

Committed to Progress

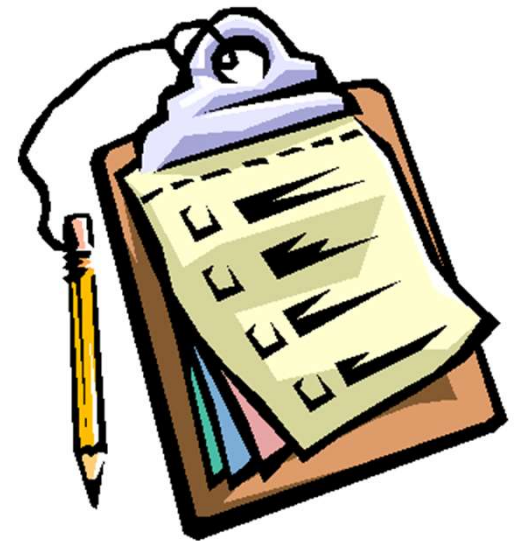
Leading the way in clean transportation



Program Advisory Council Meeting
March 9, 2018

Agenda

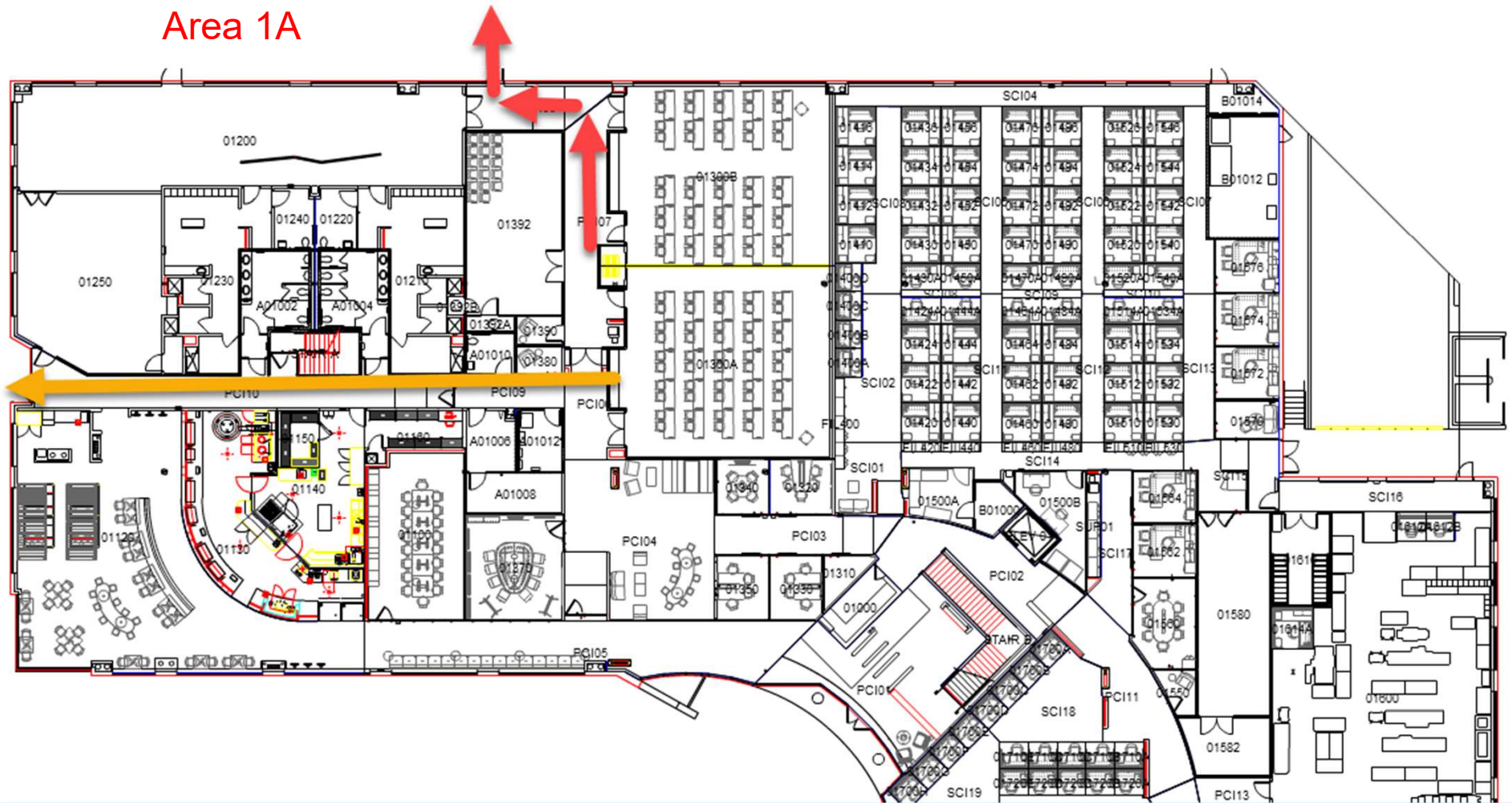
1. Safety
2. Introductions
3. Program Overview
 - Electrify Local Highways
 - Fleet Delivery Services
 - Airport Ground Support Equipment (GSE)
 - Green Shuttle
 - Port Electrification
 - Dealership Incentives
4. Customer Engagement and Marketing
5. Vendor Contracting and Testing
6. Roundtable



Safety Message

Guests in the auditoriums would be evacuated to Area 1A.

The red arrows would be the fastest way out. The orange arrow is the 2nd best route of the building.



Introductions

Praem Kodiath

- Electrify Local Highways

Hannon Rasool

- Fleet Delivery

Devon Rimer

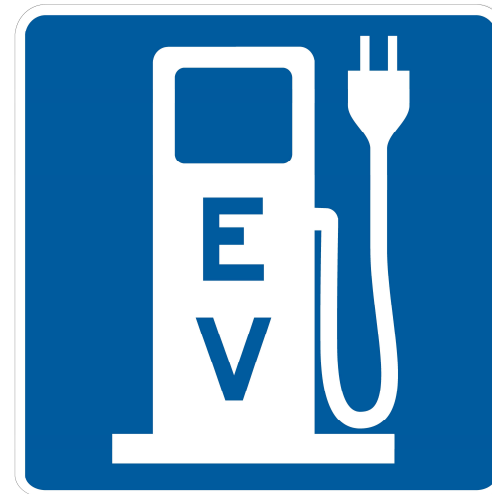
- Green Shuttle
- Airport

Natasha Contreras

- Port Electrification
- Dealership Incentives

Priority Review Projects Overview

- Implementation of six recently approved Priority Review Projects will:
 - Provide GHG emission reduction benefits
 - Allow grid integrated charging to occur via new grid-integrated electric rates
 - Provide sales growth for EV manufacturers and EVSPs
 - Provide local skilled labor employment for installation and maintenance of charging equipment
 - Positively impact DACs with the installation and operation of local charging equipment
- Objective is to gather information and share lessons learned in nascent sectors





Electrify Local Highways Project

Electrify Local Highways Program Overview

Program Manager: Praem Kodiath

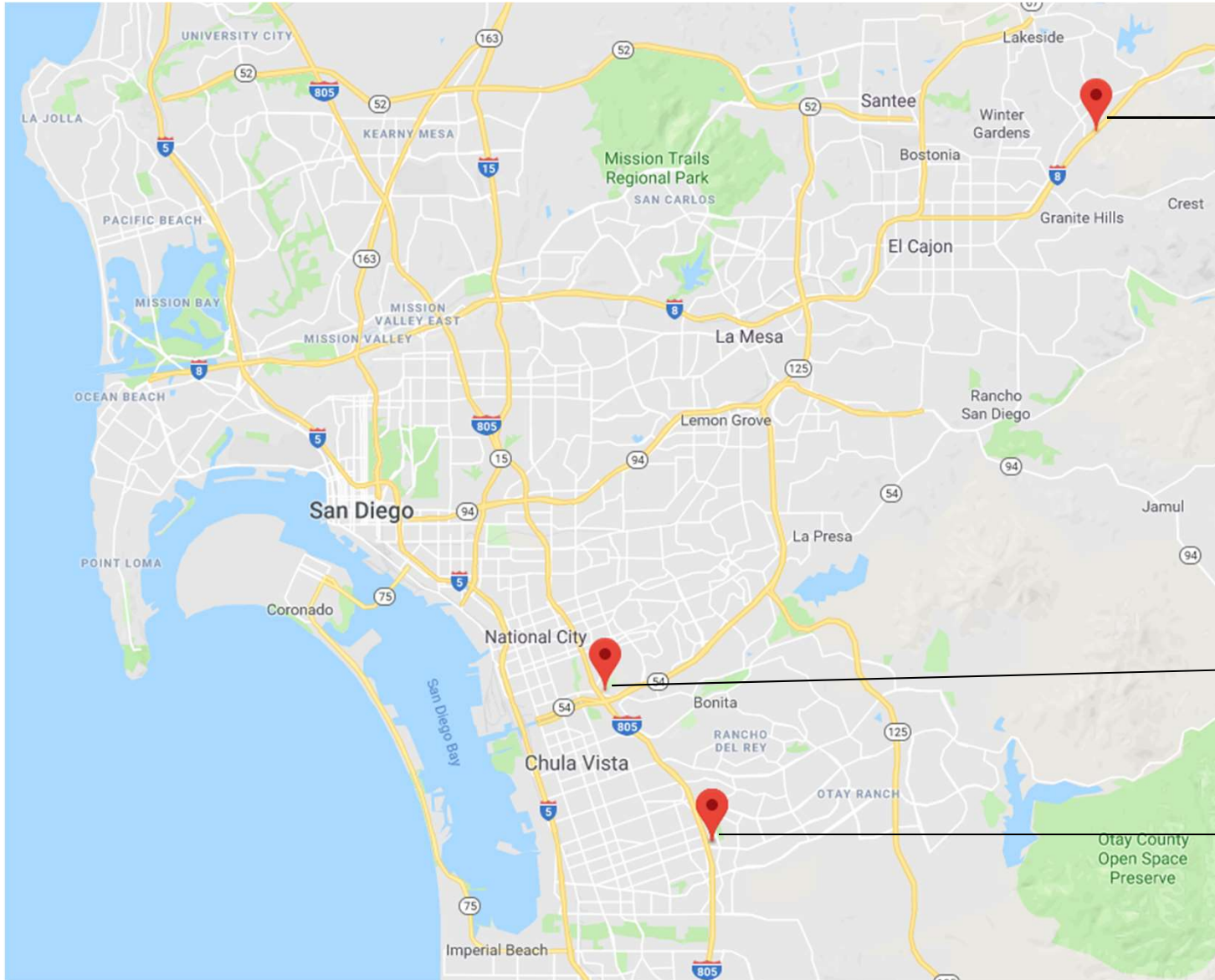
Program Design

- The program will install charging infrastructure at four Park and Rides in San Diego County
 - Budget of \$4M
 - 20 level 2 and 2 DC Fast Chargers at each location
- We are investigating multiple payment options and this will be addressed via the RFP
- Ordering Paragraph 12:
 - “When implementing the Electrify Local Highways project, San Diego Gas & Electric Company must apply an approved time-of-use rate, and submit a Tier 2 Advice Letter detailing how it will pass through a portion of the sites’ demand charges to the drivers charging at the public stations.”



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Confirmed Locations

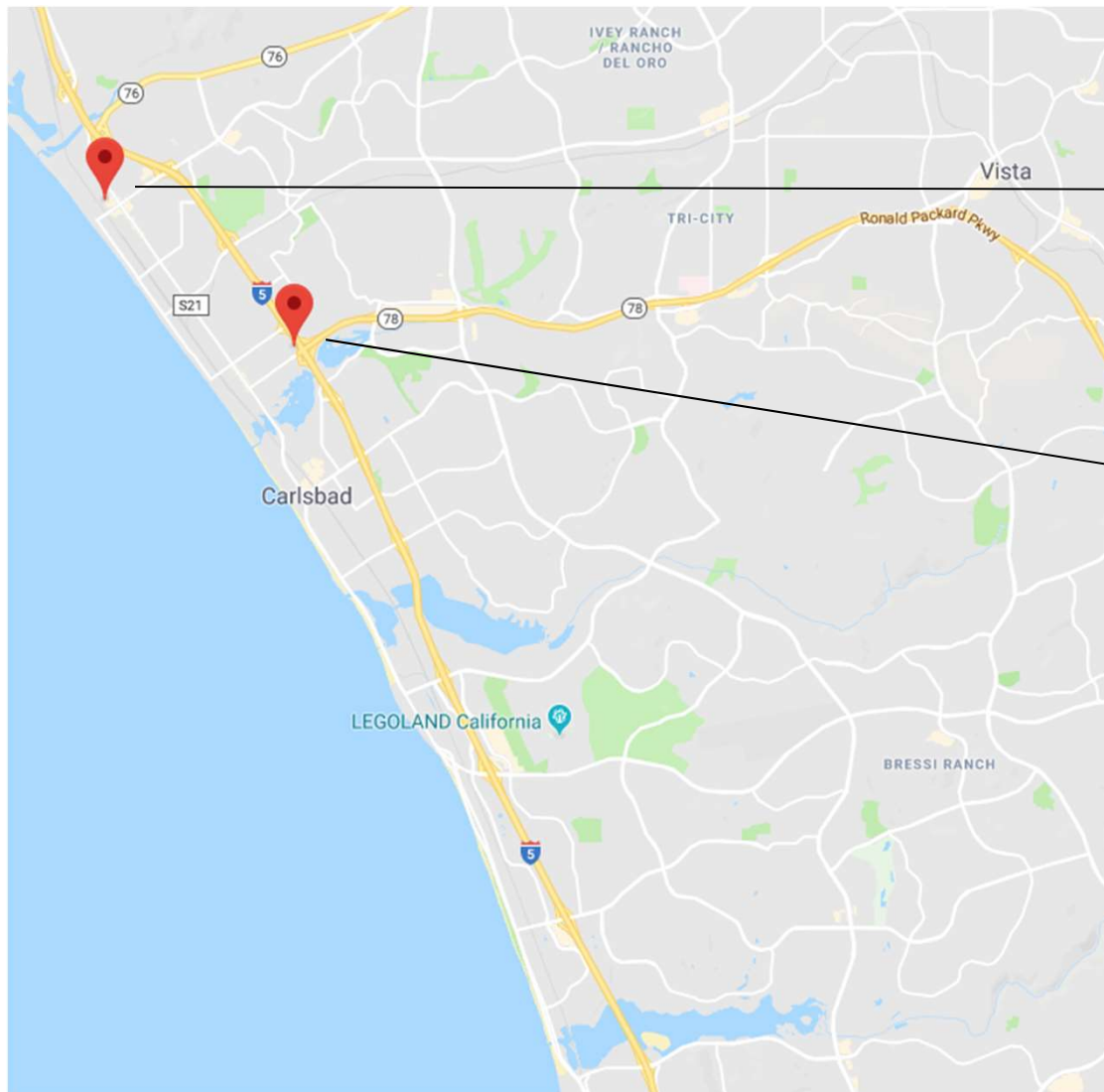


El Cajon:
13516 Camino Canada,
El Cajon, CA 92021

National City:
2300 Sweetwater Road,
National City CA, 91950

Chula Vista:
400 E Palomar St.
Chula Vista CA, 91911

Pending Final Location



Primary: 313 N Cleveland St.
Oceanside, CA 92054
Near Amtrak Station

Charging infrastructure exists,
but unused.

Secondary: 1928 S Moreno
St. Oceanside, CA 92054



Fleet Delivery Project

Fleet Delivery Program Overview



Program Manager: Hannon Rasool

Program Design

- The program will support approximately 90 all-electric delivery vehicles
- Budget of \$3.7 M
 - 60 charging stations to UPS
 - 30 charging stations available
- SDG&E will own, install and maintain electric vehicle charging infrastructure up to, and including, the charging station
- Will partner with locally-owned, minority-owned or women-owned businesses
- Rates – customer will go on an existing time varying rate

Customer Requirements

- Vehicle procurement and operation of fully electric delivery vehicle
- Provide easement to allow SDG&E access to install and maintain charging infrastructure
- Customer and SDG&E will jointly develop a load management plan
- Agree to data collection
 - Data loggers
 - Load research meters
- Deployments will be prioritized in disadvantaged communities

Decision Alignment

Decision 18-01-024

Ordering Paragraph 6

- San Diego Gas & Electric Company (SDG&E) must partner with a locally-owned business(es) or a Minority-owned Business Enterprise/Woman-owned Business Enterprise(s) in selecting any additional fleets for charging infrastructure in its Fleet Delivery Services project. SDG&E should discuss its selection criteria and its choice of any additional fleet partner(s) with its Program Advisory Council.
- Selection Criteria
 - Locally-owned encompasses entities with a headquarters or main office in Southern California; minority-owned and woman-owned will align with the CPUC supplier diversity program, or other applicable state or federal definition
- Additional fleet partners
 - Extensive outreach conducted to identify entities with the ability and desire to procure electric delivery vehicles



Outreach

- Leveraged SDG&E account executives, supply management diverse business group and other resources to conduct outreach to potential program participants
- 2 separate forums held in January and February with locally-owned, woman-owned and minority-owned businesses
- Over 125 businesses contacted through email and other means



Program Status

- UPS
 - Discussing legal documents, site engineering details and vehicle details
 - 60 vehicles for program will not be DC fast charging capable; DC fast chargers will not be deployed
- Amazon Related
 - Two San Diego Amazon sorting facilities
 - Amazon utilizes Delivery Service Providers (DSPs), the majority of which are small businesses and locally-owned
 - Electric vehicles will be leased by third-party DSP; Amazon has agreed to provide access to overnight charging infrastructure at sorting facility parking areas
 - Will seek to maximize charging station utilization
- Brother's Catering
 - Locally-owned and woman-owned





Shuttle Project

Shuttle Project Overview

Program Manager: Devon Rimer

Program Design

- The program will install charging infrastructure to support shuttles that operate on a fixed destination at 5 locations.
- Charging infrastructure will include:
 - 2 - Level 2 chargers
 - 1 - DC Fast Charger
- One site may include solar tree and storage to study how technology can reduce demand during critical peak hours
- SDG&E will own, install and maintain electric vehicle charging infrastructure up to, and including, the charging station

Customer Requirements

- Vehicle procurement by 2019
- Provide easement to allow SDG&E access to install and maintain charging infrastructure
- Agree to data collection using:
 - Data loggers
 - Load research meters

Shuttle Program Status

Program Outreach

- Leveraged SDG&E account executives, shuttle manufacturers and other resources to conduct outreach to potential program participants
- Held an external stakeholder conference in January to provide outreach

Program Challenges

- Procurement timelines
- Budget constraints

Program Strengths

- Aligns with California Air Resources Board regulation around airports creating lots of interest in that area





Airport Project

Airport Project Overview

Project Design

- D. 18-01-024 broke down the project into two phases
- Focus on terminal 2
- Geographic location of existing EVSE

San Diego International Airport (SDIA) Strategy

- “SDG&E should also work with SDIA to identify, and prioritize site hosts that are willing to own and operate the EVSE.”
- Alignment with SDG&E ownership



Airport Project Status

Phase 1:

Retrofits include changing out the existing EVSE and making sure the installation meets SDG&E standards

Collect existing fleet's charging behavior and duty cycles using either load research meters or existing EVSP data

Submit Tier 2 Advice letter for a Phase 2

Tier 2 Advice Letter:

- Load Management Plan
- Outline plans for the remaining budget and need for additional charging infrastructure
- Identify specific SDIA tenants that agree to procure additional electric ground support equipment



Port Electrification Project

Port Electrification Program Overview

Program Manager: Natasha Contreras

Program Design

- 30-40 installations to support medium-duty/heavy-duty and forklift EVs within the Port of San Diego
- Budget is \$2.4M
- Includes a combination of components such as charging stations, circuits, load research meters and data loggers
- SDG&E will own, install, operate and maintain EV charging infrastructure, load research meters and data loggers
- The CPUC approved the project as filed

Customer Requirements

- Vehicle procurement and operation of fully electric MD/HD and forklift EVs
- Provide easement to allow SDG&E access to install and maintain charging infrastructure
- Agree to data collection
 - Data loggers
 - Load research meters



Program Status

Outreach

- Leveraged SDG&E account executives and other resources to conduct outreach to potential program participants
- Targeted outreach to Port tenants receiving grant funding for Class-8 trucks, forklifts and reach stackers
- Collaboration with project partners, including San Diego Unified Port District and the San Diego Port Tenants Association to conduct additional outreach





Dealership Incentives Project

Dealership Incentives Program Overview

Program Manager: Natasha Contreras

Program Design

- Provide EV training, sale tactics, and cash incentives to local car dealerships and their salespeople to increase EV Adoption
- SDG&E will provide 1,500 incentives - \$250 to salesperson and \$250 to dealership
- The CPUC approved the project with modification to require the incentives to be paid to the dealership and salesperson only if the EV buyer/lessee enrolls in an SDG&E EV time of use (EV-TOU) rate or any new residential EV rate available at time of lease or purchase



Program Status

Participation Requirements

- Complete project's certification
- Belong to either the New Car Dealers Association of San Diego County or Auto Alliance



RFI and RFP to be issued for following services:

- Manage the project, including the competition portion, tracking top sales, and operating the help desk to answer any questions that participants may have
- Administer a survey to drivers and the dealerships upon project completion to measure the project's success
- Provide information on the best EV sales practices based on current and prior dealership training programs



Customer Engagement and Marketing

Marketing and Outreach Strategy

- Each Priority Review Project has developed an individual outreach plan for subscriptions
- Leveraging existing SDG&E EV branding for public charging infrastructure for consistency





Vendor Contracting and Testing

RFP Process

Fleet, Port, Airport RFP

- **Equipment Type:** DCFC, L2, Data Loggers, Charging equipment for forklift and GSE
- **Estimated Release Date:** Mid March

Highways/Shuttle RFP

- **Equipment Type:** DCFC & Level 2
- **Estimated Release Date:** Mid March
- **Bidders:** Limited to PYD qualified vendors

Dealership RFP

- **RFI Estimated Release Date:** Mid March
- **RFP Estimated Release Date:** End of March



Round Table