Charge Ready Pilot Program

Q3/2017 Report

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SOUTHERN CALIFORNIA EDISON®

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Get Started

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Background

SCE's Charge Ready Program Pilot (Pilot) seeks to increase the availability of long dwell-time electric vehicle (EV) charging infrastructure. As part of the Pilot, SCE deploys, owns, and maintains the electric infrastructure needed to serve EV charging stations, or Electric Vehicle Supply Equipment (EVSE), at participating customer locations. The Pilot also offers participating customers (Customer Participants) a rebate applicable against the cost of acquiring and installing qualified EVSEs. Customer Participants must procure, operate, and maintain the charging stations in accordance with the terms and conditions of Schedule **Charge Ready Program Pilot (Schedule CRPP)**. Customer Participants may determine their own policy about the use of the charging stations (e.g., access, financial contribution from EV drivers).

The Pilot targets four key market segments for deployment which are workplaces, multi-unit dwellings (MUDs), fleet parking, and destination centers where vehicles are usually parked for at least four hours. In particular, SCE focuses some of its efforts on disadvantaged communities,[1] which are disproportionately affected by low EV adoption and negative environmental impacts of gasoline- and diesel-powered vehicles.

In conjunction with the Pilot, SCE launched a complementary EV Market Education including e-mails, group presentations, webpages, surveys, etc. in 2016 to increase customer awareness about EVs and the benefits of fueling from the grid, including supporting California's carbon-reduction goals and improving air quality. The EV Market Education effort includes a Transportation Electrification (TE) Advisory Services program to provide a "one-stop shop" for business customers to receive specialized education and support on a broad array of TE issues.

The Pilot's objectives are to inform and refine the program's design and cost estimates and develop success measures for a subsequent Phase 2. The Pilot's quarterly reports include key metrics and updates about progress, achievements, and lessons learned. The quarterly reports may also include recommendations from the Advisory Board that SCE will consider incorporating in its Phase 2 proposal.

1 As defined by **CalEPA's CalEnviroScreen 2.0**.

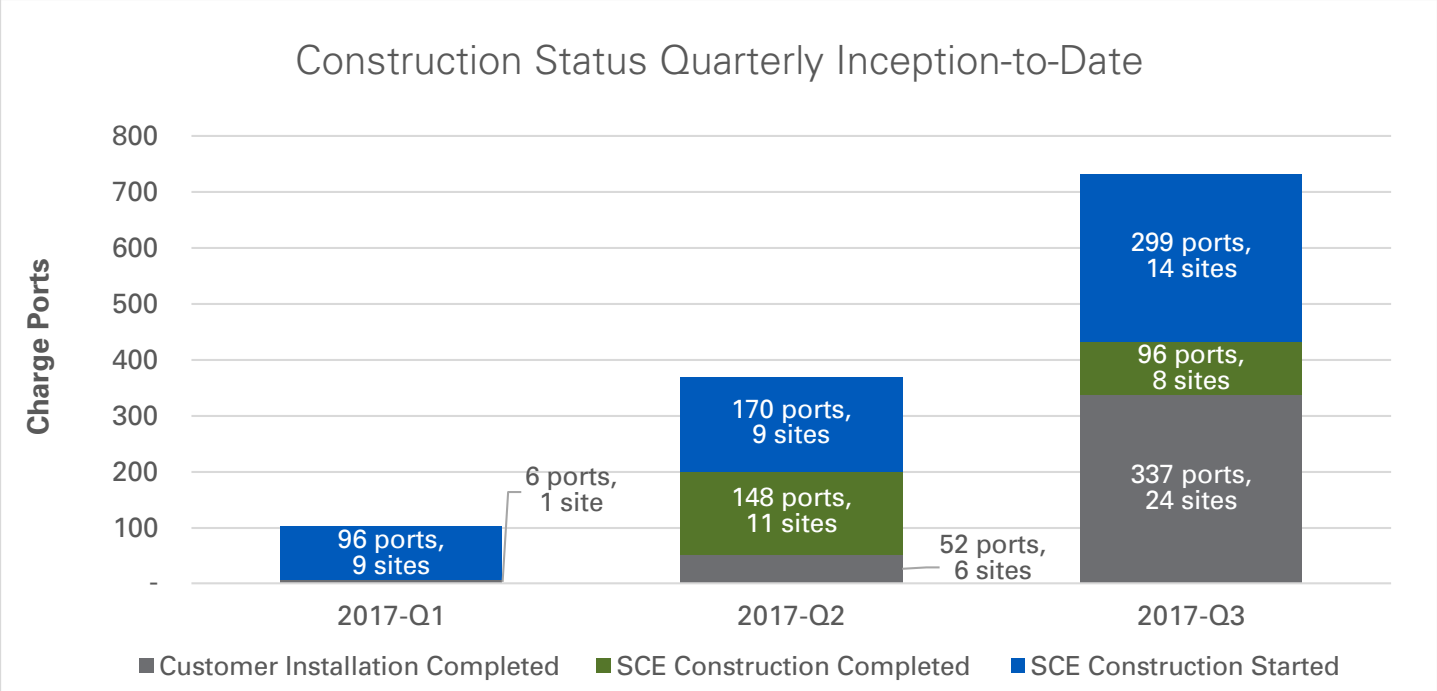
1 Executive Summary

1.1 Pilot Summary for Quarter

By the end of the third quarter in 2017, SCE received a total of 1,057 charge port commitments. Of the 1,057 committed charge ports, 48% are located in disadvantaged communities, which is considerably higher than the Pilot's requirement to deploy 10% of charge ports in disadvantaged communities.

By the end of the third quarter, several projects continued forward through the construction and installation process. SCE efforts included infrastructure construction and post-installation verification to confirm equipment installation while customers continued procuring qualified charging stations, granting easements in the property where the charging infrastructure will be deployed, and completing the charging station installations. Exhibit 1.1 shows 24 sites with 337 ports where SCE completed infrastructure and also verified installation of the charging stations in Q3. Additionally, SCE has completed infrastructure and are pending charging station installations at 8 sites that support 96 charge ports. Lastly, SCE started construction at 14 sites with 299 charge ports.. Exhibit 1.1 below shows the quarterly inception-to-date snapshot of the construction status beginning in Q1 2017.

Exhibit 1.1 – Construction Status Quarterly Inception-to-Date



The following table summarizes the Pilot's costs recorded at the end of Q3 2017.

Table 1.1 – Pilot Summary for Quarter 3, 2017

Variables	Authorized/Planning Assumptions	Inception-to-Date	Remaining	Percentage Remaining
Capital				
Utility Side Infrastructure Costs	$3,353,532	$854,195	$2,499,337	75%
Customer Side Infrastructure Costs	$7,586,387	$4,584,065	$3,002,322	40%
Easement	$115,942	$46,569	$69,373	60%
Station Testing	$30,000	$36,643	($6,643)[2]	-22%
Business Customer Division Labor	$103,500	$21,827	$81,673	79%
Program Management Office Labor	$460,003	$465,714	($5,711)[3]	-1%
Operations & Maintenance				
Rebate	$5,850,000	$126,321	$5,723,679	98%
Business Customer Division Labor	$51,750	$51,340	$410	1%
Transportation Electrification Advisory Services	$316,800	$232,489	$84,311	27%
PMO Labor & Non-Labor	$232,340	$170,944	$61,396	26%
Charge Ready ME&O, Market Reporting, SAP	$665,000	$463,527	$201,473	30%
EV Awareness	$2,830,600	$1,631,247	$1,199,353	42%
Total	**$21,595,854**	**$8,684,880**	**$12,910,974**	**60%**

2 Additional funds are available for Station Testing from O&M; recorded spend is more than the planned assumptions
3 Additional funds are available for Program Management Office Labor from O&M; recorded spend is more than the planned assumptions

2 Customer Outreach and Enrollment

2.1 Charge Ready Program Pilot Education & Outreach

Charge Ready Program Pilot education and outreach efforts are designed to promote the Pilot to SCE customers. SCE is also testing and refining its tactics and marketing channels in preparation for a subsequent phase of Charge Ready, including email, website, social media, collateral, and account manager interaction.

Table 2.1 presents the data collected for the Charge Ready Landing Page to measure the traffic of the website. A decrease in website activity was expected in Q1 2017 since marketing and outreach for new applicants ceased on January 3, 2017.

Table 2.1 – Charge Ready Program Pilot Landing Page Metrics

Metric	Q1 2017	Q2 2017	Q3 2017	% Change
Unique Visitor Count	939	935	910	(2.75%)
Repeat Visitor Count	381	419	254	(64.96%)
Page Views	1,477	1,479	1,444	(2.42%)
Bounce Rate	51.01%	51.85%	47.86%	(8.34%)

SCE continues to outreach to all market segments. Table 2.2 summarizes all account manager interactions for all segments during Q3 2017.

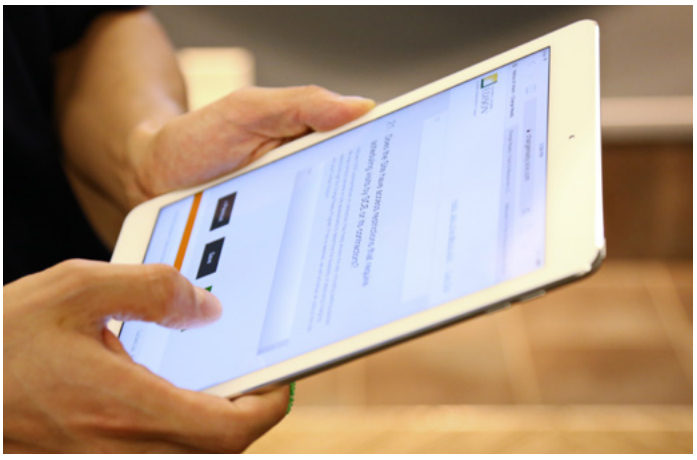


Table 2.2 – Summary of Account Manager Interactions with MUD Customers and all other segments

Activity	Number of Interactions with MUD customers Q3 2017	Number of Interactions with all other segments Q3 2017
Emails[4]	10	61
Group Presentations	0	1
In-Person Visits	0	34
Letter	0	0
Positioning Event[5]	10	0
Telephone Calls	20	47
Total	**10**	**143**

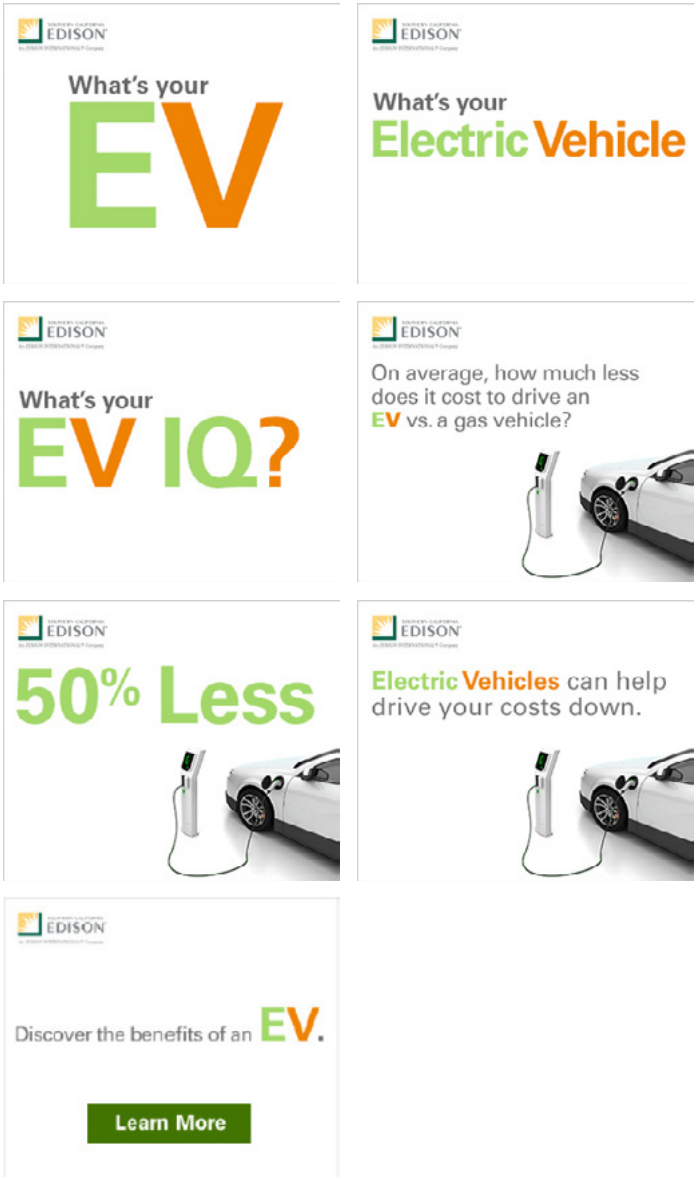
2.2 Market Education

Separately from its education and outreach efforts to support enrollment in Charge Ready Program Pilot, SCE also communicates about EVs and the benefits of fueling from the grid to a broad audience through its "What's Your Electric Vehicle (EV) IQ?" campaign. Through the EV IQ messaging, SCE aims to intrigue and engage customers by challenging them with fun mini-quizzes to overcome barriers and misconceptions about EVS, and provides an opportunity to inform them of EV benefits that could prompt them to consider driving one. The campaign utilizes a number of channels, including:

- Paid Media: digital banners, search engine marketing (SEM), sponsored social media ads, and radio.
- Local Sponsorship: Booth sponsorship and ride and drives at EV-related events.
- Direct Messaging: Email to targeted customer populations.
- Other channels: bill inserts, messaging on SCE.com, and organic social media.

4 These are incremental, follow-up emails to the email invitations originally sent to customers at the launch of the Program.
5 Presentations provided by BCD Account Managers to industry or civic events.

Exhibit 2.1 – Sample Animation Banner Ads in English used in the EV IQ Campaign



Customers engaging in the above channels are driven to relevant content on the updated sce.com EV website, which includes content in English, Spanish, Korean, Chinese, and Vietnamese. Their interactions with the site is tracked in order to improve and optimize the experience. While the digital ads and radio sponsorships concluded at the end of Q2, SCE continued marketing activities in Q3, including paid social media to support market education efforts, as well as sponsorship and participation in several National Drive Electric week events. SCE continues to observe increases in web traffic.

The following table includes metrics capturing traffic for key campaign pages within the site.

Table 2.3 – Charge Ready EV Awareness Website Metrics

EV Awareness	Q2 2017	Q3 2017
Electric Vehicle Overview Page on SCE.com[6]		
Unique Visitor Count	8,086	9,138
Repeat Visitor Count	2,883	3,407
Page Views	11,549	13,029
Bounce Rate[7]	37.85%	39.52%
Multi-page Visits	6,939	7,773
Electric Vehicle Campaign Landing Page on SCE.com[8]		
Unique Visitor Count	6,883	9,175
Repeat Visitor Count	747	653
Page Views	8,863	11,931
Bounce Rate	90.72%	86.95%
Multi-page Visits	1193	1378

For SCE's Market Education efforts, customer awareness of electric vehicle benefits and messaging are tracked using SCE's Customer Attitude Tracking (CAT) survey. The CAT survey is a quarterly tool designed to assess and track attitudes, brand favorability, and awareness of relevant marketing messages among SCE customers. This telephone survey is conducted with 450 randomly-selected SCE households and 250 small businesses by an independent marketing research firm. Customers are asked to recall and rate messaging around the benefits of electric vehicles and preparing to buy or lease an electric vehicle, as well as SCE's role in supporting and advancing electric transportation. Since the campaign fully launched in late August 2016, the data collected from the 2016 Q1, Q2, and Q3 CAT surveys was used to establish a baseline around message recall. The Q3 2017 survey results continued to show levels of EV awareness consistent with the baseline.

6 https://www.sce.com/wps/portal/home/residential/electric-cars/ This page provides an overview of the EV-related content for residential customers on the website, and includes links to pilots (Submeter, Charge Ready) and EV content for businesses. Customers can navigate to this site without a vanity URL.
7 Bounce rate is the percentage of single page visits
8 https://www.sce.com/wps/portal/home/residential/electric-cars/EV-Assessment-Campaign-Page/ This page was visible only by clicking through on digital and social media ads, or by using a vanity URL provided in radio ads.

Table 2.4 summarizes the CAT survey baseline data. Respondents were asked, "In the past three months, do you recall seeing, hearing, or reading about any ads about SCE and the benefits of electric vehicles?"

Table 2.4 – CAT Survey Results

Response	Baseline (Q1-Q3 2016)	Q2 2017	Q3 2017[9]
Total Respondents	1,354	450	600
Yes	189 14%	54 12%	92 15%
No	1,147 85%	378 84%	489 82%
No Response	18 1%	18 4%	19 3%

2.3 Transportation Electrification Advisory Services

SCE's TE Advisory Services provides business customers with a dedicated "one-stop shop" for specialized education, awareness, and support on such TE issues as federal, state, and local incentives, vehicle/charging equipment financing opportunities, vehicle types, and charging installation programs.

TE Advisory Services includes:

Updated web content on SCE.com business section which includes information on:

- Vehicle types
- Charging Infrastructure
- SCE's EV Rates
- Information specific to MUDs, Fleets, Workplaces, and Public sites
- Links to additional tools, resources and fact sheets
- Calls to action to reach out to SCE for more information and support (Account Manager or 800#)

Self-service online tools to assist, live in October of 2017:

- Estimating the number of charge ports a customer may need at their site (Charge Port Estimator)
- Rate analysis tool based on customer's number of estimated charge ports and segment type
- EV survey for Workplaces and MUDs (self-administered by customer)

Fact Sheets: Customer-facing PDFs, live in October of 2017, on the Following TE Topics with links to additional resources:

- Transportation Electrification Overview
- Fleet Conversion
- MUDs
- Vehicle to Grid Integration
- Planning for Charging Infrastructure
- Understanding GHG Emissions from Transportation
- Overview of Fleet Segments and available EV alternatives

In addition to the above, TE Advisory Services will be launching an in-person services study for about 25 business customers in Q1 2018 with the following services:

- Initial Fleet Assessment (including GHG savings calculations) to help customers evaluate the business case for converting a fleet of vehicles to transportation electrification technology
- Infrastructure Assessments to assist customers in evaluating a potential deployment of charging equipment

9 Sample size increased in Q3 2017 to allow for additional testing related to other corporate campaigns

2.4 Outreach Events

SCE hosted a Transportation Electrification Expo on September 26th in Rosemead, CA to increase customers' EV awareness. Several of the activities and booths educated visitors about EVs and the EV-related programs and incentives available to them. The expo was a success and attended by approximately 850 people. The Expo had booths and activities from the following organizations:

- AQMD
- BMW
- BYD
- CalStart
- ChargePoint
- Chevrolet/GM
- Eco IQ
- EVConnect
- Fiat Chrysler
- Ford
- Greenlots
- Honda
- Plug in America
- Proterra
- Siemens
- Tesla

In addition, the following SCE organizations and employee affinity groups also participated:

- Advanced Technology/Grid Modernization
- Air & Climate / Strategy, Integrated Planning & Performance
- Business Customer Division - TE Advisory Services
- Customer Programs & Services
- ECO IQ, an SCE employee environmental group
- Transportation Electrification Project Management

SCE also participated in the Alt Car Expo and National Drive Electric Week events in September 2017. The following table provides the location as well as the estimated number of customer interactions.

September 10, 2017 | South Pasadena
National Drive Electric Week: **70** estimated customer interactions

September 15-16, 2017 | Santa Monica
Alt Car Expo: **350** estimated customer interactions.

September 16, 2017 | Los Angeles
National Drive Electric Week: **267** estimated customer interactions.

September 16, 2017 | Gardena
National Drive Electric Week: **150** estimated customer interactions

September 16, 2017 | Tehachapi
National Drive Electric Week: **50** estimated customer interactions

September 26, 2017 | Rosemead
Transportation Electrification Expo: **850** estimated customer interactions

2.5 Media Outreach and Published Articles

Hyundai Motor America's Charging Century Event

- Inside Edison "More Hyundai Employees Can Now Charge Their EVs at Work[10]" story ran Sept. 22
- Caroline Choi, SCE's Senior Vice President of Regulatory Affairs, was interviewed by Dave Kunz of KABC-TV at Hyundai Motor America's Charging Century event to celebrate the installation of more than 100 EV charging stations at the company's Fountain Valley headquarters. 73 of those charging stations were installed through the Charge Ready program.)
- In addition to KABC, stories also appeared on SkyLink, Korea Times and CTITV. The event was also supported through social media posts.

City of Ontario's National Drive Electric Week Celebration

- Inside Edison "Charge Ready: Ontario Gets Charged Up in Time for National Drive Electric Week[11]" story ran Sept. 11.
- Story was supported with a Video and Audio News release, which was picked up by Edison Electric Institute's website.
- Additionally, social media posts supported the event.

Other Efforts

- Charge ReadyProgram Pilot included in Aug. 22 "California utilities plot ways to prep grid for coming EV boom[12]" story in Utility Dive.

In an Op-Ed, "Electric Buses Are Good for California13", on Aug 7, SCE President Ron Nichols talked about the Charge Ready program. The story ran in The Inland Valley Daily Bulletin, Long Beach Press-Telegram, Los Angeles Daily Breeze, Los Angeles Daily News, Pasadena Star-News, Redlands Daily Facts, The San Bernardino Sun, San Gabriel Valley Tribune and Whittier Daily News.

10 https://www.insideedison.com/stories/more-hyundai-employees-can-now-charge-their-evs-at-work
11 https://www.insideedison.com/stories/charge-ready-ontario-gets-charged-up-in-time-for-national-drive-electric-week
12 https://www.utilitydive.com/news/california-utilities-plot-ways-to-prep-grid-for-coming-ev-boom/503023/
13 http://www.dailynews.com/2017/08/04/california-buses-are-going-electric-and-thats-good-for-our-environment-guest-commentary/

3 Electric Vehicle Supply Equipment Qualification

3.1 Requirements

The Charge Ready Pilot qualifies three different types of charging system profiles:

- Level 1 charging system, without network capability,
- Level 2 "A" charging system, with network capability integrated into the EVSE, and
- Level 2 "B" charging system, with network capability provided by an external device (such as a kiosk or gateway) shared among multiple stations.

Through a Request for Information (RFI) process, SCE conducts technical tests on proposed charging systems. In accordance with the terms and conditions of the RFI, qualified vendors (manufacturers, distributors) for the Pilot are required to offer Customer Participants:

- Qualified charging systems that meet SCE's technical requirements
- Networking services, including transactional data reporting and demand response (DR) services

The Pilot's Approved Package List[14] summarizes the vendors and EVSE models available to Customer Participants as of Q3 2017. The Pilot currently offers 53 models from 9 vendors. Tables 3.1 and 3.2 provide a summary of the different charging system types and features of EVSE models that have been approved to date.

Graph 3.1 – Number of Approved Charging System Models

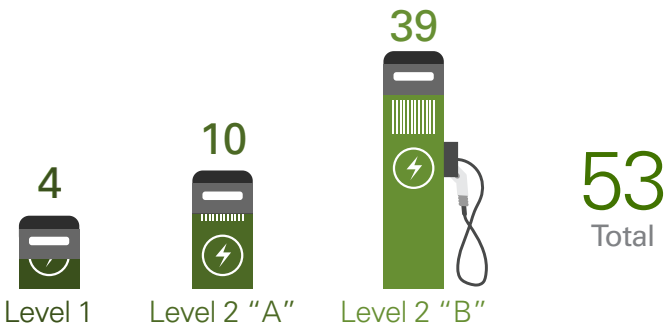


Table 3.2 – EVSE Model Summary

Average number of ports per EVSE	1.5
Average number of circuits per EVSE	1.3
Average number of ports per circuit	1.1
Number of wall EVSE units	16
Number of pedestal units	27
Number of both wall and pedestal units	10

The base cost of qualified EVSE for the Charge Ready Program Pilot is defined as "the best value offered for a charging station and its installation within each defined profile [of EVSE]."[15] SCE determines a price per port for each of the qualified models and configurations. SCE then selects the lowest price per port within each charging system type (using only those EVSE models that passed SCE's technical evaluation) to determine the base costs. The base cost values as of Q3 2017 are shown in Table 3.3. The base cost values have not changed from the prior reporting period.

Table 3.3 – Base Cost of Charging Systems

Charging System Type	Base Cost
Level 1	$1,396
Level 2 "A"	$2,188
Level 2 "B"	$1,611

In addition to equipment and installation, customers are also purchasing management/maintenance packages, communication/data services, freight, and other misc. items; and pay taxes. This is referred to as the "Average Estimated Total Purchase Agreement Cost" shown in Table 3.4. SCE performed an analysis to determine the average estimated customer cost per charge port after rebate. The analysis was completed using customer submitted-procurement documents which could be in a form of purchase order or quotes. SCE considers the dollar amounts as estimates because the final purchase price could change. SCE will continue to learn about customer choice and charging station pricing with the final invoices received in completed projects.

14 The Pilot's Approved Package List can be found at https://on.sce.com/chargeready.
15 Charge Ready Program Testimony, Vol. 2, p. 9.

Table 3.4 below provides a breakdown of purchase agreement costs by charging station type, and provides reference to the Pilot's base cost.

Table 3.4 – Comparison: Pilot Base Cost versus Purchase Agreements Received

Charging System Type	Pilot Base Cost per Port prior to 12/02/16	Current Pilot Base Cost per Port	Average Estimated Equipment and Installation Cost per port	Average Estimated Total Purchase Agreement Cost per port	Average Estimated Rebate per port[16]	Average Estimated Customer Cost per port after Rebate[17]
Level 1	$1,613	$1,396	$2,195	$2,609	$1,613	$996
Level 2 "A"	$1,636	$2,188	$2,122	$2,879	$1,247	$1,632
Level 2 "B"	$1,958	$1,611	$2,592	$3,344	$1,140	$2,204

16 Average of estimated rebates calculated from earlier and current base cost amounts.
17 Customer out-of-pocket costs derived by subtracting the average estimated rebate per port from the average estimated total purchase agreement cost per port

4 Electric Vehicle Charging Load

4.1 EV Charging Load

After completing deployment at participating sites, SCE will collect transactional and utility-meter data to inform EV load-related metrics, greenhouse gas (GHG) metrics, and air quality metrics. Prices paid by EV drivers and pricing strategies implemented by Customer Participants will also be collected and reported in this quarterly report, if available.

By the end of Q3 2017, SCE has collected data from all active customers. The data below reflects the 25 Charge Ready projects with data collected through September 30. The completed projects break down as follows:

Table 4.1 – Market Segments for Data Collection

Project Type	Sites	# of Ports
Workplace	9	204
Destination Center	13	123
Fleet	3	22

Per the data collected from the electric vehicle service providers (EVSPs), SCE has identified the number of sessions, usage, connection time and charging time at each of the sites. A "session" is defined as the period from when a vehicle plugs into a charge port to when it disconnects from that charge port. During the session a vehicle can go in and out of a state of charge.

The table below indicates that the majority of the sessions thus far have taken place at workplaces with fleets and destination centers lagging behind. We currently do not have usage data for Multi-unit dwellings. In terms of overall usage, the total consumption at these sites reflects the greater number of sessions. However, when looking at average energy consumed kWh per session, destination centers have a slightly higher consumption than workplaces while fleets have the least.

Table 4.2 – Session kWh Summary

Market Segment	Sessions	Total kWh	Avg. kWh per session	KWH per Port
Workplace	5669	46401.43	8.19	227.46
Destination Center	2060	17739.65	8.61	144.22
Fleet	604	3450.38	5.71	156.84

The average connection time and average charging times also provide insight into driver behavior at the charging stations. Fleet charging sites have the longest average connection time (the time from when the car is plugged in to when it is unplugged) while destination centers have the shortest average connection time. This short average connection time does not correspond with the shortest average charging time, however. The shortest average charging time belongs to the fleet vehicle segment. This could indicate that the fleet vehicles are being plugged in with some amount of charge remaining and therefore do not take as much time to fill up. The large difference between average connection time and average charge time in the fleet segment indicates that vehicles are more frequently sitting idle at EVSEs while fully charged.

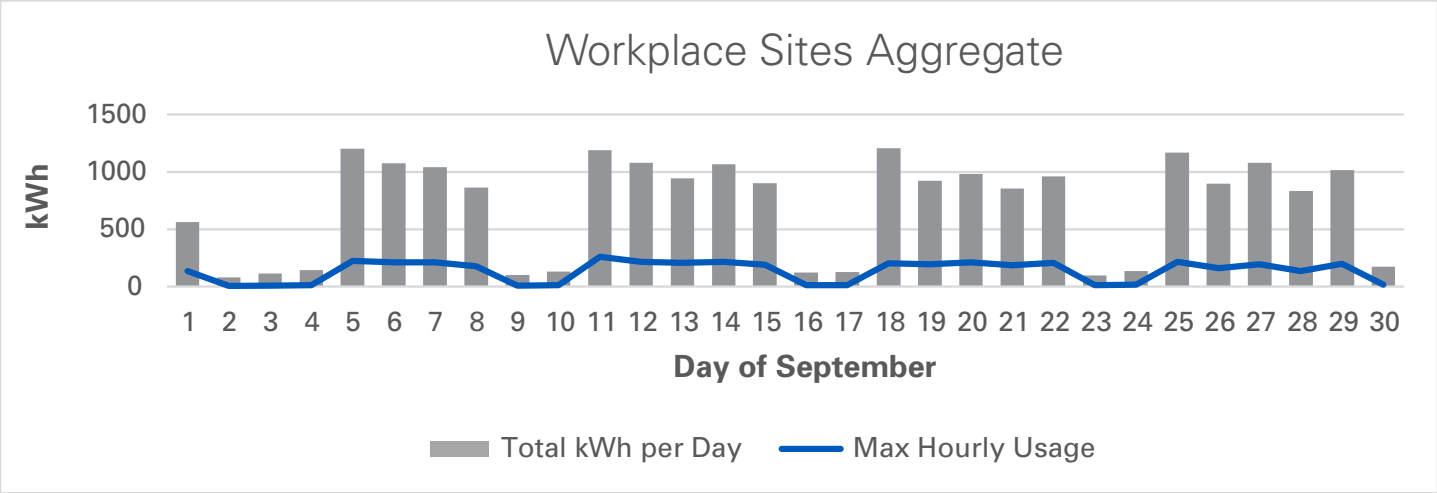
Table 4.3 – Session Connection Time and Charge Time Summary:

Market Segment	Total Connection Time (hrs)	Total Charge Time (hrs)	Avg. Connection Time	Avg. Charge Time
Workplace	25814.01	11094.47	4.55	1.96
Destination Center	6311.53	4078.85	3.06	1.98
Fleet	6802.03	1028.05	11.26	1.70

In addition to session data collected from the EVSPs, SCE is also collecting and analyzing meter data at each Charge Ready Program Pilot site. At each site, the bank of charging stations roll up to a single meter allowing SCE to measure the aggregated load at each site and determine the impact that load could have on the grid.

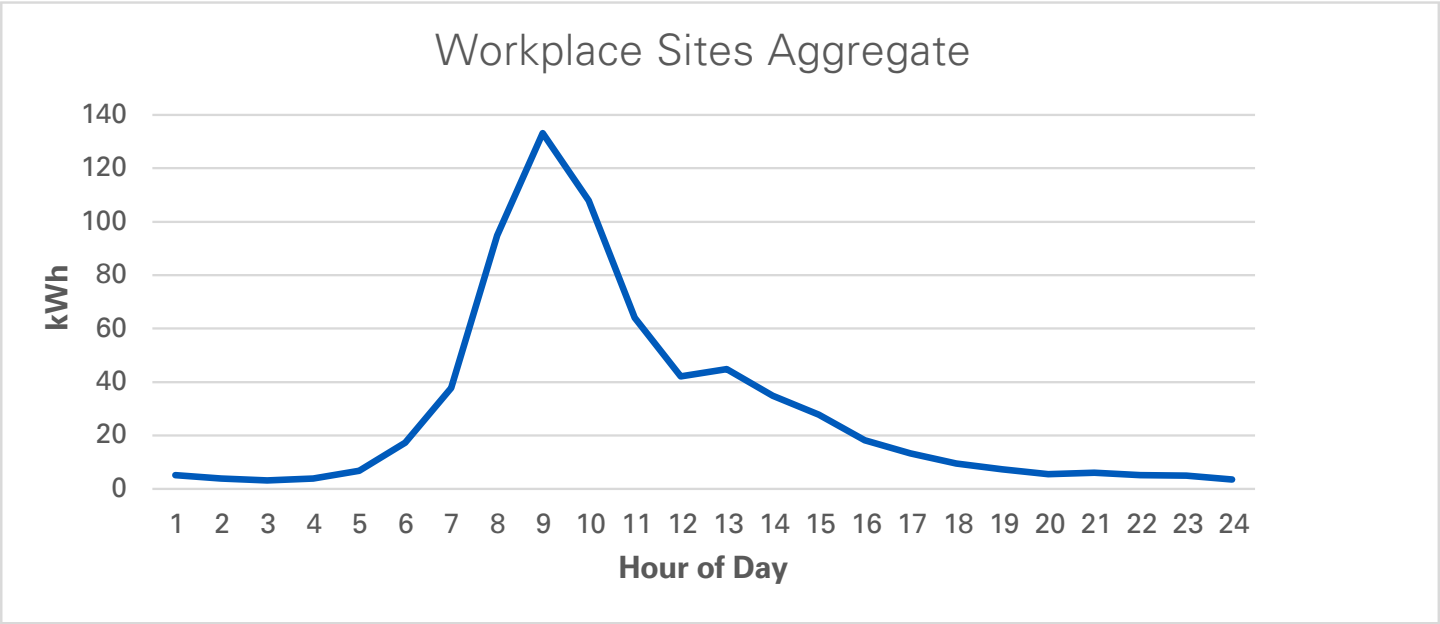
The charts below show data from workplaces, destination centers, and fleets at an aggregated level for the month of September. Exhibit 4.1 below shows high usage of charging stations during the week for workplaces and low usage on the weekends and on a holiday as would be expected at a workplace charging site.

Exhibit 4.1 – Aggregated Total Usage and Maximum Hourly Usage per Day - Workplaces



SCE can also determine the average load profile for a site. Exhibit 4.2 indicates that on average, workplaces experience a higher level of charge in the mornings that drops off dramatically by noon and also shows some usage as evident during the lunch period which results in a slightly-increased load after noon.

Exhibit 4.2 – Aggregated Average Hourly Usage per Day - Workplaces



For fleet sites, Exhibit 4.3 below shows high usage of charging stations during the week and low usage on the weekends and a holiday similar to workplaces.

Exhibit 4.3 – Aggregated Total Usage and Maximum Hourly Usage per Day - Fleets

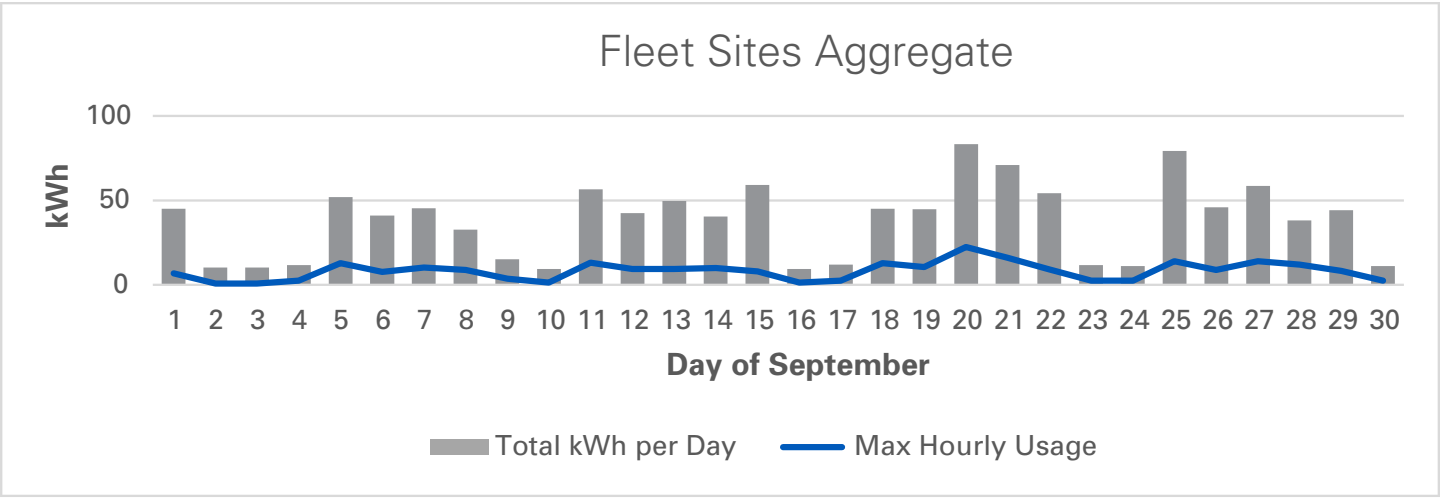
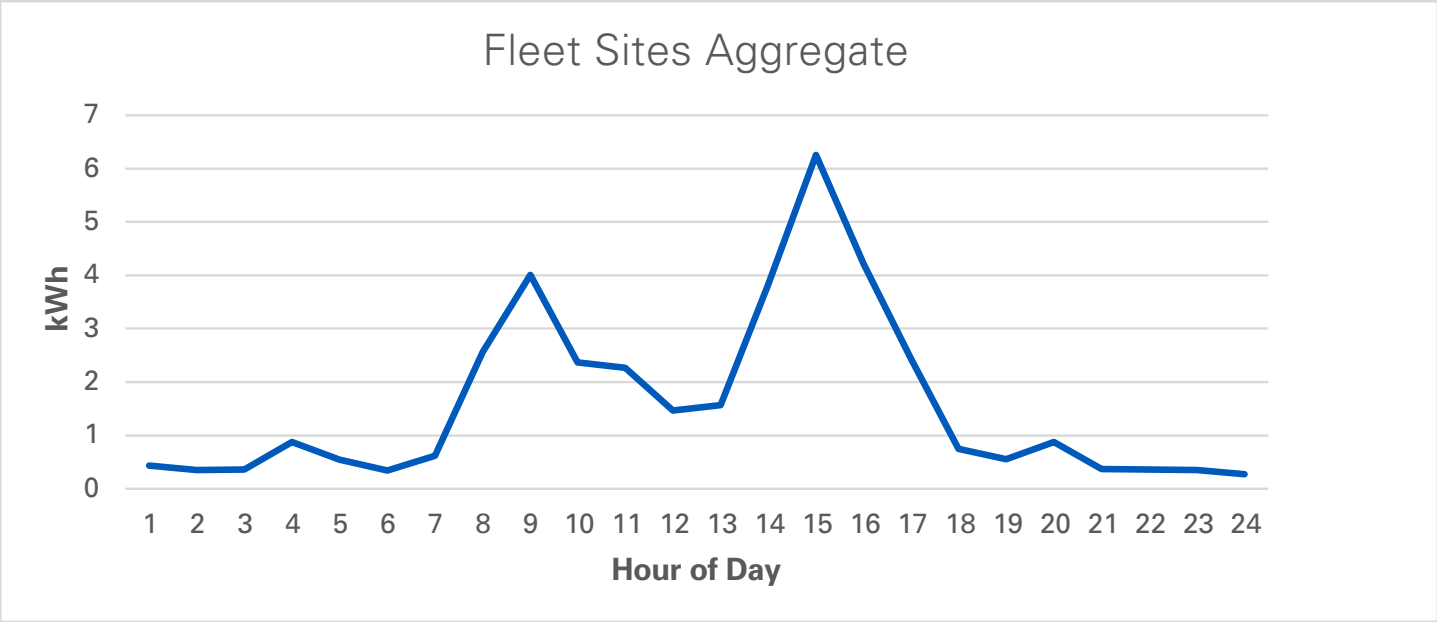


Exhibit 4.4 indicates that on average, fleet sites experience a higher level of charge in the mornings around 9 am and peaks in the afternoons around 3 pm, which could be before the fleet vehicles go out and after they come back in.

Exhibit 4.4 – Aggregated Average Hourly Usage per Day - Fleets



For destination centers, Exhibit 4.5 below shows high usage of charging stations on a daily basis but typically lower on weekends than weekdays for the given week.

Exhibit 4.5 – Aggregated Total Usage and Maximum Hourly Usage per Day – Destination Centers

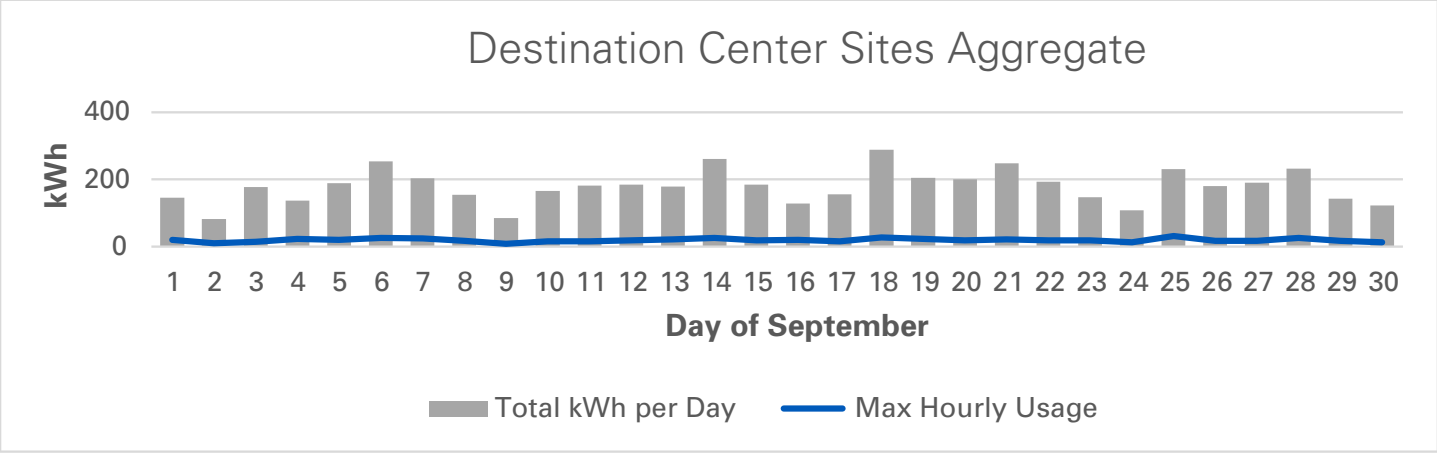
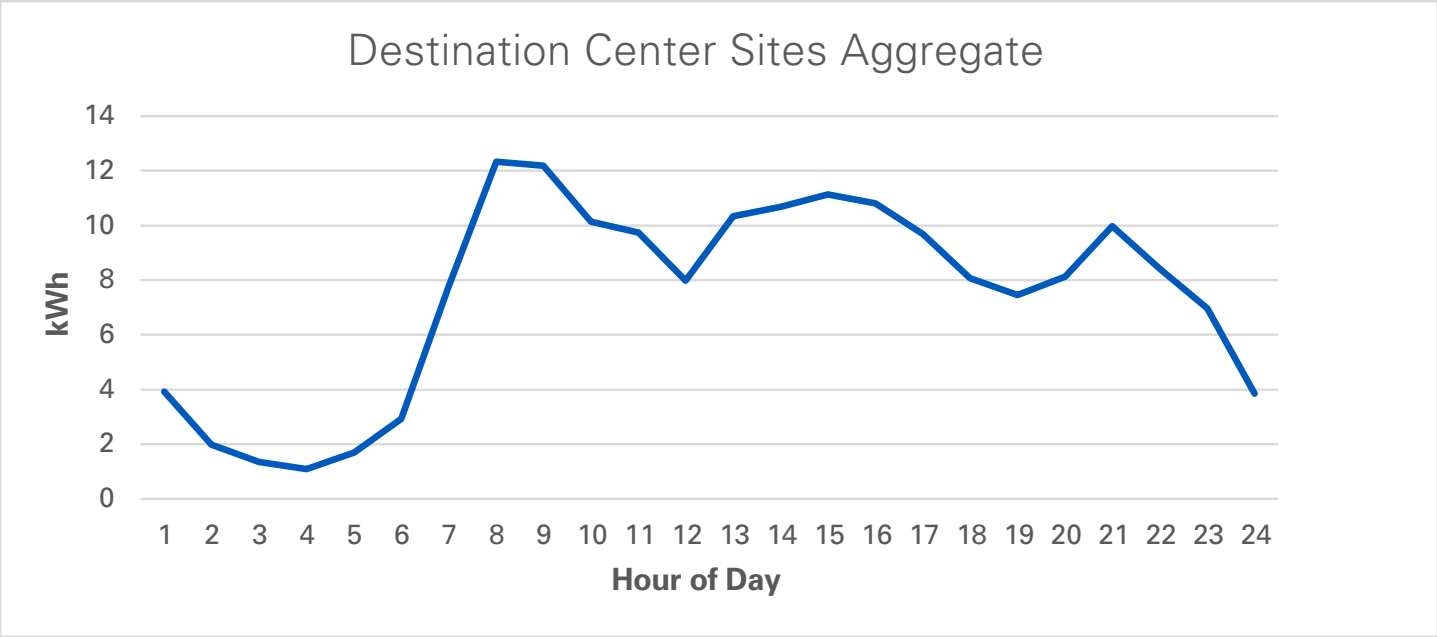


Exhibit 4.6 indicates that on average, destination centers experience a high level of charging throughout the day but starts to drop off at around 9 pm. This is likely due to the sites being closed at night.

Exhibit 4.6 – Aggregated Average Hourly Usage per Day – Destination Centers



As it is still early in the Charge Ready Program Pilot and there are a small number of charging stations online, the insights from the data are limited. SCE will continue to learn from future charging data submitted and expects to gain significant learnings as more Charge Ready projects come on line and as the users mature and develop more consistent charging patterns and behavior.

This analysis shall be used to inform the execution of a separate Charge Ready Demand Response (DR) Pilot that has been submitted as part of the 2018-2022 DR filling in order to research use cases, customer behavior and to inform the development of a DR program for all Charge Ready customers.

5 Operations

5.1 Charge Ready Program Pilot Operations

Process Overview

The Pilot's end-to-end process can be described in six stages: **Engagement, Evaluation, Confirmation, Planning and Design, Construction,** and **Verification**.

- **Engagement** begins with a customer submitting an application indicating their interest in participating in the Pilot. The application the customer submits is called the **Step 1 – Notice of Intent**.
- **Evaluation** follows the application submission. SCE conducts on-site assessments to evaluate the feasibility of deploying charging stations through the Pilot.
- **Confirmation** of the customer's participation includes approval by the customer of the number of charging stations and deployment location at each site (as proposed by SCE). SCE reserves funding (if available) upon receipt of **Step 2 – Agreement** signed by the customer and property owner.
- SCE then conducts **Planning and Design** ffor the approved site while the Customer Participant procures qualified charging stations. At the end of the procurement period, Customer Participants must provide the required proof of purchase using **Step 3 – Certification**.
- SCE then conducts **Construction** for the approved site. A pre-construction meeting is held with the Customer Participant before construction begins. Once the infrastructure is completed and passes inspection, the Customer Participant's selected charging station vendor installs the charging stations.
- Finally, **Verification** takes place to ensure that electric infrastructure and charging systems were deployed in accordance with approved plans (using **Step 4 – Walk-Through Report** and **Step 5 – Rebate Confirmation**); SCE then issues the rebate.

Status Overview

By the end of the third quarter in 2017, SCE received a total of 1,057 charge port commitments. Of the 1,057 committed charge ports, 48% are located in disadvantaged communities, which is considerably higher than the Pilot's requirement to deploy 10% of charge ports in disadvantaged communities. Of the 1,057 charge port commitments, SCE has reserved funding for 1,007 charge ports. The other 50 charge ports or 4 customers were put on the waitlist due to customers repeatedly exceeding procurement timelines and are not actively working on procuring their charging stations. The following three tables provide the charge port distribution per the category noted for the 1,007 charge ports that have reserved funding.

Exhibit 5.1 – Charge Port Distribution by Market Segment, Q3 2017

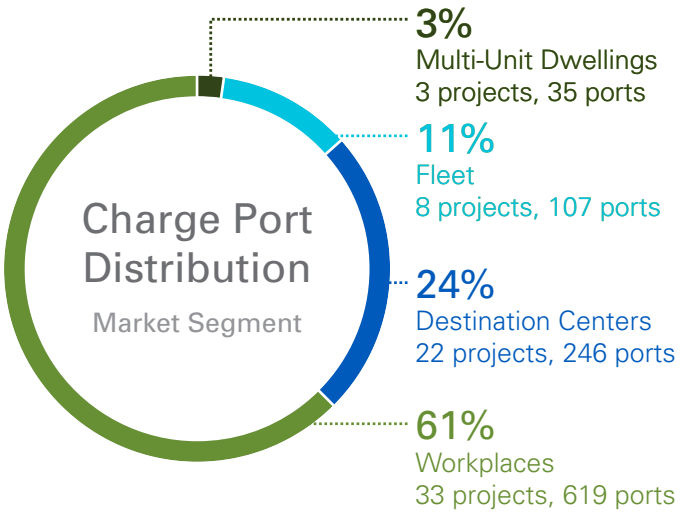


Exhibit 5.2 – Charge Port Distribution by Organization Type, Q3 2017

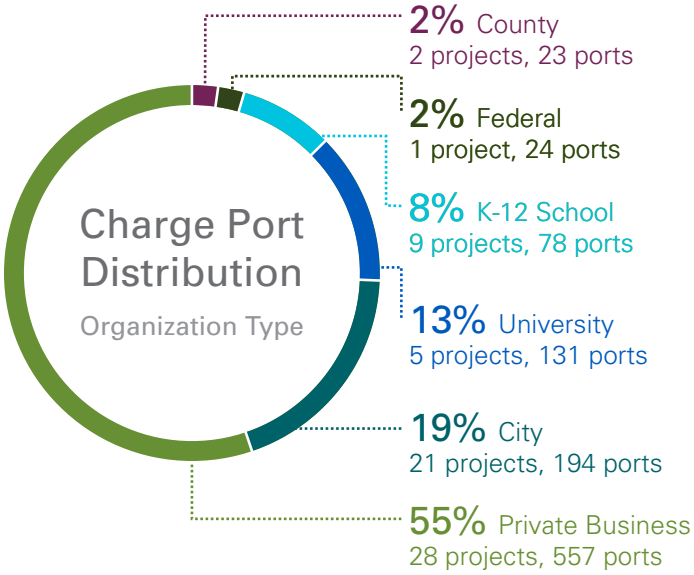
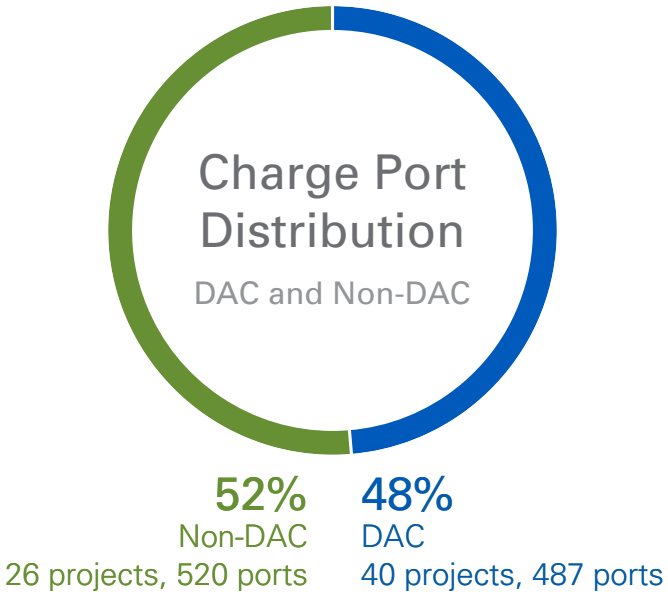


Exhibit 5.3 – Charge Port Distribution DAC and Non-DAC, Q3 2017



During Q3 2017, two projects/sites with a total of 34 charge ports withdrew participation from the program and SCE advanced three projects from the waitlist to reserved funding[18] status with a total of 47 charge ports. By the end of Q3 2017, 1,057 cumulative charge ports were committed including 4 customers with a total of 50 charge ports that are on the waitlist. If any customer with reserved funding drops out of the program, depending on funding availability, waitlisted customers may be able to replace them and move forward in the process.

In the third quarter of 2017, a total 11 rebate payments were released and several others are in process to be released in the following quarter. SCE experienced delays in receiving the required charging station registration forms, final invoices and necessary tax documents from the customers. For an immediate solution, SCE is continually following up with both the customers and their selected vendors on their missing documentation in order to release their charging station rebates.

SCE is continuing to learn from the applications in the charging station rebate stages of the application process. Table 5.1 below provides a summary of the Charging Station Request and Rebate.

Table 5.1 – Charging Station Request and Rebate

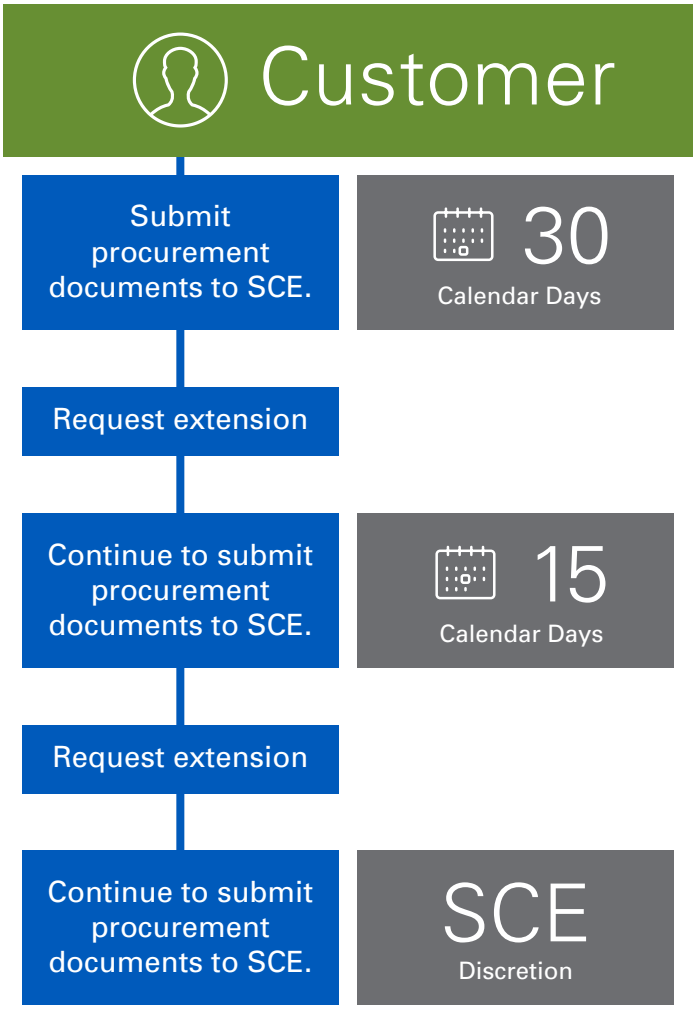
Charging Station Request & Rebate	
Number of Level 1 charge ports requested[19]	13
Number of Level 2 charge ports requested[20]	994
Number of total charge ports committed with reserved funding	1,007
Average Number of Level 1 charge ports approved per site	6.5
Average Number of Level 2 charge ports approved per site	15.3
Number of Level 1 EVSE bought	12
Average number of ports per Level 1 EVSE	1.0
Number of Level 2A EVSE bought	178
Average number of ports per Level 2A EVSE	1.7
Number of Level 2B EVSE bought	457
Average number of ports per Level 2B EVSE	1.4
Number of Level 1 EVSE installed	0
Number of Level 1 EVSE installed	96
Number of Level 2B EVSE installed	103
Rebate amount reserved for Level 1 ports	$19,356
Rebate amount reserved for Level 2A ports	$339,301
Rebate amount reserved for Level 2B ports	$682,429
Rebate amount paid for Level 1 ports	$ -
Rebate amount paid for Level 2A ports	$42,127
Rebate amount paid for Level 2B ports	$84,194

In Q3 2017, SCE continued supporting customers in their procurement of charging stations. To ensure charging stations are available at the time of infrastructure completion, the Pilot requires customers to procure charging stations before construction can begin. Customers must submit a copy of a proof of purchase using the Certification Form[21] available in the Charge Ready Enrollment Portal. In addition, customers who have applied for charging stations for fleet EVs are also required to provide DMV registration or evidence of purchase/lease of the vehicles. At this stage, the customers also confirm assignment of the rebate check which can be issued to either the Customer Participant or a single Charging Station Vendor.

18 Projects where funds are set aside to cover the cost of the project.
19 In the Step 2 Agreement, the applicant indicates the requested number of Level 1 EVSE to be approved and installed under the Program. The number of installed Level 1 EVSE must match the number of Level 1 EVSE requested in Step 2 Agreement.
20 In the Step 2 Agreement, the applicant indicates the requested number of Level 2 EVSE to be approved and installed under the Program. The number of installed Level 2 EVSE must match the number of Level 2 EVSE requested in Step 2 Agreement.
21 A copy of the Certification form can be found in the Appendix.

The procurement period begins once a customer executes the program agreement and funds are reserved for the customer's application. The initial procurement period is 30 calendar days from funds reservation, and customers are allowed an additional 15 days if they submit an extension request to SCE. SCE also allows, at its discretion, extensions beyond the 45 days, provided the customer is actively procuring its charging stations. Early in the application process, SCE Account Managers encourage customers to begin their procurement. The Exhibit 5.4 below illustrates the timeline and milestones of the EVSE procurement process.

Exhibit 5.4 – EVSE Procurement Process Timeline and Milestones



One of SCE's lessons learned for Q3 is that most customers require longer than 30 calendar days to procure the EVSEs. Customers that submitted proof of purchase by the end of Q3 2017 are averaging 43 business days. Majority of customers submit the allowed two extension requests. At the end of the quarter, several applications have not yet submitted proof of purchase for their projects; these applications are averaging 47 business days. As a result of longer procurement timelines, SCE is currently experiencing delays in starting construction for these customers' sites. The average procurement period by Organization type in Q3 2017 are shown in Table 5.2.

Table 5.2 – Average Procurement Period for Quarter

Organization	Average Business Days
Business	37
Non-Profit Organization	N/A
K-12 School	29
University	62
City	50
County	25
State	N/A
Federal	69
Total Average Business Days	**203**

SCE is also learning that a number of customers who submitted procurement documents had incomplete submissions which delay the deployment design completion and construction start. For an immediate solution, SCE Account Managers and the Project Management Organization worked closely with the customers to ensure that the customers have the proper documentation for their submission. SCE recommends changes to materials and adding in depth requirements overview at the initial customer meeting for future phase. Table 5.3 summarizes the procurement submission issues based on 60 projects that have submitted documentation on charging station procurement.

Table 5.3 – Procurement Requirements Submission Issues

Issue	No. of Projects
Missing Delivery Date	28 projects, 469 charge ports
Incorrect Vendor Name	4 projects, 118 charge ports
Missing Equipment and Installation Cost Breakdown	4 projects, 100 charge ports
Missing Model #	5 projects, 138 charge ports
Missing fleet documentation	4 projects, 71 charge ports
Quote signed after expiration date / Missing signature / Missing quote	13 projects, 148 charge ports
Missing installer information / missing installation cost	10 projects, 111 charge ports

As customers procured their charging stations, SCE's parallel efforts included preparing and requesting customer approval of preliminary designs, preparing and requesting customer execution of easements, coordination of permit issuance with the Authority Having Jurisdiction (AHJ), and moving forward with infrastructure construction.

By the end of Q3 2017, SCE executed easements for 43 projects. The average cycle time is 50 business days, with 44% of projects taking longer than 50 business days and some as long as 137 business days, causing delays in construction. SCE will continue to learn from additional executed easements.

Based on projects with issued permits, permit cycle times are not presenting a significant delay in the infrastructure deployment timeline. Average cycle time for permit issuance is 25 business days. SCE will continue to learn about actual AHJ cycle times from other, future project permits.

As of the end of Q3, utility-side and customer-side infrastructure construction was completed for 32 projects. Based on these initial projects, the average cycle time for infrastructure construction is 48 business days which does not include installation of charging stations. Several others were scheduled for construction and SCE will continue to learn about construction cycle times from other, future project construction.

The subsequent tables below summarize the Pilot's operational metrics about customer applications in Charge Ready Program Pilot. The metrics in the tables capture the project activity from the launch of the Pilot on May 27, 2016, to September 30, 2017. Where applicable, the distribution across market segments, as well as the total number in disadvantaged communities, is provided.

Table 5.4 – Pilot Operational Metrics for Quarter

Percentage of total applications received

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	58 projects, 1,500 charge ports	0 projects, 0 charge ports	334 projects, 2,043 charge ports	576%, 136%

Number of approved and confirmed projects (committed projects with reserved funding)

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	58 projects, 1,500 charge ports	1 projects, 2 charge ports	66 projects, 1,007 charge ports	112%, 67%
Disadvantaged Communities	N/A	1 projects, 4 charge ports	40 projects, 487 charge ports	N/A
Destination Centers	N/A	-1 projects, -16 charge port	22 projects, 246 charge ports	N/A
Workplaces	N/A	2 projects, 18 charge ports	33 projects, 619 charge ports	N/A
Fleet	N/A	0 projects, 0 charge ports	8 projects, 107 charge ports	N/A
Multi-Unit Dwellings	N/A	0 project, 0 charge ports	3 projects, 35 charge ports	N/A

Number of applicants rejected

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	N/A	0 projects, 0 requested charge ports	91 projects, 377 requested charge ports	N/A

Number of applicants withdrawn

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	N/A	3 projects, 21 charge ports	148 projects, 680 charge ports	N/A

Number of applicants withdrawn after signing Step 2 - Agreement

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	N/A	4	7 projects, 92 charge ports	N/A

Total number of charge ports installed

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	58 projects, 1,500 charge ports	18 projects, 285 charge ports	24 projects, 337 charge ports	N/A
Disadvantaged Communities	10% of 1,500 charge ports installed	12 projects, 127 charge ports	17 projects, 160 charge ports	11%
Destination Centers	N/A	10 projects, 98 charge ports	12 projects, 111 charge ports	N/A
Workplaces	N/A	7 projects, 180 charge ports	9 projects, 204 charge ports	N/A
Fleet	N/A	1 projects, 7 charge ports	3 projects, 22 charge ports	N/A
Multi-Unit Dwellings	N/A	0 projects, 0 charge ports	0 projects, 0 charge ports	N/A

Average number of charge ports installed per site

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	N/A	16	14	N/A
Disadvantaged Communities	N/A	11	9	N/A
Destination Centers	N/A	10	9	N/A
Workplaces	N/A	26	23	N/A
Fleet	N/A	7	27	N/A
Multi-Unit Dwellings	N/A	0	0	N/A

Percentage of installed projects

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
Disadvantaged Communities	N/A	67% projects, 45% charge ports	71% projects, 47% charge ports	N/A
Destination Centers	N/A	56% projects, 34% charge ports	50% projects, 33% charge ports	N/A
Workplaces	N/A	39% projects, 63% charge ports	38% projects, 61% charge ports	N/A
Fleet	N/A	6% projects, 2% charge ports	13% projects, 7% charge ports	N/A
Multi-Unit Dwellings	N/A	0%	0%	N/A

Table 5.5 – Customer Participant Request

Customer Participant Request	Planning Assumptions	Year-to-Date Actual
Average number of total parking spaces per site	N/A	621 parking spaces/site
Percentage of total number of parking spaces located in parking structures	N/A	12%
Average fleet size[22]	N/A	6 (Fleet Segment Only) 4 (All Segments)
Percentage of applications received with charging systems already installed at the site	N/A	15%
Average number of charging systems already installed at the site	N/A	10
Average number of charge ports requested per site	26	7.6
Disadvantaged Communities	N/A	761
Destination Centers	N/A	553
Workplaces	N/A	1,205
Fleet	N/A	157
Multi-Unit Dwellings	N/A	128

22 Applicants from all segment categories may indicate the number of fleet vehicles at their site (All Segments). Applicants in the fleet category intend to use the new charging station for their EV fleet (Fleet Segment Only).

Table 5.6 – Pilot Costs

	Planning Assumptions[23]	Inception-to-Date	Percentage to Planning Assumptions
Total estimated Pilot costs (SCE infrastructure plus rebate)[24]	$16,792,136	$14,238,033 1,007 charge ports[25]	85%
Average estimated cost per site (T&D + Customer infrastructure + rebate)[26]	$291,070 ($11,195 * 26 charge ports)	Average Cost per Site: $215,728 Average No. Charge Ports per Site: 15	74%
Average actual cost per site (T&D + Customer infrastructure + rebate)[27]	$291,070 ($11,195 * 26 charge ports)	Average Cost per Site: $137,998 Average No. Charge Ports per Site: 8	47%
Average estimated cost per port (T&D + Customer infrastructure + rebate)[28]	$11,195	$14,139	126%
Average actual cost per port (T&D + Customer infrastructure + rebate)[29]	$11,195	$17,056	152%
Total amount of rebate reserved	$5,850,000	$1,220,395	21%
Average amount of rebate reserved per site	$101,400 ($3,900 * 26 charge ports)	$18,491	18%
Total amount of rebate paid	$5,850,000	$126,321	2.2%
Average amount of rebate paid per site	$101,400 ($3,900 * 26 charge ports)	$10,527	10%
Total actual construction costs for SCE infrastructure	$10,942,136	$854,195	8%
Average actual construction cost for SCE infrastructure per site	N/A	$30,243	N/A
Level 1 charging systems	N/A	N/A	N/A
Level 2 charging systems	N/A	$30,243	N/A
Hybrid charging systems (both Level 1 and Level 2)	N/A	N/A	N/A
Total actual SCE site assessment cost incurred by withdrawn applicants (prior to signing Step 2)	N/A	$252,890	N/A
Average actual SCE site assessment cost incurred by withdrawn applicants (prior to signing Step 2)	N/A	$3,832	N/A

23 Some items did not have planning assumptions but actual costs are being tracked and reported.
24 Estimated program costs are based on initial site assessment. Costs are subject to customer's Step 2 Agreement.
25 Committed charge ports with reserved funding.
26 Estimated program costs are based on initial site assessment. Costs are subject to customer's Step 2 Agreement.
27 Based on 11 completed projects paid.
28 Estimated program costs are based on initial site assessment. Costs are subject to customer's Step 2 Agreement.
29 Based on 11 completed projects paid.

	Planning Assumptions[23]	Inception-to-Date	Percentage to Planning Assumptions
Total actual SCE site assessment, design, permit, and easement cost incurred by withdrawn applicants (after signing Step 2)	N/A	$79,107	N/A
Average actual SCE site assessment, design, permit, and easement cost incurred by withdrawn applicants (after signing Step 2)	N/A	$11,301	N/A
Total actual SCE construction cost incurred by withdrawn applicants	N/A	$0	N/A
Average actual SCE construction cost incurred by withdrawn applicants	N/A	$0	N/A

Table 5.7 – Pilot Cycle Times

Pilot Cycle Times	
Average Customer "End to End" Cycle time by segment	296[30]
Minimum Customer "End to End" Cycle time by segment	212[31]
Maximum Customer "End to End" Cycle time by segment	335[32]
Average time for Application Received to Initial Qualification	35
Average time for Initial Qualification to Site Assessment Completion	43
Average time for Site Assessment Completion to Program Agreement Complete	59
Average time to complete base map	9
Average time to complete preliminary design	39
Average time from preliminary design sent to customer to preliminary design approved	11
Average time to complete T&D final design	17
Average time for final design received to permit requested	8
Average time for permit requested to permit approved	33
Average time for permit approved to ready to break ground	26
Average time from ready to break ground to final inspection completed	68
Average time from final inspection completed to Rebate Check Issued	52

30 Based on 12 projects with rebate paid.
31 Based on 12 projects with rebate paid.
32 Based on 12 projects with rebate paid.

5.2 Supplier Diversity

The architecture and engineering firm and general contractors selected for Charge Ready are 100% diverse business enterprises (DBEs).

6 Conclusion

6.1 Conclusion

In this quarterly report, SCE provided data and updates on progress in implementing and executing the Pilot, including the challenges we encountered and immediate solutions implemented as well as recommendations for a future phase.

During Q3, projects with executed agreements continued forward through the construction and installation process. A total of 8 sites for 96 charge ports were completed in Q3 2017. SCE learned about the charging station procurement process, construction timelines, customer costs after rebate, and EV charging load from the first completed projects. In the next quarter, SCE will be able to learn from more constructed projects and identify additional program improvements. SCE will also continue to learn from the energy usage of the charging stations deployed under the Charge Ready Program Pilot.

Appendix

Step 3 Certification
Format: Adobe® Acrobat

Pilot Operational Metrics for Quarter

Total number of applications received

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	58 projects, 1,500 charge ports	0 projects, 0 charge ports	334 projects, 2,043 charge ports	576%, 136%
Disadvantaged Communities	N/A	0%	47%	N/A
Destination Centers	N/A	0%	24%	N/A
Workplaces	N/A	0%	65%	N/A
Fleet	N/A	0%	5%	N/A
Multi-Unit Dwellings	N/A	0%	6%	N/A

Percentage of charging stations requested

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	58 projects, 1,500 charge ports	0 projects, 0 charge ports	334 projects, 2,043 charge ports	576%, 136%
Disadvantaged Communities	10%	0%	37%	368%
Destination Centers	N/A	0%	27%	N/A
Workplaces	N/A	0%	59%	N/A
Fleet	N/A	0%	8%	N/A
Multi-Unit Dwellings	N/A	0%	6%	N/A

Number of approved and confirmed projects (Step 2 Agreement signed)

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	58 projects, 1,500 charge ports	1 project, 2 charge ports	66 projects, 1,007 charge ports	112%, 67%
Disadvantaged Communities	N/A	1 project, 4 charge ports	40 projects, 487 charge ports	N/A
Destination Centers	N/A	-1 site, -16 charge port	22 projects, 246 charge ports	N/A
Workplaces	N/A	2 projects, 16 charge ports	33 projects, 619 charge ports	N/A
Fleet	N/A	0 project, 0 charge port	8 projects, 107 charge ports	N/A
Multi-Unit Dwellings	N/A	0 site, 0 charge port	3 projects, 35 charge ports	N/A

Number of applicants rejected

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	N/A	0 project, 0 requested charge port	91 projects, 377 requested charge ports	N/A
Disadvantaged Communities	N/A	0%	41%	N/A
Destination Centers	N/A	0%	22%	N/A
Workplaces	N/A	0%	70%	N/A
Fleet	N/A	0%	0%	N/A
Multi-Unit Dwellings	N/A	0%	8%	N/A

Number of applicants withdrawn

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	N/A	3 projects, 21 charge ports	148 projects, 680 charge ports	N/A
Disadvantaged Communities	N/A	1%	46%	N/A
Destination Centers	N/A	1%	19%	N/A
Workplaces	N/A	1%	69%	N/A
Fleet	N/A	0%	5%	N/A
Multi-Unit Dwellings	N/A	0%	7%	N/A

Number of applicants withdrawn after signing Step 2 - Agreement

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	N/A	2	7	N/A
Disadvantaged Communities	N/A	1	3	N/A
Destination Centers	N/A	1	2	N/A
Workplaces	N/A	1	5	N/A
Fleet	N/A	0	0	N/A
Multi-Unit Dwellings	N/A	0	0	N/A

Total number of charge ports installed

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	N/A	285	337	N/A
Disadvantaged Communities	N/A	127	160	N/A
Destination Centers	N/A	98	111	N/A
Workplaces	N/A	180	204	N/A
Fleet	N/A	7	22	N/A
Multi-Unit Dwellings	N/A	0	0	N/A

Average number of charge ports installed per site

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	N/A	16	14	N/A
Disadvantaged Communities	N/A	11	9	N/A
Destination Centers	N/A	10	9	N/A
Workplaces	N/A	26	23	N/A
Fleet	N/A	7	7	N/A
Multi-Unit Dwellings	N/A	0	0	N/A

Percentage of completed projects

	Planning Assumptions	Quarter 3, 2017	Inception-to-Date Actual	Percentage to Planning Assumptions
	58 projects, 1,500 charge ports	5 projects, 46 charge ports	24 projects, 337 charge ports	N/A
Disadvantaged Communities	N/A	80%	71%	N/A
Destination Centers	N/A	40%	50%	N/A
Workplaces	N/A	40%	38%	N/A
Fleet	N/A	20%	13%	N/A
Multi-Unit Dwellings	N/A	0%	0%	N/A

Average number of total parking spaces per site

Customer Participant Request	Planning Assumptions	Inception-to-Date Actual
	N/A	621 parking spaces/site
Disadvantaged Communities	N/A	375 parking spaces/site
Destination Centers	N/A	931 parking spaces/site
Workplaces	N/A	523 parking spaces/site
Fleet	N/A	404 parking spaces/site
Multi-Unit Dwellings	N/A	636 parking spaces/site

Percentage of total number of parking spaces located in parking structures

Customer Participant Request	Planning Assumptions	Inception-to-Date Actual
	N/A	12%
Disadvantaged Communities	N/A	1,040
Destination Centers	N/A	7,560
Workplaces	N/A	23,332
Fleet	N/A	1,882
Multi-Unit Dwellings	N/A	2,978

Customer Participant Request	Planning Assumptions	Inception-to-Date Actual
Average fleet size[33]	N/A	6 (Fleet Segment Only) 4 (All Segments)
Percentage of applications received with charging systems already installed at the site	N/A	15%
Average number of charging systems already installed at the site	N/A	10

Average number of charge ports requested per site

Customer Participant Request	Planning Assumptions	Inception-to-Date Actual
	26	7.6
Disadvantaged Communities	N/A	8.3
Destination Centers	N/A	9.2
Workplaces	N/A	9.8
Fleet	N/A	13.1
Multi-Unit Dwellings	N/A	8.0

33 Applicants from all segment categories may indicate the number of fleet vehicles at their site (All Segments). Applicants in the fleet category intend to use the new charging station for their EV fleet (Fleet Segment Only).

Pilot Costs

Pilot Costs	Planning Assumptions[34]	Inception-to-Date	Percentage to Planning Assumptions
Total estimated Pilot costs (T&D + Customer infrastructure + rebate)[35]	$16,792,136	$14,238,033 1,007 charge ports	85%
Average estimated cost per site (T&D + Customer infrastructure + rebate)[36]	$291,070 ($11,195 * 26 charge ports)	Average Cost per Site: $215,728 Average No. Charge Ports per Site:15	75%
Average estimated cost per port (T&D + Customer infrastructure + rebate)[37]	$11,195	$14,139	126%
Total amount of rebate reserved	$5,850,000	$1,220,395	19%
Average amount of rebate reserved per site	$101,400 ($3,900 * 26 charge ports)	$18,491	18%
Total amount of rebate paid	$5,850,000	$126,321	0.2%
Average amount of rebate paid per site	$101,400 ($3,900 * 26 charge ports)	$10,527	12%
Total actual construction costs for SCE infrastructure	$10,942,136	$854,195	9%
Average actual construction cost for SCE infrastructure per site	N/A	$230,243	N/A
Average actual construction cost for SCE infrastructure for sites with all Level 1 charging systems	N/A	N/A	N/A
Average actual construction cost for SCE infrastructure for sites with all Level 2 charging systems	N/A	$30,243	N/A
Average actual construction cost for SCE infrastructure for sites with hybrid charging systems (both Level 1 and Level 2)	N/A	N/A	N/A
Total actual SCE site assessment cost incurred by withdrawn applicants (prior to signing Step 2)	N/A	$252,890	N/A

34 Some items did not have planning assumptions but actual costs are being tracked and reported.
35 Estimated program costs are based on initial site assessment. Costs are subject to customer's Step 2 Agreement.
36 Estimated program costs are based on initial site assessment. Costs are subject to customer's Step 2 Agreement.
37 Estimated program costs are based on initial site assessment. Costs are subject to customer's Step 2 Agreement.

Pilot Costs	Planning Assumptions	Inception-to-Date	Percentage to Planning Assumptions
Average actual SCE site assessment cost incurred by withdrawn applicants (prior to signing Step 2)	N/A	$3,832	N/A
Total actual SCE site assessment, design, permit, and easement cost incurred by withdrawn applicants (after signing Step 2)	N/A	$79,107	N/A
Average actual SCE site assessment, design, permit, and easement cost incurred by withdrawn applicants (after signing Step 2)	N/A	$11,301	N/A
Total actual SCE construction cost incurred by withdrawn applicants	N/A	$0	N/A
Average actual SCE construction cost incurred by withdrawn applicants	N/A	$0	N/A

Pilot Cycle Times

Pilot Cycle Times	
Average Customer "End to End" Cycle time by segment	296[38]
Minimum Customer "End to End" Cycle time by segment	212[39]
Maximum Customer "End to End" Cycle time by segment	335[40]
Average time for Application Received to Initial Qualification	35
Average time for Initial Qualification to Site Assessment Completion	43
Average time for Site Assessment Completion to Program Agreement Complete	59
Average time to complete base map	9
Average time to complete preliminary design	36
Average time from preliminary design sent to customer to preliminary design approved	11
Average time to complete T&D final design	17
Average time for final design received to permit requested	8
Average time for permit requested to permit approved	33
Average time for permit approved to ready to break ground	26
Average time from ready to break ground to final inspection completed	68
Average time from final inspection completed to Rebate Check Issued	52

38 Based on 12 projects with rebate paid.
39 Based on 12 projects with rebate paid.
40 Based on 12 projects with rebate paid.

Charging Station Request & Rebate

Charging Station Request & Rebate	
Number of Level 1 charge ports requested[41]	13
Number of Level 2 charge ports requested[42]	994
Number of total charge ports approved	1,007
Average Number of Level 1 charge ports approved per site	6.5
Average Number of Level 2 charge ports approved per site	15.3
Number of Level 1 EVSE bought	12
Average number of ports per Level 1 EVSE	1.0
Number of Level 2A EVSE bought	178
Average number of ports per Level 2A EVSE	1.7
Number of Level 2B EVSE bought	457
Average number of ports per Level 2B EVSE	1.4
Number of Level 1 EVSE installed	0
Number of Level 2A EVSE installed	96
Number of Level 2B EVSE installed	103
Rebate amount reserved for Level 1 ports	$19,356
Rebate amount reserved for Level 2A ports	$339,301
Rebate amount reserved for Level 2B ports	$682,429
Rebate amount paid for Level 1 ports	$-
Rebate amount paid for Level 2A ports	$42,127
Rebate amount paid for Level 2B ports	$84,194

41 In the Step 2 Agreement, the applicant indicates the requested number of Level 1 EVSE to be approved and installed under the Program. The number of installed Level 1 EVSE must match the number of Level 1 EVSE requested in Step 2 Agreement.

42 In the Step 2 Agreement, the applicant indicates the requested number of Level 1 EVSE to be approved and installed under the Program. The number of installed Level 1 EVSE must match the number of Level 1 EVSE requested in Step 2 Agreement.