

Transportation Electrification Round Tables

June 13, 2025



Agenda

Welcome & Networking	9:00 am – 9:45 am
Opening Remarks	9:45 am – 10:00 am
Fleet Electrification Round Table	10:00 am – 11:00 am
Break	11:00 am – 11:15 am
EV Make Ready Round Table	11:15 am – 12:15 pm
Q&A Session	12:15 pm – 12:45 pm
Closing Remarks	12:45 pm – 1:00 pm





Opening Remarks

Paul DiBenedetto

Goals for Today's Session

Customer Round Tables directly support the goals that PSEG Long Island is aiming to achieve by convening customers to deepen knowledge of our transportation electrification programs live, provide feedback and gain direction to make informed, personalized decisions.

PSEG Long Island hosts Round Tables to accomplish the above specifically through addressing head-on:



Educate customers on our available programs & resources



Gain insight from keynote speakers & case studies



Learn potential challenges customers may face deploying EV charging stations



Receive customer feedback on our programs to make improvements for the future



Participate in our programs and help support EV adoption on Long Island

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 Installing EV Chargers at Your Business

There are many reasons to consider installing EV chargers including:

- Market that your business is sustainable- and technology-leading to customers and employees
- Gain new customers and employees by offering EV charging
- Help achieve Company & State goals

EV Make Ready Program



- Up to **\$6,500** for each Level 2 port installed
 - Up to **\$20,000** in utility upgrades available



- Up to **\$65,000** for each DCFC port installed
 - Up to **\$100,000** in utility upgrades available

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



Complimentary Fleet Advisory Services to help you get started with your fleet electrification journey







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BU	ild an industry leading electric company dedicated to providing	7	N	7	Z	\supset	7
Ju	r Long Island and Rockaways customers with.	7	\triangleleft	7	7	7	7
	Exceptional customer service	7	7	7	7	7	7
	Best-in-class reliability	7	7	7	7	Z	7
	Best-in-class storm response	Z	7	7	7	7	7
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	Strong level of involvement in the community	7	7		R	7	7
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	Exceptional customer service where employees consistently	7	7	7	7	7	7
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	Caring and accessible company that is recognized as being	7	7	7	7	7	7
	fair, honest and responsive	7	7	7	Z	7	\nearrow
	Good neighbor and trusted community partner	7	7	7	7	7	7
	Helpful, courteous and accountable employees	\triangleleft	7	7	Z	7	7
	A safe and highly reliable electric system	\triangleleft	Z	7	Z	7	\nearrow
		7	7	7	7	7	7

Transportation Electrification





PAUL DIBENEDETTO

Electric Vehicle Program Manager

- Residential
- Commercial
- Fleet



JESSICA TORSIELLO

Lead Program Support Analyst

Commercial



ZACHARY GRESCHLER **Business Management Associate**

Commercial



EMILY BULGER Business Management Associate

- Residential
- Commercial



MOHAMMAD KHAN Sr. Business Management Associate

Fleet



SAQIB MADNI Fleet Advisory Services Lead

Fleet

Transportation Electrification Programs



PSEG Long Island offers a number of programs & resources that serve a wide-variety of our customers to promote EV adoption here on Long Island.

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 1st, 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).





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

To learn more, check out our website at: www.psegliny.com/goelectric



State of Electric Vehicles on Long Island

The Long Island region has continued to see EV adoption grow over the years along with NYS as more customers purchase EVs

In 2024, Long Island celebrated over 50,000 EVs in our region, and now have over 75,000 EVs as of Q1 2025.

Customer EV Preference is trending towards Battery Electric Vehicles (BEV) over Plug-In Hybrid EVs (PHEVs) as range, charging speed, and prices have improved.



Preparing the Grid for the Influx of EV's

PSEG LONG

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.

Working in the Community

Circuit



https://www.ridecircuit.com/

Drive Electric Long Island



https://driveelectriclongisland.org/



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www.psegliny.com/businessfirst

Pre-Survey Results

We received over 30 responses from attendees that gave us valuable insight:

- Many of you are interested in EV chargers because of available rebates, and to showcase your Company's sustainability
 - Businesses are electrifying their fleets because of economic opportunities and meeting market trends
 - Respondent's are not concerned about available power, and most are aware of our programs*
- Some of the biggest barriers to installing EV chargers are costs, permitting, and the PSEG Long Island application process
 - Some challenges to electrifying fleets are the costs and available models not meeting their business needs
 - Most would like to learn more about our available Fleet Advisory Service

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Fleet Electrification Round Table

Mohammad Khan

Saqib Madni

Teno Gustavson

Program Overview







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)

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- 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

How to Apply: Our dedicated staff are available to speak with you and the fleet operator via zoom, in-person or over the phone. To get started, visit us <u>online</u> or email us at <u>PSEG-LI-EVFleet@pseg.com</u>



SEG ISLAND







Who Should Use the Fleet Advisory Service?

- $\checkmark\,$ Businesses that own a vehicle fleet
- ✓ School Districts
- ✓ Transportation Agencies
- ✓ Towns & Villages
- ✓ Municipalities
- ✓ Vocations & Trades
- ✓ Logistics and delivery services



Fleet Advisory Services Engagement

Education Developers Businesses Govt/Muni Transit

Since the Launch of Fleet Advisory Service at the end of 2023, over **70** Organizations have taken advantage of this **complimentary** service.

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Fleet Advisory Services Tool

Fleet Advisory Services Tool

- Select from a catalogue of available EVs
- EVSE (EV Charger) catalogue
- TCO and ROI for selected EV fleet(s)
- Best time to charge based on PSEGLI rates
- Identify eligible incentives
- Potential bill impact and cost savings
- GHG emission reductions



Scan or click <u>here</u> to learn more

Going e	electric starts	with unde	rstandin	g your nee	eds
We need to	understand your requirements so	we can recommend the app	propriate vehicle, cha	irger and identify incentives	IS.
Tell us about your org	anization	Tell us about your vehicle	25	See how much you	Nu can save
	CR	EATE YOUR FIRST VEHICL	E SET		Your fleet will draw an estimated peak of 95 kW and use an estimated 15,036 kWh of ele- month.
	Overview	Fuel costs	Electricity	Incentives	Charging equipment loads
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Type C School	After 1 The cumulative cost	year of electric vehicles			Site load profile (KWh) Friday
Bus	becomes cheaper than the ICE flo	e cost of an equivalent eet.	You're looking at \$1, life of	,255,939 in savings over the f the vehicles.	The charging schedule from your vehicle set(s) increases electricity loads on your site. Calculatio assume your electrified fleet will be separately-metered and exclude building loads.
Daily mileage 95	Cumulative costs of	ver time			100 KWA
Dava securitor Max Tur	\$3,000,000			Electric vehicles	50 KWh
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window(S)	\$2,000,000				40 km
+ ADD NEW VEHICLE SET	\$1,500,000			- \	20 KWh
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Charger site locations V	\$500,000				Note that the peak usage occurs on Tuesday, Wednesday, Friday, and Sunday.
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Hosting Capacity Map

Provides available capacity at the primary feeder to interconnect DERs including Solar PV, Battery Storage, and Electric Vehicle Charging Stations (including fleets)

- Must request access in order to view the maps; Access approval is granted on an individual basis
- For those with multiple locations, if you are considering where to start your fleet electrification efforts, it may be worthwhile to consider which locations have ample capacity (currently) in order to get the power you need without requiring utility upgrades
- For locations where there isn't enough capacity available to meet your needs,
 this does not mean that you would not be able to electrify your fleet.
- Our Fleet Make Ready Program can potentially help offset the utility upgrade costs needed in those areas
- These maps are updated on a quarterly basis and may not reflect the latest available information provided to the utility (if other service requests are submitted)

Hosting Capacity Map

Scan or click <u>here</u> to learn more



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Powering Up Your EV Chargers

If you need a service upgrade or dedicated service to power up your fleet, you will need to submit a service request to PSEG Long Island

- Our Building Renovation Services (BRS) team will take in all service requests submitted and provide a BRS notification number
 - i.e. 9-123456
- BRS will assign the notification number to a distribution design planner who will determine if any infrastructure upgrades would be required
- If any upgrades are required, a charge letter may be issued to the customer [referred to as Utility Side Make Ready (USMR) costs]
 - Programs such as our upcoming Fleet Make Ready Program could offset these costs



PSEG Long Island's Building and Renovation Services (BRS) group will assign the load letter to an engineer in Distribution Design



Site Assessment & Engineering Analysis performed. Will determine if any USMR costs associated with project



Section 1998	G IN D		MY ACCOUNT	\$ PAY BILL	K REPORT OUTAG
My Account	Outages	Save Energy & Money	Safety & Reliability	Comn	nunity

Building and Renovation Services

One PSEG Long Island, Many Services

PSEG CORPORATE

PSE&G

PSEG LONG ISLAND

PSEG POWER



Q

SELECT LANGUAGE

CONTACT US

Business First

How to Save on Your Electric Bill

Businesses are responsible for paying for **demand charges**, which is the amount of power (kW) you draw from the grid. There are times of the day where drawing power is more expensive than other times.

Commercial Rates have a **Time of Use rates** (TOU) component to them, that can help you save on your electric bill, when charging your Fleet during off-peak hours.

EV Phase-In Rate

- Commercial tariff designed around EV Charging Stations and Fleet Charging
- Based on Load Factor
- This rate will be available to Rate 285 customers in Oct 2025

There are other ways to manage your electric bill through technology solutions



Note: Time Periods above are reflective of the EV Phase-In Rate. Other rates may vary

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Managed Charging Software

Varying commercial rates have a time-of-use component to them

Super-Off-Peak - \$ Off-Peak - \$\$ Peak - \$\$\$

- <complex-block>
- Depending on the duty cycle of your fleets, you may be able to program your charging during Off-Peak and Super Off-Peak hours which can yield the most savings
- Ensuring that these vehicles are charging during these Off-Peak hours, there are software solutions that help fleet operators control and manage their fleet(s) charging needs
 - It will determine optimal timeframes for your fleet to charge to improve operating costs
- Demand Management software may help with limiting how much power is drawn to help lower service requirements and potentially reduce demand charges

Bill Impacts from Managed Charging

Managed charging can help your business control when your vehicle fleets charge, to avoid the most expensive rate periods, while ensuring that you have your vehicles charged in time to meet operational needs

Let us walk through a scenario over the following slides:

Scenario:

A business is planning to electrify a portion of their fleet, 10 of their delivery vans, to electric. The contractor they are working with has proposed they include managed charging in their proposal. The business is trying to figure out if managed charging will yield any savings to justify the costs.

- Assumptions
 - 10 electric delivery vans
 - 175 kWh battery capacity (each)
 - 10 DCFC's 100 kW each
 - Total Demand 1,000 kW
 - Operate entire year
 - Assigned to Rate 285

Non-Managed Charging

In this scenario, the business has elected <u>not</u> to go with managed charging, have their drivers plug the vans in when they finish their routes at the end of day, and have the vehicles charge immediately, which occurs during the peak hours.

Non-Managed Charging Scenario		Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Service Charge (\$)	Daily	\$108.50	\$101.50	\$108.50	\$105.00	\$108.50	\$105.00	\$108.50	\$108.50	\$105.00	\$108.50	\$105.00	\$108.50
	Peak	600	600	600	600	600	600	600	600	600	600	600	600
Demand (kW)	Off-Peak	300	300	300	300	300	300	300	300	300	300	300	300
	Intermediate	100	100	100	100	100	100	100	100	100	100	100	100
Demand Charge	Peak	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$22,218.00	\$22,218.00	\$22,218.00	\$22,218.00	\$0.00	\$0.00	\$0.00
(\$/kW)	Intermediate	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00
Energy Consumption	Peak	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000
(Link)	Off-Peak	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500
(KVVII)	Intermediate	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500
Energy Charge	Peak	\$938.70	\$938.70	\$938.70	\$938.70	\$938.70	\$938.70	\$938.70	\$938.70	\$938.70	\$938.70	\$938.70	\$938.70
Energy Charge	Off-Peak	\$68.25	\$68.25	\$68.25	\$68.25	\$68.25	\$68.25	\$68.25	\$68.25	\$68.25	\$68.25	\$68.25	\$68.25
(Ş/KVVN)	Intermediate	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40
Power Supply Charge (\$/kWh)	\$/kWh	\$3,611.72	\$3,732.96	\$3,762.01	\$3,283.00	\$3,828.65	\$4,113.20	\$4,148.76	\$3,512.36	\$3,550.79	\$3,591.98	\$3,535.32	\$3,287.80
	Totals	\$5,706.57	\$5,820.81	\$5,856.86	\$5,374.35	\$5,923.50	\$28,422.55	\$28,461.61	\$27,825.21	\$27,860.14	\$5,686.83	\$5,626.67	\$5,382.65

Annual Costs: \$157,947.73

Not managing your fleet charging could result in higher demand charges, shown in the table above, where the demand charges in the summer can make up a significant portion of your electric bill.

Other downsides of not managing your vehicle fleet is that a charger could go offline, and if you are not made aware of this, you may have an EV that doesn't have enough range to meet your needs for that day.

Managed Charging

In this scenario, the business has elected to use managed charging software. The drivers can still plug the vans in when they finish their routes at the end of day, but the vehicles will be programmed to start charging during the off-peak period, to avoid demand charges and benefit from lower energy charges.

Manag	ed Charging Scenario	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Service Charge (\$)	Daily	\$108.50	\$101.50	\$108.50	\$105.00	\$108.50	\$105.00	\$108.50	\$108.50	\$105.00	\$108.50	\$105.00	\$108.50
	Peak	300	300	300	300	300	300	300	300	300	300	300	300
Demand (kW)	Off-Peak	600	600	600	600	600	600	600	600	600	600	600	600
	Intermediate	100	100	100	100	100	100	100	100	100	100	100	100
Demand Charge	Peak	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,109.00	\$11,109.00	\$11,109.00	\$11,109.00	\$0.00	\$0.00	\$0.00
(\$/kW)	Intermediate	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00	\$880.00
Francis Computing	Peak	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500
(Invision)	Off-Peak	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000
(KVVN)	Intermediate	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500
En annu Channa	Peak	\$469.35	\$469.35	\$469.35	\$469.35	\$469.35	\$469.35	\$469.35	\$469.35	\$469.35	\$469.35	\$469.35	\$469.35
Energy Charge	Off-Peak	\$136.50	\$136.50	\$136.50	\$136.50	\$136.50	\$136.50	\$136.50	\$136.50	\$136.50	\$136.50	\$136.50	\$136.50
(\$/KVVN)	Intermediate	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40	\$99.40
Power Supply Charge (\$/kWh)	\$/kWh	\$3,611.72	\$3,732.96	\$3,762.01	\$3,283.00	\$3,828.65	\$4,113.20	\$4,148.76	\$3,512.36	\$3,550.79	\$3,591.98	\$3,535.32	\$3,287.80
	Totals	\$5,305.47	\$5,419.71	\$5,455.76	\$4,973.25	\$5,522.40	\$16,912.45	\$16,951.51	\$16,315.11	\$16,350.04	\$5,285.73	\$5,225.57	\$4,981.55
	Estimate Electric Bill Savings	\$401.10	\$401.10	\$401.10	\$401.10	\$401.10	\$11,510.10	\$11,510.10	\$11,510.10	\$11,510.10	\$401.10	\$401.10	\$401.10

Annual Costs: \$108,698.55 Estimated Annual Electric Bill Savings: \$49,249.18

Managed charging will allow you to program your vehicle fleets to ensure they are charged at the right time, shift demand & energy consumption to the off-peak period, and have enough range to serve the needs of your business, all while keeping your operating expenses down.

Additionally, managed charging can give helpful insight for your future fleet electrification plans, to right size the amount of chargers and vehicles you can support.



Mobile Charging Solutions for Leased Properties

Parking spaces are a limited commodity at depots and electrifying your fleet can present a unique challenge when trying to accommodate EV charging at your depot. This can also be a challenge if you do not own the property.

Below are some ways to electrify your fleet without impacting the property:

- Mobile battery storage systems paired with EV chargers
- **Tow-truck-mounted systems** with mobile charging units integrated; Power can be dropped-in, or power generation on mounted system.
- Temporary and mobile DC fast-charging units can be housed in shipping containers or trailers, offering non-permanent charging support.



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Find a EV Partner

PSEG Long Island's EV Partner Program helps Customers find Contractors and Developers that can assist with the installation and paperwork to install an EV charger at your business.

The Contractor Portal can be found under the Program Resources under the Fleet Make Ready Program

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Program Resources -	
Please see the following Make Ready resources. • Eligible Chargers List • Heet Make Ready Program Overview Presentation • Find a Fleet Make Ready Charger Contractor • LOA Agency Letter • Load Letter Template Related links: • Building and Renovation Services • Fleet Advisory Services	
Hosting Capacity Map NY Truck Voucher Incentive Program	







Other Available Incentives & Programs



Vehicle-to-Grid (V2G) and Bi-Directional Charging

Value of Distributed Energy Resources (VDER)

VDER, commonly referred to as the Value Stack, compensates for energy created by **Distributed Energy Resources (DER)** inclusive of battery storage and **vehicle-togrid (V2G)**. Compensation under the Value Stack is based on actual DER benefits.

The Value Stack consists of five components:

Energy Value, Capacity Value, Environmental Value, Demand Reduction Value and Locational System Relief Value

Demand Reduction Value (DRV)

One of the components in the Value Stack is the **Demand Reduction Value (DRV)**. The DRV is determined by how much a project reduces the utility's future needs to make grid upgrades. The compensation **(%/kWh)** for the DRV component is locked in for 10 years and is currently set at **\$0.338/kWh for hourly**

DRV hours are pre-scheduled and occur only from **June 1 to August 31, every Monday through Friday, 2 p.m. to 7 p.m., excluding holidays, which equates to 65 days or roughly 325 hours annually**. Owners can schedule their EV to be available to discharge to the grid based on the pre-scheduled DRV contracted hours in order to maximize their compensation.



Demand Response Programs

For fleets that install a standalone battery storage system, instead of receiving the DRV component under VDER, customers may choose to participate in the **PSEG Long Island Battery Storage Rewards program**

Battery storage customers may choose to participate in one of our demand response programs called **Commercial System Relief Program (CSRP)** and **Distribution Load Relief Program (DLRP)**. The goal of these programs is to reduce peak demand drawn from the grid on hot summer days during high demand hours and to compensate participants for reducing electricity. This pays an incentive to customers who discharge their battery to the grid or to their site during high demand.



NY School Bus Incentive Program (NYSBIP)

Program Overview

NYSBIP is a voucher incentive program which will accelerate the deployment of zero-emission school buses and charging infrastructures.



Funding \$100M

Resources

Click <u>here</u> to learn more

NYSBIP Implementation Manual [PDF]

Incentive Overview

School Bus Voucher Amounts:

School Bus Type	Percentage of Incremental Cost Covered	Base Voucher Dollar Amount
New Type A (NTA)	60%	\$114,000
New Type C (NTC)	60%	\$147,000
New Type D (NTD)	60%	\$156,000
Repowered Type A (RTA)	75%	\$105,000
Repowered Type C (RTC)	75%	\$135,000

Charging voucher Amounts:

	Base Voucher Amount	With Fleet Electrification Plan
Non-priority District	\$25,000	\$55,000
Priority District	\$35,000	\$65,000

Program Requirements

School Bus Voucher:

The base voucher amounts for NYSBIP intends to cover a large percentage of the incremental cost of a new or repowered zero-emission school bus. Voucher amounts are categorized by bus type (e.g., Type A, Type C, Type D) and by whether the bus is purchased new or if it is an existing bus that is being repowered. In addition there are Complementary School Bus Voucher Add-Ons which are based on Priority Districts, Scrappage, V2G, and Wheelchairs. Please click on more detailed information to see the amounts.

Charging Voucher:

The base Charging Voucher amounts are intended to cover all or most of the cost of a low-voltage (e.g., Level 2) Charger, customer-side Make-Ready equipment, and installation costs. Charging Voucher amounts are determined by Priority District status, an whether the Purchaser has conducted a Fleet Electrification Plan. **Refer to the <u>Clean Heavy-Duty Vehicles Grant Program</u> for more information.**

For complete details click here









How to Get Started

Speak with us today! Get started at PSEG-LI-EVFleet@pseg.com

Start to think about:

- Analyze Current Fleet Mix
- Calculate Total Miles Driven per Vehicle
- Current Maintenance Cost and Total Cost of Ownership (TCO)
- Times the vehicles are used
- Current timeline to start the electrification journey
- How many vehicles are coming up for replacement?



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Fleet Make Ready Program Overview

Program Goals



Support the 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 your fleet electrification

Project Type	2025	2026	2027	2028	2029	2030	Total
Public Fleets	1	3	12	18	13	8	159
Public Transportation	3	9	24	25	30	35	66
Private Fleets	11	13	28	43	43	43	137
Total	15	25	64	86	86	86	362

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Program Overview

The Fleet Make-Ready Program targets fleet customers operating LDVs, MHDVs, or both.

In this program, a fleet is defined as three or more vehicles operated by a non-residential entity with a meter on a commercial tariff, consisting of any vehicle-type or weight-class.

The Fleet Make-Ready Program will focus on who operates the vehicle, not ownership, to allow for the common case where vehicles are financed by one entity and operated by another.

This program is also designed to be technology-agnostic, and supports L2, DCFC, or other EVSE technologies.









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

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 that can participate in the Fleet Make Ready Program, can also participate in the EV Make Ready Program assuming the scopes are different from one another.













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

- 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

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**) can see greater incentive coverage.



To see if your business falls within a DAC, check out the **Program Resources** under the Fleet Make Ready Program webpage



Future Proofing

Customers should consider future proofing if they plan to expand their charging infrastructure in the future and the benefits of future proofing (lower cost overall, etc.).

The installation of additional or scalable capacity equipment and infrastructure to support the future expansion of additional charging ports and higher power output.

Examples include:

- Oversized or additional conduit;
- Oversized panels;
- Additional conduit and connection points (including trenching and conduit to additional parking spaces for future chargers); and
- Larger transformers or additional transformers and transformer pads

Up to 10% of Customer Side Make Ready (CSMR) costs available for future proofing

Examples:

- \$100,000 CSMR + \$10,000 Future Proofing = \$110,000 Total CSMR
- \$100,000 CSMR + \$40,000 Future Proofing = \$110,000 Total CSMR
 - While the Future Proofing amounted to \$40,000, it goes above the 10% limit



Available Program Rebates

The Fleet Make Ready Program will be making program changes to further support its customers, and anticipates making these changes by July 2025. The incentive caps are 'up-to' amounts per project.

	Incentive Caps									
Eligible Customers	USMR	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							

Application Process Flow



1. Application Review and Processing

After an application is submitted, the TE team will review, and issue a conditional pre-approval if all requirements are met, which is valid for up to 1 year.

2. Energize the EV Charging Station

Construct the EV charging station and have all components of Make-Ready completed (including both the USMR and CSMR)

3. Closeout & Verification

Applicant will notify PSEG Long Island that their EV charging station is energized.

All closeout documents must be submitted for PSEG Long Island to review

PSEG Long Island's Data Aggregator will confirm a connection with the EV Charger(s)

4. Receive Rebate

Once all closeout documents have been approved, and EV chargers have been verified, payment can be issued.



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
- 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 <u>Site Inspection Guideline</u> 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

Get started today at www.psegliny.com/goelectric







Teno Gustavson

Director Vehicle & Facility Maintenance, Suffolk Transportation Services









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Discussion Session with Q&A

Feel free to ask questions, provide feedback, or share your experience participating in the Fleet Advisory Services or Fleet Make Ready Program

Any questions we cannot get to during todays session can be submitted in the post-roundtable survey





Break

15 minute break



EV Make Ready Program

Paul DiBenedetto

Zachary Greschler

Program Progress

Year (End)	2021	2022	2023	2024	Total
L2	0	81	231	405	717
DCFC	48	100	10	70	228

2025 EV Make-Ready Portfolio

Dashboard

Current Year	Current Month #
2025	5

							2025 - L	2 Ports								
1.0	2025		Q1			Q2			Q3			Q4		Totals	VTD Goal %	Incontivo \$\$/Dort
L2	LIPA Metrics	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totais	TID Goal /a	incentive aa/Port
Pre-Approved Ports		68	38	32	86	124								348		¢ 6.665
Pre-Approved Incentive		\$ 440,402	\$ 276,660 \$	198,925	\$ 530,883	\$ 872,515								\$ 2,319,385		ə 0,000
Energized Ports	621	79	63	36	52	46								276	A 49/	¢ 7.155
Energized Incentive		\$ 552,540	\$ 514,357 \$	270,000	\$ 225,945	\$ 411,830								\$ 1,974,672	44 /0	۵ <i>۲</i> ,100
Energized DAC %	35%	5%	18%	11%	60%	37%								22%		
Energized DAC L2 Ports		4	2	4	40	14								64		\$ 6,886
Energized DAC Incentive		\$ 30,000	\$ 93,300 \$	30,000	\$ 135,945	\$ 151,464								\$ 440,709		

							2025 - DC	FC Ports								
DOEC	2025		Q1			Q2			Q3			Q4		Totala	VTD Goal %	Incontine \$\$/Dort
DCFC	2024 Targets	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals	TID Goal /	incentive sa/Port
Pre-Approved Ports		10	-	4	32	10								56		6 EA EAE
Pre-Approved Incentive		\$ 485,554	\$-	\$ 287,102	\$ 2,061,626	\$ 218,545								\$ 3,052,827		ə 04,010
Energized Ports	82	4	4	-	4	32								44	E 49/	¢ 10.260
Energized Incentive		\$ 69,656	\$ 186,600	\$-	\$ 370,000	\$ 225,572								\$ 851,828	04 /0	\$ 19,300
Energized DAC %	35%	0%	100%	0%	100%	0%								65%		<i>1111</i>
Energized DAC DCFC Ports		-	4	-	4	-								8		\$ 69,575
Energized DAC DCFC Incentive		\$ -	\$ 186,600	\$ -	\$ 370,000	\$ -								\$ 556,600		

							2025 - D	C Spending							
DAC Sponding	2025			Q1			Q2			Q3			Q4		Totala
DAC spending	2024 Targets	Jan		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOLAIS
Total Spend (DAC/Non-DAC)		\$ 622,1	96 \$	700,957	\$ 270,000	\$ 595,948	5 \$ 637 ,	02							\$ 2,826,500
DAC Spend		\$ 30,0	00 \$	279,900	\$ 30,000	\$ 505,948	5 \$ 151 ,	64							\$ 997,309
Energized DAC %	35%		5%	40%	11%	859	6	4%							35%

EV Make Ready Port Forecast

EV Make Ready Prog	ram Port Forecast	Budget Po	ort Forecast
Year (End)		L2	DCFC
2021	Actual	0	48
2022	Actual	81	100
2023	Actual	231	10
2024	Actual	405	70
2025	Forecast	789	89
2026	Forecast	900	100
2027	Forecast	1,100	117
2028	Forecast	1,300	122
2029	Forecast	1,500	125
2030	Forecast	1,800	124
2031	Forecast	2,100	128
	Total Ports	10,206	1,032

Note: This forecast is subject to change and may be updated in the future

Program Overview





Program Changes

As of June 2nd 2025, the following updates have been made to the PSEG Long Island EV Make Ready Program:

Program Update 2025-02:

- 1) Incentive model has been revised from a project scope cost to a \$/port basis by charger type.
 - Level 2 Incentives
 - 50% Tier \$3,000/port
 - 75% Tier \$5,000/port
 - 100% Tier \$6,500/port
 - DCFC Incentives
 - 50% Tier \$20,000/port
 - 75% Tier \$50,000/port
 - 100% Tier \$65,000/port
 - Minimum of 100kW per charger or 50kW per port
- 2) Applicants who require a service upgrade or new service and are issued a Charge Letter by PSEG Long Island's Distribution Design, will be responsible to pay this in full before the work can commence. Applicants will be reimbursed up to the incentive cap amounts at the time of closeout if your project is pre-approved.
 - USMR Incentive Caps
 - Level 2 \$20,000/project
 - DCFC \$100,000/project
- 3) Multi-Family Projects will have a \$100,000 incentive cap regardless of charger type.
 - Multi-Family will be subject to the same eligibility criteria that all other segments are subject to when it comes to accessibility
 - Private-Use 50% Tier
 - Public-Use / Non-DAC 75% Tier
 - Public-Use / DAC 100% Tier
- 4) A minimum power output of 100 kW for DC Fast Chargers will be put in place going forward; Level 2 chargers will not have a minimum power output. Power sharing is allowed
- 5) Car Dealerships cannot participate in the private-use offering



ProgramGoals



Support the installation of EV chargers across Long Island where residents live and work



Make incentives available to customers to offset their charging installation costs



Reduce concerns of range anxiety to promote EV adoption on Long Island



Plan and deploy grid infrastructure so it is right-sized for the amount of power needed to support charging stations



Make-ReadyInfrastructure

Utility Side Make Ready (USMR):

- Distribution infrastructure equipment up to the meter
- Determined when PSEG Long Island's Distribution Design issues the Charge Letter
 - Customer must submit service request to Building & Renovation Services (BRS)
 - Only required if a service upgrade or new service is needed

Customer Side Make Ready (CSMR):

- Infrastructure equipment from the meter up to the EV Charger
 - Developer constructs this infrastructure



Did you know?

Programs such as NYSERDA Charge Ready 2.0 can be stacked on top of this program to help lower your installation costs.





Program Eligibility & Requirements

Eligible Customers



Multi-Family



Retail



Workplace



Health



Parks/Beaches

Houses of Worship



Hospitality



Parking Lots



Airports



Restaurants



Gas Stations



Education



Car Dealerships Not eligible for charging inventory or servicing vehicles



Grocery



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**) can see greater incentive coverage.



To see if your business falls within a DAC, check out the **Program Resources** under the EV Make Ready Program webpage



Location Accessibility

Public use charging stations receive higher incentives compared to private use locations so that the general public gets the maximum benefit from this program.

Public: Locations that allow access 24/7 without site-specific physical access restrictions

- Public, fee-free parking areas, and;
- Municipality-operated fee-for parking areas.

Note: does not include private, restricted business parking, or dedicated parking spots



Eligible for the 100% or 75% incentive tiers, depending on their DAC status

Private: Locations that only allow access to certain users, have time-specific or physical access restrictions such as signs (i.e., No Trespassing), gate to limit access to the general public, etc.

- Employee-Parking Only at an Office
- Schools that allow charging for only Students/Faculty
- If the chargers are available during the day but restricted when the business is closed due to security or a gate



Eligible for the lower 50% incentive tier



Universal Forms of Payment Requirements

In addition to mobile pay, all public charging stations should have one (or more) of the following pay options made available to customers:

- Credit Card Readers
- Tap-to-Pay
- Toll Free Phone Number
- QR code that connects directly to a payment site (not including a downloaded mobile app).

Public stations that can't comply will be deemed a Private station which will result in a 50% incentive tier.







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: <u>PSEG-LI-EVMakeReady@pseg.com</u>

- 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



Charging Requirements

Starting June 2025, PSEG Long Island will require that any DC Fast Chargers that will be installed in the EV Make Ready Program, need to have the capability of outputting 100 kW or more.

Level 2 chargers do not have minimum power output (kW) requirement.

Power sharing is allowed in scenarios where all chargers are being utilized, and the chargers are de-rated to a lower power output than 100 kW; As long as the charger is capable of outputting 100 kW or more when power sharing is not occurring.

<u>Example</u>

Single-Port DC Fast Charger

- 50 kW Charger Does Not Qualify
- 100 kW Charger Qualifies
- 120 kW Charger Qualifies
- 240 kW Charger Qualifies

Dual-Port DC Fast Charger

- 50 kW Charger / 25 kW per port Does Not Qualify
- 100 kW Charger / 50 kW per port Qualifies
- 120 kW Charger / 60 kW per port Qualifies
- 240 kW Charger / 120 kW per port Qualifies



Future Proofing

Customers should consider future proofing if they plan to expand their charging infrastructure in the future and the benefits of future proofing (lower cost overall, etc.).

The installation of additional or scalable capacity equipment and infrastructure to support the future expansion of additional charging ports and higher power output.

Examples include:

- Oversized or additional conduit;
- Oversized panels;
- Additional conduit and connection points (including trenching and conduit to additional parking spaces for future chargers); and
- Larger transformers or additional transformers and transformer pads

Up to 10% of Customer Side Make Ready (CSMR) costs available for future proofing

Examples:

- \$100,000 CSMR + \$10,000 Future Proofing = \$110,000 Total CSMR
- \$100,000 CSMR + \$40,000 Future Proofing = \$110,000 Total CSMR
 - While the Future Proofing amounted to \$40,000, it goes above the 10% limit





Program Incentives

Summary of Program Incentives & Requirements

	Eligibility Table
100% Tier Min 2 Ports	 DCFC and/or Level 2 Chargers Universal Plugs Accepts Universal Payment Public Located in a Disadvantaged Community DCFC minimum of 100kW per charger
75% Tier Min 2 Ports	 DCFC and/or Level 2 Chargers Universal Plugs and/or NACS Plugs NACS plugs matched 1 for 1 or less for quantity and power output from Universal plugs Accepts Universal Payment Public Not located in a Disadvantaged Community DCFC minimum of 100kW per charger
50% Tier Min 2 Ports	 DCFC and/or Level 2 Chargers Universal Plugs and/or NACS Plugs NACS plugs not matched 1 for 1 or less for quantity and power output from Universal plugs Does not accept Universal Payment Private DCFC minimum of 100kW per charger Private car dealerships are not eligible for DCFC incentives

PSEG LONG

Should you have any questions as to what eligibility tier your project may fall under, please send your questions to: <u>PSEG-LI-EVMakeReady@pseg.com</u>


Incentive Calculation

Incentives are calculated on a per-port basis by charger type.

Installing both Level 2 and DCFC? The incentive cap will be the combination of both depending on how many you install of each.

CSMR Calculated Incentive = (# of L2 Ports ×
$$^{()}$$
) + (# of DCFC Ports × $^{()}$)

CSMR Incentive = Minimum(CSMR Costs, Calculated Incentive)

USMR Incentive = Minimum (USMR Costs, Incentive Cap)

Future Proofing = 10% of CSMR Incentive

Maximum Power

DCFC - 2 MW

Level 2 – 100 kW

Entity Caps

- Multi-Family projects cannot receive more than \$100,000 per project
- No more than 20% of the annual budget for Level 2 or DCFC respectively shall be given to an EV station owner that has multiple sites
 - For Contractors that only install the chargers and do not own them, this rule does not apply

DCFC (CSMR Coverage)									
Tier	50%	75%	100%						
\$/Port	\$20,000	\$50,000	\$65,000						

Level 2 (CSMR Coverage)									
Tier	50%	75%	100%						
\$/Port	\$3,000	\$5,000	\$6,500						

USMR Incentive Cap (Per Project)								
Level 2	DCFC							
\$20,000	\$100,000							



Incentive Methods

Rebate

- Exclusive to Level 2 projects
- Cash rebate



Once the charging stations are installed, all final paperwork is approved and all requirements are met, a **rebate check will be issued within 60 days.**

Lease Model Being Discontinued in 2026

- Exclusive to DCFC projects
- Allows to offer incentives for higher cost projects with less of an impact on customer rates

PSEG LI enters into a lease agreement with the station owner to own the CSMR for 10 years. At the end of the 10-year term, the **station owner retains ownership of the CSMR infrastructure**.

Once all final paperwork is approved and all requirements are met, a check will be issued within 60 days for the full amount of the CSMR.

USMR Coverage Only Being Discontinued in 2026

Pays for the USMR costs if a station owner installing DCFC is unable or chooses not to enter into a lease agreement with PSEG Long Island

In most circumstances, PSEG LI will cover the Charge Letter (USMR costs). The CSMR infrastructure will be the responsibility of the station owner.





Application Information

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
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- W9 Form
 - Required for entity receiving rebate; This ensures that the check is sent to the correct address
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- 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





Application Process Flow



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After an application is submitted, the TE team will review, and issue a conditional pre-approval if all requirements are met, which is valid for up to 1 year.

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Construct the EV charging station and have all components of Make-Ready completed (including both the USMR and CSMR)

3. Closeout & Verification

Applicant will notify PSEG Long Island that their EV charging station is energized.

All closeout documents must be submitted for PSEG Long Island to review

PSEG Long Island's Data Aggregator will confirm a connection with the EV Charger(s)

4. Receive Rebate

Once all closeout documents have been approved, and EV chargers have been verified, payment can be issued.



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 <u>Site Inspection Guideline</u> 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









Level 2 – Multi-Family

Scope: Apartment complex that has underground parking available for its residents. Chargers will be available to residents

Total Chargers: 8 Level 2 chargers (Single Port); 8 Level 2 portsService Type: Existing Service; No USMRUSMR: \$0CSMR: \$57,000Future Proof: NoAccessibility: Private Access OnlyDAC Status: NoUniversal Form of Payment: QR CodeIncentive Tier: 50%

 $CSMR \ Calculated \ Incentive = (\# \ of \ L2 \ Ports \ \times \ \$/port) + (\# \ of \ DCFC \ Ports \ \times \ \$/port) \\ CSMR \ Calculated \ Incentive = (8 \times \ \$3,000/port) \\ CSMR \ Incentive = Minimum(CSMR \ Costs, Calculated \ Incentive) \\ CSMR \ Incentive = Minimum(\$57,000, \$24,000) \\ CSMR \ Incentive = \ \$24,000$

- Applicant will receive a \$24,000 rebate at the completion of their project
- The project did not require any utility upgrades and so no rebates are issued for the USMR





Level 2 - Workplace

Scope: Offer charging stations as an added employee benefit to entice employees to come into the office. Excluded to employees only; behind a gated lot

Total Chargers: 10 Level 2 chargers (Single Port); 10 Level 2 ports

Service Type: Service Upgrade

USMR: \$4,300

CSMR: \$65,000

Future Proof: No Accessibility: Private DAC Status: No

Universal Form of Payment: Relies on mobile app

Incentive Tier: 50%

$$\begin{aligned} & CSMR \ Calculated \ Incentive = \left(\# \ of \ L2 \ Ports \ \times \ \$/_{port} \right) + \left(\# \ of \ DCFC \ Ports \ \times \ \$/_{port} \right) \\ & CSMR \ Calculated \ Incentive = \left(10 \times \ \$3,000/_{port} \right) \\ & CSMR \ Incentive = \ Minimum(CSMR \ Costs, Calculated \ Incentive) \\ & CSMR \ Incentive = \ Minimum(\$65,000,\$30,000) \\ & CSMR \ Incentive = \ \$30,000 \end{aligned}$$

USMR Incentive = Minimum (USMR Costs, Incentive Cap) USMR Incentive = Minimum (\$4,300, \$20,000) USMR Incentive = **\$4,300**

 Applicant will receive a \$30,000 rebate for the CSMR and \$4,300 for the USMR at the completion of their project





DCFC – Gas Station

Scope: A Gas Station is looking to expand their services to include DC Fast Chargers in hopes to increase foot traffic to their convenient store

Total Chargers: 1 DCFC charger (Dual Port); 2 DCFC ports

Service Type: New Service

USMR: \$20,000

CSMR: \$150,000

Future Proof: Yes

Accessibility: Public

DAC Status: No

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Universal Form of Payment: Credit Card Reader | Tap-to-Pay
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Incentive Tier: 75%

 $CSMR \ Calculated \ Incentive = (\# \ of \ L2 \ Ports \ \times \ \$/_{port}) + (\# \ of \ DCFC \ Ports \ \times \ \$/_{port})$ $CSMR \ Calculated \ Incentive = (2 \times \ \$50,000/_{port})$ $CSMR \ Incentive = Minimum(CSMR \ Costs, Calculated \ Incentive)$ $CSMR \ Incentive = Minimum(\$150,000, \$100,000)$ $CSMR \ Incentive = \$100,000$ $USMR \ Incentive = \$100,000$ $USMR \ Incentive = Minimum \ (USMR \ Costs, Incentive \ Cap)$ $USMR \ Incentive = Minimum \ (\$20,000, \$100,000)$

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



• Applicant will receive a \$100,000 rebate for the CSMR and \$20,000 for the USMR at the completion of their project



L2/DCFC – Grocery Store

Scope: Grocery store wants to offer some DC fast chargers, as well as some Level 2 chargers as a perk for customers to charge while they shop and have it be available to the community

Total Chargers:

- Level 2 4 ports
- DCFC 2 ports

Service Type: New Service

USMR: \$40,000

CSMR: \$280,000

Future Proof: No

Accessibility: Public DAC

Status: Yes

Universal Form of Payment: Credit Card Reader

Incentive Tier: 100%

 $CSMR \ Calculated \ Incentive = (\# \ of \ L2 \ Ports \times \$/_{port}) + (\# \ of \ DCFC \ Ports \times \$/_{port}) \\ CSMR \ Calculated \ Incentive = (4 \times \$^{6,500}/_{port}) + (2 \times \$^{65,000}/_{port}) \\ CSMR \ Incentive = Minimum(CSMR \ Costs, Calculated \ Incentive) \\ CSMR \ Incentive = Minimum(\$280,000,\$100,000) \\ CSMR \ Incentive = \$156,000 \\ USMR \ Incentive = \$156,000 \\ USMR \ Incentive = Minimum (USMR \ Costs, Incentive \ Cap) \\ USMR \ Incentive = Minimum (\$40,000,\$100,000) \\ USMR \ Incentive = \$150,000 \\ USMR \ In$

• Applicant will receive a \$100,000 rebate for the CSMR and \$20,000 for the USMR at the completion of their project **PSEG** LSLAD



Find a EV Partner

PSEG Long Island's EV Partner Program helps Customers find Contractors and Developers that can assist with the installation and paperwork to install an EV charger at your business.

The Contractor Portal can be found under the Program Resources under the EV Make Ready Program

Program Resources	_
Please see the following Make Ready program resources	44 54
EV Make Ready Program Overview Presentation	
Eligible Chargers List	
Find an EV Make Ready Charger Contractor	
Site Inspection Guidelines	
Site Inspection Checklist	
Project Completion Form	
Hosting Capacity Map	
Building and Renovation Services	
NYSERDA Charge Ready 2.0	
NYSERDA Disadvantaged Communities	
DSFG LONG	





Discussion Session with Q&A

Feel free to ask questions, provide feedback, or share your experience participating in the EV Make Ready Program

Any questions we cannot get to during todays session can be submitted in the post-roundtable survey







Closing Remarks



EV Partner Program

Sign up today to become an EV Partner!

Customers are seeking knowledgeable Contractors & Developers who are familiar with our Transportation Electrification programs to help them install EV chargers

There are many benefits to becoming an EV Partner:

- 1. Have your business listed on the PSEG Long Island website to promote your services to customers
- 2. Co-branding offering (PSEG Long Island logo)
- 3. Access to Partner Portal to submit and monitor your projects

How to Apply:

PSEG LONG

Website: https://www.psegliny.com/saveenergyandmoney/greenenergy/ev/contractors

Email: PSEGLongIslandEVli@pseg.com





Contractors and Developers





Sign up today to become an Electric Vehicle Partner!

Customers are seeking knowledgeable contractors who are familiar with our Transportation Electrification programs to help them install electric vehicle chargers.

Become a Partner	Events	Office Hours	Tool Kit
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Resources

Please select any of the below to download additional information.

- Contractor Estimate Template
- Contractor Finder Portal
- · Electrification Guideline Learn how to submit an electric service request
- Load Letter Blank Form
- Transportation Electrification Programs & Resources Learn about PSEG Long Island's Transportation Electrification Programs to highlight to your customers.

Relevant Links

- · Hosting Capacity Map: View available capacity on circuits to interconnect renewables and electric vehicle charging stations
- · Building and Renovation Services: PSEG Long Island team that will process your electric service requests
- · Interconnecting Renewables & Energy Storage
- · Electric Vehicle Owners and Time of Day Rates



EV Phase-In Rate: New Commercial Rate Offering

Starting on October 1, 2025, PSEG Long Island will offer a new optional rate to eligible commercial customers with electric vehicle (EV) charging capabilities.

- This opt-in rate will replace the previous EV program offerings for rate 285 customers (DCFC Incentive Program and the Demand Charge Rebate).
- > To enroll into the EV Phase-In Rate, customers will apply through a webform on the PSEG-LI Public Website.

Who is eligible?

- > This rate is for commercial customers with EV Charging stations
- Active Account
- > AMI Meter
- Customer is on Rate 285/284 or would qualify for rate 285/284 (for new customers)*

Rate Structure

The EV Phase-In Rate will have 4 tiers, all with **different customer charge breakdowns between time-of-use energy charge and demand charge**. Customers will be assigned a tier **depending on their load factor**. Their eligibility will be **checked automatically twice per year**, which can impact that rate tier they're on.

Why is PSEG Long Island offering this rate?

The EV Phase-In Rate will promote efforts to **expand and support EV charging infrastructure**, and consequently, the **deployment of EVs**, an essential component in **achieving the State's climate goals**.

EV Phase-In Rate Tier Structure

Additional information about the EV Phase-In rate tiers, load factors, and other considerations will be available on PSEG Long Island's public website starting in late June 2025.



EV Phase-In Rate: What's Coming Up in 2025?



We Want to Hear From You!

PSEG Long Island wants to know if you found today's sessions valuable and if there are ways we can further enhance our Round Tables for the future.

Attendees will receive a Post-Survey via email to provide input on:

- Feedback on our programs and today's round table sessions
- Topics you would like to see covered in future round table sessions
- Any questions that weren't answered during today's session or questions you have afterwards

A copy of today's presentation will be emailed to attendees along with the Post-Survey Link. Additionally, a copy will be made available on our Contractors and Developers webpage under 'Events'





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www.psegliny.com/goelectric





Appendix

Level 2 - Hospitality

Scope: Hotel that offers chargers for its guests and the general public. Located in the rear of the building. Additional trenching & wiring laid out to accommodate more chargers in the future

Total Chargers: 3 Level 2 chargers (Single Port); 3 Level 2 ports

Service Type: Existing Service; No USMR

USMR: \$0

CSMR: \$25,000 + \$2,000 in Future Proofing

Future Proof: Yes

Accessibility: Public

DAC Status: No

Universal Form of Payment: Toll Free Number Available **Incentive Tier**: 75%

 $\begin{aligned} & CSMR \ Calculated \ Incentive = \left(\# \ of \ L2 \ Ports \ \times \ \$/_{port} \right) + \left(\# \ of \ DCFC \ Ports \ \times \ \$/_{port} \right) \\ & CSMR \ Calculated \ Incentive = \left(3 \times \ \$5,000/_{port} \right) \\ & CSMR \ Incentive = \ Minimum(CSMR \ Costs, Calculated \ Incentive) \\ & CSMR \ Incentive = \ Minimum(\$27,000,\$15,000) \\ & CSMR \ Incentive = \ \$15,000 \end{aligned}$

- Applicant will receive a \$15,000 rebate at the completion of their project
- The project did not require any utility upgrades and so no rebates are issued for the USMR





Level 2 – Retail

Scope: A strip mall that has both retail, restaurants, and office-spaces. These chargers are available for anyone at the building or the general public

Total Chargers: 4 Level 2 chargers (Single Port); 4 Level 2 ports

Service Type: Existing Service; No USMR

USMR: \$0

CSMR: \$30,000

Future Proof: No

Accessibility: Public

DAC Status: Yes

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Universal Form of Payment: Tap-to-Pay
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Incentive Tier: 100%

 $CSMR \ Calculated \ Incentive = (\# \ of \ L2 \ Ports \ \times \ \$/port) + (\# \ of \ DCFC \ Ports \ \times \ \$/port) \\ CSMR \ Calculated \ Incentive = (4 \times \ \$6,500/port) \\ CSMR \ Incentive = Minimum(CSMR \ Costs, Calculated \ Incentive) \\ CSMR \ Incentive = Minimum(\$30,000, \$26,000) \\ CSMR \ Incentive = \ \$26,000$

- Applicant will receive a \$26,000 rebate at the completion of their project
- The project did not require any utility upgrades and so no rebates are issued for the USMR





DCFC – Parking Lot

Scope: Located near multi-unit dwellings, retail stores, and along a major roadway, these DC fast chargers will allow customers to access fast charging

Total Chargers: 3 DCFC chargers (Dual Port); 6 DCFC ports

Service Type: New Service

USMR: \$50,000

CSMR: \$300,000

Future Proof: No

Accessibility: Public

DAC Status: No

Universal Form of Payment: Tap-to-Pay

Incentive Tier: 75%

$$CSMR \ Calculated \ Incentive = (\# \ of \ L2 \ Ports \times \$/_{port}) + (\# \ of \ DCFC \ Ports \times \$/_{port})$$

$$CSMR \ Calculated \ Incentive = (6 \times \$50,000/_{port})$$

$$CSMR \ Incentive = Minimum (CSMR \ Costs, Calculated \ Incentive)$$

$$CSMR \ Incentive = Minimum (\$300,000, \$300,000)$$

$$CSMR \ Incentive = \$300,000$$

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

• Applicant will receive a \$300,000 rebate for the CSMR and \$50,000 for the USMR at the completion of their project



