

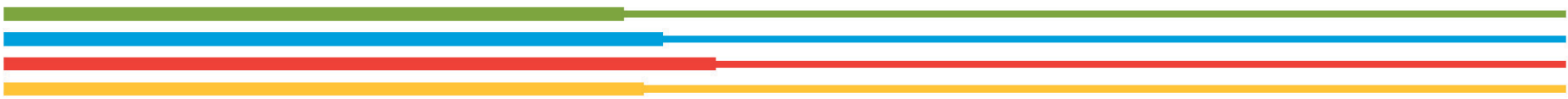
# Our Commitment to Electric Transportation



**AEC**

March 2018

Karsten Barde, New Energy Solutions



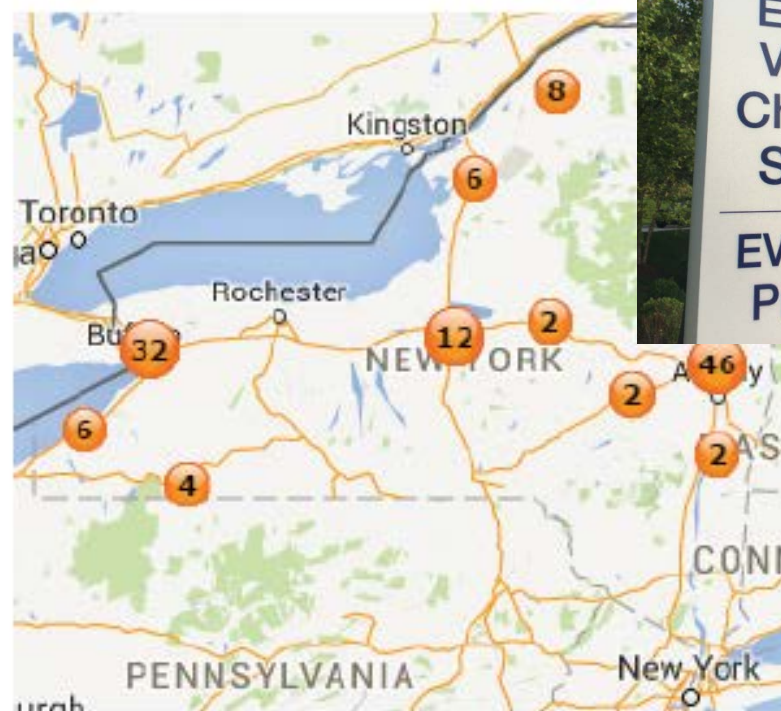
# We've operated 66 Level 2 stations across upstate NY since 2013

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HERE WITH YOU. HERE FOR YOU.

Albany	Glens Falls	Saratoga Springs
Amherst	Guilderland	Schenectady
Amsterdam	Hamburg	Syracuse
Buffalo	Hudson	Tonawanda
Canton	Jamesville	Troy
Clifton Park	Lake George	Utica
Cobleskill	Liverpool	Watertown
Cohoes	Menands	Watervliet
Dunkirk	Niagara Falls	
Ellicottville	Ogdensburg	
Fredonia	Olean	
Glenmont	Potsdam	
	Queensbury	

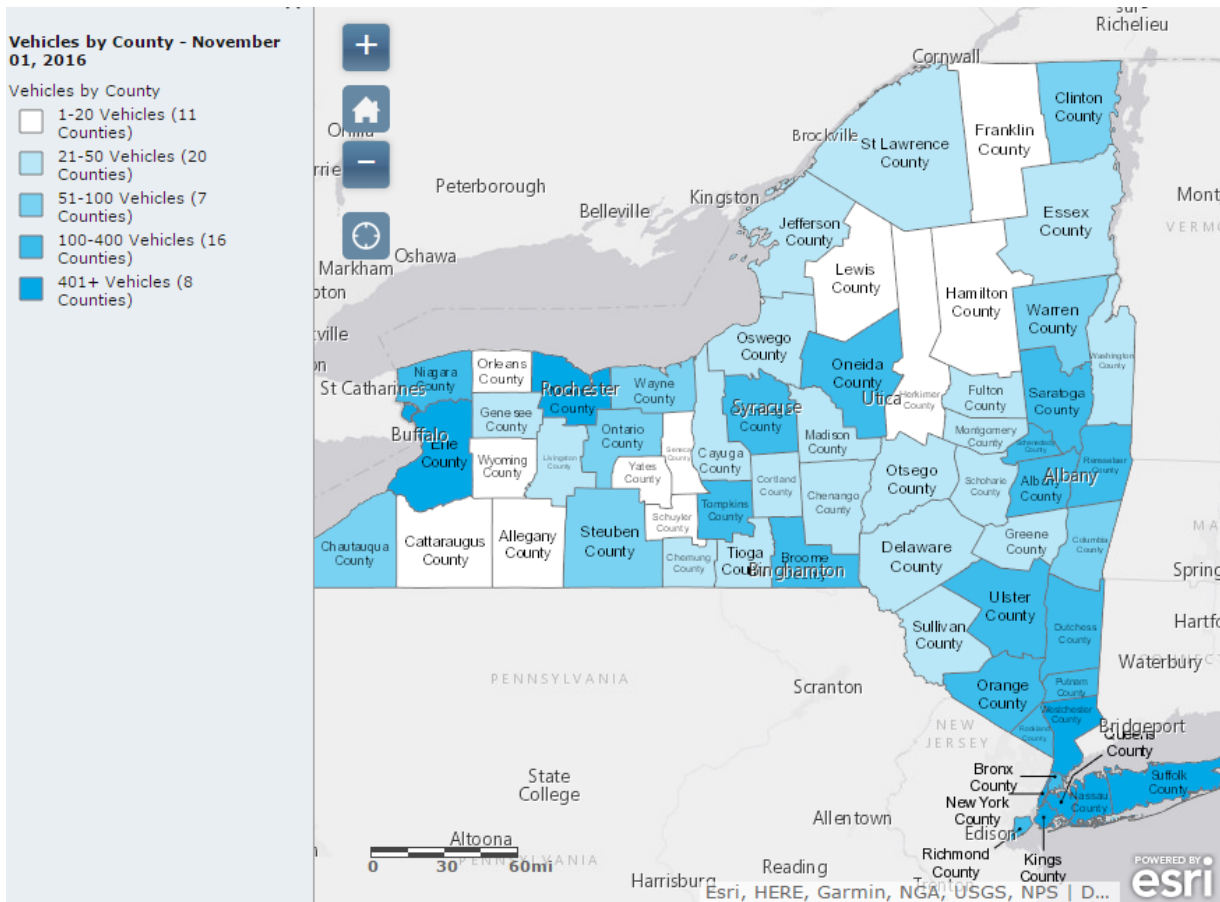
Look for them on [www.Plugshare.com](http://www.Plugshare.com)



# EVs are everywhere today – including our NY electric territory

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# Electricity in Upstate NY is clean and cheap!

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## Emissions Intensity

### GASOLINE-ONLY

Conventional cars run on gasoline and tend to be dirtier and more expensive to fuel than EVs.



381

GRAMS OF CO<sub>2</sub>e PER MILE

AVERAGE EMISSIONS IN 12084



### PLUG-IN HYBRID ELECTRIC

Plug-in hybrids use both gasoline and electricity and can be recharged from an outlet.



168

GRAMS OF CO<sub>2</sub>e PER MILE



### BATTERY ELECTRIC

Battery electric vehicles run on electricity and are some of the cleanest and cheapest cars to drive.



77

GRAMS OF CO<sub>2</sub>e PER MILE



Results for Albany, NY, using Union of Concerned Scientists Emissions Calculator

## Fuel Price Equivalents

- Gasoline @ \$2.50/gallon 9.0 cents per mile
- Electricity @ \$0.15/kwh 4.9 cents per mile

Results assuming 25 mpg gasoline car vs. 100% Battery EV, with 3-year NIMO residential average price per kWh

# We offer a whole-house Time-of-Use rate that can further reduce cost

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	Delivery Rate Period	Commodity Rate Period
On-Peak	7am-11pm	7am-11pm
Off-Peak	11pm-7am	11pm-7am
Super-Peak		2pm-6pm (June-August)*

\*Excluding weekends and holidays

**\$150/year** savings vs. standard electric rate (35% lower charging cost)

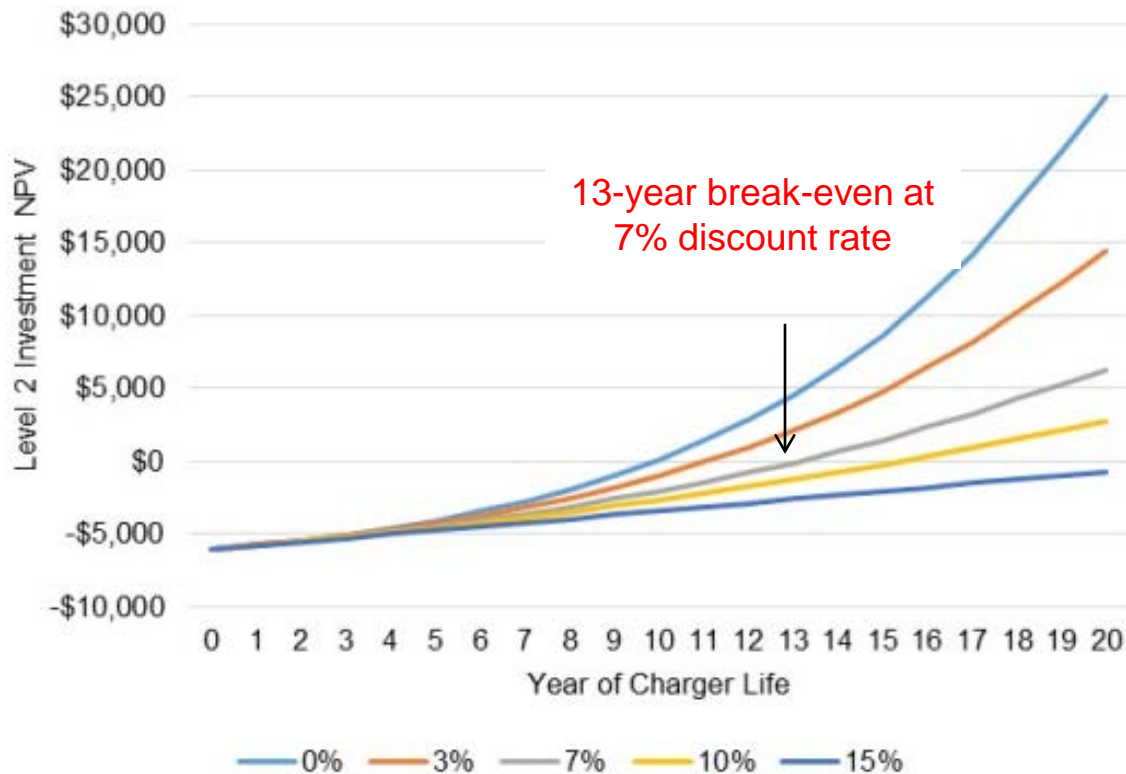
1-year Savings Guarantee for EV Drivers

- Provide copy of your EV registration at sign-up
- Receive bill credit after 1 year, if your cost would have been lower under standard rate



# Utilities can help provide a service that lacks competitive returns

**Figure 8. NPV of Level 2 Charging Station Across Discount Rates**



# Charging programs can combine utility and partner strengths

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## Utility strengths:

- Low cost of capital
- Long-lived asset base
- Subject to regulatory oversight
- Operations and maintenance

## Partner strengths:

- New technology development
- Driver support

## Shared strengths:

- Prospective site host recruitment



# NY Electric Transportation Programs Launching Spring 2018

## Charging Infrastructure

- “Make-ready” investment and incentives for site hosts, with requirement to operate for 5 years
- Funds to be prioritized based on site hosts’ commitment to outreach, ride-and-drives, etc.

## Marketing

- Testing channels and messaging to key consumer concerns:
  - Affordability
  - Range
  - Charging
  - Vehicle Availability
  - Convenience

## New REV Shareholder Incentive

- “Earnings Adjustment Mechanism” to reward us for increasing EV adoption
- Measured against a statistically-similar geography/service territory