

DOCKETED

Docket Number:	20-IEPR-02
Project Title:	Transportation
TN #:	233881
Document Title:	Presentation - Scaling Electric Vehicles with Lyft
Description:	S3 1E. Jon Walker, Lyft
Filer:	Raquel Kravitz
Organization:	Energy Commission
Submitter Role:	Commission Staff
Submission Date:	7/15/2020 11:51:00 AM
Docketed Date:	7/15/2020

Scaling Electric Vehicles with Lyft

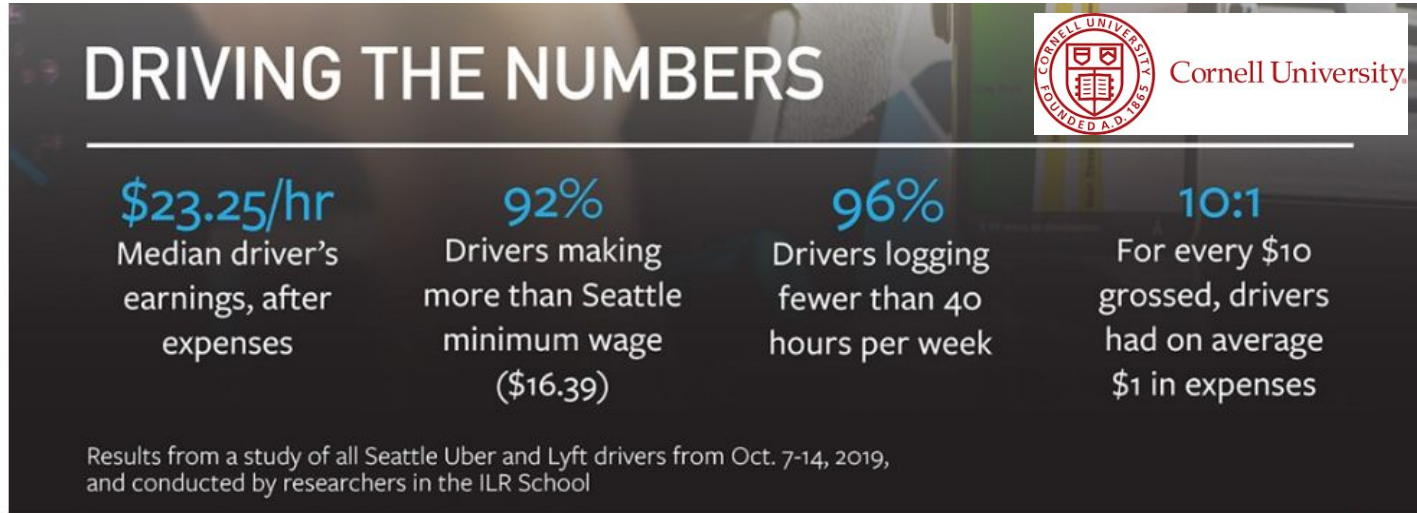


Jon Walker - Lyft Sustainability



Why EVs + Lyft?

Cornell Driver Earnings Study



Cornell University

- The median full-time platform driver earned, after costs and on an annualized basis, **\$49,296** – higher than taxi drivers (\$34,957) and close to the Seattle median for all occupations (\$52,945);
- **Gasoline was the highest marginal cost to drivers.**
- **With EVs, drivers don't even pay for gasoline** - Lyft provides unlimited charging on EA and EVgo

UC Davis TNC Electrification Study

nature energy

Article | Published: 29 June 2020

Emissions benefits of electric vehicles in Uber and Lyft ride-hailing services

Alan Jenn 

[Nature Energy \(2020\)](#) | [Cite this article](#)

Converting Uber and Lyft to electric vehicles will triple carbon benefits

JULY 1, 2020 · 1 COMMENT · 4 MINUTE READ · BRIDIE SCHMIDT

UC Davis researcher finds ride-hailing EVs offer triple the emissions benefits of a personally owned EV

09 July 2020



Kia Niro EV in Denver

Lyft or Uber Electric Car Cuts 3× More Pollution than Your Electric Car

**How will Lyft achieve 100%
by 2030?**

Lyft Electrification Path by Vehicle Segment

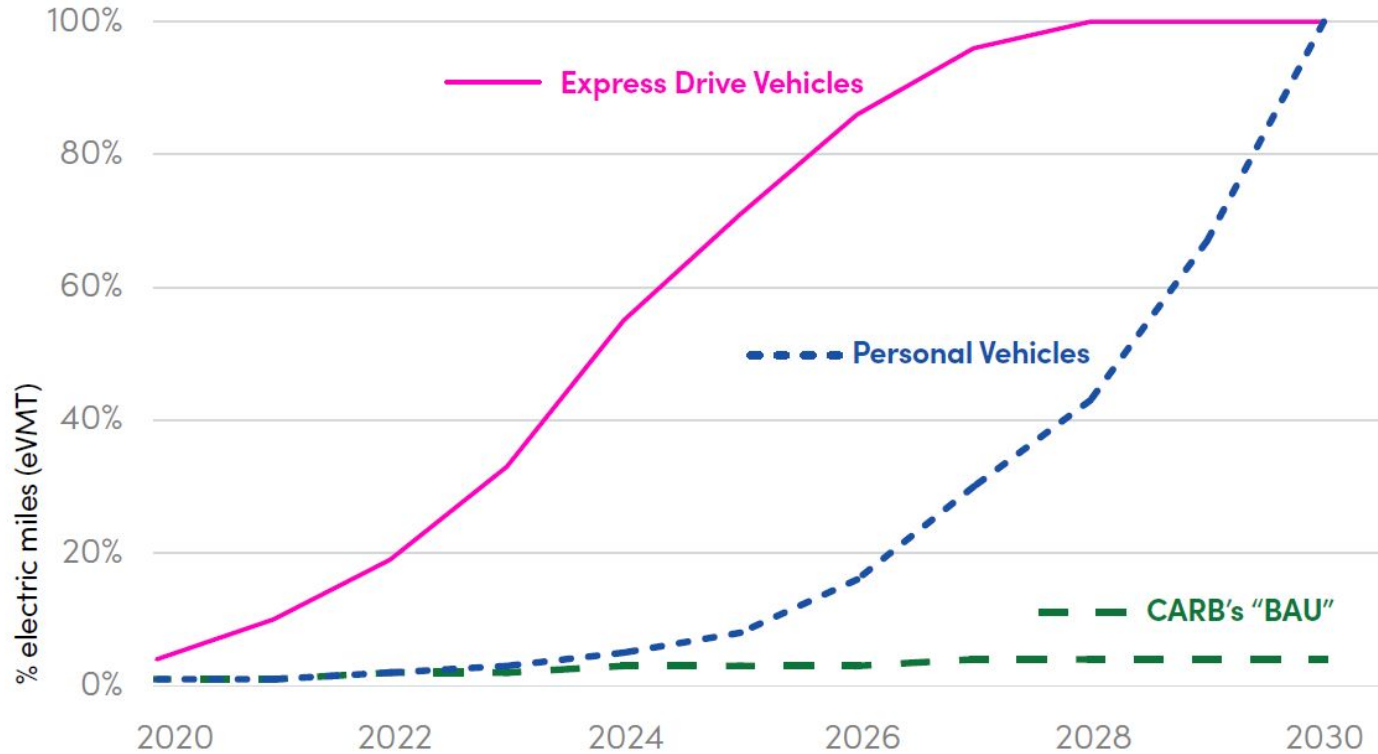


Figure 1: Percent of total miles completed on the Lyft platform in EVs and business-as-usual projection for California, [the US leader](#) in EV market share

**What are the barriers to
achieving this goal?**

We cannot achieve our goal alone

- **Primary Hurdle:** Long-range EV capital cost is still substantially higher than comparable gas vehicles
 - No robust, used-EV market
 - Until EV cost reaches parity with used ICEs, incentives designed for TNC driver partners and the TNC business model are needed
 - Colorado and Massachusetts State tax credits updated to work with Lyft's business model in 2019 and 2020 respectively
- **Secondary Hurdle:** Charging cost/convenience
 - We're partnered with EVgo and Electrify America, however, fast charging can be as expensive as gasoline
 - We must reduce costs for EVSE companies
 - We must make L2 available to all drivers, even in DACs



Thank you