Our Commitment to Electric Transportation

AEC
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Karsten Barde, New Energy Solutions
We’ve operated 66 Level 2 stations across upstate NY since 2013

Look for them on www.Plugshare.com
EVs are everywhere today – including our NY electric territory

Electricity in Upstate NY is clean and cheap!

Emissions Intensity

- **GASOLINE-ONLY**
  - Conventional cars run on gasoline and tend to be dirtier and more expensive to fuel than EVs.
  - 381 grams of CO₂e per mile

- **PLUG-IN HYBRID ELECTRIC**
  - Plug-in hybrids use both gasoline and electricity and can be recharged from an outlet.
  - 168 grams of CO₂e per mile

- **BATTERY ELECTRIC**
  - Battery electric vehicles run on electricity and are some the cleanest and cheapest cars to drive.
  - 77 grams of CO₂e per mile

Fuel Price Equivalents

- Gasoline @ $2.50/gallon
  - 9.0 cents per mile

- Electricity @ $0.15/kwh
  - 4.9 cents per mile

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

Results assuming 25 mpg gasoline car vs. 100% Battery EV, with 3-year NIMO residential average price per kWh
We offer a whole-house Time-of-Use rate that can further reduce cost

<table>
<thead>
<tr>
<th></th>
<th>Delivery Rate Period</th>
<th>Commodity Rate Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>On-Peak</td>
<td>7am-11pm</td>
<td>7am-11pm</td>
</tr>
<tr>
<td>Off-Peak</td>
<td>11pm-7am</td>
<td>11pm-7am</td>
</tr>
<tr>
<td>Super-Peak</td>
<td></td>
<td>2pm-6pm (June-August)*</td>
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</tbody>
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*Excluding weekends and holidays

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

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

www.ngrid.com/timeofuse
Utilities can help provide a service that lacks competitive returns

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

13-year break-even at 7% discount rate

Charging programs can combine utility and partner strengths

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

**Partner strengths:**
- New technology development
- Driver support

**Shared strengths:**
- Prospective site host recruitment
NY Electric Transportation Programs Launching Spring 2018

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

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

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