

Empowering Sustainable Living:  
**Arnot Realty Provides  
Multifamily EV Charging  
with Make-Ready  
Program**



Location:  
**Ithaca, NY**

Number of charging  
stations installed:  
**24**

EV Make-Ready  
incentives received:  
**\$144,000**

## Empowering Tenants: EV Charging Demand Grows Near Cornell University

Arnot Realty's newly developed 5-story multi-family building in Ithaca, NY serves as home to Cornell University graduate students, working professionals, and retirees. Many own or are planning to purchase an EV. As the number of EV-owning residents grows, so does the demand for EV charging – and with such an environmentally-conscious tenant base, Arnot Realty expects the demand to continue to rise.

Ithaca is a leader in EV adoption for upstate New York," explained Jeff Evans, Director of Real Estate Development and Acquisitions at Arnot Realty. "While we originally planned for just four EV chargers, after the project began we received research results showing dramatically increasing EV demand in our area over the next several years."

Future projections showed that to meet future demand, the building would need up to 24 chargers. The total cost of the infrastructure, chargers, electrician labor, and consulting fees would be approximately \$170,000.

## Charging the Future: Scaling Up Charging Capacity

"Arnot Realty didn't expect to spend that much on EV chargers, so the NYSEG EV Make-Ready Program made scaling our project possible," said Jeff.

And more than possible: straightforward.



I'm often skeptical of the fine print in grant and rebate programs. This program's different: it's simple to understand and follow. Less than two weeks after I submitted the project information, I had the full check in hand. It was a great experience from start to finish."

**Jeff Evans**

Director of Real Estate Development  
& Acquisitions at Arnot Realty

“My experiences with several grant and rebate programs have taught me to be skeptical of the fine print and hidden costs,” notes Jeff. “So when our energy consultant Evan Hallis recommended the program, I was hesitant at first.

But the Make-Ready program’s different: there are no hidden catches, and it’s simple to understand and follow. Our NYSEG contact, Chris Wallace, was very responsive and great to work with. Less than two weeks after I submitted the project information, I had the full check in hand. It’s the best rebate program experience I’ve ever had.”

The Make-Ready program provided a reimbursement of \$6,000 per charger, **reducing the project’s out-of-pocket expense by 85%**, from \$170,000 to just \$26,000.

“The program enabled us to pivot our plans and infrastructure to meet higher projected tenant demand,” said Jeff. “With the help of our installation partner John Mills Electric, we seamlessly expanded to install 24 EV chargers.”

## Smart Energy Management: Balancing EV Load in an Electrified Building

The expanded EV chargers complemented Arnot Realty’s sustainability-focused development of the building – but also posed a challenge.

“We were committed to making this a low-impact building, complete with a green roof and fully electrified residential appliances,” notes Jeff. “Since our residents rely fully on electric power, we needed to ensure that EV charging load wouldn’t overwhelm the system.”

Arnot Realty’s Make-Ready installation contractor guaranteed that the electricity load would remain manageable by using demand management technology integrated directly into circuit breaker panels. This technology monitors building electricity consumption and automatically balances EV loads, slowing down charging when needed to prevent overtaxing the building’s electrical capacity.

According to Jeff, “the system works as promised—we barely think about it.”

## Staying Ahead: Future-Proofed, EV-Ready Apartments

With 24 chargers and intelligent demand management, Arnot Realty is fully prepared to meet the expected increase in EV charging demand. Residents pay an optional flat monthly fee for unlimited charging access.

“EV charging as an amenity helps us attract prospective tenants,” Jeff said. “John Mills Electric and the NYSEG EV Make-Ready program effortlessly accommodated a major scope change. With their support, we future-proofed our property while helping the environment.”

Jeff wholeheartedly recommends the Make-Ready program to simplify the installation of ample EV charging. “It doesn’t make sense to not consider it,” he notes. “Absolutely file an application—it’s easier than you think. The Make-Ready program enabled us to cost-effectively install enough capacity to meet demand both today, and in the years to come.”



Ready to save on your EV charging installation? Get started at:  
[NYSEG.com/EVChargerMakeReady](https://www.nyseg.com/EVChargerMakeReady)

