EV Fleet Resources

North Bay Watershed Association

February 7, 2025

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Together, Building a Better California

EV Fleet Program Overview

evfleet

GOAL:

Support the deployment of

>6,500 MDHD EVs

BUDGET:

$236 million

TIMEFRAME:

Enrolling sites through 2026 or until funding is fully subscribed

What the program provides

- Builds and pays for the service connection up to the meter
- Incentives towards out-of-pocket costs on the customer side of the meter
- Rebates to offset EV charger costs
- Provides expert guidance on your vehicle electrification project

Who is eligible

- Sites that are **procuring at least two** off-road, medium-duty, or heavy-duty electric vehicles (buses, forklifts, delivery vans, box trucks, etc.)
- Must be a PG&E electric customer

Visit www.pge.com/evfleet to learn more

Available incentives and rebates

CUSTOMER-OWNED

Utility assets
(e.g.: powerlines, transformer)

Meter

Electric panel/
switchgear

Charger

Plug-in
electric vehicle

To the meter (TTM) infrastructure

Fully paid for through the program (your EV meter will be connected to the grid for FREE)

Behind the meter (BTM) infrastructure

Eligible for incentive up to capped amount based on vehicle type**

Vehicle type	Per vehicle incentive
Transit buses and Class 8 trucks	$9,000 per vehicle†
Off-road vehicles	$3,000 per vehicle‡
School buses and Class 2-7 vehicles	$4,000 per vehicle†

EV supply equipment (EVSE)

Schools, transit agencies and sites in disadvantaged communities may receive EVSE rebates

EVSE power	Max. rebate amount*
Up to 50 kW	$15,000 per charger
50.1kW–149.9kW	$25,000 per charger
150 kW and above	$42,000 per charger

*Rebate not to exceed 50% of charger equipment. EVSE must meet minimum and standard requirements to be eligible for rebate. Fortune 1000 companies are not eligible.

**Incentive not to exceed 80% of customer out-of-pocket costs.

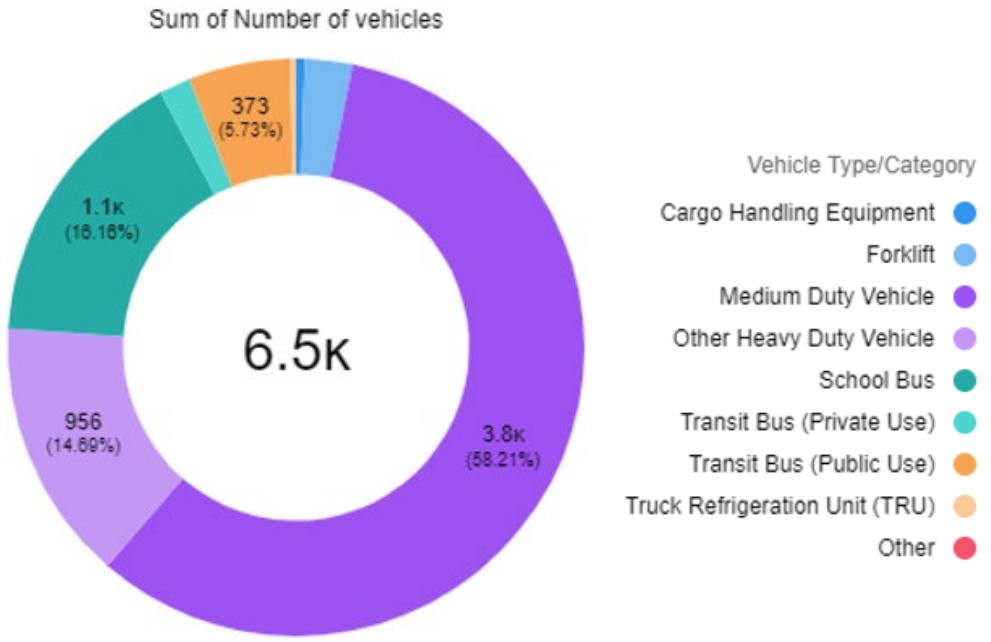
†Limited to 25 vehicles per site.

‡Limited to 50 vehicles per site.

EV Fleet Program Progress

As of January 15:

- 318 sites enrolled
- 6,500+ vehicles committed
- 20.5 average # fleet EVs per site
- Requested load from 29kW to 11MW, average 768kW per site



Sectors served: schools, transit agencies, distribution and delivery, private transportation, ports, farms and vineyards, municipalities, drayage, dealerships, laundry, maritime, and more

Grid capacity for EV projects

Does PG&E have enough grid capacity to serve my EV chargers?

Good news! Only about 15% of EV Fleet projects face capacity challenges, and we have different strategies for providing power for these sites.

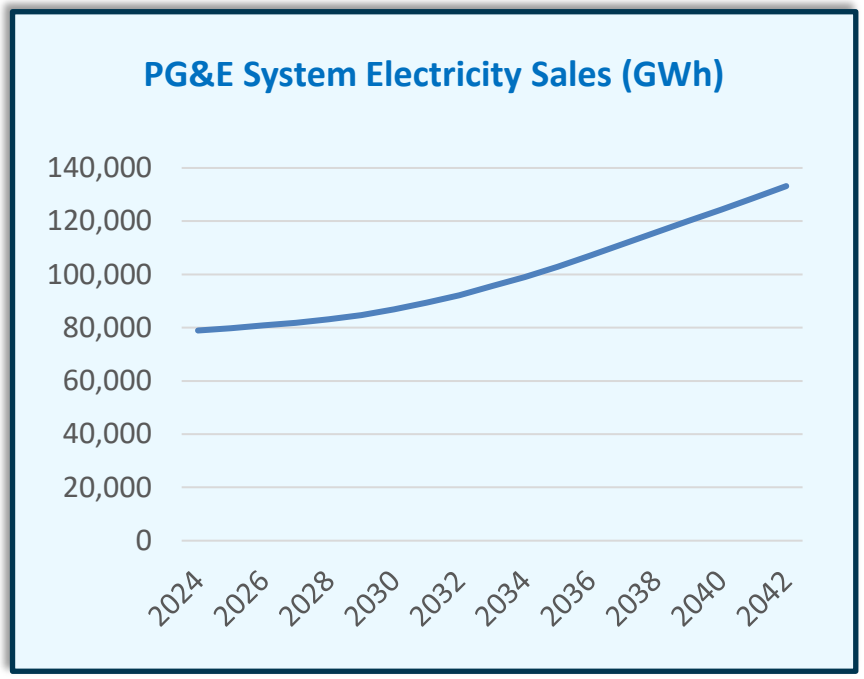
Interested in learning more about capacity at your site?

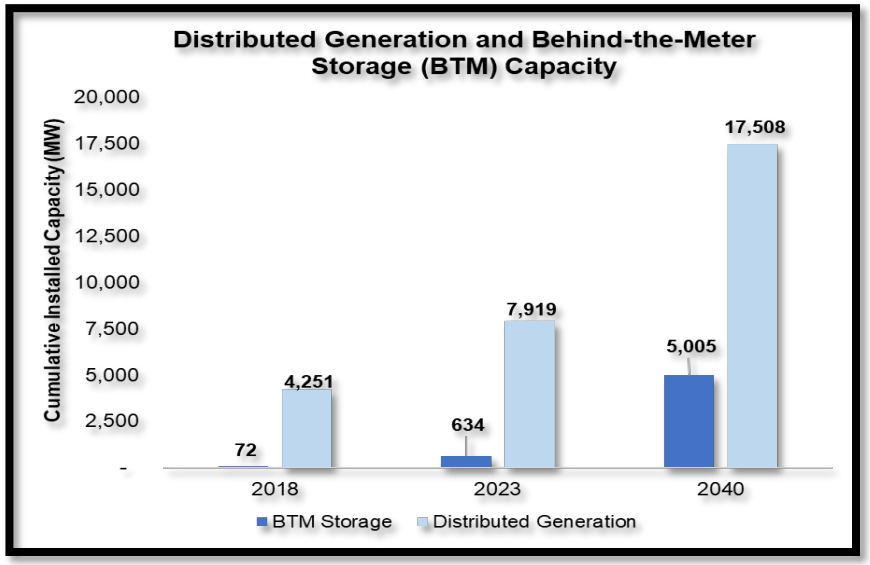
Check out PG&E's Integration Capacity Analysis (ICA) maps

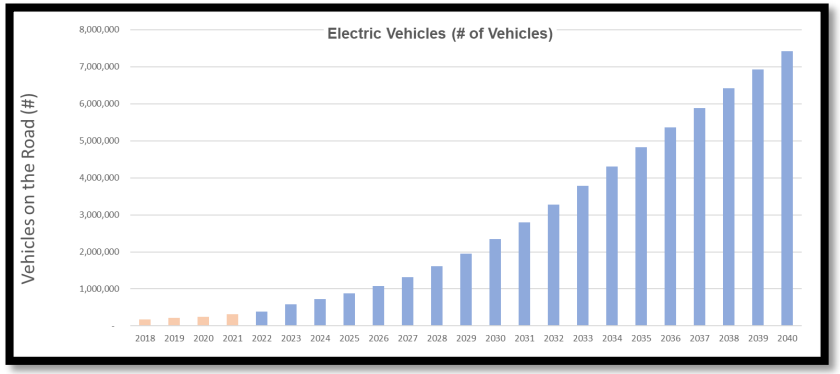
Context Setting: The need for new DER Management Tools & Processes

PG&E anticipates increased load driven by EV adoption and building electrification – coupled with continued adoption of distributed solar, significant growth of behind-the-meter storage and flexible loads such as EV charging.

New tools and processes to orchestrate Distributed Energy Resources (DERs) are necessary to safely and effectively operate the grid.







7/25 PG&E Innovation Summit announcing DERMS Initiative

Source: PG&E's Spring 2023 Annual Load Forecast

Real World Example of Potential Benefits

Hour of the Day	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
0	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
1	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
2	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
3	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
4	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
5	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
6	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
7	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
8	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
9	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
10	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
11	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
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21	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
22	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
23	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%

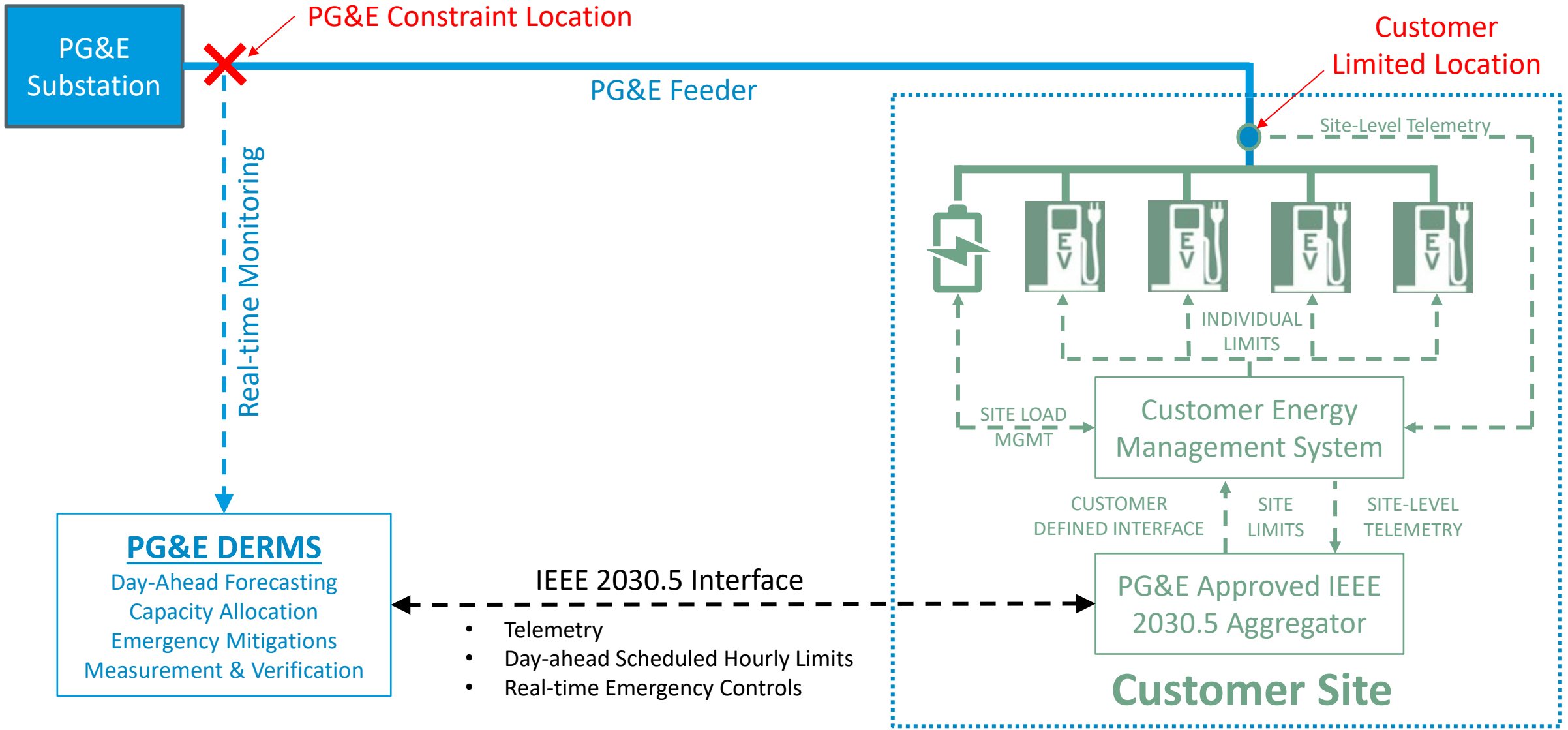
STATUS QUO: Planning Limits for 5MW EV Charging Station

Hour of the Day	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
0	100%	100%	100%	99%	86%	83%	75%	63%	73%	72%	100%	100%
1	100%	100%	100%	100%	81%	86%	76%	68%	74%	72%	100%	100%
2	100%	100%	100%	99%	86%	84%	76%	70%	78%	74%	100%	100%
3	100%	100%	100%	98%	85%	82%	76%	69%	70%	75%	100%	100%
4	100%	100%	100%	95%	84%	75%	63%	61%	56%	68%	100%	100%
5	98%	94%	93%	87%	70%	68%	49%	50%	47%	59%	100%	92%
6	84%	81%	82%	80%	73%	58%	40%	37%	39%	49%	86%	83%
7	76%	77%	75%	74%	46%	45%	34%	29%	36%	43%	76%	79%
8	72%	73%	72%	77%	48%	39%	32%	29%	33%	42%	65%	73%
9	76%	77%	76%	82%	61%	41%	33%	34%	36%	48%	66%	76%
10	76%	77%	77%	78%	53%	38%	31%	30%	34%	47%	64%	76%
11	80%	78%	84%	81%	55%	40%	30%	29%	32%	45%	65%	75%
12	81%	77%	80%	76%	54%	35%	27%	24%	25%	43%	66%	77%
13	78%	78%	78%	82%	41%	35%	27%	24%	28%	37%	73%	80%
14	81%	78%	77%	77%	41%	36%	20%	26%	34%	40%	75%	80%
15	82%	79%	88%	73%	45%	33%	19%	20%	31%	42%	77%	80%
16	83%	79%	87%	78%	46%	38%	27%	30%	33%	45%	80%	85%
17	86%	85%	91%	80%	57%	46%	34%	37%	40%	50%	88%	88%
18	90%	86%	91%	80%	64%	53%	41%	41%	42%	49%	91%	91%
19	97%	91%	93%	84%	67%	58%	48%	43%	48%	51%	95%	96%
20	99%	97%	95%	78%	69%	59%	48%	45%	51%	57%	97%	99%
21	100%	100%	99%	91%	74%	65%	55%	53%	54%	56%	100%	100%
22	100%	100%	100%	94%	81%	74%	64%	60%	64%	62%	100%	100%
23	100%	100%	100%	97%	84%	81%	71%	64%	67%	67%	100%	100%

FLEX CONNECT

Key Takeaway – Some sites can still have access to partial power despite being limited to 0MW during the daytime hours

Illustrative Site Configuration



Business EV rate structure

1

Customers choose subscription level, based on charging needs

High Use EV Rate:

$95.56 / 50kW block over 100kW*

Low Use EV Rate:

$12.41 / 10kW 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

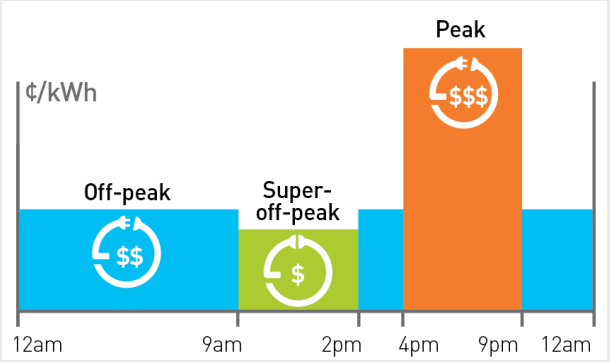
If site charging power exceeds subscription, several customer communications are triggered, and overage fees may apply.

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

3

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

Energy Charge:



~$1.91 per e-gallon

Depends on vehicle type, season, and time of day for charging

Compare e-gallon rate savings to gas/diesel

Visit the **Business EV Rate website** for more information

* Values for Business High Use EV Rate Secondary (BEV2-S) voltage. For Business High Use EV Rate Primary (BEV2-P) voltage, the price of each 50kW block is $85.98. Please refer to the Business EV Tariff for exact values.

EV Fleet Savings Calculator

Note: Values shown for illustrative purposes. Please refer to the EV Fleet Savings Calculator at **Fleets.pge.com** for exact values.

EV Fleet Savings Calculator

Annual Fuel Savings	Savings Per Mile	Annual LCFS Credits	Revenue Per Mile	Annual GHG Emissions Saved
$299,000	$0.64	$143,000	$0.31	866 Tons

VEHICLES

3x Tesla Semi

Miles per vehicle	300
Days Operating	Weekdays
Charging:	9pm - 5am

6x Kenworth K370e

Miles per vehicle	100
Days Operating	Weekdays
Charging:	9pm - 5am, 2pm - 4pm

1x Ford E-transit

Miles per vehicle	100
Days Operating	Weekdays
Charging:	9pm - 5am

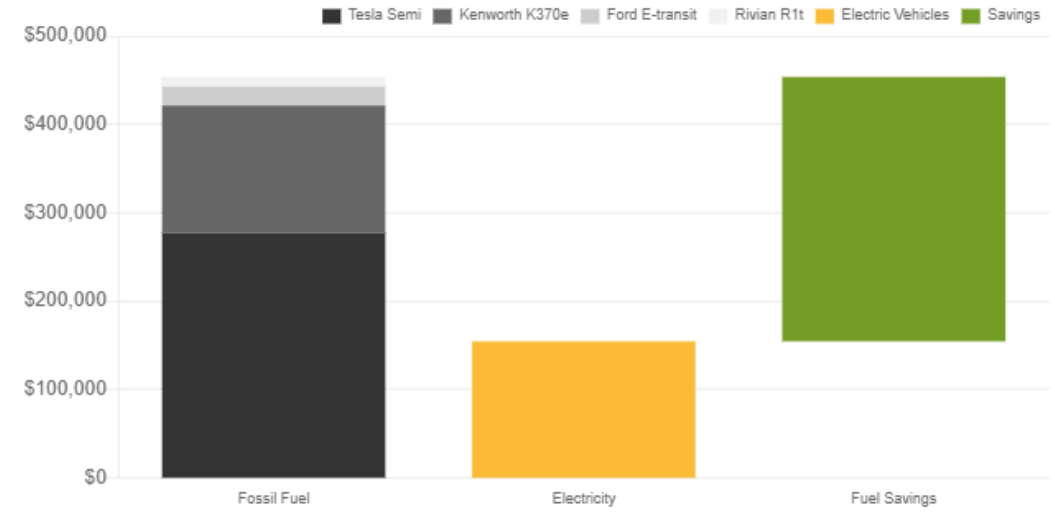
3x Rivian R1t

Miles per vehicle	60
Days Operating	Weekdays
Charging:	9pm - 5am

FINANCIAL | ELECTRICITY | VEHICLES | CHARGERS | EMISSIONS

Based on your selections, using electricity instead of fossil fuel saves **$299,000** per year.

ANNUAL FUEL COSTS



Challenges faced by Fleet Operators

- Fleet operators have never had to think about kilowatts before – have no idea how to even get started
- Organizations lack dedicated staff and in-house expertise to plan and execute an electrification project
- The market for electric vehicles and charging equipment is changing rapidly, so customers hesitate to commit to a plan
- Fleet electrification projects have high up-front costs for vehicles, chargers, and infrastructure
- Fleet management staff doesn't usually pay the electricity bill, disconnect between operation of the vehicle and energy consumption

EV Fleet Advisory Services Program

One-on-One support throughout electrification

$0.00

Zero cost to fleets

Accepting applications through 2026

- Individualized services based on customer's unique needs
- Providing support to fleet operators at all stages of their electrification journey
  - Ideation/early education
  - Planning and implementation of project
  - Post-energization/operational
- Currently in beta phase, full program launch planned for March 2025
- Serve 250+ customers through 2026

What fleets are eligible?

The EV Advisory program will serve medium- and heavy-duty (MHD) fleets with additional services and support available for Schools, Transit Agencies, Small Businesses, and Local Government fleets located in AB 841 Priority Communities*

Fleet Electrification Planning	Pre-Energization Support*	Post-Energization Support
All medium- and heavy-duty (MDHD) fleet customers	Schools, Transit Agencies, Small Businesses, and Local Government fleets located in AB 841 Priority Communities	Schools, Transit Agencies, Small Businesses, and Local Government fleets located in AB 841 Priority Communities

AB 841 Priority Communities:

How our Advisors support fleets

Stage:	Just getting started	Planning and executing	Energized and operational
Our advisors will:	Help you get started with fleet electrification	Refine your project details to get your project underway	Help you optimize operations to maximize the benefits of EVs
Example services include:	• Education on fleet electrification basics • Creating a customized plan for your fleet • Guidance on equipment selection • Total cost of ownership assessment	• Checking grid capacity • Site planning • Service application support • Identifying bridge solutions if capacity is constrained • Consulting on advanced technologies such as V2G and ALM	• Guidance on rates, LCFS credits, and charger operation and maintenance • Charging optimization to reduce costs • Planning for additional EVs

Thank you!

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