Proposed Transportation Electrification Program Plans and Budget Reallocation

October 24, 2025

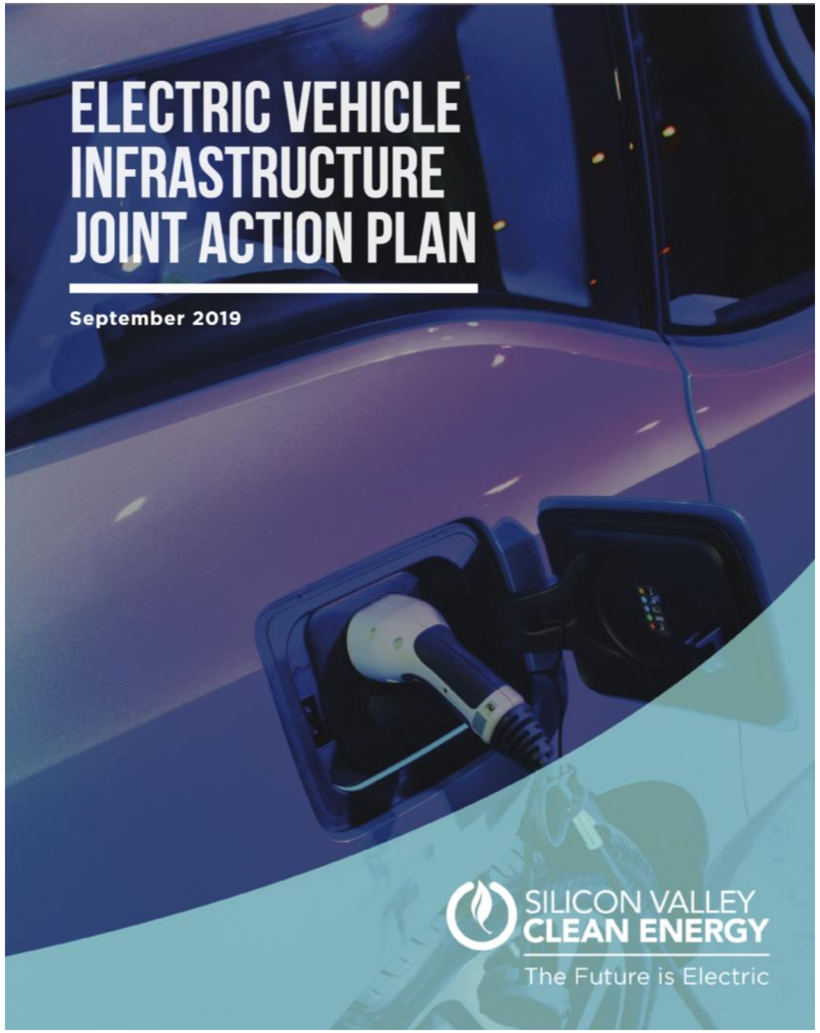
SILICON VALLEY CLEAN ENERGY

Today’s Agenda

- Transportation programs overview and learnings
- Staff recommendation for budget reallocation to scale core programs

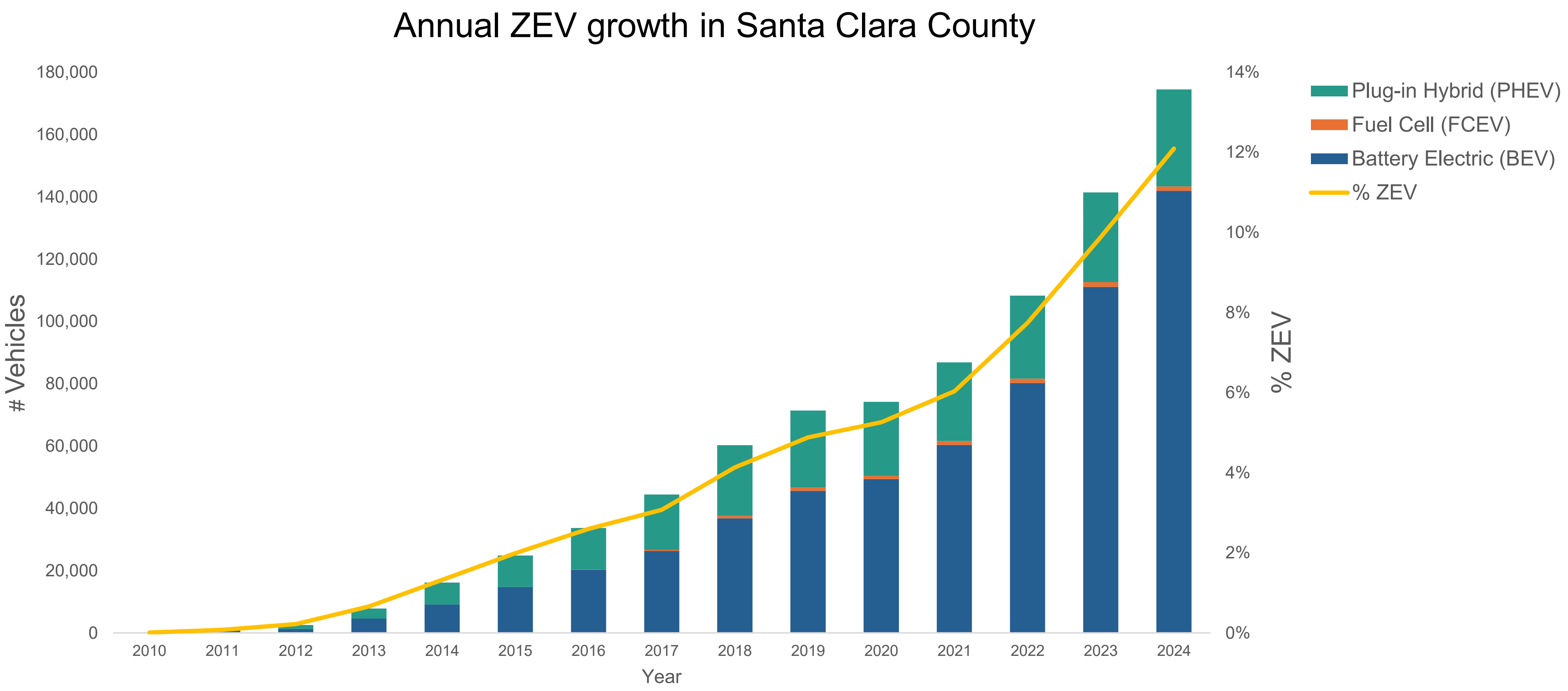
SVCE EVI Joint Action Plan (2019)

- Focus on multifamily, workplace, fleet, and public charging
- To date, SVCE has implemented all planned programs (and more)



Full Plan

EV Landscape has evolved since 2019



California Energy Commission (2025). Light-Duty Vehicle Population in California. Data last updated April 30, 2025. Retrieved June 9, 2025 from https://www.energy.ca.gov/zevstats

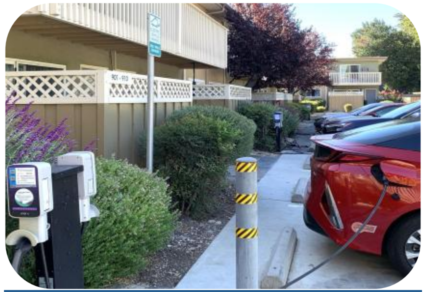
EV Landscape has evolved since 2019

- EVs grew to **13+%** of cars in county[1]
- EVs hit **46%** of new car sales in Q3 2025[2]
- CA public charging stations have grown **5X**[3]
- Explosion in EV models available
- State EVI building codes align with reach codes

- Federal policy headwinds for EVs
- Federal tax credits came and went
- CA behind on charging goal (20% of 2030 goal)
- Upfront cost remains barrier for mass adoption
- High charging costs for multifamily residents

[1] California Energy Commission (2025). Light-Duty Vehicle Population in California. Data last updated April 30, 2025. Retrieved June 9, 2025 from https://www.energy.ca.gov/zevstats
[2] California Energy Commission (2025). New ZEV Sales in California. Data last updated September 30, 2025. Retrieved October 13, 2025 from https://www.energy.ca.gov/zevstats.
[3] California Energy Commission (2025). Electric Vehicle Chargers in California. Data last updated February 5, 2025. Retrieved September 24, 2025 from https://www.energy.ca.gov/zevstats

SVCE Transportation Electrification Programs



EV Charging Rebates

Incentives for multifamily properties to install EV charging (including new affordable housing).

EV Rebates

Rebates for new and used EVs (income-qualified).

Multifamily Retrofits

Whole building electrification for selected deed-restricted multifamily affordable housing.

Fleet Electrification Planning

Fleet electrification technical assistance for public fleets.

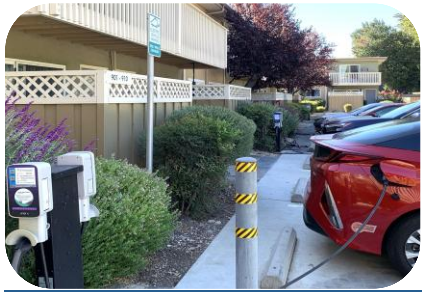
Innovation Onramp

Grant funding for EV infrastructure to address multifamily charging costs.

Program Types

- Incentive
- Technical assistance
- Direct install
- Closed

SVCE Transportation Electrification Programs



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E-bike vouchers for income-qualified customers.

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SVCE Transportation Electrification Programs

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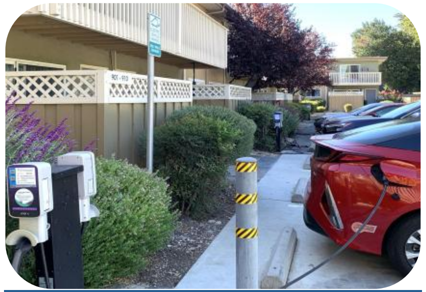

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CALeVIP
Incentives for DC fast chargers and Level 2 chargers in public, multifamily, or business lots.

Fast Charging Incentives
Incentives for DC fast charger installations near dense multifamily housing. (Priority Zone DCFC)

EV Charging Technical Assistance
For multifamily properties, agencies, and SMBs

CEC Grant Match for EV Charging
CEC REACH 1.0 and BESTFIT Grants

$20.5M Total Budget

Program Impacts by the Numbers

249
EV Rebates Paid

38
Multifamily Sites with EV Charging

601
Level 1 or 2 Chargers Installed

28
DC Fast Chargers Installed

15
Public fleets receiving electrification planning support

112
Properties received EV charging technical assistance

284
Level 1 or 2 Chargers in pipeline

Data as of 10/3/25

Program Learnings

1. Rebates and assistance drive EV charging installations

- Project costs are the top barrier, and rebates are needed
- Level 1 and low-power level 2 charging solutions reduce project costs and serve most daily driving needs
- Property owners value guidance on cost-saving strategies, billing management, and finding installers

Park Plaza (155 units) in Mountain View installed 22 Level 2 EV chargers in 2023.

All 22 chargers are reservable by tenants and the public.

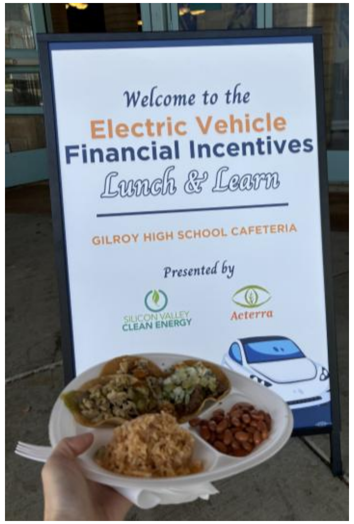
Mike, the property manager, worked with EVmatch to stack incentives to help fund this project.

Example of outlet-based solutions from GoPowerEV and Pando Electric

2. Education is Key to Scale Adoption

- Engagement, outreach, and tailored education help reach new audiences and overcome barriers, for both vehicles and charging

Multifamily Property Owner EV Charging Lunch and Learn, July 2025



Tax Credit Webinars, Aug-Sept 2025

EV Financial Incentives Lunch and Learn in Gilroy, Nov 2024

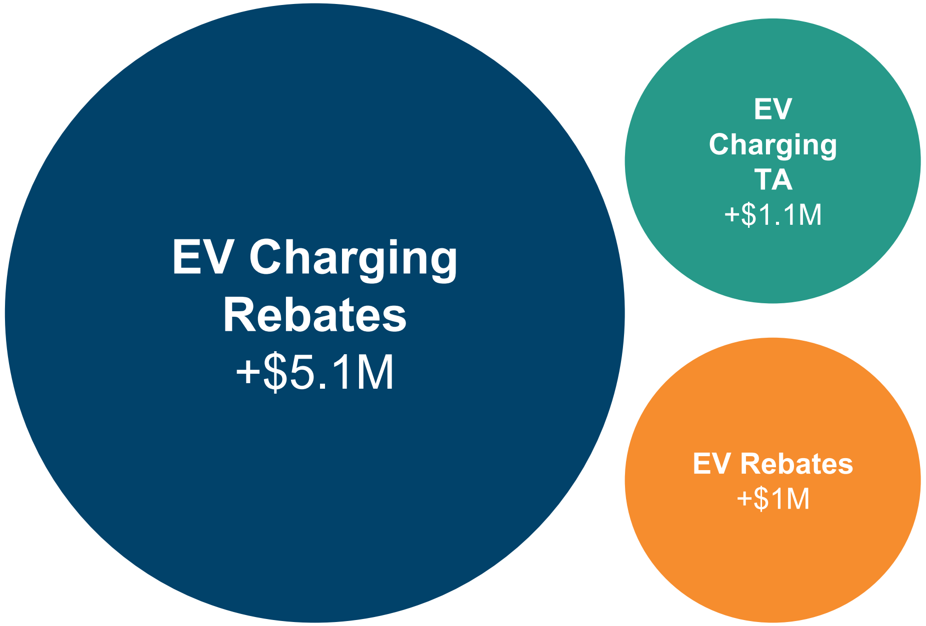
3. And a whole bunch more

- Partnerships are key to program success; EVSE vendors & installers are key collaborators and help drive enrollment
- Home charging access is important to 89% of multifamily EV drivers
- Flexible incentive design can better meet customer needs (e.g., allowing assigned and shared chargers for MUDs)
- DC fast charging business models are evolving; consolidation will be helpful in the long term, but can create challenges for reliability and ongoing support
- New affordable housing development timelines are long and challenging
- Direct install models are more beneficial for affordable housing retrofit projects compared to rebates
- Cost for multifamily resident EV charging is often higher than for single-family residents; Direct wiring to tenant meters and virtual submetering are two solutions we are piloting to reduce charging costs for residents
- Ongoing O&M and charger reliability are concerns for charger hosts
- Daytime charging is cheaper, cleaner, and has grid benefits. Workplace charging helps and fills crucial need for people without home charging access
- Permitting and interconnection timelines vary and can create delays for projects
- And more…

Budget Reallocation Recommendation

Opportunity to scale impacts

As some TE programs sunset this year, staff recommend reallocating $7.2M in unspent TE funding to scale existing core EV charging and EV programs.



Key Proposed Changes:

- Continue multifamily charging focus, consolidate EV charging budgets, and add workplace and public charging eligibility
- Relaunch improved technical assistance program focused on right-sizing solutions
- Extend funding for EV rebate program in light of sunset federal tax credits and increase educational engagement and outreach

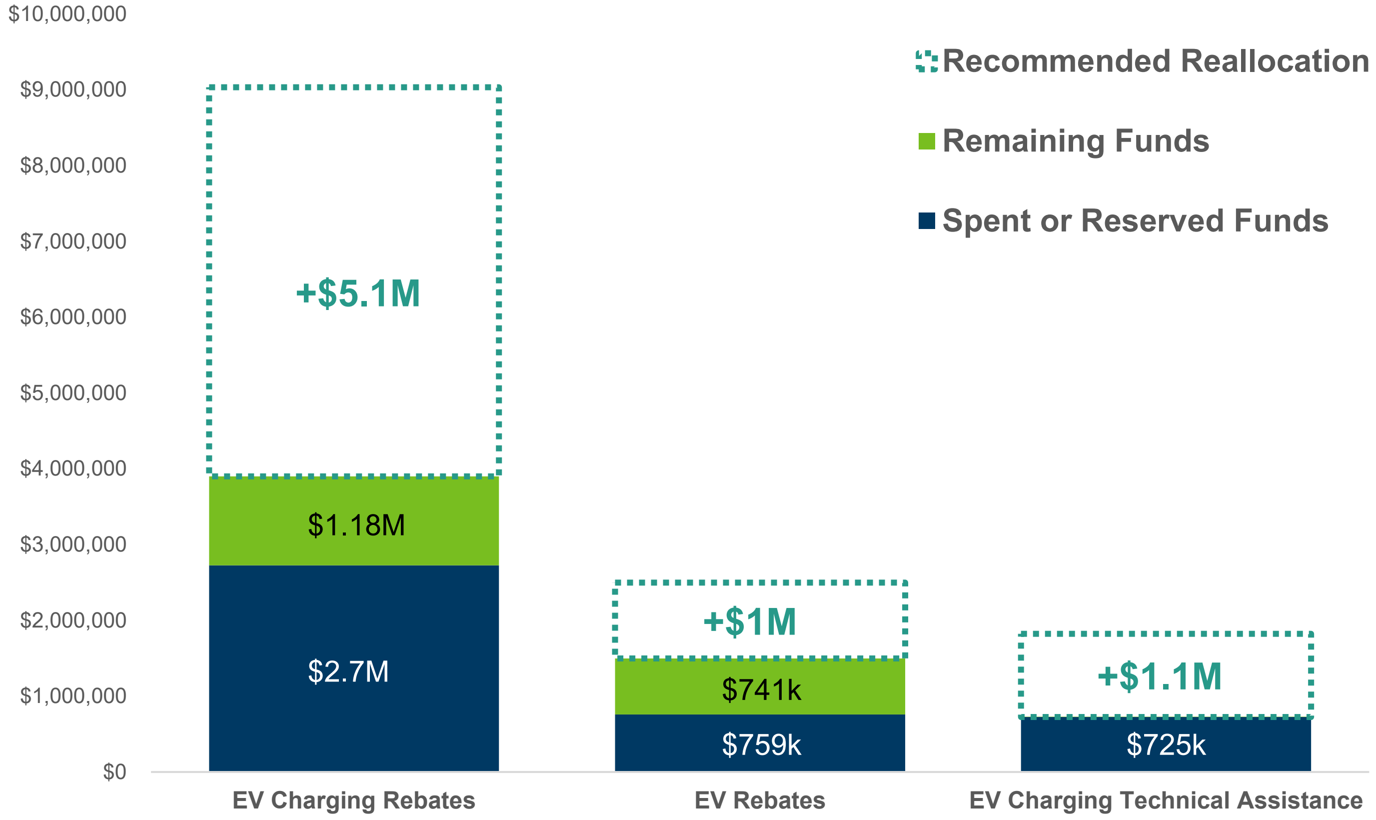
Where does the $7.2M come from?

$7.2M comes from recently closed or unlikely-to-be-spent program budgets:

Program	Total Budget	Unspent Budget	Reason for Unspent Budget
New Construction Affordable Housing EV Charging (part of EV Charging Rebate program)	$5.8M	$5.8M	Lower than expected participation; very long development timelines; unlikely to be fully spent
Fast Charging Incentives (Priority Zone DCFC)	$1.8M	$1.3M	Program ended; shifted focus to L1/L2 solutions that complement existing external DCFC investment
CEC Grant Match for EV Charging	$175k	$90.5k	Grant period ended.
CALeVIP	$2.5M	$36k (est.)	Grant period closing Dec 2025.
Total	**$10.3M**	**$7.2M**	

Core Program Budget Recommendation

Add $7.2M to scale three existing EV charging and EV rebate programs:



Why?

- EVI incentives and EV rebates are top performers in delivering value directly to customers; more funding supports scaling
- SVCE programs fill gaps in existing landscape of broader rebate programs
- Multifamily projects depend on funding and technical assistance; current funds may be fully reserved within next year
- Consolidate into fewer, larger programs for more efficient administration

Impact of Reallocated TE Funds

+$1.1M

Charging Technical Assistance 2.0

- Offer customized TA to recruit, advise, and connect to rebates and installers

Support 200+ sites

+$5.1M

EV Charging Rebates

- Expand and scale EV charging installations for multifamily, workplaces, and public charging.

Adds ~50-100+ sites ~900-2,000+ chargers

+$1M

EV Rebates & Education

- Continue to support equitable EV adoption with income-qualified rebates and education

Adds ~450 EV rebates, ~10 educational events

Action

Staff requests the Silicon Valley Clean Energy Executive Committee recommend the Board of Directors approve the Transportation Electrification Program Plans and Budget Reallocation

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Questions?

Appendix

Total TE Budget Change Summary

Program	Total Budget	Remaining Unspent Funds	Recommended Budget Change	New Recommended Total Budget	Description
EV Charging Rebates	$3,900,000	$1,175,085	**+$5,135,141**	$9,035,141	Add $5.1M
EV Charging Technical Assistance	$725,000	$0	**+$1,100,000**	$1,825,000	Add $1.1M, relaunch
EV Rebates	$1,500,000	$741,185	**+$1,000,000**	$2,500,000	Add $1M
Multifamily Retrofits	$1,000,000	$1,000,000	$0	$1,000,000	No change
Fleet Electrification	$512,000	$75,000	$0	$512,000	No change
E-bike Rebates	$500,000	$500,000	$0	$500,000	No change
Innovation Onramp Pilots	$327,725	$327,725	$0	$327,725	No change
MTC Grant Match	$204,569	$204,569	$0	$204,569	No change
CFI Grant Match	$1,500,000	$1,500,000	$0	$1,500,000	No change
EVMatch CEC Grant	$75,000	$16,500	($16,500)	$0	Closed
CALeVIP	$2,500,000	$36,000	($36,000)	$0	Closed
Ecology Action CEC Grant	$100,000	$74,000	($74,000)	$0	Closed
Fast Charging Incentives (Priority Zone DCFC)	$1,875,000	$1,327,210	($1,327,210)	$0	Closed
New Construction Affordable Housing EV Charging	$5,795,431	$5,781,431	($5,781,431)	$0	Merge with EV charging rebate program
TOTAL	**$20,514,725**	**$12,758,705**	**$0**	**$17,404,435**	

$2,000 EV Rebate

For income-qualified residents

Learn more: **svce.info/evrebate**

Get an instant rebate
At a participating dealership.
Or, apply post purchase.

Any EV or plug-in hybrid eligible
New or pre-owned, purchased or leased. <$55k cash price.

Income qualifications apply
<80% Area Median Income ($159,550 for 4-person household)

Multifamily EV Charging Incentive Programs

Receive Incentives Up to $100,000

First come first served, while funds last

Offset the cost of installing EV chargers at your multifamily residence. Must reserve incentives *before* installation.

Get Help Planning Your Project with Free Technical Assistance

Closed June 2025

- Site assessment
- Charger options and site layout
- Contractor solicitation
- Project management
- Permitting support
- Financial incentives/rebate applications

svce.info/mfcharging

Financial Levers Intro

Justin and Monica
Executive Committee
Oct 2025

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Today’s objectives – discussion and some input

Context: SVCE financial forecast shows a prolonged draw on reserves. SVCE staff plan to build out “financial levers” for the board’s consideration.

Agenda:

- Timeline
- Quick recap
- Discussion on key levers – rates, clean, programs, other

  OK to model scenarios based on all main levers? Should any be off the table?

  What other information might be needed?

  Input on how to bring to BOD

Many SVCE timelines for strategic decisions

Budget Framework

June
Discuss the high-level budget framework and stress analysis with the **Finance and Admin Committee**

June
Present the stress test analysis to the **BOD**

Full-Year Update

August
Review the draft budget with the **Finance & Admin Committee**

August
Present the draft budget to the **BOD** for review and feedback

September
Present to the **BOD** the budget, incorporating any feedback received in August

Oct 1st
Fiscal Year Start

"Adjusted December Budget"

November
Review adjustments to the budget to reflect updates to PCIA and PG&E gen rate assumptions with the **Finance and Admin Committee**

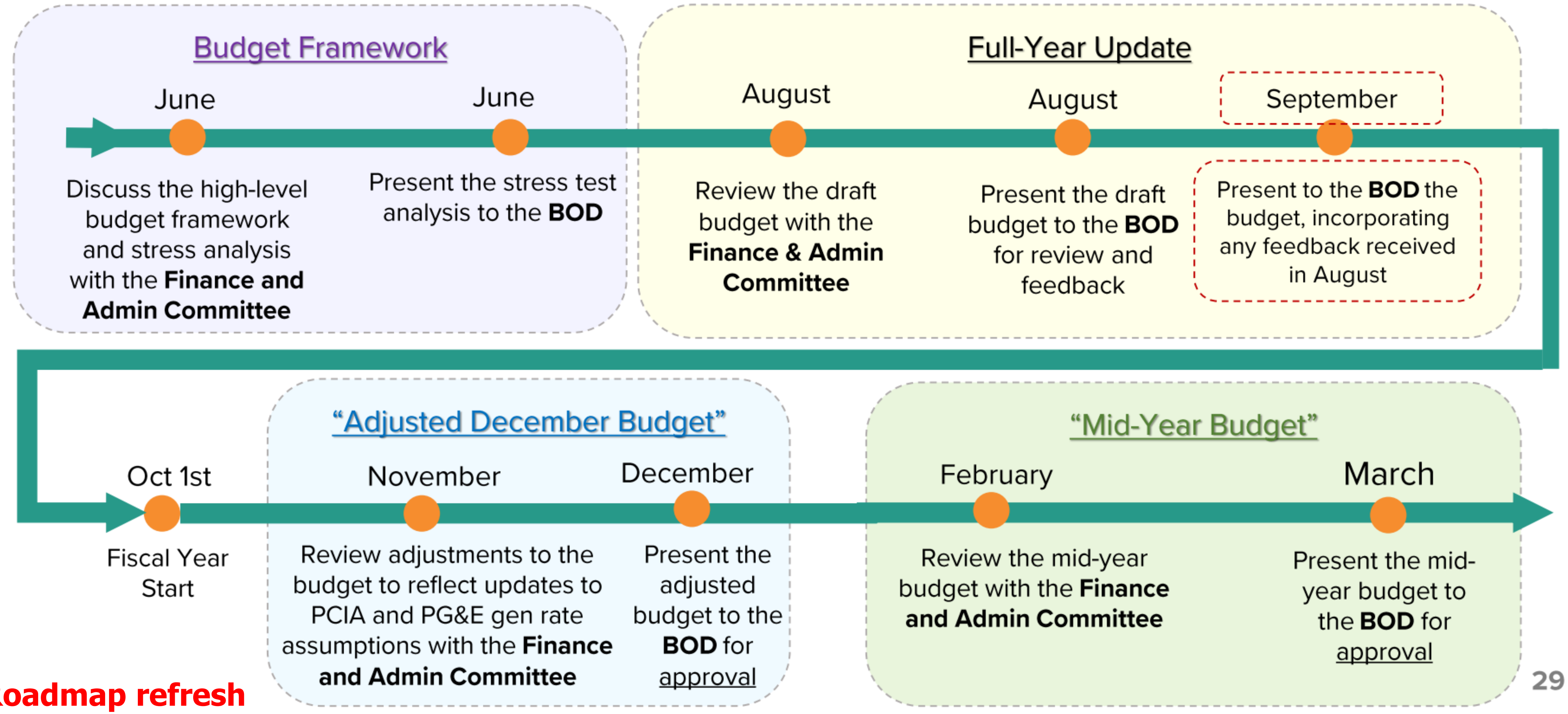
December
Present the adjusted budget to the **BOD** for approval

"Mid-Year Budget"

February
Review the mid-year budget with the **Finance and Admin Committee**

March
Present the mid-year budget to the **BOD** for approval

Many SVCE timelines for strategic decisions



+IRP
+Decarb Roadmap refresh
+procurement decisions (and contracts)

How does today’s discussion fit in?

Model lever options, impacts

BOD decision on preferred scenarios, when action is needed

FY26 budget approved

December budget adjustment

Midyear budget adjustment

FY27 budget framework

FY27 budget approved

FY Start

Oct

Jan

Apr

Jul

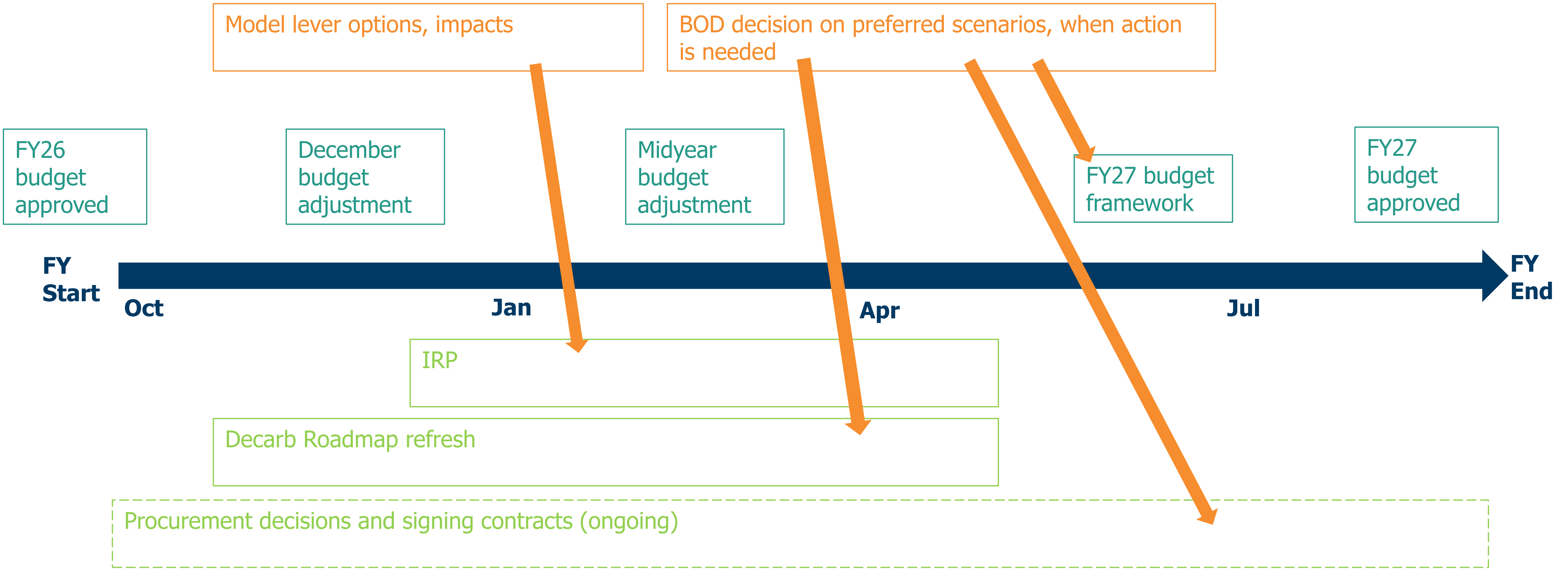
FY End

IRP

Decarb Roadmap refresh

Procurement decisions and signing contracts (ongoing)

How does today’s discussion fit in?



Forecasting a drop in PG&E rates

- Good for customers – back to 2020 gen rate (but T&D still much higher)
- PCIA also increasing, which shrinks SVCE headroom by 40%
- All in the context of procurement mandates

	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
PCIA & Franchise Fee* (¢/kWh)	3.29	4.76	1.97	0.37	1.14	1.12	2.21	2.04	1.80	1.81	1.92
SVCE Gen Rate* (¢/kWh)	7.59	6.10	12.41	13.99	14.22	12.53	8.19	8.88	9.40	9.36	9.47
SVCE gen rate discount vs PG&E	4%	1%	1%	4%	4%	10%	1%	1%	1%	1%	1%

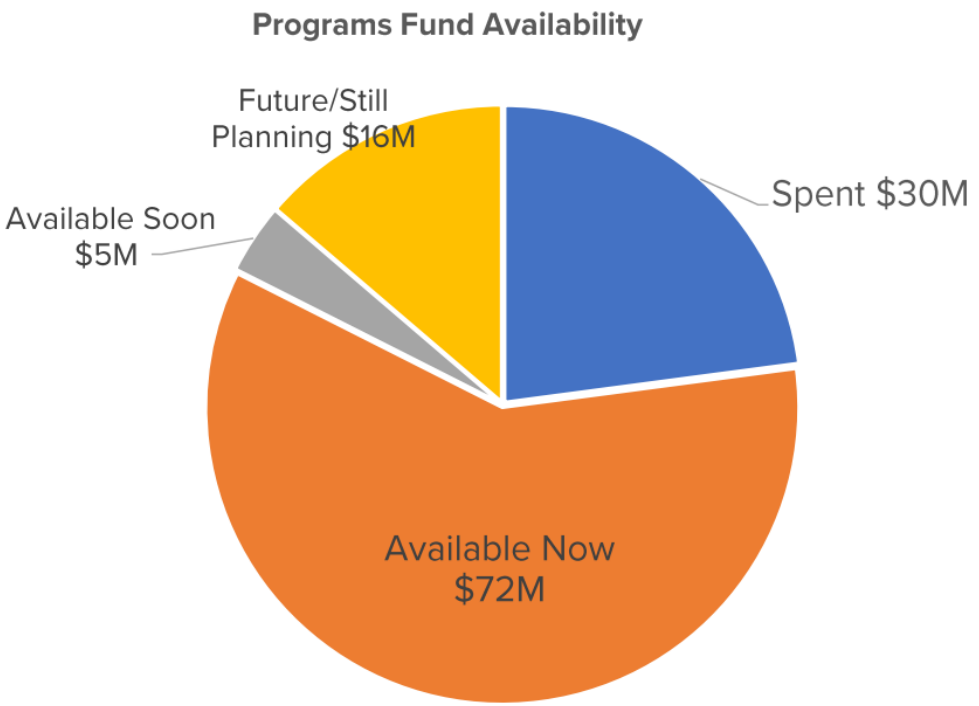
*Weighted for SVCE portfolio load. The 10% discount for 2025 includes a one-time bull credit, equal to 6% annual discount (up to $35 milion in total additional credits)

SVCE costs are predominantly power supply

FY26 approved budget:
$369M power supply expense (88%)
$43M operating expense (10%)
$8M programs and other (2%)

Program allocations remain in SVCE reserves until spent on services or incentives for customers

Program portfolio almost fully launched – working to scale uptake



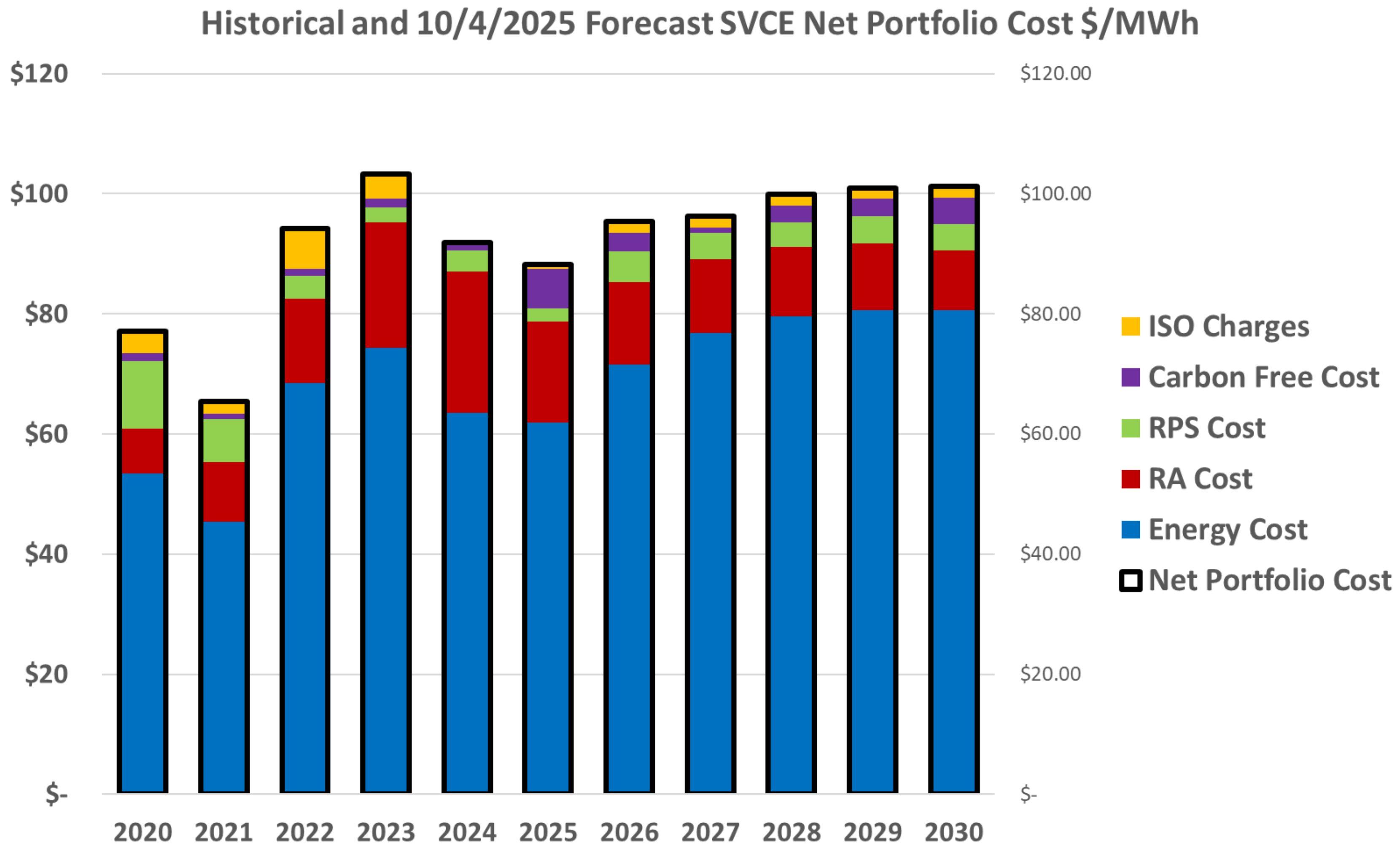
Spent: Already paid out to customer or vendors

Available Now: Open to customers – includes available and reserved customer incentives (e.g. FutureFit Homes), or funds contracted with a vendor (e.g. eHub, fleet electrification support)

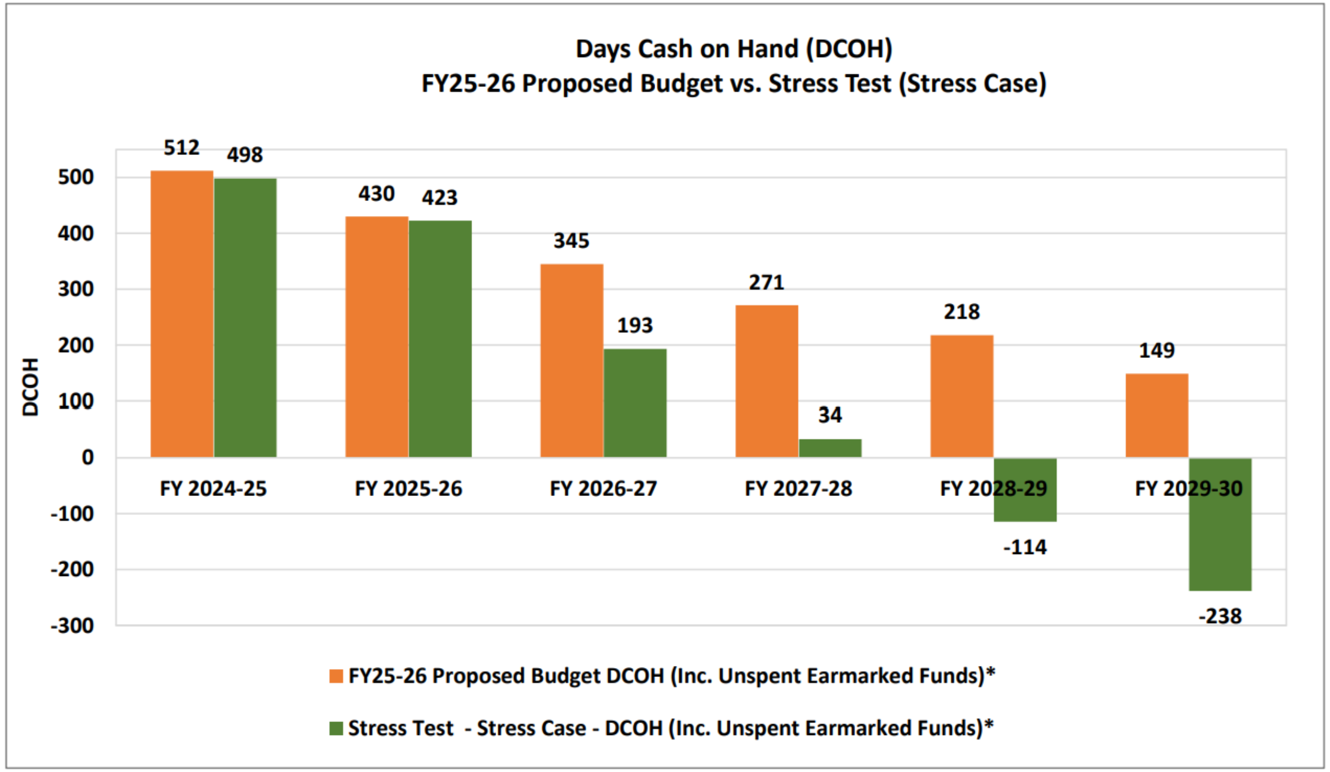
Available Soon: In a planning phase, but will plan to launch in 2025

Future/Still Planning: Won't launch until 2026 or after and funds not currently allocated to a program

Power supply costs have risen



SVCE's budget forecast shows new paradigm



**** Earmarked funds are unspent SVCE Program Funds and Remaining Building Funds.***

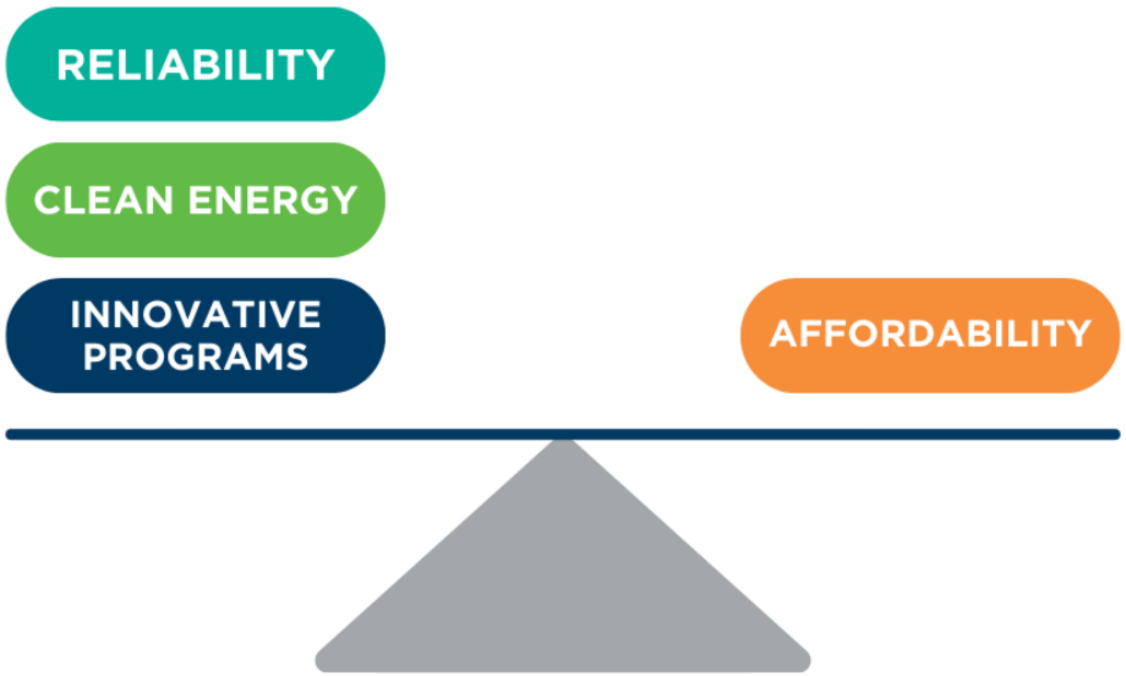
Based on clean targets, discount against PG&E, PCIA, energy prices, etc.

Uncertainty and time

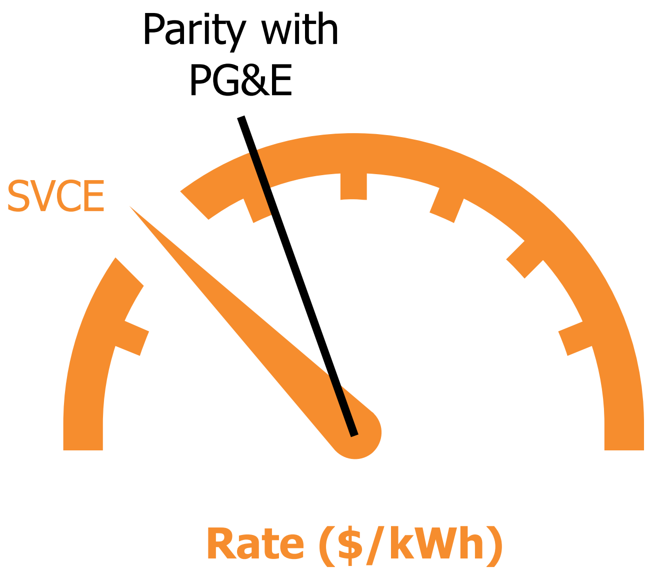
Need to (re)think through options and priorities

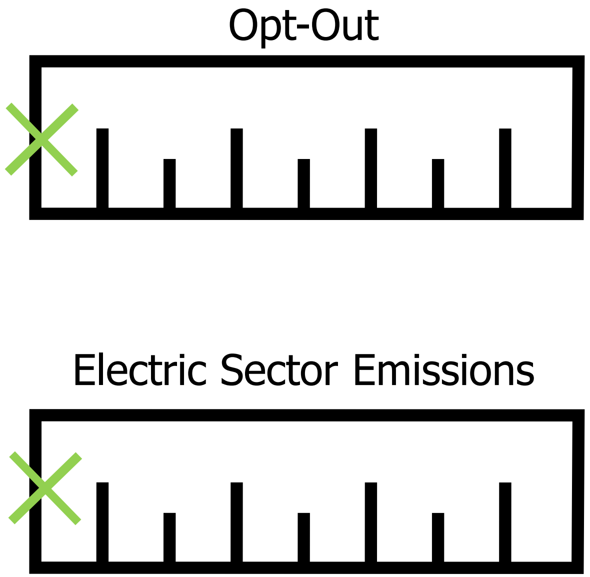
Key lever #1: rate setting

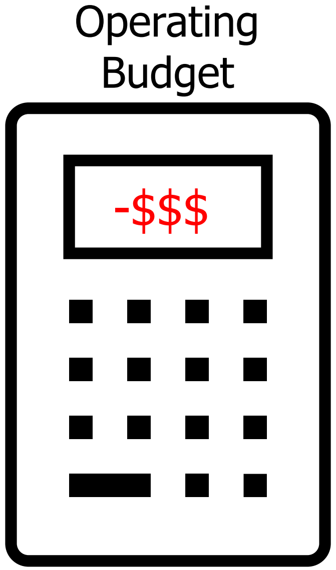
- Historically SVCE has always been below PG&E (~$200M in lifetime savings)
- Have been able to support the rest of the balance and build reserves



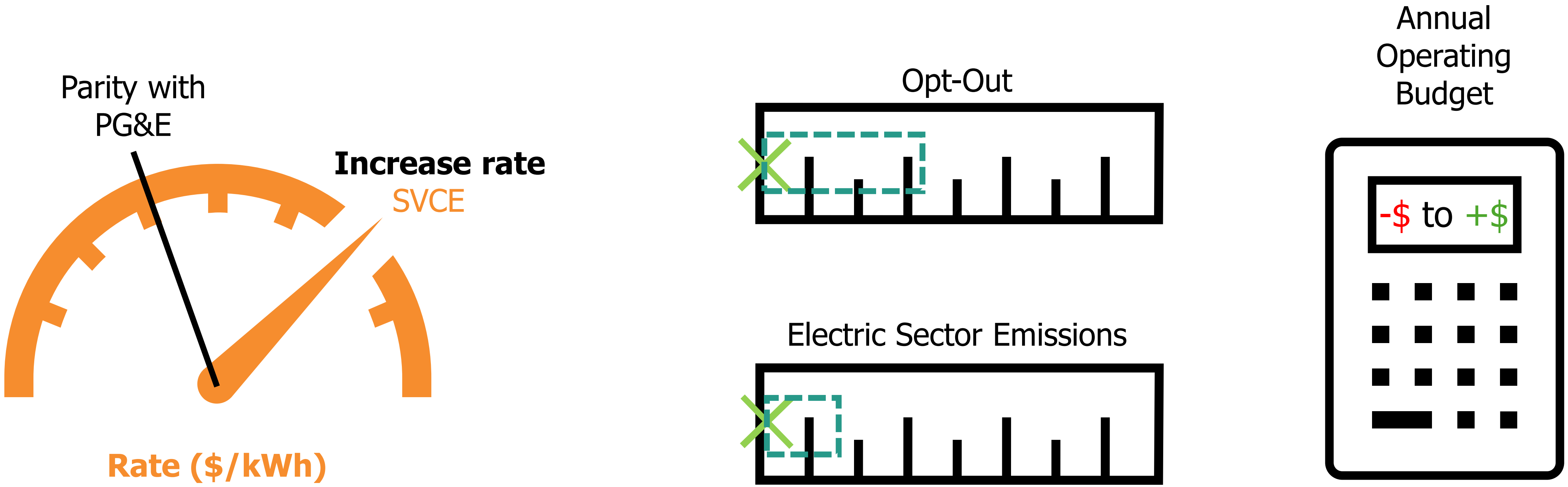
SVCE's budgeted rate for FY26, FY27





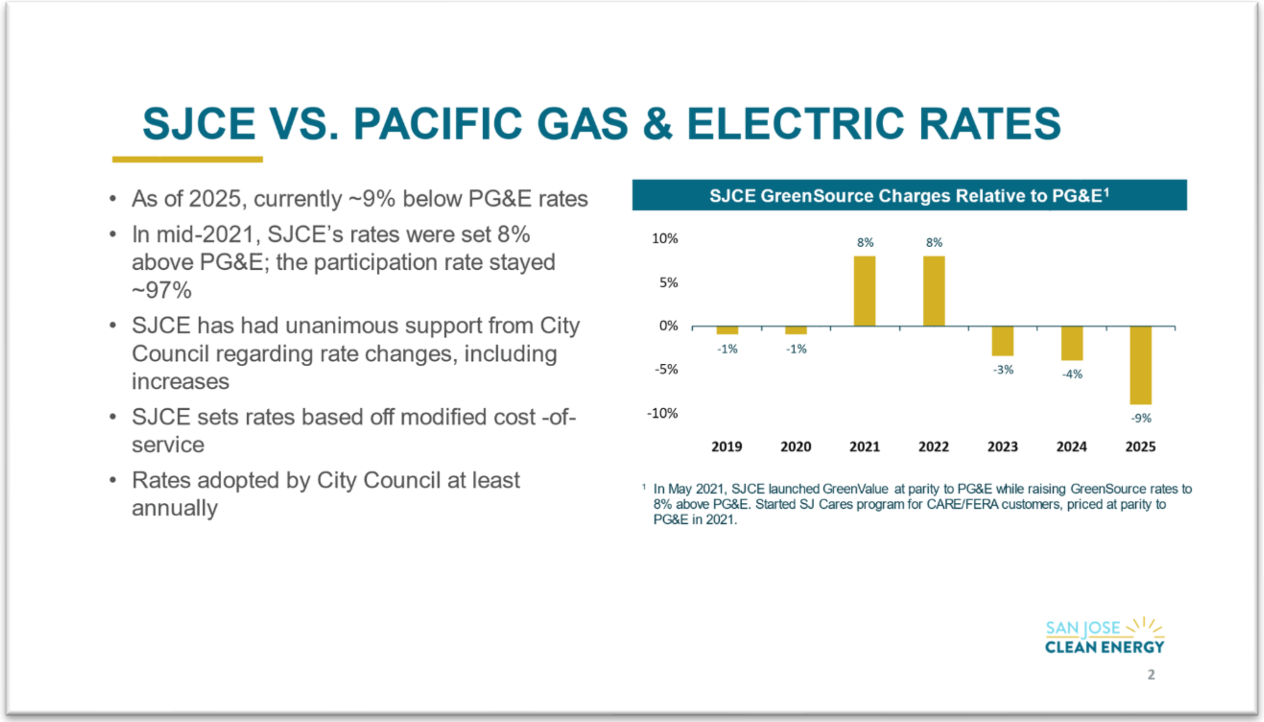


Example of impacts and risks



More rate setting context

- Price sensitivity varies based on awareness and magnitude of impact
- 2/3 of SVCE load is non-res
- Other CCAs have been higher than PG&E



Bundled Residential Electric Rates Over Time

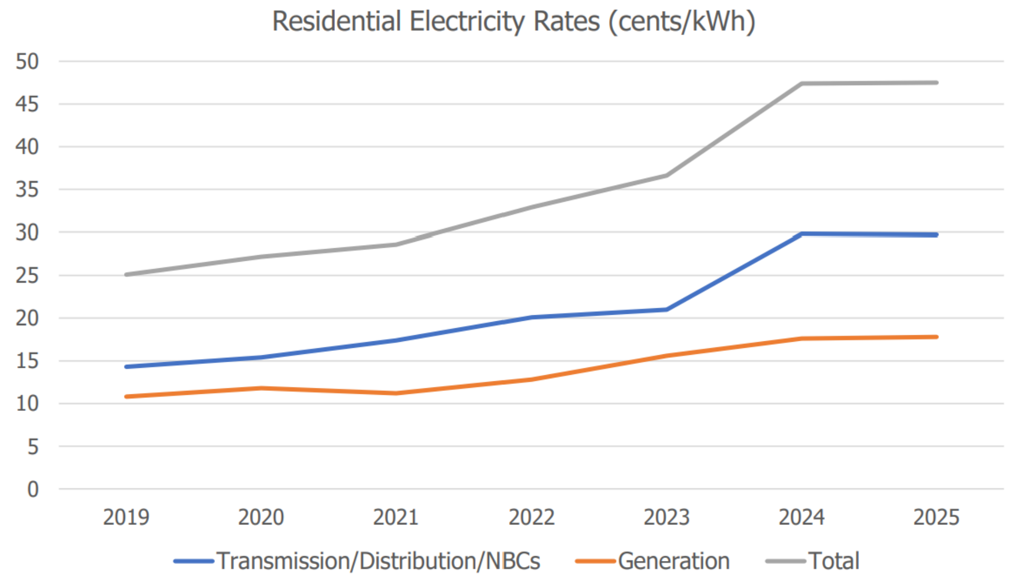
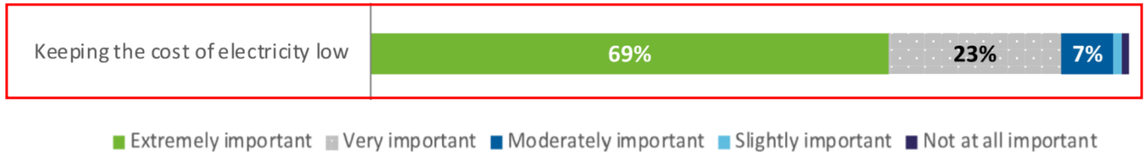
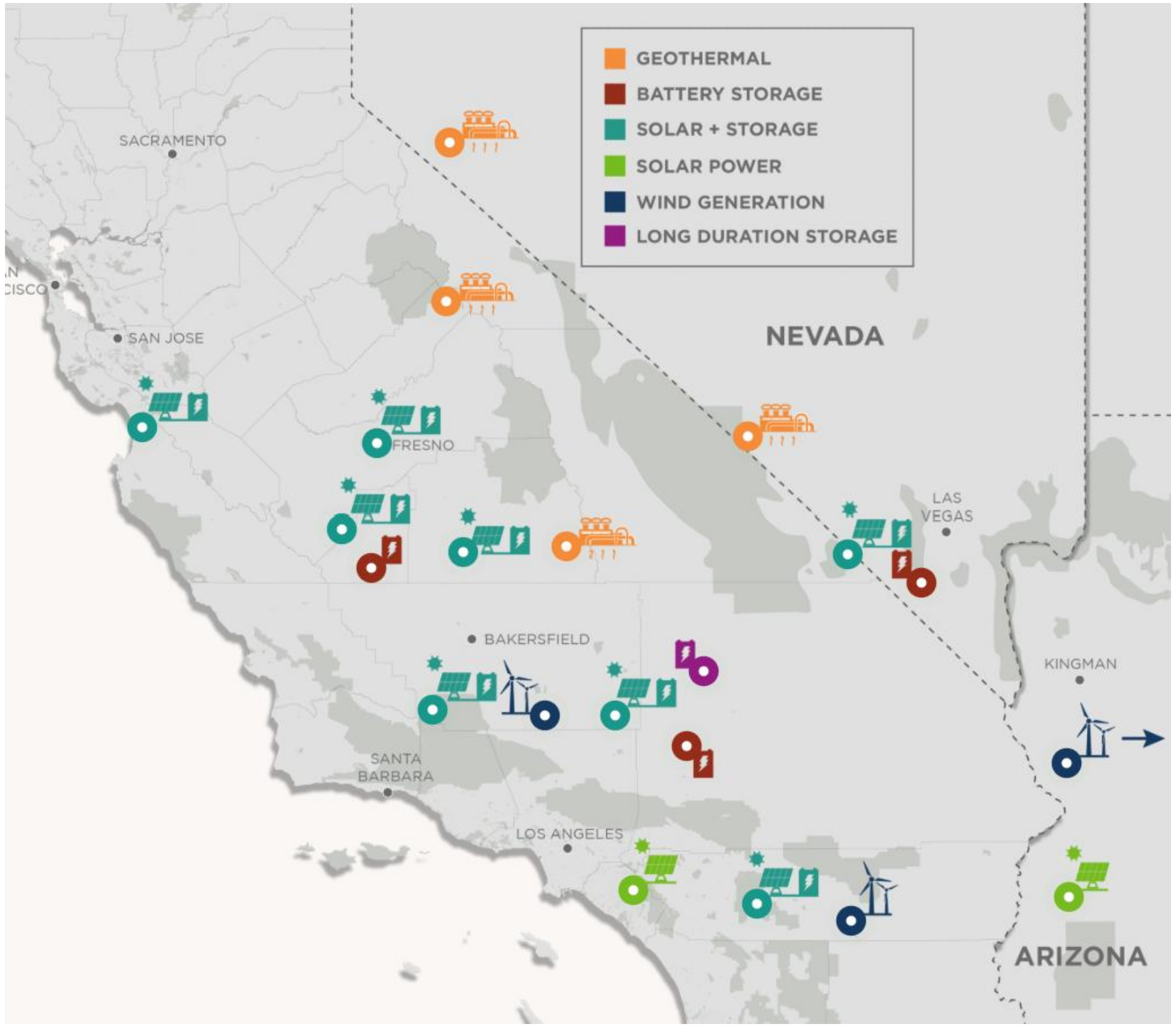


Figure 1: Level of Importance for Each Service SVCE Provides (n=476)



Key lever #2: clean product

- Leader in clean power supply (new projects, CFE, long-duration storage, etc.)
- State grid continues to get cleaner
- Complex carbon accounting rules complicate messaging already
- Cost of being clean and reliable is increasing due to many factors



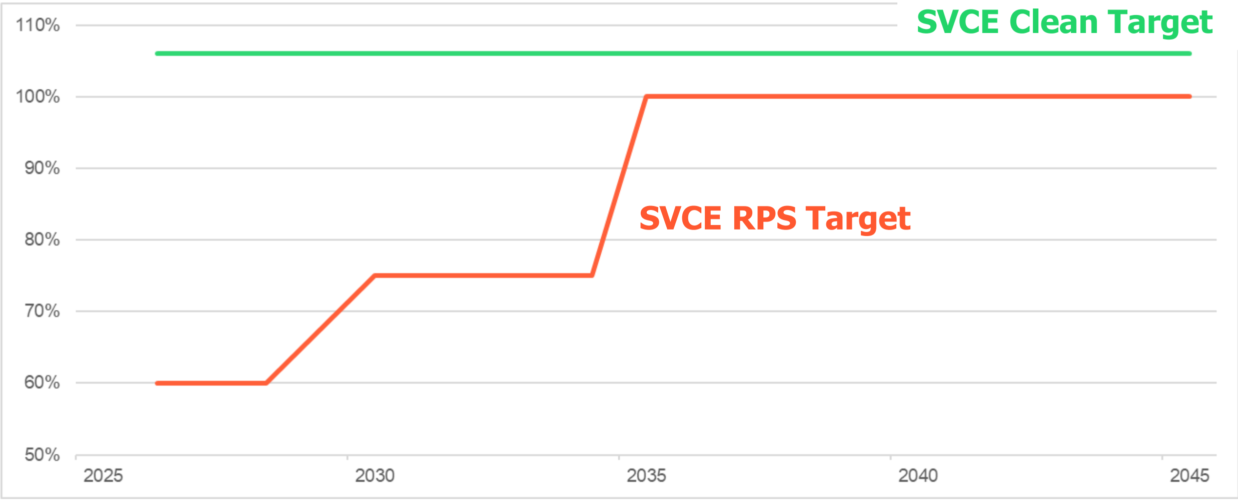
More clean product context

Varied sensitivities to clean mix across and within customer groups

Recent BOD decision to set long-term goals

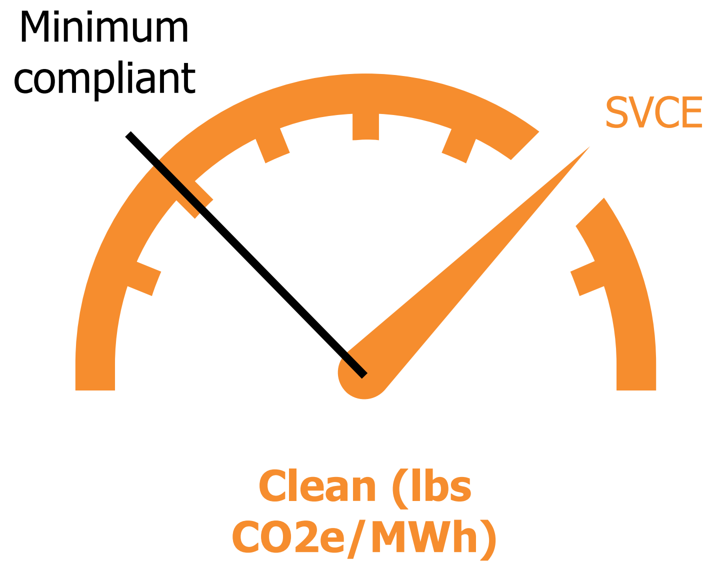
State requirements:

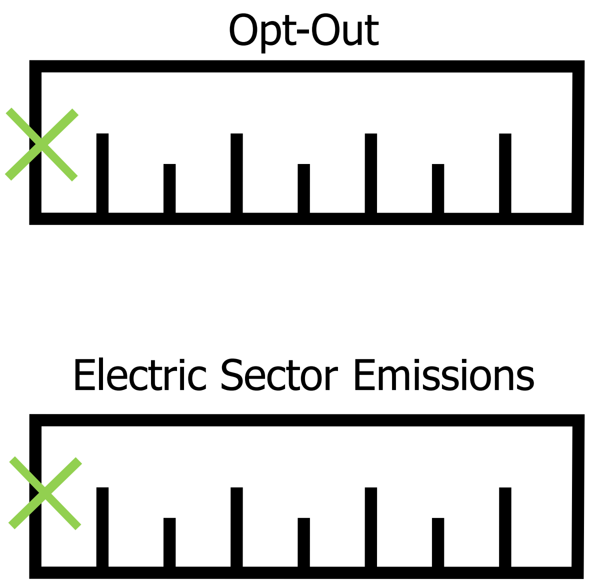
- 60% RPS by 2030
- 90% GHG-free by 2035
- 95% GHG-free by 2040
- 100% GHG-free by 2045

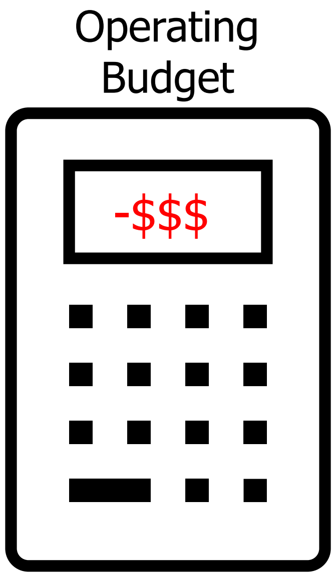


	Minimum Compliance	Annual (90 to 100%)	Hourly – 24x7	CFE
2035 Target	90% annual	90 to 100%	100%	90%+
Clean GHG reduction				
Reliable Meets RA				
Affordable Rate Impact	$	$ $	$ $ $	$ $
Comments	• Higher compliance risk (no built-in excess)	• Current SVCE policy • Short-term challenges • Aligns with SB100	• Hard to set achievable target • Risk of stranded assets due to over procurement	• Incents putting resources in "dirtier" hours without islanding the LSE

SVCE's approved targets/plan

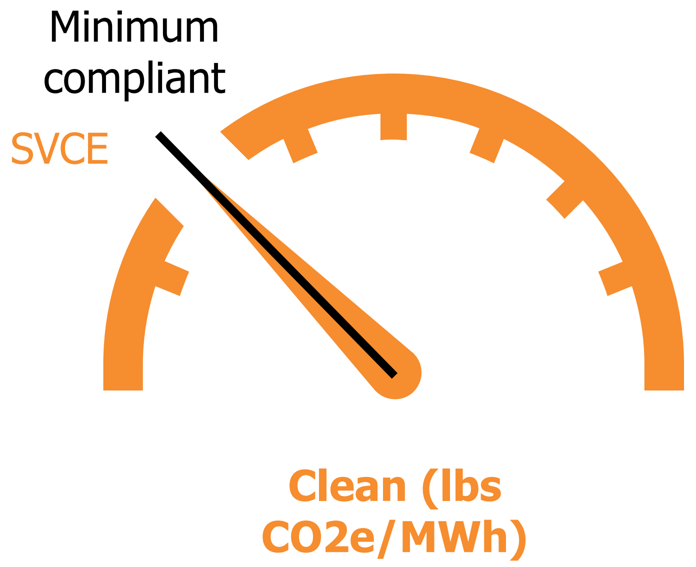


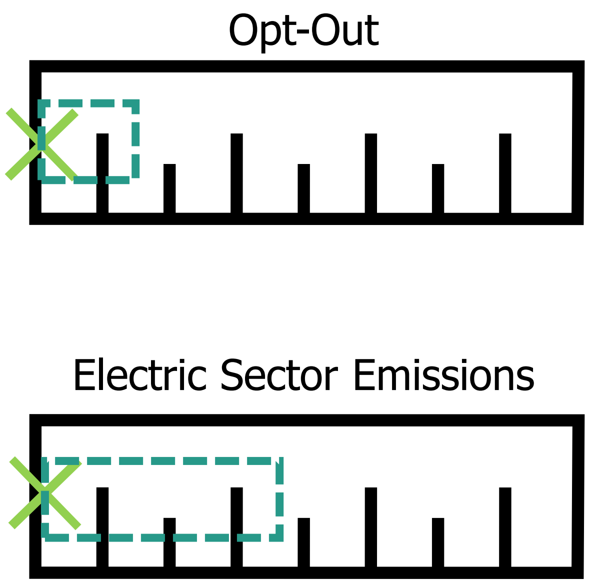


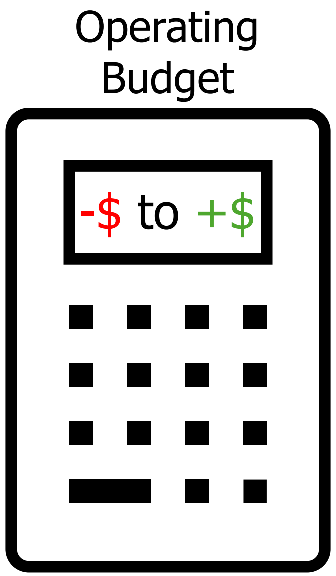


Example of impacts and risks

Reduce to minimum

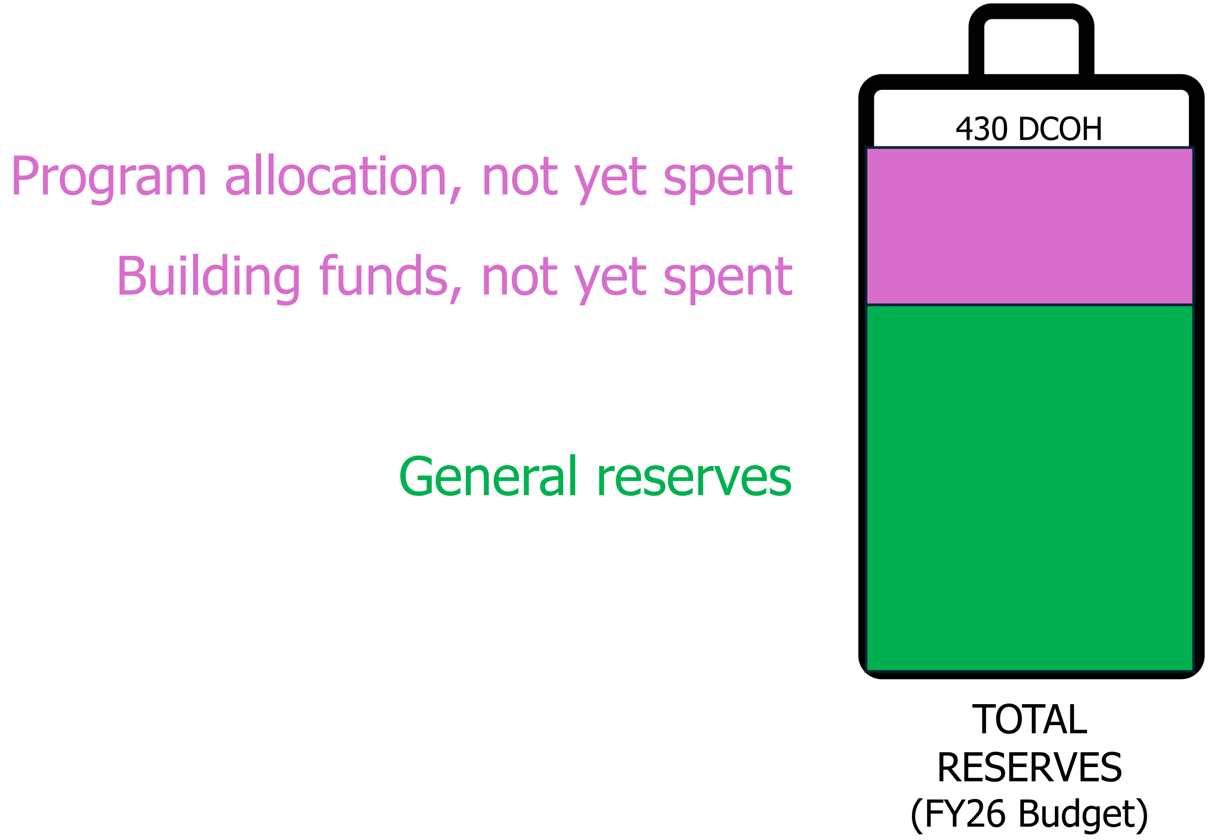






Key lever #3: program funds

- Annual earmark of ~$8M to be spent on programs
- Put into reserves until used
- Either/both of these could be redirected if needed, or slowed



Summary

Projected compression on margins and drawdown from reserves necessitates the need to examine key levers impacting SVCE's financial position

- Rates: discounts/premiums and competitiveness
- Clean: existing targets, SVCE mission, and alternative offers
- Programs: rate of annual funding and draw from reserves
- Other: operating expenses and revenue opportunities

Next steps

- Take to BOD in December for initial discussion (similar to today)
- Research, model, and compile details on key levers
- **Return to BOD at least twice in 2026 to share findings and discuss how SVCE will prioritize when/if any actions need to be taken – strategy, mitigation, and triggers**
- Feed decisions into other strategic work
- Track energy markets and financial forecast, and return to BOD with action sooner if needed
- Incorporate key lever decisions for FY 2026-27 budget (September 2026)

Input staff is seeking from EC today

- Should the modeling explore all key levers – rates, clean product, and program investment? Are any categorically something that shouldn’t be considered?
- What other information might be useful to the board in making decisions?
- Suggestions on framing and content for the December board meeting?
- Other ideas or questions?

APPENDIX

Background – upcoming PG&E rate change

* Source: CalCCA NewGen Model analysis using market data as of 6/27/2025 and estimated CPUC attribute benchmarks for CY 2025-2026 (Weighted for SVCE Portfolio Load)

** PG&E 2025 Average Rate, effective January 1, 2025 (Weighted for SVCE Portfolio Load)

Above margin analyses ignores minor reductions for franchise fees (0.1¢/kWh)

Background – reserve target definitions

Current Reserve Targets:

- Minimum Reserve Level: **120 DCOH**
  - If reserves fall below the minimum level, develop plans to restore them to the minimum level within two fiscal years.
- Reserve Goal: **350 DCOH**
  - No action required if the reserves are above the minimum and below the maximum levels.
- Maximum Reserve Level: **500 DCOH**
  - If reserve funds are projected to exceed the maximum level, present the Board of Directors with options for disposition of those reserves during the next budget cycle.

Item 5
PRESENTATION

Comprehensive Member Agency Services

Executive Committee Meeting
Friday, October 24

SILICON VALLEY CLEAN ENERGY

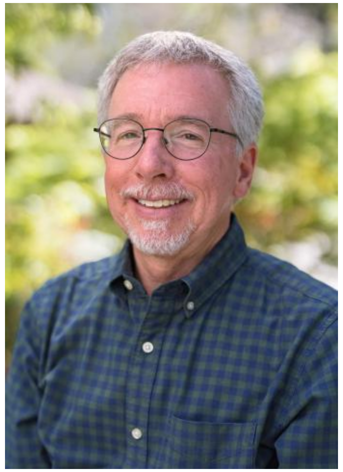
Objective

Present to the Executive Committee on SVCE's services and resources for the member agencies.

1. **SVCE Member Agency Staff Meetings and Grants**
2. **Agency Executive Leader and Building Official Engagement**
3. **Board Communications and Additional Resources**

SVCE staff focused on local relationships and member agency support.

Zoe Elizabeth – Board relationships, strategy, direction



Tony Eulo – Agency Staff liaison, local gov't guru

Peter Mustacich – Electrification technology, data, analytical support

Juliette Pascual – Community events and sponsorships

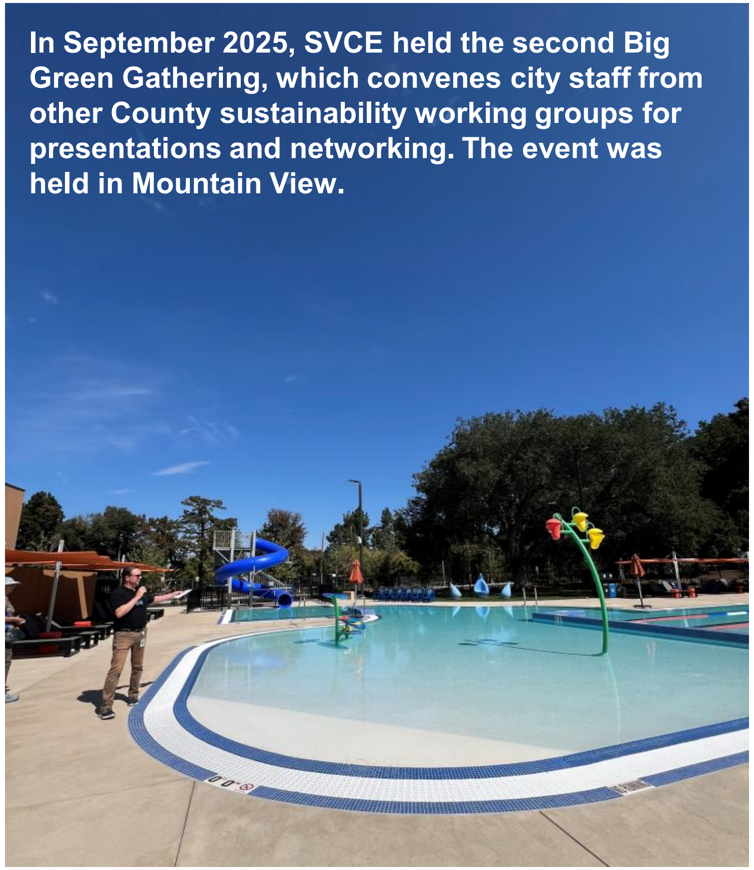
Jess Cornejo – Agency staff liaison, grants

Eric Rodriguez – Community relationships

Emily Muniz – Local government communications

Member Agency Working Group (MAWG)

Purpose: A forum for open discussion on energy priorities that leads to strong partnerships and deep relationships. **Structure:** Meets monthly virtually and twice a year in person.



In September 2025, SVCE held the second Big Green Gathering, which convenes city staff from other County sustainability working groups for presentations and networking. The event was held in Mountain View.

Mountain View staff provided a tour of their Community Center solar + battery (partially funded by SVCE) and the electric Aquatics Center

SVCE has invested over $15 million in grants to member agencies.

Reducing emissions through community demonstration projects with more funding on the way!

2020 Community Resilience Grant, $5M

Noncompetitive funding to support planning and capital projects that reduce the impacts of power outages while supporting decarbonization and local job creation.

2022 Decarb Demonstration & Engagement Grant, $3.6M

Competitive funding to support demonstration projects that remove gas infrastructure from existing buildings and support electrification education campaigns.

The Decarbonization Demonstration Grant won the 2024 CalCCA Community Impact Awards!

2024 Member Agency Grants, $7M

Competitive and noncompetitive funding to further support energy resilience, building electrification, EV charging, and education campaigns.

2026 Community Grant, $3.5M

Competitive funding for community orgs to support various energy related projects.

SVCE provides technical support so member agencies can build capacity and realize their goals.

Identify and apply for federal, state, and regional grants

Supporting agencies with migrating their fleets to electric solutions

Identify opportunities for permitting staff to encourage building electrification by removing permitting barriers

Supporting staff in developing local policies that require building electrification at key opportunities

Available as a trusted advisors when needed to provide connections, information, and resources

Consistent communication channels provide relevant information and build strong relationships.

Policy Support

- Assisting building officials with reach codes technical assistance and offering special counsel guidance

Dedicated Meetings

- 1-on-1s with agency executives, building officials, and staff to discuss needs, priorities, and concerns and how SVCE can support

Events

- May 2025, hosted dinner and meeting with agency executives and local leaders regarding reach codes and planning December event "State of the Environment"

Stakeholder Input

- Quarterly meeting with the dedicated Community Leaders Group, monthly meetings with region-wide environmental groups, other meetings adhoc as needed

SVCE maintains various communications channels with key staff from your agency.

	Activity	Frequency
Agency Staff	• Monthly member agency staff meetings • Newsletter	• Monthly • Weekly
BOD Members	• Pre-BOD one-on-one meeting with CEO • Post-BOD Talking Points • Communication survey	• Monthly • Monthly • As-needed
Agency Executive Leaders	• Post-BOD Talking Points • 1:1 meetings • May 2025, Reach Code event • Energy Executive Newsletter	• Monthly • Annually • One-time • Quarterly
Misc.	• City Council/Board Annual Priority (listen-in only) • City Council/Board Impact Report presentations	• Annually • Annually

Other CCA Agency Services

- In Feb 2024, SVCE staff contacted other CCAs (PCE, AVA, SDCP, CPA) to learn more about their agency services. Staff learned:
  - SVCE only CCA in the sample group with recurring member agency meetings
  - SVCE has "open door" communications with city staff, while others have more formal communications
  - SVCE has flexible grants while others have more rigorous grant programs
  - Other CCAs asked SVCE for guidance on agency relationship building

In March 2025, SVCE held an in-person MAWG meeting to discuss fleet electric vehicles and Building Performance Standards

SVCE continues to grow its local government and community relations work – we welcome any feedback or suggestions.

Thank You!

EV Rebates, Education, and Tax Credits: A Joint CCA Outreach Campaign

Sunny Zhang
Oct 24, 2025

SILICON VALLEY CLEAN ENERGY

SVCE EV Rebate & Education Program

- Program Goal

  Support equitable EV adoption with rebates and education
- Target Audience

  Income-qualified customers (<80% AMI)
- Funding Allocation

  $1,500,000 (600 rebates + educational events)

$2,000 EV Rebate

For income-qualified residents

[Learn more: **svce.info/evrebate**](svce.info/evrebate)

Get an instant rebate
At a participating dealership.
Or, apply post purchase.

Any EV or plug-in hybrid eligible
Any electric or plug-in hybrid vehicle, new or pre-owned, purchased or leased, under $55,000.

Income qualifications apply
<80% Area Median Income ($159,550 for 4-person household)

EV Tax Credits Ended Sep 30th

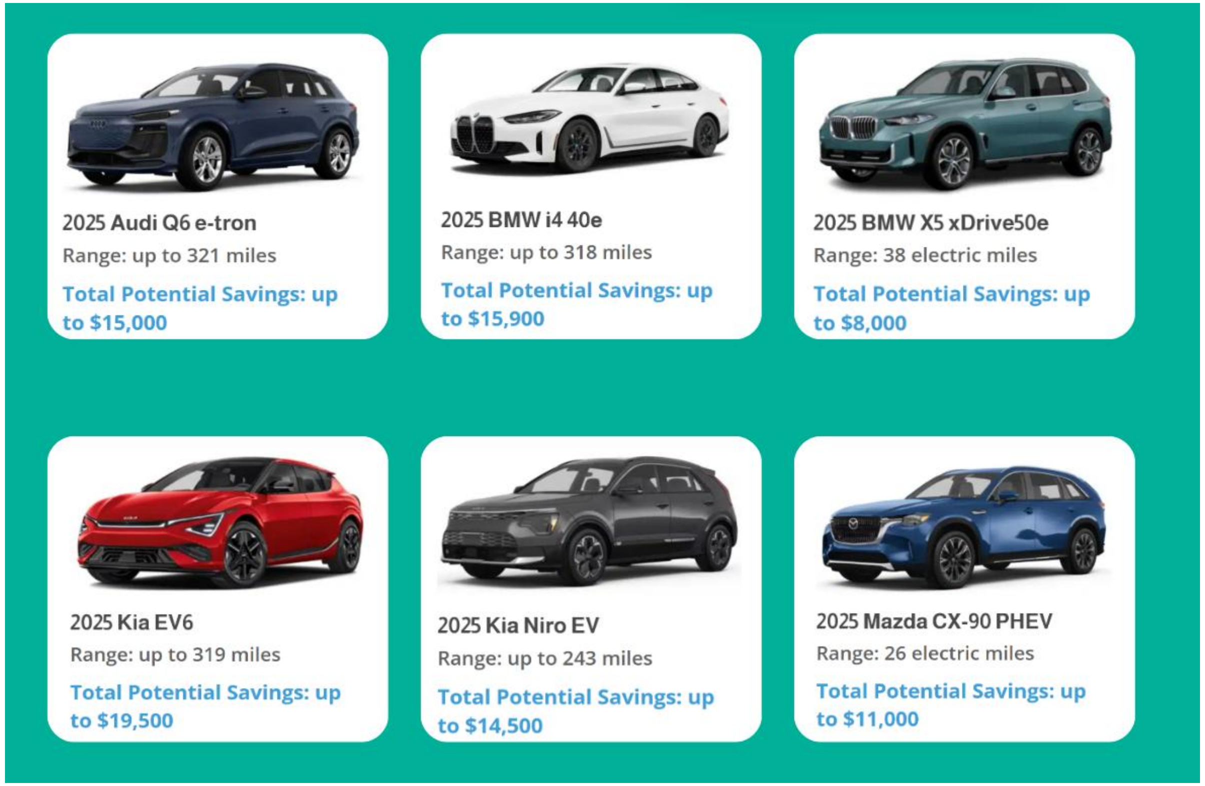
Up to $7,500 for a new EV

Up to $4,000 for a pre-owned EV

We had 3 months to get the word out...how did we do it?

Joint CCA EV Discount Campaign

- **Regional campaign** August to September
- Partnered with **PCE**, **SJCE**, and nonprofit **Ride & Drive Clean**
- R&DC works with Cartelligent, an **EV concierge service**, to access limited-time discounts from dealerships for customers
- Cartelligent helps source and deliver the EV
- **$500 service fee waived** for SVCE customers



EV Educational Webinars

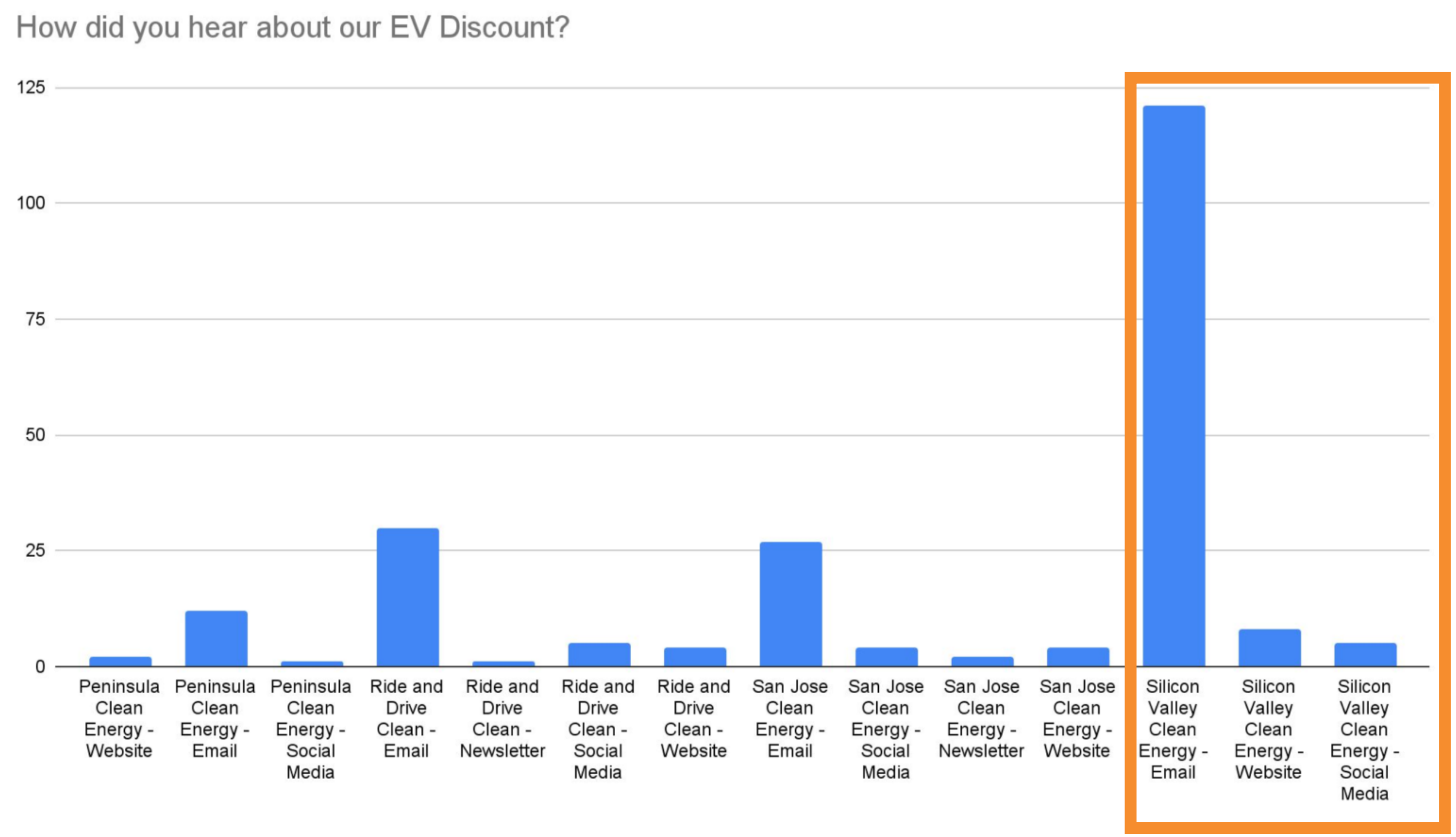
Ride & Drive Clean presented four EV webinars, **reaching 370+ customers**.

Topics Covered:

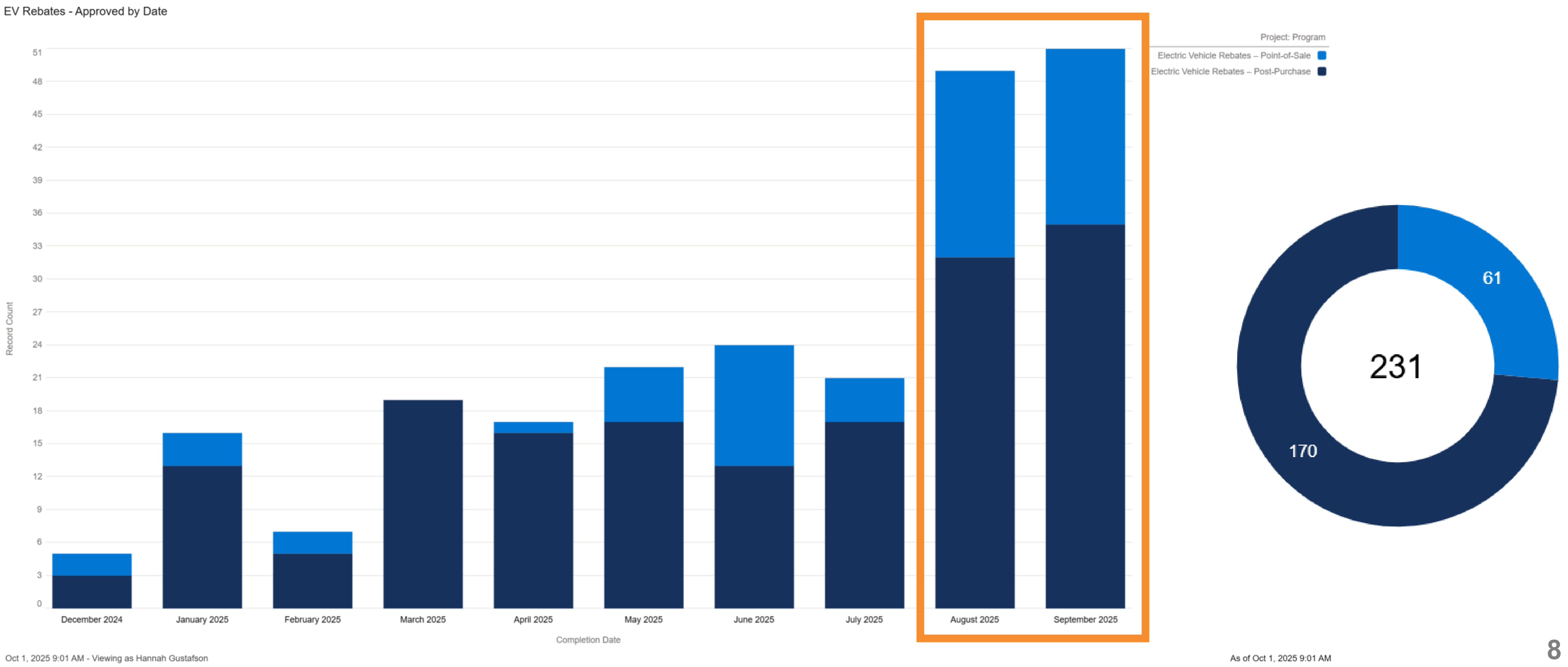
- Benefits of Driving Electric
- EV Incentives: Tax Credits, Rebates, Discounts
- EV Models Showcase
- Leasing vs Buying
- Charging 101

The campaign generated 364 leads

Including ~200 (55%) from SVCE



EV Rebates increased 122% in Aug-Sept



Appendix: Sample Marketing Assets

Monthly customer email newsletter

Meta ads in English and Spanish