# The Charge Ready Advantage

## How Installing EV Charging with SCE Benefits Your Multifamily Property

# Today's Objectives

To help every attendee better understand the:

- ❑ Cost
- ❑ Time
- ❑ Effort

to get EV chargers installed on their multifamily development and/or property, and how SCE's New Construction Rebate (NCR) can help make the process easier and more efficient.

# The EV Charging Opportunity

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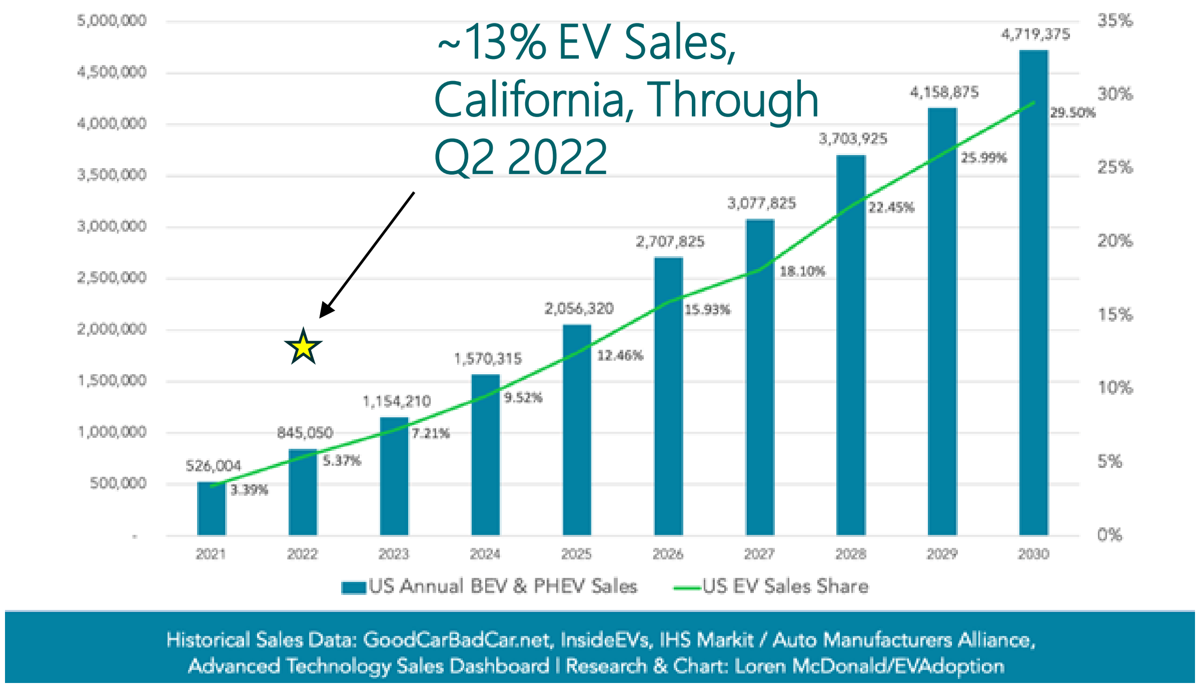
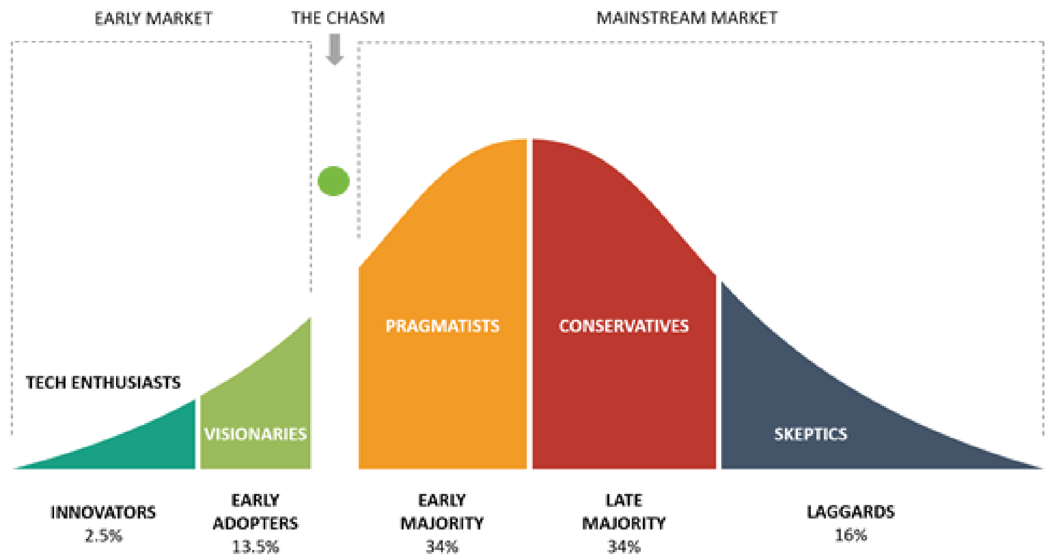
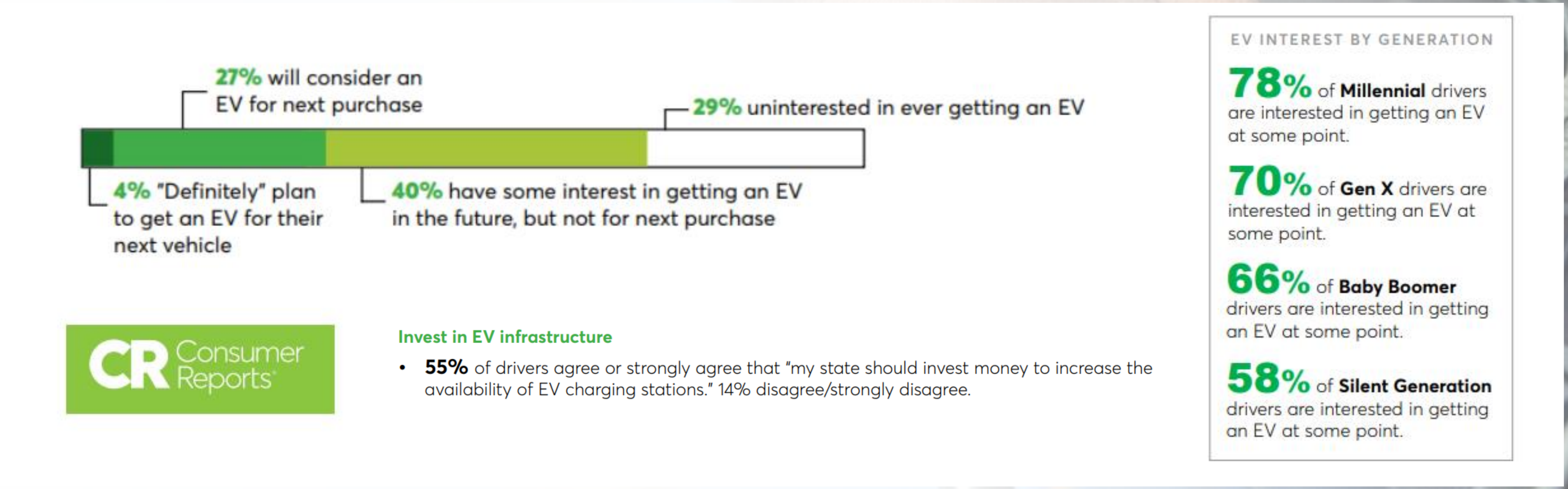
# Right now, electric vehicles in California are "crossing the chasm" – reliable data is pointing to EV adoption hitting the early majority benchmark in the next few years




Visual Source: *"The Ultimate Guide to EV Charging." Slide 6. 2 Aug 2022. SemaConnect Webinar* [https://bit.ly/3w6PIUl](https://bit.ly/3w6PIUl).

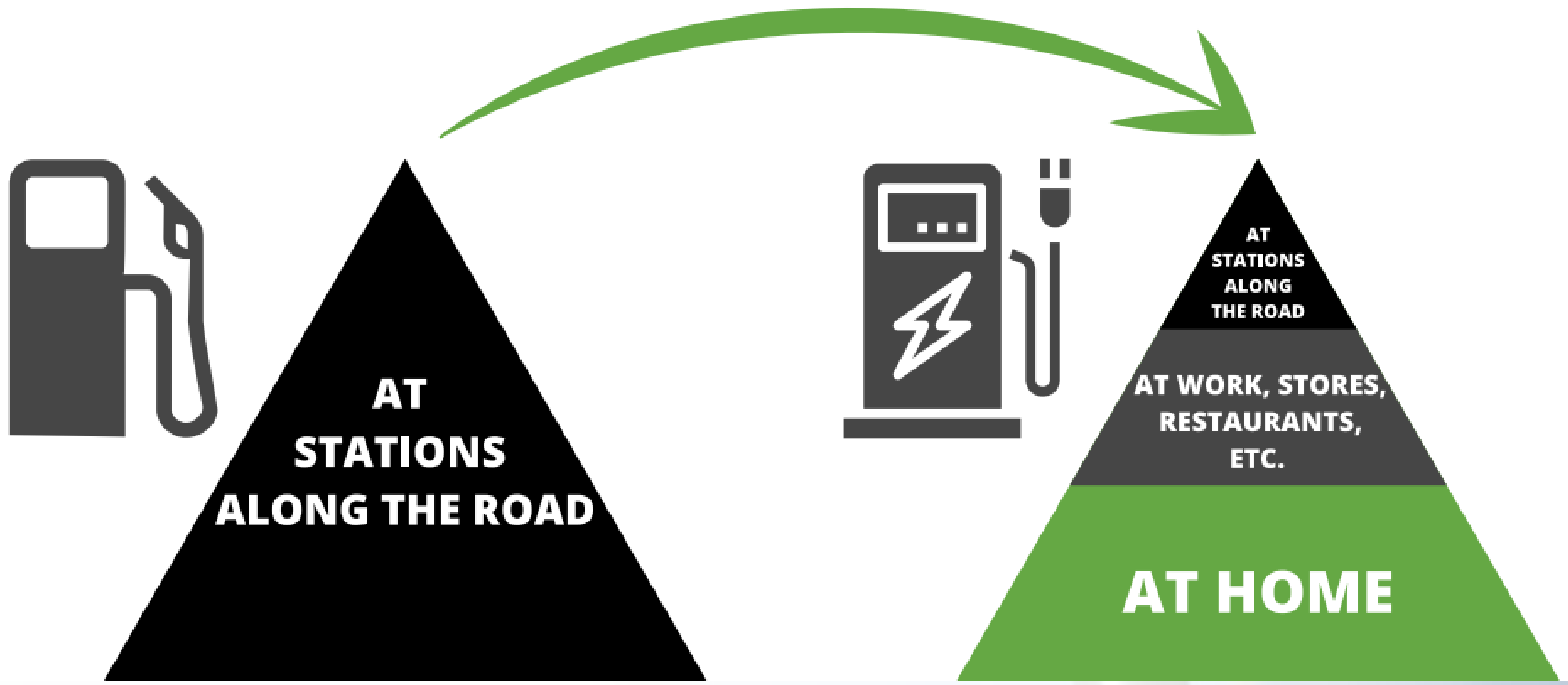
# In a nation-wide survey of American adults, 70% indicated they had interest in getting an EV




*Source: "New CR survey finds the majority of consumers are interested in getting an electric vehicle." Dec 2020. Consumer Reports. https://bit.ly/3C9yXMq*

*Visual Source: "The Ultimate Guide to EV Charging." Slide 8. 2 Aug 2022. SemaConnect Webinar. https://bit.ly/3w6PIUI*

# With one-third of Californians living in multifamily housing, the trend of electric vehicle adoption and flexibility of EV charging as a product presents a value-add opportunity for multifamily professionals




*Visual Source: "The Ultimate Guide to EV Charging." Slide 14. 2 Aug 2022. SemaConnect Webinar. [https://bit.ly/3w6PIUl](https://bit.ly/3w6PIUl)*

# The EV Charging Opportunity: why is EV charging an opportunity for your multifamily development?

**Be more attractive:** Through Q2 2022, 13% of all new vehicle sales were all-electric[1]. Investing in EV charging installation will attract and retain tenants that drive and rely on EVs.

**Increase your short-term value:** Whether you want to sell your property in the short-term, gain access to better terms during development, or provide a more premium experience for your tenants, EV charging installation is the right investment, right now to add value to your multifamily development

**Future-proof your property:** Over time, California legislation has required stricter EV charging requirements on physical property (e.g. CALGreen Code). Funding and SCE expertise is available now to get EV charging installed – it may not be available if laws get stricter.

[1] *New ZEV Sales in California, California Energy Commission,* *https://www.energy.ca.gov/data-reports/energy-almanac/zero-emission-vehicle-and-infrastructure-statistics/new-zev-sales*

# Installing EV charging with Charge Ready

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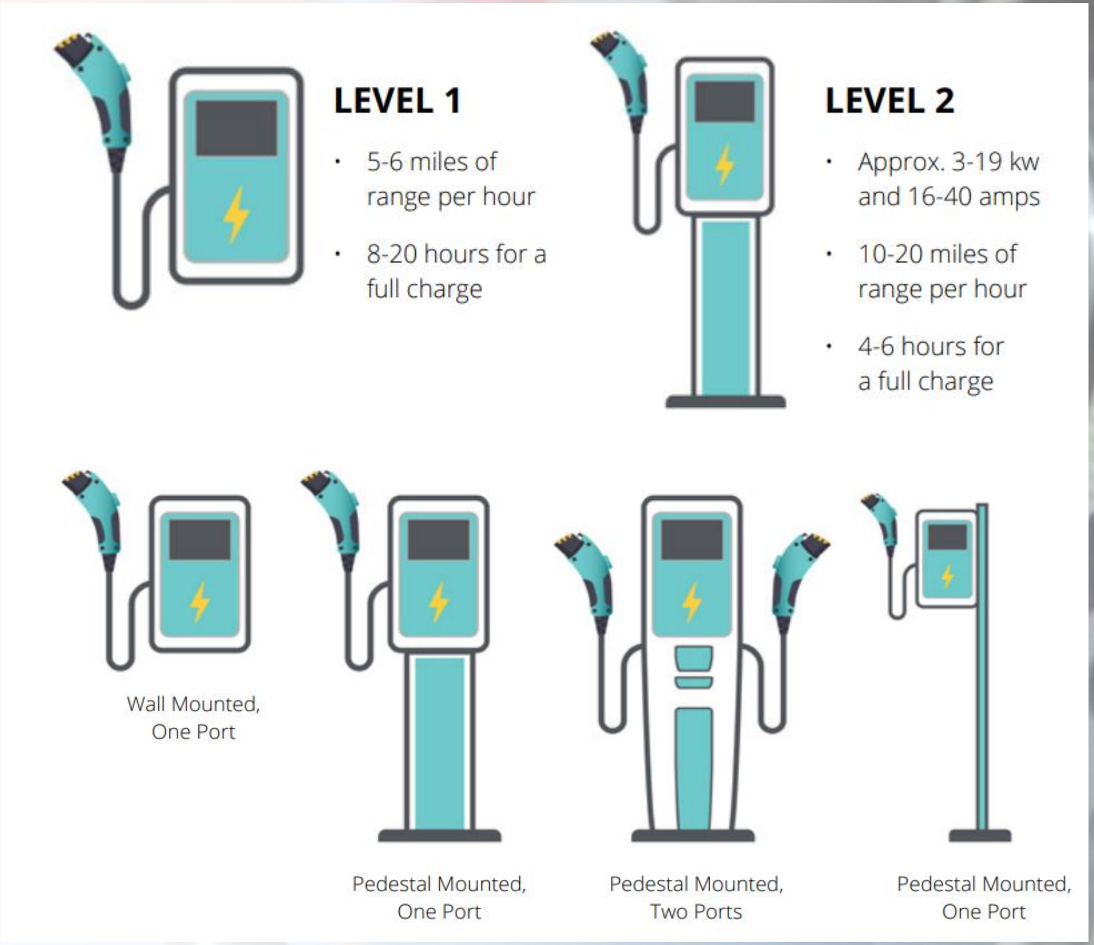
# Charging Station 101

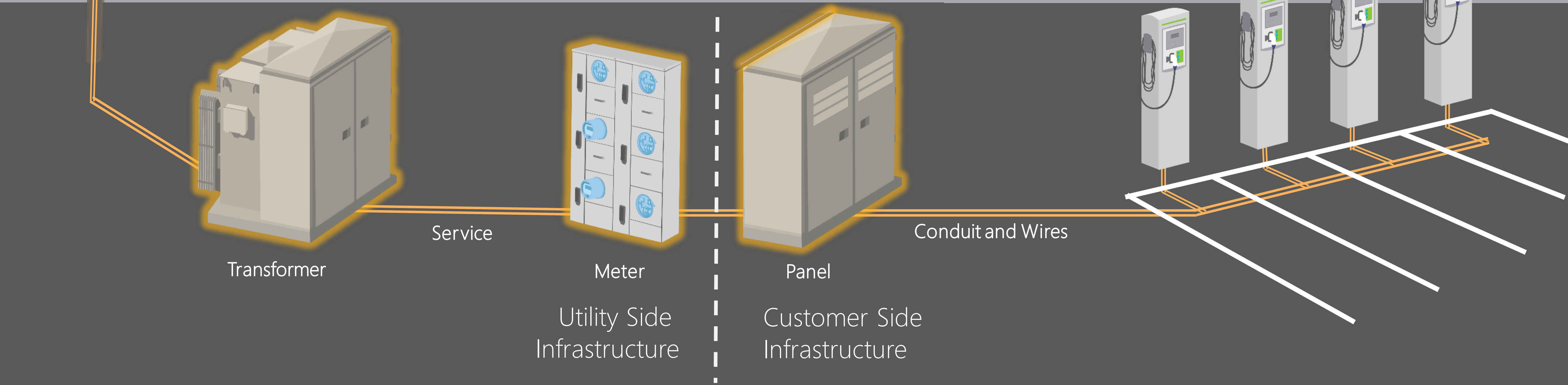
- Charging station levels are determined by the speed at which they charge the vehicle's battery
- Price of a charging station is based on:
  - Power level
  - Number of ports
  - Type of mounting
  - Network connectivity
  - Additional energy management capabilities
- Remember every electric vehicle also has an acceptance rate that governs the speed at which its battery accepts power
  - E.g. a 2017 Nissan Leaf accepts 6.6 kW, even when connected to a charger that can send 19.2 kW



# SCE's "Make Ready" model

SCE will cover cost of make-ready infrastructure and may offer a rebate to offset cost of procuring and installing charging stations

Participant is responsible for procuring charging stations in the vast majority of situations




SCE covers the cost of make-ready infrastructure

Program covers costs associated with service drop, meter, panel and circuit dedicated to EV charging. Make-Ready ends at interconnection point with charging equipment providing AC service.

# There is now a waitlist in effect for several Charge Ready offerings

- Due to strong interest in funding for electric vehicle (EV) charging infrastructure, effective September 1st, 2022, new applications for the following Charge Ready offerings are on a waitlist:
  - Charge Ready Infrastructure & Rebate (CIR)
  - Customer-Side Make-Ready (CSMR)
  - Multifamily Turn-Key Installation (Turn-Key)

- Any update on the status of the waitlist period will be available in January 2023 – any further questions on this waitlist period can be directed to chargeready@sce.com

- However, this waitlist does not impact the New Construction Rebate (NCR) program offering

# The New Construction Rebate (NCR) offering within Charge Ready is designed to get a multifamily development[1] from EV Capable to EV Installed

**EV Capable**

Installation of "raceway" (the enclosed conduit that forms the physical pathway for electrical wiring to protect it from damage) and adequate panel capacity to accommodate future installation of a dedicated branch circuit and charging station(s).

**EV Ready**

EV Capable plus installation of dedicated branch circuit(s) (electrical pre-wiring), circuit breakers, and other electrical components, including a receptacle (240-volt outlet) or blank cover needed to support future installation of one or more charging stations.

**EV Installed**

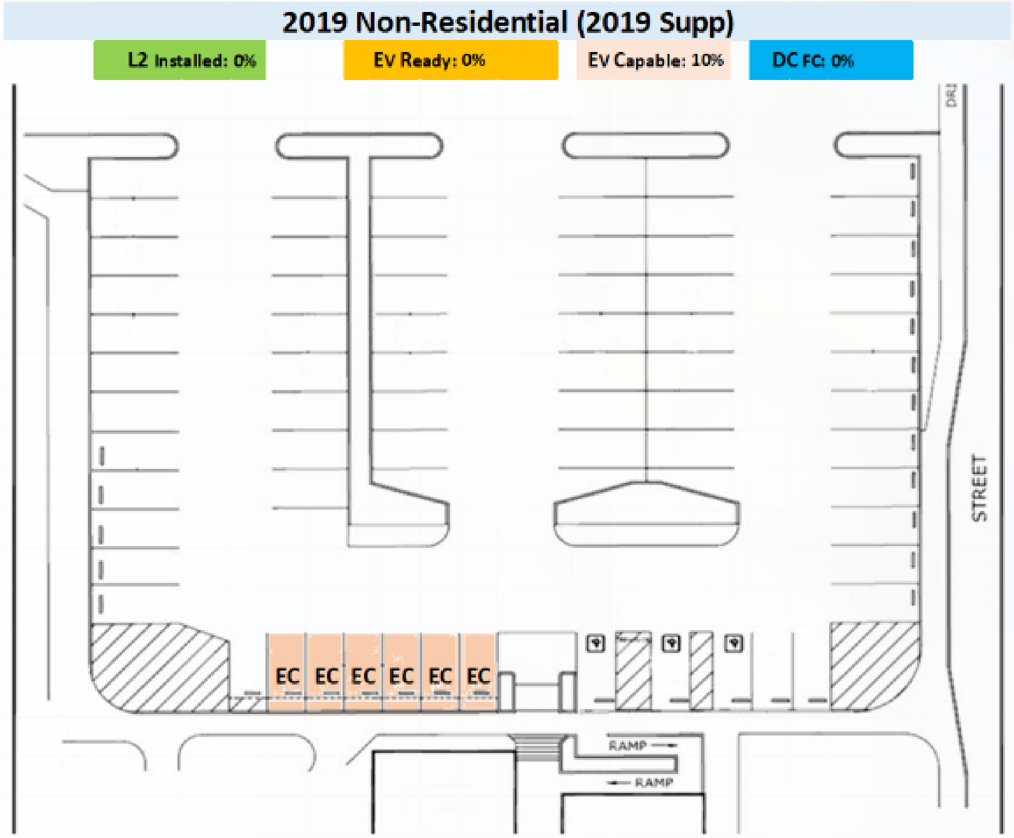
EV Ready plus installation of a minimum number of Level 2 electric vehicle supply equipment (EV chargers)

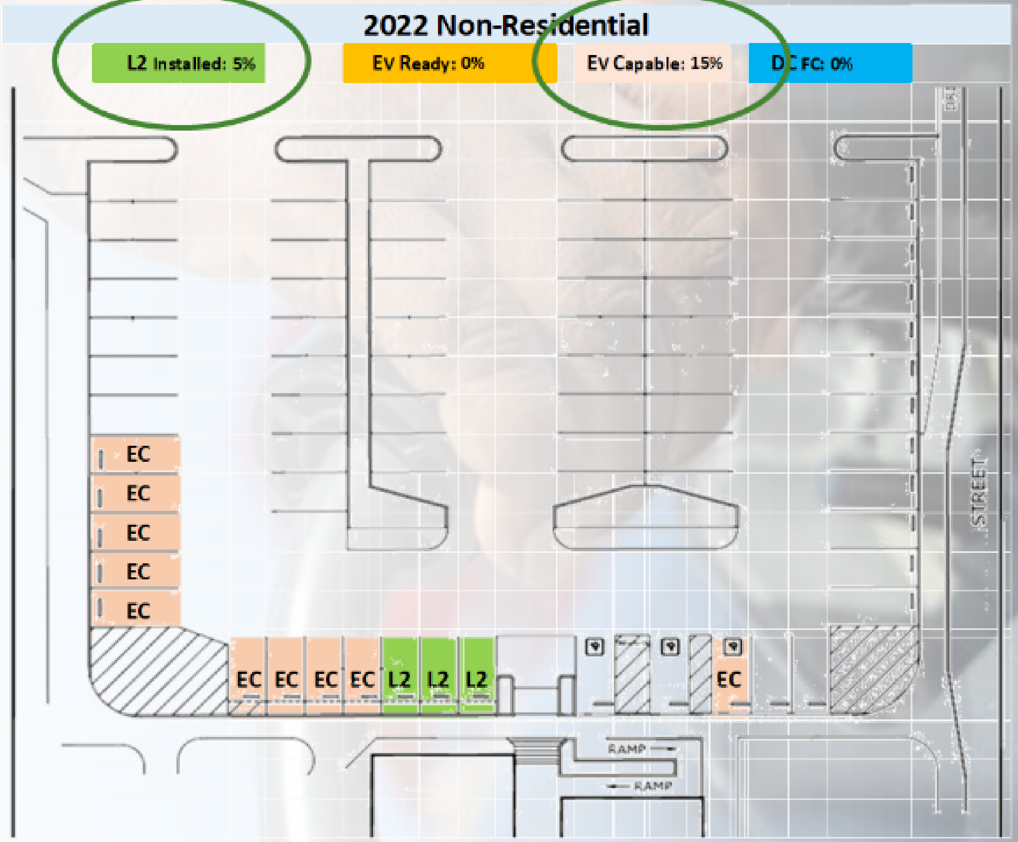
*This is what a relevant property is required to have on 10% of parking spaces to be in compliance with CALGreen*

*This is where SCE wants a relevant property to get with the $3500/port New Construction Rebate*

[1] *Applicable for any multifamily property within SCE territory that is currently in development or has a certificate of occupancy 1/1/2017 or after*

# Effective 1/1/2023, EV charging requirements, via CALGreen Code, will get stricter for multifamily developments[1]





Example: 69 parking spaces

Note: this slide is intended to illustrate a general code requirement scenario and does not reflect the full nuance of code language.

[1] *Multifamily development projects with 20 or more dwelling units – please reference 2022 CALGreen Code for projects with 20 or less units*

# 2022 CALGreen Code Updates: Key Takeaway

- It’s important for a customer to always verify with a Title 24 expert, but as a directional rule-of-thumb, if a customer’s multifamily development is going to plan check[1] this year, their multifamily property is subject to 2019 CALGreenCode, but effective 1/1/2023, their multifamily property is subject to the stricter 2022 CALGreenCode, as it relates to EV charging infrastructure

- If the customer wants to take advantage of less strict CALGreenCode requirements, and is going to plan check this year on their development, they should prepare and submit their NCR application as soon as possible this year

[1] *The authority-having-jurisdiction (AHJ) reviews permit applications and building plans for compliance and approves it for fees to be paid and a permit to be issued*

# EV Charging Installation Barriers

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# What are your barriers to installing EV charging on your multifamily development and/or property?

COST

TIME

GUIDANCE

# The Cost Barrier[1]: Economical Option

| Product | Qty | Price | Sub Total |
|---|---|---|---|
| Single Port Charging Station, LTE | 8 | $2,500.00 | $20,000.00 |
| Dual Port Charging Station, LTE | 1 | $5,200.00 | $5,200.00 |
| Annual Network Fee | 9 | $90.00 | $810.00 |
| Shipping Estimate | | $250.00 | $250.00 |
| Taxes | | $3,121.20 | $3,121.20 |
| TOTAL | | | $29,381.20 |

- Hypothetical Problem: An apartment complex is being developed with 75 units and 100 parking spots. Current CALGreenCode requires 10% of their spaces to be EV-Capable. They want to install 10 L2 EV charging ports, electing for an economical option. What is an estimate for how much it will cost ?

[1] *Please note any provided costs are hypothetical only and not a set estimate for what a customer can expect to pay*

# The Cost Barrier[1]: Premium Option

| Product | Qty | Price | Sub Total |
|---|---|---|---|
| Single Port Charging Station, LTE | 8 | $4,900.00 | $39,200.00 |
| Dual Port Charging Station, LTE | 1 | $7,200 | $7,200.00 |
| Annual Network Fee | 9 | $500.00 | $4,500.00 |
| Shipping Estimate | | $250.00 | $250.00 |
| Taxes | | $6,108.00 | $6,108.00 |
| TOTAL | | | $57,258.00 |

- Hypothetical Problem: An apartment complex is being developed with 75 units and 100 parking spots. Current CALGreenCode requires 10% of their spaces to be EV-Capable. They want to install 10 L2 EV charging ports, electing for a premium option. What is an estimate for how much it will cost ?

[1] *Please note any provided costs are hypothetical only and not a set estimate for what a customer can expect to pay*

# The Cost Problem[1]: Premium Option revisited with SCE's New Construction Rebate

| Product | Qty | Price | Sub Total |
|---|---|---|---|
| Single Port Charging Station, LTE | 8 | $4,900.00 | $39,200.00 |
| Dual Port Charging Station, LTE | 1 | $7,200 | $7,200.00 |
| Annual Network Fee | 9 | $500.00 | $4,500.00 |
| New Construction Rebate | 10 | $3,500.00 | ($35,000.00) |
| Shipping Estimate | | $250.00 | $250.00 |
| Taxes | | $6,108.00 | $6,108.00 |
| TOTAL | | | $22,258.00 |

- Hypothetical Problem: An apartment complex is being developed with 75 units and 100 parking spots. Current CALGreenCode requires 10% of their spaces to be EV-Capable. They want to install 10 L2 EV charging ports, electing for a premium option. What is an estimate for how much it will cost ?
- Key Takeaway: The New Construction Rebate covers most-if-not-all installation costs (outside of shipping and taxes), significantly reducing the up-front capital to get stations installed and energized

[1] *Please note any provided costs are hypothetical only and not a set estimate for what a customer can expect to pay*

# The Cost Problem[1]: Economical Option revisited with SCE's New Construction Rebate

| Product | Qty | Price | Sub Total |
|---|---|---|---|
| Single Port Charging Station, LTE | 8 | $2,500.00 | $20,000.00 |
| Dual Port Charging Station, LTE | 1 | $5,200 | $5,200.00 |
| Annual Network Fee | 9 | $90.00 | $810.00 |
| New Construction Rebate | 10 | $3,500.00 | ($35,000.00) |
| Shipping Estimate | | $250.00 | $250.00 |
| Taxes | | $3,121.20 | $3,121.20 |
| TOTAL | | | $3,371.20 |

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- Key Takeaway: The New Construction Rebate covers most-if-not-all installation costs (outside of shipping and taxes), significantly reducing the up-front capital to get stations installed and energized

[1] *Please note any provided costs are hypothetical only and not a set estimate for what a customer can expect to pay*


Exploring EV Charging at Silver Spur Court

# Next Steps

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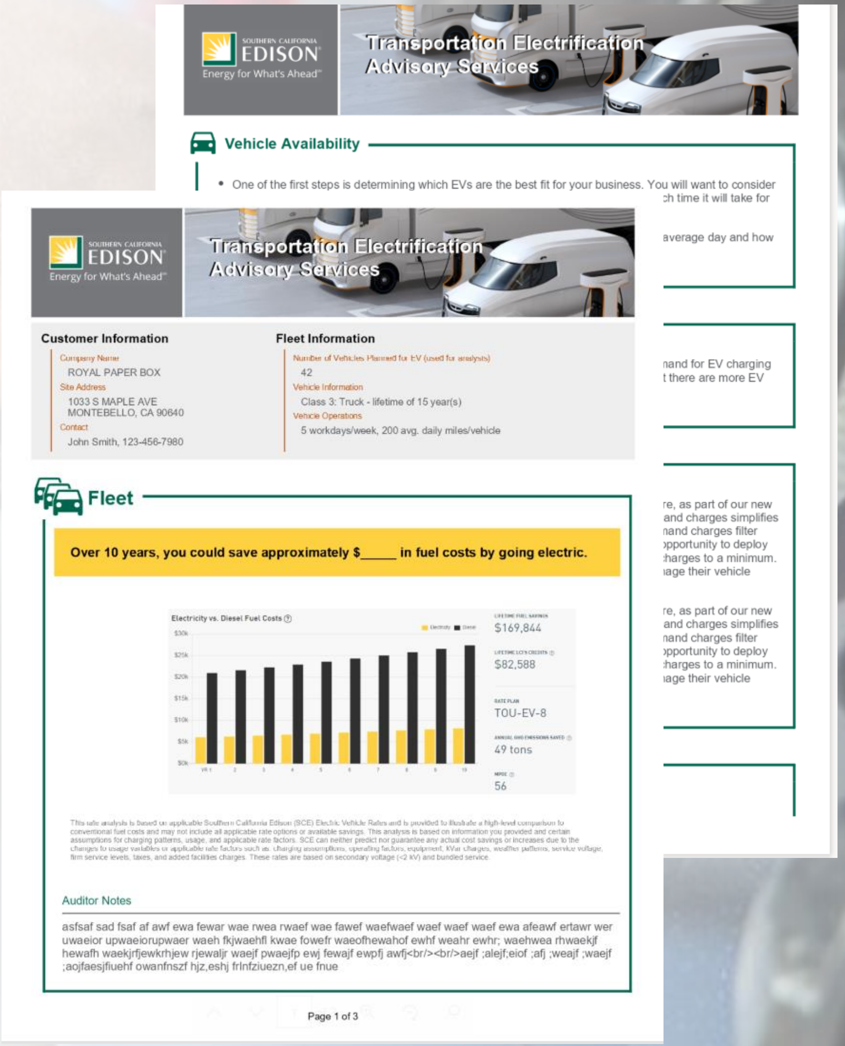
# What can SCE provide to help you move forward with EV installation?

| Immediate Term (0-2 Weeks) | Medium Term (3-6 Weeks) |
|---|---|
| • Execute a similar Charge Ready presentation for your larger organization, HOA, etc.<br><br>• Provide a curated list of next steps/Charge Ready resources to help navigate how to move forward | • Conduct an EV Readiness Study |

# What is an EV Readiness Study?

- An SCE-conducted study that helps multifamily property customers in our territory determine the feasibility of their specific electrification project, at no cost to the customer
- Participants will receive the following:
  - Consultation call with an SCE Transportation Electrification Advisor
  - High-level study of your project with site-specific recommendations and list of resources. Study elements include:
    - EVSE charging level recommendations
    - Estimated number of charging stations needed
    - Financial incentives available
    - Site planning considerations
    - Next steps



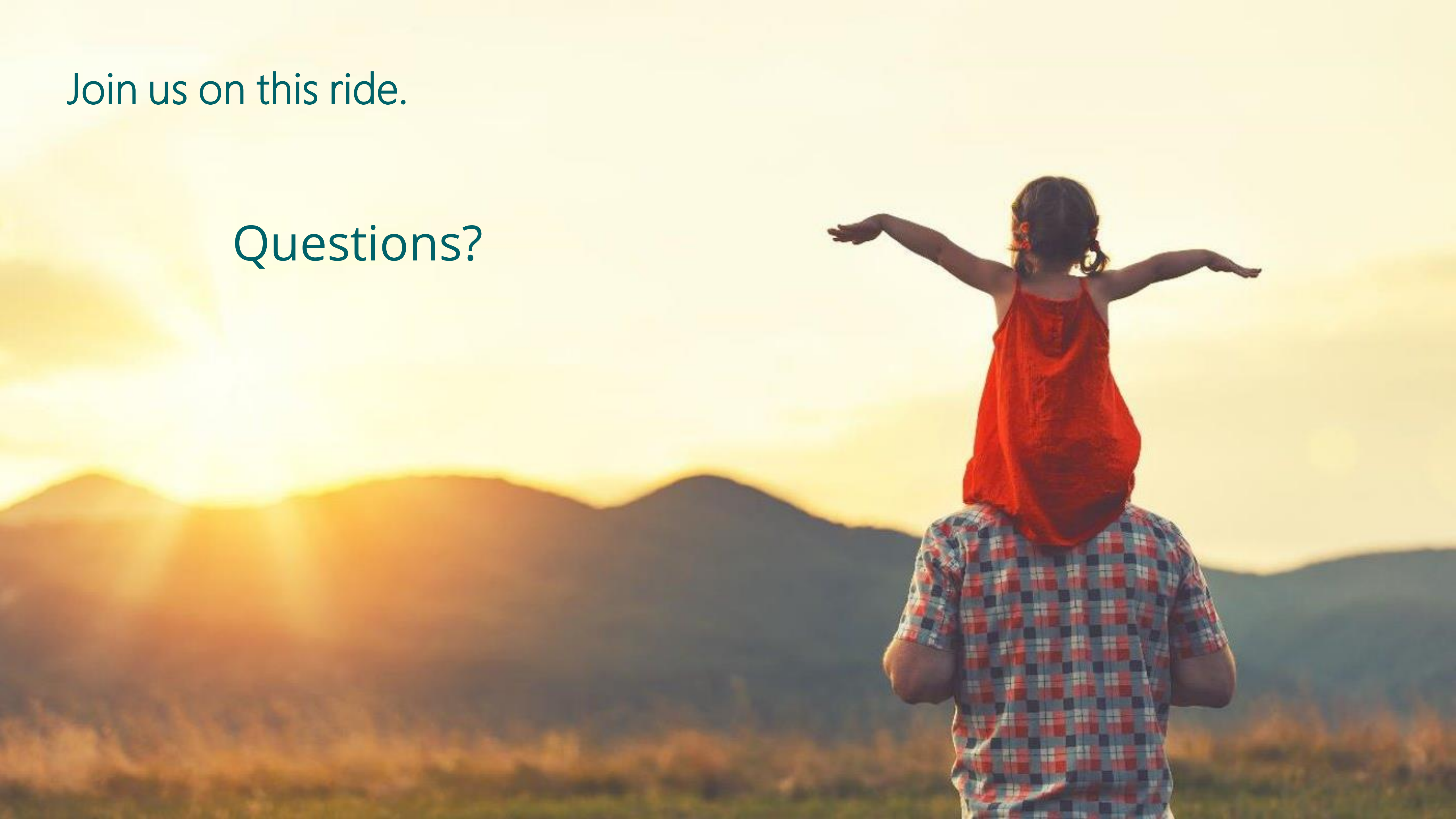

**www.sce.com/EVRS**

# How can we partner together moving forward?

| | Immediate Term (0-1 Week) |
|---|---|
| Action | Complete 'Next Steps' Interest Form |
| Benefit | (1) Allows SCE to directly assist attendees with Charge Ready applications/next steps<br><br>(2) Pushes SCE to continuously improve its Charge Ready outreach/approach through direct feedback |

Join us on this ride.

# Questions?



# Appendix

# What Qualifies as a Multifamily Property?

Qualifying multifamily sites are defined as:

**Residential properties** – Structures that are designed to accommodate two or more tenants with shared parking areas.

**Apartment Buildings** – Structure(s) containing two or more dwelling units that may also include common areas and facilities.

**Retirement Communities, Townhomes, Condominiums** – Residential communities with shared parking areas managed by an HOA or an equivalent association.

**Mobile Home Parks** – Residential mobile home communities with shared parking areas.

**University & Military Housing** – Student or military housing units or apartments with individual cooking facilities

**Timeshares** – Vacation property communities with shared parking areas managed by an HOA or an equivalent association.

**Public Parking With Dedicated Overnight Resident Passes** – Public parking lots designated for nearby multi-family residents for overnight parking. Stations can be open for public use during day-time hours.