EV Fleet Program
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 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
- School bus (class 6–7)
- Other (class 7–8)

**OFF-ROAD**
- Truck stop electrification
- Transport registration units
- Port cargo trucks
- Airport ground support equipment
- 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

<table>
<thead>
<tr>
<th>Utility assets (e.g.: power lines, transformer)</th>
<th>Meter</th>
<th>Electric panel/switchgear</th>
<th>Charger</th>
<th>Plug-in electric vehicle</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>To the meter (TTM) infrastructure</strong></td>
<td></td>
<td><strong>Behind the meter (BTM) infrastructure or make-ready</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>PG&amp;E pays for,</strong> constructs, owns, and maintains electrical infrastructure to the meter panel***</td>
<td></td>
<td><strong>Customer pays for,</strong> constructs, owns, and maintains make-ready infrastructure from meter to the charger</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Program participant pays for charging equipment

Charging equipment rebates for schools, transit agencies and disadvantaged communities

<table>
<thead>
<tr>
<th>EVSE power</th>
<th>Max. rebate amount**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to 50kW</td>
<td>$15,000 per charger</td>
</tr>
<tr>
<td>50kW up to 150kW</td>
<td>$25,000 per charger</td>
</tr>
<tr>
<td>150kW and above</td>
<td>$42,000 per charger</td>
</tr>
</tbody>
</table>

Customer-owned infrastructure

<table>
<thead>
<tr>
<th>Vehicle type</th>
<th>Per vehicle incentive cap†</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transit buses and Class 8 trucks</td>
<td>$9,000 per vehicle</td>
</tr>
<tr>
<td>Transportation refrigeration units, truck stop electrification, ground support equipment and forklifts</td>
<td>$3,000 per vehicle</td>
</tr>
<tr>
<td>School buses, local delivery, trucks and other vehicles</td>
<td>$4,000 per vehicle</td>
</tr>
</tbody>
</table>

* 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
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:

<table>
<thead>
<tr>
<th>CEV-Small</th>
<th>CEV-Large</th>
</tr>
</thead>
<tbody>
<tr>
<td>Charging installations <strong>up to 100 kW</strong>, e.g. smaller workplaces and multifamily sites</td>
<td>Charging installations <strong>over 100 kW</strong>, e.g. fleets, fast charging, and larger sites Options for secondary and primary voltage service</td>
</tr>
</tbody>
</table>

*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 \text{ 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.

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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)**

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. **PG&E INITIAL DESIGN**
   - PG&E works with you and your electrical contractor on an optimal design:
     1. PG&E estimates how much electric capacity you’ll need (referred to as a capacity check).
     2. PG&E surveys your site and provides initial design of your to-the-meter (TTM) infrastructure build-out.

4. **CUSTOMER BEGINS BTM CONSTRUCTION**
   - Submit/obtain permit from local jurisdiction

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**
   - PG&E finalizes TTM design

**FINAL DESIGN and EXECUTION (6–8 months)**

8. **CUSTOMER COMMISSIONS EVSE EQUIPMENT**
   - Ensure equipment is functioning as intended:
     - Test EVSE for voltage
     - Ensure connectivity to equipment manufacturer network.

9. **CUSTOMER BTM CONSTRUCTION**
   - Construct electrical infrastructure behind the utility meter

10. **PG&E TTM CONSTRUCTION**
    - PG&E constructs utility infrastructure, installs meter and makes any necessary transformer upgrades.

11. **CUSTOMER BTM CONSTRUCTION**
    - Install EVSE/charging equipment

12. **PG&E TTM CONSTRUCTION**
    - Complete municipal inspection(s)

13. **PG&E TURNS ON SERVICE**
    - PG&E activates your service once inspections are complete

14. **CUSTOMER COMMISSIONS EVSE EQUIPMENT**
    - PG&E finalizes TTM design

15. **PG&E ISSUES QUALIFYING REBATES**
    - PG&E issues qualifying rebates

**COMPLETE**