



# Fleet Make Ready Program

August 2025

# Program Updates

As of August 4, 2025 the following updates have been made to the PSEG Long Island Fleet Make Ready Program:

## Program Update 2025-02:

- Version ➔ 2.0
- Program Year ➔ 2025
- Effective Date ➔ 8.04.25
- General Information Tab ➔ Total Estimate breakdown of USMR, CSMR. Total USMR owed.
- Fleet Description Tab ➔ Added new category to Fleets: Private Fleets with accompanying industry.  
➔ Added Existing EV information section.
- Ts and Cs Tab ➔ Added new language to incorporate Private fleets and removed private fleet eligibility requirements.  
➔ Removed future proofing from the program.  
➔ Updated incentive caps section to reflect new changes to the program.
- Glossary Tab ➔ Added Private fleets language.
- Requirement Documents Tab ➔ Added more signature options.  
➔ Added new language requiring site layout/plans.
- Guidelines Worksheet ➔ Added language regarding eligible chargers.
- Eligibility Table ➔ Updated incentive structure to include private fleets.  
➔ CSMR incentives now available to private and public fleets.

Incentive Caps			
Eligible Customers	USMR	CSMR (NON-DAC)	CSMR (DAC)
Public Fleets	\$100,000	\$20,000	\$30,000
Public Transportation	\$100,000	\$50,000	\$100,000
Private Fleets	\$50,000	\$20,000	\$30,000

# Program Goals



Support **Fleet Electrification** across Long Island



Make incentives available to customers to **offset their charging installation costs**



**Plan and deploy grid infrastructure** so it is right-sized for the amount of power needed to support fleet electrification

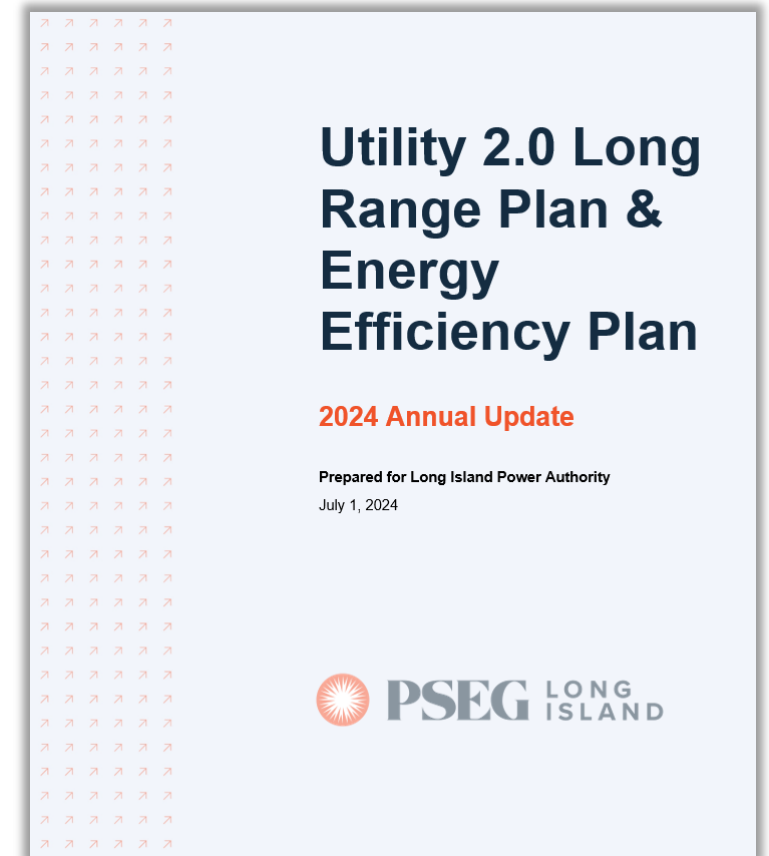


# Program Funding

PSEG Long Island's Transportation Electrification Programs are funded from our customer's through the Distributed Energy Resource (DER) Charge that can be found on customer's electric bills.

Every July 1<sup>st</sup>, PSEG Long Island files its Utility 2.0 Filing which covers Transportation Electrification, Beneficial Electrification, Energy Efficiency, and DER initiatives.

Funding is approved on an annual basis, authorized by the Long Island Power Authority (LIPA), with recommendations made by the Department of Public Service (DPS).



# How can Electric Vehicles Benefit My Business?

Long Island has **one of the highest EV adoption rates in NY**, and PSEG Long Island customers can benefit by offering charging to their customers and employees, and visitors – made easier with our available programs:



Apartment communities and HOAs can **increase their property value and attract new residents** to their community by offering charging.



Retail spaces and restaurants can attract customers to their premises and **incentivize them to spend more time onsite**, increasing profitability.



Commercial offices, educational institutions, hospitality and services can use EV charging as an additional amenity for their customers and employees, **improving customer experience** and potentially even **supporting talent acquisition and retention** efforts.



Public facilities can use EV charging as a way to demonstrate commitment to **clean energy transition** while generating **additional revenue for the community**.



Converting your business vehicle fleets to electric could yield **financial savings** from **lower fuel** and **maintenance costs**, as well as **available incentives** from PSEG Long Island and State/Federal level.

# Benefits of Electrifying Your Fleet

There are many reasons to consider electrifying your vehicle fleet including:

- Market that your business is sustainable- and technology-leading to customers and employees
- Available rebates and incentives
- Lower operating and fuel costs
- Help achieve your company & state goals

## Fleet Advisory Services



This **complimentary** service helps you get started with your fleet electrification plan:

- Identify eligible incentives you can apply for
- See potential savings switching your fleet to electric



## Fleet Ready Program



Up to **\$30,000** for Public & Private Fleets in CSMR

- Up to **\$100,000** in utility upgrades for Public Fleet
- Up to **\$50,000** in utility upgrades for Private Fleet

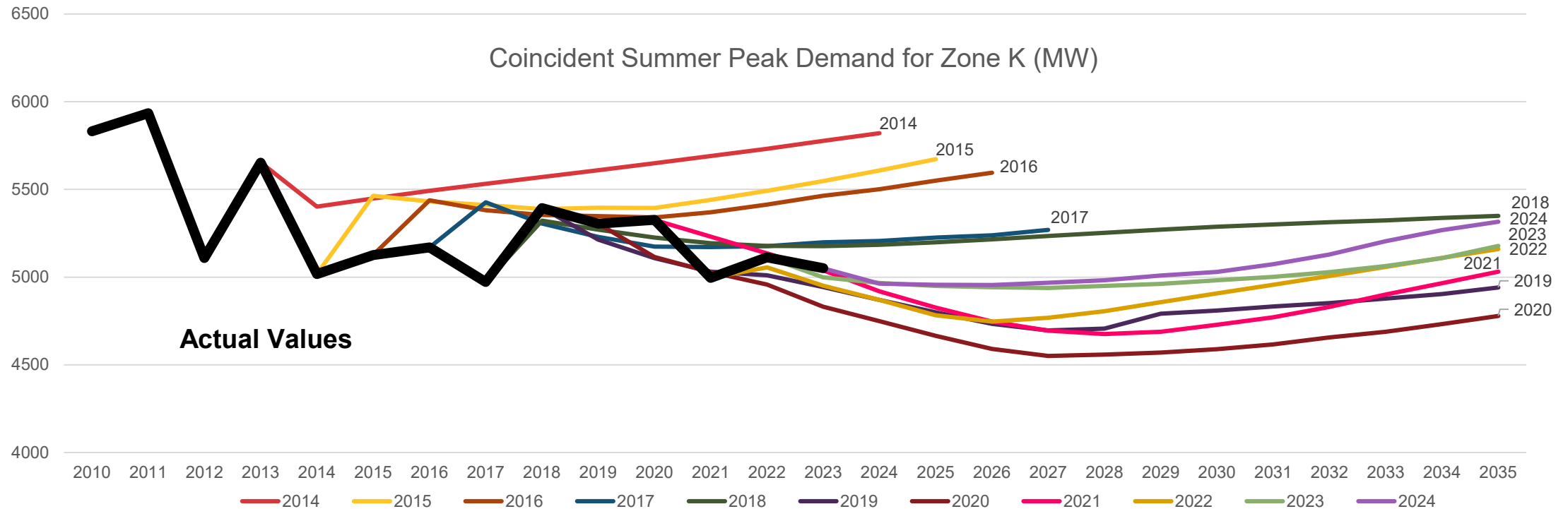
Up to **\$100,000** for Public Transportation Fleets in CSMR

- Up to **\$100,000** in utility upgrades available

# Preparing the Grid for the Influx of EV's

As part of PSEG Long Island's mission, our goal is to provide our Long Island and Rockaway customers with best-in-class reliability. As we see more customers adopt electric vehicles, PSEG Long Island is planning for how much power is needed for EVs to ensure there is ample infrastructure in place.

The chart below represents the peak demand that occurs on Long Island in the summer. Each year, demand has decreased as customers adopt more energy efficient appliances, adopt renewable energy sources, and shift their energy usage to off-peak hours (e.g. EV Charging). We anticipate an increase in energy usage as more electrification occurs, which PSEG Long Island accounts for in its load forecasting



Coincident Peak: The demand of a customer or group of customers at the time of the electric system's peak demand.





# EV & Charging Basics

## Charging Basics



### Level 1

- Approximately 8-20+ hours to charge an EV
- Port Types: J1772, NACS
- Uses ordinary household standard outlet (120V)



### Level 2

- Approximately 4-8 hours to charge an EV
- Port Types: J1772, NACS
- 208-240V; similar to an electric dryer or oven



### DC Fast Charger (DCFC)

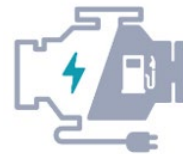
- Approximately <20 minutes for an 80% charge
- Port Types: CCS, NACS, ChAdeMO
- Three-Phase 480V



## EV Basics

### Battery Electric Vehicles (BEV)

- Can use Level 1, Level 2 or DCFC
- Solely rely on batteries and have no engine



### Plug-In Hybrid Electric Vehicles (PHEV)

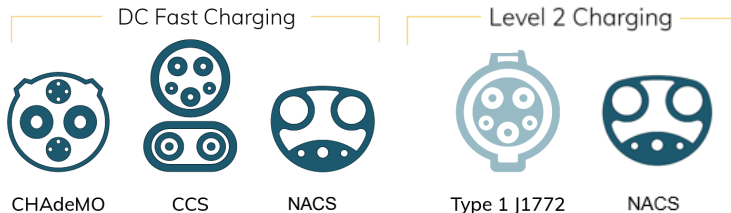
- Can only use Level 1 or Level 2
- Have a combination of batteries to drive on electric and an engine as backup



### Hybrid Electric Vehicles

- These do not plug into anything
- Has a small battery and an engine with the battery primarily used for stop-and-go traffic and improved fuel efficiency

4 Types of Connectors



To learn more, visit our website at:  
[www.psegliny.com/ev](http://www.psegliny.com/ev)



# Fleet Advisory Services



**PSEG Long Island offers the following services for free, available to both Public and Private fleet customers**

**Overview:** Complimentary service for all fleet operators on Long Island to understand the potential costs, savings, available incentives, best times to charge for their vehicle fleet(s), and how to work with the utility to get necessary service. We can assist you with:

- Site and Fleet Assessment
- Rate Comparison; Identify best time to charge fleet(s)
- Bill impact and cost savings
- GHG reductions
- Eligible Program Incentives
- Act as the liaison between the fleet customer and the Utility to help them on their electrification journey and how to get started

To learn more, visit our website at:  
[www.psegliny.com/ev](http://www.psegliny.com/ev)



# Program Eligibility & Requirements

# Eligible Customers



**Municipality**



**Public Transportation**



**Construction**



**Shipping & Delivery**



**Emergency Service**



**Food & Catering**



**Law Enforcement**



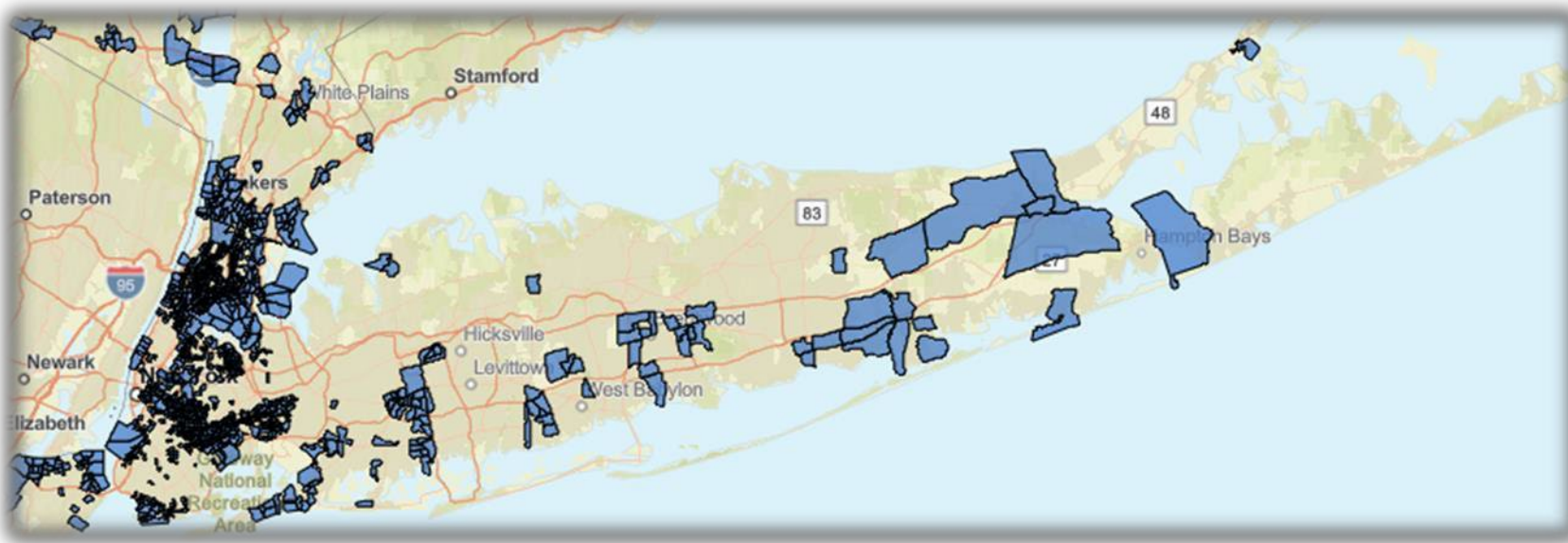
**Education**



**Home Services**

# Disadvantaged Communities (DAC)

The New York State's Climate Act supports charging in areas most impacted by pollution. Therefore, projects installed in disadvantaged communities (DAC) that are available to the public, can see greater incentive coverage.



Source: <https://www.nyserda.ny.gov/ny/disadvantaged-communities>

To see if your project falls within a DAC, visit: <https://www.nyserda.ny.gov/ny/disadvantaged-communities>



# Eligible Customers

## Public Fleets Offering

- Public Fleet is defined as a non-residential customer who managed a fleet of vehicles that are owned and/or operated by local governments, municipalities, not-for-profit organizations or public schools/universities.
- Eligible customers can be managed by government agencies or private companies.
- Additional eligible customer types include waste disposal, law enforcement, and first responder.

## Private Fleets Offering

- Private Fleet shall mean any collection of vehicles that are owned, leased, or otherwise managed by a business and used solely to support that entity's internal operations.

## Public Transport Offering

- Public Transportation is defined as a non-residential customer who manages a fleet of vehicles that own and/or operate vehicles that provide transportation services. This can include transportation services for public schools, public universities, or transit authorities.
- Eligible customers can be managed by government agencies or private companies.
- The following customer types are not eligible to participate in the Program at this time: ride-hailing, airport shuttle, limousine or tour buses.

Eligible customers can participate in both the Fleet Make Ready Program and EV Make Ready Program if you are planning to offer public, workplace, or multi-family charging

# Data Sharing Requirements



PSEG Long Island will collect EV charging usage for 5 years to help develop learnings on grid impacts and program improvements

Data specs include the following:

- Station Billing Information
- Station Financial Information
- Plug and Charging Session Data
- Charge time for each vehicle during each charging session

EnergyHub has vetted chargers capable of sending data to PSEG Long Island and a list of Eligible Chargers can be found on our website under Program Resources

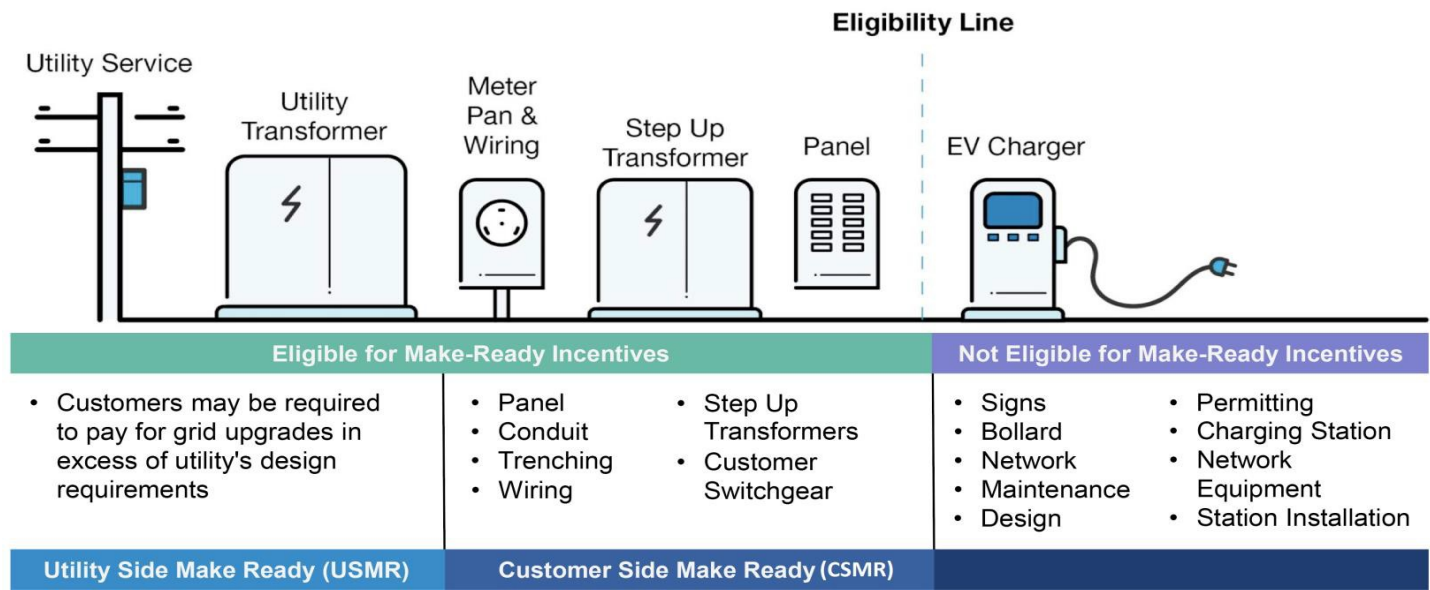
- Chargers not on this list will be unable to participate

For those looking to add their charger/network to the list, please reach out to: [PSEG-LI-EVFleet@pseg.com](mailto:PSEG-LI-EVFleet@pseg.com)

- Please note that PSEG Long Island relies on EnergyHub to ensure that the Network Provider can meet all of our requirements
- Eligible Chargers list is updated on a monthly basis

# Make-Ready Infrastructure

- **Utility Side Make Ready (USMR):** Distribution infrastructure equipment up to the meter
  - Determined when customer submits Load Letter to PSEG Long Island’s Building and Renovation Services (BRS)
  - Distribution Design will assess the site and project scope, and determine if any utility upgrades are required to provide power to the site
    - A Charge Letter will be issued by Distribution Design, which identifies the USMR costs
- **Customer Side Make Ready (CSMR):** Infrastructure equipment from the meter up to the EV Charger
  - Contractor constructs this infrastructure

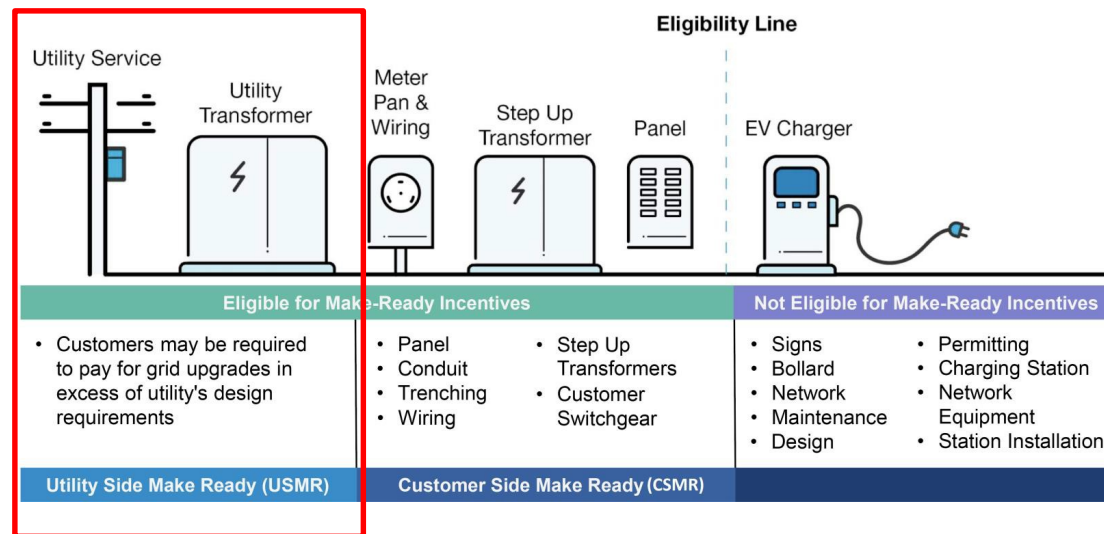


The Fleet Make Ready Program allows customers to "stack" other incentive programs on top of this program for costs that are ineligible



# Make-Ready Infrastructure: USMR Costs

- **Utility-Side Make-Ready (USMR)** represents any **utility infrastructure upgrades** when a load letter is submitted to PSEG Long Island's Building and Renovation Services (BRS).
  - A **charge letter** is provided by PSEG Long Island and is given to the customer and **represents any work associated with the Utility Distribution Network up to the Meter.**
- USMR can include the following:
  - Step-down transformers
  - Overhead or underground service lines
  - Utility meters
  - Other traditional distribution infrastructure

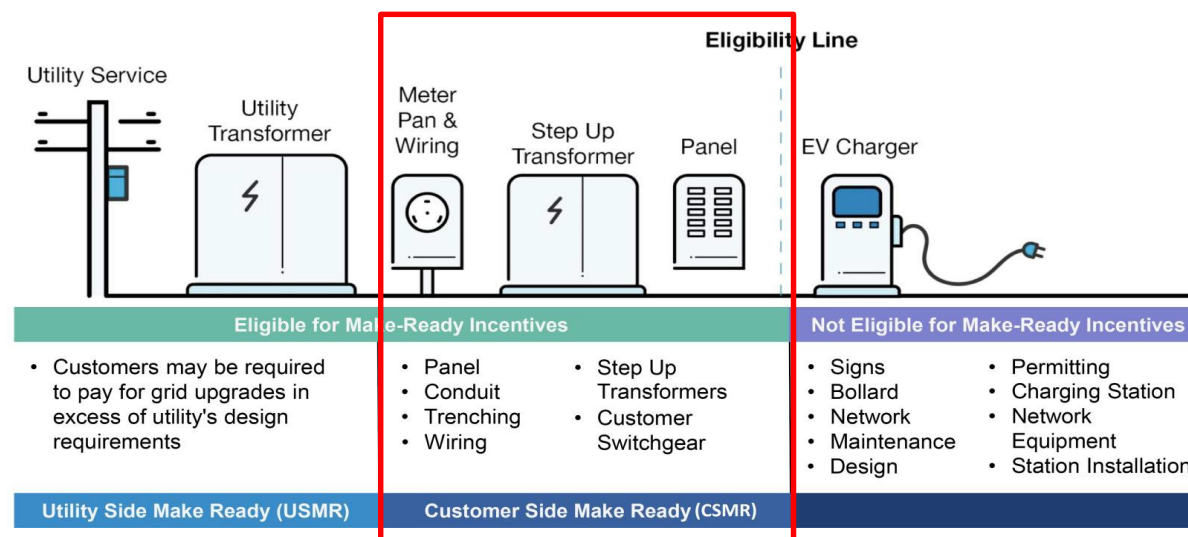


The Charge Letter needs to be paid in full before the job is released to Construction. The Charge Letter can potentially be covered by the Fleet Make Ready Program.

# Make-Ready Infrastructure: CSMR Costs

- **Customer-Side Make-Ready (CSMR)** is located **between the Meter and EV Charger(s)**. It's typically provided by a Contractor (also called a Developer) and includes the following:

- ✓ Conduit
- ✓ Conductors
- ✓ Trenching
- ✓ Boring
- ✓ Electrical panel
- ✓ Transformer
- ✓ Landscaping restoration



**Important:** The quote/invoice must be itemized to match the costs identified in the application; otherwise, it will not be accepted.

# Multi-Phase Approach

PSEG Long Island recognizes that many businesses will be transitioning their vehicle fleet in phases as more vehicles become available, and meet the needs of the business. Applicants should fill out the **Multi-Phase option** sections in their Application workbook to outline their future plans. This should outline future needs to electrify the entire vehicle fleet.

Below is an example scenario that outlines how Multi-Phase approach works:

**Scope:** A business has 10 delivery vans, and they plan to fully transition their fleet to electric in 3 phases over the course of 5 years.

**Fleet category:** Private Fleet

**Total Chargers:** 5x Level 2 chargers (dual port) – 10x L2 ports total

**Service Type:** New Service

**Number of phases:** 3

- Phase 1: The business will install 1x L2 chargers to support 2 electric delivery vans.
- Phase 2: The business will expand their site and install 2x more L2 chargers to support 4 additional electric delivery vans.
- Phase 3 (Final phase): The business will install the final remaining 2x L2 chargers to support 4 electric delivery vans to support a total of 10 electric delivery vans.

Using this multi-phase approach, the business came up with a plan to electrify it's fleet, and PSEG Long Island could use this insight to help prepare the grid to support the entire vehicle fleet

# Eligible Incentives

Incentives are calculated based on project costs, DAC status, and incentive caps listed below.

*CSMR Incentive = Minimum(CSMR Costs, Incentive Cap)*

*USMR Incentive = Minimum (USMR Costs, Incentive Cap)*

Incentive Caps			
Eligible Customers	USMR	CSMR (NON-DAC)	CSMR (DAC)
Public Fleets	\$100,000	\$20,000	\$30,000
Public Transportation	\$100,000	\$50,000	\$100,000
Private Fleets	\$50,000	\$20,000	\$30,000



# How to Apply

# Application Submission Checklist



- **Completed Application**
  - An application guide is available on our website to reference
- **Signed application**
  - the Customer Information tab must be signed by applicant using either Adobe certificate, or a wet signature, and sent in PDF Form
- **Itemized Estimate/Quote from Contractor**
  - Cost estimates/quotes provided by Developer must match to costs provided in Application
  - One of the following: Site layout, plans or drawings.
  - If these costs do not match upon review, this could result in delay/rejection of your application
    - An available cost template is available for Contractors under the Tool Kit - <https://www.psegliny.com/saveenergyandmoney/greenenergy/ev/contractors>
- **W9 Form**
  - Required for entity receiving rebate; This ensures that the check is sent to the correct address
- **LOA Agency Letter (If applicable)**
  - Only applicable for projects where incentive will be assigned to a party other than the customer (default rebate recipient)
- **Charge Letter (If applicable)**
  - Only applicable for projects that require a service upgrade or new service
  - The charge letter identifies your Utility-Side Make-Ready (USMR) costs

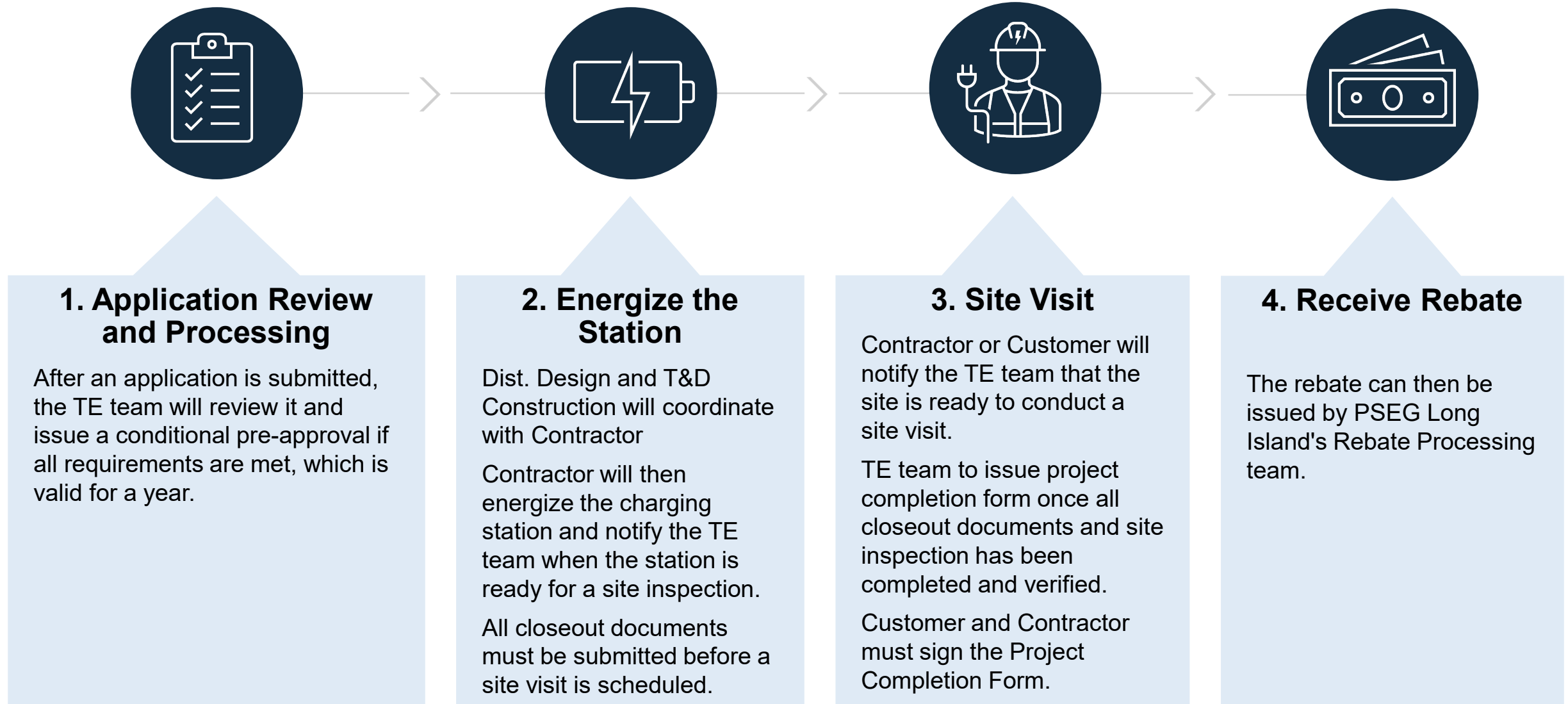
# Closeout Submission Checklist



- **Site Inspection Checklist**
  - Please ensure all fields are filled out on both pages
  - PSEG Long Island will need to confirm with its Data Aggregator that the device IDs provided establish a connection with the chargers before any incentives can be issued
- **Site Photos of EV Charging Station**
  - Check the Site Inspection Guideline under Program Resources on the EV Make Ready webpage for further information
- **Final Invoice from Contractor**
  - Final invoice should show that all work has been paid for with a zero (0) balance remaining
- **Project Completion Form**
  - Please ensure all fields are fill out and both the Customer and Contractor have signed the form
  - The Project Completion Form (PCF) should not be signed until all work has been completed



# Application Process Flow





# Incentive Calculation Scenarios

# School Bus Operator

**Scope:** School District is planning to add 3 electric school busses to their vehicle fleet

**Fleet category:** Public Transportation

**Total Chargers:** 3 DCFC chargers (single port)

**Service Type:** New Service

**USMR costs:** \$50,000

**CSMR costs:** \$250,000

**Future Proof:** No

**DAC Status:** Yes

**Incentive Caps:** \$100,000 USMR, \$100,000 CSMR

*USMR Incentive = Minimum(USMR Costs, Incentive Cap)*

*USMR Incentive = Minimum(\$50,000, \$100,000)*

*USMR Incentive = **\$50,000***

*CSMR Incentive = Minimum(CSMR Costs, Incentive Cap)*

*CSMR Incentive = Minimum(\$250,000, \$100,000)*

*CSMR Incentive = **\$100,000***

- Applicant will pay for the \$50,000 in USMR and \$250,000 in CSMR costs, and be reimbursed a total of \$150,000 at the end of their project



# Delivery Business

**Scope:** Delivery business is planning to add 5 Light Duty vans to their vehicle fleet.

**Fleet category:** Private Fleet

**Total Chargers:** 5 L2 chargers (Dual Port)

**Service Type:** Existing Service, no upgrade required for USMR.

**USMR costs:** \$0

**CSMR costs:** \$15,000

**Future Proof:** No

**DAC Status:** No

**Incentive Caps:** \$50,000 USMR, \$20,000 CSMR

*USMR Incentive = Minimum(USMR Costs, Incentive Cap)*

*USMR Incentive = Minimum(\$0, \$50,000)*

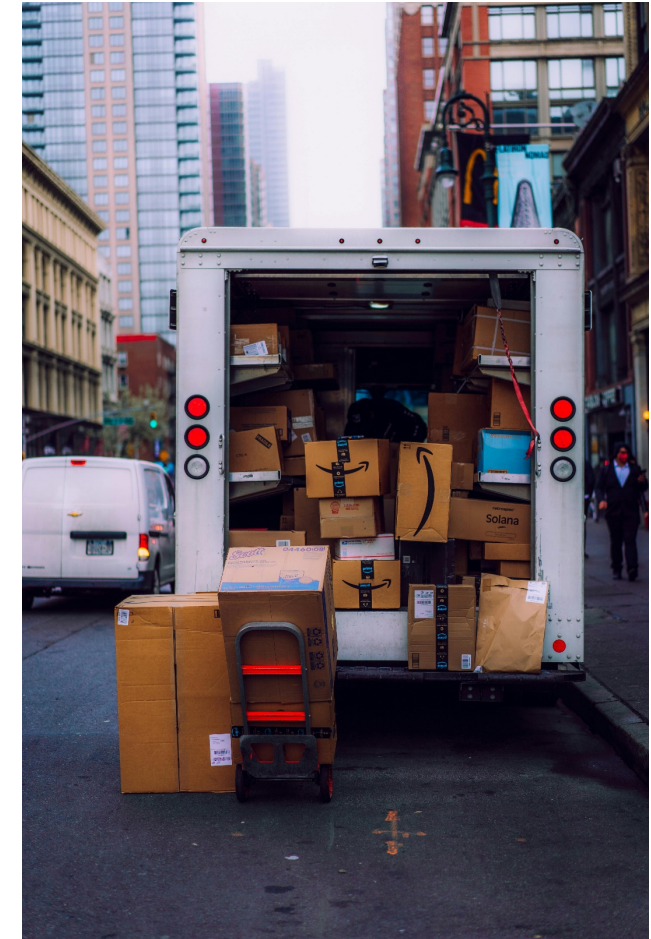
*USMR Incentive = \$0*

*CSMR Incentive = Minimum(CSMR Costs, Incentive Cap)*

*CSMR Incentive = Minimum(\$15,000, \$20,000)*

*CSMR Incentive = \$15,000*

- Applicant will pay \$0 USMR and \$15,000 in CSMR costs, and be reimbursed a total of \$15,000 at the end of their project.



# Municipality

**Scope:** Municipality is planning to add 7 Heavy Duty trucks to their vehicle fleet.

**Fleet category:** Public Fleet

**Total Chargers:** 5 DCDC chargers (Dual Port)

**Service Type:** Existing Service, USMR upgrade required.

**USMR costs:** \$125,000

**CSMR costs:** \$200,000

**Future Proof:** Yes

**DAC Status:** No

**Incentive Caps:** \$100,000 USMR, \$20,000 CSMR

*USMR Incentive = Minimum(USMR Costs, Incentive Cap)*

*USMR Incentive = Minimum(\$125,000, \$100,000)*

*USMR Incentive = **\$100,000***

*CSMR Incentive = Minimum(CSMR Costs, Incentive Cap)*

*CSMR Incentive = Minimum(\$200,000, \$20,000)*

*CSMR Incentive = **\$20,000***

- Applicant will pay \$125,000 USMR and \$200,000 in CSMR costs, and be reimbursed a total of \$120,000 at the end of their project.





# Sign Up Today!

To learn more about our programs, visit: [www.psegliny.com/ev](http://www.psegliny.com/ev)

To get started, submit your application & required documents to:

[PSEG-LI-EVFleet@pseg.com](mailto:PSEG-LI-EVFleet@pseg.com)

