

**NY ELECTRIC VEHICLE INFRASTRUCTURE
MEDIUM- AND HEAVY-DUTY MAKE-READY PILOT
PROGRAM IMPLEMENTATION PLAN**

Submitted by:

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1. BACKGROUND

The New York Public Service Commission (Commission), in its July 16, 2020 *Order Establishing Electric Vehicle Infrastructure Make-Ready Program and Other Programs*,¹ directed all of the Joint Utilities,² with the exception of Con Edison, to develop, in consultation with the Department of Public Service Staff (Staff), a Medium- and Heavy-Duty Fleet Make-Ready Pilot Program (“Pilot Program”) and file implementation plans describing those programs no later than October 14, 2020. This document presents the Medium- and Heavy-Duty Make-Ready Pilot Program Implementation Plan (“MHDPPIP”) proposed by Central Hudson, NYSEG, National Grid, O&R, and RG&E.

1.1. PILOT OVERVIEW

The MHDPPIP is designed to reduce diesel emissions by encouraging the conversion of medium- and heavy-duty fleets to electric vehicles (EVs) in the utilities’ service territories. The Pilot Program focuses particularly on disadvantaged communities (DACs) and offers incentives to mitigate the cost of developing EV charging capacity for qualifying medium- and heavy-duty fleets. The incentives cover up to 90% of the utility-side make-ready costs.

Medium- and heavy-duty fleet operators and managers may apply for incentives through the website of the applicable participating utility. The utility will pay incentives to participants upon completion of the installation of charging equipment served by the make-ready infrastructure.

Funds for incentives are limited and available on a first-come, first-served basis. Each participating utility will accept applications until December 31, 2025, or until available incentive funding has been fully allocated, whichever comes first. Additional information about the Pilot Program, the application process, and remaining funding can be found on each utility’s website at the locations provided below.

Table 1: MHDPPIP Information Sources

Utility	Program Web Address
Central Hudson	www.cenhud.com/my-energy/electric-vehicles/EV-make-ready-program/
NYSEG	www.nyseg.com/EVChargerMakeready
National Grid	www.ngrid.com/uny-evcharging
O&R	www.oru.com/makeready
RG&E	www.rge.com/EVChargerMakeready

¹ Case 18-E-0138, *Proceeding on Motion of the Commission Regarding Electric Vehicle Supply Equipment and Infrastructure* (EVSE & I Proceeding), Order Establishing Electric Vehicle Infrastructure Make-Ready Program and Other Programs (issued July 16, 2020) (Make-Ready Program Order).

² The Joint Utilities are Central Hudson Gas & Electric Corporation (Central Hudson), Consolidated Edison Company of New York, Inc. (Con Edison), New York State Electric & Gas Corporation (NYSEG), Niagara Mohawk Power Corporation d/b/a National Grid (National Grid), Orange & Rockland Utilities, Inc. (O&R), and Rochester Gas and Electric Corporation (RG&E).

1.2. PILOT CONTACTS

All questions related to the Medium- and Heavy-Duty Make-Ready Pilot Implementation Plan should be directed to the Utility EV Program [distribution lists/emails] listed below:

Table 1: EV Program Managers

Utility	EV Program Managers
Central Hudson	EVMakeready@cenhud.com
NYSEG	EVPrograms@nyseg.com
National Grid	NGFleetProgram@nationalgrid.com
O&R	ev@oru.com
RG&E	EVPrograms@rge.com

2. DEFINITIONS

Customer-side equipment: Equipment related to the installation of an EV charging station on the customer side of the meter (may include panels, conductors, and trenching as well as charging station stands and plugs).

Medium- and Heavy-Duty Make-Ready Pilot: The Pilot Program that provides incentives for up to 90% of the purchase and installation of make-ready equipment associated with installing EV chargers in support of medium- and heavy-duty vehicle fleets in each participating utility’s service territory.

Disadvantaged Community (DAC): Defined in the Make-Ready Program Order to include low- and moderate-income (“LMI”) communities and Environmental Justice (“EJ”) Communities. The Joint Utilities will collaborate with Staff to publish an updated definition before the end of October 2020.

Fleet: Any set of commercially or institutionally owned or leased vehicles used for commercial, industrial, or institutional purposes.

Heavy-duty vehicles: Any Class 7 – 8 vehicles with a gross vehicle weight rating (GVWR) over 26,000 lbs. These vehicles require Class B commercial driving licenses or other specialized permitting to operate.

Medium-duty vehicles: Mid-sized vehicles including passenger and cargo vehicles, trucks and equipment in Class 3 through Class 6 (vehicles with a GVWR of 10,001 lbs. to 26,000 lbs.).

New York City Clean Trucks Program: A program administered by the New York City Department of Transportation that offers financial incentives to help cover the cost of converting diesel vehicles to electric power and provides funding from \$12,000 up to \$185,000 per eligible truck replacement.

New York Truck Voucher Incentive Program: A program run by the New York State Energy Research and Development Authority (NYSERDA) that offers financial incentives to help cover the cost of converting

diesel vehicles to electric power and provides funding for 80% to 100% of the incremental cost between a new diesel-powered truck and a new battery-powered vehicle of the same type and class.

Participant: The fleet manager or owner who applies for incentive and support through the Pilot Program and is responsible for overseeing the completion of the project on the customer side of the meter.

Utility-side make-ready equipment: Any utility-owned infrastructure and equipment involved in providing the electric services, extensions, or upgrades needed to support installation of EV infrastructure in excess of standard new business allowances.

3. INCENTIVES CRITERIA

Designed to reduce diesel emissions, the Pilot Program provides utility-side make-ready incentives as well as incentives for project equipment and installation.

Utility-side make-ready incentive. The Pilot Program provides incentives covering up to 90% of utility-side make-ready costs including the equipment and installation of step-down transformers, overhead service lines, utility meters, and other traditional distribution infrastructure.

4. ELIGIBILITY CRITERIA

The participating utilities will prioritize projects within a DAC or that support fleets that operate a significant portion of time in DACs. The participating utilities will have full discretion for accepting applications and awarding the final incentives based on the specific characteristics of the project.

Each participating utility will evaluate proposals for make-ready projects on three key criteria— participation in the Voucher Incentive Program, procurement plan changes, and impact on DACs. A project that does not meet the requirements for the Voucher Incentive or Clean Trucks Program is not eligible.

New York Truck Voucher Incentive / New York City Clean Trucks Program participation: To qualify for the Pilot Program incentives, fleet owners or managers must receive support, through either the New York Truck Voucher Incentive Program or the New York City Clean Trucks Program. Participation in either of these programs demonstrates that the Pilot Program applicant is replacing an older, polluting diesel truck with a clean vehicle technology that dramatically reduces or eliminates tailpipe pollution. Documentation of participation in the Voucher Incentive Program or Clean Truck Program must be provided in the initial application for the Pilot Program.³

Disadvantaged Community impact: In pursuit of the Pilot Program’s primary objective of reducing diesel emissions within DACs, the participating utilities will prioritize providing incentives to projects located in or that support fleets that are operating a significant portion of the time in DACs and that demonstrate greater commitment to reducing diesel emissions in DACs.

³ Any entity participating in either of these programs will be eligible to receive incentives under the Pilot Program.

5. IMPLEMENTATION

The Medium- and Heavy-Duty Make-Ready Pilot Program seeks to engage with fleet owners and managers across each the participating utilities' service territories and to drive installation of make-ready equipment for fleet EV charging infrastructure. The Pilot Program relies on targeted outreach and solicitation of applications through the utilities' websites to develop a project pipeline. Each participating utility will conduct application review, verification, and approval in close coordination with site owners and developers.

Each participating utility is responsible for managing all utility-owned equipment installations required for each project. The participant is responsible for the installation of all other equipment at the site. Pilot funds will be allocated based on costs associated with each project upon verification of the completion of the installation.

Along with the support provided by Pilot Program funding, a free Fleet Assessment Service is available to all light, medium, and heavy-duty fleet operators in each participating utility's territory. Customers are encouraged to go through the Fleet Assessment Service prior to seeking funding through the Pilot Program. Fleet managers can apply to the Fleet Assessment Service through the participating utilities' websites. Following an initial consultation, a utility representative will conduct a site analysis with potential program participants to assess the site's feasibility for EV charging infrastructure. The utility will then analyze these data to identify potential conversion scenarios and conduct a rate analysis to inform fleet managers' decisions. Additional details regarding the Fleet Assessment Service are available on each participating utility's website.

5.1. MEDIUM- AND HEAVY-DUTY MAKE-READY PILOT

Program definition: The Medium- and Heavy-Duty Make-Ready Pilot Program is designed to provide incentives for the development of electric distribution infrastructure. This includes utility-owned equipment such as overhead distribution lines, step-down transformers, protective devices, and metering.

Participant journey: Participants generally begin the journey through the Pilot Program with either targeted outreach by each participating utility or through customer-initiated contact. Customers are then encouraged to go through the Fleet Assessment Service prior to seeking funding (fleet managers can apply to the Fleet Assessment through the appropriate utility's website). The journey continues through application, review, and approval before moving on to equipment installation and inspection and payment of the incentive. These are the steps in the customer journey:

- **Education and outreach.** Each participating utility conducts targeted outreach to potential participants based on their participation in the New York Truck Voucher Incentive Program or the New York City Clean Trucks Program, proximity to DACs, and other eligibility considerations. Initial outreach may involve bill inserts or flyers explaining EV charging infrastructure and the benefits of operating EV fleets. (See section 6 for further education and outreach detail.)
- **Application submission.** Interested parties can apply for the Pilot Program on each participating utility's website. The application requests name and contact information, a brief project

description of the fleet to be converted, locations of operation, and locations of charging sites. The application also requires proof of participation in the New York Truck Voucher Incentive Program.

- **Application review.** After receiving a completed application, the utility will review the application and notify the applicant of approval or rejection based on the Pilot Program priorities and the applicant’s participation in the Voucher Incentive Program. Following acceptance by the applicant, a utility representative may arrange a consultation and schedule a site visit. During the site visit, the utility representative assesses the viability of EV charging infrastructure at the site based on site capacity, planned utility work, and available and required parking spots. The utility will also work with the applicant to select appropriate EV charging equipment with a power output suitable for adequately charging their fleet vehicles during routine operation. The utility may conduct virtual site assessments for simpler sites as appropriate during COVID-19.
- **Application approval and agreement.** The utility will draft a project agreement detailing the utility-side work, customer-side work, associated incentives, and timeline for the project. Once the project agreement is signed by all parties, work on the project begins. The program participant may be required to compensate the utility for utility-side work which is not covered by the incentive associated with the Pilot Program.
- **Equipment installation.** The utility is responsible for completing the utility-side work for the site. This involves installing all necessary equipment up to and including appropriate meters for data collection. The installation of customer-side equipment and EV charging plugs may occur simultaneously.
- **Final inspection.** Upon completion of all relevant make-ready work, a utility representative will conduct a final site assessment to verify that the project is completed satisfactorily.
- **Incentive payment.** After verifying that a project is complete, the utility will distribute the incentive payment to the participants and contractors as lump sums as defined in the project agreement.
- **Survey.** After the final inspection and a sufficient operating window, participants will receive a satisfaction survey from the utility. The survey captures participants’ impressions of Pilot Program outcomes, their plans to go through with fleet electrification, any ongoing barriers, and their interest in other utility services that may be useful to support their electrification.

6. EDUCATION AND OUTREACH PLAN

Outreach and education are critical to successfully engaging fleet managers and owners in the MHDPPIP. Three key criteria—participation in the New York Truck Voucher Incentive Program or New York City Clean Trucks Program, proximity to and activity within DACs, and local system capacity—will inform each utility’s education and outreach efforts and identify sites and fleet owners well-positioned for investment.

6.1. *VOUCHER INCENTIVE PROGRAM PARTICIPANT OUTREACH*

Each participating utility will review recent applicants to the New York Truck Voucher Incentive Program and New York City Clean Trucks Program to identify potential targets. Fleet managers and owners who are seeking support through the voucher program are demonstrating their intention to convert their fleet to EVs and clearly meet the primary criteria for the Pilot Program. Utility outreach includes activities such as direct mailers, bill inserts or flyers describing the benefits of the Medium- and Heavy-Duty Make-Ready Pilot Program and directing potential participants to information and the application on each participating utility’s website.

6.2. *DISADVANTAGED COMMUNITY FLEET MANAGER OUTREACH*

Participating utilities will target fleets that are located in areas that serve DACs and have adequate load capacity. Participating utilities will use publicly accessible Load-Serving Capacity Maps, which detail distribution system capacity across their service territories. The maps may also overlay DACs, as defined by the Commission. Outreach materials may include educational video content and bill inserts, or flyers explaining EV fleets and the benefits they offer fleet managers and owners.

The participating utilities will also regularly send their customers information about EVs through e-newsletters, social media, events, press releases, websites, direct mail, and advertisements. These various channels will direct potential participants to the utility website for more information on the New York Truck Voucher Incentive Program and the MHDPPIP.

7. PROGRAM COSTS AND GOALS

The budget amounts provided in Table 3 are proposed to implement the MHDPPIP. These amounts consider both the minimal level of funding required to operate a successful Pilot Program as well as the geographic distribution of medium- and heavy-duty fleets in each participating utility’s service territory.

Table 3 MHDPPIP Budgets

Utility	Fixed Operating Budget
Central Hudson	\$2M
National Grid	\$6M
NYSEG	\$3M
O&R	\$2M
RG&E	\$2M
Total	\$15M

7.1. COST RECOVERY

Cost recovery mechanisms for this Pilot Program will be consistent with principles outlined in the Make-Ready Program Order.⁴

⁴ EVSE&I Proceeding, Make-Ready Program Order, pp. 78-81.