

DEUSA Fleet Success Stories:

ReVision Energy



Location: South Portland and Montville, Maine

Fleet type: Light-duty electric vehicles (Solar Installer)



Narrative: ReVision Energy is a 100% employee-owned solar installer servicing customers in Maine, New Hampshire, and Massachusetts. They have committed to implementing sustainability initiatives company wide. As a Certified B Corp company, ReVision aims to meet rigorous standards for social and environmental performance, accountability, and transparency. The company is working towards Net Zero certification by 2030 by prioritizing the reduction and recycling of operations waste and full electrification for facility heating, electricity, and fleet operations. ReVision has committed to transitioning its vehicle fleet to 100% electric vehicles by 2035, however given the organization's current rate of fleet electrification, ReVision expects to reach this milestone well in advance of its target date.



ReVision Energy has a fleet of over 180 vehicles. The Maine fleet alone totals 85 vehicles, 13% of which are electric. The company uses six Ford F-150 Lightnings to install EV chargers across the region. The remainder of the EV fleet consists of light-duty models — Chevy Bolts and Hyundai Konas — which make up ReVision's entire residential sales fleet.

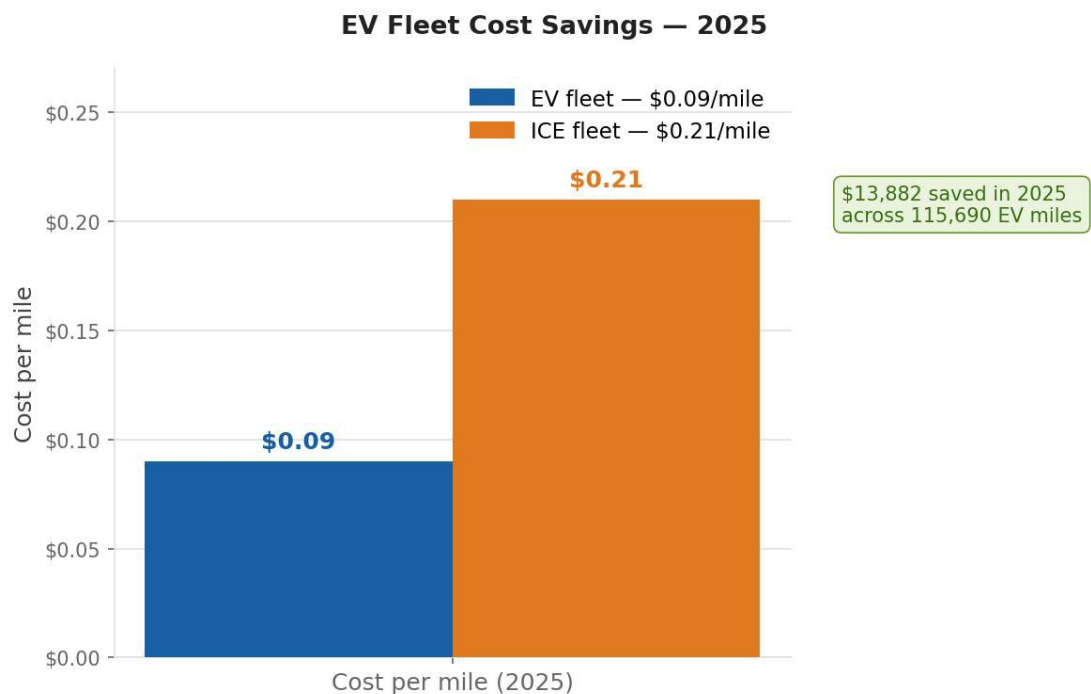
ReVision has installed over 600 EV charging ports across its service communities. More than 50 are DC fast chargers. In Maine, the company has installed 15 EV chargers at their South Portland branch, and five at their branch in Montville, accessible to ReVision's own fleet, employees, and the general public.



ReVision is heavily involved in EV-focused outreach and communications. Their blog section, "[EV Updates](#)," offers resources for anyone considering upgrading to an EV. It also provides updates on ReVision's EV initiatives. Additionally, the company runs a workplace charging program, encouraging employee-owners to purchase EVs for personal use.

Outputs & Outcomes

Outputs: ReVision estimates that following full fleet electrification, carbon emissions will be reduced upwards of 60%. Bill Levay, Master Electrician, noted that it costs only \$2-3 per day to operate a F-150 Lightning truck on the job. The chart below shows the cost savings for the Maine-based ReVision EV fleet compared to internal combustion engines (ICE) in 2025. A big contributing factor of the cheaper cost to operate is that ReVision's own solar power systems provide essentially free fuel for their electric vehicles compared to the highly volatile costs of gas and diesel for their other vehicles.



EV Fleet Cost Savings. Data sourced from ReVision Energy.

At the beginning of 2026, ReVision partnered with GreenWave EV, a used EV dealership in North Hampton, NH, to incentivize EV adoption in addition to home energy electrification, as installing just eight solar panels would provide enough power for upwards of 12,000 mile range each year at a low, fixed cost.

Outcomes: Fleet electrification has reduced ReVision’s reliance on volatile gas and diesel products, putting ReVision in control of their fuel source. Additionally, operation savings from the EVs will allow ReVision to keep reinvesting in the company’s employee ownership program. The Sales team uses Chevy Bolts and Hyundai Konas for customer visits, while the F-150 Lightnings provide job site power during EV charger installation, allowing installers to test projects efficiently. As a solar installer, ReVision has had the unique opportunity of pairing EV charging systems with their solar photovoltaic systems, taking full advantage of renewable energy systems.

The F-150 Lightnings are used by the Marketing team to power scoreboards, timers, and even electric kitchen appliances like popcorn makers for events. In 2023, the trucks were used in powering an entire concert to

celebrate ReVision's 20th anniversary. The trucks have been used for over a dozen events in the first half of 2026. Upcoming events include the Oxbow Summer Concert Series and Maine Historical Society's Declaration of Independence Tour. Beyond their practicality as a travel option, the trucks also serve as a natural conversation piece for whole home electrification, including EV adoption and charging, at events.



F-150 Lightnings being used to power a concert. Source: ReVision Energy

Best Practices & Lessons Learned: In a [2024 blog post](#), ReVision's EV Infrastructure Designer and Analyst Chuck Hayward shared lessons learned on wintertime operations. Despite common assumptions about diminished winter performance, he noted that electric vehicles are well-suited for cold-weather operation and can outperform combustion vehicles in certain respects. The lower and more evenly distributed weight of an EV contributes to improved traction and stability on snow and ice. Regarding range, cold temperatures typically reduce efficiency by approximately 10–15%. However, this impact can be mitigated through practices such as preconditioning the cabin while the vehicle remains plugged in and prioritizing heated seats over full cabin heating. Even accounting for seasonal range reductions, EVs continue to meet the demands of typical daily driving.

For those utilizing public DC fast charging infrastructure, preconditioning the battery prior to arriving at a charging station helps sustain optimal charging performance — a consideration that is generally less relevant for Level 1 or Level 2 home charging. Additionally, in the event of an emergency weather situation, EVs can maintain cabin heat for extended periods on a single charge, while also eliminating the carbon monoxide risks associated with idling internal combustion engine vehicles.

As part of ReVision's EV education and outreach, Digital Marketing Analyst Ben Joslin shared fleet charging best practices in a [2024 article](#). EV Infrastructure Operations Manager Josh Baston emphasized that effective charger management begins with user education. Ensuring that personnel are well-versed in proper charger handling is critical to minimizing maintenance needs and extending equipment lifespan. ReVision supports this

through easily accessible charging instructions and a retractable cable system to avoid damage to a connector left on the ground.

Beyond education, ReVision recommends that fleet managers adopt a proactive approach to infrastructure reliability. Power-sharing chargers are a cost-effective way to expand charging capacity without costly electrical upgrades, as they communicate in a closed network to stay within an established power threshold. Maintaining direct communication with the charger provider is equally important, particularly given that many providers outsource their servicing, which can affect response times and service consistency. A contingency plan should be in place for outages, including identifying the location of nearby public fast charging stations, and keeping a spare charger on hand can minimize downtime and reduce maintenance costs when issues arise.

Overall, ReVision finds that electric vehicles meet most of their vehicle needs. Smaller electric vehicles are great for general business travel and electric trucks provide a capable platform for construction uses. An electric fleet is cheaper to operate compared to combustion vehicles and requires far less maintenance and downtime. ReVision continues to choose electric vehicles as they expand or replace their fleet. They also install chargers so other businesses can take advantage of electrifying their own fleets.