PG&E EV Fleet Program

Electrify Fleet Cost Savings with PG&E's EV Fleet program

Together, Building a Better California

EV Fleet program overview

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 2020–2024

700+ sites
SUPPORTING
6,500 new EVs

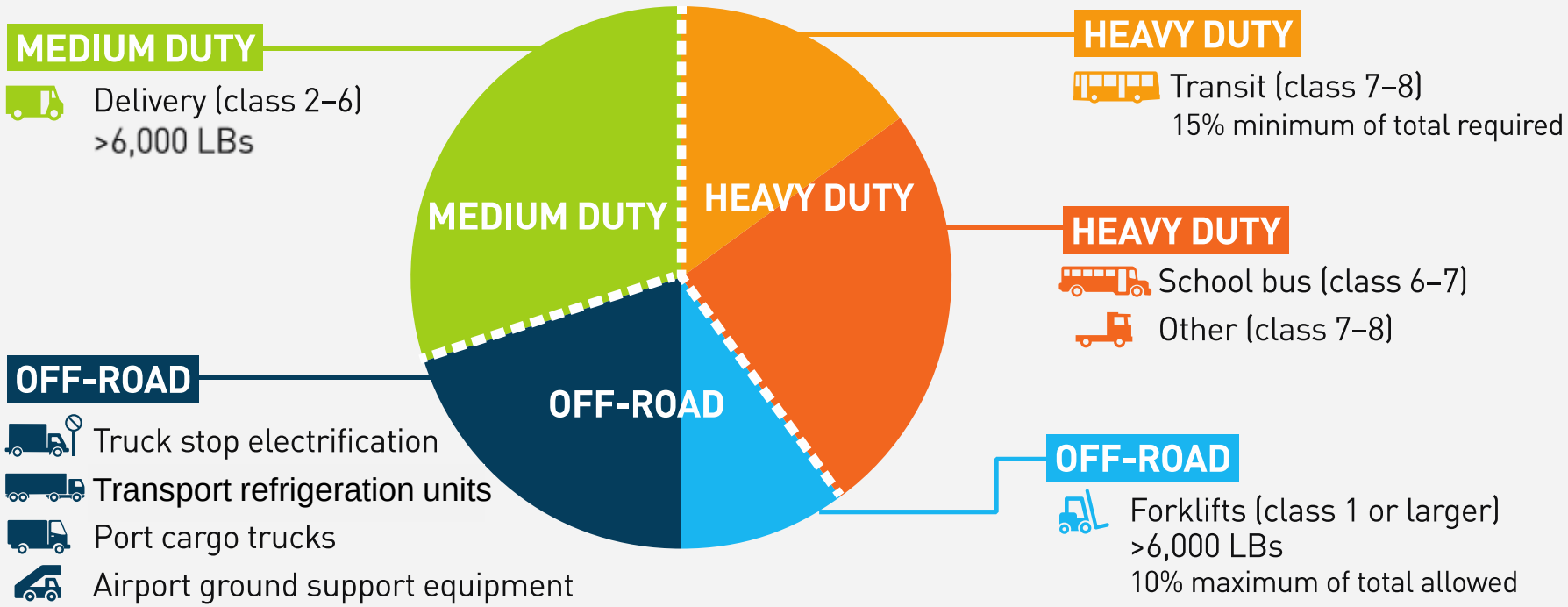
Support conversion of commercial and public fleets to electric

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*

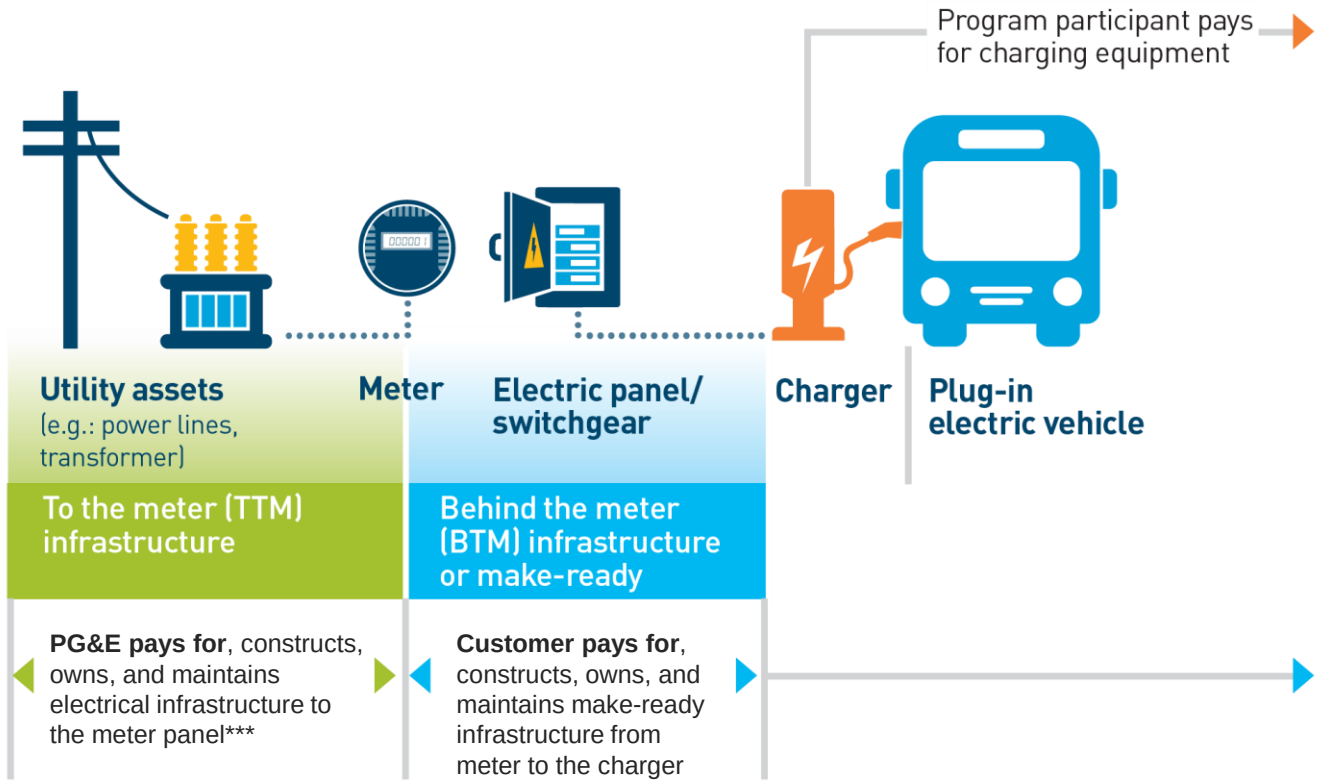
VEHICLE TYPE ESTIMATES



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

EV Fleet program incentives and rebates

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



Charging equipment rebates for school buses, transit buses 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.
** Rebate not to exceed 50% of charger equipment and installation costs.
EVSE must meet minimum and standard requirements to be eligible for rebate.
Fortune 1000 companies are not eligible.
*** Customer-owned eligibility at PG&E discretion based on project scope and associated costs.
† Limited to 25 vehicles per site.
‡ Limited to 50 vehicles per site.

Purchasing electricity for your fleet

PG&E commercial customers have a choice of rate plans based on their load profile and electrical meter:

OPTION 1: Commercial Electric Rates

For those that have fleet charging and other business electrical operations on the same meter, PG&E offers a variety of rates plans based on load profile.

Purchasing electricity for your fleet

PG&E commercial customers have a choice of rate plans based on their load profile and electrical meter:

OPTION 2: Business EV Rates (May 2020)

Those that install fleet charging on a separate meter can reduce energy costs by approximately 25% compared to the Commercial Electric Rates with PG&E's new Business EV Rates. These rates eliminate demand charges, and instead use two monthly subscription pricing models and lower energy prices to enable more affordable charging and improved certainty for budgeting.

Purchasing electricity for your fleet

Business EV Rates (May 2020)

1

Customers choose subscription level, based on charging needs

High use EV rate:

$95.56 per 50 kW block over 100kW*

Low use EV rate:

$12.41 per 10 kW block up to 100kW*

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

2

Subscription remains consistent month-to-month

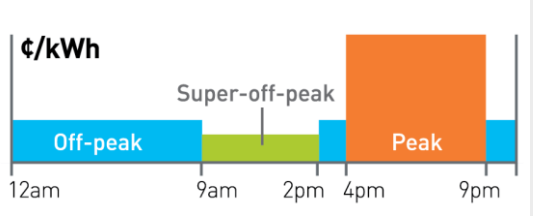
If site charging power exceeds subscription, several customer communications are triggered, and overage fees may apply.

Customers **can change subscription level** to suit their charging needs.

3

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

Energy Charge:



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

- Peak = 33 ¢ / kWh
- Off-peak = 12 ¢ / kWh
- Super-off-peak = 10 ¢ / kWh

Purchasing electricity for your fleet

Time-of-use charging strategy

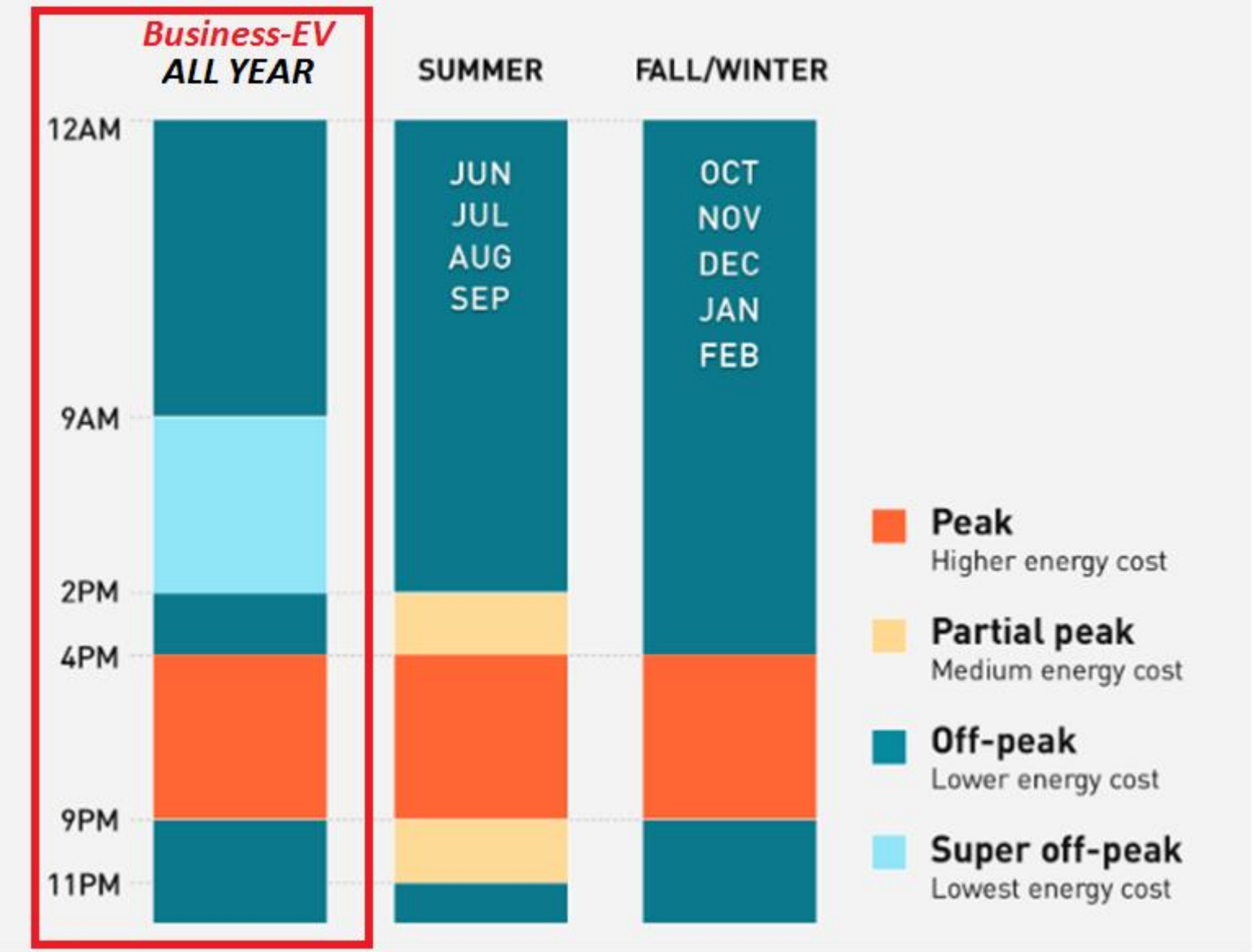
In general, charging your vehicles during off-peak periods (night and early morning hours) will reduce overall energy costs.

Business EV Rates

No ‘Partial peak’ during the Summer.

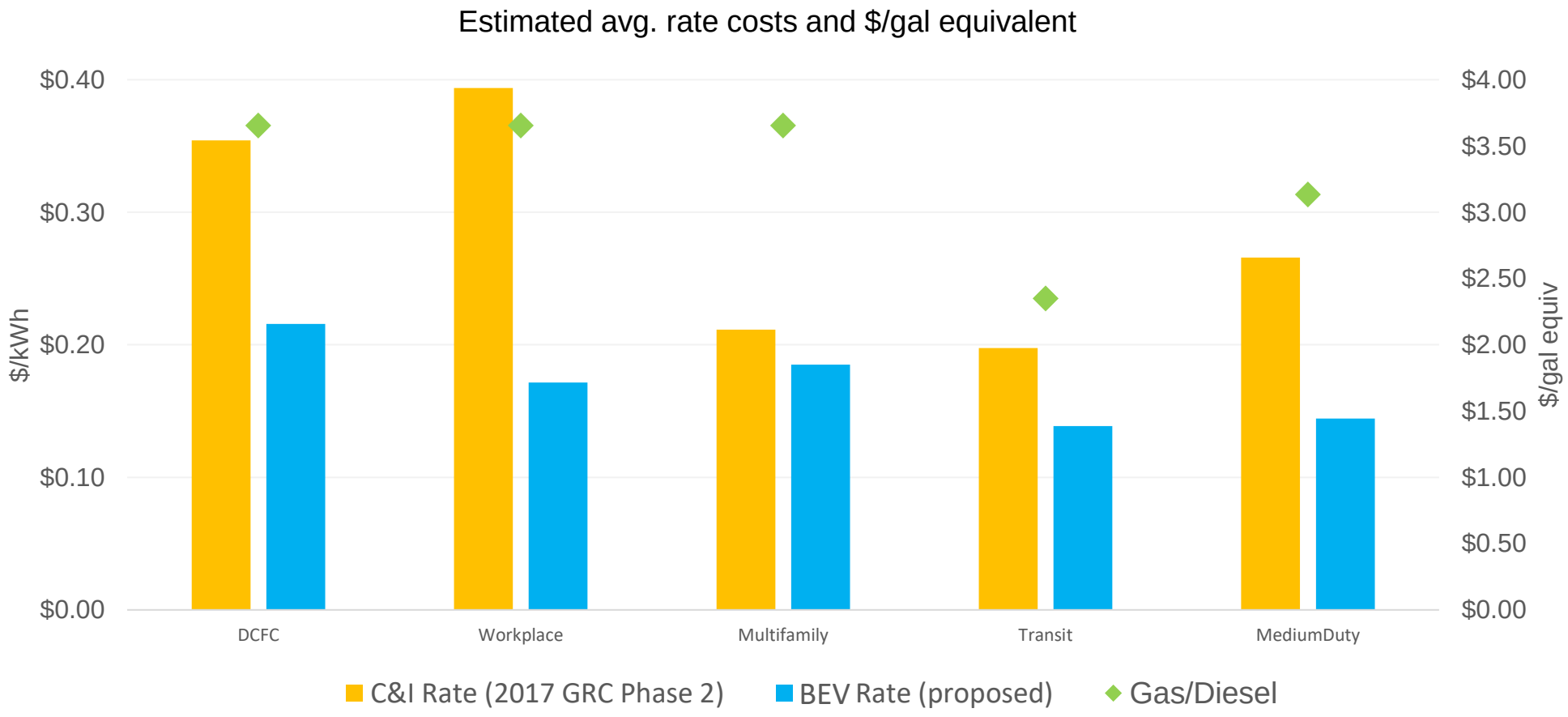
AND

Access to ‘Super off-peak’ All Year Long.



Business EV Rates savings

The new business EV rates can enable **significant savings** compared to existing commercial rate plans.



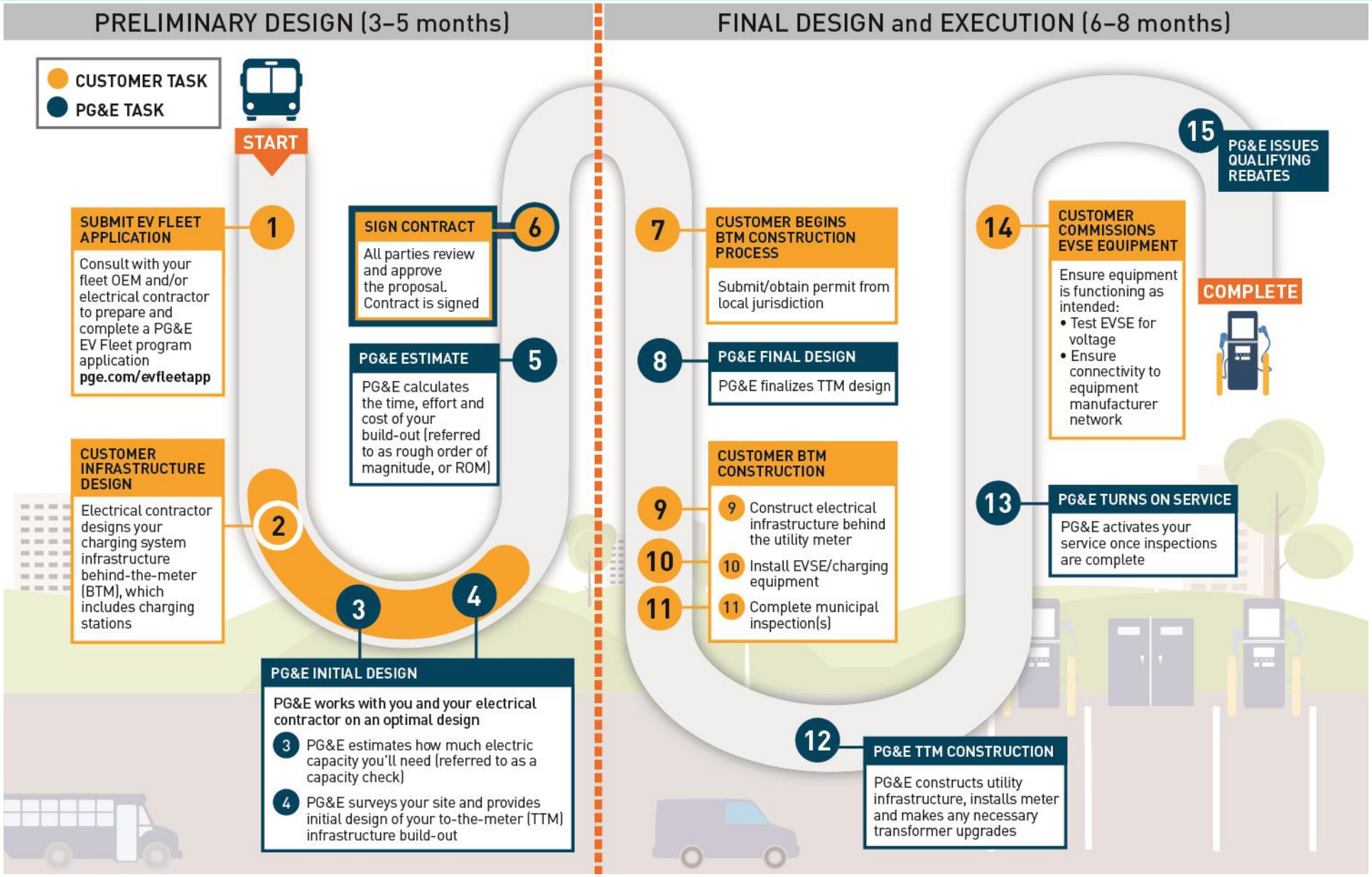
*Rate and billing estimates are preliminary and reflect a sample site. Actual costs will vary based on approved rate values and site energy usage.

Application readiness

Ready to apply

1. Has a **committed to purchasing EVs**, **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.
   i.e.: grants or approved Budget
6. Has **leadership approval** for EV Fleet program participation

Understanding the permitting process



Thank you.

Want to learn more about the program, visit pge.com/evfleet

Ready to talk to a customer onboarding specialist, fill out an interest form at pge.com/evfleetform