

NASEO 2026 Freight Electrification Fleet Engagement

Request for Interest from State Energy Offices

NASEO will offer a limited number of State Energy Offices technical assistance to develop and steward relationships with commercial freight operators and other fleets operating within the state. This support will help states pilot proactive and targeted fleet engagement tactics and form state-specific Electric Fleet (eFleet) Working Groups focused on “working with the willing.”

*If you are interested in receiving technical assistance from NASEO on this topic, please reach out to **Jessie Lund** (jlund@naseo.org) by **February 23, 2026**.*

Overview

NASEO is pleased to announce a suite of technical assistance to assist State Energy Offices with convening key stakeholders and building durable, two-way relationships with fleets to accelerate medium- and heavy-duty (MHD) electric vehicle (EV) adoption—particularly for fleets with vehicles and duty cycles that are well-suited for electrification today.

Over the following ten months, NASEO will engage with two selected State Energy Offices to pilot state-specific fleet engagement approaches and convene **eFleet Working Groups** that include:

- Commercial fleets that are **early adopters** of MHD EVs; and
- **Fast followers** that are interested in electrification and are seeking clear, credible information and support.

Fleet outreach will prioritize “right now” use cases (e.g., medium-duty last-mile delivery and heavy-duty local/regional haul), and will also intentionally include businesses that may have historically been overlooked by traditional commercial freight outreach channels but are well-positioned to electrify (e.g., florists with delivery vans, solar companies with work vans, etc.). Municipal fleet managers may also be outreach targets given many local governments’ transportation electrification goals.

What states will do through the eFleet Working Groups

The eFleet groups will focus on **two-way communication** between State Energy Offices and fleets, creating a practical forum for:

- States to keep their ear to the ground on industry needs and concerns related to electrification;
- Fleets to access timely information on available state and utility incentive programs and technical assistance offerings;
- States to encourage early engagement between fleets and utilities (particularly around charging and interconnection planning); and
- Knowledge exchange using trusted tools and resources (e.g., national labs, EPRI, and other partners).

By forming these working groups, states will have a built-in “brain trust” to inform state policy, program design, and planning—grounded in real fleet experiences. Assuming that they prove beneficial, selected State Energy Offices are encouraged to continue convening eFleet Working Groups beyond this pilot phase.

The State Energy Office time commitment is anticipated to be 2-4 hours per month, including monthly check-ins.

What NASEO will provide

Technical assistance will be customized to fit the needs of individual states and may include, but is not limited to:

- **Launching a state-specific eFleet Working Group**, including outreach strategy, participant recruitment, meeting design, agendas, and facilitation support;
- **Convening the eFleet Working Group for an in-person kickoff workshop**, as well as follow-on virtual calls (the in-person meeting may be stand-alone or connected to existing trucking events or other state energy/transportation events to meet fleets where they’re at);
- Supporting optional elements for in-person workshops, such as **electric freight vehicle showcases** and/or **ride-and-drives** for participating fleets;
- Helping states identify and steward relationships with **critical partners** (e.g., state trucking associations, local Chambers of Commerce, Clean Cities Coalitions, local utilities, major shippers), including potential roles for these stakeholders as speakers/experts during convenings;
- Providing **tools, resources, and best practices** to support fleet knowledge exchange and decision-making (including curated materials from national labs, EPRI, and other partners); and
- Supporting the addition of a state-specific “**one stop shop**” / virtual “**Electric Truckstop**” **webpage** hosted on the State Energy Office’s existing website to centralize resources for fleets exploring electrification.

The above support will be available through November 2026.

How to express interest

NASEO requests that interested State Energy Offices respond to this RFI by **no later than February 23, 2026**. Please keep your responses to **no more than two pages** and send them to Jessie Lund, Senior Program Director at jlund@naseo.org. State Energy Offices responding to this RFI should include the following information (brief responses are welcome):

1. **State context and readiness**

- What is your current status related to MHD EV deployment and fleet electrification in your state (programs, incentives, planning efforts, priority corridors, etc.)?
- What would your office consider “success” from this engagement support (e.g., number/type of fleets engaged, priority barriers identified, action steps co-developed)?

2. **Fleet engagement and partnership landscape**

- What relationships does your office already have with commercial fleets, municipal fleets, utilities, Clean Cities Coalitions, trucking associations, Chambers of Commerce, and/or major shippers?
- Have you discussed this with your state trucking association? Do you anticipate them being an interested partner?

3. **Target fleets and near-term opportunities**

- What questions do you have for commercial fleets in your state? How might their responses be used to inform state planning efforts and program offerings?
- Are there any fleet types you want to prioritize that may be overlooked by traditional freight outreach channels?

4. **Working group logistics**

- Who in your office would lead/co-lead the working group and serve as the main point of contact?
- Do you have a preferred timeframe and potential location(s) for an in-person kickoff workshop?

5. **Webpage (“Electric Truckstop”) feasibility**

- Does your office have an existing web platform and staff/vendor capacity to host and maintain a fleet-facing “one stop shop” page?
- What existing fleet-facing resources (if any) could be integrated or built upon?

Selection

NASEO anticipates selecting two State Energy Offices for this pilot based on demonstrated interest, readiness to convene and sustain an eFleet Working Group, and the opportunity to test replicable fleet engagement tactics that can be shared broadly with other NASEO members. NASEO plans to announce selections by the end of February.

For questions, please contact **Jessie Lund** (jlund@naseo.org).