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</table>
Comment Received From: Center for Sustainable Energy
Submitted On: 12/9/2019
Docket Number: 17-EVI-01

**Prelaunch Webinar for the San Joaquin Valley Incentive Project**

*Additional submitted attachment is included below.*
Before We Get Started

- Participants have the opportunity to ask questions live during Q&A
- Use the hand-raise feature on the webinar tool
- Organizer will unmute you and allow you to ask your question
- Please be aware of your surroundings when you are off mute
Agenda

- Overview of Electric Vehicles in California
- Overview of CAleVIP
- About San Joaquin Valley Incentive Project
- Eligibility and Equipment Requirements
- Application Process
- Questions and Answers
## Electric Vehicle Trends in the United States

### Top States by Alternate Technology Vehicle (ATV) Sales

<table>
<thead>
<tr>
<th>State</th>
<th>ATV Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>1,382,508</td>
</tr>
<tr>
<td>Florida</td>
<td>245,941</td>
</tr>
<tr>
<td>Georgia</td>
<td>104,139</td>
</tr>
<tr>
<td>Illinois</td>
<td>151,090</td>
</tr>
<tr>
<td>Massachusetts</td>
<td>98,075</td>
</tr>
<tr>
<td>New Jersey</td>
<td>106,801</td>
</tr>
<tr>
<td>New York</td>
<td>207,605</td>
</tr>
<tr>
<td>North Carolina</td>
<td>98,819</td>
</tr>
<tr>
<td>Ohio</td>
<td>95,890</td>
</tr>
<tr>
<td>Pennsylvania</td>
<td>118,328</td>
</tr>
<tr>
<td>Texas</td>
<td>204,463</td>
</tr>
<tr>
<td>Virginia</td>
<td>112,087</td>
</tr>
<tr>
<td>Washington</td>
<td>152,210</td>
</tr>
</tbody>
</table>

Data includes 50 states and Washington D.C.

Electric Vehicle Trends in California

Poll Question 1

What is your industry type?
CALeVIP Funding

Extended by CA Assembly Bill 8

- Funded through California Energy Commission Clean Transportation Program
- Receives over $20M annually, split across multiple incentive projects
- Source funding available through 2024

*Perea, Chapter 401, Statutes of 2013*
CALeVIP
Project Goals

Implement
Implement targeted incentive projects throughout California

Streamline
Provide a mechanism that improves relevant processes

Transform
Provide convenient access to charging infrastructure and encourage electrification
About the San Joaquin Valley Incentive Project

✓ Incentives for both Level 2 and DC fast chargers
✓ For Fresno, Kern and San Joaquin county businesses, nonprofits, workplaces, multi-unit dwellings and public facilities
✓ First-come, first-served
✓ Accepting applications starting Dec. 11, 2019

Project details available at calevip.org/incentive-project/san-joaquin-valley
In which county are you most likely to apply for a rebate?

Poll Question 2
<table>
<thead>
<tr>
<th>County</th>
<th>Level 2 Total Funds Available</th>
<th>DC Fast Charger Total Funds Available</th>
<th>Total Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fresno County</td>
<td>$1,336,440</td>
<td>$2,700,000</td>
<td>$4,036,440</td>
</tr>
<tr>
<td>Kern County</td>
<td>$2,625,000</td>
<td>$2,625,000</td>
<td>$5,250,000</td>
</tr>
<tr>
<td>San Joaquin County</td>
<td>$2,675,000</td>
<td>$3,375,000</td>
<td>$6,050,000</td>
</tr>
<tr>
<td><strong>Total Project Funds</strong></td>
<td></td>
<td></td>
<td><strong>$15,336,440</strong></td>
</tr>
<tr>
<td>Equipment Type</td>
<td>Rebate Amount</td>
<td></td>
<td></td>
</tr>
<tr>
<td>------------------------------------</td>
<td>----------------------------------------------------</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>General Market Rebates</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Level 2 Charger</td>
<td>Up to $3,500** per connector</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DC Fast Charger</td>
<td>Up to $70,000 per charger</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Disadvantaged Community Rebates</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Level 2 Charger</td>
<td>Up to $4,000** per connector</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DC Fast Charger</td>
<td>Up to $80,000 per charger</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*For the San Joaquin Valley Incentive Project, a Disadvantaged Community is one that is in the top 25% of CalEnviroScreen 3.0 census tract.

**For Level 2 Chargers in Multi-unit dwellings (MUD), an additional $1,000 per connector is available.
Applicants must

- Be site owner or have site owner authorization to install
- Be a business, nonprofit organization or government entity based in California or have a California-based affiliate
- Be registered with the CA Secretary of State
- Service providers are eligible to apply for CALeVIP incentives on behalf of a property owner but must provide a signed Site Verification Form confirming authorization from the property owner to install at the proposed site
Equipment must

- Be new, installed for the first time
- Be on the CALeVIP eligible equipment list

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Level 2 Charger</th>
<th>DC Fast Charger</th>
</tr>
</thead>
<tbody>
<tr>
<td>Connector Type</td>
<td>J-1772 connector</td>
<td>CHAdeMO and SAE CCS connector options</td>
</tr>
<tr>
<td>Network capabilities:</td>
<td>Networked with minimum two-year networking agreement</td>
<td>Networked with minimum five-year networking agreement</td>
</tr>
<tr>
<td>Remote start, remote</td>
<td></td>
<td></td>
</tr>
<tr>
<td>diagnostics, data</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Power Level</td>
<td>Capable of 6.2 kW or greater</td>
<td>50 kW or greater</td>
</tr>
<tr>
<td>ENERGY STAR® Certified</td>
<td>Yes</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Must accept at least two forms of payment and some form of credit card
(Be aware of new SB454 regulations requiring credit card readers on new DC fast chargers installed after 1/1/2022, and Level 2 EV chargers installed after 1/1/2023. EV chargers installed before those deadlines must be upgraded with credit card readers when replaced or by 2033.)

Be approved by a Nationally Recognized Testing Laboratory Program (NRTL)
Poll Question 3

What kind of charger type are you interested in applying for?
DC Fast Charger
Installation Site Requirements

Installation sites must be:
- Located in Fresno, Kern or San Joaquin counties
- Well-lit, secure and in compliance with all federal, state and municipal laws, ordinances, rules, codes, standards and regulations
- Publicly accessible at all times
- Cannot be in gated area closed to the public at any time

Eligible Sites

<table>
<thead>
<tr>
<th>Eligible Sites</th>
</tr>
</thead>
<tbody>
<tr>
<td>Urban/suburban retail core</td>
</tr>
<tr>
<td>Retail shopping center</td>
</tr>
<tr>
<td>Grocery store</td>
</tr>
<tr>
<td>Restaurant</td>
</tr>
<tr>
<td>Gas station</td>
</tr>
<tr>
<td>Hospital</td>
</tr>
<tr>
<td>Sheriff/police station</td>
</tr>
<tr>
<td>Airport (no long-term parking)</td>
</tr>
<tr>
<td>Hotels</td>
</tr>
<tr>
<td>City/county/privately owned parking lot or garage</td>
</tr>
<tr>
<td>Library</td>
</tr>
<tr>
<td>Casino</td>
</tr>
<tr>
<td>Public transit hub</td>
</tr>
<tr>
<td>Curbside (located within the same block as another eligible site type)</td>
</tr>
</tbody>
</table>
Level 2 Charger
Installation Site Requirements

Installation sites must be

✓ Located in Fresno, Kern or San Joaquin counties
✓ Well-lit, secure and in compliance with all federal, state and municipal laws, ordinances, rules, codes, standards and regulations
✓ Chargers must be shared use

<table>
<thead>
<tr>
<th>Eligible Sites</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial</td>
</tr>
<tr>
<td>Workplace</td>
</tr>
<tr>
<td>Multi-unit dwelling</td>
</tr>
<tr>
<td>Public facility</td>
</tr>
<tr>
<td>Light-duty fleet</td>
</tr>
<tr>
<td>Curbside (located within the same block as another eligible site type)</td>
</tr>
</tbody>
</table>
## Charger Maximums and Limits

*Additional chargers may be installed, but will not be eligible for funding from CALeVIP*

<table>
<thead>
<tr>
<th>County</th>
<th>Maximum Funds Reserved</th>
<th>Maximum Eligible* DC Fast Chargers</th>
<th>Maximum Eligible* Level 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fresno County</td>
<td>$360,000</td>
<td>4 Chargers</td>
<td>10 Connectors</td>
</tr>
<tr>
<td>Kern County</td>
<td>$360,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Joaquin County</td>
<td>$360,000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Rebate Eligible Costs

Incentive funds may be used toward

✓ Electric vehicle supply equipment (EVSE)
✓ Installation costs (labor and materials)
✓ Electric infrastructure related to EV charging upgrades
✓ Utility service order*
✓ Planning and engineering design costs*
✓ Energy storage
✓ Network agreement with network provider
✓ Warranty (service and parts)
✓ Project management costs

*Utility service costs and engineering design costs are eligible costs if incurred after October 10, 2019, at applicant’s own risk until funds are reserved.
The following are ineligible costs

- Permit and inspection fees
- Installation, materials, equipment and other costs for a project not related to the EV chargers installation
- Costs paid by other rebate or incentive programs/projects
Applying for DC Fast Charger or Combination Rebates

**Step 1**
Be an eligible applicant with a qualified installation site

**Step 2**
Apply online prior to purchasing and installing the EV charger(s)

**Step 3**
Upload Site Verification Form within five days of application

**Step 4**
CSE reviews application and confirms eligibility. Rebate funds reserved. You have 450 days to complete your project

**Step 5**
Submit permit, design/engineering documents and receive optional milestone payment up to 240 days from Funds Reserved date

**Step 6**
Receive rebate check in the mail for milestone payment of up to 60% of your reserved funds

**Step 7**
Submit remaining installation documents for final payment within 450 days of Funds Reserved date

**Step 8**
Your final rebate check is mailed within 15 days
Applying for Level 2 Charger Rebates

Step 1
Be an eligible applicant with a qualified installation site

Step 2
Apply online prior to purchasing and installing the EV charger(s)

Step 3
Upload Site Verification Form within five days of application

Step 4
CSE reviews application and confirms eligibility. Rebate funds reserved. You have 270 days to complete your project.

Step 5
Submit installation documents for review and processing

Step 6
Your final rebate check is mailed within 15 days
What kind of property are you most interested in bringing EV charging to?
Before Submitting Your Application

✓ Create your CALeVIP account
✓ Sign Site Verification Form (if not the site owner)
✓ Site Verification Form must be submitted within five calendar days of application submission. If it is not submitted within 5 days, the application will be canceled

Site Verification Form available at calevip.org/incentive-project/san-joaquin-valley
San Joaquin Valley Air Pollution Control District’s ChargeUp! Program

- Eligible SJVIP applicants have the opportunity to stack funds through the ChargeUp! Program
- Provides funding for EV charger installations in San Joaquin Valley
- Applicants must adhere to ChargeUp! program guidelines

See ChargeUp! Website for more information: [www.valleyair.org/grants/chargeup.htm](http://www.valleyair.org/grants/chargeup.htm)

Contact the ChargeUp! Team: (559) 230-5800
Application Walkthrough
• Avoid submitting multiple applications for a single installation site. If you are only interested in one technology type, submit one application for the maximum you would like to install.

• If the technology type you are interested in applying for has less available funding than you would need for your project, submit one application for the maximum amount and contact the CALeVIP team to determine next steps. If you are interested in both charger types, submit a combo application for the maximum amount of each type.

• Because it is difficult to know if and when additional funding will become available, we recommend submitting your application and CALeVIP will reach out to you if additional funds become available for your project.
Application Walkthrough
San Joaquin Valley Incentive Project

Installation Site Type

Select your eligible site type. Equipment selection options are determined by your site type.

What is the main use of the Installation site?
- Select -

For information on the listed uses see FAQ.

Select Your Equipment

Select your eligible EV chargers and installation type. Please include all chargers to be installed as part of the project.

Make/Model
- Select -

For additional information on listed manufacturers, see Eligible Equipment page.

Connectors per Charger
- Select -

Indicate the total number of connectors per charger.

Quantity

Indicate the total number of chargers planned for this installation site.

Charger/Installation Type
- Select -

Please select the installation type for the charger(s). For information on the listed types see FAQ.

Add another item

Network Provider

Select your network provider
- Select -

A network provider is a business or organization that provides a software solution to manage EV chargers, enable EV driver billing and payment, usage reporting, and smart charging. While selection of a network provider is not necessary at the time of application, CAeVIP requires each applicant to contract for network services for approval of any rebates.

Continue
San Joaquin Valley Incentive Project

1. Select equipment
2. Accept requirements
3. Submit application
4. Upload documents

San Joaquin Valley Incentive Project Requirements

At the time an applicant submits an on-line incentive application the most current San Joaquin Valley Incentive Project (Project) Implementation Manual available, as well as the incentive requirements agreed to by the applicant, will apply.

Applications are processed on a first-come, first-served basis for both Level 2 (L2) and DC fast charging (DCFC) projects. First-come basis for an owner-submitted application is determined on the date of application submittal. For applicants submitting on behalf of a property owner, first-come basis is determined by the submittal date of the Site Verification Form (SVF) following application submittal. If the SVF is not submitted within five (5) calendar days of initial application, the application will be canceled.

Qualified applicants featuring L2 projects will receive a single payment up to 270 days from the Funds Reserved date. Qualified applicants featuring DCFC or combined projects (projects featuring a combination of DCFC and L2 chargers within the same application) can receive up to two payments — a milestone payment can be requested up to 240 calendar days (6 months) and a final payment up to 450 days from the Funds Reserved date. Delays beyond normal processing times may occur.

The maximum amount of active application incentives an applicant may receive at any time is limited to $80,000 for applications on sites in Fresno, Kern, and San Joaquin counties.

To apply for an incentive an Applicant must:

1. Submit an online application.
2. Complete an Installation Form online within 270 days from the Funds Reserved date for Level 2 only applications and within 450 days for DCFC or combined applications.
3. Submit supporting documentation within 270 days from the Funds Reserved date for Level 2 only applications and within 450 days for DCFC or combined applications. The supporting documentation must be scanned and submitted through the CALeVIP website.

Required supporting documentation will include, at a minimum, the following:

a. For applicants who request applications by phone, a complete application with signature and date. For online applicants, a scanned copy of the submitted application signed by the site owner or authorized representative.

b. For applicants who are not site owners, a completed Site Verification Form providing confirmation that the site owner authorizes the applicant to install the equipment at the site.

c. Copy of paid equipment invoice/receipt.
   - Receipt/invoice must include, at a minimum, the following: (paid in full – cash, check, credit card, etc.)
   - Business name, contact person, contact number, business address, phone number, itemizes costs, and payment terms.

Chapter 2: How to Apply

To apply for an incentive, an applicant must:

1. Submit an online application.
2. Complete an Installation Form online within 270 days from the Funds Reserved date for Level 2 only applications and within 450 days for DCFC or combined applications.
3. Submit supporting documentation within 270 days from the Funds Reserved date for Level 2 only applications and within 450 days for DCFC or combined applications. The supporting documentation must be scanned and submitted through the CALeVIP website.

Required supporting documentation will include, at a minimum, the following:

a. For applicants who request applications by phone, a complete application with signature and date. For online applicants, a scanned copy of the submitted application signed by the site owner or authorized representative.

b. For applicants who are not site owners, a completed Site Verification Form providing confirmation that the site owner authorizes the applicant to install the equipment at the site.

c. Copy of paid equipment invoice/receipt.
   - Receipt/invoice must include, at a minimum, the following: (paid in full – cash, check, credit card, etc.)
   - Business name, contact person, contact number, business address, phone number, itemizes costs, and payment terms.

Chapter 3: How to Apply

To apply for an incentive, an applicant must:

1. Submit an online application.
2. Complete an Installation Form online within 270 days from the Funds Reserved date for Level 2 only applications and within 450 days for DCFC or combined applications.
3. Submit supporting documentation within 270 days from the Funds Reserved date for Level 2 only applications and within 450 days for DCFC or combined applications. The supporting documentation must be scanned and submitted through the CALeVIP website.

Required supporting documentation will include, at a minimum, the following:

a. For applicants who request applications by phone, a complete application with signature and date. For online applicants, a scanned copy of the submitted application signed by the site owner or authorized representative.

b. For applicants who are not site owners, a completed Site Verification Form providing confirmation that the site owner authorizes the applicant to install the equipment at the site.

c. Copy of paid equipment invoice/receipt.
   - Receipt/invoice must include, at a minimum, the following: (paid in full – cash, check, credit card, etc.)
   - Business name, contact person, contact number, business address, phone number, itemizes costs, and payment terms.
Declarations

Please review each statement below. By clicking Accept and Continue you are indicating that you agree with the following statements and that information provided in your application is accurate and truthful.

1. I am the owner of the installation site or have the authority to file this application on behalf of the owner.
2. I have read and agree to the requirements of the San Joaquin Valley Incentive Project.
3. I choose to voluntarily submit personally-identifying information for the purposes of processing my incentive and enforcing the San Joaquin Valley Incentive Project Requirements.
4. I have read and agree to the terms of the San Joaquin Valley Incentive Project Privacy Policy.

Accept and Continue  Go Back
San Joaquin Valley Incentive Project

1. Select equipment
2. Accept requirements
3. Submit application
4. Upload documents

Applicant Information

Applicant Type:
- Business
- Sole proprietorship
- Non-profit organization
- Public entity
- California Native American Tribe listed with the Native American Heritage Commission

Organization Name

Please provide the official name of the applicant organization that will receive the rebate payment.

TIN/EIN

Please provide the tax identification number for the organization that will receive the rebate payment.

Do you own the site?
- Yes
- No

Please answer from the perspective of the applicant organization that will receive the rebate payment.

Contact First Name

Contact Last Name

Contact Phone
Application Walkthrough

Declarations

Please answer from the perspective of the applicant organization that will receive the rebate payment.

Have you declared bankruptcy within the last five (5) years?*  
- Yes
- No

Do you have any threatened legal actions by or against you?**  
- Yes
- No

Do you have any pending legal actions by or against you?**  
- Yes
- No

Do you have any loan defaults?**  
- Yes
- No

Do you have any outstanding judgments?**  
- Yes
- No

Organization Address

Organization Street Address*

Organization City*

Organization State*

- California

Organization ZIP*

Application Walkthrough

Mailing Address

- Same as organization address

Mailing Street Address

Mailing City

Mailing State

California

Mailing ZIP

Installation Address

Installation Street Address

For curbside charging, enter name of the street only and ensure that you enter the nearest cross street below.

Installation Street Address 2

Installation City
Application Walkthrough
Application Walkthrough

Installation Details

Please provide the name of the business or organization that will be the closest to the charger(s).*

For example: Target, CVS, Central Park.

Is the site affordable housing? *

- Yes
- No

Affordable housing is federally-subsidized housing in which a tenant pays a certain percentage of the rent to the owner, and the Department of Housing and Urban Development (HUD) pays the remaining percentage of the rent.

Is the proposed installation on tribal land? *

- Select -

The definition of tribal lands (per 16 USCS § 470w (14)) means (A) all lands within the exterior boundaries of any Indian reservation; and (B) all dependent Indian communities.

Total number of parking stalls in parking lot/structure *

Total number of parking stalls that will be dedicated to EV charging *
Is there an existing need for the EV chargers at the proposed site?*
- Yes
- No

What type of existing need is there for these EV chargers?*
- Select -

What is the applicant organization’s relationship to the site?*
- Select -

Please answer from the perspective of the applicant organization that will receive the rebate payment.

Will the Level 2 charger(s) at this site be publicly accessible?*
- Yes
- No

Do you plan to charge a fee for charging at your Level 2 charger(s)?*
- Select -
Will the DC fast charger(s) at this site be publicly accessible?*
- Yes
- No

Will the DC fast charger(s) be publicly accessible 24 hours per day, 365 days per year?*
- Yes
- No

Do you plan to charge a fee for charging at your DC fast charger(s)?*
- Select -

Who will own the EV chargers?*
- Select -

Who will operate the EV chargers?*
- Select -
Has this site location already applied for the SJVAPCD ChargeUp! Rebate?*
- Yes
- No

What is the ChargeUp! application number assigned to this site location?*

Please enter your 5-digit ChargeUp! Application number.

What is the ChargeUp! rebate amount for the site location submitted to SJVAPCD?*

Submit
Application Walkthrough
Key Takeaways

✓ Applications will be available on **Dec. 11, 2019**.

✓ Open to eligible properties in Fresno, Kern and San Joaquin counties.

✓ Nonsite owners should complete Site Verification Form before applying.

✓ Once funds have been reserved, you may begin incurring costs.

✓ Double check that the Organization Name (i.e., Rebate Recipient) and Installation Address entered on the application are correct – these cannot be changed after the application is submitted.
Technical Assistance

EV charging made easy and affordable with CALeVIP!

✓ Complimentary technical assistance is available to applicants to help jump start EV charger installation process
✓ Contact CALeVIP staff at any point for assistance

Contact CALeVIP at (866) 967-5816 or evexpert@energycenter.org
Questions?

Submit comments and questions through chat, and please include your business or organization name.

Project details available at calevip.org/incentive-project/san-joaquin-valley
Contact Project Staff at (209) 242-8200 or san-joaquin-valley-calevip@energycenter.org

Applications open **December 11**
Project Details at calevip.org/incentive-project/san-joaquin-valley

Subscribe for CALeVIP news and project updates at calevip.org/contact-us