Fleets Programs Proposal

August 10, 2020
Fleets Program: Request

Program: Fleet program, including Technical Assistance, Funding, and Vehicle to Building Resiliency Demonstration

Request: Recommend approval to the Board of the proposed Fleets Program

Amount & Term: Up to $900,000 over 3 years, consisting of:
- $350,000 – technical assistance
- $300,000 – gap funding for fleet replacement projects
- $250,000 – Vehicle to Building Resiliency Demonstration Project
High-Level Roadmap: Transportation

2018 | 2019 | 2020 | 2021

Transportation
- Personal cars
- Fleets/Shared

Renewables
- Municipal
- Community

Building Electrification
- New
- Existing

Load Shape
- Analytics
- Storage
- Load Control, VGI

TRANSPORTATION ELECTRIFICATION

Current
- EV Ride & Drive Campaign (hiatus)
- New EV Incentive Program
- Low Income Used EV Program
- EV Ready (EV Charging Infrastructure Program)

Pilots
- Smart Charging
- Low Power Charging

Forthcoming
- Ride-Hailing Electrification
- Curbside Charging Pilot
- E-bikes
- Municipal Fleets
Proposed PCE Fleets Program

- **Support** ($350K)
  - Trainings, site design and setup

- **Funding** ($300K)
  - Gap funding assistance

- **V2B** ($250K)
  - Demonstration with local agency
Eligibility Requirements

• Open to public agencies and public-school districts
• All on-road vehicle classes eligible
• Partners must commit to replacing 5 vehicles minimum per project site (schools exempted)
• Low Carbon Fuel Standard (LCFS) credits must be delegated to PCE
Fleet Support Structure

General: Total cost of ownership calculator (with PCE rates), workshops, events, grant education, contract resources, advising

Custom assistance
Custom Fleet Support Structure

1. Project planning, cost estimates, design
2. Grant application assistance
3. Bid development or piggybacking assistance
4. Construction management and closeout (if necessary)
5. EV charging station setup and energy management

~2 projects per year, $40K - $80K per project
Fleet Funding ($300K)

- Targeted gap-funding assistance
- Additional incentive to schools
- Can be used for EV chargers, EV incremental cost, installation, energy management subscriptions, etc.
- Light-duty vehicle demonstrations (e.g. electric class 1 truck)

Incentive structure, based on scale of unfunded project component*:

<table>
<thead>
<tr>
<th>Unfunded Project Scope</th>
<th>Local Agencies</th>
<th>Schools</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;$100K</td>
<td>Up to 25% or $25K per project (whichever is less)</td>
<td>Up to 50% or $50K per project (whichever is less)</td>
</tr>
<tr>
<td>&gt;$100K</td>
<td></td>
<td>Up to 50% or $100K per project (whichever is less)</td>
</tr>
</tbody>
</table>

* Net all other incentives and replacement depreciation
Fleet Funding Example

Waste Agency. 5 refuse trucks and 5 DCFC

- Installation: $100,000
- EV chargers: $300,000
- Trucks: $1,750,000

Total project cost = $2,150,000

Pre-PCE Incentives and Depreciation

- PG&E: $95,000
- HVIP: $750,000
- Depreciation: $1,250,000

Unfunded project cost = $55,000

PCE Incentive (25% up to $25,000): $13,750
Remaining agency cost: $41,250
### Fleet Funding Example

**Example – Waste Agency: 5 refuse trucks and 5 DC Fast Chargers**

<table>
<thead>
<tr>
<th>Funding</th>
<th>PG&amp;E Incentive</th>
<th>PCE Incentive</th>
<th>Other Funds</th>
<th>Waste Agency Funds</th>
<th>Total Costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>To the meter installation</td>
<td>$50K (est.)</td>
<td></td>
<td></td>
<td></td>
<td>$50K</td>
</tr>
<tr>
<td>100% covered</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Behind the meter installation</td>
<td></td>
<td></td>
<td></td>
<td>$50K</td>
<td>$50K</td>
</tr>
<tr>
<td>EV charging stations</td>
<td></td>
<td>$14K</td>
<td></td>
<td>$286K</td>
<td>$300K</td>
</tr>
<tr>
<td>($60K each)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trucks ($350K each)</td>
<td>$45K</td>
<td></td>
<td>$750K (HVIP)</td>
<td>$955K</td>
<td>$1.75M</td>
</tr>
<tr>
<td>Depreciation</td>
<td></td>
<td></td>
<td></td>
<td>($1.25M)</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>$95K</td>
<td>$14K</td>
<td>$750K</td>
<td>$41K</td>
<td>$2.15M</td>
</tr>
</tbody>
</table>

**PCE Costs:**

- Incentives: $14K
- Planning: $40K
Vehicle to Building Resiliency Pilot ($250K)

Demo at 1 local agency critical facility

**Goal:** Understand cost/benefit of fleet vehicle to building (V2B) as a resiliency measure

**Scope:**
- Design and install support
- Trial demonstrations
- Evaluation

**Components:**
- Vehicles (1-2 Leafs)
- 1-2 EV charging stations
- Installation
## Vehicle to Building Resiliency Pilot ($250K)

<table>
<thead>
<tr>
<th>Estimated Budget</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vehicles (2 used Leafs)</td>
<td>$40,000</td>
</tr>
<tr>
<td>EV charging stations</td>
<td>$15,000</td>
</tr>
<tr>
<td>Design and Engineering</td>
<td>$60,000</td>
</tr>
<tr>
<td>Installation</td>
<td>$35,000</td>
</tr>
<tr>
<td>Project support and evaluation</td>
<td>$100,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$250,000</strong></td>
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</table>
## Budget

<table>
<thead>
<tr>
<th></th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
<th>Total</th>
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<tbody>
<tr>
<td>Technical Assistance</td>
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<td>$150K</td>
<td>$150K</td>
<td>$350K</td>
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<tr>
<td>Fleet Fund</td>
<td></td>
<td>$150K</td>
<td>$150K</td>
<td>$300K</td>
</tr>
<tr>
<td>V2B Demo</td>
<td>$25K</td>
<td>$225K</td>
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<td>$250K</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$75K</td>
<td>$625K</td>
<td>$300K</td>
<td>$900K</td>
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</tbody>
</table>
Fleets Program: Request

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Backup Slides
Fleet Funding Example: School

School District: 5 school buses and 5 DC Fast Chargers
• Installation: $100,000
• EV chargers: $300,000
• Buses: $2,000,000
Total project cost = $2,400,000

Pre-PCE Incentives and Depreciation
• PG&E: $215,000
• CA Air Resources Board*: $1,100,000
• Depreciation: $800,000
Unfunded project cost = $285,000

PCE Incentive (50% up to $100,000): $100,000
Remaining school district cost: $185,000

* Through the Hybrid and Zero-Emissions Truck and Bus Voucher Incentive Project (HVIP)
# Proposed PCE Program

Example – school project with 5 electric buses and 5 DCFC:

<table>
<thead>
<tr>
<th>Funding</th>
<th>PG&amp;E Incentive</th>
<th>PCE Incentive</th>
<th>Other Funds</th>
<th>School District Funds</th>
<th>Total Costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>To the meter installation</td>
<td>$50K (est.) 100% covered</td>
<td></td>
<td></td>
<td></td>
<td>$50K</td>
</tr>
<tr>
<td>Behind the meter installation</td>
<td>$20K</td>
<td></td>
<td>$30K</td>
<td></td>
<td>$50K</td>
</tr>
<tr>
<td>EV charging stations ($60K each)</td>
<td>$125K</td>
<td>$100K</td>
<td>$75K</td>
<td></td>
<td>$300K</td>
</tr>
<tr>
<td>Buses ($400K each)</td>
<td>$20K</td>
<td></td>
<td>$1.1M (HVIP)</td>
<td>$880K</td>
<td>$2M</td>
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<tr>
<td>Depreciation</td>
<td></td>
<td></td>
<td></td>
<td>($800K)</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$215K</strong></td>
<td><strong>$100K</strong></td>
<td><strong>$1.1M</strong></td>
<td><strong>185K</strong></td>
<td><strong>$2.4M</strong></td>
</tr>
</tbody>
</table>

**PCE Costs**

Incentives: $100K
Planning: $80K