EV Fleet Program

EV Fleet Program overview

PG&E will help you install EV make-ready infrastructure for medium- and heavy-duty fleets

$236 million
budget over 5 years
FROM 2019–2023

700+ sites
SUPPORTING
6,500 new EVs

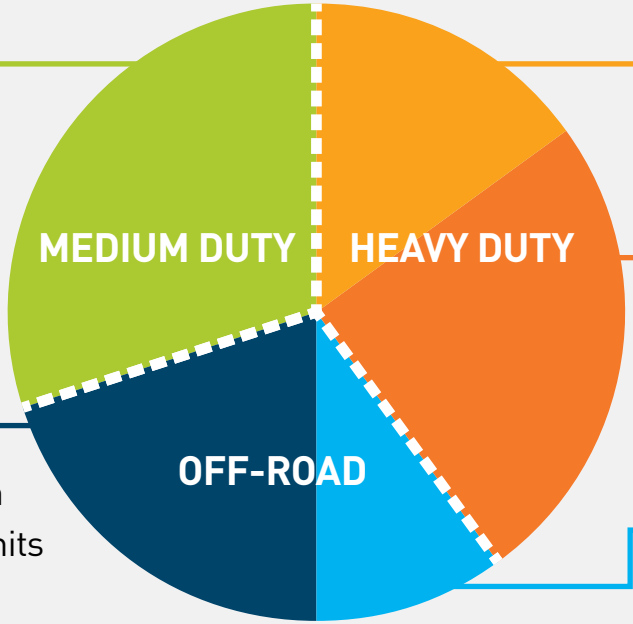
Support conversion of commercial and public fleets to electric

EXAMPLES:
Delivery vehicles, school buses, transit buses, and more...

EV Fleet vehicle sector mix

EV Fleet will target a diverse mix of medium- and heavy-duty vehicle types*

VEHICLE TYPE ESTIMATES



MEDIUM DUTY

Delivery (class 2–6)
>10,000 LBs

HEAVY DUTY

Transit (class 7–8)
15% minimum of total required

HEAVY DUTY

School bus (class 6–7)
Other (class 7–8)

OFF-ROAD

Truck stop electrification
Transport registration units
Port cargo trucks
Airport ground support equipment

OFF-ROAD

Forklifts (class 1 or larger)
>6,000 LBs
10% maximum of total allowed

*Actual representation of vehicle types subject to vary based on program implementation, project costs and market readiness

EV Fleet ownership—customer-owned

PG&E pays for infrastructure cost up to the customer meter

To the meter (TTM) infrastructure

Behind the meter (BTM) infrastructure or make-ready

PG&E pays for, constructs, owns, and maintains electrical infrastructure to the meter panel***

Customer pays for, constructs, owns, and maintains make-ready infrastructure from meter to the charger

Charging equipment rebates for schools, transit agencies and disadvantaged communities

EVSE power	Max. rebate amount**
Up to 50kW	$15,000 per charger
50kW up to 150kW	$25,000 per charger
150kW and above	$42,000 per charger

Customer-owned infrastructure

Eligible for incentive up to capped amount based on vehicle sector

Vehicle type	Per vehicle incentive cap†
Transit buses and Class 8 trucks	$9,000 per vehicle
Transportation refrigeration units, truck stop electrification, ground support equipment and forklifts	$3,000 per vehicle
School buses, local delivery, trucks and other vehicles	$4,000 per vehicle

* Some exceptions may apply to customers who hold Primary Service with PG&E

** EVSE rebate amounts subject to change later in 2019 based upon EVSE RFQ. Rebate not to exceed 50% of charger equipment and installation costs. EVSE must meet minimum and standard requirements to be eligible for rebate

*** Customer-owned eligibility at PG&E discretion based on project scope and associated costs

† Limited to 25 vehicles per site; sites with more vehicles to be considered on an individual basis

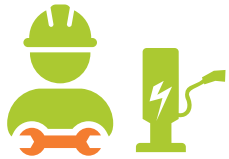
How to prepare

What we need from you

Demonstrate commitment to procurement of a minimum of 2 electric fleet vehicles

Demonstrate long-term electrification growth plan and schedule of load increase

Provide data related to charger usage for a minimum of **5 years**



Own or lease the property where chargers are installed, and operate and maintain vehicles and chargers for minimum of **10 years**

Application readiness

Ready to apply

1. Has a **Paid Vehicle Invoice**, **Approved Vehicle Grant**, or provides a **Letter from their Board/Owner, City Council**
2. Has a **vehicle and electrification plan**
3. **Knows location** for charger placement (Map)
4. Knows **charger company, model and size** (KW) (Datasheet)
5. **Secured funding** for out of pocket cost.
   ie: Grants or Approved Budget
6. Has **leadership approval** for EV Fleet program participation

Commercial EV Rate Structure

Note: All rate values and proposals in this presentation are preliminary and should be considered directional. Rate proposals have not been approved by the CPUC.

Summary of commercial EV rate proposal

PG&E is proposing new commercial EV rate plans to support adoption of clean, electric vehicles

The proposed EV rates eliminate demand charges, instead using a monthly subscription pricing model to enable:

- More affordable EV charging
- Simpler pricing structures
- Improved certainty and budgeting

PG&E designed two rates specifically for **fleets, fast charging, workplaces and multifamily dwellings** and will create a new rate class* for Commercial EV (CEV) charging:

CEV-Small	CEV-Large
Charging installations **up to 100 kW**, e.g. smaller workplaces and multifamily sites	Charging installations **over 100 kW**, e.g. fleets, fast charging, and larger sites Options for secondary and primary voltage service

*To enable new rates, EV charging must be separately metered from existing buildings and facilities.

Proposed CEV rate structure

1

Customers choose subscription level, based on charging needs

Subscription Charge:

$$ /50 kW connected charging[1]

Customers that want to **manage charging loads** can opt for a lower subscription level

2

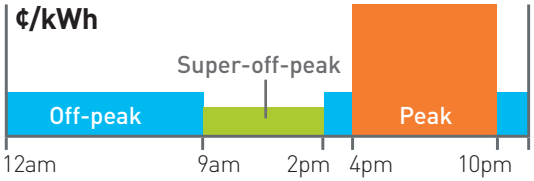
Subscription remains consistent month-to-month

If site charging power exceeds subscription, several customer communications are triggered

3

Energy usage is billed based on time-of-day pricing

Energy Charge:



Charging is cheapest mid-day, when PG&E has higher levels of renewable energy generation

Customers should avoid charging during peak hours from 4–10 p.m., when possible

[1] Values above represent CEV-Large, secondary voltage rates. CEV-Small rate has a lower subscription charge (~$25 per 10 kW connected charging)

NOTE: All rate values and proposals in this presentation are preliminary and should be considered directional. Rate proposals have not been approved by the CPUC.

PG&E EV Fleet electrification process

PRELIMINARY DESIGN (3–5 months)

FINAL DESIGN and EXECUTION (6–8 months)

CUSTOMER TASK
PG&E TASK

START

1 SUBMIT EV FLEET APPLICATION

Consult with your fleet OEM and/or electrical contractor to prepare and complete a PG&E EV Fleet program application **pge.com/evfleetapp**

2 CUSTOMER INFRASTRUCTURE DESIGN

Electrical contractor designs your charging system infrastructure behind-the-meter (BTM), which includes charging stations

3 4 PG&E INITIAL DESIGN

PG&E works with you and your electrical contractor on an optimal design

3 PG&E estimates how much electric capacity you'll need (referred to as a capacity check)

4 PG&E surveys your site and provides initial design of your to-the-meter (TTM) infrastructure build-out

5 PG&E ESTIMATE

PG&E calculates the time, effort and cost of your build-out (referred to as rough order of magnitude, or ROM)

6 SIGN CONTRACT

All parties review and approve the proposal. Contract is signed

7 CUSTOMER BEGINS BTM CONSTRUCTION PROCESS

Submit/obtain permit from local jurisdiction

8 PG&E FINAL DESIGN

PG&E finalizes TTM design

9 10 11 CUSTOMER BTM CONSTRUCTION

9 Construct electrical infrastructure behind the utility meter

10 Install EVSE/charging equipment

11 Complete municipal inspection(s)

12 PG&E TTM CONSTRUCTION

PG&E constructs utility infrastructure, installs meter and makes any necessary transformer upgrades

13 PG&E TURNS ON SERVICE

PG&E activates your service once inspections are complete

14 CUSTOMER COMMISSIONS EVSE EQUIPMENT

Ensure equipment is functioning as intended:

- Test EVSE for voltage
- Ensure connectivity to equipment manufacturer network

15 PG&E ISSUES QUALIFYING REBATES

COMPLETE

Dean Kunesh
D1KB@pge.com

Tim O'Neill
TKO2@pge.com