

Green Mountain Power Electric Vehicle Programs & Outlook

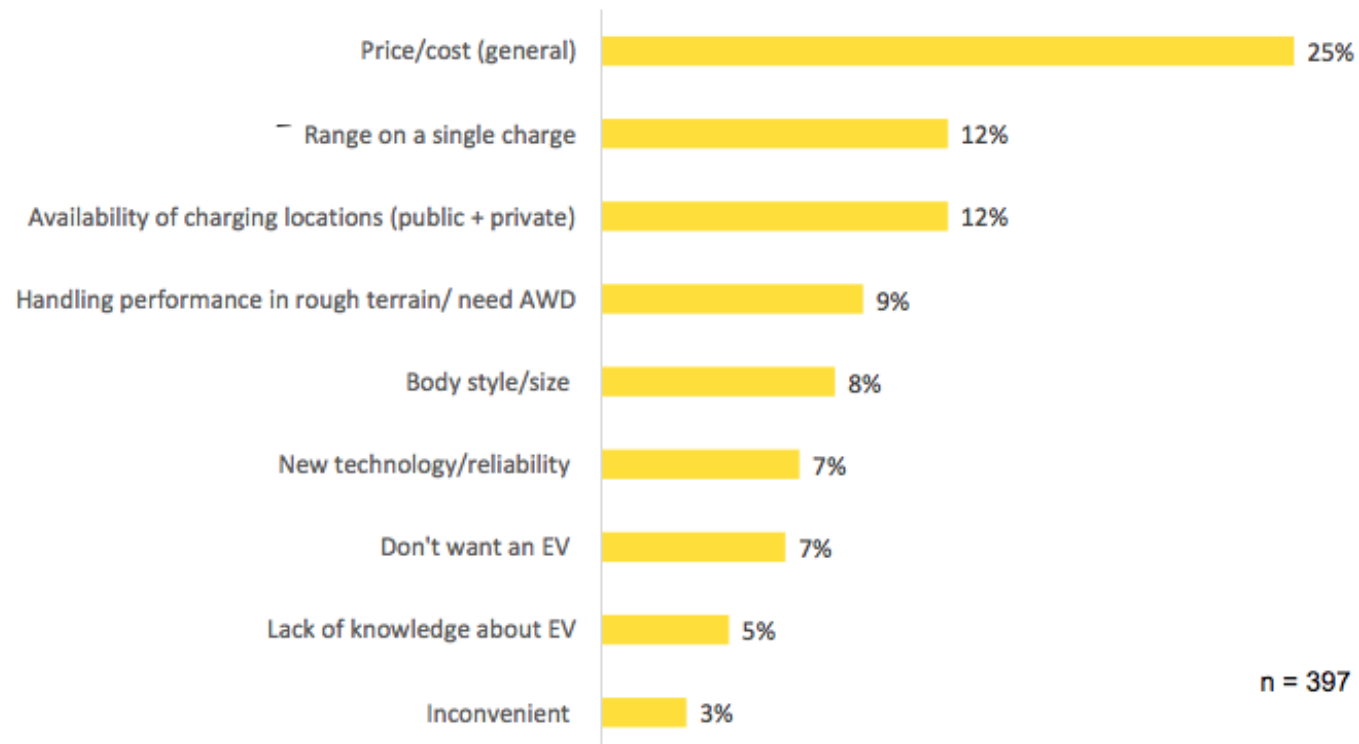


Senate Committee on Transportation
March 1, 2019

Robert Dostis
VP Stakeholder Relations

Barriers to EV Adoption

2016 Drive Electric Vermont survey question: what prevents you from buying an electric vehicle?



Price mentioned as a barrier more than twice as often as any other barrier

41% of respondents likely to purchase/lease an EV if \$2.5k incentive was available (up from a baseline of 19%)

2017 Nissan Leaf Incentive

Green Mountain Power Teams Up with Freedom Nissan to Give Customers \$10,000 Off Leaf Purchases



- Incentive funded entirely by Nissan USA
- Freedom Nissan in South Burlington was #2 Leaf dealership in the country for 3 months
- Went from selling 3 LEAFs per month to ~45*

Current GMP EV Purchase Incentives



\$5,000 discount or 0% financing on 2019 Nissan Leaf at Freedom Nissan or Nissan of Keene
Funding source: Nissan

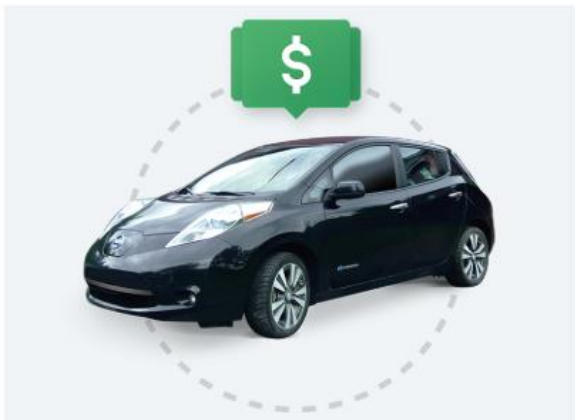
Great Savings on a 201... \$5,000 discount or 0% financing



GM employee discount for Volt and Bolt at Alderman's Chevrolet
Funding source: GM

2018 Chevy Electric Vehicles

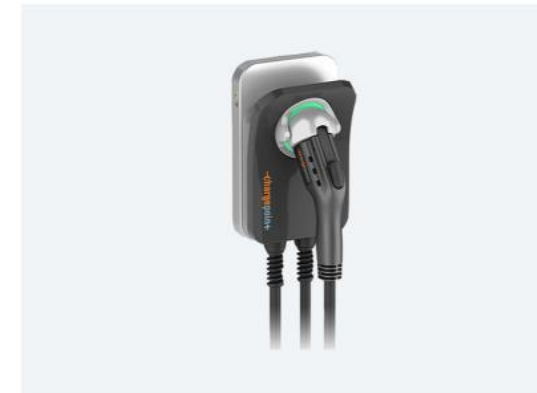
GM Discount



\$600 rebate on purchase of new EV for qualifying low-income customers
Funding source: Contributions

Low Income EV Rebate

\$600 Rebate



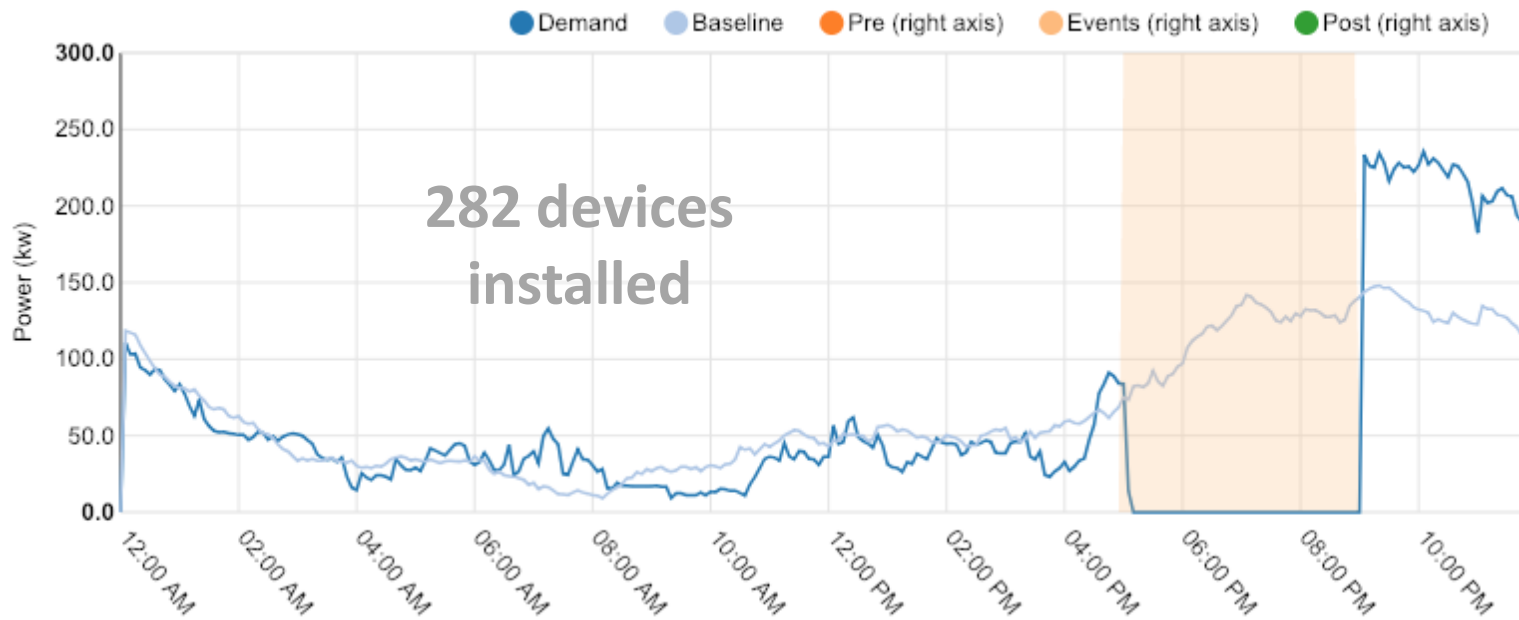
Free Level 2 smart home charger with the purchase of an EV
Funding source: Tier III

In-Home Level 2 EV Charger

FREE

eCharger Pilot

Customer shares access of L2 home charger with GMP to manage load during peaks to benefit all customers



November 14th Peak
76.33kW curtailed

- 5-10 peak events per month (2-6 hours long)
- Customers notified 8-24 hours in advance
- **Less than 5% opt-out rate**

EV Unlimited Plan

Details

- \$29.99 for unlimited off-peak charging*
- \$0.60 per kWh during peaks
- 151 participants
- Early integration challenges; GMP created streamlined enrollment for connecting their charger into the GMP device management system

Lessons learned

- Participants consumed *more* than TAG assumption, resulting in a net loss for the pilot.**
- Low opt-out rate indicates that customers want to participate in a program that provides GMP access to their devices in a way that is least intrusive to their lifestyles



*price based on Technical Advisory Group's average annual EV miles

** In 2018, TAG increased assumed EV consumption

Workplace & Public Charging Programs



- Partnership with Tesla to install workplace chargers. Tesla pays for all hardware and subsidizes installation
- \$5000 Nissan Leaf discount for business customers' fleets (**provided by Nissan**)

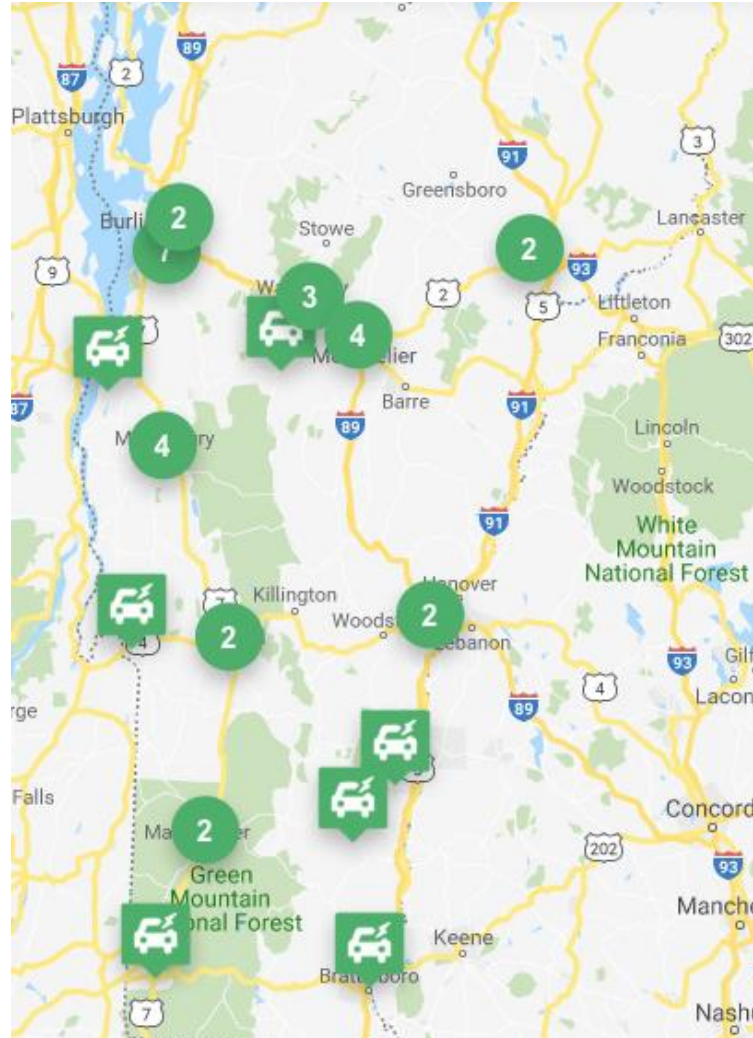
- Help business customers set up an EV purchase incentive for their employees and match up to \$600 (**Tier III**)
- \$375/port incentive for public stations (**Tier III**)



Public Charging Deployment

**Deployed over 35
Level 2 and DC fast
charging stations
across the state**

**Utilization is
extremely low**



Upcoming Programs

EV specific rates to incentivize charging during off-peak times

Higher and broader EV purchase incentives

