



Order 91297 'Electric Vehicle Pilot Phase 1 Evaluation and Next Steps' was issued by Maryland's Public Service Commission (PSC) on August 23, 2024. Order 91297 directed Maryland utilities to prepare proposals for Phase 2 of the PSC Electric Vehicle (EV) Pilot Program, and coordinate with the Maryland Zero Emission Electric Vehicle Infrastructure Council (ZEEVIC) on certain program components.

Utility Electric Vehicle Phase 2 Proposals were presented at the October 23, 2024 ZEEVIC meeting and posted on the [ZEEVIC website](#) for additional public comment. The presentations included are:

- Baltimore Gas and Electric Company (BGE): pages 2 to 9
- Pepco and Delmarva Power Maryland (PHI): pages 10 to 17
- Potomac Edison (PE): pages 18 to 22
- Southern Maryland Electric Cooperative (SMECO): pages 23 to 31



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AN EXELON COMPANY

October 23, 2024

Transportation Electrification

**EV Phase 2 Portfolio Design:
Engaging Key Stakeholders for Success**

Goals

LEADING THE CHARGE FOR SUSTAINABLE MOBILITY



ALIGN WITH OBJECTIVES SET FORTH BY MARYLAND'S POLICIES that enable customers' decarbonization journey.



MANAGE THE ANTICIPATED SURGE IN DEMAND resulting from widespread adoption of EVs while promoting equity.



PROMOTE EV UPTAKE within the state through rebates, incentives, & enhanced public charging infrastructure accessibility.



CUSTOMER EDUCATION to raise awareness of EVs, charging options, and how to manage EV energy costs.



EMPOWERING CUSTOMERS FOR A GREENER FUTURE



FINANCIAL INCENTIVES

Access to rebates and incentives for EV adoption and infrastructure investments, making the transition to electric vehicles more affordable.



IMPROVED CHARGING INFRASTRUCTURE

Enhanced access to public charging stations reduces range anxiety, promotes widespread EV adoption, and improves air quality by lowering vehicle emissions.



EQUITABLE ACCESS

Programs designed to ensure that all communities, especially underserved ones, have access to EV resources and incentives, promoting inclusivity in the transition to clean transportation.



INFORMED DECISION-MAKING

Comprehensive customer education on EV benefits, charging options, and energy management, empowering consumers to make informed choices and optimize their energy costs.

Overview

EV CHARGING PORTFOLIOS



MANAGED CHARGING

Enhancing grid efficiency & stability



COMMUNITY CHARGING

Increasing public access to EV infrastructure



COMMERCIAL CHARGING

Enabling businesses to electrify their fleets

BGE EVsmart Managed Charging Portfolio



	HOME CHARGING INCENTIVE	VEHICLE CHARGING TIME OF USE (TOU)	SMART CHARGE MANAGEMENT	MULTIFAMILY MANAGED CHARGING	FLEET MANAGED CHARGING
	A passive managed charging program encouraging customers to charge 90% off-peak annually	An on-peak/off-peak rate only applied to when a customer charges their EV	Active managed charging program prioritizing customer charging preference & grid signals	Off-peak charging incentive for customers in multifamily homes	Charge management software (CMS) enabling fleets to interconnect quickly by limiting charging load
STATE	Discontinue Dec 2024	Approved <small>2023 Phase 2 Proposal</small>	Approved <small>2023 Phase 2 Proposal</small>	New Program	In Development
AUDIENCE	<ul style="list-style-type: none"> Residential EV drivers who may not be eligible for the Vehicle Charging TOU rate. 	<ul style="list-style-type: none"> Residential EV drivers enrolled in BGE's Schedule R rate who have a smart L2 charge and/or vehicle with onboard telematics. 	<ul style="list-style-type: none"> Residential EV drivers who drive Tesla vehicles and charge at home. 	<ul style="list-style-type: none"> Residential EV drivers without access to dedicated home charging. 	<ul style="list-style-type: none"> Commercial fleet customers transitioning to electrification.
CHALLENGE	<ul style="list-style-type: none"> Some EV owners can't participate in the EV TOU rate because of their electric rate but still want to take advantage of savings by charging during off-peak times. 	<ul style="list-style-type: none"> As more EV drivers charge on BGE's system, it increases peak demand for electricity. By encouraged greater shift to off-peak times, BGE can ensure more reliable power for all customers. 	<ul style="list-style-type: none"> As more EV charging is occurring at the same time, demand for electricity will increase and require more costly, faster upgrades if charging is left unmanaged. 	<ul style="list-style-type: none"> About 25% of MF customers lack dedicated charging solutions. Participation is limited in managed charging programs, creating inequities in savings opportunities. 	<ul style="list-style-type: none"> Many commercial customers struggle with electrification due to insufficient site capacity for fleet charging, leading to project delays and frustration.
PROGRAM STRUCTURE	<ul style="list-style-type: none"> Customers receive an annual \$50 gift card for charging their vehicle >90% off-peak (9pm-7am) year-round. Customers can participate through vehicle telematics or Level 2 smart charging. 	<ul style="list-style-type: none"> Customers can stay on schedule R rate and EV charging is placed on TOU rate. Participation is through vehicle telematics or Level 2 smart charging. Their credit appears on their monthly bill based on the kWh used for charging each billing cycle. 	<ul style="list-style-type: none"> Customers allow BGE to manage EV charging load in exchange for \$10 monthly bill credit. Participation occurs through vehicle telematics of Level 2 smart charger. Managed charging spreads out EV charging load over a longer period, ensuring vehicle is still ready when needed. 	<ul style="list-style-type: none"> Enroll via vehicle telematics. Customers can charge throughout our service area. Earn a \$5 incentive for every 100 kWh up to \$20 a month. For discussion: \$5 monthly reward for charging >85% off-peak. 	<ul style="list-style-type: none"> Provide a list of CMS providers for fleet customers with capacity limits, who will set charger load limits accordingly. Allow customers to interconnect more quickly by limiting chargers to not exceed nameplate capacity. Provide incentive for setup fees and physical CMS device.

BGE EVsmart Community Charging Portfolio



PUBLIC UTILITY OWNED

Empowering widespread EV adoption through utility ownership.

MULTIFAMILY UTILITY OWNED

Utility ownership for equitable at-home EV charging.

CHARGER-AS-A-SERVICE (CaaS)

Flexible, subscription-based access to electric vehicle (EV) charging infrastructure.

PUBLIC MAKE-READY INCENTIVES

Make-ready incentives for commercial property owners to deploy EV charger installation.

	Discontinue Dec 2025 Continue Operate and Maintain	Continue New Installation Continue Operate & Maintain <small>2023 Phase 2 Proposal</small>	In Development	New Program <small>2023 Phase 2 Proposal</small>
STATE				
AUDIENCE	<ul style="list-style-type: none"> State owned properties in which there is publicly available parking. 	<ul style="list-style-type: none"> Property Managers of apartments, condominiums, and HOA boards. 	<ul style="list-style-type: none"> Property Managers of apartments, condominiums, HOA boards, and Workplace. 	<ul style="list-style-type: none"> Commercial entities with publicly accessible parking, such as shopping centers, civic centers, garages, hotels, and other destination locations.
CHALLENGE	<ul style="list-style-type: none"> Commission chargers where the private market was less likely to install. Strategically place in environmental justice (EJ) communities. 	<ul style="list-style-type: none"> High upfront costs and installing complexity hinder charger deployment in communities. Many communities lack the resources to own and operated EV stations 	<ul style="list-style-type: none"> High upfront costs and installing complexity hinder charger deployment in communities. Some communities need additional financial support to operate EV stations. 	<ul style="list-style-type: none"> High upfront costs for EV charging infrastructure can be a significant barrier.
PROGRAM STRUCTURE	<ul style="list-style-type: none"> 372 chargers commissioned. 127 of chargers strategically placed EJ communities, including 3 in Johnston Square and 12 planned at Coppin State University Operate up to a total of 475 public charging stations. Focused on enhancing charger reliability & transparency. 	<ul style="list-style-type: none"> 100 chargers currently approved. Additional 200 chargers to continue to offer this service to more communities with this challenge. 	<ul style="list-style-type: none"> The rebate covers 50% of the subscription fee, up to \$100 per port, with a minimum of four ports required per community over the five-year term. Disadvantage communities can receive a higher subscription rebate. 	<ul style="list-style-type: none"> Rebates will cover 75% of upgrades, up to \$30,000 per site. Disadvantage communities can receive a higher subscription rebate.

BGE EVsmart Commercial Charging Portfolio



	COMMERCIAL REBATES	FLEET EVSE INCENTIVES	FLEET MAKE-READY INCENTIVES	FLEET ASSESSMENTS
	Rebates and incentives for installing charging stations at their property	Incentives for installing charging stations for business fleets	Incentives for infrastructure upgrades to install chargers	Evaluation of fleet electrification needs, metrics, and infrastructure
STATE	Discontinue Dec 2024	New Program 2023 Phase 2 Proposal	New Program 2023 Phase 2 Proposal	Part One Approved Part Two In Development
AUDIENCE	<ul style="list-style-type: none"> Multifamily, small business or non-profit workplace. 	<ul style="list-style-type: none"> All vehicle fleets, including commercial, non-profit, educational institutions, transit agencies, and other operators, excluding private individuals. 	<ul style="list-style-type: none"> All vehicle fleets, including commercial, non-profit, educational institutions, transit agencies, and other operators, excluding private individuals. 	<ul style="list-style-type: none"> All vehicle fleets, including commercial, non-profit, educational institutions, transit agencies, and other operators, excluding private individuals.
CHALLENGE	<ul style="list-style-type: none"> High upfront costs and installing complexity hinder charger deployment. 	<ul style="list-style-type: none"> Fleets face internal and external mandates to electrify. High upfront costs and installing complexity hinder charger deployment. 	<ul style="list-style-type: none"> Fleets face internal and external mandates to electrify. High upfront costs and installing complexity hinder charger deployment. 	<ul style="list-style-type: none"> Fleet operators feel pressure to electrify from various sources but often lack a clear starting point. Electrification efforts are delayed without fleet & grid assessments.
PROGRAM STRUCTURE	<ul style="list-style-type: none"> Rebate for 50% of the cost of eligible EV charging equipment and installation: <ul style="list-style-type: none"> Up to \$5,000 per port for L2 EV chargers Up to \$15,000 per DCFC station for Maximum incentive of \$30,000 per site. 	<ul style="list-style-type: none"> Incentives of 50% of project cost up to: <ul style="list-style-type: none"> L2AC: \$5k / port L3DC: \$15k / port \$30k max / location (limit 2) Disadvantage communities can receive a higher subscription rebate. 	<ul style="list-style-type: none"> Tiers for Light Duty (LD) and Medium/Heavy Duty (MHD) vehicles: <ul style="list-style-type: none"> LD → 90% project cost up to \$15k MHD → 75% project cost up to \$100K Disadvantage communities can receive a higher subscription rebate. 	<ul style="list-style-type: none"> Part 1: Focused on fleet needs: vehicle choice, charger options, total cost of ownership and CO2 impact analysis. Part 2: Conducting site evaluation to install necessary equipment, including providing support for completing utility service application.



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October 23, 2024

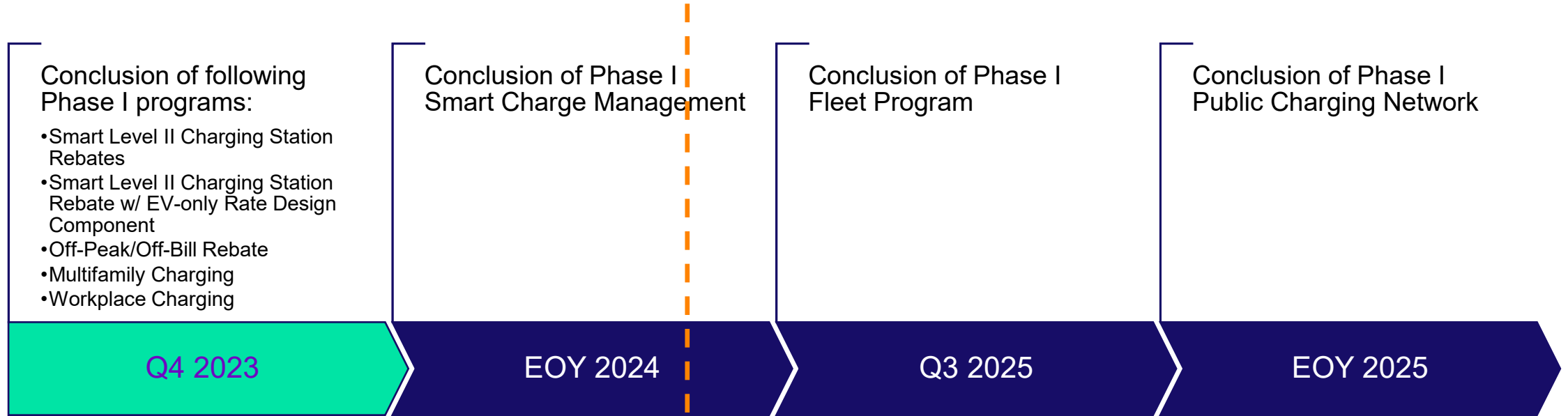
Pepco and Delmarva Power Maryland EV Phase II Programs

Advancing EV Adoption in Maryland



1. Committed to **advancing Maryland's** decarbonization, beneficial electrification and EV adoption goals
2. Developed a comprehensive portfolio of EV charging programs to **address barriers to EV adoption** and learn more about customer charging habits and future grid impacts
3. Embraced the **Utilities' role as active partners** in transportation electrification, accelerating infrastructure development while addressing load management and grid preparedness

EV Phase I Offerings



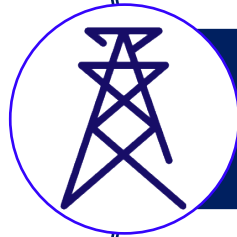
Future Program Offerings Opportunities

1. Participate as an active partner in the transportation electrification shift by providing information and support to our customers
2. Manage impact to the grid through passive and active managed charging
3. Support infrastructure growth through targeted make-ready incentives with an emphasis on equity and accessibility

**General
Feedback from
Intervenors on
EV
Transportation
programs:**



Mitigate impact of new EV load through active load management to reduce overall impact to the grid infrastructure



Utility-side costs should be recovered through traditional mechanisms



Passively incentivize customers to align charging patterns with existing grid availability

Customer Benefits from Phase II Programs



Make-Ready & Support

- Increased access to and reduced cost of EV charging infrastructure
- Increased incentives for small business customers and under-resourced communities
- Improved air quality



Public Infrastructure

- Maintains public charger reliability at 97% uptime to bolster customer confidence in the availability of charging infrastructure
- Accessible charging for individuals where charging at their residence is not presently feasible



Load Management

- Shifts and flattens EV charging load to reduce the burden on distribution assets while meeting driver mobility needs
- Incentivize EV users to adapt charging habits to minimize impact to the grid

Phase II Portfolio Summary

Type	Market Segment	Program	Description
Make-Ready & Support	Commercial	Destination Charging Make Ready	Incentives to support installation of charging stations at commercial facilities/travel destinations.
		Public Transit Bus Make Ready	Incentives to address the infrastructure development needs of public transportation providers.
		Multi Family Make Ready	Incentives for charging ports installed at multifamily locations.
		Private Fleet Charging	Incentives to support private fleet customer installation of charging infrastructure for use by fleet vehicles operating in or serving Justice 40 (J40) communities.
		EV Make Ready Site Assessment Services	Provides a pre-application technical assessment for the siting of EV fleet conversions and DCFC locations.
Public Infrastructure	Public	Utility-owned public charging	Operate and maintain the existing Company-owned public EV charging stations.
Load Management	Residential	Smart Charge Management	Residential customers opt in to EV load management and are incentivized to let the utility shift load as needed.
		EV Time-of-Use	Residential customers opt into a passive EV load management schedule and are incentivized to charge off peak.

Filing Timeline



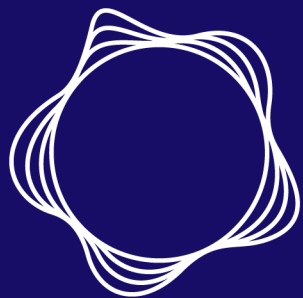
September/October 2024

Program design stakeholder engagement



December 2024

File EV Phase II programs



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delmarva
powerSM

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Zero Emission Electric Vehicle Infrastructure Council (ZEEVIC) Meeting

October 23, 2024


Potomac Edison's 5-year Phase II Proposal
PSC Order 91297

Maryland EV DRIVEN Phase II Proposal

UPDATES TO EXISTING PROGRAM ELEMENTS



Phase I



Proposed¹



Why

01 Residential

Rebates toward charging port and installation

EV-Only Time of Use Rate²
 \$0.02/kWh credit for off-peak charging
 \$0.02/kWh addition for on-peak charging

Rebates have been fulfilled and will not be included in Phase II Proposal

EV-Only Time of Use Rate continuation
Expanding to include Net Energy Metering

Introduce residential active managed charging pilot

PE agrees rebates served purpose

Expansion of EV-Only TOU allows for more customer participation

Active managed charging pilot allows PE to study how this program can reduce grid impacts of EV charging

02 Company Owned and Operated

Installation, ownership, and operation of 59 public stations including 39 L2 and 20 DCFC. All stations have been installed and currently maintained by PE

Continue to own and maintain all 59 public stations

Upgrade port connectors on 20 existing DCFC stations to include J3400 at each site

PE's public charging network provides essential service to customers and drivers in Western MD as charging options are still limited in PE's service territory

PE wants to keep up with marketplace changes and ensure positive customer experience

03 Multifamily Housing

Rebates of 50% of cost to acquire and install eligible L2 station

- Up to \$5,000/ port (max \$20,000 per site)
- Maximum 50 ports

Install up to 7 company owned stations at MFH locations

Rebate offering continuation
"Claw back" provision to be added

Install up to remaining 4 utility owned L2 chargers in underserved communities³

MFH-EV Rate, Resi Rate Comparability

PE is committed to continuing offering an array of charging solutions for our customers at multi-family housing locations.

Important segment to reach to provide equitable access to charging for our customers

1. All numbers contained under 'Proposed' are from the original Phase II filing and subject to change after further review in preparation for the December filing.
 2. EV TOU was an interim change. Off-peak charging credit was utilized until PE was able to implement the EV-Only TOU Rate
 3. The Commission previously approved a total of 7 Level 2 charger installations. Three have already been installed, remaining are reserved for underserved communities. Directed to work with ZEEVIC to identify market gap and where chargers are needed.

Maryland EV DRIVEN Phase II Proposal

NEW PROGRAM ELEMENTS



Proposed¹



Why

04

Charger as a Service

Incentives for site hosts to pay for a third-party service plan

Available for EV charging on commercial property open to the public or which service multifamily communities

Quarterly incentive payments up to \$500

Available for up to 150 Level 2 ports at a cost of \$10,000 per port

PE recognizes commercial customer concerns with cost, confusion, and uncertainty when installing EVSE. This framework is designed to assist in those areas.

05

Government Site Assessment

Site-specific assessments informing customers of options related to EVSE design, permitting, and construction

Up to \$15,000 per site assessment

Available for up to 35 site assessments for federal, state, and local government entities

PE is offering this element to support government entities in their efforts of deploying EVSE infrastructure

Targeting public entities ensures that the additional services benefit entire communities rather than individual entities

06

Government Fleet

Incentives up to \$15,000/port for behind-the-meter make ready and EVSE

Incentives up to \$22,500/port for underserved communities

Up to 50 incentives for federal, state, and local government entities, limited to EVSE for vehicles owned or leased by public entities or dedicated to public use

PE is offering this element in support of advancing MD's vehicle conversion initiatives such as Clean Trucks Act of 2023²

1. All numbers contained under 'Proposed' are from the original Phase II filing and subject to change after further review in preparation for the December filing.

2. Md. Code, Envir. § 2-1103. The Clean Trucks Act requires the Maryland Department of the Environment ("MDE") to adopt regulations that, among other things, (1) establishes requirements for the sale of new zero-emission medium- and heavy-duty vehicles in the State; (2) updates existing regulations and incorporates by reference the California Air Resources Board's ("CARB") Advanced Clean Trucks ("ACT") regulations, as revised and updated; and (3) takes effect starting with model year 2027.

Maryland EV DRIVEN Phase II Proposal

NEW PROGRAM ELEMENTS

07

Grant Assistance



Proposed¹

Incentives to support services such as writing, reviewing, and submitting grant applications

Post-award reporting and monitoring for fleet conversion and charging
Up to \$50,000 per grant



Why

PE is offering this element in effort to increase likelihood of success in bringing investment capital to MD and to highlight opportunities and benefits of transportation electrifications

08

Program Management

Onboard two dedicated full-time employees to support program elements and expand suite of offerings

Perform functions including developing program materials, conducting customers outreach, ensuring requirements are met and approving requests

Based on Phase I findings, PE is aware of the time-intensive undertaking and significant outreach/assistance required to successfully deliver transportation electrification initiatives

POTENTIAL PROGRAM ELEMENTS

09

Workplace Charging

PE intends to consult with MDOT and ZEEVIC to develop workplace programs that provide incentives and technical assistance

10

Fleet & M/HDV Load

PE intends to consult with MDOT, ZEEVIC, and DSP to address impact of fleet and M/HDV load

1. All numbers contained under 'Proposed' are from the original Phase II filing and subject to change after further review in preparation for the December filing.

Focused on Our Future

Thank You

QA

Southern Maryland Electric Cooperative, Inc.

EV Recharge Program Phase II



October 23, 2024

Phase II Order

EV LV2 Charger Residential Rebates:

- Commission ordered this program to end 12/31/2025
- SMECO offered no type of LV2 charger rebate

Residential Data Sharing Programs

- Commission ordered this program to end 12/31/2025 unless there is an anticipated need
- SMECO sees no anticipated need to request expending past the 12/31/25 date.
- SMECO will be requesting those current customers that are participating to be allowed to be enrolled into either the Managed Charging Program or into the EV TOU rate with an opt-out provision. SMECO will choose the enrollment based on the OEM enrolled.



Public Charging

- Public Charging

- To date SMECO has installed 40 Public Chargers for a total of 80 ports
 - 4 DCFC's
 - 36 LV2
 - SMECO isn't asking to install any more public facing chargers
 - Currently in the process of on-boarding Charger Help to assist SMECO to meet reliability measures.
- Phase II – unless ordered SMECO has no plans to continue installing public chargers.



EV Residential Charging Programs

EV TOU

Current Pilot:

- Schedule EV-TOU to SMECO's Retail Electric Service Tariff approved by the MDPSC with an effective date of December 1, 2023 (Residential EV TOU for SOS supply rate)
- Currently continuing to work with OEMs to add chargers and vehicles to the participating vendor list.
 - Q4 2024 - Toyota and Lexus
 - Late Q4 / Q1 2025 Wallbox and Stellantis
 - 2025 GM and Volvo

Phase II

- SMECO will be proposing changes to the EV TOU to allow NET customers to participate in the EV TOU rate



EV Residential Charging Programs

Managed Charging Program

- Currently under the EV Phase I Pilot there is a cap on the participation of 1,000. For Phase II, SMECO will be requesting to allow the managed charging program allow managed charging to become a full fledged program without the participation caps.
- Managed Charging currently uses the same on and off peak rates as the EV TOU tariff while also allowing SMECO to modify charging at any time.
- SMECO and our vendors are working with OEMs to add more vehicle and charger manufacturers to the program.
- OEM being added in 2025
 - Toyota, Lexus, GM, Volvo and Stellantis
 - Wallbox
- Currently Net Metering customers can participate in the managed charging program



Multi-unit Dwelling Chargers

- Commission approved chargers
 - First one under construction.
- Phase II
 - Tariff Schedules
 - SMECO will be amending current General Service Small (GS-S) and General Service Small TOU
 - Level one and Level two charging only



EV Residential Charging Programs

Additional Multi-Unit Charging Options

- Working to develop Level 1 charging tariff at multi-unit dwellings.



Fleet and Workplace Charging

- To date there are under 7,000 registered EVs in the SMECO service territory and few M/HDV vehicles registered.
- SMECO believes that most businesses that could electrify aren't ready to yet but the need is there to gage where our members and what their needs will be.
 - SMEC is working to engage commercial customers
 - SMECO will create a fleet and workplace charging registry and survey to see when, where, and how each individual member wants to electrify.
- Phase II EV Programs
 - Using those surveys, SMECO will built a EV Fleet/Workplace Resources page to point fleets to all relevant resources and tools. This website will be available Q1/Q2 2026
 - Develop a fleet customer facing education, marketing, engagement and outreach platform. These services could be available Q2/Q3 2026
 - Still developing the budget for Phase II



Questions?

