EVgo FAST CHARGING

CONNECT THE WATTS™ POWERED BY EVgo

Best Practices for Charging Infrastructure Funding Program Design

Make-Ready Programs

Make-Ready programs support the development of EV charging stations by reducing the upfront cost of the utility-related construction required to install EV charging infrastructure. The term 'Make-Ready' refers to the electrical equipment necessary to prepare a site for EV charger installation, which can include sub-panels, main-panels, switchgear, conductors, wiring, transformers, and other equipment on both the customer- and utility-side of the meter. Make-Ready programs can be structured to provide support for EV charging stations in a few different ways:

1. **Charging Port Incentive Program:** A credit or rebate based on the number of charging ports installed.
2. **Reimbursement/Cost Offset Program:** A rebate for the construction costs, utility upgrades, and supporting electrical infrastructure associated with making a site ready for EV charging.
3. **Utility-Performed Program:** A cost offset program in which the utility company hires, manages, and pays a construction crew to build a site that is ready for EV chargers to be installed by the customer.

The Connect the Watts™ team has identified 9 best practices for Make-Ready program design: 1) Disclose Site Requirements and Approval Timelines, 2) Accept 'Build at Risk' Projects, 3) Clarify Division of Responsibilities and Ownership, 4) Establish Rolling Qualified Product Lists, 5) Create Price Incentives to Offset Cost, 6) Dedicate Staff for Make-Ready Programs, 7) Align Connector Requirements with Industry and Federal Standards, 8) Share Data Reporting Requirements, and 9) Use Industry Equipment Definitions.

Disclose Site Requirements and Approval Timelines

Best Practices:

- **Proactively share application scoring rubric** to help reduce review time and back-and-forth between applicants and utilities.
- If program is first come, first serve, **be transparent about the remaining amount of funding available**.
- **Respond to applications within 30 days** of submission and publish an estimated approval timeline to avoid unnecessary questions.

Clarify Division of Responsibilities and Ownership

Best Practices:

- **If the customer is responsible for typical utility-side work,** such as placing a transformer pad, **inform the customer early in the process** to help them line up the correct materials and scope of work for subcontractors.
- **Provide clear guidance on responsibilities and ownership of equipment** in program materials available online.

Accept 'Build at Risk' Projects

Best Practices:

- **Allow applicants to apply for projects prior to and while under construction,** which encourages faster charger deployment and reduces pressure on utility staff to coordinate approval and construction timelines with customers.

Establish Rolling Qualified Product Lists

Best Practices:

- **Enable customers to confirm equipment meets requirements any time of the year,** rather than once or twice a year, so that qualified customers don't miss out on the program.

Create Price Incentives to Offset Cost

Best Practices:

- **Consider the large investment required to build highpower stations,** such as those being built with NEVI funding, for charging station owners.
- Offer high-power charging stations **incentives between $150,000 and $450,000 per site** to make deployment feasible

Share Data Reporting Requirements

Best Practices:

- If there are ongoing data requirements or other obligations, **ensure documentation on all program requirements are available to applicants before they apply**.
- Consult industry experts to **make sure requirements are achievable** and not overly burdensome.

Use Industry Equipment Definitions

Best Practices:

- Align equipment definitions for the program description with industry standards. For example, **incentives based on the number of 'chargers' instead of 'ports' can be inequitable for dual-port equipment,** capable of charging two vehicles simultaneously with the same customer experience as two single port chargers.
- **Use defined terms like 'port'** and consider how many vehicles can charger simultaneously at a certain kWh.

Align Connector Requirements with Industry and Federal Standards

Best Practices:

- The NEVI program requires federally-funded corridor charging stations to have **four simultaneously operable 150kW CCS ports**.
- Programs should **mirror the current trend of high-power CCS installations** and not require utility-funded sites to install sunsetting technology.

Dedicate Staff for Make-Ready Programs

Best Practices:

- Assign **staff to answer program questions** from current and potential applicants in a timely manner.
- Set up **regular meetings with customers who have multiple sites** going through the program to check-in and efficiently share multiple status updates.

Program Spotlights

PSEG New Jersey

- Allows 'build at risk': anything installed after February 2021 is reimbursable.
- Application is a short online form.
- Plans to grant over $80 million to fund DCFC program.
- Awards $150,000 for a four charger site ($100,000 cash incentives and $50,000 in utility work credit).

Rocky Mountain Power

- A quarterly competitive Make-Ready funding cycle that provides cash incentives for utility and customer-side costs.
- Offers a rolling charger incentive program. Programs cannot be combined, but second program offers a good option for fast moving sites.
- Approval required before starting construction, but applications are approved 30 days after close of funding
- Publishes a Qualified Product List (QPL) with clear standards, and allows rolling product submissions for review.