

Cal Cities League Partner Webinar: Applying for SCE's Charge Ready Programs

Tuesday, March 15th, 2022

Who are we?



Dana Robertson – Advisor,
eMobility Business
Development &
Partnerships



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Advisor, eMobility
Business Development &
Partnerships

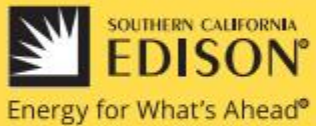
What is Southern California Edison?

- Southern California Edison (SCE) is a 135-year-old investor-owned electric-only utility, meaning it's a private company owned by shareholders/investors while also regulated by the California Public Utilities Commission and the Federal Energy Regulatory Commission
- SCE services **5 million customer accounts** across **50,000 square miles**, comprised of 185 cities, 15 counties and 13 Native American tribes
- SCE's profits are not tied to the amount of **electricity it delivers**, and more than 80% of the electricity delivered to SCE customers is generated by independent power producers



What are we trying to do today?

To demonstrate to customers and stakeholders the value in applying for SCE's Charge Ready programs, in order to get EV charging stations installed throughout SCE's service area

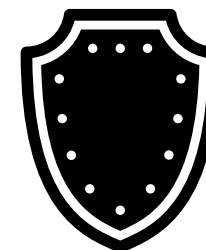


CHARGE READY PROGRAM

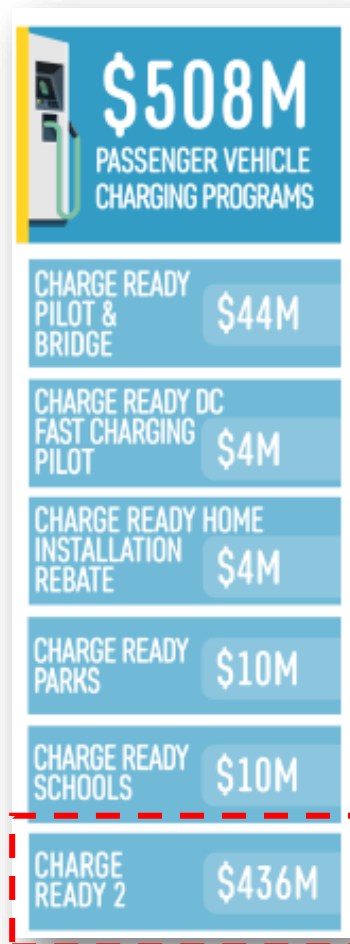
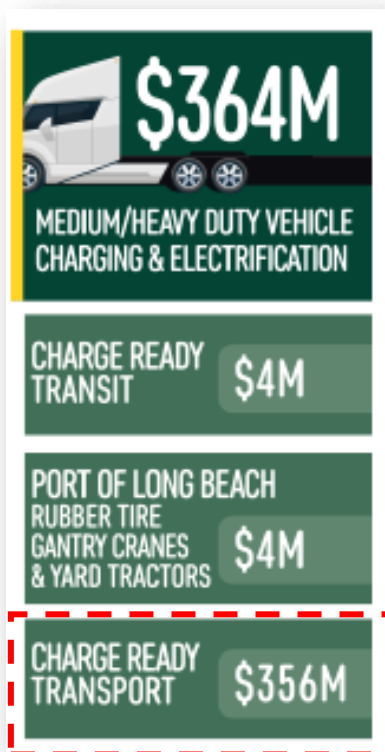
Electric vehicle charging solutions for multi-family, public sector, and commercial properties.

What are some benefits of taking advantage of Charge Ready and installing EV charging on a property?

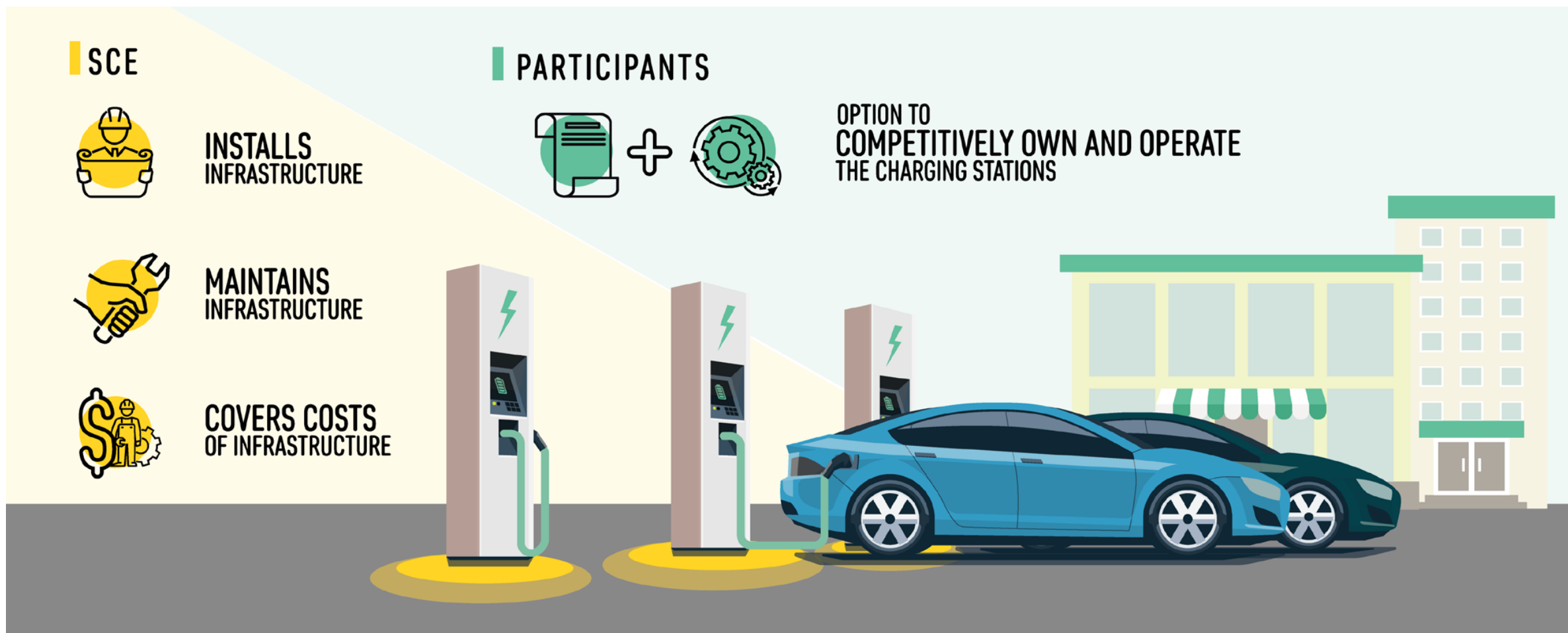
- To **take advantage** of money set aside by Southern California Edison to assess and install EV charging on properties
- To **accommodate** current visitors/tenants/homeowners that drive electric vehicles
- To **attract** prospective visitors/tenants/homeowners that drive electric vehicles
- To **increase** the value of the property
- To **prepare** the property for the projected influx of electric vehicles in the Southern California market



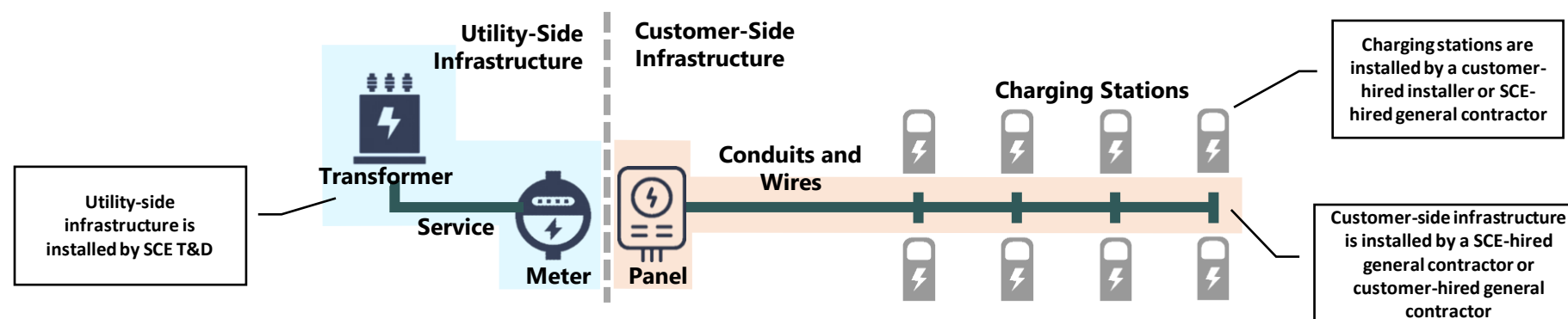
SCE has supported transportation electrification since 2014 but today we're focusing on two of our Charge Ready offerings



Charge Ready value proposition: SCE provides technical planning, technical execution and funding for customers to install EV charging

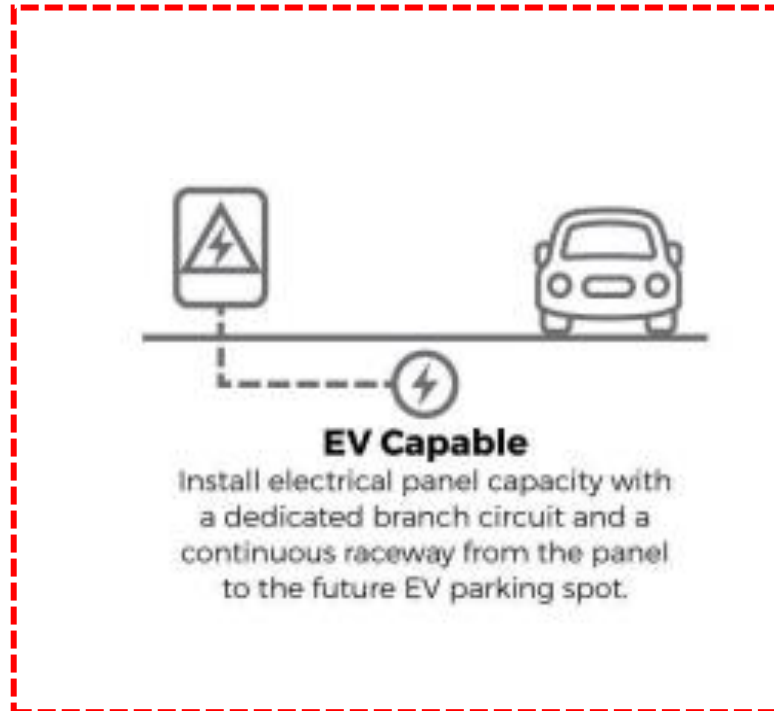


Charge Ready also provides flexible EV charging installation options, based on the needs and preferences of the customer

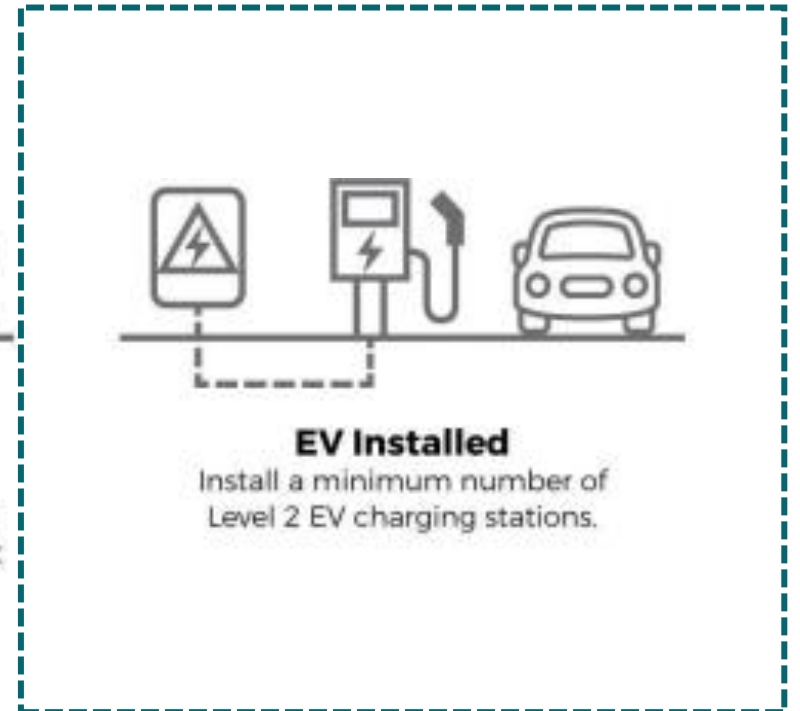


OFFERINGS	OPTIONS	AVAILABLE TO	MIN. PORT REQUIREMENT	UTILITY-SIDE INFRASTRUCTURE	CUSTOMER-SIDE INFRASTRUCTURE	EVSE REBATE	INFRASTRUCTURE REBATE	MAINT/ NETWORK REBATE
CHARGING INFRA-STRUCTURE & REBATE	1 SCE-Built Infrastructure	Non-residential and multi-family	4+	SCE-installed	SCE-installed	✓	NA	NA
	2 Customer-Built Infrastructure	Non-residential and multi-family choosing to own infrastructure	4+	SCE-installed	Customer-installed	✓	Up to 80% of SCE's cost	NA
	3 Maintenance/ Networking Rebate	Multi-family located in DAC / Choosing to own charging stations	4+	SCE-installed	SCE-installed	✓	NA	✓
TURNKEY INSTALLATION	4 Turnkey Installation	Multi-family located in DAC	4+	SCE-installed	SCE-installed	NA	NA	NA
NEW CONSTRUCTION REBATE	5 New Construction Rebate	New multi-family construction	1+	SCE-installed (outside of program)	Customer-installed	Single rebate covering EVSE and infrastructure		NA

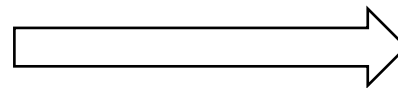
The New Construction Rebate (NCR) option within Charge Ready is designed to get a multifamily property from EV capable to EV installed



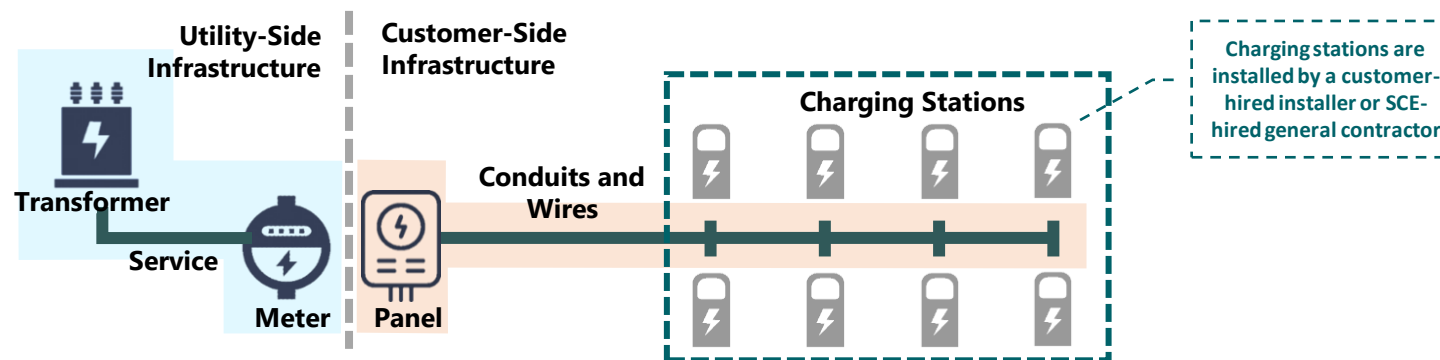
This is what a relevant property is required to have on 10% of parking spaces to be in compliance with CALGreen



This is where SCE wants a relevant property to get with the New Construction Rebate



Let's take another look at what NCR entails versus the other Charge Ready program options



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NEW CONSTRUCTION ON REBATE	5 New Construction Rebate	New multi-family construction	1+	SCE-installed (outside of program)	Customer-installed	Single rebate covering EVSE and infrastructure		NA

What are the benefits of the New Construction Rebate (NCR) option?



More money: the NCR option pays out a higher rebate amount per hardwired port than the other Charge Ready rebate options

- \$3,500 v. \$1,450¹



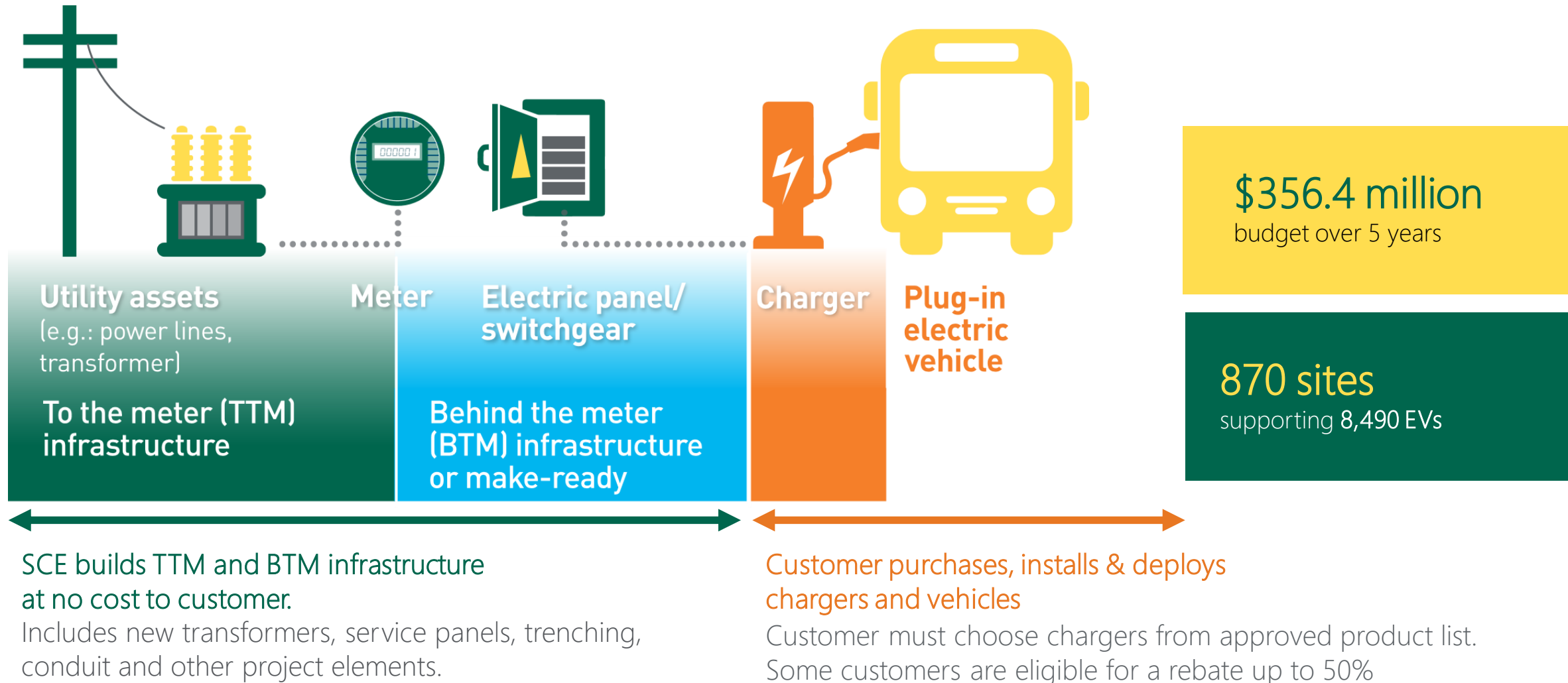
More advantage: NCR allows the property owner to take advantage of mandated CALGreen code and get EV charging installed at low-to-no-cost, without any additional behind-the-panel infrastructure work



Less complexity: SCE does not get involved in any part of an NCR installation, reducing the time and complexity normally needed in projects that require SCE-driven behind-the-panel infrastructure work

¹ \$1,450 is the rebate amount for an L2 charger on a multifamily site, excluding Fortune 1000 – if the property is in a DAC, the amount goes up to \$2,900 per hardwired port in the other Charge Ready options (excludes Turn-Key, where SCE pays for and owns-and operates the charging stations)

Charge Ready Transport value proposition: SCE covers the cost to build EV charging infrastructure for medium-and-heavy duty fleets



Getting ready to apply – what are next steps?

If a customer feels ready to apply for Charge Ready (light-duty), they can submit the application [here](#).

If a customer feels ready to apply for Charge Ready Transport (medium and heavy-duty), they can submit the application [here](#).

For more comprehensive Charge Ready literature and details on what program agreement entails, [please go here](#).

¹ If a future customer would like to submit an NCR application for a property that is in development, please have the customer email chargeready@sce.com with "New NCR Development" in subject line in order to move forward

If a customer isn't ready to apply, that's OK, SCE has tips, tools and resources to help them move closer to EV charging installation



- **Tip:** A customer can submit a building-wide survey to assess interest in EV charging (*see Appendix for sample questions*)
- **Tool:** the customer can request a no-cost [custom EV Readiness Study](#) ("EVRS") from SCE, giving them expert, technical advice on available funding, site planning considerations and more
 - There is no obligation to submit a Charge Ready application once the study is complete!
- **Resource:** You can always reach out to chargeready@sce.com with general questions, or email Naveed (naveed.h.ahmad@sce.com) or Dana (dana.robertson@sce.com) directly

Thank You!

Questions and/or Comments?

Appendix

Infrastructure Investment & Jobs Act (IIJA)

Last November, President Biden signed the Infrastructure Investment and Jobs Act (IIJA), a historic \$1.2 trillion investment in infrastructure projects.

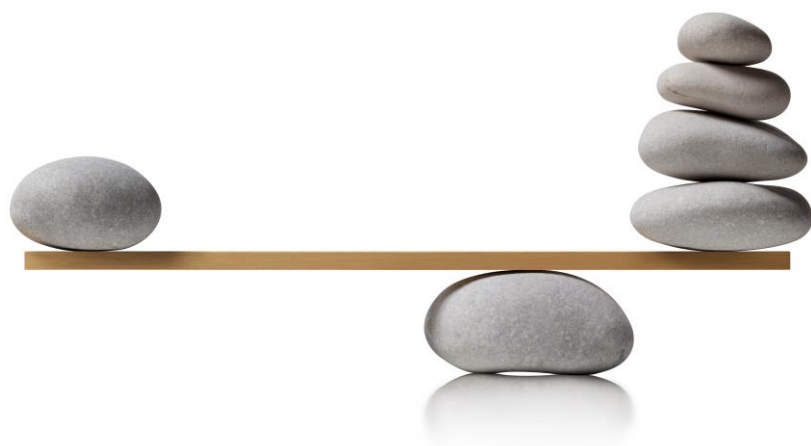
The Infrastructure Investment and Jobs Act allocates almost \$14 billion to California over five years in formula funds.

In addition, three federal funding opportunity announcements that cities are eligible for were recently released:

- \$450 million program for port resiliency and electrification
- \$1.1 billion for the purchase of low or zero-emission transit buses
- \$372 in grants for buses and bus facilities

If you'd like more information on these opportunities, you may email Anuj.Desai@sce.com, who can provide more information.

Charge Ready is also designed to focus the benefits of EV charging on our marginalized and underrepresented communities



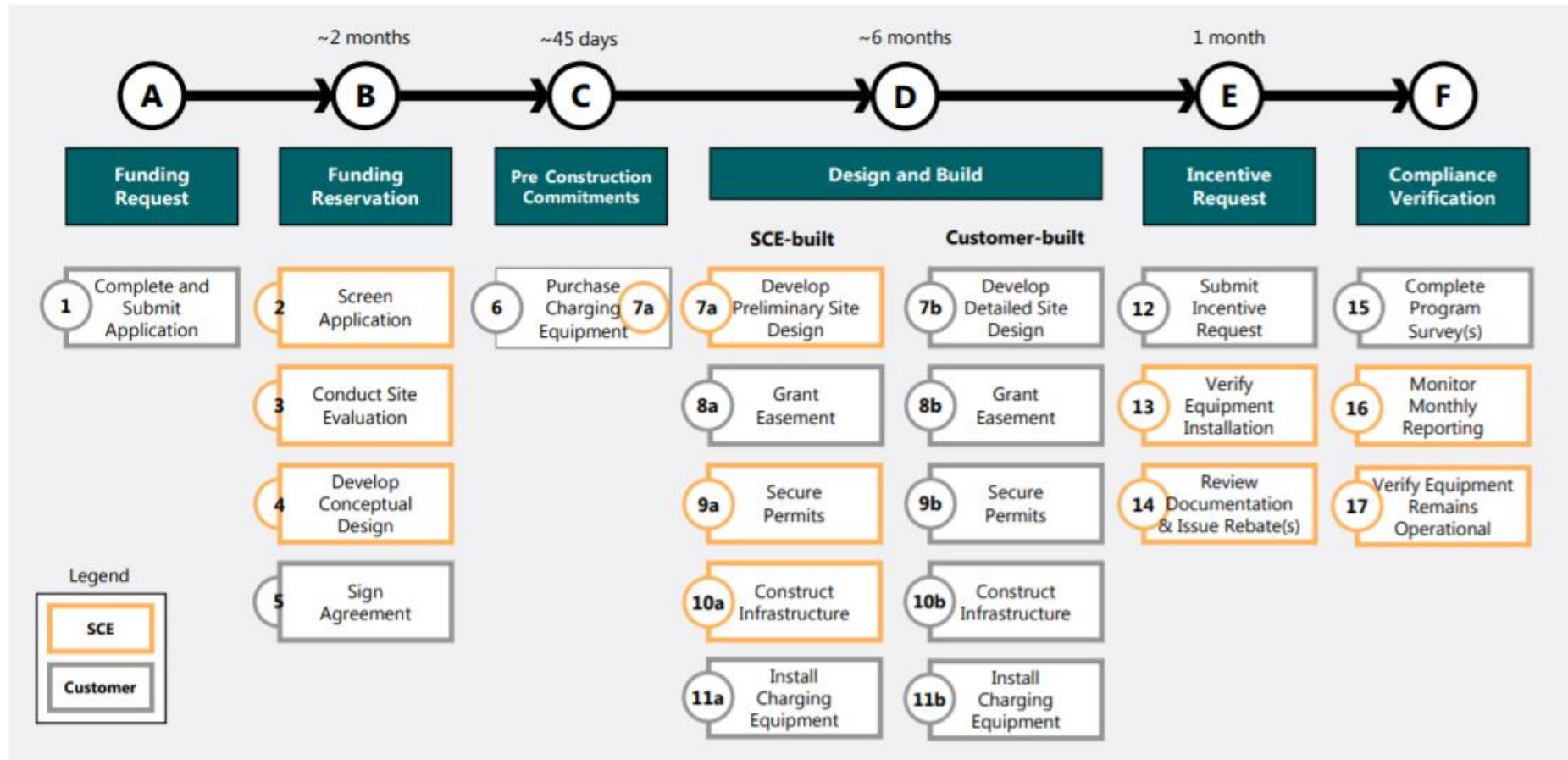
- In the 2016 Charge Ready Pilot, SCE was asked to have 10% of charging ports in disadvantaged communities, **and it reached 48%**
- Now, with this launch of Charge Ready, SCE is targeting:
 - **A minimum of 50 percent** of charging installed in disadvantaged communities (DACs)
 - **A minimum of 30 percent** in multi-family dwellings such as apartments and condos

Recommended Tenant/Homeowner Survey Questions¹

- Do you own an electric vehicle?
 - Yes or no
- Are you interested in purchasing an electric vehicle?
 - Yes, no, maybe
- If you are interested in purchasing electric vehicle, when do you plan to get one?
 - 0-1 year, 1-2 years, 2-5 years, 5 years+, Not interested
- Are you more likely to purchase an electric vehicle if EV charging stations are installed on the property?
 - Yes, no, maybe
- Are you willing to pay extra to utilize EV charging stations on the property?
 - Yes, no, maybe, N/A
- If you rent at the property, and EV charging stations are installed on the property, is it worth a small increase in the rent you pay?
 - Yes, no, maybe, N/A
- Any additional feedback on the topic of EV charging installation at the property?

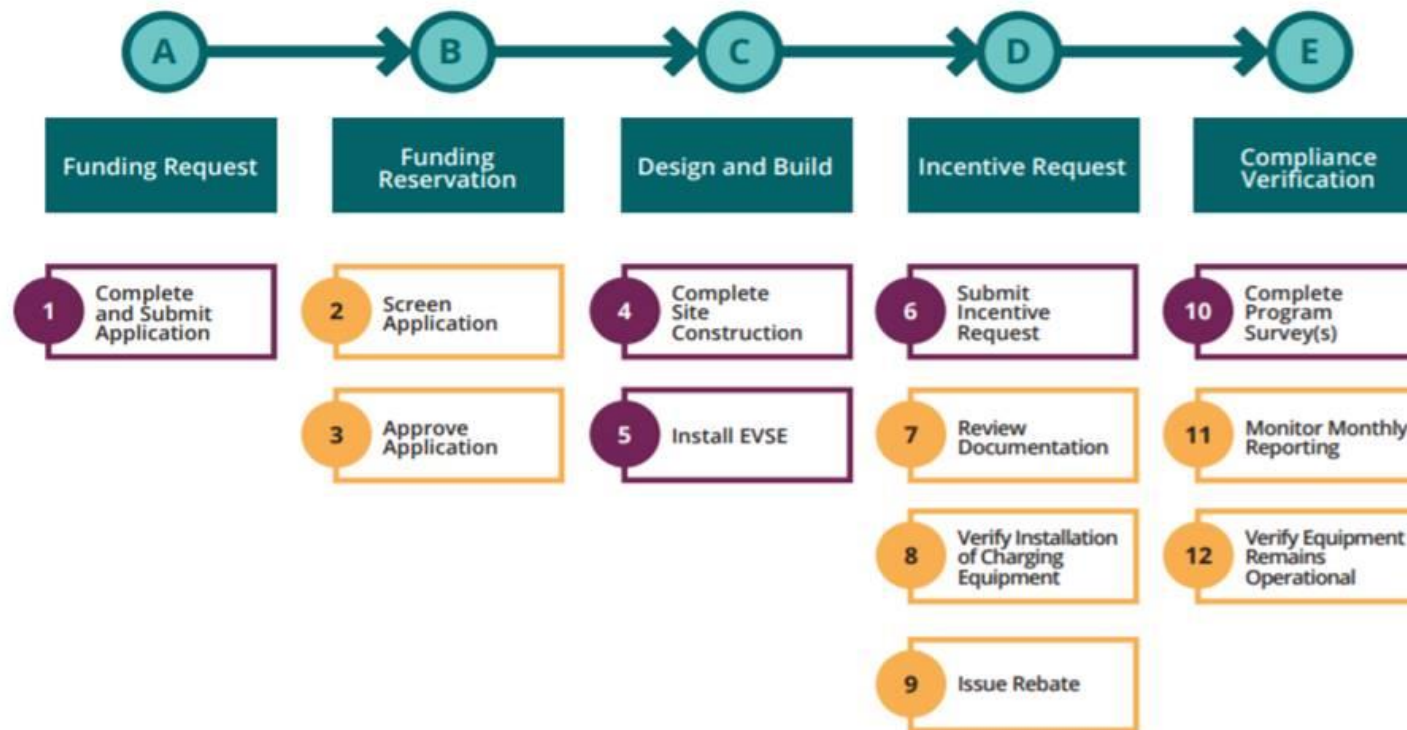
¹ Please note these survey questions are not required nor endorsed by Southern California Edison – these are merely provided to assist property owners in their decision to install EV charging on their property

When any SCE infrastructure work is required, it will take at minimum 10 months to get EV charging stations installed and operational on the property¹



¹ Assuming Charge Ready funds are still available at the time of application

With NCR, the EV charging installation process is much more customer-driven, reducing the need for SCE resources, while still giving property owners up to 3 years to install EV charging stations if their property is in development¹



¹ Assuming New Construction Rebate funds are still available at the time of application