



EV Make Ready Program

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Presentation Overview



Agenda

- **Target Audience**
- **Team Introductions**
- **Overview of EV Make Ready Program**
 - Program Overview & Background
 - Incentive Calculations
 - Incentive Caps
 - Scenarios
- **Q & A**

Housekeeping Items

- **This meeting is being recorded – keep mics muted**
- **Slide deck made available to all attendees and posted on the website after the event**
- **Please type your questions into the Q/A box**

EV Make Ready Program - Target Audience

Target Audience

- **Today's discussion is aimed to ensure Customers and Developers have a clear understanding of the program and the incentives readily available:**
 - Provide clarity on how the incentives are calculated and rules
 - Ensure that the process is made clear and that Developers know where all resources can be found on our website and who to contact
 - Feedback on how to improve the EV Make Ready process for both PSEG Long Island and the Developers



PSEG Long Island Team Introductions

Team Introductions



Mike Voltz
Director of Energy Efficiency
PSEG Long Island



Rachel Lane
Program Manager, Electric Vehicles
PSEG Long Island

EV Make Ready Program – What is it?



What is it?

- **Authorized under 2020 DPS Order (Case 18-E-0138)**
 - Orders NYS Utilities to offer incentives to developers to promote EV adoption
 - Contributes to NYS Climate Act (aka CLCPA) goals
 - EV Adoption necessary to meet State goal of 850,000 EVs = 178,500 registered EV's on Long Island by end of 2025
 - 25,645 EVs on Long Island (1.47% of market share) = February 2022
- **Our program is similar in setup to the NY Joint Utility Make Ready Program**
- **Funding through 2025**
- **Port targets through 2025:**
 - 4,247 L2 Ports
 - 498 DCFC Ports
- **Targets through 2022:**
 - Enroll 637 L2 Ports/Energize 450 L2 Ports
 - Enroll 75 DCFC Ports/Energize 50 DCFC Ports

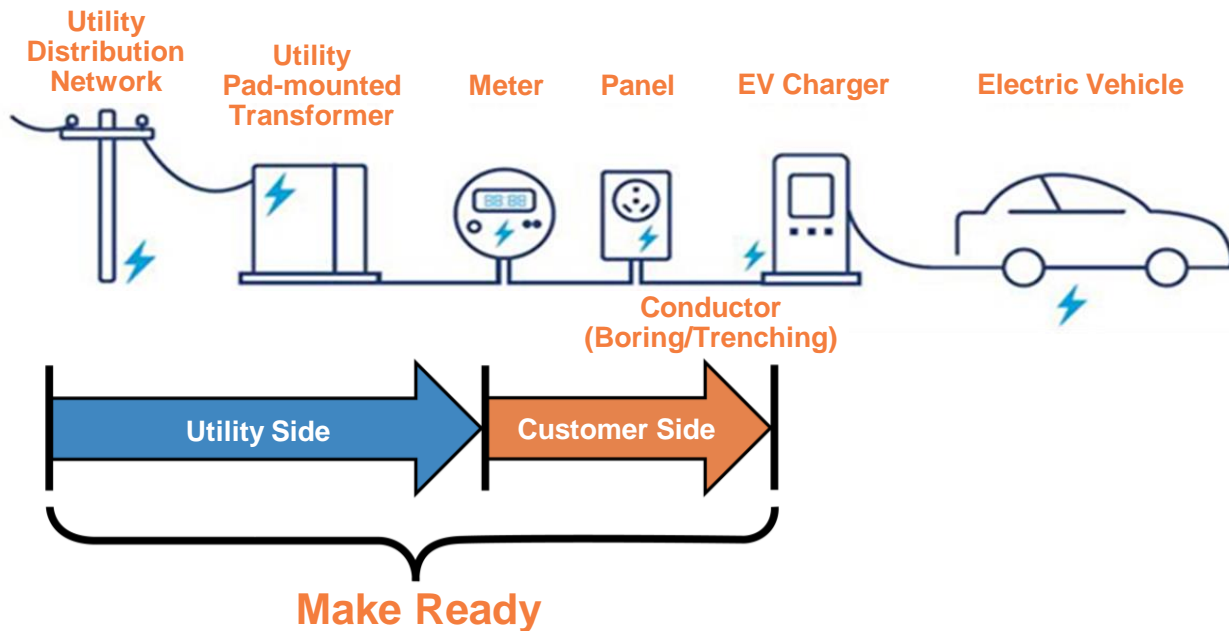
EV Make Ready Program

USMR / CSMR

USMR / CSMR

- **Utility Side Make Ready (USMR):** Distribution infrastructure equipment up to the meter (aka Contribution in Aid of Construction – CIAC))
- **Customer Side Make Ready (CSMR):** Infrastructure equipment up to the EV Charger

Note: The EV Charger is not eligible for incentives under the EV Make Ready Program



EV Make Ready Program

Program Goals

Program Goals

- **Build the Charging Station Infrastructure to animate EV adoption on Long Island**
- **Reduce Concerns about range anxiety and provide incentives for developers to install charging stations**
- **Key considerations include charger type, quantity of charger & ports, power output, location, and communities served**
 - Benefit ratepayers across the territory, ensuring equitable return on investment
 - Service territory covers Far Rockaway, Nassau, and Suffolk



**Build charging
station infrastructure**



**Decrease range
anxiety**



**Incentives to install
charging stations**



**Service territory
coverage**

EV Make Ready Program

Incentive Structure

EV Make Ready Program – Incentive Structure

| Port Type | 100% Tier | 90% Tier | 50% Tier |
|----------------|--|---|--|
| DCFC Corridor | <ul style="list-style-type: none"> - 4+ ports simultaneously operable, each delivering 150kW or higher AND - All ports CCS or ChAdeMO AND - Future-proofed infrastructure | <ul style="list-style-type: none"> - Simultaneously CCS/CHAdEMO ports are less than 150kW OR - Proprietary ports matched one-for-one with CCS or ChAdeMO of equal or higher power | Proprietary ports that meet all other requirements but are not matched one-for-one |
| DCFC Community | <ul style="list-style-type: none"> - Location within 1 mile of EJ/LI boundary AND - All ports CCS or ChAdeMO | <ul style="list-style-type: none"> - CCS/CHAdEMO ports not within 1 mile of EJ/LI boundary OR - Proprietary ports matched one-for-one with CCS or ChAdeMO of equal or higher power | Proprietary ports that meet all other requirements but are not matched one-for-one |
| Level 2 | <ul style="list-style-type: none"> - J1772 ports AND - Location within EJ/LI boundary or sufficiently close to EJ/LI community to directly support needs of those residents | <ul style="list-style-type: none"> - J1772 ports not within EJ/LI boundary, but available exclusively for public use OR - Proprietary ports matched one-for-one with J1772 of equal or higher power | <ul style="list-style-type: none"> - Proprietary ports that meet all other requirements but are not matched one-for-one OR - J1772 ports that are not available for public use, but for a more limited set of authorized users (workplace, non EJ/LI multi-family, etc.) |

Focus Area – Distribution

Corridor Locations within 1 mile

Focus Area – Distribution

Corridor Locations within 1 mile

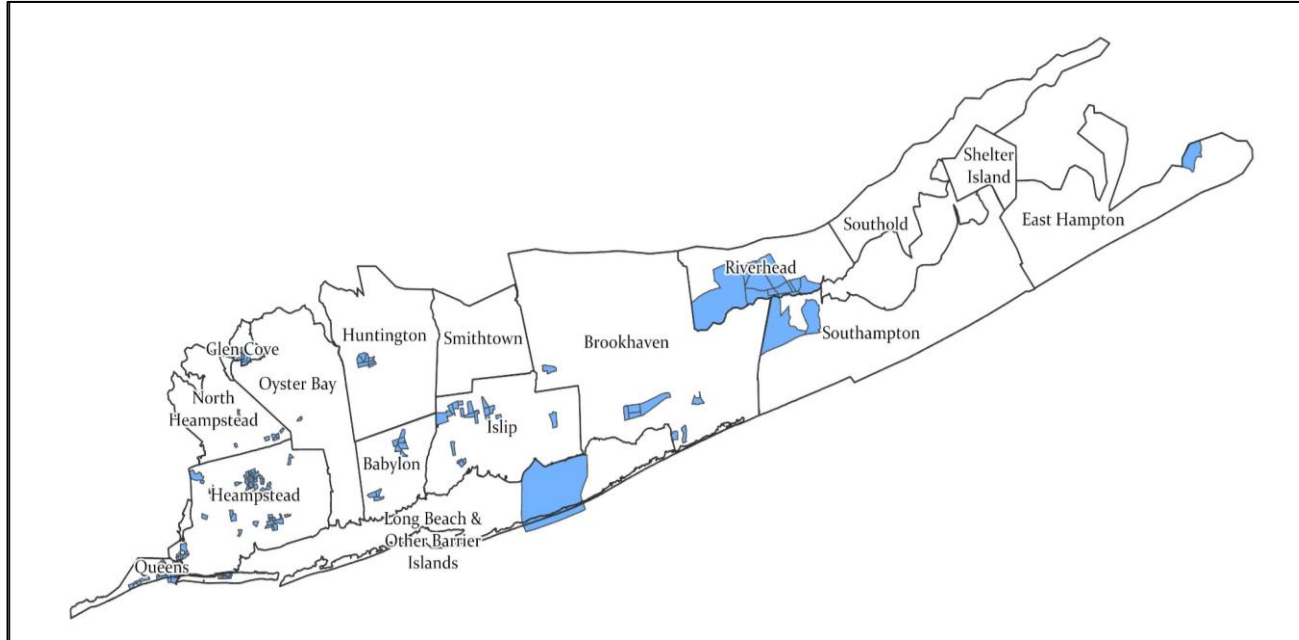
- **Locations beyond 1 mile of a major corridor are considered Community locations**



Focus Area – Distribution

Environmental Justice/Low Income (EJ/LI) Communities

- **Locations are defined by NYSERDA and subject to change**



EV Make Ready Program

Incentive Caps

Incentive Caps

- **Maximum Power**
 - DCFC – 2MW
 - Level 2 – 100kW
 - *Sites may be subject to a grid impact review*
- **Incentive Caps**
 - DCFC Corridor - \$529,302
 - DCFC Community - \$205,623
 - L2 - \$30,366
- **Entity**
 - No more than 20% of the overall budget



EV Make Ready Program

Operational Requirements



Operational Requirements

- **Station data collection for minimum of 5 years**
 - Fee structure of station
 - Total charging revenues per year
 - Operating costs per year
 - Daily Number of charging sessions per year with start and stop time, peak kW, total kW
 - Port outage information (Reliability)
- **95% Up-Time annually per port**
- **99% Up-Time annually per station, minimum of 50% of the ports available**
- **Sites accepting payment must accept a universal form of payment (credit card)**

EV Make Ready Program

Rebate Methods

Rebate Methods

- **Incentive Formula**

$\text{Total Incentive} = (\text{USMR} + \text{CSMR}) * \text{Tier \%}$

$\text{Rebate Incentive} = ((\text{USMR} + \text{CSMR}) * \text{Tier \%}) - \text{USMR}$

- The actual incentive is the lesser of the calculated incentive and incentive cap
- Paid upon site energization

- **L2**

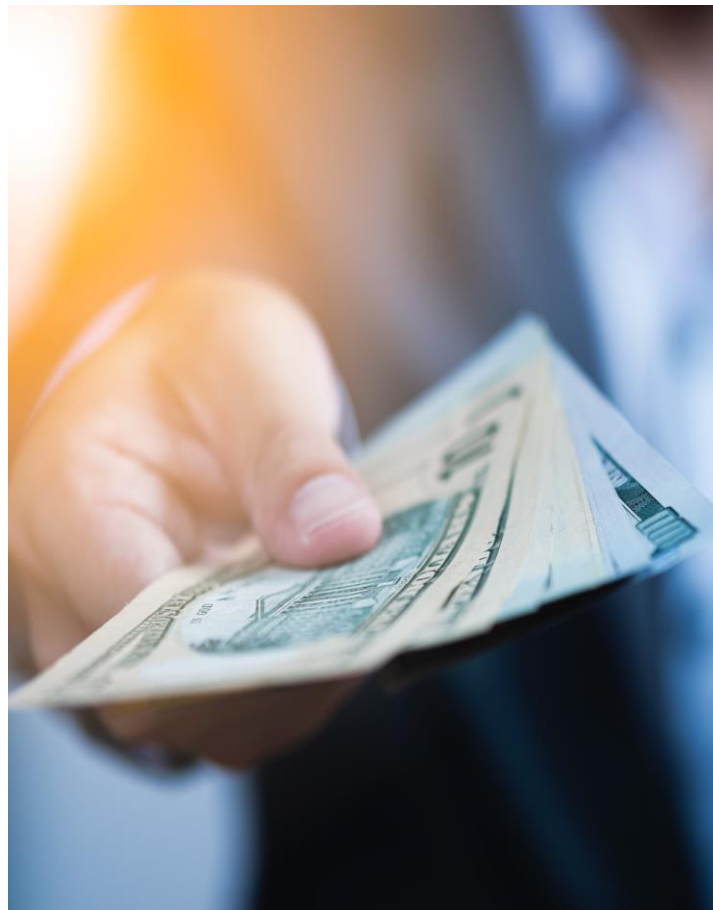
- Cash incentives paid following completion of energization

- **DCFC**

- Moving to Lease-to-Buy Model for most sites
- Allows for CSMR equipment capitalization by LIPA

- **Hybrid Sites (Mix of L2 & DCFC)**

- Cash Rebate or Lease-to-Buy driven by port majority and total project cost



EV Make Ready Program

Common Questions

Common Questions

- **If a multi-family unit is in an LI/EJ area, but the charges are designated for only tenants, what is the incentive?**
 - 100 %
- **What is the minimum amount of units that need to be in a multi-family to qualify?**
 - 5
- **What is the minimum amount of ports a site needs to have to qualify?**
 - 2
- **If a charger is at a business, is that considered public or private access?**
 - Generally, it is considered public as long as the site is accessible 24/7 by the public

Common Questions Continued...

- **What about paid parking lots?**
 - They are considered public as long as the fee is the only barrier to access
- **What counts as universal access for payment?**
 - If a site requires payment, it must be able to accept a credit card in some method – swipe reader, pay to tap, phone number to call, kiosk, etc.
- **How can I get on your approved contractor list/approved equipment list?**
 - We currently do not have approved lists. Developers are to ensure the EVSE meets the requirements of the program, and that contractors selected follow all regulations
- **Can fleets take advantage of this program?**
 - We do not have a fleet-specific program at this time. Many fleets will be able to take advantage of the EV Make Ready Program under the “workplace” tier

EV Make Ready Program

DCFC Program Update Details

DCFC Program Update Details

- **DCFC Phase II**

- Incentive tiers and caps remain unchanged
- Developer is paid cash for incentive value of CSMR at origination of lease
- LIPA owns CSMR equipment for 10 years – does not maintain site equipment
- Lease terms of up to 10 years – can be paid earlier
- Lease serviced and billed separately from electric bill
- Same application process, with additional:
 - Lease credit check – required for pre-approval to EV Make Ready Program if lease will be used
 - Easements – if necessary are the responsibility of developer to secure

EV Make Ready Program

L2 Scenarios

EV Make Ready Program – L2 Scenario 1

- USMR: \$10,000
- CSMR: \$30,000
- Incentive Tier: 90%
- **EVMR Total: \$40,000 capped at \$30,366 (Level 2)**

$$\text{EVMR} = \text{USMR} + \text{CSMR}$$

$$\text{Incentive} = \text{EVMR} * \text{Tier \%}$$

$$\text{Rebate Incentive} = \text{Min} ((\text{USMR} + \text{CSMR}) * \text{Tier \%}), \text{Incentive Cap}) - \text{USMR}$$

$$\text{Rebate Incentive} = \text{Min} (((\$10,000 + \$30,000) * 90\%), \$30,366) - \$10,000$$

$$\text{Rebate Incentive} = \text{Min} (\$36,000, \$30,366) - \$10,000$$

$$\text{Rebate Incentive} = \$20,366$$

- **Developer receives \$20,366 as a cash rebate and their out-of-pocket costs amount to \$9,634**
- **LIPA assumes ownership of USMR**
- **Developer assumes ownership of CSMR**

EV Make Ready Program – L2 Scenario 2

- USMR: \$10,000
- CSMR: \$40,000
- Incentive Tier: 100%
- EVMR Total: \$50,000 capped at \$30,366 (Level 2)
 - Rebate Incentive = $((\text{USMR} + \text{CSMR}) * \text{Tier \%}) - \text{USMR}$
 - Rebate Incentive = $((\$10,000 + \$40,000) * 100\%) - \$10,000$
 - Rebate Incentive = \$40,000
- Incentive is > incentive cap (\$30,366)
- Developer receives \$20,366 as a cash rebate and their out-of-pocket costs amount to \$19,634
- LIPA assumes ownership of USMR
- Developer assumes ownership of CSMR

EV Make Ready Program – L2 Scenario 3

- **USMR: \$40,000**
- **CSMR: \$20,000**
- **Incentive Tier: 50%**
- **EVMR Total: \$60,000 capped at \$30,366 (Level 2)**
 - Rebate Incentive = $((\text{USMR} + \text{CSMR}) * \text{Tier \%}) - \text{USMR}$
 - Rebate Incentive = $((\$40,000 + \$20,000) * 50\%) - \$40,000$
 - Rebate Incentive = \$10,000
- **Incentive is negative, meaning Developer is responsible for paying remaining USMR (CIAC) before construction can begin**
- **Developer receives no incentives as it partially covered the USMR, but they are still obligated to follow program requirements**
- **LIPA assumes ownership of USMR**
- **Developer assumes ownership of CSMR**

EV Make Ready Program

DCFC Scenarios

EV Make Ready Program – DCFC Scenario 1

- **USMR: \$200,000**
- **CSMR: \$200,000**
- **Incentive Tier: 90%**
- **EVMR Total: \$400,000 capped at \$529,302 (Corridor)**
 - Rebate Incentive = $((\text{USMR} + \text{CSMR}) * \text{Tier \%}) - \text{USMR}$
 - Rebate Incentive = $((\$200,000 + \$200,000) * 90\%) - \$200,000$
 - Rebate Incentive = \$160,000
- **Developer receives \$200,000 which goes towards the CSMR**
- **CSMR \$40,000 remainder over incentive**
 - Paid by Program and paid back to Program over lease terms – can be paid off early/at start of lease
- **LIPA assumes ownership of CSMR over 10 year period which at the end of the term is handed back to the developer**
- **LIPA owns USMR**

EV Make Ready Program – DCFC Scenario 2

- **USMR: \$300,000**
- **CSMR: \$200,000**
- **Incentive Tier: 50%, capped at \$205,623 (Community)**

$\text{Rebate Incentive} = ((\text{USMR} + \text{CSMR}) * \text{Tier \%}) - \text{USMR}$

$\text{Rebate Incentive} = ((\$300,000 + \$200,000) * 50\%) - \$300,000$

$\text{Rebate Incentive} = \text{Min} (((\$300,000 + \$200,000) * 50\%), \$205,623) - \$300,000$

$\text{Rebate Incentive} = \text{Min} (\$250,000, \$205,623) - \$300,000$

$\text{Rebate Incentive} = \$94,377$

- **CIAC owned by Developer: \$94,377**
- **CSMR paid by Program: \$0**
- **LIPA does not assume ownership of CSMR**
- **LIPA owns USMR**

EV Make Ready Program – DCFC Scenario 3

- **USMR: \$400,000**
- **CSMR: \$200,000**
- **Incentive Tier: 100%, capped at \$529,302 (Corridor)**

$\text{Rebate Incentive} = ((\text{USMR} + \text{CSMR}) * \text{Tier \%}) - \text{USMR}$

$\text{Rebate Incentive} = ((\$400,000 + \$200,000) * 100\%) - \$400,000$

$\text{Rebate Incentive} = \text{Min} (((\$400,000 + \$200,000) * 100\%), \$529,302) - \$400,000$

$\text{Rebate Incentive} = \text{Min} (\$600,000, \$529,302) - \$400,000$

$\text{Rebate Incentive} = \$129,302$

- **Since total incentive is > incentive cap (for Corridor), total incentive is \$529,302**
- **Developer receives \$200,000 which goes towards the CSMR**
- **CSMR \$70,698 over incentive:**
 - Paid by Program and paid back to Program over lease terms – can be paid off early
- **LIPA assumes ownership of CSMR over the 10 year period which at the end of the term is handed back to the developer**
- **LIPA owns USMR**

EV Make Ready Program – DCFC Scenario 4

- USMR: \$200,000
- CSMR: \$600,000
- Incentive Tier: 100%, capped at \$529,302 (Corridor)

$$\text{Rebate Incentive} = ((\text{USMR} + \text{CSMR}) * \text{Tier \%}) - \text{USMR}$$

$$\text{Rebate Incentive} = ((\$200,000 + \$600,000) * 100\%) - \$200,000$$

$$\text{Rebate Incentive} = \text{Min} (((\$200,000 + \$600,000) * 100\%), \$529,302) - \$200,000$$

$$\text{Rebate Incentive} = \text{Min} (\$600,000, \$529,302) - \$200,000$$

$$\text{Rebate Incentive} = \$329,302$$

- Since total incentive is > incentive cap (for Corridor), total incentive is \$529,302
- Developer receives \$600,000 which goes towards the CSMR
- CSMR \$270,698 remainder over incentive:
 - Paid by Program and paid back to Program over lease terms – can be paid off early
- LIPA assumes ownership of CSMR over the 10 year period which at the end of the term is handed back to the developer
- LIPA owns USMR

EV Make Ready Program – DCFC Scenario 5

- **USMR: \$200,000**
- **CSMR: \$200,000**
- **Incentive Tier: 100%, capped at \$529,302 (Corridor)**
 - Incentive = $((\text{USMR} + \text{CSMR}) * \text{Tier } \%) - \text{USMR}$
 - Incentive = $((\$200,000 + \$200,000) * 100\%) - \$200,000$
 - Rebate Incentive = \$200,000
- **Incentive covers entire amount of CSMR which doesn't justify having a lease agreement in place, however:**
 - LIPA assumes ownership of CSMR over the 10 year period which at the end of the term is handed back to the developer
- **LIPA owns USMR**

EV Make Ready Program – DCFC Scenario 6

- **USMR: \$200,000**
- **CSMR: \$400,000**
- **Incentive Tier: 90%, capped at \$205,623 (Community)**
 - Rebate Incentive = $\text{Min} ((\text{USMR} + \text{CSMR}) * \text{Tier } \%), \text{Incentive Cap}) - \text{USMR}$
 - Rebate Incentive = $\text{Min} (((\$200,000 + \$400,000) * 90\%), \$205,623) - \$200,000$
 - Rebate Incentive = $\text{Min} (\$540,000, \$205,623) - \$200,000$
 - Rebate Incentive = \$5,623
- **Incentive is > incentive cap (for Community), total incentive is \$205,623**
- **Developer receives \$5,623 in incentives, which given the small amount, would not justify a 10 year lease agreement and will be paid as a cash rebate**
 - LIPA does not assume ownership of CSMR
 - LIPA owns USMR

EV Make Ready Program – DCFC Scenario 6 Continued...

OR

- **Developer receives \$400,000 which goes towards CSMR**
- **CSMR \$394,377 remainder over incentive:**
 - Paid by Program and paid back to Program over lease terms – can be paid off early
- **LIPA assumes ownership of CSMR over the 10 year period which at the end of the term is handed back to the developer**
- **LIPA owns USMR**

EV Make Ready Program – DCFC Scenario 7

- **USMR: \$200,000**
- **CSMR: \$400,000**
- **Incentive Tier: 90%, capped at \$529,302 (Corridor)**

Rebate Incentive = $\text{Min}((\text{USMR} + \text{CSMR}) * \text{Tier } \%), \text{Incentive Cap}) - \text{USMR}$

Rebate Incentive = $\text{Min}(((\$200,000 + \$400,000) * 90\%), \$529,302) - \$200,000$

Rebate Incentive = $\text{Min}(\$540,000, \$529,302) - \$200,000$

Rebate Incentive = **\$329,302**

- **Developer receives \$329,302 in incentives which goes towards the CSMR**
- **CSMR \$70,698 remainder over incentive:**
 - Paid by program and paid back to Program over lease terms – can be paid off early/at start of lease
- **Lease agreement set up to cover \$70,698 which is owned by LIPA over a 10 year period**
- **LIPA owns USMR**

EV Make Ready Program – DCFC Scenario 8

- **USMR: \$250,000**
- **CSMR: \$30,000**
- **Incentive Tier: 90%, capped at \$529,302**

$$\text{Rebate Incentive} = ((\text{USMR} + \text{CSMR}) * \text{Tier \%}) - \text{USMR}$$

$$\text{Rebate Incentive} = ((\$250,000 + \$30,000) * 90\%) - \$250,000$$

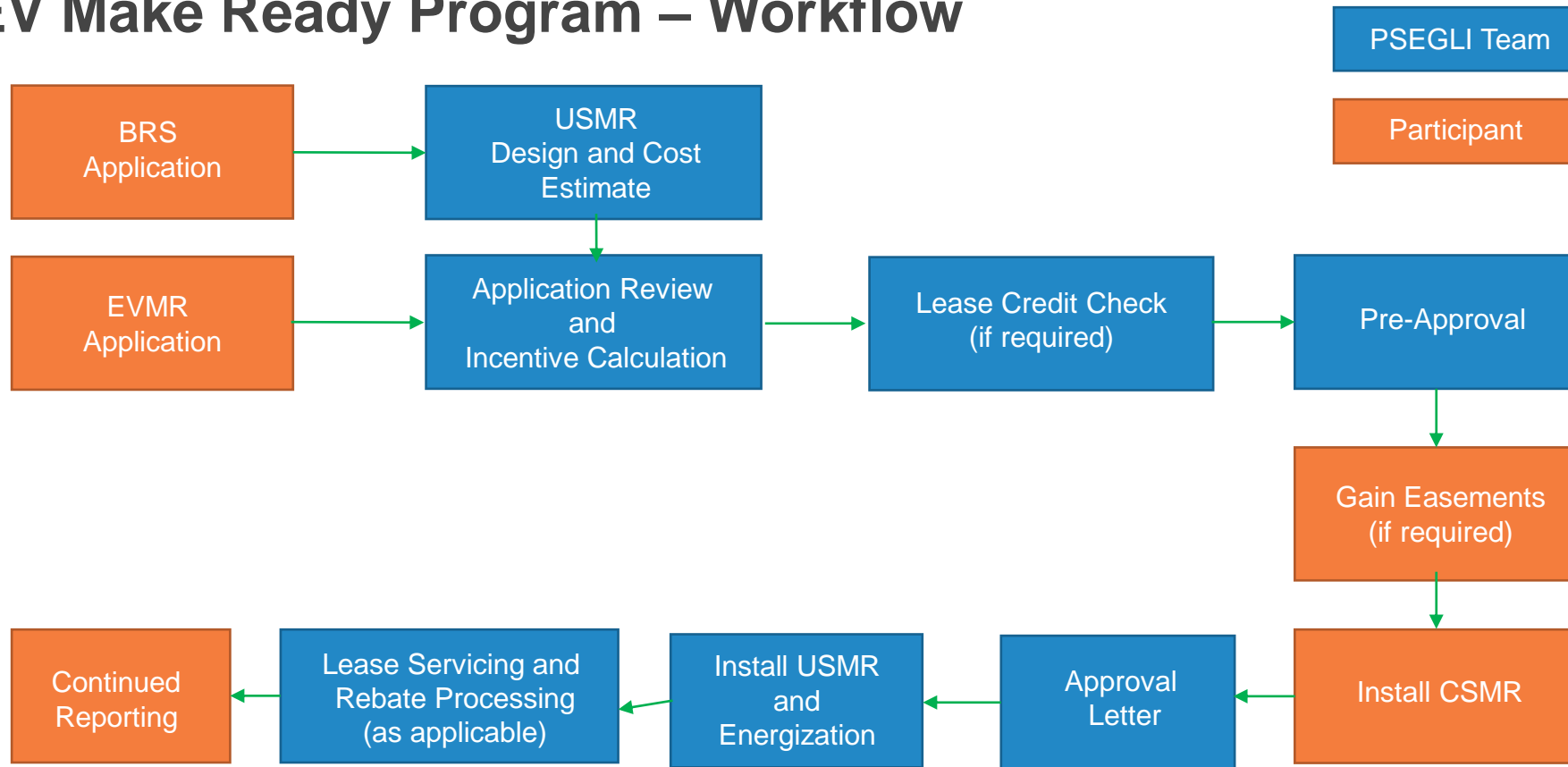
$$\text{Rebate Incentive} = \$2,000$$

- **Developer receives \$2,000 in incentives, which given the small amount, wouldn't justify a 10 year lease agreement and will be paid as a cash rebate**
- **LIPA does not assume ownership of CSMR**
- **LIPA owns USMR**

EV Make Ready Program

Workflow

EV Make Ready Program – Workflow



EV Make Ready Program

Documents & Application Requirements

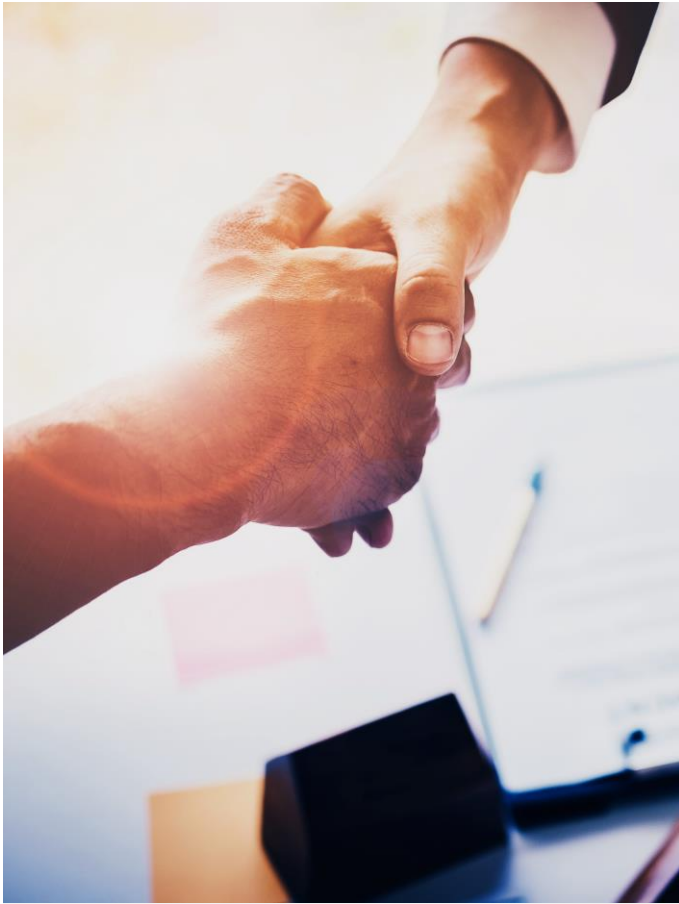
Documents & Application Requirements

- **BRS Load Letter**
- **EV Make Ready Program Application**
- **Cost Estimate Template**
- **Itemized cost estimates for CSMR**
- **Letter of Authorization (LOA) Agency Letter**
 - Required when the customer of record (the one who oversees PSEG LI account) will NOT be receiving the incentive

All of these documents can be found on our website!

EV Make Ready Program

BRS Needed Information



BRS Needed Information

- **Approved site plan, construction documents or foundation in place**
- **Contact Information, Photo ID, Authorization to Act as agent for site owner**
- **Billing Information**
- **Service location and use, including pole/pad information (if available)**
- **Electrical Inspection Certificate**
- **NYC Building Permit (Rockaways)**
- **Load Letter**

EV Make Ready Program

Resources

EV Make Ready Program – Resources

- **View our Website**

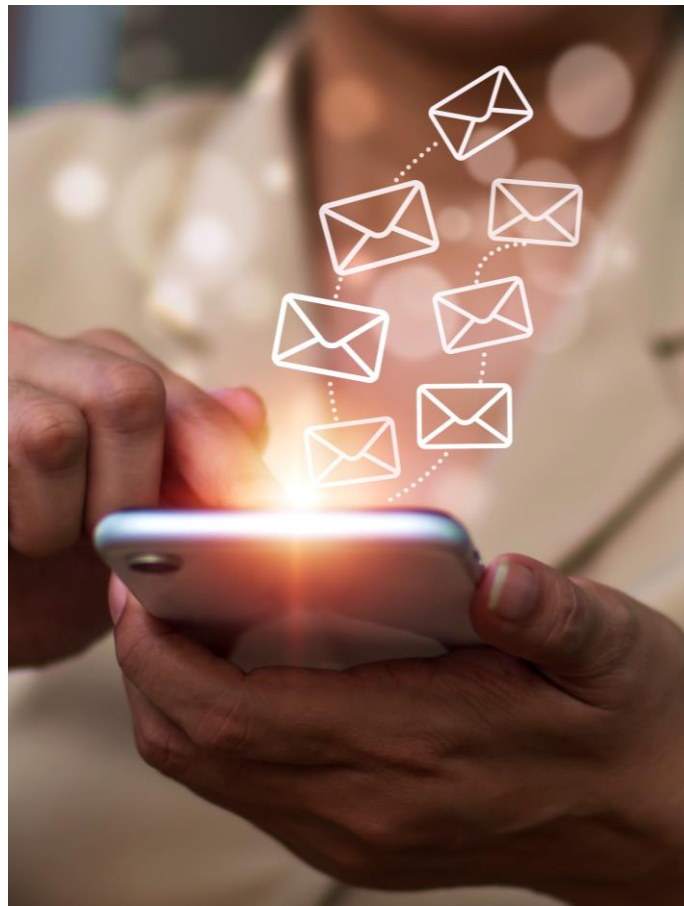
- <https://www.psegliny.com/saveenergyandmoney/greenenergy/ev/makeready>
- Program Information and Application Forms

- **Email us!**

- PSEG-LI-EVMakeReady@pseg.com

- **PSEG Long Island – Building and Renovation Services**

- <https://www.psegliny.com/buildingrenovationservices>



Related Programs

Related Programs

- **DCFC Incentive Program**
 - Pays Per-Port Incentive for Energized DCFC Ports
 - <https://www.psegliny.com/saveenergyandmoney/greenenergy/ev/dcfc>
 - PSEG-LI-DCFC@pseg.com
 - Details in the Appendix
- **State Commercial Programs**
 - <https://www.nyserda.ny.gov/All-Programs/ChargeNY/Charge-Electric>
- **PSEGLI Residential EV Charger Rebate**
 - <https://www.psegliny.com/saveenergyandmoney/greenenergy/ev/smartcharge>
- **State Residential Programs**
 - <https://www.nyserda.ny.gov/All-Programs/Drive-Clean-Rebate>

Questions?

Appendix

EV Make Ready Program – Allowed Costs

This information is on the Cost Estimate Worksheet

The following project costs are allowed – both labor and materials

- Landscaping and paving to restore to original condition
- Conduit
- Conductors
- Trenching/Boring
- Foundation
- Electric Panel
- Pad-Mounted Transformers

The following project costs are *NOT* allowed

- Charging station and its pedestal, installation and configuration
- Telecom and networking services
- Signs and Lighting
- Maintenance
- Engineering Design
- Bollards
- Striping and Painting
- Landscaping above and beyond restoration to original condition
- Site Amenities
- Permits, Association Fees
- Sales Tax

DCFC Incentive Program

- **Lead the Charge**

- The PSEG Long Island DC Fast Charge program encourages the installation of DCFC equipment throughout the service territory.
- This program will help mitigate the range anxiety for potential EV drivers, while offsetting demand charges for the operator.

- **The Incentive**

- The maximum incentive level begins at \$7,000 per port and declines every year.
- Incentive maximum depends on when the customer is accepted into the program (the eligibility year), and the power rating of each plug.
- Annual per plug payout, payable at the end of each 12-month anniversary.

| Eligibility Year | Max Incentive | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Total |
|------------------|---------------|---------|---------|---------|---------|---------|---------|---------|----------|
| 2019 | \$7,000 | \$7,000 | \$6,000 | \$5,000 | \$4,000 | \$3,000 | \$2,000 | \$1,000 | \$28,000 |
| 2020 | \$7,000 | | \$7,000 | \$6,000 | \$5,000 | \$4,000 | \$3,000 | \$2,000 | \$27,000 |
| 2021 | \$7,000 | | | \$7,000 | \$6,000 | \$5,000 | \$4,000 | \$3,000 | \$25,000 |
| 2022 | \$6,000 | | | | \$6,000 | \$5,000 | \$4,000 | \$3,000 | \$18,000 |
| 2023 | \$5,000 | | | | | \$5,000 | \$4,000 | \$3,000 | \$12,000 |
| 2024 | \$4,000 | | | | | | \$4,000 | \$3,000 | \$7,000 |
| 2025 | \$3,000 | | | | | | | \$3,000 | \$3,000 |

<https://www.psegliny.com/saveenergyandmoney/solarrenewableenergy/evdcfc>



Thank You

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