



ELECTRIC VEHICLE INCENTIVE PROGRAMS
NOVEMBER 2, 2017
ROBERT DOSTIS

Wind Storm 10/30/17

Unprecedented: every county impacted

- 118,400 total outages experienced at homes and businesses
- 102,200 outages restored to homes and businesses from Sunday/Monday
 - ✦ 16,200 outages remain at homes and businesses as of 4 p.m. Tuesday
 - ✦ 10,112 Wednesday morning
 - ✦ 3335 Thursday morning
- An estimated 100 broken poles

GMP Mobilization

- 425 line workers and 190 tree trimmers
- Crews from NY, MA, VT, PA, OH, ME, CT, NH, New Brunswick, Quebec, and Ontario.
- Operations, Logistics (food and lodging), Communications in the field, Call Center, Public Relations and Customer Outreach, IT

Green Mountain Power

Who we are today



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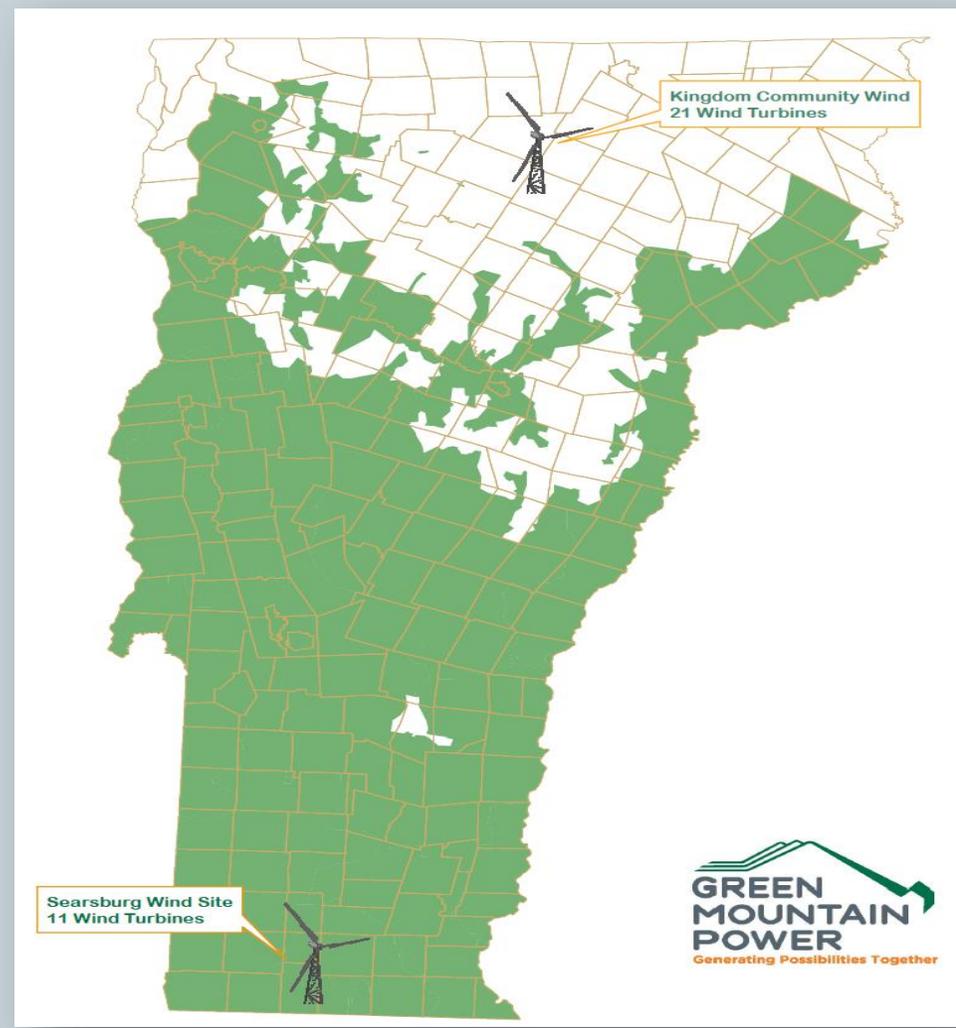
We serve 262,315 Customers in 202 towns in 7,500 square miles of service territory

We operate

- 44 Hydro Plants (112 MW of hydro capacity)
- 6 Peaking Plants
- 168 MW combined total for all net metered projects (built and in queue)
- 5 solar farms (1 solar/battery)
- 2 Wind Facilities
- 3 100-KW Wind Turbines
- 1 Joint-Owned Biomass Plant (McNeil)

We maintain

- 976 miles of transmission lines
- 11,273 miles of distribution lines
- 185 substations



Green Mountain Power – Electric Vehicle



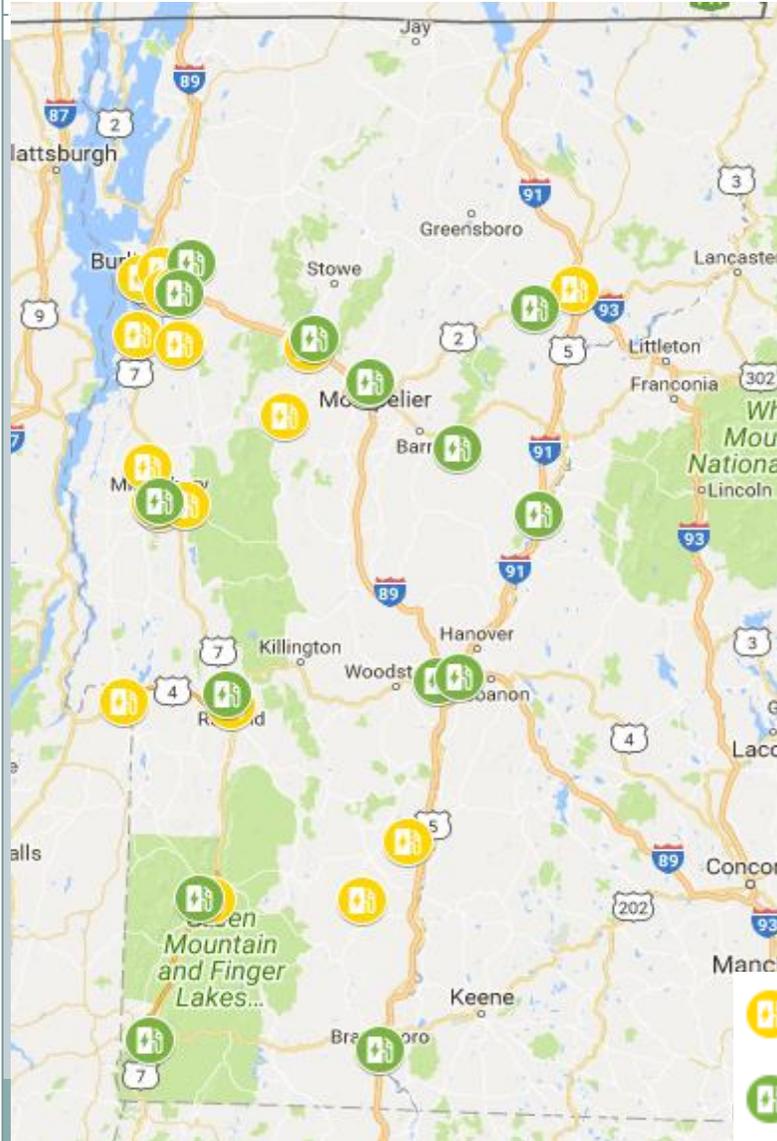
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Summary of Offerings

- State-wide public charging network
- In-Home Level 2 Charging Station Program
- Nissan Leaf Rebate
- General Motors Employee Pricing for all GMP Customers
- Low-Income Pure Electric Vehicle Rebate

GMP – Statewide Public Charging Network

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- 74 Public Charging Stations in 35 Locations (Level 2)
- 13 FAST Charger (Level 3)
- Level 3 Rates: EVgo Brand Stations
 - \$19.99/month + \$0.20/minute
 - \$4.95/session + \$0.20/minute
- Level 2 Rates: SemaConnect Brand Stations
 - \$1.00/hour



L2



Freedom Station



GMP – In-Home Level 2 Charger Program

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- Free in-home Level 2 ChargePoint Charger with new purchase of EV
- \$9.99/month for previously owned EVs
- EV Unlimited: \$29.99/month flat rate off-peak charging plan
 - Customers are notified of on-peak events 8 hours in advance
 - Customers can opt-out of any GMP called event and continue to charge EV at a higher kwh rate
- Program began October 1, 2017



GMP – Rebates & Incentives

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- **Nissan Leaf Rebate (Began June 1, 2017)**
 - \$10,000 rebate for purchase of a 2017 Nissan Leaf
 - More than 106 Nissan Leafs Purchased by GMP Customers (more by other DU's)
 - Freedom Nissan became 2nd busiest dealership in US (to San Francisco!)
- **GM Employee Pricing for all GMP Customers (Began October 1, 2017)**
 - Lease or purchase Chevy Bolts or Volts at GM Employee rates
- **Low-Income Pure EV Purchase Rebate (10/01/17-12/31/17)**
 - \$600 rebate for GMP customers who self-certify they are low to moderate income
 - Applies to purchases of Pure Electric Vehicles only
- **Cost effective programs to help achieve Act 56 (Tier 3) requirements**

Act 56 = Goals

- 2017 is first year of compliance
- Tier I and II - RPS
 - Renewable Energy Requirement for DU's Portfolio = 55%, 75%, 90%
- Tier III – Energy Transformation Projects
 - Carbon reduction in transportation & heating
 - ✦ GMP Tier 3/fuel switching programs have already offset 115,382 tons of CO₂ in 2017
 - ✦ Equal to taking approximately 1,000 cars off the road
 - Reducing Rate Pressure:
 - ✦ Help offset rate pressures from RPS
 - ✦ Strategic electrification means more kilowatthours to spread fixed costs over
 - ✦ New revenues from new products and services goes back to customers to reduce rates



Questions?