station for multi-unit residential buildings, commercial and industrial applications

The CoRe+ charging station is specifically designed for private applications such as workplaces, multi-unit residential buildings, fleets, and is also suitable for public spaces

### Benefits

- **PowerSharing™ technology** (U.S. Pat. No. 9,927,778)  
Greatly reduce installation cost by sharing the remaining incremental capacity of an existing electrical infrastructure.
- **PowerLimiting™ technology** (U.S. Pat. No. 10,197,976)  
Add multiple charging stations to an existing installation while minimizing the building's peak power demand through:
  - Fixed limit
  - Scheduled limitations
  - Integration to a Building Management System (BMS)
- Rugged and reliable design able to withstand harsh weather

### Smart Charging Solution

- **Enhanced charging station owner experience** - Complete remote management capabilities including software and firmware updates
- **Enhanced user experience** - Deliver real-time updates and notifications to drivers
- **Revenue generation** - Implement payment services to generate revenue
- **Access control** - Configure stations to authorize access using the FLO mobile app or RFID card authentication, or allow unrestricted access to the station

### Key features

- NEMA 4X cast aluminum casing
- Certified to operate in temperatures ranging from -40 °C to 50 °C / -40 °F to 122 °F
- Equipped with a charging cable that remains flexible at low temperature
- Wall-mounted or pedestal configuration
- Modular design to facilitate servicing and maintenance
- Access provided free of charge or according to a usage fee
- LED status indicator
- Optional cable management system
- Optional cascading kit enables serial daisy-chain connection of multiple charging stations on pedestals and on the same branch circuit

Shown with optional cable management system









## G5 Model

240 V | 30 A | 7.2 kW

With its sturdy construction, refined design and reliability, FLO Home brings you one of the best options in residential EV charging.

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1. <https://www.flohome.com/CANbusinessproducts/flo-home/>



# Spec Sheets – Autel



**DIMENSIONS**  
 WIDTH: 7.36" (187mm)  
 HEIGHT: 13.23" (336mm)  
 BODY DEPTH: 3.35" (85mm)  
 HOLSTER DEPTH: 11.24" (285mm)

**ACCESSORIES**

- FACEPLATES
  - ☐ WHITE
  - ☐ SILVER
  - ☐ DARK GRAY
  - ☐ ROSE GOLD\*  
\* For indoor use only
- PEDESTAL & MOUNTING BRACKET
- RFID CARD
 

**MAXICHARGER™**  
**ACHOME**  
 LEVEL 2 ELECTRIC VEHICLE CHARGER

The Autel MaxiCHARGER Home makes charging your EV easy. Combining easy installation and an app to control it all from your smartphone, it will integrate perfectly into your home.

**FAST HOME AC CHARGING**  
**CHARGE FASTER & MORE EFFICIENTLY**

- Up to a maximum of 50A, creating 12kW of power for increased charging speed
- 9X faster than a traditional AC home charger
- Can be adjusted through a hardware switch or the APP

**SMART CHARGING**  
**REAL-TIME NOTIFICATION & REPORTING**

- Easily view schedules and details
- Charging status sessions

**HIGH CONVENIENCE**  
**READY TO GO & EASY TO INSTALL**

- Comes standard with hardwired or NEMA 14-50/6-50 plug
- Plug in system can be installed in 8 minutes
- Hardwired version requires a certified electrician