



Power Your Drive *for* Fleets

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Frequently Asked Questions (FAQs)



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Power Your Drive for Fleets

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Program Overview



What is Power Your Drive for Fleets?

Power Your Drive for Fleets is a program from San Diego Gas and Electric (SDG&E) that helps fleet owners and operators reduce operating costs, eliminate emissions, and simplify vehicle maintenance by transitioning to electric vehicles (EVs). The program connects fleets with resources, a fleet-friendly charging rate, and financial incentives to easily and cost-effectively design and install the charging infrastructure needed to power their medium- and heavy-duty electric fleets. [Read the full program overview here.](#)

What is the goal of the program?

The goal of the program is to serve a minimum of 3,000 medium- and heavy-duty, on-road and off-road class 2-8 EVs at 300 customer sites throughout SDG&E's service area. By deploying EVs, fleets eliminate emissions, help meet sustainability goals, and save money on fuel costs, operational costs, and maintenance.

As approved by the California Public Utilities Commission (CPUC) in Aug 2019, the Power Your Drive for Fleets program includes the following key elements:

Minimum of 10 percent of the infrastructure budget to serve transit and school buses

Maximum of 10 percent of the infrastructure budget to serve forklifts

Minimum of 30 percent of the infrastructure budget to serve disadvantaged communities

Maximum of 10 percent of the infrastructure to be spent on program administration

Rebates on chargers for transit agencies, school districts, and fleets located in disadvantaged communities

What vehicles are eligible under the program?

Power Your Drive for Fleets is applicable to Class 2-8, on-road and off-road EVs including:

Medium- and heavy-duty trucks and vans

Transit buses

School buses

Transport refrigeration units (TRUs)

Airport ground support equipment

Port equipment

Forklifts and other equipment

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Is there a required number of EVs?

Participation in the Power Your Drive for Fleets program requires a purchase order of a minimum of two medium- or heavy-duty EVs. However, having a bigger site would be advantageous from program cost and vehicle target perspective therefore SDG&E prefers bigger sites where possible. There is no maximum number of EVs.

How does the program work?

SDG&E works with fleets from the initial infrastructure planning stage through to design, construction, and ongoing site maintenance. Fleets have two options to construct and pay for charging infrastructure:

Installation & Ownership option 1 • SDG&E-owned infrastructure, no cost installation:

SDG&E pays for, constructs, owns, and maintains all infrastructure up to the charging station.

Customer pays for, constructs, owns, and maintains charging stations.

Installation & Ownership option 2 • Customer-owned infrastructure, rebates to reduce installation costs:

SDG&E pays for, constructs, owns, and maintains all infrastructure up to the meter.

Customer pays for, constructs, owns, and maintains "customer-side infrastructure" and charging stations.

SDG&E provides a rebate of up to 80% of the cost of "customer-side infrastructure."

Fleet customers taking part in the Power Your Drive for Fleets program must also set up EV charging on a separate meter from other business operations and facilities. Program participants will receive support to design and install the separate fleet charging meter.

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Power Your Drive for Fleets

Frequently Asked Questions (FAQs) Cost-Saving Benefits for Fleets



Are any additional rebates available for school buses, transit buses and sites in disadvantaged communities?

To encourage adoption by these fleet types, transit agencies, school districts, and fleets located in disadvantaged communities that are not Fortune 1000 companies are eligible for an additional rebate of up to 50% of the costs to purchase charging stations.

Rebates are based on the power output of the charger, with maximum rebate amounts available for EVSE power:

Up to 19.2 kW can receive up to **\$3,000 per charger**

19.3kW up to 50kW can receive up to **\$15,000 per charger**

50.1kW up to 150kW can receive up to **\$45,000 per charger**

150.1kW and above can receive up to **\$75,000 per charger**

Eligible sites will receive a rebate for each qualified charger for the lesser of 50% of the cost of the charger or the maximum amount based on power output as detailed above, not to exceed 50% of the cost of the charger.

Do any of the state and local rebates work along with SDG&E's Power Your Drive for Fleets program?

Yes, several state rebate programs are fully stackable with Power Your Drive for Fleets. SDG&E is closely coordinating with major grant fund sources including the California Air Resources Board, California Energy Commission, and Air Quality Management District to help you best co-fund your project.



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Power Your Drive for Fleets

Frequently Asked Questions (FAQs) Cost-Saving Benefits for Fleets



Does SDG&E offer different energy rates for EV fleet customers?

For businesses that operate commercial vehicles, cost savings can be a major reason to adopt electric vehicles (EVs). However, the demand charges in existing commercial electric rates can deter businesses from switching to EVs. SDG&E worked with the CPUC on a new optional high-powered EV (EV-HP) rate for separately metered commercial EV customers that will replace demand charges with a new subscription pricing plan. This rate has recently been approved, and will become available mid-2021.

For fleets that are currently electrifying their vehicles, SDG&E offers an **Interim EV Charging Rate** for fleets with DC fast chargers and medium- and heavy-duty electric vehicles that helps provide relief from demand charges.

Can an SDG&E fleet customer also participate in California's Low Carbon Fuel Standard (LCFS) program?

Fleet customers can also reduce the cost of electrification through the state's LCFS Program. As part of the Power Your Drive for Fleets program, customers must setup a separate meter to monitor energy used by the fleet EV charging infrastructure, which is also a main requirement of the LCFS program. Based on fleet size, those that take part in LCFS can generate thousands, to tens of thousands in additional revenue for their EV program. Learn more about how to leverage LCFS on a **recent SDG&E sponsored webinar**.



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Power Your Drive for Fleets

Frequently Asked Questions (FAQs) Fleet Participation



Is my fleet eligible for the program?

To be eligible to receive funding through the Power Your Drive for Fleets Program, fleets must first meet the basic criteria:

Rebates are based on the power output of the charger, with maximum rebate amounts available for EVSE power:

Demonstrate commitment to procure a minimum of 2 electric fleet vehicles within 5 years

Demonstrate long-term electrification growth plan and schedule of load increase

Provide data related to charger usage for a minimum of 5 years

Own or lease the property where chargers are installed within SDG&E's service area and operate and maintain vehicles and chargers for a minimum of 10 years

Can small businesses take part in the program?

Yes, a business of any size may participate in the Power Your Drive for Fleets program so long as they meet the program eligibility requirements. SDG&E is currently identifying additional ways to support small businesses in the transition to EVs by working with additional funding and small business associations.

What are the next steps to take if I want to apply for the program?

Complete an [interest form](#) to indicate your interest in participating in the program

An SDG&E EV Customer Solutions team member will reach out to you to discuss program eligibility, process and timeline, and discuss next steps.

Complete a program application to be considered for program participation.

When will participants be notified of their eligibility for either the SDG&E-owned, or customer-owned infrastructure option?

This will need to be determined before the customer signs the program contract, which formally accepts the customer into the program with detailed project scope.

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Frequently Asked Questions (FAQs)

Fleet Participation



The project scope will be based on preliminary desktop review, site walk findings, preliminary design, and project cost estimate, which will reflect either the SDG&E-owned or customer-owned make-ready infrastructure approach.

How long does the Power Your Drive for Fleets program process take?

The total estimated timeline for electrification is 11-16 months from the initial step of submitting an interest form, to activating the site and completing a post-event job walk to close out the site. Learn more about the [step-by-step project timeline here](#).

What if the customer cannot maintain the charging infrastructure for 10 years?

The 10-year commitment is a requirement by the CPUC and therefore not something SDG&E is likely to be able to modify. SDG&E can provide customers with information about prorating their responsibility for the funding they receive if they release the site or infrastructure prior to the 10-year term.

What kind of data does the participant need to share with SDG&E for participating in the program?

SDG&E will collect daily utilization data from the chargers in the form of 15-minute intervals in addition to basic site level information. Collection of this data is a requirement set by the CPUC and will be reported to the CPUC annually.

Which stakeholders should be involved in the program discussions?

It is important that interested customers involve all necessary stakeholders throughout the process so fleet electrification infrastructure is planned for and executed in a timely manner. Sustainability leads, finance leads, transportation or fleet operation leads and senior executives within a customer's organization are all key stakeholders that should weigh in on the purchase of electric vehicles and associated spend on charging infrastructure. Conversations with those decision makers early in the process would be helpful for timely implementation of key decisions pertaining to program participation.

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EVSE Infrastructure and Installation

What types of chargers can be installed with the Power Your Drive for Fleets program?

Program participants are required to select their charging station vendor from SDG&E's [list of approved vendors](#) upon availability. It is also imperative that you choose an EVSE provider that is compatible with the vehicle you select. You must first select your vehicle and then choose your EVSE provider. Learn more about what types of chargers are available and how to choose the correct power level for your fleet in [SDG&E's EV Charging Guidebook](#).

Where should a fleet plan to install the EV charging stations?

When deciding where to install the EV charging stations, many factors need to be considered, some of which should include:

Select a location in close proximity to the electric facilities currently serving the site, which can help lower infrastructure installation costs

Determine a convenient location for vehicle parking while charging for both short and long dwell times

Consider how vehicles move through the site, and how to prevent the charging location from impeding through-traffic

Consider locations where adequate parking exists to serve the number of vehicles that will be routinely charged

Consider any labor restrictions that may prevent drivers from backing up vehicles, and if a drive-through type configuration is required

Consider vehicle charging needs beyond the initial deployment, what future growth and expansion might be taken into account

Consider the type of charging equipment that will be used, the charging port to vehicle ratios, and desired parking configurations surrounding the charging stations. Will they be laid out in a radial fashion, be laid-out in rows, or other configurations

Consider the configuration of charging stations themselves. Will they be overhead systems, conventional pedestal mounted, wall mounted, in-ground, or another setup

For DCFC installations, consider proximity of charging ports to the Power Conversion Units (PCU)

These are just some of the many factors that will need to be considered, you can learn more about the best practices for infrastructure design and installation in SDG&E's EV Charging Guidebook. SDG&E also recommends that you contact your program account representative to explore solutions that will work best for your site's needs.

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Frequently Asked Questions (FAQs) EVSE Infrastructure and Installation

What if the fleet does not own the property, but lease the land where I need charging infrastructure?

Those that lease the property where EV charging will be installed can still participate in the program, however, the landowner will be required to execute a land rights document (easement).

Can the customer hire any contractor of their choosing?

In the case that the customer elects to construct their own make-ready infrastructure for the behind-the-meter portion to the charger stub, the customer must hire qualified state-licensed labor. The design and construction must comply with all local, state, and federal electrical standards to be eligible for the program's make-ready infrastructure incentive. In the case that SDG&E constructs the entire make-ready infrastructure, the work will be executed by the design and construction contractors qualified by SDG&E.

Will SDG&E install infrastructure to support vehicles deployed in the future?

Fleets with plans to purchase EVs in the future can participate as well, as SDG&E will install infrastructure to support vehicles to be procured within 5 years of program contract execution. SDG&E requires participants seeking infrastructure to support future electric vehicle deployments to provide a schedule of anticipated vehicle purchases and associated load increase.

Can fleets add solar to offset their energy needs, and how do they plan for the increase in energy needed when deploying EVs?

Currently, businesses can offset their electricity load through solar energy generation. This equipment will need to operate on a different meter, however, they may share to-the-meter (TTM) infrastructure. The California Public Utilities Commission (CPUC) allows businesses to install solar to support power generation up to 110% of their usage over the previous 12 months. For fleets deploying electric vehicles and therefore expect their power usage to increase, SDG&E will work with the fleet to determine the projected power needs, which can then be used to develop a solar plan.

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