

Clean Cars for All and Other Electric Vehicle Incentive Programs Webinar



December 12, 2023
2:00-3:30pm

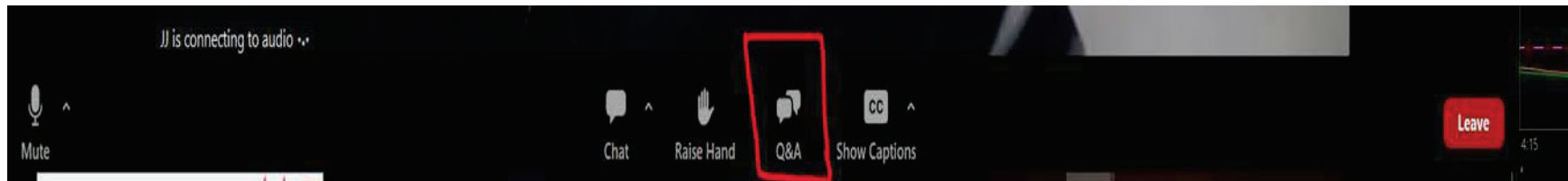
Tin Le, Manager
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BAY AREA
AIR QUALITY
MANAGEMENT
DISTRICT

Webinar Information

- This webinar is being recorded and will be posted online at www.baaqmd.gov/cleancarsforall
- The presentation is also available on the Clean Cars for All program website
- Type in questions using the Zoom Q&A function



Webinar Agenda

- Welcome and Introductions
- Clean Cars for All Program Update
- PG&E Pre-Owned Electric Vehicle (EV) Rebate Program
- MCE's EV Instant Rebate Program
- Peninsula Clean Energy's Used EV Rebate Program
- Closing Remarks

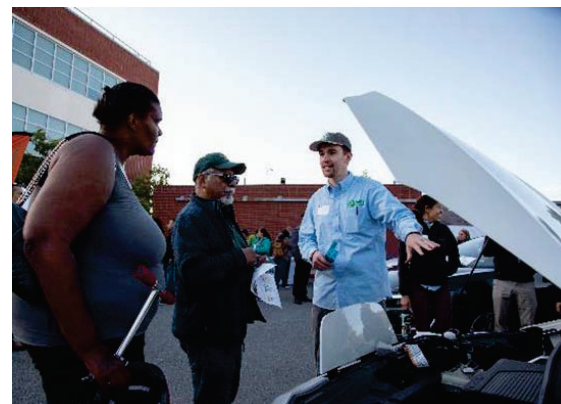
Clean Cars for All Program Update

Deanna Yee
Grants Specialist
dyee@baaqmd.gov



Clean Cars for All Agenda

- Introduction and Background
- Program Overview
- Eligibility Requirements
- Program Changes
- Application Process
- Next Steps
- Questions and Contact info





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Introduction

The Air District:

- Established in 1955
- Nine Bay Area counties
- Seven million residents

Mission: Create a healthy breathing environment for every Bay Area resident while protecting and improving public health, air quality and the global climate.



Background

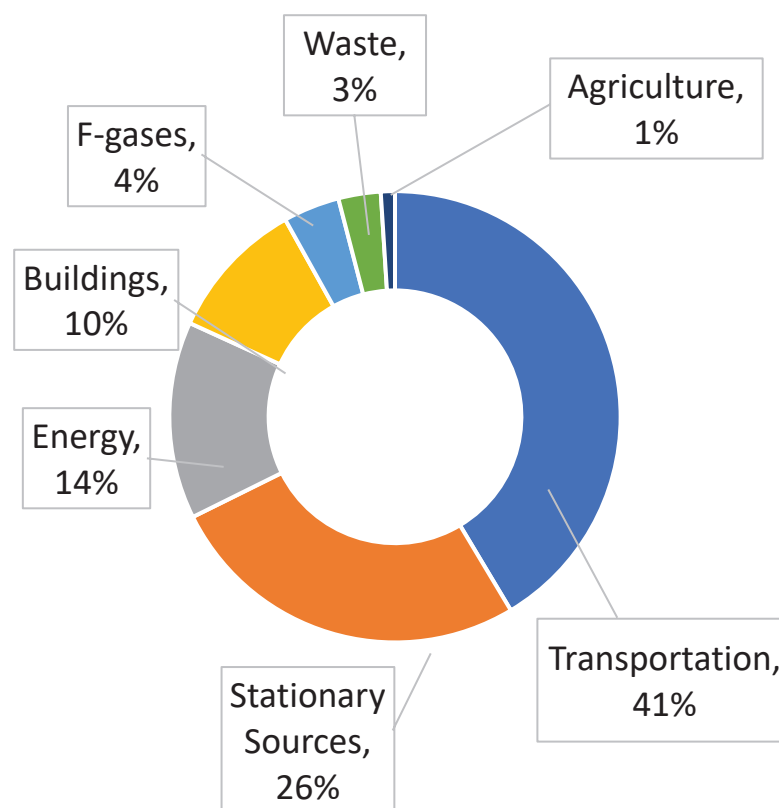
Bay Area and State EV Adoption Goals

- Bay Area: 1.5M by 2030
 - Current registrations: 430,162
- California: 5M by 2050
 - Current registrations: 1,111,028
 - New car sales zero-emission by 2035

Clean Cars for All Program Goals:

- Equitable access to EVs for lower-income consumers
- Reduce mobile source emissions from the transportation sector
- Increase the number of EVs to achieve local and state EV adoption goals

Bay Area GHG Pollution Sources



Background

- Clean Cars for All launched March 2019
- \$33.4 million awarded to 3,980 grantees
 - 3,884 vehicles
 - 434 EV chargers
 - 97 Mobility Options

Program Focus:

- Serving disadvantaged communities impacted by higher levels of air pollution
- Consumer protections
- Outreach and education
- Coordination with other clean transportation programs





Program Overview



Grants for income-qualified residents who retire their older car



Vehicles and Infrastructure

- Purchase or lease, new or used
- Hybrid, plug-in hybrid, battery electric, and fuel cell electric vehicles
- Home charger installation or portable charger for plug-in hybrid and battery electric vehicles



Mobility Options

- Pre-paid debit card for:
 - Electric bicycles
 - Public transit (Clipper Card)



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Program Eligibility



New Applicant

- First time applying to Clean Cars for All



Location

- Residence located in eligible zip code



Vehicle

- Qualifying vehicle to scrap



Income

- Income qualified based on federal poverty level % (household size and income calculation)

2024 Program Changes

Location

- Expanding eligibility to all Bay Area ZIP codes

Vehicle

- Increasing retired vehicle model year

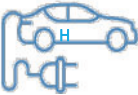
\$ Income

- Focus on the lowest income residents

Higher grant amounts and up to \$2,000 more for residents living in disadvantaged community (DAC) census tracts

	Current Program	New Program
ZIP Codes	76 disadvantaged ZIP Codes	All Bay Area ZIP Codes
Federal Poverty Level	≤400%	≤300%
Retired Vehicle Model Year	2005 or older	2007 or older
Grant Amount	\$5,000 - \$9,500	\$7,000 - \$12,000

Incentive Amounts Comparison

Clean Transportation Options		Current Program	New Program	
		≤400% Federal Poverty Level (FPL)	≤300% FPL	+ DAC Census Tract
	Hybrid**	\$5,000 - \$7,000	\$7,000	\$7,000
	Plug-In Hybrid	\$5,500 - \$9,500*	\$9,500*	\$11,500*
	Battery Electric	\$5,500 - \$9,500*	\$10,000*	\$12,000*
	Fuel Cell Electric Vehicle	\$5,500 - \$9,500	\$10,000	\$12,000
	Mobility Option	\$7,500	\$7,500	\$7,500

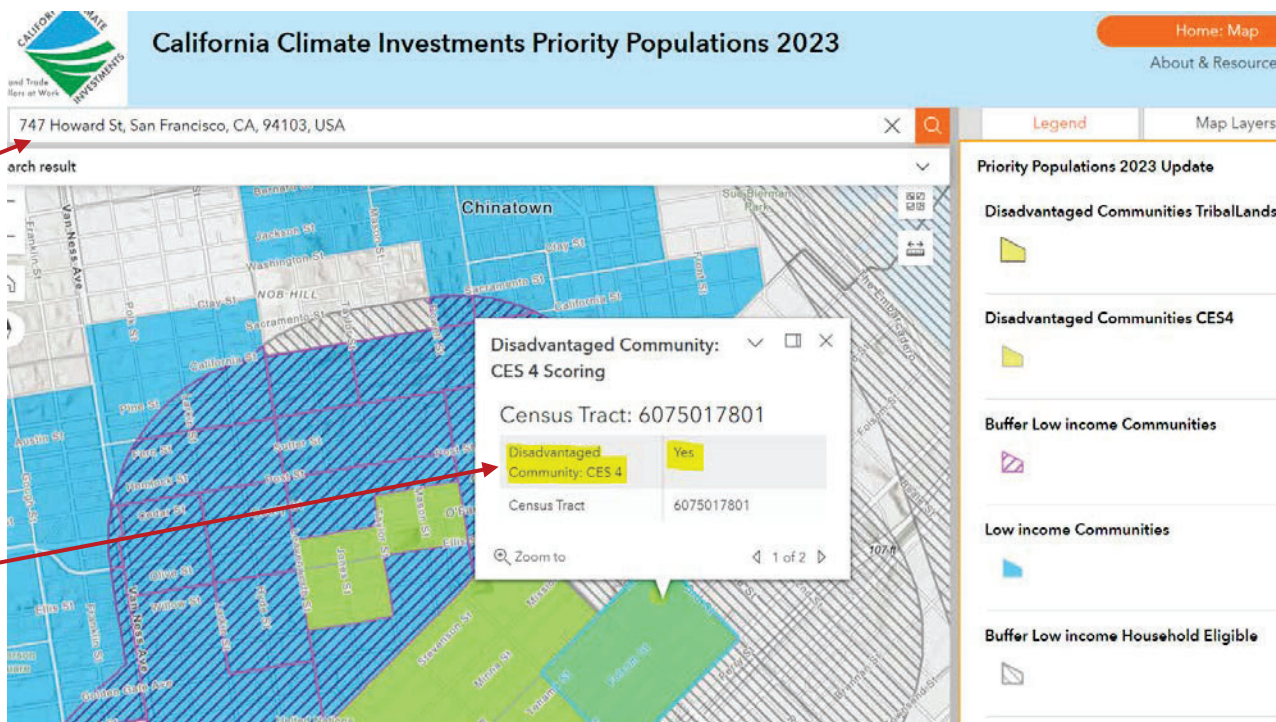
*Up to \$2,000 is available for EV charger rebate

** Conventional hybrids will not be available after December 31, 2024

Disadvantaged Community Census Tract Map

How do I know if my home address is in a disadvantaged community census tract?

- Staff will verify your eligibility after you submit an application. If you qualify, the increased grant amount will be reflected on your award letter
- You can also check by entering your address into this map:
<https://webmaps.arb.ca.gov/PriorityPopulations/>



Enter home address here

You qualify if you see “yes” next to “Disadvantaged community: CES 4”

California Climate Investments
Priority Populations 2023

Home: Map
About & Resources

747 Howard St, San Francisco, CA, 94103, USA

Search result

Disadvantaged Community: CES 4 Scoring

Census Tract: 6075017801

Disadvantaged Community: CES 4 Yes

Census Tract: 6075017801

Zoom to 1 of 2

Priority Populations 2023 Update

Disadvantaged Communities TriballLands

Disadvantaged Communities CES4

Buffer Low income Communities

Low income Communities

Buffer Low income Household Eligible



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2024 Vehicle Eligibility

- ✓ **2007 or older model year**
- ✓ **Vehicle is registered under applicant's name**
- ✓ **Operational in California for the past two years**
- ✓ **Under 10,000 pounds**





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2024 Income Eligibility

Household income is below 300% of the federal poverty level

Household Size	Annual Household Income Cap
1	\$43,740
2	\$59,160
3	\$74,580
4	\$90,000
5	\$105,420
6	\$120,840
7	\$136,260
8	\$151,680

Grant	Hybrid	Plug-in Hybrid	Battery Electric	Fuel Cell Electric	Mobility Option
Base Grant	\$7,000	\$9,500	\$10,000	\$10,000	\$7,500
Increased Grant (in DAC census tract)	\$7,000	\$11,500	\$12,000	\$12,000	\$7,500



Application Process



1. Eligibility & Apply

Complete an application to verify eligibility



3. Approval

Sign Terms & Conditions and receive an Award Letter from the Air District



5. Dismantle Old Vehicle

Turn in your old vehicle at an authorized dismantler; eligible for EV charger reimbursement



2. Pre-Inspection

Bring vehicle to an authorized dismantler to verify vehicle requirements.



4. Clean Mobility Option

Buy or lease a new or used replacement vehicle at 80+ authorized dealerships
or
Receive your pre-paid card for public transit or e-bikes

Next Steps

- Program Relaunch: 1st Quarter 2024
- Program remains open until funding is exhausted
 - Budget: \$28 million (2,000 - 2,300 grants)
- Applicants who have already submitted applications do not automatically receive higher grant amounts and will need to reapply after the relaunch
 - Eligibility subject to current program requirements

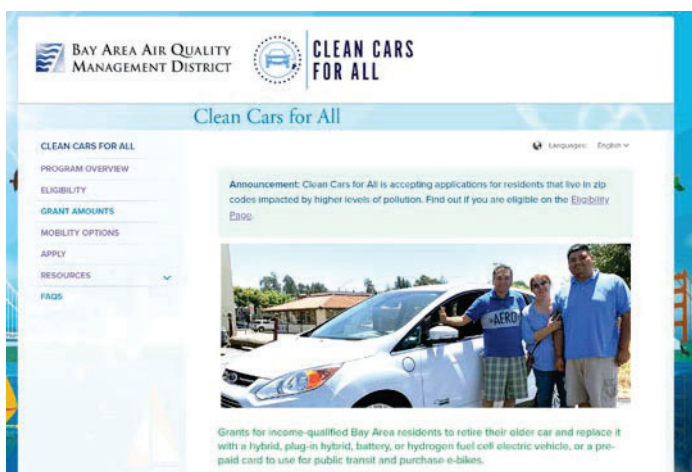




Questions?

Clean Cars for All Website

www.baaqmd.gov/cleancarsforall



Contact Us

GRID Alternatives
(Case Managers)

855.256.3656

CleanCars@gridalternatives.org



Air District Staff

cleancarsforall@baaqmd.gov



Current Residential Program Portfolio

Low Carbon Fuel Standard (LCFS): CARB regulation to reduce emissions from transportation fuels via a carbon market.

- PG&E earns credits for providing low-carbon fuels and uses the non-ratepayer revenue to fund customer programs.

- The CPUC approved the LCFS programs in December 2021 and Empower in September 2019
- Programs #1, #2, #3, and #5 are majority equity-focused; #4 is a resiliency program

LCFS-Funded Holdback Programs

#1: Pre-Owned EV Rebate Program

Post-purchase rebate for pre-owned EVs. \$1,000 base rebate, \$4,000 for income-qualified customers.



\$86.6M
2022-2024

Active (launched
Feb 2023)

#2: MFH + Small Business EV Charger Program

Install low-power chargers (Level 1 and Level 2) at multifamily and small businesses with capacity on panel.



\$25.2M
2022-2024

Active (launched
Jun 2023)

#3: Residential Charging Solutions Pilot

A \$700 post-purchase rebate on eligible EV charging equipment for income-qualified customers.



\$7.3M
2023-2025

Active (launched
Nov 2023)

#4: Resilient Charging Pilot ("evPulse")

Software to communicate and/or actively manage EV charging prior to a PSPS event to ensure battery is fully charged.



\$4.8M
2022-2023

Active (closed as
of 2024)

Non-HB

#5: Empower EV

Rebates to income qualified customers for home chargers and panel upgrades, plus tailored EV and rates education.



\$4.1M
2022-2024

Active (launched
Jun 2023)



Additional Resources

- Pre-owned EV
 - evrebates.pge.com
- MFH + Small Business Direct Install Pilot
 - [Multifamily Housing and Small Business EV Charger Program \(pge.com\)](https://pge.com)
- Residential Charging Solutions
 - [Residential Charging Solutions Rebate \(pge.com\)](https://pge.com)
- evPulse
 - [evPulse for Pacific Gas and Electric Company \(PG&E\) \(ev-pulse.com\)](https://ev-pulse.com)
- Empower EV
 - [Empower EV Program \(pge.com\)](https://pge.com)



MCE EV Instant Rebates and Sync

Melanie Biesecker
Customer Programs Manager, Transportation Electrification



The background of the slide is a photograph of a hazy, rolling landscape. In the foreground, there is a field of dry, golden-brown grass. In the middle ground, a person is walking away from the viewer on a path that leads into the distance. The background consists of layers of hills and mountains, all shrouded in a light mist or haze, creating a sense of depth and tranquility. The sky is a pale, clear blue.

OUR MISSION

Confront the climate crisis by eliminating fossil fuel greenhouse gas emissions, producing renewable energy, and creating equitable community benefits.

OUR VISION

Lead California to an equitable, clean, affordable, and reliable energy economy by serving as a model for community-based renewable energy, energy efficiency, and cutting-edge clean-tech products and programs.

37 Member Communities

**4 Bay Area
Counties**

**580,000
Accounts**

**1.5 million +
Customers**



Transportation Electrification Programs

Income-Qualified EV Instant Rebates

Up to \$3,500 toward purchase or
lease of EVs at participating dealers
Stacks with other incentives



Smart Charging App

\$50 enrollment bonus
Up to \$10 cash back / month



Workplace & Multifamily Charging

Up to \$3,500 rebates
Stacks with other incentives



MCE EV Instant Rebates

MCE's EV Instant Rebates

Providing Access to EVs for Income-Qualified Customers

New electric vehicles or plug-in hybrids:

\$3,500
customer rebate

\$200
dealer spiff

Used electric vehicles or plug-in hybrids:

\$2,000
customer rebate

\$100
dealer spiff



Damian and family,
Novato residents and MCE rebate recipients



Participating dealerships provide rebates-up to \$3,500 per EV to eligible MCE customers at time of purchase



Stackable with other incentives for even more savings



Goal is to increase EV adoption by lowering the cost and providing EV education to MCE customers



- No pre-purchase application or approval
- Customer visits participating dealership and selects new or used EV or PHEV for purchase or lease
- Dealer verifies customer eligibility and applies discount off the purchase price at point-of-sale
- Dealer submits for reimbursement (2 weeks processing)

How does it work?

EV Instant Rebates: Eligibility

- MCE customer, located in MCE's service area
- Purchase or lease a qualifying new or used EV or PHEV from a participating dealership
- Keep EV for at least 24 consecutive months after the vehicle purchase or lease date
- Register new EV with the DMV at the address associated with MCE account
- Meet income guidelines or enrolled in qualified program.

Combined Household* Income at or below:

Household Size	Maximum Combined Income
1	\$58,320
2	\$78,880
3	\$99,440
4	\$120,000
5	\$140,560
6	\$161,120
7	\$181,680
8	\$202,240

* A household includes all people, including the rebate applicant, who reside together and/or share common living expenses. These income levels are equal to 400% of the 2023 Federal Poverty Level Guidelines. Income verification is completed for all members of the household ages 18+ years. Note: Roommates are considered part of the applicant's household unless they have a separate lease.

Be enrolled in one of the following programs:

- CalWORKs/TANF
- CAPI
- Clean Cars 4 All (CC4A)
- Clean Vehicle Assistance Program (CVAP)
- Drive Clean Assistance Program (DCAP)
- Medicaid
- Medi-Cal (Income-Qualified Medi-Cal Only)
- Section 8 Rental Certificate Program for Very Low and Extremely Low-Income Classifications (HUD)
- SSI

OR

2-Page Flyer

Available on Program [website](#) (Eng/Sp)

MCE EV INSTANT REBATES

Save up to \$3,500 instantly when you purchase or lease an EV

Eligible MCE customers can choose from a variety of qualifying EVs and get instant rebates as a discount off their purchase or lease! MCE Instant Rebates may be combined with other available incentives you are eligible for.

- \$3,500 off new EVs or plug-in hybrids
- \$2,000 off used EVs or plug-in hybrids
- Thousands more in additional incentives (see reverse for more information)

LEARN MORE AND SEE IF YOU QUALIFY

For more information on the MCE EV Instant Rebates program, call (628) 272-9910 or email instantrebates@moocleanenergy.org.

instant rebates.
powered by Energy Solutions

MCE EV INSTANT REBATES

SAVE UP TO \$3,500 INSTANTLY

ELIGIBILITY

- Be an MCE customer, located in MCE's service area.
- Purchase or lease an eligible EV or plug-in hybrid from a participating dealer.
- Keep your EV for at least 24 consecutive months after the vehicle purchase or lease date.
- Register your new EV with the California DMV at the address associated with your MCE account.
- Meet one of the following criteria:

1. Have a combined household income* at or below the amount shown below.

Household Size	Maximum Combined Income
1	\$35,000
2	\$70,000
3	\$95,000
4	\$120,000
5	\$145,000
6	\$170,000
7	\$195,000
8	\$220,000

*Household includes all people living in the household, including those who are not related by blood or marriage, but who are considered household members for purposes of determining income. Income includes all income from all sources, including Social Security, unemployment, and other income.

OR

2. Be enrolled in one of the following programs:

- CalWORKS/TANF (Temporary Assistance for Needy Families Program)
- CAPI (Cash Assistance Program for Immigrants)
- Clean Cars 4 All (CCAA)
- Clean Vehicle Assistance Program (CVAP)
- Drive Clean Assistance Program (DCAP)
- Medi-Cal
- Medi-Cal (Income-Qualified Medi-Cal Only)
- Section 8 Rental Certificate Program for Very Low and Extremely Low Income Classifications (HHS)
- SSI (Supplemental Security Income)

HOW IT WORKS

- Find a participating dealer at moocleanenergy.org/ev-rebate
- Purchase or lease a qualifying EV
- Receive an MCE EV Instant Rebate as a discount.

REBATE AMOUNTS

- \$3,500 instant rebate from MCE for new EVs
- \$2,000 instant rebate from MCE for used EVs

Additional Incentives:
To learn more visit driveclean.ca.gov/search-incentives.

Scan the QR code to learn more about MCE's EV Instant Rebate and other incentives.

Need support? Call (628) 272-9910 for assistance with applying for rebates. We'll help you save as much as possible on your EV!

For more information on the MCE EV Instant Rebates program, call (628) 272-9910 or email instantrebates@moocleanenergy.org.

instant rebates.
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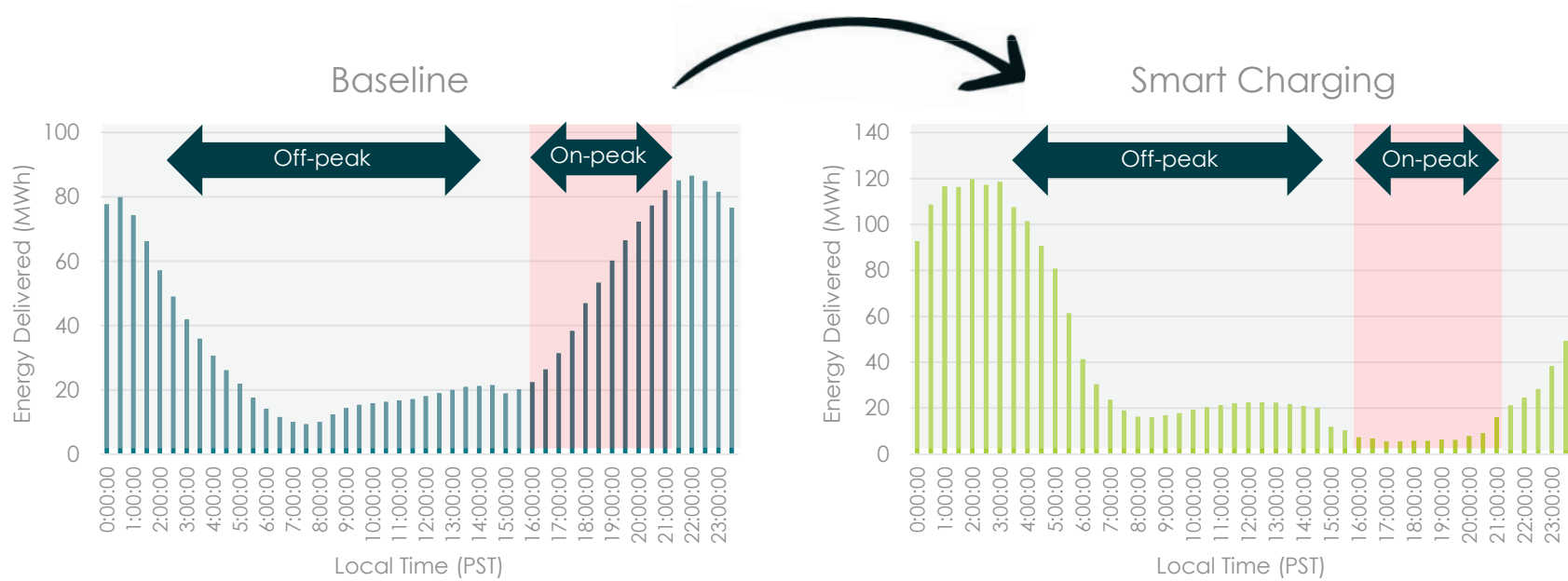
Scan the QR Code to Learn More about EV Instant Rebates or contact Energy Solutions EV Instant Rebate support team or call **(628) 272-9910**



Energy Solutions is a clean energy implementation firm that partners with MCE to provide customer support and assistance with applying for additional rebates. They also enroll and train car dealerships to lower the price of EVs for eligible customers.

Outreach and Education

MCE Sync

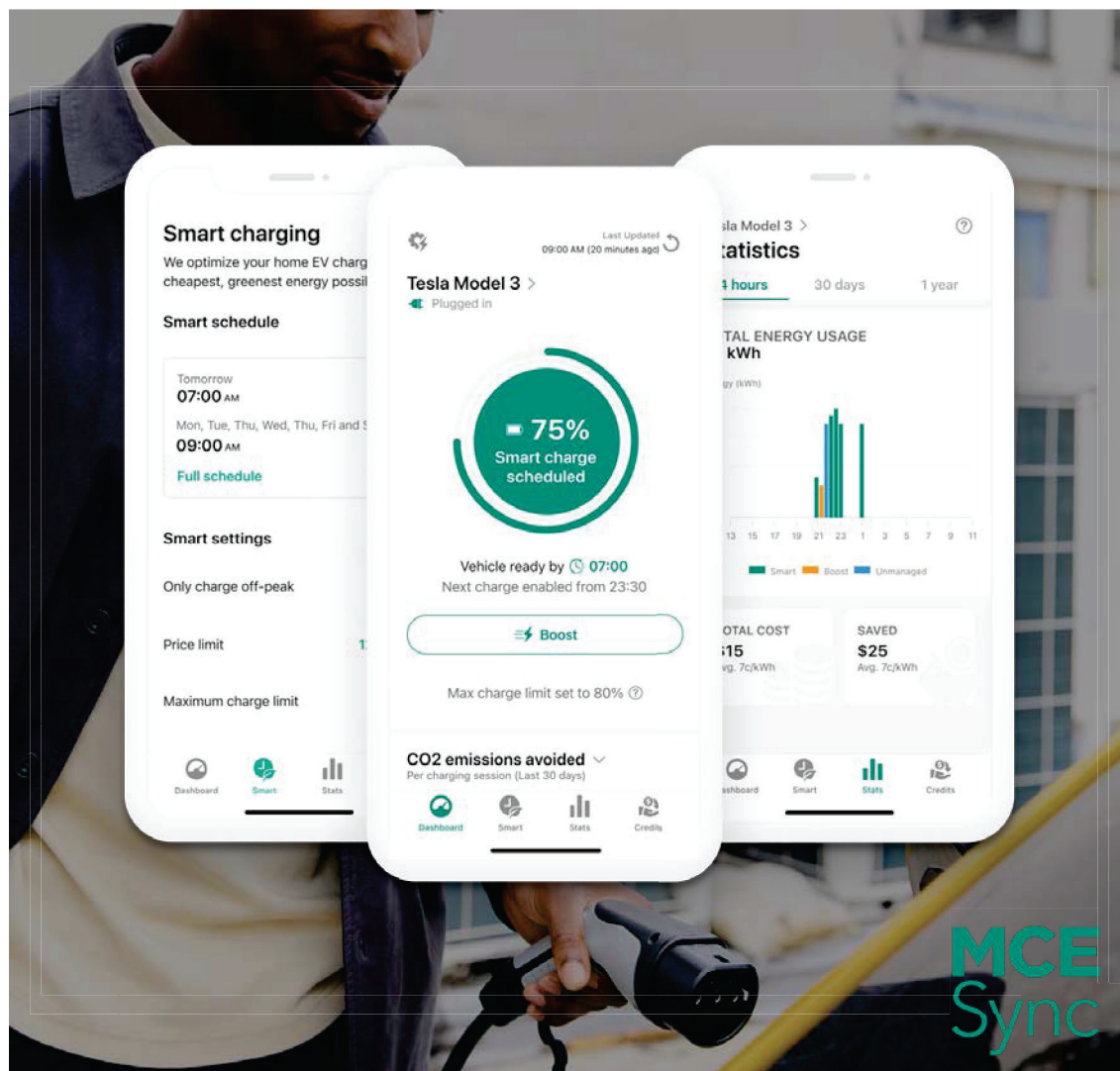


Support a resilient CA power grid

MCE Sync: EV Smart- Charging App

The MCE Sync app automates EV charging to help residential customers use the least expensive and cleanest energy on the grid

- Works with most EV makes & models
- \$50 sign-up bonus
- Up to \$10 per month cash back for charging during low-carbon events
- Saves \$100 or more per year just by charging off-peak*



MCE Sync: Eligibility

- Be an MCE customer living in MCE service area
- Have a compatible EV or charger
- Can be enrolled in any residential electricity rate plan; greater bill savings may be seen on an EV or other Time-of-Use plan.



**Save up to \$220
a year charging**

MCE Sync lets you
view energy, cost
and CO₂ from every
charge of your EV.

**MCE
Sync**

Outreach and Education

Sync Flyer

Learn more by visiting Program [Website](#)



Join thousands of EV drivers saving an average of \$270* a year by smart charging at home with MCE Sync

MCE Sync is an app that helps EV drivers automate their charging at home to use the least expensive and cleanest energy on the grid, while fully charging their EVs for when they need it.

Savings for Residents
Participants earn a one-time \$50 enrollment bonus and up to \$10 monthly for smart charging their EV. The average household with an EV will also save an additional \$100 per year on their electricity bills!

Community Benefits
MCE Sync benefits the community by rewarding individuals to support a more stable grid during times of peak energy demand or crises. Offering a win-win scenario for the community.

Environmental Impact
EVs charged on MCE's renewable electricity drastically reduce air pollution and climate impact. California's grid still relies on dirty energy during certain hours of the day, even outside of 4pm-9pm. MCE Sync reduces grid emissions even further and lets drivers track their own CO2 savings.

Save money.
Support the grid.
Protect the planet.

*Estimated average annual savings for MCE customers on a time-of-use tariff.

Check your EV and charger eligibility and learn more about MCE Sync at: mceCleanEnergy.org/mce-sync

MCE Sync



"It's simpler than a 'smart home' - I don't have to change timers or hit an on-or off-switch. I literally set it and forget it. I enjoy knowing how easy it is to give back to the environment."

-Brian, MCE Sync Customer



Need help connecting your EV or home charger? Contact mce-support@ev.energy for technical support. We are happy to help!

Thank You!

Melanie Biesecker

Customer Programs Manager, Transportation Electrification

mbiesecker@mcecleanenergy.org





Used EV Rebate

Clean Cars for All Webinar
December 12, 2024

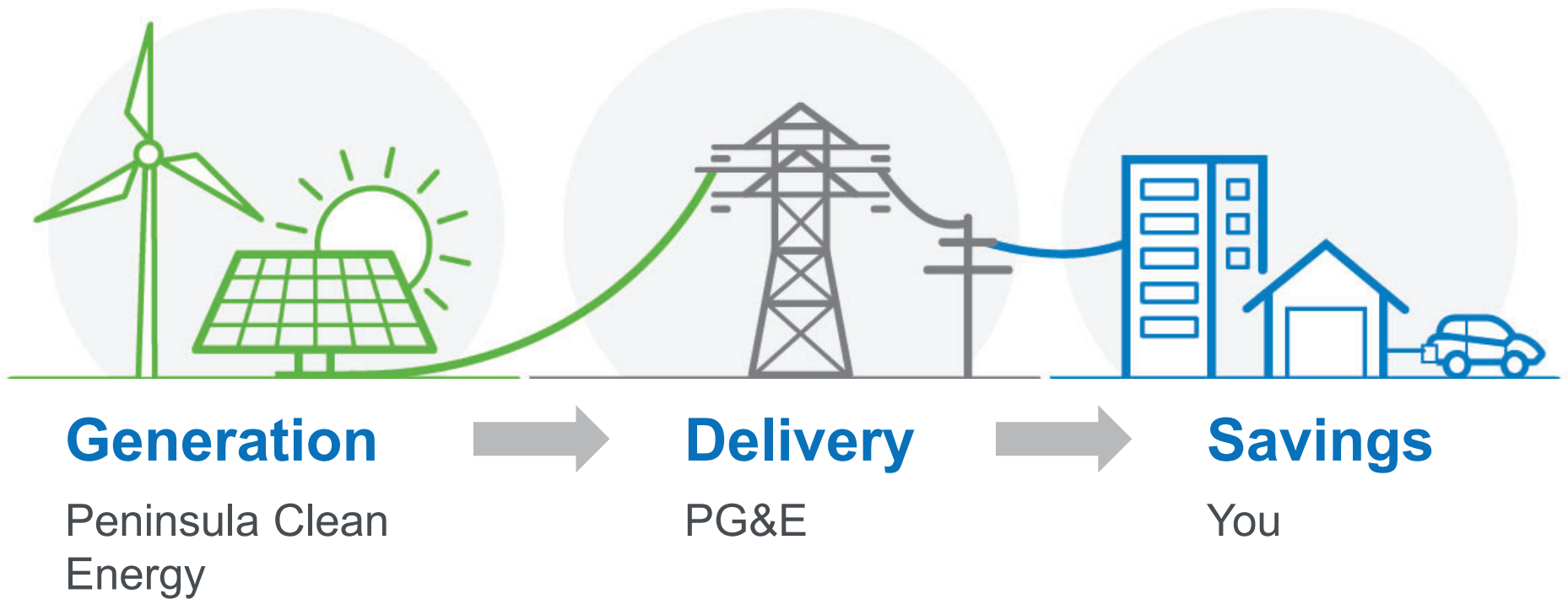


About Peninsula Clean Energy

- Local public agency that provides **clean energy at lower rates**
- Launched in 2016 to reduce greenhouse gas emissions
- Serves San Mateo County and the City of Los Banos



How it works



We want to help our residents save with EVs

- Electric vehicle prices are decreasing
- New rebates and incentives are available

Goals

- Help make EVs less expensive than current gas car
- Simplify the rebate process
- Focus on helping residents with lower incomes

Incentive amount

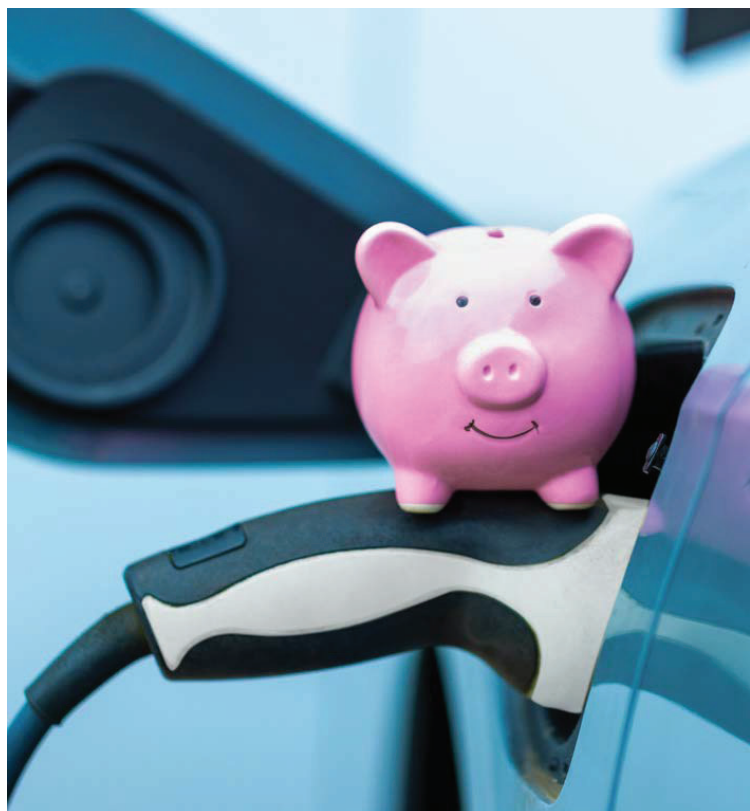
	Electric EV & PHEV
Income-qualifying resident of San Mateo County or the City of Los Banos	\$2,000

How can you redeem the rebate?

1. Instant savings at participating dealer
2. As a check in the mail after purchase



What changed for 2024?



Peninsula Clean Energy

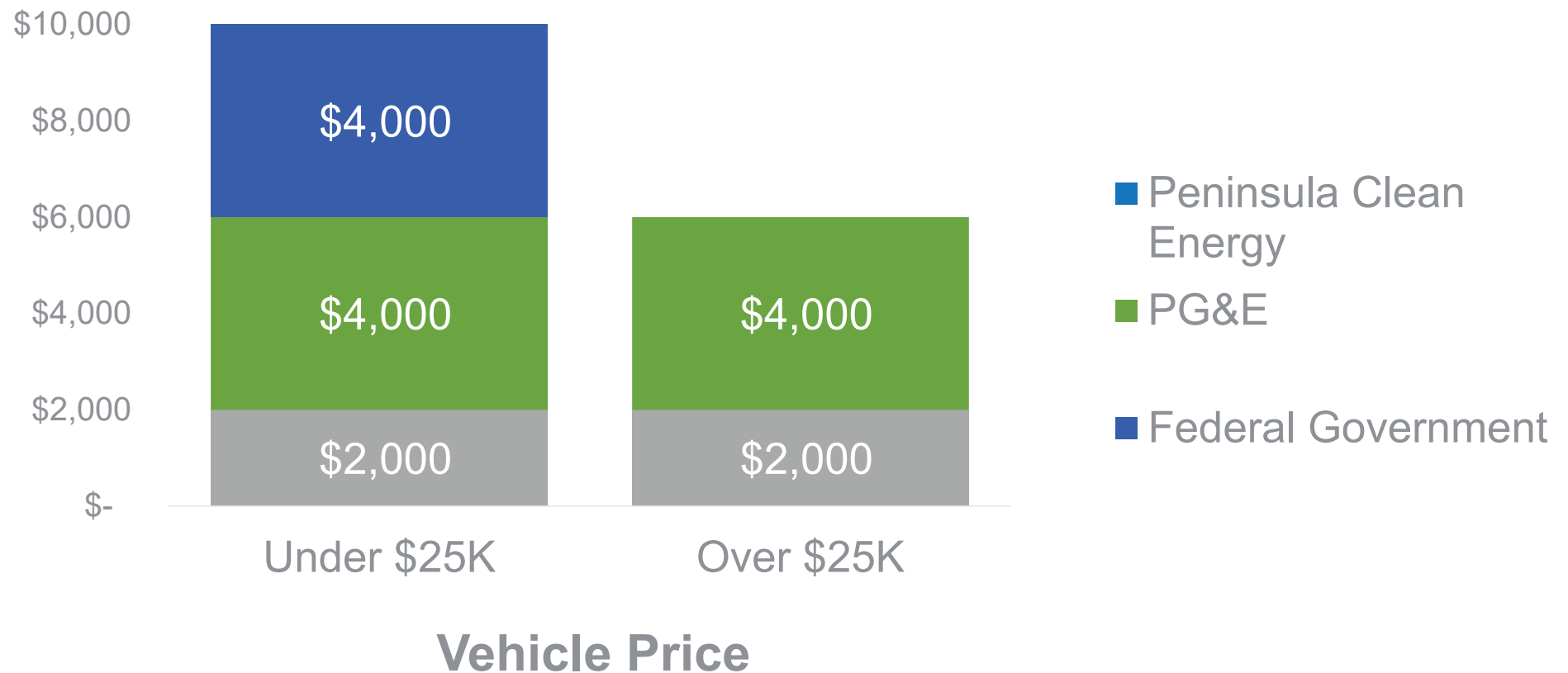
- No pre-application required
- No price restrictions for vehicle
- Expanded eligibility* by income
 - Individual: \$75K
 - Head of Household: \$115K
 - Joint Household: \$150K

*Our income eligibility now matches Inflation Reduction Act's definition of "income qualifying"

Used EV Program Changes

	Current Program	Proposed Program
Structure	• Pre-qualification always required • Point of sale or post purchase	• No pre-qualification required • Point of sale or post purchase
Rebate	• One amount for all resident, a “base” • A higher amount for income-qualifying residents • Can only apply once in a lifetime	• Only one amount, only for income-qualifying residents • Can apply once every 3 years
Low income definition	• Eligible program, or • \$58,000 for 1, \$79,000 for 2, \$99,440 for 3, etc	• Eligible program, or • Match IRA: 75K individual, \$115K HoH, \$150K couple/joint
Vehicle Requirements	• \$35,000 max price	• No price cutoff

Total rebates by vehicle price



Eligibility Overview, Other Programs

Program Name	Amount	Eligibility criteria	Vehicle requirement	Incentive process
Inflation Reduction Act (2024)	Up to \$4,000 or 30% of the MSRP. Whichever is less	\$150,000 for married filing jointly or a surviving spouse \$112,500 for heads of households \$75,000 for all other filers	Max price of \$25,000 Car must be 2 years or older	Point-of-sale at a dealership or tax credit
PG&E Pre-Owned Rebate Program	<u>Any income</u> Up to \$1,000 <u>Income qualified</u> Up to \$4,000	- Income criteria is based on household size. For ex: 1 person = \$104,400 / HH of 4 = \$149,000 OR - Enrollment in qualified program	No MSRP price cap Vehicle must have more than 7,500 miles on the odometer	Customer submits an application <i>post-purchase</i> , receives rebate check

Thank you!

