



MANAGING RISING DEALERSHIP UTILITY COSTS

Thursday, March 6, 2025



GNYADA Dealer Webinars are Sponsored by:



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DMV-DIRECT

REGISTRATION, TITLING, & BEYOND...

CALL 718.747.0400

GNYADA's vehicle registration and titling service, DMV-DIRECT, has been dealers go-to source for fast, convenient, & reliable DMV services.

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- On-Site Connecticut Plates Issuance
- Dial-In Information Verification
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- Plate Surrenders
- Dealer Plate Renewals
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PROGRAM

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FAST, LOW COST SERVICE

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We can meet your New Jersey Registration & Title Processing Needs TODAY!



NEW JERSY TRANSACTION



March Education and Training Classes

March 18

Dealership Management Simulation

March 25

Inventory Management



Visit www.gnyada.com/education to Register





Presentation Outline and Agenda

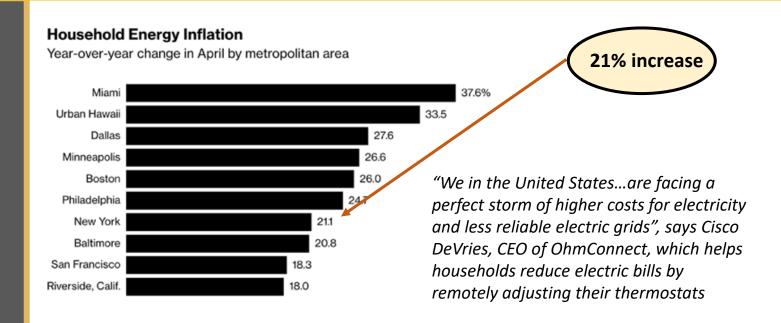
- ➤ Goal is to share results and perspective based on our work with NY dealers.
- >Two main topics:
 - 1. Rising utility bills and the impact of EV charger operation (most members are operating chargers now and experiencing this volatility)
 - 2. Technology (including battery storage) as a solution
- ➤ We have invited Con Ed program managers to discuss new programs
- ➤ We will share analysis illustrating the above using NY area dealerships as examples



Rising and volatile utility costs are a growing problem

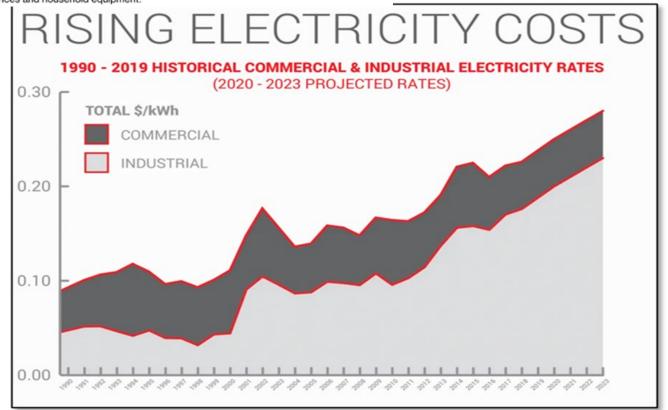
Electricity costs have been increasing for decades. This trend will continue because:

- Hardening the grid for resiliency during storms is an expensive prospect
- These costs translate into "demand charges" – an expensive and growing part of your bill
- Separately, energy supply is subject to increasingly volatile commodity markets
- The addition of EV power demands only exacerbates these issues

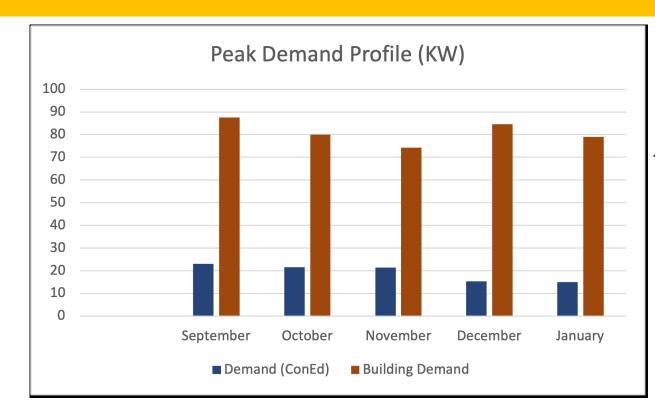


Source: US Bureau of Labor Statistics

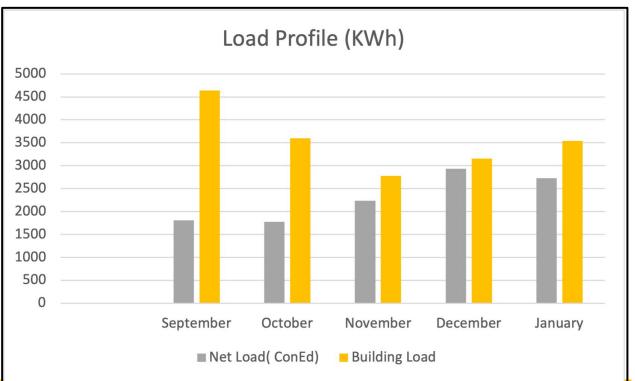
Note: Household energy is defined as "energy items used for heating, cooling, lighting, cooking, and other appliances and household equipment"



Vail Microgrid: Supports Improved Outcomes

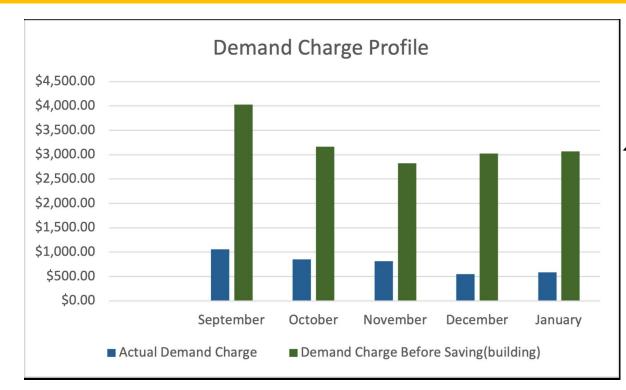


System controls demand – reduces what would have been significant demand

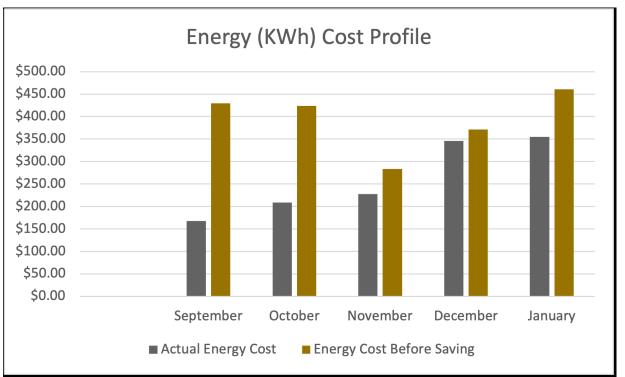




Vail Microgrid: Supports Improved Outcomes



Economics flow to the dealership through reduced demand charges







Con Edison E-Mobility Programs & Initiatives Overview







Con Edison E-Mobility Programs & Initiatives Overview



PowerReady

EV Infrastructure IncentivesFor Widespread Access to EVs

PowerReady Light-Duty

\$613M for light-duty vehicles

PowerReady Medium-Heavy-Duty

\$21.5M Pilot for medium and heavy-duty vehicles

PowerReady Micromobility

\$18M for e-bikes



SmartCharge

Managed Charging IncentivesIntegrating Charging with the Grid

SmartCharge NY

For EV Drivers

SmartCharge Commercial

For commercial charging stations

SmartCharge Tech

For installing load management technology



Customer Education and Support

Guiding the E-Mobility Transition

Advisory Services

Providing guidance in the pre-application period for understanding grid capacity and how to plan for upgrades

EV Charging cost calculator

For understanding rates

Connect Services

For sharing opportunities



Innovation and Research

Charting the Path to the Future

Demo Projects

NYC DOT curbside charger demonstration project to install 120 plugs

RFI seeking partners to deploy cost-effect EV charging solutions for fleets

School bus vehicle-to-grid project





PowerReady Overview









PowerReady Light-Duty Program

Program Overview

Program Description

Providing funding to offset customer and utility-side costs of ensuring that a site has adequate power to install EV chargers for light-duty vehicles

Funding

\$613M

Program Dates

Start: July 2020

Dates End: December 2025

Program Goals

L2 Plugs: 21,371 **DCFC Plugs:** 3,157

Resources

Website Email

Incentive Overview

	Non-Public	Public	
Level 2 Plugs	Up to 50% \$5-7.5k per plug cap*	Up to 90% \$9-13.5k per plug cap*	
Up to 50% \$400+ per kW cap*		Up to 90% \$720+ per kW cap*	

^{*} Project caps can be increased based on specific criteria and characteristics. Additional incentives are available to projects located within DACs (Disadvantaged Communities)

Eligibility and Requirements

Con Edison Receive, or plan to receive, service from Con Edison

Plugs L2: Minimum of 2 plugs

DCFC: 6MW cap for 30+ plugs

Contractor Customer-side work must be completed by approved contractor

Reporting 5-year reporting requirement pulled on a quarterly basis

Technical Chargers that participate in PowerReady must comply with ISO standards and OCPP standards, see "Additional Eligibility Requirements"





SmartCharge Commercial Overview











SmartCharge Commercial

Program Overview

Program Description

The program offers a predictable cash incentive revenue stream for charging during off-peak periods and

overnight

Funding

\$239M

Program Dates

Start: January 2024

Resources

Website Email

Charging Incentive Overview

The more you shift to overnight and off network peak, the more you earn

			L2 Charger	DCFC Charger
Earn incentives all days, year-round for charging overnight		\$0.03 per kWh earned while charging from 12 AM – 8 AM		
nce	Earn incentives during <u>4-hour</u>	Private	\$10 per kW avoided from Jun – Sep\$2 per kW avoided from Oct – May	
Peak Avoidance	network peak window with every kW avoided relative to nameplate capacity	Public	\$17 per kW avoided from Jun – Sep\$6 per kW avoided from Oct – May	\$20-26 per kW avoided from Jun - Sep \$8 per kW avoided from Oct – May

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Con Edison Receive, or plan to receive service from

Con Edison

Charger Show proof of ownership/operating agreement of chargers or provide an

application and data management

authorization letter

Eligible SC8 I, II, III; SC 9 I, II, III; SC12 I, II, or III billed for both energy and demand; SC13

Rate I; PASNY Rate I or II

Charger Data Provide 15-minute interval data

Eligible Stations

- Public station
- Workplace
- Light-duty, medium- duty, heavy-duty fleets
- Multifamily housing
- Industrial locations



INTERNAL 16

SmartCharge Commercial Incentive Structure

Overview L2 Charger DCFC Charger \$0.03 per kWh earning while charging **12 – 8 AM** Peak Earn incentives all days, yearround for charging overnight Off from midnight to 8 AM **\$10** per kW avoided from June – September Peak Avoidance* Earn incentives **\$2** per kW avoided from October – May **Private** during 4-hour window with every **\$20-26** per kW avoided from June – kW avoided relative \$17 per kW avoided from June— September September to nameplate **Public \$8** per kW avoided from October – **\$6 per kW** avoided from capacity October - May May

^{*}Peak avoidance is a function of the highest charging station site load (in kW) during the peak window throughout the billing period, and the site nameplate capacity (maximum simultaneous EV charging output in kW)



^{*}Final incentive payments will be calculated based on site characteristics, load factor, and participation in DCR

The more you shift off network peak, the more you earn Sta Avoidance – Estimated Incentives

	Charging Station Size and Associated Standard Offering Annual Incentive ²³				
% of nameplate	Total kW based on nameplate capacity				
capacity <u>reduced</u>	100 kW	500 kW	1000 kW	1500 kW	2000 kW
during 4-hour peak window ¹	Approximate # of L2 or DCFC Chargers				
	~ 14 L2 Chargers OR ~1 DCFC Chargers	~70 L2 Chargers OR ~5 DCFC Chargers	~140 L2 Chargers OR ~10 DCFC Chargers	~210 L2 Chargers OR ~15 DCFC Chargers	~280 L2 Chargers OR ~20 DCFC Chargers
100%	\$5,600/yr	\$28,000/yr	\$56,000/yr	\$84,000/yr	\$112,000/yr
75%	\$4,200/yr	\$21,000/yr	\$42,000/yr	\$63,000/yr	\$84,000/yr
50%	\$2,800/yr	\$14,000/yr	\$28,000/yr	\$42,000/yr	\$56,000/yr
25%	\$1,400/yr	\$7,000/yr	\$14,000/yr	\$21,000/yr	\$28,000/yr
0%	\$0/yr	\$0/yr	\$0/yr	\$0/yr	\$0/yr

^{1.} See appendix for peak window by network

^{3.} Assuming 7.2 kW for L2 charger and 100 kW for DCFC charger



^{2.} Does not include \$0.03/kWh incentive for off-peak charging

SCC Virtual Workshops

Upcoming

Friday, March 21 from 10:00 AM - 11:00 AM

Who is it for?

- Participants interested in enrolling large portfolios
- Station owner/operators seeking1:1 sessions to complete their SCC applications

Workshop Agenda:

- Overview of SCC application process
- Assistance with application submittal

Benefits:

- Virtual Sessions: Convenient online sessions accessible from anywhere
- Accuracy Assurance: Ensuring correctness in your applications
- 1:1 Calculation: Personalized calculation of your potential SCC incentive
- Streamlined Process: Simplifying and expediting the eligibility review process





SmartCharge Tech Overview











SmartCharge Tech

Program Overview

Program Description

Providing funding to offset costs of load management systems and battery storage to enable a site to balance and shift EV charging load

Funding

~\$6M

Program Dates

Program Launch: Oct 18, 2024

Website

coned.com/smartchargetech

Email

dl-SCTApplications@coned.com

Incentive Overview

Technology Segments	Tier 1: Enrollment to SCC	Tier 2: Enrollment to DCR*
Load control software	Up to 90%	Up to 45%
Battery storage	Up to 60%	Up to 30%
Load limiting hardware	Up to 60%	Up to 30%

NOTE: Tier 2 includes participants enrolled in SCC & DCR

Eligibility and Requirements

Con Edison

Receive, or plan to receive, service from Con Edison

Participants Requirement Participants are required to be enrolled in one of following:

- SmartCharge Commercial or
- Demand Charge Rebate program

Site Eligibility

New and existing sites are eligible, technology adopted post Order (August 19, 2024)

*Novel technologies can be submitted for review for potential eligibility



INTERNAL 21

Incentive Structure

Incentive Levels

Technology Segments	Tier 1: Enrollment to SCC	Tier 2: Enrollment to DCR*	
Load control software	Up to 90%	Up to 45%	
Battery storage	Up to 60%	Up to 30%	
Load limiting hardware Up to 60%		Up to 30%	
Total Program Budget: \$6.35M			

Incentive Structure

- Covers customer-side & utility-side upgrades
- Stackable with other programs (ex. PowerReady)
- Total incentives payout will not be greater than total project costs
 - Per-project incentive limited to 20% of incentive budget (\$1.08M)
 - Per developer limited to 20% of incentive budget
 - Incentives/awards won from other organizations will factor into incentive calculation
- Incentive budget allocation
 - Battery storage: 40%
 - Hardware & Software: 60%
- Subscription software costs covers up to 5 year
- Only technology installed after August 19, 2024 will be eligible

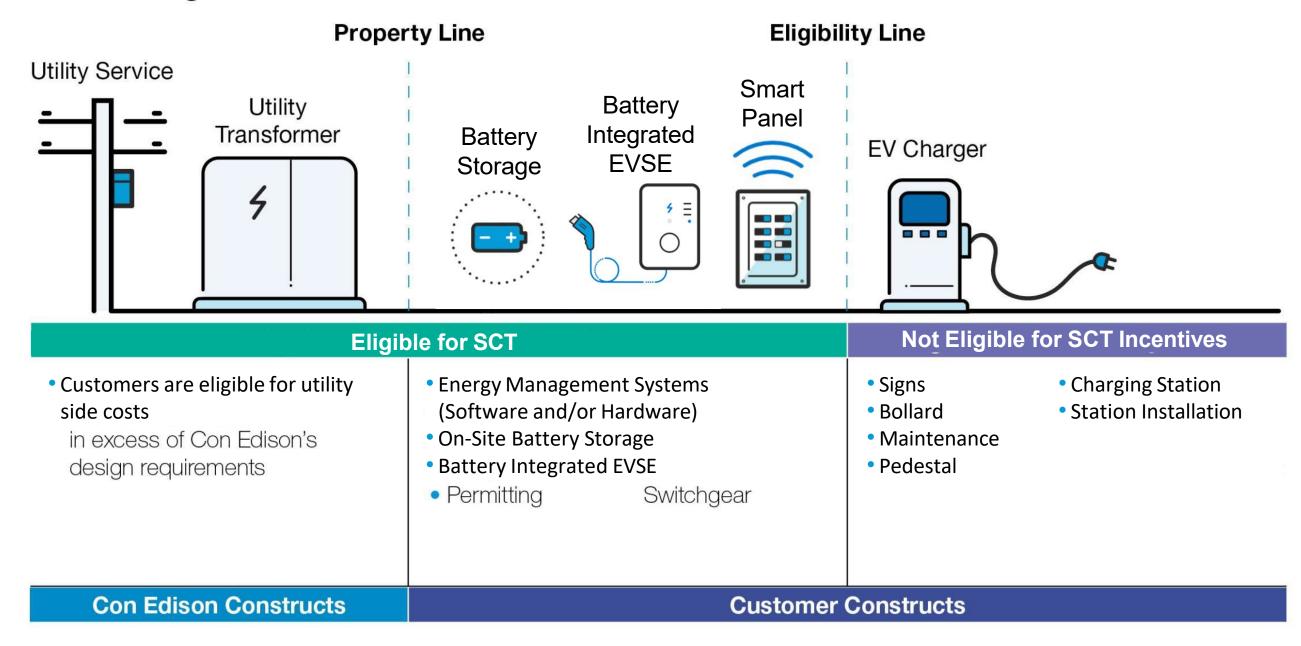


22

^{*}Tier 2 includes participants enrolled in SCC & DCR First come first serve basis – lock in incentives by signing PA

SmartCharge Tech can provide incentives for both utility side and customer side work

What's Eligible?





Eligibility and Requirements*

Eligibility requirement can change due to nature of evolving technologies

Participant
Technology

- Participant can be the EV charging infrastructure owner or operator who is installing load management technology
- Con Edison may regularly conduct audits to ensure that costs are accurately reported to ensure general competitiveness of the load management project

Technology List: Technologies must meet requirements set by Joint Utilities of NY (List updates periodically)

Program Enrollment

- Participant enrollment in at least one of following:
 - SmartCharge Commercial (SCC)
 - Demand Charge Rebate (DCR)
 - EV Phase-in Rate (Future Rate)
- Signed SCT Program Agreement required to lock in incentive determination
- SCT incentives will be paid out once program agreement is signed for SCC and or/DCR program participant

Program Development

- To maintain program effectiveness following actions may be implemented at any time:
 - Vary incentive levels
 - Incorporate per project cost caps
 - Incorporate limit levels or incentives funds for projects to support
 - Waitlist for certain technologies may be implemented to maintain program diversity

Note: Project documentation and data may be subject to additional verification



24

Con Edison Smart Usage Program For Demand Response

2025







Smart Usage Rewards (Demand Response)

Overview

Program Description

Incentivizing Customers to reduce their peak demand

Program Dates

Enroll: March – April Perform: May – September

Requirements

- Con Edison Electric Account
- Smart Meter

Pay for Performance

The more you reduce, the more you earn

Getting Started

















System-Wide Reduction Program

Overview

Program Description

Incentivizing Demand Response
Aggregators and Customer Sites
to reduce their energy usage for
system-wide reduction at the
network level between May –
September

Regulatory **Proceeding**

Rider T: Commercial System Relief Program (CSRP)

Grid Benefit

Event shaves system peak

Notice

Day-ahead

Resources

Website Email

Incentive Overview

Enrollment Location	Reservation Rate	Performance Rate
Staten Island, Westchester	\$6 / kW pledged / month	\$1 / kWh reduced
Brooklyn, Bronx, Manhattan, Queens	\$18 / kW pledged / month	\$1 / kWh reduced

Program Eligibility and Requirements

Event Trigger Forecasting 92% of system capacity for the service

territory

TV Trigger of 84 degrees can cause borough-specific

events

Event Times Monday to Friday from 10 AM to 12 AM

Notification Window Planned Event: You get notified a day ahead (21 or more

hours in advance) and are notified day of (2 hours in advance) to confirm that you will shed electric load **Emergency Event:** Under 21 hours in advance



INTERNAL 27





Network-Level Reduction Program

Overview

Program Description

Incentivizing Demand Response Aggregators and Customer Sites to reduce their energy usage during network-reliability events between May – September.

Regulatory **Proceeding**

Rider T: Distribution Load Relief

Program (DLRP)

Grid Benefit

Events improve network

reliability

Notice

Same Day

Resources

Website Email

Incentive Overview

Enrollment Location	Reservation Rate	Performance Rate	
Tier 1	\$18 / kW pledged / month	\$1 / kWh reduced	
Tier 2	\$25 / kW pledged / month	\$1 / kWh reduced	

Program Eligibility and Requirements

Event Trigger Condition Yellow – when next contingency could result in

customer outages greater than 15,000

Event Times Any day of the week from 6 AM to 12 AM

Notification Window Same Day: You get notified with 2 or more hours of notice

to shed electric load



2

Program Resources

For Aggregators or Direct Enrollees

Resource	Details
<u>Website</u>	Incentive website
Application Form	Sign up today
Rider T Tariff	In ConEd's Electric Tariff
Program Guidelines	Rider T (CSRP/DLRP) Program Guidelines
Customer Baseline Load Calculation	Customer Baseline documentation
Demand Response Program Activity Log	Annual totals of events called network and system-wide

Larger customers, developers, companies

- Must provide a minimum of 50 kW
- Can be one from one large account or multiple accounts in aggregation

For Customers

Resource	Details
For Customers from Small/Medium Businesses and Renters/Homeowners	Website for Finding a Smart Usage Partner
Find a Smart Usage Partner	Matching tool for customers to find an eligible partner

Smaller customers

- Renters and Homeowners
- Small Medium Business Owners

For questions reach out to us at demandresponse@coned.com



Q&A

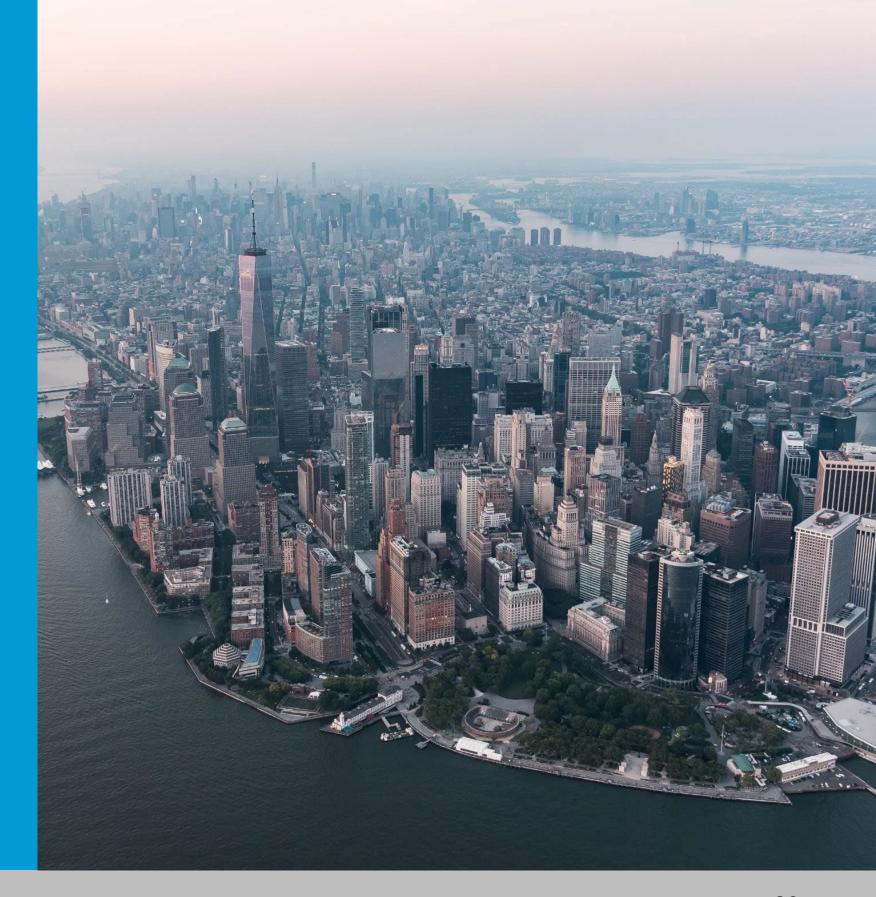
Contact Email:

SmartCharge Commercial dl-SCCApplications@coned.com

SmartCharge Tech dl-sctapplications@coned.com

PowerReady evmrp@coned.com

Demand Response demandresponse@coned.com

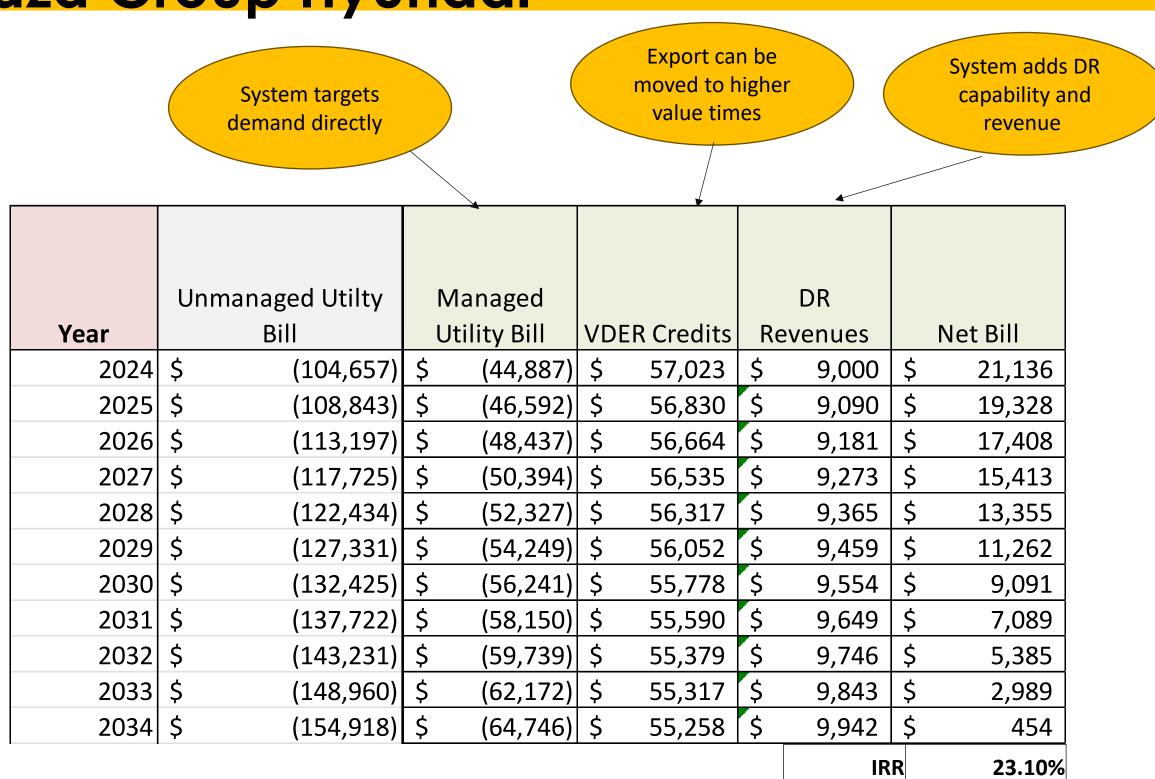


Example of Incentive Impact on Brooklyn Hyundai Dealership

- Capital costs are reduced substantially through up front incentives:
 - > Solar
 - > BESS
 - ➤ Smart Charge Tech
 - Property Tax Abatement –additional \$250K over 4 years
- 5-year payback achieved through bill reduction:
 - Demand charge management
 - > Export to support grid (VDER)
 - Demand Response

Capital Cost Breakdown				
Solar	\$	1,243,615		
Battery Storage	\$	129,375		
EV Charging Station Scope	\$	-		
Electrical Upgrades (incl.)	\$	209,336		
Engineering and Misc	\$	93,753		
Energy Management System	\$	34,500		
Permitting	\$	28,750		
Project Management	\$	46,000		
Contingency	\$	97,927		
Total	\$	1,883,255		
Incentives				
Power Ready EV Incentive	\$	-		
Solar Incentive	\$	208,800		
Battery Incentive	\$	43,750		
Smart Charge Tech	\$	70,000		
Investment Tax Credit	\$	564,977		
MACRS (Year 1)	\$	103,381		
Total incentives	\$	1,165,908		
Net Capital	\$	717,348		
IRF	2	23.1%		

Example of Impact on Utility Bills Plaza Group Hyundai



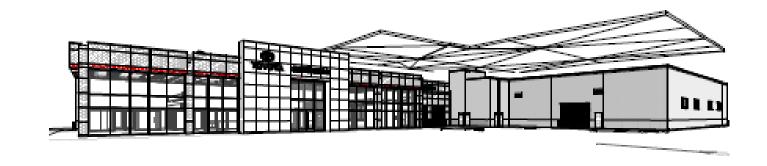
The Best Time to Plan: Renovation and Construction

- Incremental costs of additional infrastructure makes this an ideal time to consider upgrades:
 - Electrical upgrades can be sized with future needs in mind
 - Permitting
 - > Structural consideration
 - Any work can be incorporated into existing project scope

Sunrise Toyota

New Construction

2851 Horseblock Road, Medford, NY 11763





Takeaways

- Rates are expected to rise at rates higher than inflation
- Energy costs will increasingly impact P&Ls in NY metro
- NY utilities compensate you for participating in the "smart grid"
- Control and performance measurement are key to maximizing value in the grid of the future
- Be sure economic models include hourly/15 min analysis not annual averages.
- Enlist expert advice to plan for the future especially during construction/renovation





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