



# ELECTRIFYING MEDIUM- & HEAVY-DUTY TRUCKS IN NEW YORK

Wednesday, December 9th • 10:00am-3:30pm EST

Presented by:



Sponsored By:



# AGENDA

- **SESSION 1 - Available EV funding in New York State**  
**10:00 - 11:00 AM**
  - Speakers: Representatives from US DOE Clean Cities, NYTVIP, NYC Clean Trucks Program, and National Grid.
- **SESSION 2 - Electric Commercial Medium-& Heavy-Duty Trucks**  
**11:10 - 12:50 PM**
  - Speakers: Motiv Power Systems, Lightning eMotors, BYD, and Orange EV.
- **SESSION 3 - Electric Refuse, Utility, and Off-Road Vehicles**  
**1:00 - 2:00 PM**
  - Speakers: The Lion Electric, BYD, and Orange EV.
- **SESSION 4 - Charging Infrastructure**  
**2:10 - 3:30 PM**
  - Speakers: Wendel and Black & Veatch.

# WHY ELECTRIC TRUCKS?



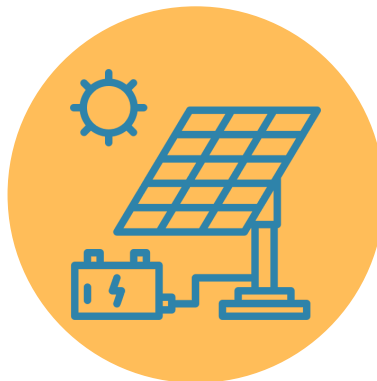
**Improved air quality (for  
the most vulnerable  
population)\***



**Improved  
environment\* &  
Sustainability**



**Reduced operating &  
maintenance costs**



**Grid resiliency**



**Improved driver  
experience**

\*Yale University Study: *Children's Exposure to Diesel Exhaust on School Buses*  
Harvard University Study, COVID-19 PM2.5: *A national study on long-term exposure to air pollution and COVID-19 mortality in the United States*  
VEIC Report: *Cleaner Air for Denver with Electric School Buses*

## Clean Cities Coalitions



- The Clean Cities Coalition Network is made up of nearly 100 coalitions working in communities across the country to help local decision makers and fleets understand and implement green and cost-saving transportation practices.
- There are 6 Clean Cities Coalitions across NYS: Buffalo, Rochester, Central NY, Capital District, NYC & Hudson Valley, Long Island.
- We foster the economic, environmental, and energy security of the US by working locally to advance affordable, domestic transportation fuels, energy efficient mobility systems, and other fuel-saving technologies and practices.

**Buffalo**

**Central New York**

**Rochester**

**Albany**

**Long Island**

**New York City & Hudson Valley**

**GRCC**  
Greater Rochester  
Clean Cities

**CLEAN COMMUNITIES**  
OF CENTRAL NEW YORK  
www.ccofny.com

**CLEAN COMMUNITIES**  
OF WESTERN NEW YORK  
A 100 DOE CLEAN CITIES COALITION

**CAPITAL DISTRICT**  
**CLEAN**  
COMMUNITIES

**Greater Long Island**  
**Clean Cities**  
Coalition



# OUR PORTFOLIO



**Light-,  
Medium-, and  
Heavy-Duty  
Vehicles**



**Alternative  
and  
Renewable  
Fuels and  
Infrastructure**



**Idle  
Reduction  
Measures  
and Fuel  
Economy  
Improvements**



**New Mobility  
Choices and  
Emerging  
Transportation  
Technologies**



# WHAT WE DO

- **Connect fleets to fuel providers, industry partners, and resources**
- **Offer training and access to technical assistance**
- **Identify funding and incentive opportunities**
- **Provide education and outreach to decision makers, fleets and the public**
- **Collect and analyze regional data**
- **Fleet Recognition**

A close-up photograph of a person's hand with light-colored nail polish pressing a button on a white electronic calculator. The calculator is on a white surface, and a laptop is blurred in the background. A blue rectangular box is overlaid on the image, containing the title text.

## **COST & EMISSIONS CALCULATORS**

- Clean Cities Coalitions offer tools and assistance with calculating your fleet's cost savings and emissions reductions by transitioning to an electric vehicles.
- The **Alternative Fuel Life-Cycle Environmental and Economic Transportation (AFLEET)** examines both the environmental and economic costs and benefits of switching to Alternatively Fueled Vehicles.
- **Heavy-Duty Vehicle Emissions Calculator (HDVEC)** builds on the AFLEET tool, with special considerations for Environmental Mitigation Funding and scrappage requirements.



# SESSION 1: OVERVIEW OF VW SETTLEMENT & OTHER FUNDING OPPORTUNITIES IN NEW YORK STATE



## **Ben Mandel, Northeast Regional Director at CALSTART**

Ben is the Northeast Regional Director at CALSTART where he works to integrate cleaner, more efficient vehicle technologies into public and private fleets. Ben leads CALSTART's work on market acceleration and policy development in the Northeastern U.S. and Eastern Canada and steers CALSTART's provision of technical assistance and outreach for the New York Truck Voucher Incentive Program (NYTVIP), support of NYMTC's Clean Freight Corridors Planning Study, and development of the Zero-Emission Technology Inventory (ZETI) tool as part of CALSTART's Global Commercial Vehicle Drive to Zero Program.



## **Susan McSherry, Director of Alternative Fuel Programs at NYC Department of Transportation**

Susan is the Director of Alternative Fuel Programs at the New York City Department of Transportation, focusing on alternative fuels and advanced technology vehicle programs. Susan works closely with the DOT Office of Freight Mobility, and was the Project Manager for the DOT Hunts Point Clean Trucks Program and now manages the New York City Clean Trucks Program. She and her office support the local NYC/Empire Clean Cities Coalition on petroleum reduction policy and public outreach and education.



## **Tim Ferguson, Senior Program Manager - Electric Vehicles at National Grid**

Tim is Senior Program Manager of Electric Vehicles at National Grid and has worked for multiple manufacturing companies across CNY in various operations, supply chain, and process improvement roles. At National Grid he worked in roles in the supply chain, electric business, and now the electric vehicle implementation group. As the NY EV Program Manager his responsibilities include managing and leading the DCFC Per Plug Incentive Program and the NY EV make-ready infrastructure program and assisting customers and stakeholders through our NY EV programs.



**NYSERDA**

# **New York Truck Voucher Incentive Program**

**Electrifying Medium- and Heavy-Duty Trucks  
in New York**

**December 9, 2020**



# What is NYTVIP?

- NYTVIP provides point-of-sale discounts (vouchers) to reduce the cost of zero-emission and alternative fuel vehicle technologies
- Vouchers reduce the upfront purchase costs and the payback period associated with clean trucks and buses
- Program brings together vehicle manufacturers, dealers (Contractors), and fleets to get cleaner trucks and buses on the road
- Scrappage ensures removal of the oldest, dirtiest diesel engines from New York State roads

# Voucher History

First round was active from 2014 through mid-2018

Technology	# Fleets	# Vehicles	Voucher Funds
DPF	9	124	\$2,452,304.80
EV	18	65	\$5,673,093.00
CNG	4	71	\$3,033,524.00
CNG Conversion	4	15	\$334,272.00
Hybrid (HEV)	22	83	\$1,198,179.20
HEV Conversion	3	236	\$1,830,776.00
Total	60	594	\$14,522,149.00

# Eligible Vehicle Technologies

- Weight classes 3-8 (>10,000 lbs)
- Fuel types:
  - Battery electric (BEV)
  - Hydrogen fuel cell electric (FCEV)
  - Plug-in hybrid electric (PHEV)\*
  - Conventional hybrid (HEV)\*
  - Compressed natural gas (CNG)\*
  - Propane (LPG)\*
- Repowered vehicles are eligible
  - Must be certified with an operational lifespan of 10 years
  - BEV only

*PHEV, HEV, CNG and LPG engines must comply with 0.02 g/bhp-hr "Low-NOx" standard*

# Eligible Vehicles List

Vehicle Type	Manufacturer(s)
School Bus	Blue Bird, Lion Electric, Motiv Power Systems, Thomas Built, Unique Electric Solutions (UES)
Shuttle Bus	BYD, Lightning Systems, Lion Electric, Motiv Power Systems, SEA Electric
Transit Bus	BYD, Complete Coach Works, Lightning Systems, New Flyer, Nova Bus, Proterra
Bus - Other	Motiv Power Systems
Delivery Truck	ADOMANI, BYD, Lightning Systems, Lion Electric, Motiv Power Systems, ROUSH CleanTech, SEA Electric, Unique Electric Solutions (UES), Volvo, Workhorse
Refuse Truck	BYD, Lion Electric, Mack Trucks, Peterbilt, SEA Electric
Tractor	BYD, Kalmar Ottawa, Lion Electric, Mack Trucks, Orange EV, Volvo
Utility Truck	Lion Electric, Motiv Power Systems
Truck - Other	SEA Electric
Delivery Van	ADOMANI, Lightning Systems, Motiv Power Systems, SEA Electric
Shuttle Van	Lightning Systems, SEA Electric

# Voucher Process at a Glance

Fleet initiates purchase from Contractor (and identifies vehicle for scrappage)

Contractor submits Voucher Application, including Purchaser Participation Agreement

NYSERDA reviews Voucher Application; if satisfactory, funding is reserved

Contractor completes redemption, documenting final sale, delivery (and scrappage)

NYSERDA reviews redemption materials and issues payment



# Current Funding Available

#	Funding Source	NYS Agency	Vehicle Types	Amount
1	CMAQ	NYS DOT	Class 3-8 Battery Electric Vehicles	\$10M
2	Volkswagen Settlement	NYS DEC	Class 8 Trucks	\$3.6M
3			Class 4-7 Trucks	\$4.8M
4			Class 4-8 Electric Transit Buses	\$16.7M
			TOTAL	\$35.1M

# Current Funding Available

		Voucher Amounts and Caps						
Vehicle Type	Fuel Type	Incremental Cost %	Vehicle Weight Class (GWR)					
			3	4	5	6	7	8
On-Road Trucks	BEV	95%	\$ -	\$ 100,000	\$ 110,000	\$ 125,000	\$ 150,000	\$ 185,000
	FCEV	95%	\$ -	\$ 100,000	\$ 110,000	\$ 125,000	\$ 150,000	\$ 185,000
	PHEV	90%	\$ -	\$ 55,000	\$ 60,000	\$ 70,000	\$ 100,000	\$ 120,000
	HEV	90%	\$ -	\$ 25,000	\$ 35,000	\$ 45,000	\$ 50,000	\$ 55,000
	CNG	90%	\$ -	\$ 30,000	\$ 40,000	\$ 50,000	\$ 55,000	\$ 60,000
	Propane	90%	\$ -	\$ 30,000	\$ 40,000	\$ 50,000	\$ 55,000	\$ 60,000
Transit Buses	BEV	100%	\$ -	\$ 100,000	\$ 125,000	\$ 150,000	\$ 250,000	\$ 385,000
	FCEV	100%	\$ -	\$ 100,000	\$ 125,000	\$ 150,000	\$ 250,000	\$ 385,000
Other Buses and Trucks	BEV	80%	\$ 60,000	\$ 90,000	\$ 100,000	\$ 110,000	\$ 120,000	\$ 150,000

# Voucher Activity in Process

>\$5M already paid or reserved

Vehicle Class	Vehicle Count by Fuel Type			
	BEV	CNG	LPG	Total
Class 4	2			2
Class 5	7			7
Class 6	9		11	20
Class 7	1	22		23
Class 8	28	20		48
Grand Total	47	42	11	100

# Make-Ready Funding Now Available!

- July PSC order provides \$15 million for make-ready infrastructure for MHDV fleets receiving vehicle incentives through NYTVIP or NYCCTP
  - In addition to \$9 million authorized in Con Edison's 2019 rate case
- NYTVIP team working with NYS utilities to coordinate processes and create a seamless experience for accessing vehicle + infrastructure incentives for MHD EVs

# Questions?

For more information, visit the NYTVIP website:  
<https://nyserda.ny.gov/truck-voucher-program/>

Contact the Voucher Help Center:  
[NYTVIP@energycenter.org](mailto:NYTVIP@energycenter.org)

Benjamin Mandel  
Northeast Regional Director, CALSTART  
Outreach Lead, NYTVIP  
[bmandel@calstart.org](mailto:bmandel@calstart.org)





# Expanding the Success of NYC DOT Hunts Point Clean Trucks Program



## NYC Clean Trucks Program



## New York City Transportation Overview:

- ✓ New York City is committed to meeting clean energy goals to reduce greenhouse gases 40% from 1990 levels by 2030 and 80% by 2050
- ✓ The majority of Class 4 to Class 8 trucks in New York City operate on diesel
- ✓ Diesel emissions include carbon dioxide, particulate matter and nitrogen oxide (NOx)
  - Particulate matter and NOx harm human health
  - Carbon dioxide contributes to climate change
- ✓ Deploying electric and alternative fuel trucks helps reduce the negative environmental impacts of vehicles that typically operate on diesel

- ✓ The NYC Clean Trucks Program is being offered by the NYC DOT to promote sustainable transportation and a cleaner environment in NYC, with funds allocated from the federal Volkswagen Settlement
- ✓ The NYC Clean Trucks Program offers rebate incentive funding to reduce diesel exhaust emissions by replacing older, heavy polluting diesel trucks with new battery electric, or EPA emission compliant alternative fuel (compressed natural gas, diesel-electric hybrid, and plug-in hybrid) and diesel trucks.
- ✓ Secure funding from \$12,000 up to \$185,000 per truck replacement, depending on fuel type and truck class size.



## What is the Volkswagen Settlement Funding?

- ✓ Funded through the New York State Department of Environmental Conservation (NYSDEC) under the Volkswagen Diesel Emission Environmental Mitigation Trust Agreement for State Beneficiaries, Puerto Rico and the District of Columbia (VW Trust)
- ✓ The Environmental Mitigation Trust's chief goal is to reduce NOx emissions in the transportation sector
- ✓ NYSDEC will direct approximately \$9.8 million to the NYC Clean Trucks Program, to fund medium- and heavy-duty replacement trucks.
- ✓ Emphasis is to fund all-electric, zero emission trucks
- ✓ Targets Environmental Justice communities that have historically been subject to a disproportionate amount of diesel exhaust emissions

# NYC Clean Trucks Program Evolved from HPCTP













- ✓ Funding is now available for fleet applicants in 20 program-approved NYC Industrial Business Zones (IBZs).
- ✓ Eligible trucks for replacement must be located in or provide service within 0.5 miles of program-approved IBZs for the previous 24 months.

Bronx	Brooklyn	Queens	Staten Island
Bathgate	Brooklyn Navy Yard	Jamaica	North Shore
Eastchester	East New York	JFK	West Shore
Hunts Point	Flatlands/Fairfield	Long Island City	
Port Morris	Greenpoint/Williamsburg	Maspeth	
Zerega	North Brooklyn	Ridgewood/SoMA	
	Southwest Brooklyn	Steinway	
		Woodside	



# Fleet Eligibility Requirements

✓ Businesses that move goods, commercial truck owners, and fleets that operate in port drayage

	<b>Beverage Distributors</b>		<b>Freight Delivery</b> (Heating, Air Conditioning, Home Appliance)
	<b>Concrete/Cement Haulers</b>		<b>Newspaper/Magazine Deliveries</b>
	<b>Construction/Demolition Equipment Haulers</b>		<b>Office Supplies</b> (Paper & Plastic)
	<b>Food and Produce Distributors</b>		<b>Service Vehicles</b> (Plumbing, Welding)
	<b>Fuel Delivery</b>		<b>Towing Companies</b>
	<b>Goods Delivery</b> (Furniture, Home Improvement Supplies)		<b>Waste/Recycling Haulers</b>

# Battery Electric Replacement Truck Incentives

- ✓ There is no limit on the number of battery electric replacement trucks a fleet can purchase



<b>Class 4</b>	<b>\$100,000</b>
<b>Class 5</b>	<b>\$110,000</b>
<b>Class 6</b>	<b>\$125,000</b>
<b>Class 7</b>	<b>\$150,000</b>
<b>Class 8</b>	<b>\$185,000</b>

The incentive shall be based on the prevailing DEC approved incentive amounts.

# Non-Electric Replacement Truck Incentives

✓ The program also funds the purchase of CNG, diesel-electric hybrid, plug-in hybrid electric, and new diesel meeting specific requirements based on fleet size



CNG



Hybrid



Diesel

	CNG Replacement Truck	Diesel Electric Hybrid	Plug-In Hybrid Electric	Diesel Replacement Truck
Class 4	\$30,000	\$25,000	\$55,000	\$12,000
Class 5	\$40,000	\$35,000	\$60,000	\$13,000
Class 6	\$50,000	\$45,000	\$70,000	\$20,000
Class 7	\$55,000	\$50,000	\$100,000	\$21,000
Class 8	\$60,000	\$55,000	\$120,000	\$30,000

## Trucks Eligible for Replacement Must Meet the Following Requirements:

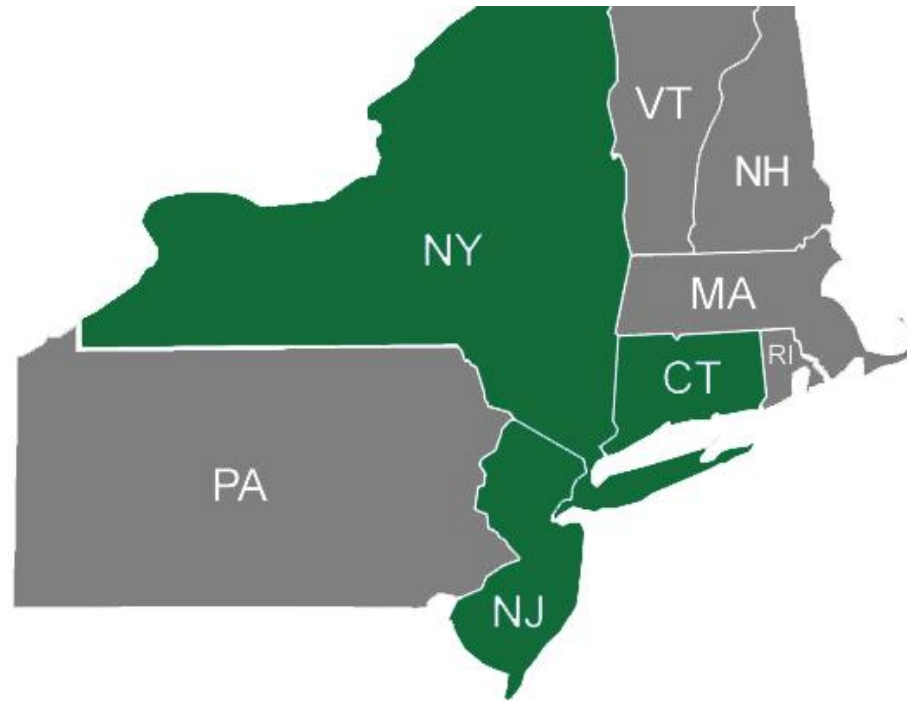
- ☑ Eligible Model Year Engine: 1992 – 2009
- ☑ Class 4 to Class 7 local goods movement or commercial diesel-fueled truck
- ☑ Class 8 port drayage or local freight diesel-fueled truck
- ☑ Vehicles must have been operating within New York City for the past 24 months  
(additional details apply)
- ☑ Scrapping of the older truck is required, which ensures the removal of older, polluting diesel trucks from New York City

## Replacement Trucks Must Meet the Following Requirements:

- ☑ Must be a brand-new truck
- ☑ Perform the same function as the diesel-powered truck being replaced
- ☑ Class 4 to Class 8 trucks must be replaced with trucks in the same weight class as the old truck. (additional details apply)
- ☑ Be operated within 0.5 miles of NYC Clean Trucks Program-approved IBZs twice a week
- ☑ AVL is required in order to monitor emissions benefits and program compliance

## Replacement Truck Mileage

- ✓ Must average 5,000 miles per year, or more, for 5 years
- ✓ At least 70% of the total vehicle miles traveled (VMT) must be within the Tri-State area of New York, New Jersey and Connecticut



## Vision Zero Vehicle Safety Enhancements

- ✓ NYC Clean Trucks Program embraces this important initiative
- ✓ Vehicle Safety Enhancements must be installed and maintained on each replacement truck
  - Backup alert system (audible alert; visual alert; or radar detection)



Side Guards



Split Mirror Design



Cross-over Mirror



Passenger Door Down View Mirror



## Program Team Overview

- ✓ Tetra Tech, Inc.; Gladstein, Neandross & Associates (GNA); and Integrated Strategic Resources are contractors working with NYC DOT to administer the program



## Contact Information:

- [www.nycctp.com](http://www.nycctp.com)
- Email us at [nycctp@tetrattech.com](mailto:nycctp@tetrattech.com)
- Or call 877-310-2733



December 2020





# National Grid NY EV Programs

Tim Ferguson – NY EV Program  
Manager

Ryan Wheeler – EV Fleet  
Product Owner

national**grid**



# ***Electrifying Transportation: Providing Cleaner Air, Lower CO<sub>2</sub> Emissions, and Equitable Transport Access for All Our Customers***

**Transportation is the single biggest source of greenhouse gas emissions in our territory and a leading cause of air pollution.**

***This won't change without our help.***

## **Our Clean Transportation Vision**

**By 2030, clean electricity will be the fuel that moves most people and things in the communities we serve.**

**National Grid can:**

- **Provide the backbone to make it happen**
- **Create products that enable access for all customers**
- **Support our customers throughout the journey**



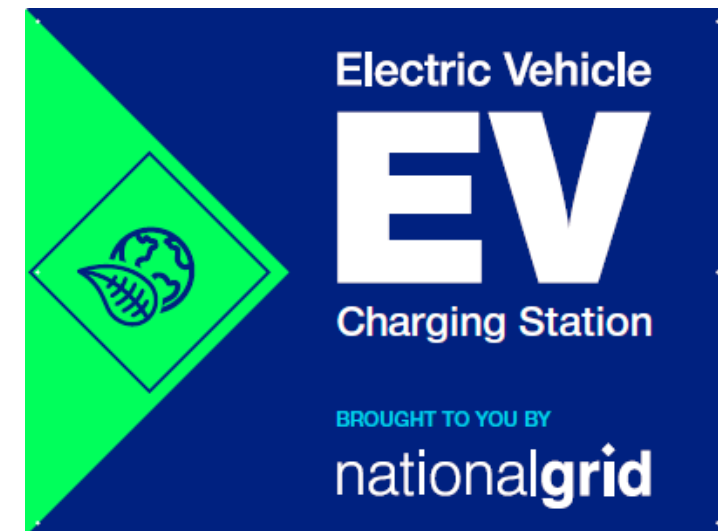
# NY EV Order is a State-Wide Program & Largest EV Effort Outside California. \$701M Across all the NY Utilities. National Grid's Share is \$148M & 16,000+ Plugs.

- **State-Wide Program: \$701M**

- Commercial Make-Ready is Main Focus: Deploy 50,000+ EV charging station plugs to support 850k ZEV MOU goal
- Future Proofing: Approval to spend ~10% of funding on oversizing equipment to prepare for additional chargers
- Fleet Assessment Services: Offer site and rate impact analysis for fleet customers (e.g., truck, bus customers)
- Transit Agency Make-Ready: Support electrification of 25% of buses at all major transit agencies by 2025
- Fleet Medium-Heavy Duty Make-Ready (focused on EJC/LMI): \$15M shared among the Joint Utilities (non-Con Ed JU)
- NYSERDA Prize Funding: 3 prize categories targeting EJC innovation, MHDV, community mobility. \$85M total

- **National Grid's Portion (Key Components): \$148M**

- Commercial Make-Ready Program: Deploy 16,000+ charging plugs & future proofing
- Fleet Services: Site/rate analysis + launching fleet microsite
- Transit Agency Make-Ready: Focused on Albany & Buffalo (not Syracuse)
- Fleet MHDV Make-Ready: ~\$6M or ~40% of Joint Utility share









# EV Make-Ready Program Overview

National Grid's Make-Ready Program can help you by:

**Funding up to 100 percent** of electric infrastructure associated with new EV charging stations, for approved projects

**Providing a dedicated point of contact and a streamlined experience** to help you install EV charging stations

Infrastructure covered by make-ready program

	 <b>Utility-Side Infrastructure</b>	 <b>Customer-Side Infrastructure</b>	 <b>EVSE Hardware</b>	 <b>Other Soft Costs</b>
<b>Component Example ▶</b>	<ul style="list-style-type: none"><li>• Distribution Network</li><li>• Transformers</li><li>• Meters</li><li>• Conductor</li></ul>	<ul style="list-style-type: none"><li>• Panel</li><li>• Conductor</li><li>• Boring</li><li>• Trenching</li><li>• Conduit</li></ul>	<ul style="list-style-type: none"><li>• Charging Station</li><li>• Network Equipment</li></ul>	<ul style="list-style-type: none"><li>• Signs</li><li>• Bollard</li><li>• Network</li><li>• Maintenance</li><li>• Assoc. Fees</li></ul>
<b>Paying Entity ▶</b>	National Grid Make-Ready Program (Covers up to 50%, 90%, 100%)*		NYSERDA (When available)	Customer Responsibility
	Potential Customer Contribution		Customer Contribution	
<b>Owning Entity ▶</b>	National Grid	Customer		
Note: Graphic is for illustrative purposes only, may not be exhaustive and contents are subject to change.				

- Future-Proofing Infrastructure also included.
- Future-proofing refers to the practice of oversizing certain pieces of equipment at sites relative to their current charging station capacity such that increasing station capacity in the future will be less costly.



# Eligibility Criteria and Incentive Levels

Incentive Level	Eligible Project Example
Up to 100 percent	DCFC with standardized plug types at publicly-available locations located within Disadvantaged Communities.
	L2 projects at multi-unit dwelling sites located within Disadvantaged Communities.
Up to 90%	L2 and DCFC projects with standardized plug types at publicly-available locations (outside of Disadvantaged Communities). Includes municipal pay-to-park and free parking locations.
	L2 and DCFC projects with proprietary plugs with an equal number of standardized plugs of an equal or greater charging capacity to the proprietary plugs at publicly-available locations (outside of Disadvantaged Communities).
Up to 50%	L2 and DCFC projects in non-public locations, including workplaces with restricted access and privately-owned pay-to-park lots.
	L2 and DCFC projects consisting only of proprietary plugs.
	L2 and DCFC projects where proprietary plugs are not co-located with a similar number of standardized plugs of equal or greater charging capacity.

Incentive levels are based on total project cost, including Grid side infrastructure + customer side infrastructure cost. Grid side work is always paid for first under the incentive.

## Examples of Incentive for 90% level

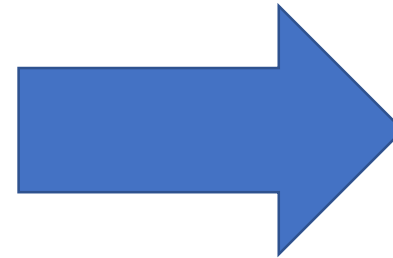
**Project 1:** \$5000 – Grid side infrastructure work  
\$4000 – Customer side infrastructure work.

Incentive amount = **\$8,100** (\$5000 would go towards Grid side, remaining \$3,100 would go toward customer side work)

**Project 2:** No Grid side work needed  
\$4000 – Customer side infrastructure work

Incentive amount = **\$3,600**

# Program Steps

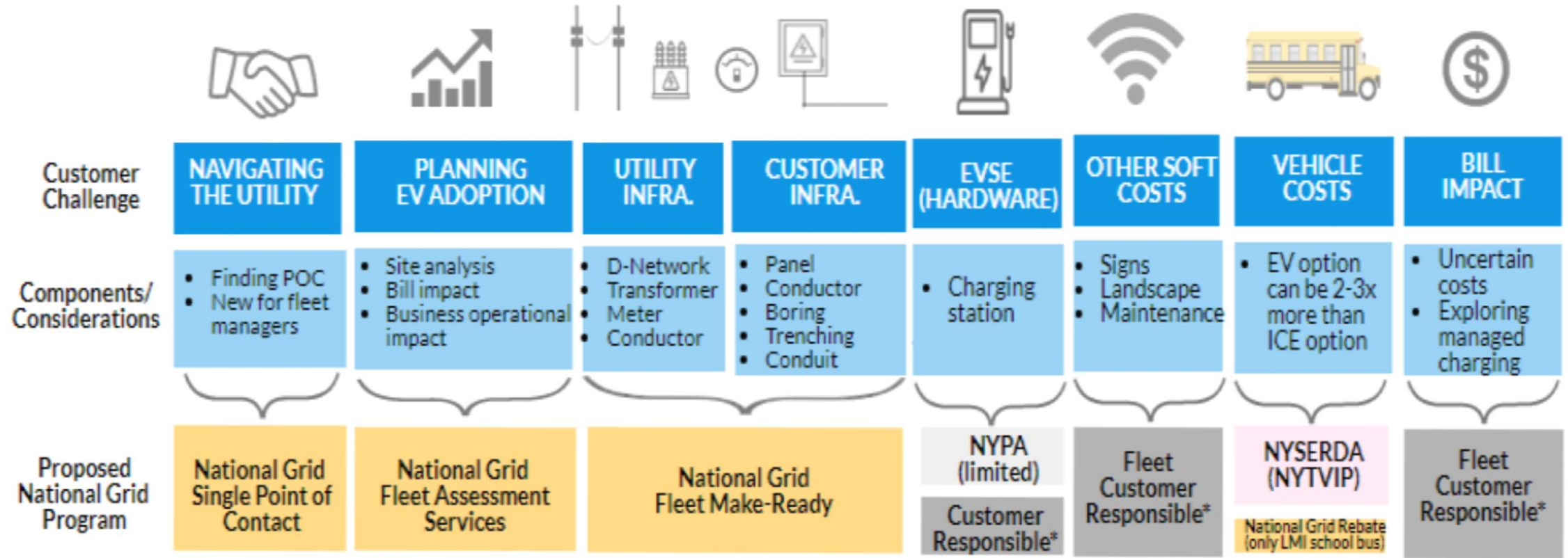


## Tools to assist

- Disadvantage Community maps
- Load Serving Capacity Maps
- Program Guides/Website
- Online EV Application Portal
- Program Manager to walk applicant through process
- Dedicated network of approved contractors to help with a turn-key solution

# Fleet Electrification: Customer Support Model Beyond Make-Ready Program

Leveraging capabilities from all jurisdictions to scale NY programs



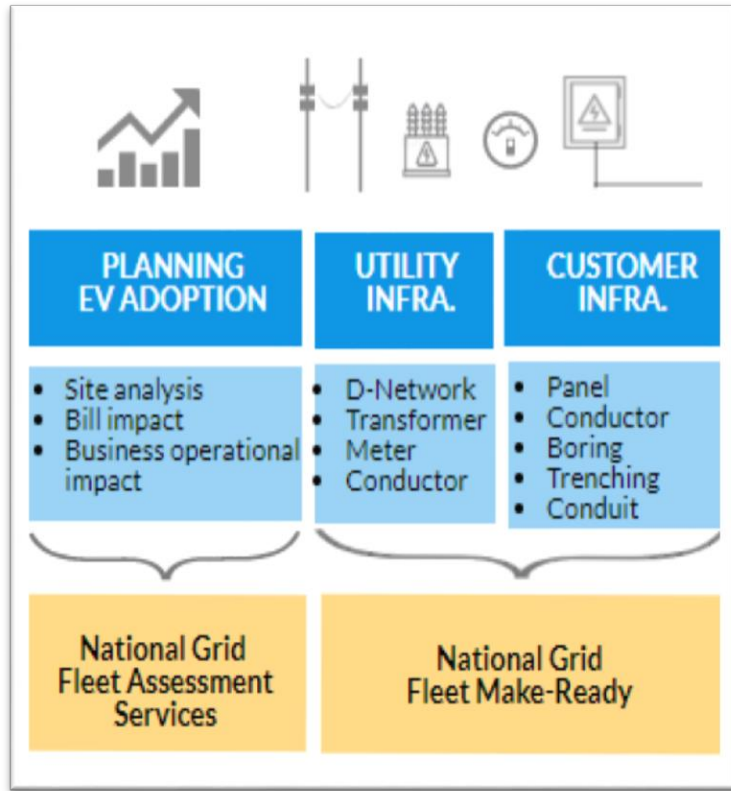
• (MHDV MRP pilot utility-side only)

School Bus LMI/EJC program pending approval

\*National Grid to assist via Single Point of Contact (SPOC) for fleet customers.  
 Utility Infra = Utility-side Infrastructure. Customer Infra = Customer-premise Infrastructure.  
 Disclaimer: Graphic is for example purposes only, is not to scale nor exhaustive and contents are subject to change.

# Fleet Electrification: Fleet Assessments and MHDV Pilot

## Resources to accelerate the transition to electric Medium- and Heavy-Duty Vehicles (MHDV)



(MHDV MRP pilot utility-side only)

### Fleet Assessment Services<sup>1</sup>:

- **Site Feasibility Analysis:** Determine power demand, distribution impacts, and potential cost-saving synergies
- **Rate Analysis:** Understand electricity costs to electrify, managed charging options, and rate options available
- **NG Expanded Fleet Assessment Services<sup>2</sup>:** Solve additional electrification challenges, including vehicle availability, funding options, planning process, charging options, Total Cost of Ownership (TCO), and O&M considerations

### MHDV Make-Ready Pilot (NG is \$6M of \$15M):

- **Focused on disadvantaged communities (DACs):** Projects prioritized to support a direct reduction of diesel emissions
- **Participants must participate in New York Truck Voucher Incentive Program (NYTVIP)**
- **Covers up to 90% of utility-side make-ready costs**

#### National Grid

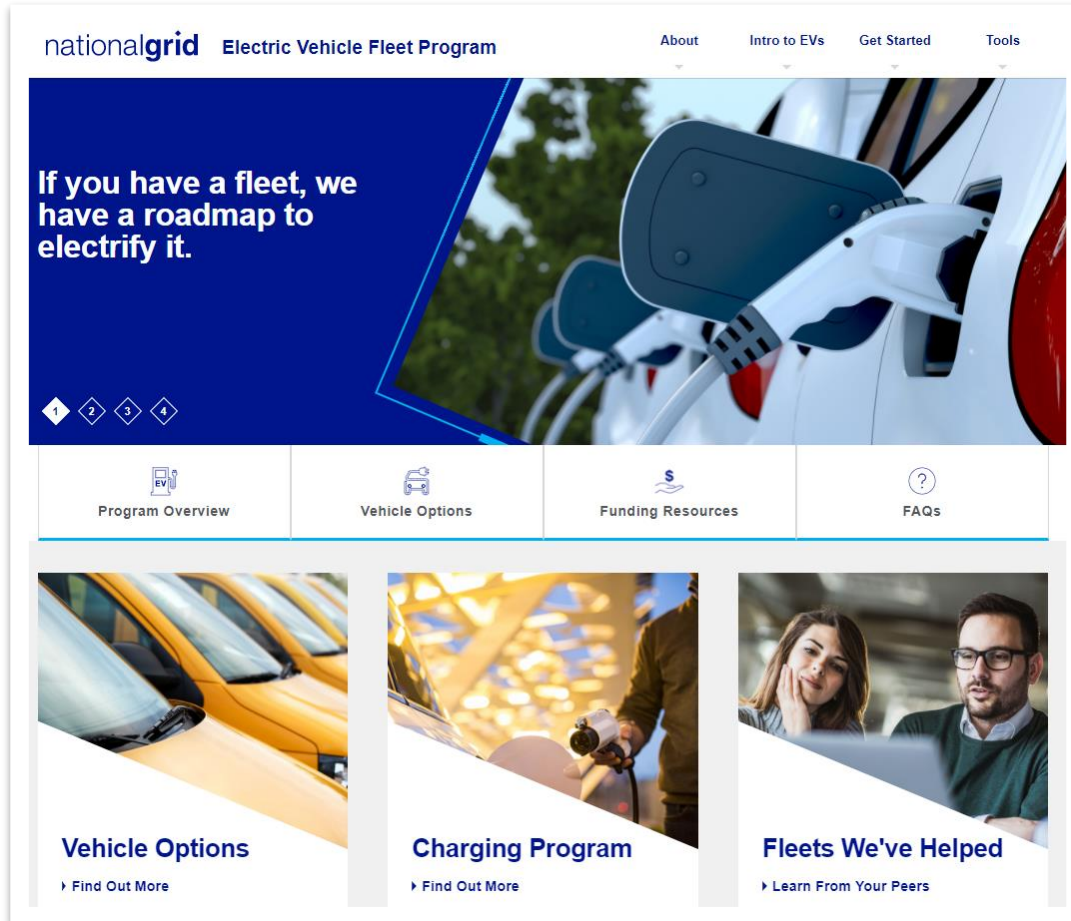
**Notes:** 1) Fleet Assessment Services mandated by NY PSC Make-Ready Order, CASE 18-E-0138. 2) National Grid has also proposed an Expanded Fleet Assessment Services program, incorporating solutions related to electrification challenges. This proposal is pending approval in the NMPC Rate Case.



# Fleet Electrification: Engaging with Our Customers

Providing infrastructure, vehicle, and funding resources with a dedicated support model

NG EV Fleet Website (Launching Jan. 2021)



nationalgrid Electric Vehicle Fleet Program

About Intro to EVs Get Started Tools

If you have a fleet, we have a roadmap to electrify it.

1 2 3 4

Program Overview Vehicle Options Funding Resources FAQs

Vehicle Options  
Find Out More

Charging Program  
Find Out More

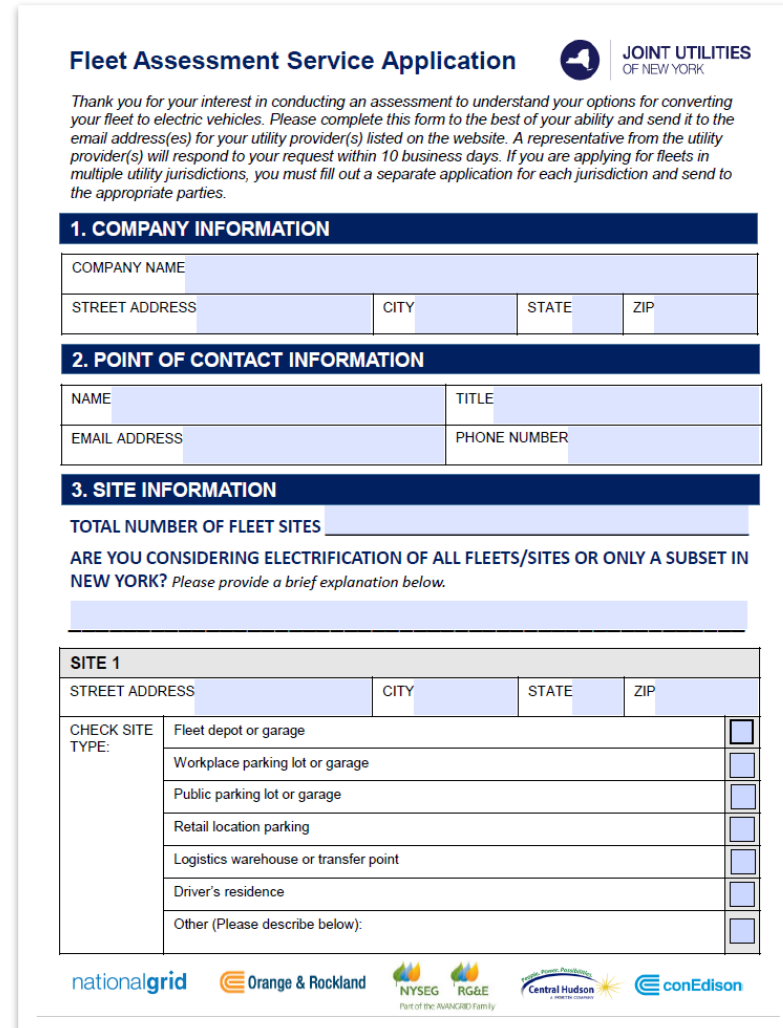
Fleets We've Helped  
Learn From Your Peers

Contact us:

[NGFleetProgram@nationalgrid.com](mailto:NGFleetProgram@nationalgrid.com)

National Grid

NY Customer Interest Form (Available Now)



**Fleet Assessment Service Application**

JOINT UTILITIES OF NEW YORK

Thank you for your interest in conducting an assessment to understand your options for converting your fleet to electric vehicles. Please complete this form to the best of your ability and send it to the email address(es) for your utility provider(s) listed on the website. A representative from the utility provider(s) will respond to your request within 10 business days. If you are applying for fleets in multiple utility jurisdictions, you must fill out a separate application for each jurisdiction and send to the appropriate parties.

**1. COMPANY INFORMATION**

COMPANY NAME

STREET ADDRESS CITY STATE ZIP

**2. POINT OF CONTACT INFORMATION**

NAME TITLE

EMAIL ADDRESS PHONE NUMBER

**3. SITE INFORMATION**

TOTAL NUMBER OF FLEET SITES

ARE YOU CONSIDERING ELECTRIFICATION OF ALL FLEETS/SITES OR ONLY A SUBSET IN NEW YORK? Please provide a brief explanation below.

SITE 1

STREET ADDRESS CITY STATE ZIP

CHECK SITE TYPE:

Fleet depot or garage ☐

Workplace parking lot or garage ☐

Public parking lot or garage ☐

Retail location parking ☐

Logistics warehouse or transfer point ☐

Driver's residence ☐

Other (Please describe below): ☐

nationalgrid Orange & Rockland NYSEG RG&E Central Hudson conEdison

Joint Utilities Site:

<https://jointutilitiesofny.org/ev/make-ready/fleet-assessment>



# Next Steps and Available Resources

## Program Benefits



### **Install EV Chargers for Less:**

National Grid provides funding for up to 100 percent of the electric infrastructure



### **Take Climate Action:**

Contribute to New York's Greenhouse Gas emissions reduction goals



### **Improve Public Health:**

Help improve New York's air quality by reducing tailpipe emissions



### **Attract More Customers and Employees:**

Meet customer and employee needs and promote clean energy use at your site.

## Next Steps

- Reach out to NG team for more details
- Visit our website for more details
- Check approved contractor list for contractors in your area

## Resources

[www.ngrid.com/uny-evcharging](http://www.ngrid.com/uny-evcharging)

- Program Materials
- Program Overview
- Approved Contractor list and application link
- Qualified Charging Station List

**Look out for National Grid fleet site in early January 2021**

## General EV Email Address

[EVNationalGridUNY@nationalgrid.com](mailto:EVNationalGridUNY@nationalgrid.com)

## Fleet Program Email Address

[NGFleetProgram@nationalgrid.com](mailto:NGFleetProgram@nationalgrid.com)

nationalgrid

# SESSION 1: OVERVIEW OF VW SETTLEMENT & OTHER FUNDING OPPORTUNITIES IN NEW YORK STATE

## Q&A

UP NEXT AT 11:10AM:

Available Commercial Electric Medium- and Heavy-Duty Vehicles



LIGHTNING  
eMOTORS

ORANGE EV

