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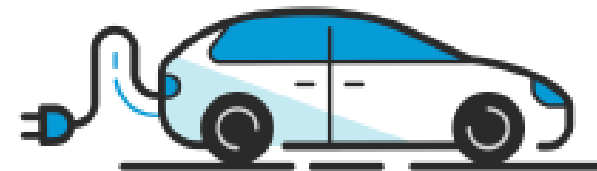
# **EV Light-Duty PowerReady Incentive Webinar**

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# PowerReady Changes from Newly Authorized Order

A PSC\* Order authorized on 11/16/23 modifies and expands the original 2020 Make-Ready Program Order

## Major Updates Include:



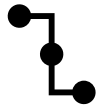
### Higher Budgets & Targets

- Full incentive budget increases from \$234M to \$585M
- L2 target increases from 18,529 to 21,371 (Budget ↑: \$191M to \$238M)
- DCFC target increases from 457 to 3,157 (Budget ↑: \$42M to \$347M)



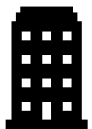
### Increased Cost Caps for Incentives

- **Topic of this webinar**



### Charger Communication Requirements

- EVSE Chargers must now comply with two technical standards



### Other Changes

- DAC up-to-100% incentives are back – with modifications for L2 projects
- More customer-side equipment is now eligible
- Charger contact information requirement



### Additional Programs

- Expanded Medium- and Heavy-duty Pilot Program
- New Micromobility Program for e-bike and e-scooter charging

\*PSC: Public Service Commission, which regulates New York investor-owned utilities, including Con Edison

# The tiered incentive structure provides ‘up to’ a certain level of incentive, subject to maximum ‘cap’

Project ‘cap’ is calculated on a per-plug (L2) or per-kW (DCFC) basis

	Non-Publicly Accessible Sites	Publicly Accessible Sites
Proprietary Plugs (e.g., CHAdeMo, Tesla)	Up to 50%	Up to 50%
Non-Proprietary Plugs (e.g., SAE J, CCS)	Up to 50%	Up to 90%
Non-Proprietary & Proprietary Plugs Collocated (Equal Number of Plugs)	Up to 50%	Up to 90%

**Construction must be completed a year after Program Agreement is signed**

If your project is located within a Disadvantaged Community (DAC) you may be eligible for **up to 100%** if any of the below conditions are met:

- **DCFC:** Located within a disadvantaged community according to [CLCPA\\*](#) guidance and qualify for up to 90% incentive tier
- **L2 Multifamily:** 25% of units must be at or below 80% of Area Median Income (AMI)
- **L2 Curbside:** Located within a disadvantaged community according to CLCPA guidance and qualify for up to 90% incentive tier

Publicly accessible is defined as free access to charging station by electric vehicle owners during operating hours. Municipal parking is exempt from free access requirement.

\*Climate Leadership and Community Protection Act (more information [here](#))

# How is my incentive calculated?

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

## My project is:

Size: 10 L2 plugs

Location: Apartment  
Access: Restricted to residents (Private)

Tier: Up-to-50%

Cost Estimate: \$80K

## Incentive A: Up-to-% Cap

- Projects cannot receive an incentive higher than their eligibility tier multiplied by their estimated infrastructure costs
- Eligibility tier is determined by site accessibility and plug type (proprietary vs. standard)

## Incentive B: Project Cost Cap

- Project cost caps are calculated on a per plug (L2) or per kW (DCFC) basis
- The cost cap is determined by the site's characteristics and eligibility tier

## Example Calculation

$$\text{\$80,000 times 50\% = } \\ \text{\$40,000}$$

## Example Calculation

$$\text{\$6,000 times 10 plugs = } \\ \text{\$60,000}$$

## Incentive

\$40,000

# How is my incentive calculated?

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

## My project is:

Size: 10 L2 plugs

Location: Apartment  
Access: Restricted to residents (Private)

Tier: Up-to-50%

Cost Estimate:  
\$80,000

## Incentive A: Up-to-% Cap

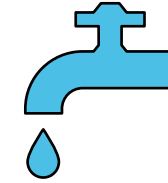
$\$80,000 \text{ times } 50\% =$   
**\$40,000**

## Incentive B: Project Cost Cap

$\$5,000 \text{ times } 10 \text{ plugs} =$   
**\$50,000**

## Incentive

**\$40,000**



Project Cost Cap

Up-to-% Cap  
(Max fill)

-\$40,000

Incentive

# L2 Plug Cost Caps with Potential Bonuses

Incentive Tier	Cost Cap for Program Eligible Costs (Customer + Potential Utility Costs; All values shown are “Up to”)				Future Proofing Bonus
	Base Cost Cap	Speed Bonus	Large Project Bonus (25+ plugs)	Max Available Cost Cap	
Up to 50% Private	\$5,000/plug	+\$1,000/plug	+\$1,500/plug <i>(First 100 plugs)</i>	Up to \$7,500/plug	10% of eligible costs
Up to 90% Public	\$9,000/plug	+\$1,800/plug	+\$2,700/plug <i>(First 100 plugs)</i>	Up to \$13,500/plug	10% of eligible costs
Up to 100% DAC	\$10,000/plug	+\$2,000/plug	+\$3,000/plug <i>(First 100 plugs)*</i>	Up to \$15,000/plug	10% of eligible costs

\* All Up-to-100% projects will receive the Large Project Bonus for the first 100 plugs; the 25-plug minimum is waived.

Con Edison will regularly conduct audits to ensure that costs are accurately reported

**Lock in incentives by signing Program Agreement!**

# L2 Ex. 1: Small, private project with \$80k customer-side costs

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

My project is:

Incentive A: Up to % Cap

$$\begin{aligned} \$80,000 \times 50\% = \\ \mathbf{\$40,000} \end{aligned}$$

Incentive B: Project Cost Cap

Base Cap \$5,000/plug	Speed Bonus \$1,000/plug	Large Project Bonus N/A
$\$5,000 \times 10 =$ <b>\$50,000</b>	$\$1,000 \times 10 =$ <b>\$10,000</b>	

Project Cost Cap

Incentive

**\$40,000**

Speed Bonus

Up to % Cap

Base Incentive

Incentive

Size: 10 L2 plugs  
Location: Apartment  
Access: Private  
Tier: Up to 50%  
Cost Estimate: \$80K  
No utility-side upgrades

All project cost caps require enough eligible infrastructure costs to earn the full amount!  
Projects constrained by Incentive A may not have access to full, or any, bonus cost caps

# L2 Ex. 2: Small, private project with customer- & utility-side costs

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

My project is:

Incentive A: Up to % Cap

Size: 10 L2 plugs  
 Location: Apartment  
 Access: Private  
 Tier: Up to 50%  
 Cost Estimate: \$150K  
 Utility-side Upgrades: \$20K

$$\begin{aligned}
 & \$150,000 + \$20,000k \text{ (USC**)} = \\
 & \$170,000 \text{ Total Cost} \times 50\% = \\
 & \mathbf{\$85,000^*}
 \end{aligned}$$

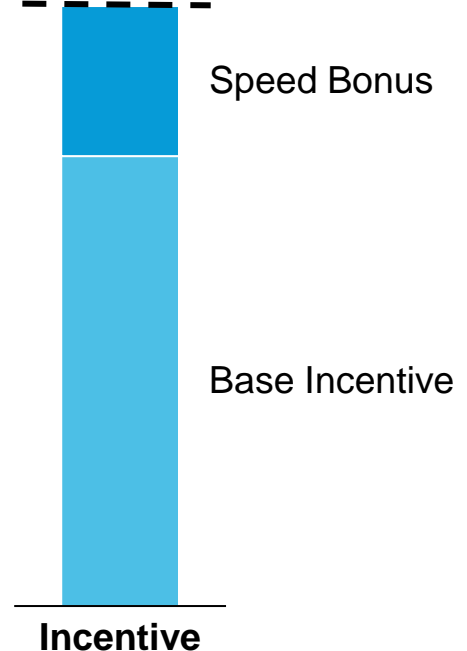
Incentive B: Project Cost Cap

<p><b>Base Cap</b> \$5,000/plug</p> <hr/> $\$5,000 \times 10 - \$20,000 =$ $\mathbf{\$30,000}$	<p><b>Speed Bonus</b> \$1,000/plug</p> <hr/> $\$1,000 \times 10 =$ $\mathbf{\$10,000}$	<p><b>Large Project Bonus</b> N/A</p>
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Net Incentive

**\$40,000**  
*if completed in 6 months*  
**\$30,000**  
*if completed after*

Project Cost Cap  
 Up to % Cap



All project cost caps require enough eligible infrastructure costs to earn the full amount!  
 Projects constrained by Incentive A may not have access to full, or any, bonus cost caps

\*\$60k gross incentive if done within 6 months, \$50k if after, minus \$20k utility side costs = \$30k net



# L2 Ex. 3: Large, public project with \$300k costs

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

My project is:

Size: 30 L2 plugs  
 Location: Apartment  
 Access: Public  
 Tier: Up to 90%  
 Cost Estimate: \$300K  
 No Utility-side Upgrades

Incentive A: Up to % Cap

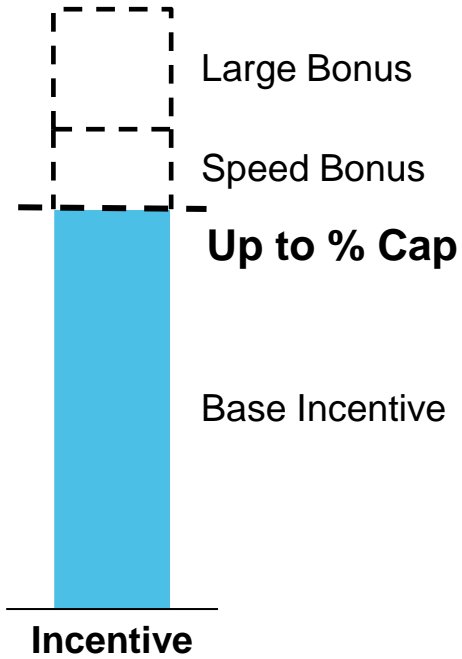
$\$300,000 \times 90\% =$   
**\$270,000**

Incentive B: Project Cost Cap

Base Cap \$9,000/plug	Speed Bonus \$1,800/plug	Large Project Bonus \$2,700/plug
$\$9,000 \times 30 =$ <b>\$270,000</b>	$\$1,800 \times 30 =$ <b>\$54,000</b>	$\$2,700 \times 30 =$ <b>\$81,000</b>

Project Cost Cap

**Incentive**  
**\$270,000**



All project cost caps require enough eligible infrastructure costs to earn the full amount!  
 Projects constrained by Incentive A may not have access to full, or any, bonus cost caps

# L2 Ex. 4: Large, public project with \$500k costs

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

My project is:

Size: 30 L2 plugs  
 Location: Apartment  
 Access: Public  
 Tier: Up to 90%  
 Cost Estimate: \$500K  
 No utility-side costs

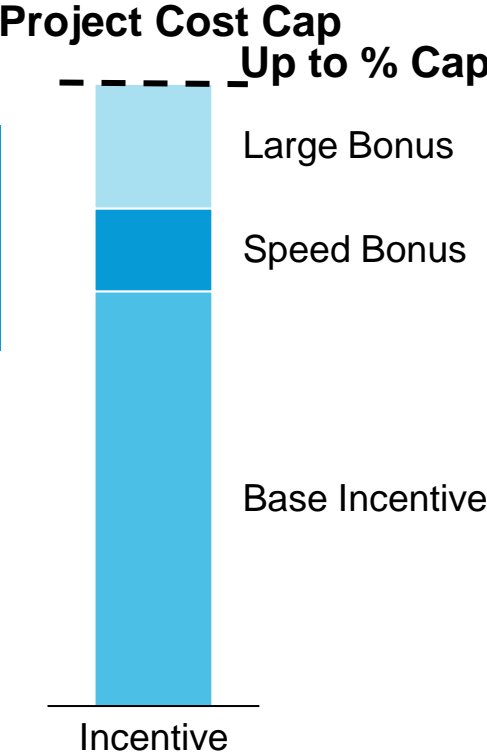
Incentive A: Up to % Cap

$\$500,000 \times 90\% =$   
**\$450,000**

Incentive B: Project Cost Cap

Base Cap \$9,000/plug	Speed Bonus \$1,800/plug	Large Project Bonus \$2,700/plug
$\$9,000 \times 30 =$ <b>\$270,000</b>	$\$1,800 \times 30 =$ <b>\$54,000</b>	$\$2,700 \times 30 =$ <b>\$81,000</b>

**Incentive**  
**\$405,000**  
*if done in 6 months*  
**\$351,000**  
*if completed after*



All project cost caps require enough eligible infrastructure costs to earn the full amount!  
 Projects constrained by Incentive A may not have access to full, or any, bonus cost caps

# L2 Ex. 5: Large, public project with \$400k costs

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

My project is:

Incentive A: Up to % Cap

Size: 30 L2 plugs  
 Location: Apartment  
 Access: Public  
 Tier: Up to 90%  
 Cost Estimate: \$400K  
 No utility-side costs

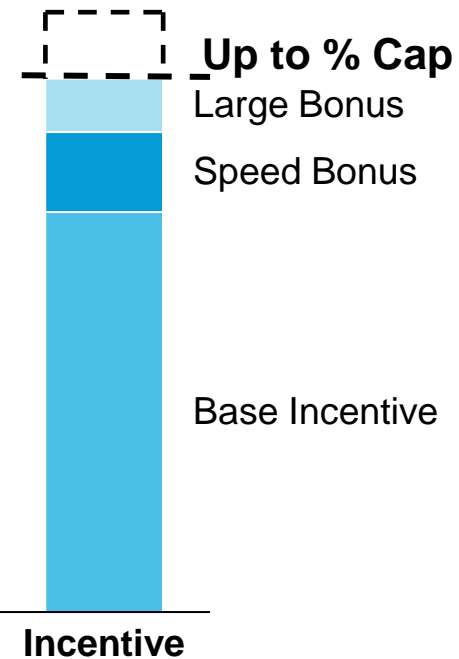
$\$400,000 \times 90\% =$   
**\$360,000**

Incentive B: Project Cost Cap

Base Cap \$9,000/plug	Speed Bonus \$1,800/plug	Large Project Bonus \$2,700/plug
$\$9,000 \times 30 =$ <b>\$270,000</b>	$\$1,800 \times 30 =$ <b>\$54,000</b>	$\$2,700 \times 30 =$ <b>\$81,000*</b>

Project Cost Cap

**Incentive**  
**\$360,000**  
*if done in 6 months*  
**\$306,000**  
*if completed after*



All project cost caps require enough eligible infrastructure costs to earn the full amount!  
 Projects constrained by Incentive A may not have access to full, or any, bonus cost caps

\*Large bonus cap is \$81,000 but the incentive is limited to \$36,000, for a total incentive of \$360,000 due to Up To % Cap (\$270k Base + \$54k Speed + \$36k Large). Final incentive without Speed = \$270k + \$36k = \$306k

# DCFC kW Cost Caps with Bonus Incentives

Incentive Tier	Cost Cap for Program Eligible Costs (Customer + Potential Utility Costs; All values shown are “Up to”)						Future Proofing Bonus
	Base Cost Cap (All Projects)	Accelerated Build Path			Charger Hub Path		
		Load Mgmt Bonus (Under Development)	Speed Bonus (Service Adequate)	Max Available Cost Cap	Interconnection Bonus (Service Inadequate/ Public & 10+ plugs)	Max Available Cost Cap	
Up to 50% Private	\$400/kW	+\$25/kW	+\$50/kW	Up to \$475/kW	N/A	N/A	10% of eligible costs
Up to 90% Public	\$720/kW	+\$45/kW	+\$90/kW	Up to \$855/kW	+\$225/kW	Up to \$945/kW	10% of eligible costs
Up to 100% DAC	\$800/kW	+\$50/kW	+\$100/kW	Up to \$950/kW	+\$250/kW	Up to \$1,050/kW	10% of eligible costs

Con Edison will regularly conduct audits to ensure that costs are accurately reported

**Lock in incentives by signing Program Agreement!**

# DCFC Ex. 1: Service Inadequate DAC project with \$600k costs

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

My project is:

Size: 8 DCFC plugs  
KW: 50 kW/Each

Location: Parking Lot

Access: Public in DAC  
Tier: Up to 100%

Cost Estimate: \$600K

Ruling: Service Inadequate for New Business \$0 Build Plan

Incentive A: Up to % Cap

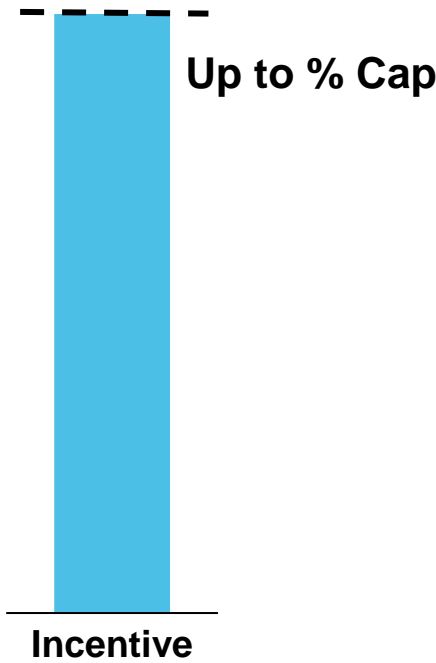
$$\$600,000 \times 100\% = \$600,000$$

Incentive B: Project Cost Cap

Base Cap \$800/kW	+	Load Mgmt N/A	=	Total Cap \$800/kW	Speed Bonus N/A
$\$800 \times 400\text{kW} = \$320,000$					

Project Cost Cap

Incentive  
\$320,000



All project cost caps require enough eligible infrastructure costs to earn the full amount!  
Projects constrained by Incentive A may not have access to full, or any, bonus cost caps.

# DCFC Ex. 2: Service Inadequate Public project with \$250k costs

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

My project is:

Size: 8 DCFC plugs  
KW: 50 kW/Each

Location: Parking Lot

Access: Public not in DAC

Tier: Up to 90%

Cost Estimate: \$250K

Ruling: Service Inadequate for New Business \$0 Build Plan

Incentive A: Up to % Cap

$\$250,000 \times 90\% =$   
**\$225,000**

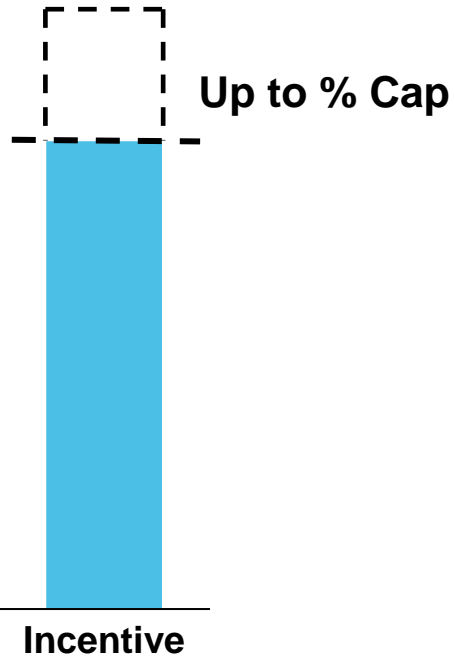
Incentive B: Project Cost Cap

Base Cap	+	Load Mgmt.	=	Total Cap	Speed Bonus
\$720/kW		NA		\$720/kW	NA

$\$720 \times 400\text{kW} =$  **\$288,000**

Project Cost Cap

**Incentive**  
**\$225,000**



All project cost caps require enough eligible infrastructure costs to earn the full amount!  
Projects constrained by Incentive A may not have access to full, or any, bonus cost caps.

# DCFC Ex. 3: Service Adequate Public project with Load Management

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

## My project is:

Size: 12 DCFC plugs  
KW: 200 kW/Each

Using Load Mgmt.  
Max Site kW: 1,100 kW

Location: Parking Lot

Access: Public not in DAC  
Tier: Up to 90%

Cost Estimate: \$1.5M

Ruling: Service Adequate

## Incentive A: Up to % Cap

$$\begin{aligned} \$1,500,000 \times 90\% = \\ \mathbf{\$1,350,000} \end{aligned}$$

## Incentive B: Project Cost Cap

Base Cap	+	Load Mgmt	=	Total Cap	Speed Bonus*
\$720/kW		\$45/kW		\$765/kW	\$90/kW

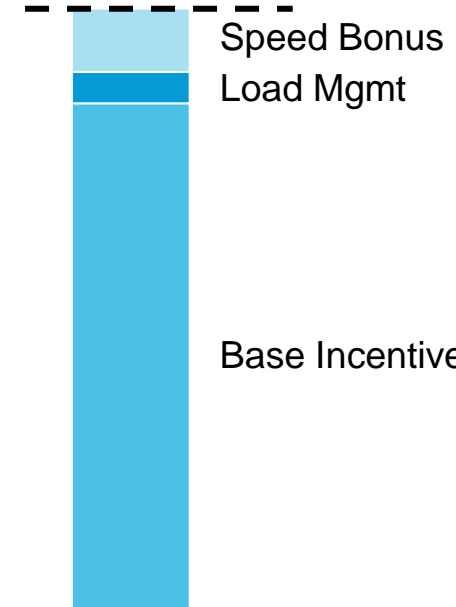
$$\begin{aligned} \$765 \times 1,100\text{kW} = \mathbf{\$841,500} \quad \mathbf{\$99,000} \end{aligned}$$

## Incentive

**\$940,500**  
*if completed in 6 months*

**\$841,500**  
*if completed after*

## Project Cost Cap



All project cost caps require enough eligible infrastructure costs to earn the full amount! \* Speed Bonus requires a DCFC project complete within 6 months of signing Program Agreement; projects that do not complete in time will not earn the bonus cap.

# DCFC Ex. #4: Service Inadequate Hub Style Project with Blockhouse

Your incentive is calculated as the lesser of two potential incentive amounts which provides the Program with flexibility to give more money to projects with additional costs.

## My project is:

Size: 30 DCFC plugs  
KW: 100 kW/Each

Location: Parking Lot

Access: Public not in DAC  
Tier: Up to 90%

Cost Estimate: \$3.5M  
USC\*: \$500,000

Ruling: Service Inadequate for Utility Side Costs and requires Blockhouse

## Incentive A: Up to % Cap

$$(\$3,500,000 + \$500,000 \text{ (USC*)}) \times 90\% = \$3,650,000$$

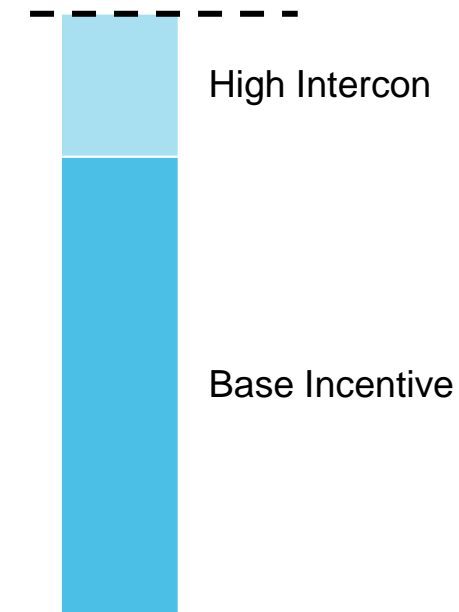
## Incentive B: Project Cost Cap

Base Cap	High Intercon	=	Total Cap	Speed Bonus*
\$720/kW	+ \$225/kW		= \$945/kW	NA

$$\$945 \times 3,000\text{kW} - \$500,000 = \$2,335,000$$

Incentive  
**\$2,335,000**

## Project Cost Cap



All project cost caps require enough eligible infrastructure costs to earn the full amount! \* Speed Bonus requires a DCFC project complete within 6 months of signing Program Agreement; projects that do not complete in time will not earn the bonus cap.



# Future Proofing

PowerReady can provide additional incentives for future proofing – **building out infrastructure to handle chargers being installed in the future.**

## Eligibility criteria

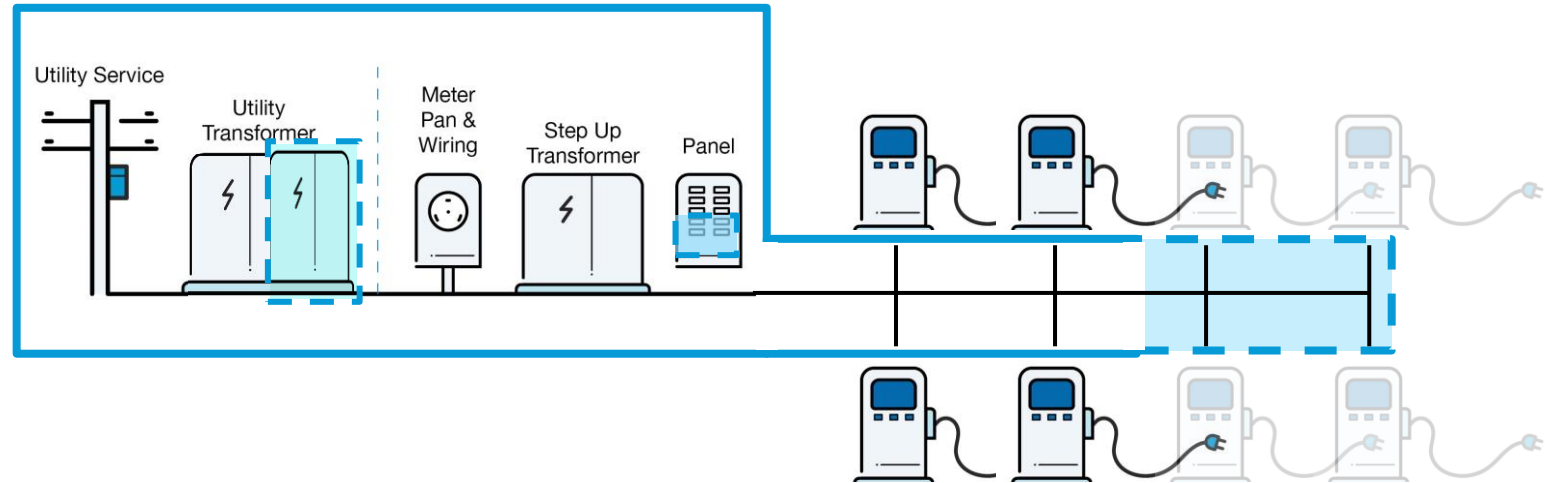
Include # chargers to be installed in future or desired additional power

Confirm availability of sufficient parking spaces to accommodate

Eligible future proofing dollars are capped at 10% of Make Ready costs

10% cap of Eligible Make Ready costs

No project cost cap



Note: Submit two quotes – one with and one without the future-proofing plan so the team can appropriately assess the additional costs

# L2 Incentive Structure

To earn bonuses, please see the descriptions of each potential bonus payment.

Type	Description
<b>Base Incentive Cost Cap</b>	<ul style="list-style-type: none"><li>• Applicable to all projects that do not have executed program agreements</li></ul>
<b>Speed Bonus</b>	<ul style="list-style-type: none"><li>• Service Adequate projects must complete construction within <b>six months</b> of signing Program Agreement; verified through Work Verification (Site Visit)</li><li>• Service Inadequate projects must complete construction within <b>one month</b> after Con Edison utility work</li><li>• Not available to projects with executed program agreements</li></ul>
<b>Large Project Bonus</b>	<ul style="list-style-type: none"><li>• Project must install 25 plugs or more to qualify;<ul style="list-style-type: none"><li>• <i>DAC eligible plugs are waived from this requirement</i></li></ul></li><li>• Bonus cap is only applied to the first 100 plugs</li><li>• Not available to projects with executed program agreements</li></ul>
<b>Future Proofing Bonus</b>	<ul style="list-style-type: none"><li>• Must install eligible futureproofing infrastructure, such as upsized conduit, wiring, panels, or additional trenching, all to install additional plugs in the future at a lower cost.</li><li>• Capped at 10% of the eligible costs</li><li>• Futureproofing is a separate category; does not impact any other cap calculations</li></ul>

# DCFC Incentive Structure

To earn bonuses, please see the descriptions of each potential bonus payment.

Type	Description
<b>Base Incentive Cost Cap</b>	<ul style="list-style-type: none"> <li>Applicable to all projects that do not have executed program agreements</li> </ul>
<b>Speed Bonus</b>	<ul style="list-style-type: none"> <li>Service Adequate projects must complete construction within <b>six months</b> of signing Program Agreement; verified through Work Verification (Site Visit)</li> <li><b>Not available</b> to projects that are service inadequate</li> <li>Can be combined with Load Management Bonus Cap; cannot be combined with High Interconnection Bonus Cap</li> <li>Not available to projects with executed program agreements</li> </ul>
<b>Load Management Bonus</b>	<ul style="list-style-type: none"> <li>Under Development!</li> </ul>
<b>High Interconnection Bonus</b>	<ul style="list-style-type: none"> <li>Project must install 10 or more plugs and be publicly accessible to qualify</li> <li>Interconnection costs, such as utility-side costs for a new service or customer-side costs such as a blockhouse, are at least 30% of the total base incentive</li> <li>Cannot be combined with Speed Bonus Cap or Load Management Bonus Cap</li> <li>Not available to projects with executed program agreements</li> </ul>
<b>Future Proofing Bonus</b>	<ul style="list-style-type: none"> <li>Must install eligible futureproofing infrastructure, such as upsized conduit, wiring, panels, or additional trenching, all to install additional plugs in the future at a lower cost</li> <li>Capped at 10% of the eligible costs</li> <li>Futureproofing is a separate category; does not impact any other cap calculations</li> </ul>