PSEG LONG ISLAND

EV Make Ready Program

May 2024

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Benefits of Installing EV Chargers at Your Business

There are many reasons to consider installing EV chargers including:

- Market your business as supporting sustainability to customers and employees
- Gain new customers and employees by offering EV charging

How PSEGLI can support you

- Up to $370,000 to install 4 DC Fast Chargers
- Up to $30,000 to install 3 or more Level 2 Chargers
- PSEG-LI supports EV charging through additional programs as well
    a) DCFC Incentive program
    b) Fleet Make Ready Program
    c) Fleet Advisory Services

EV Use Cases

There are many different use cases for EV chargers including:

Hospitality & Multi-Family (e.g. Hotels, Apartment Communities, Condo, Co-Op)
- Offer charging for residents & guests
- Increase your net operating income by offering charging to guests & residents
- Have your properties stand out from others

Workplace
- Offer charging to employees/visitors as a benefit
- Entice employees to come to the office

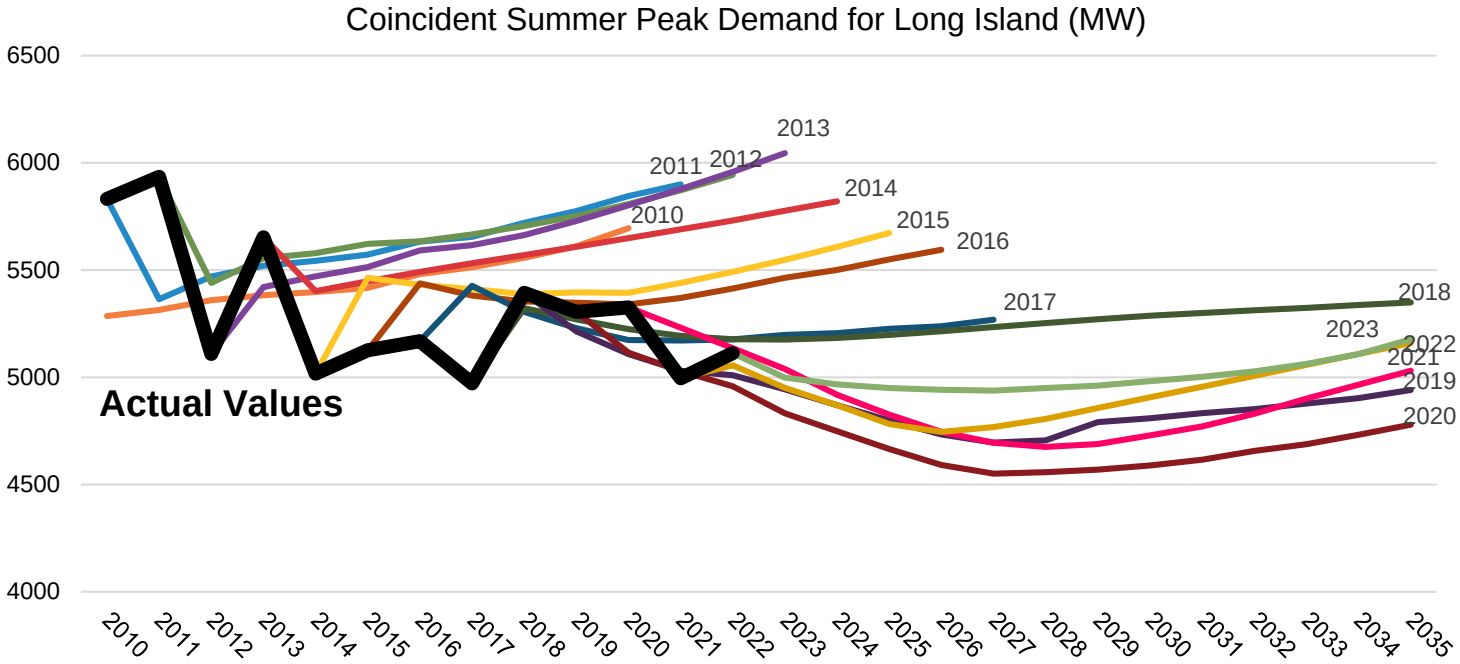
Retail & Restaurant
- Attract customers to visit your business
- Encourage customers to stay longer as they have their EV charge

Public Spaces
- Make chargers available for the general public to access while visiting nearby shops and attractions
- Entice visitors to come to your location

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).



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

EV Basics

Levels of Charging

Level 1

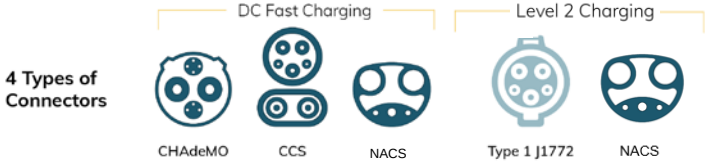
- Approximately 8-20+ hours to charge an EV
- Port Types: J1772, NACS
- Uses ordinary household standard outlet (120V)

Level 2

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

Direct Current Fast Charger (DCFC)

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



Vehicle Types

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 10-50 miles 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

Did you know?

Many automakers are adopting the NACS connector starting in 2025. Adapters are also available to use other connector types

New York State Goals

There are many efforts underway in New York State to help promote the adoption of EVs in the Empire State

Advanced Clean Cars II (ACCII) Rule

Legislation has been adopted for the ACCII rule which sets a statutory goal for all new light-duty vehicles (LDV) sold in NY to be zero emissions by 2035 [Click here to learn more]

Advanced Clean Trucks (ACT) rule

The ACT rule sets a statutory goal for all new medium-and-heavy duty vehicles (MHDV) sold in NY to be zero emissions by 2045 [Click here to learn more]

Electric School Buses

New York State's fiscal year 2022-2023 budget established a nation-leading commitment for all new school buses purchased to be zero emission by 2027 and all school buses in operation to be electric by 2035. [Click here to learn more]

Program Objective

Program Goals

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-Ready Infrastructure

Utility Side Make Ready (USMR):

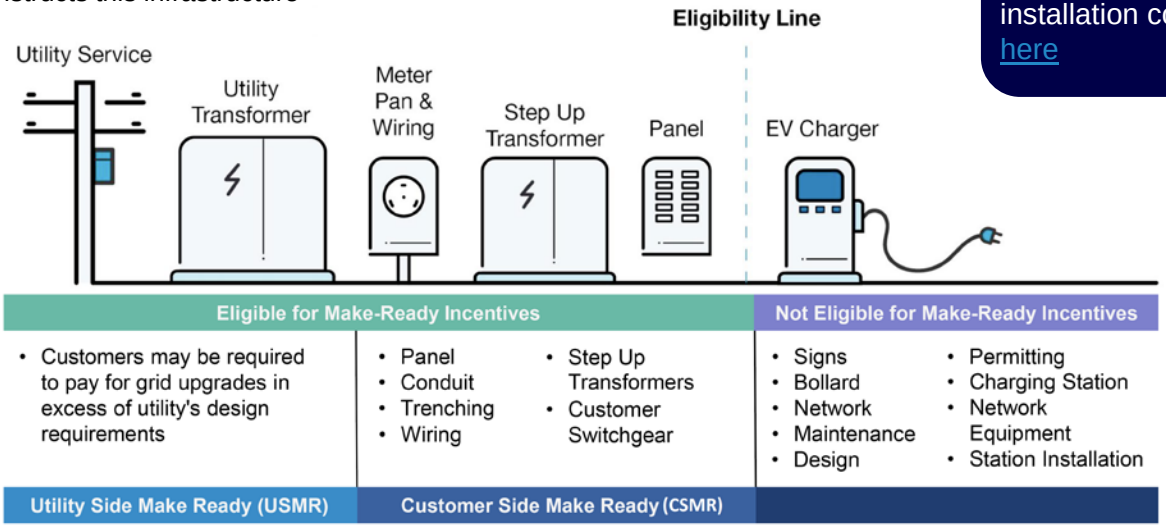
- Distribution infrastructure equipment up to the meter
- Determined when PSEG Long Island's Distribution Design issues the Charge Letter
  - Customer must submit service request to Building & Renovation Services (BRS)
  - Only required if a service upgrade or new service is needed

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 help lower your installation costs. To learn more, click here



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Program Eligibility & Requirements

Eligible Customers

Multi-Family

Workplace

Parks/Beaches

Hospitality

Airports

Retail

Health

Houses of Worship

Parking Lots

Restaurants

Gas Stations

Education

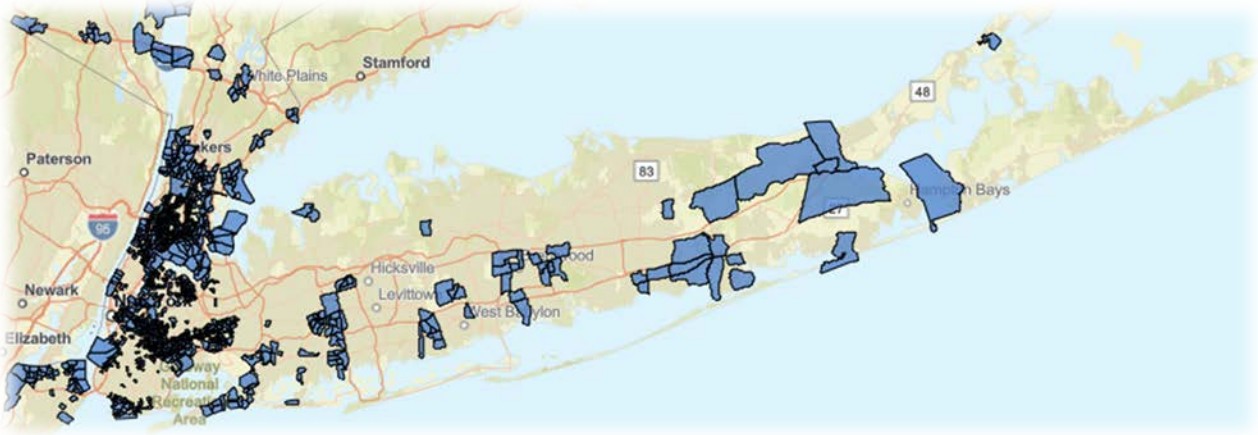
Car Dealerships

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) 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

Charging Accessibility Requirements

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

Examples include:

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

Incentive Tiers

- Public & Non-DAC: 75% incentive tier
- Public & DAC: 100% incentive tier

Private: Locations that only allow access to certain users, have time-specific or physical access restrictions that limit access to the general public.

Examples Include:

- Signs or gates that limit access
- 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

Incentive Tiers

- Private & Non-DAC: 50% incentive tier
- Private & DAC: 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: PSEG-LI-EVMakeReady@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

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Program Incentives

Incentive Caps

Incentive Caps	
4+ DCFC Plugs	$370,000
2+ DCFC Plugs	$185,000
3+ Level 2 Plugs	$30,000
2+ Level 2 Plugs	$20,000

**If DCFC is Colocated with Level 2, the quantity of level 2 chargers must match or be less than the DCFC chargers to qualify for the higher Incentive caps*

Maximum Power

- DCFC – 2 MW
- Level 2 – 100 kW

Entity Caps

- 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 developers that only install the chargers and do not own them, this rule does not apply

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
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
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

Call to Action

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

Incentive Methods

- **Level 2**
  - Rebate
    - Check issued after inspection and all required documents submitted
- **DCFC**
  - Lease Model (Covers both USMR & CSMR)
    - PSEG Long Island will enter into an agreement with the EV station owner to own the CSMR asset for 10 years and will issue a check for the full CSMR cost to the owner on Day 1
    - Any difference between the CSMR and Final Incentive will be the EV station owners responsibility to pay on Day 1 or over the term of the agreement
    - This allows PSEG Long Island to still issue incentives with less of an impact to ratepayers
    - At the end of the 10 year term, the EV station owner will be eligible to purchase the CSMR asset for $1.00
  - USMR Coverage Only
    - For applicants that choose not to go through the Lease Model, there is also the option to have just their USMR costs covered
    - USMR identified by PSEG Long Island as a Charge Letter
    - The Applicant would pay for this charge letter, and upon completion of site inspection and all required documents submitted, PSEG Long Island will reimburse customer for Charge Letter costs
    - Customer is responsible for all CSMR costs
- **Hybrid Sites (Mix of Level 2 & DCFC)**
  - These projects will be handled on a case-by-case basis, dependent on the number of chargers by type and overall cost

Future Proofing

Customers should consider future proofing whether 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

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How to Apply

Required Documents

- **Completed Application**
  - An application guide is available on our website to reference
- **Itemized Estimate/Quote from the Developer**
  - 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
- **W9 Form**
  - This ensures that the check is sent to the correct address
- **Copy of PSEGLI Bill**
  - PSEGLI Bill should be tied to charging station
  - For projects that require new service, you will provide the PSEGLI Account No. & Meter No. upon energization
- **LOA Agency Letter**
  - Only applicable for Level 2 projects where incentive will be assigned to a party other than the customer
  - DCFC projects going through the Lease Model will not be allowed to assign the incentive to anyone other than the customer
- **Charge Letter**
  - If available, otherwise this will be provided by Distribution Design once available
  - Only applicable for projects that require a service upgrade or new service

Application Process Flow

1. **Application Submission**
   - Note: If your location requires a service upgrade or new service, you should submit your request before submitting your application so that you provide your BRS Notification No.
     - This will be submitted in the ‘Make Ready Cost Template’ tab of the Application
   - If your application is missing information or incomplete, we will notify you what is required for pre-approval

2. **Pre-Approval**
   - Cash Rebate (Level 2)
     - Conditional Pre-Approval Issued once application & required documents have been reviewed and verified. Valid for 365 days
   - Lease Model (DCFC)
     - Conditional Pre-Approval Issued once application & required documents have been reviewed and verified. Valid for 365 days
     - Lease Agreement executed
   - USMR Coverage Only (DCFC)
     - Conditional Pre-Approval Issued once application & required documents have been reviewed and verified. Valid for 365 days

3. Site Inspection
- Applicant notifies PSEGLI when charging station has been energized and ready for site inspection
- All closeout documents must be submitted before a site visit is scheduled

4. Project Completion Form
- PSEGLI will issue the Project Completion Form once all closeout documents and site inspection has been completed and verified
- Customer and Developer must sign form

5. Rebate Issued

Sign Up Today!

To learn more about our programs, visit:

https://www.psegliny.com/saveenergyandmoney/greenenergy/ev/makeready

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

PSEG-LI-EVMakeReady@pseg.com

Incentive Calculation Scenarios

The following slides contain examples and all figures shown are arbitrary and may not reflect actual costs

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 ports

Service Type: Existing Service; No USMR

USMR: $0

CSMR: $57,000

Future Proof: No

Accessibility: N/A – For MUD's Public/Private access will not be applicable

DAC Status: Yes

Universal Form of Payment: QR Code to Payment Site | Mobile App

Incentive Tier: 100%

Incentive Cap: $30,000

$$Calculated\ Incentive = \big((USMR + CSMR) \times Incentive\ Tier\big) - USMR$$

Calculated Incentive = (($0 + $57,000) * 100%) - $0

Calculated Incentive = $57,000

Eligible Incentive = $30,000

- Calculated Incentive was above the incentive cap and so the incentive cap is enforced in this scenario
- Applicant receives $30,000 as a cash rebate and their out-of-pocket costs amount to $14,250 plus any ineligible costs
- Applicant assumes ownership of CSMR

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%

Incentive Cap: $30,000

$$Calculated\ Incentive = \big((USMR + CSMR) \times Incentive\ Tier\big) - USMR$$

Calculated Incentive = (($0 + $27,000) * 75%) - $0

Calculated Incentive = $20,250

Eligible Incentive = $20,250

- Applicant receives $20,250 as a cash rebate and their out-of-pocket costs amount to $6,750 plus any ineligible costs
- Applicant assumes ownership of CSMR

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: 8 Level 2 chargers (Single Port); 8 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%

Incentive Cap: $30,000

$$Calculated\ Incentive = \big((USMR + CSMR) \times Incentive\ Tier\big) - USMR$$

Calculated Incentive = (($4,300 + $65,000) * 50%) - $4,300

Calculated Incentive = $30,350

Eligible Incentive = $30,000

- Calculated Incentive was above the incentive cap and so the incentive cap is enforced in this scenario
- PSEG-LI pays for USMR (Charge Letter) and issues rebate check to Applicant for their eligible incentive
- Applicant receives $30,000 as a cash rebate and their out-of-pocket costs amount to $35,000 plus any ineligible costs
- LIPA assumes ownership of USMR; Applicant assumes ownership of CSMR

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: 2 Level 2 chargers (Single Port); 2 Level 2 ports

Service Type: Existing Service; No USMR

USMR: $0

CSMR: $18,000

Future Proof: No

Accessibility: Public

DAC Status: Yes

Universal Form of Payment: Tap-to-Pay

Incentive Tier: 100%

Incentive Cap: $20,000

$$Calculated\ Incentive = \big((USMR + CSMR) \times Incentive\ Tier\big) - USMR$$

Calculated Incentive = (($0 + $18,000) * 100%) - $0

Calculated Incentive = $18,000

Eligible Incentive = $18,000

- Applicant receives $18,000 as a cash rebate and their only out-of-pocket costs are for ineligible costs
- Applicant assumes ownership of CSMR

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: 2 DCFC chargers (Dual Port); 4 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%

Incentive Cap: $370,000

Incentive Method: Lease

$$Calculated\ Incentive = \big((USMR + CSMR) \times Incentive\ Tier\big) - USMR$$

Calculated Incentive = (($50,000 + $300,000) * 75%) - $50,000

Calculated Incentive = $212,500

Eligible Incentive = $212,500

- PSEG-LI pays for USMR (Charge Letter) and Applicant is eligible for $212,500 in incentives which goes towards the CSMR
- PSEG Long Island would enter into a Lease Agreement with the EV Station Owner and issue a check for the full $300,000
- The difference between the $300K - $212.5K = $87.5K meaning that the Applicant is responsible for difference before the end of the 10 year term
  - Applicant can either pay this difference in one lump sum payment to PSEGLI and not pay any interest over 10 year term or can pay over 10 year term with interest applied
- Applicants out-of-pocket costs amount to $87,500 plus any ineligible costs
- PSEGLI assumes ownership of CSMR over 10 year period which at the end of the term Applicant will be given ownership transferred
- EV Station Owner will maintain CSMR equipment, and would receive all revenue/losses associated with the EV station

DCFC – Gas Station

Scope: A Gas Station owner is looking to expand their services to include DC Fast Chargers for their customers in hopes to increase foot traffic to their convenient stores located on the facility. Future proofing site to accommodate 2 more chargers in the future

Total Chargers: 2 DCFC chargers (Dual Port); 4 DCFC ports

Service Type: New Service

USMR: $30,000

CSMR: $470,000 | $40,000

Future Proof: Yes

Accessibility: Public

DAC Status: No

Universal Form of Payment: Credit Card Reader | Tap-to-Pay

Incentive Tier: 75%

Incentive Cap: $370,000

Incentive Method: Lease

$$Calculated\ Incentive = \big((USMR + CSMR) \times Incentive\ Tier\big) - USMR$$

Calculated Incentive = (($30,000 + $510,000) * 75%) - $30,000

Calculated Incentive = $375,000

Eligible Incentive = $370,000

- Calculated Incentive was above the incentive cap and so the incentive cap is enforced in this scenario
- PSEG-LI pays for USMR (Charge Letter) and Applicant is eligible for $360,000 in incentives which goes towards the CSMR
- PSEG Long Island would enter into a Lease Agreement with the EV Station Owner and issue a check for the full $490,000
- The difference between the $510K - $360K = $140K meaning that the Applicant is responsible for difference before the end of the 10 year term
  - Applicant can either pay this difference in one lump sum payment to PSEGLI and not pay any interest over 10 year term or can pay over 10 year term with interest applied
- Applicants out-of-pocket costs amount to $140,000 plus any ineligible costs
- PSEGLI assumes ownership of CSMR over 10 year period which at the end of the term Applicant will be given ownership transferred
- EV Station Owner will maintain CSMR equipment, and would receive all revenue/losses associated with the EV station

DCFC – Grocery

Scope: Grocery store wants to offer fast chargers as a perk to entice customers to visit their grocery store and have it be available to the community

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

Service Type: New Service

USMR: $20,000

CSMR: $150,000

Future Proof: No

Accessibility: Public

DAC Status: Yes

Universal Form of Payment: Credit Card Reader

Incentive Tier: 100%

Incentive Cap: $185,000

Incentive Method: Lease

$$Calculated\ Incentive = \big((USMR + CSMR) \times Incentive\ Tier\big) - USMR$$

Calculated Incentive = (($20,000 + $150,000) * 100%) - $20,000

Calculated Incentive = $150,000

Eligible Incentive = $150,000

- PSEG-LI pays for USMR (Charge Letter) and Applicant is eligible for $150,000 in incentives which goes towards the CSMR
- PSEG Long Island would enter into a Lease Agreement with the EV Station Owner and issue a check for the full $150,000
- The difference between the $150K - $150K = $0K meaning that the Applicant is not responsible for any payment over the 10 year term
  - PSEGLI assumes ownership of CSMR over 10 year period which at the end of the term Applicant will be given ownership transferred
- Applicants out-of-pocket costs amount to any ineligible costs
- EV Station Owner will maintain CSMR equipment, and would receive all revenue/losses associated with the EV station

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Stackable Incentives & Available Resources

Stackable Incentives

The following incentives are eligible to be ‘stacked’ on top of the EV Make Ready Program. Other programs available at the local, state, federal level may be eligible to stack as long as it does not cover the Make-Ready costs covered in this program.

DCFC Incentive Program

- 50% Demand Charge Relief
- Available for public DC Fast Charging stations only
- Click here to learn more

NYSERDA Charge Ready 2.0

Charge Ready NY 2.0 offers incentives to public, private and not-for-profit organizations that install Level 2 EV charging stations at workplaces, multi-unit dwellings (MUD’s) or public facilities that are owned and operated by municipal or state government entities. NYSERDA provides incentives on a per-port basis at varying amounts, based on location type and whether or not is it located within a Disadvantaged Community (DAC):

- $4,000 per charging port installed at a public facility (must be located within a DAC)
- $2,000 per charging port installed at a workplace or multi-unit dwelling location.
- An additional incentive of $500 per port may be awarded for eligible charging equipment installed at a workplace or MUD location if located within a DAC
- Click here to learn more

PSEG Long Island's EV Programs

DCFC Incentive Program

- 50% Demand Charge Relief
- Available for public DC Fast Charging stations only
- Click here to learn more

Fleet Advisory Services

- Available to all fleet operators on Long Island looking to understand how to get started with their fleet electrification journey
- The following services are available for to both Public and Private fleets:
  - 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
- Click here to learn more

Fleet Make Ready Program *(Anticipated launch in Q3 2024)*

- Offer incentives to eligible fleet customers to electrify their fleet
- Eligible customers include Public Fleet and Public Transportation