



Southern California Edison Company's

Charge Ready Pilot

Quarterly Report

4th Quarter, 2020

March 1, 2021

CHARGE READY PILOT QUARTERLY REPORT

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CHARGE READY PILOT QUARTERLY REPORT

Background

The Charge Ready and Market Education programs were developed to support California's policies to reduce greenhouse gas (GHG) and air pollutant emissions, in an effort to meet the state's Zero-Emission Vehicle (ZEV) goals. The Charge Ready Pilot deploys electric infrastructure to serve qualified electric vehicle (EV) charging stations throughout Southern California Edison's (SCE) service territory, while the Market Education program targets car buyers, to help them gain awareness of EVs and the benefits of fueling from the grid.

The Market Education program also includes a launch of SCE's advisory services, to include specific education and support related to electrifying fleets, EV charging, reducing GHG footprints, and other related transportation electrification (TE) areas for business customers. Each program was designed in two phases, with a smaller-scope Phase 1 Pilot to prepare for a broader Phase 2.

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.

On December 13, 2018, the California Public Utilities Commission approved SCE's request for an additional \$22M (2014\$) to continue implementing the Pilot. The Pilot's quarterly reports will include key metrics on the additional approved funding and is referred to as "Bridge" to separately track progress.

1. EXECUTIVE SUMMARY

1.1. Pilot Description

Charge Ready was developed to reduce barriers to EV adoption by deploying electric infrastructure to serve EV charging stations (EV supply equipment, or EVSE)¹ at long dwell-time locations where EVs are usually parked for at least four hours. These locations provide adequate time for most EV drivers to fully recharge their vehicles.

The Pilot was open to eligible non-residential customers in the following long dwell-time location market segments:

- Workplaces
- Multi-Unit Dwellings (MUDs), such as apartment buildings
- Fleets
- Destination centers, such as sports arenas or malls

Through Charge Ready, SCE installed, owned, maintained, and paid all related costs for make-ready stubs serving EVSE, including:

- Electric distribution infrastructure, such as transformers, service lines, and meters dedicated to EV charging equipment deployed under the Pilot.
- Customer-side infrastructure, such as panels, step-down transformers, wiring and conduits, and stub outs, to allow for EVSE installations.

Participating customers were responsible for procuring, installing, and maintaining qualified EVSE, including electrical energy and networking costs, but received rebates applicable against some or all of the EVSE and installation costs.

SCE established an Advisory Board comprised of customers, industry stakeholders, and representatives of disadvantaged communities (DACs). The board provided useful input and guidance to SCE during the pilot implementation and execution.

¹ As EVSE may typically include one, two, or four charge ports, with varying costs and demand (kW), SCE uses charge port (rather than EVSE) as the preferred unit to provide detailed reporting about Charge Ready.

1.2. Pilot Summary for Quarter

Pilot

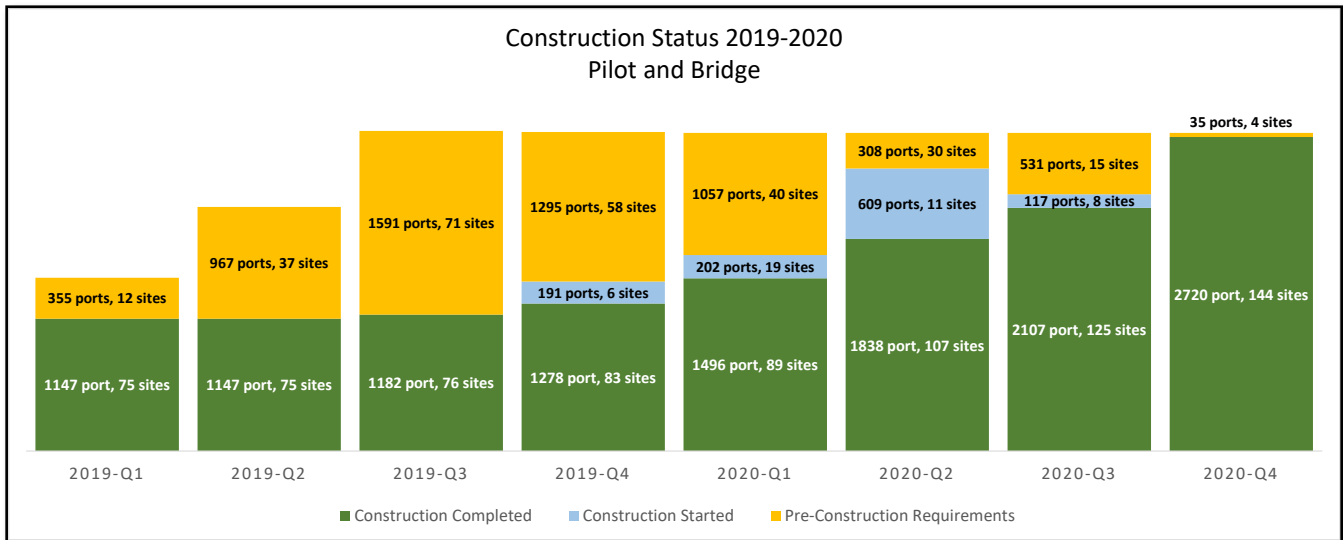
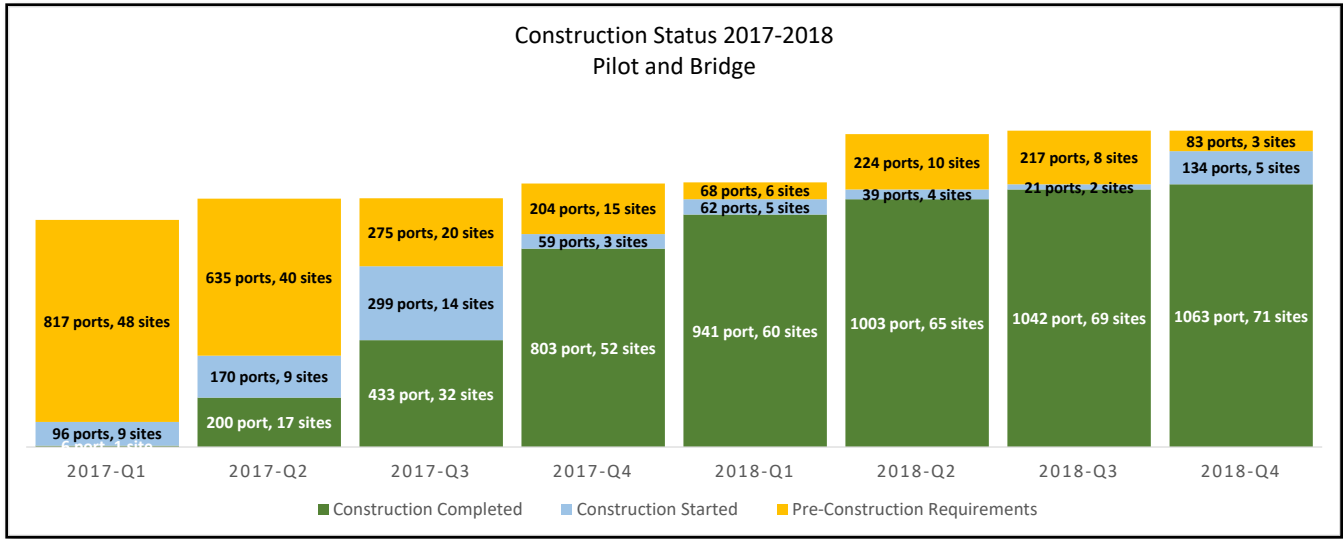
By the end of the fourth quarter in 2020, SCE reserved funding for a total of 1,301 charge port commitments at 81 sites. Of the 1,301 committed charge ports, 628 charge ports (48%) are located in DACs, which is considerably higher than the Pilot's requirement to deploy 10% of charge ports in DACs.

All projects have completed the construction and installation process. SCE efforts included infrastructure construction and post-installation verification to confirm equipment installation, granting easements in the property where the charging infrastructure will be deployed, and completing the charging station installations.

Bridge

As of the end of the fourth quarter in 2020, 67 sites with 1,454 ports have reserved funding. Nearly all applications have completed construction and are currently in post-installation verification stages. Figure 1.1 below shows the construction status for Pilot and Bridge.

Figure 1.1 Construction Status Quarterly Inception-to-Date



The following tables summarize the Pilot's costs recorded as of the end of Q4 2020.

Table 1.1 Pilot Summary for Quarter 4, 2020

	Planning Assumptions	Inception to Q4 2020 (Nominal)	Variance to Planning Assumptions	% Variance
Capital				
Utility-side Infrastructure	\$3,469,474	\$3,072,301	\$397,173	11%
Customer-side Infrastructure	\$7,586,387	\$13,572,694	(\$5,986,307)	-79%
Other Infrastructure Costs ²	\$593,503	\$0	\$593,503	100%
Total Capital	\$11,649,364	\$16,644,995	(\$4,995,631)	-43%
Operations and Maintenance				
Rebates	\$5,850,000	\$1,271,858	\$4,578,142	78%
Labor	\$284,090	\$464,421	(\$180,331)	-63%
TE Advisory Services	\$316,800	\$350,051	(\$33,251)	-10%
ME&O	\$665,000	\$795,713	(\$130,713)	-20%
EV Awareness	\$2,830,600	\$2,418,250	\$412,350	15%
Cancelled Projects	\$0	\$971,420	(\$971,420)	0%
Uncollectible	\$0	\$101,153	(\$101,153)	0%
IT and Maintenance Cost	\$0	\$59,572	(\$59,572)	0%
Total Operations and Maintenance	\$9,946,490	\$6,432,437	\$3,514,053	35%
Total Program	\$21,595,854	\$23,077,432	(\$1,481,578)	-7%

Table 1.2 Bridge Summary for Quarter 4, 2020

	Planning Assumptions (Constant 2014\$)	Inception to Q4 2020 (Nominal)
Capital		
Utility-side Infrastructure		\$3,444,554
Customer-side Infrastructure		\$14,936,705
Other Infrastructure Costs ³		\$0
Total Capital		\$18,381,259
Operations and Maintenance		
Rebates ⁴	\$22,000,000	\$1,277,302
Labor		\$481,704
TE Advisory Services		\$120,785
ME&O		\$241,498
EV Awareness		\$301,062
Cancelled Projects		\$31,822
Total Operations and Maintenance		\$2,454,173
Total	\$22,000,000	\$20,835,432

² Other Infrastructure Costs include capitalized labor for program management/delivery and charging station testing.

³ Other Infrastructure Costs include capitalized labor for program management/delivery and charging station testing.

⁴ Rebates amount includes \$532,940 accrual. Paid rebates amount is \$744,362

2. PILOT OPERATIONS

2.1. 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 customers 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** for 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.

Waitlist Process

SCE established a waitlist for customers that did not meet Pilot timelines, or whose applications exceeded funding availability. Waitlisted projects can move forward in the process if other projects with reserved funding drop out or if previously reserved funding becomes available (for example, if a project with reserved funding has cost underruns).

2.2. Status Overview

By the end of the fourth quarter in 2020, SCE reserved funding for a total of 2,755 charge port commitments. Of the 2,755 committed charge ports, 1,292 charge ports (47%) are in Disadvantaged Communities, which is considerably higher than the Pilot's requirement to deploy 10% of charge ports in Disadvantaged Communities. The following six charts (three for Pilot and three for Bridge) provide the charge port distribution per the category noted for the charge ports that have reserved funding.

Figure 2.1 Charge Port Distribution by Market Segment for Pilot

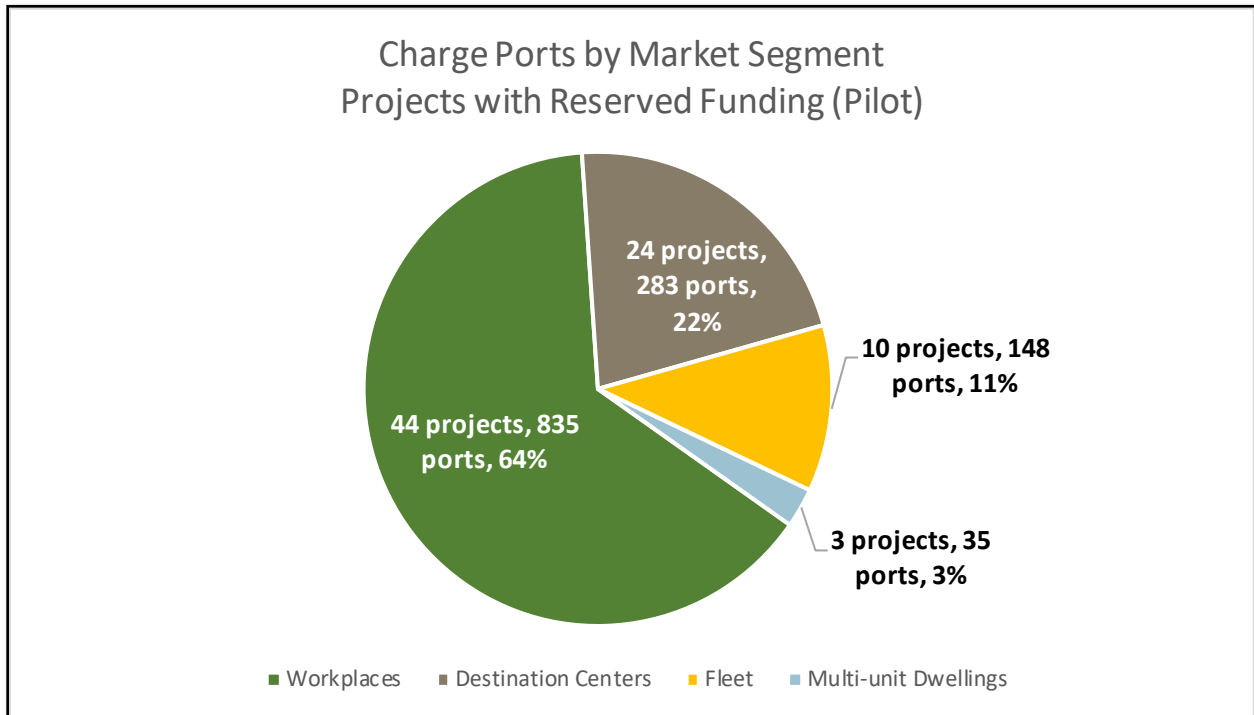


Figure 2.2 Charge Port Distribution by Market Segment for Bridge

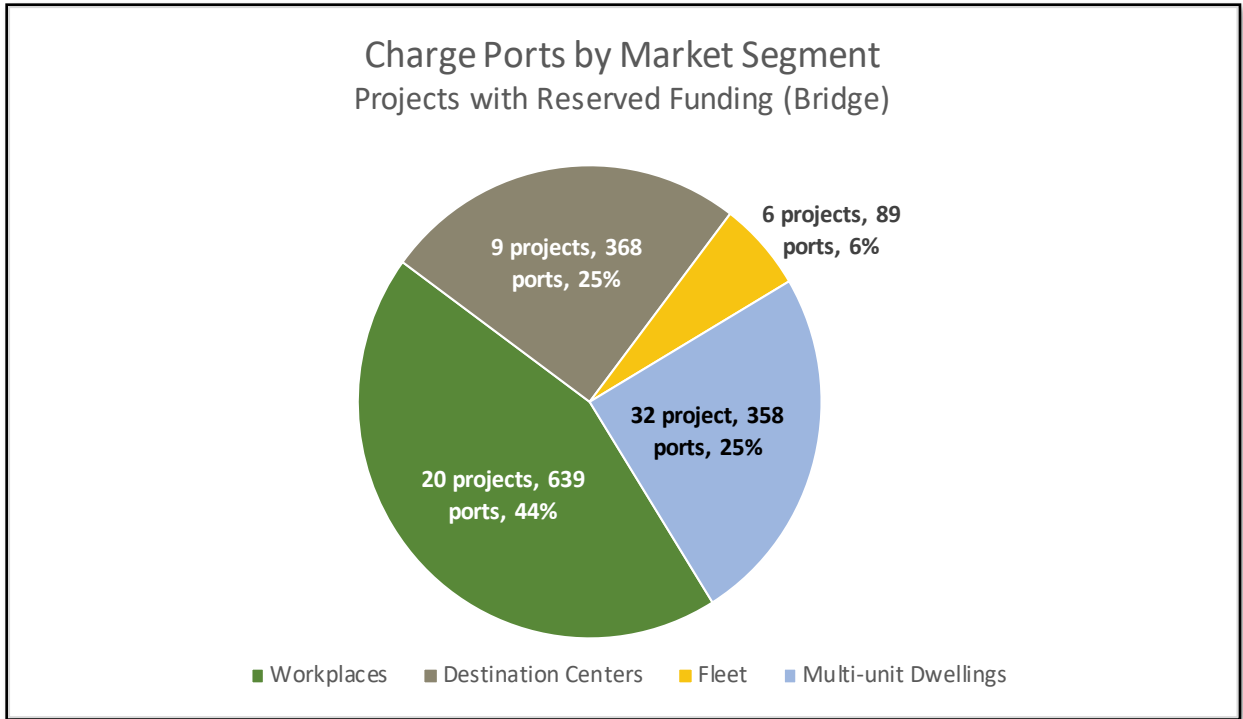


Figure 2.3 Charge Port Distribution by Customer Type for Pilot

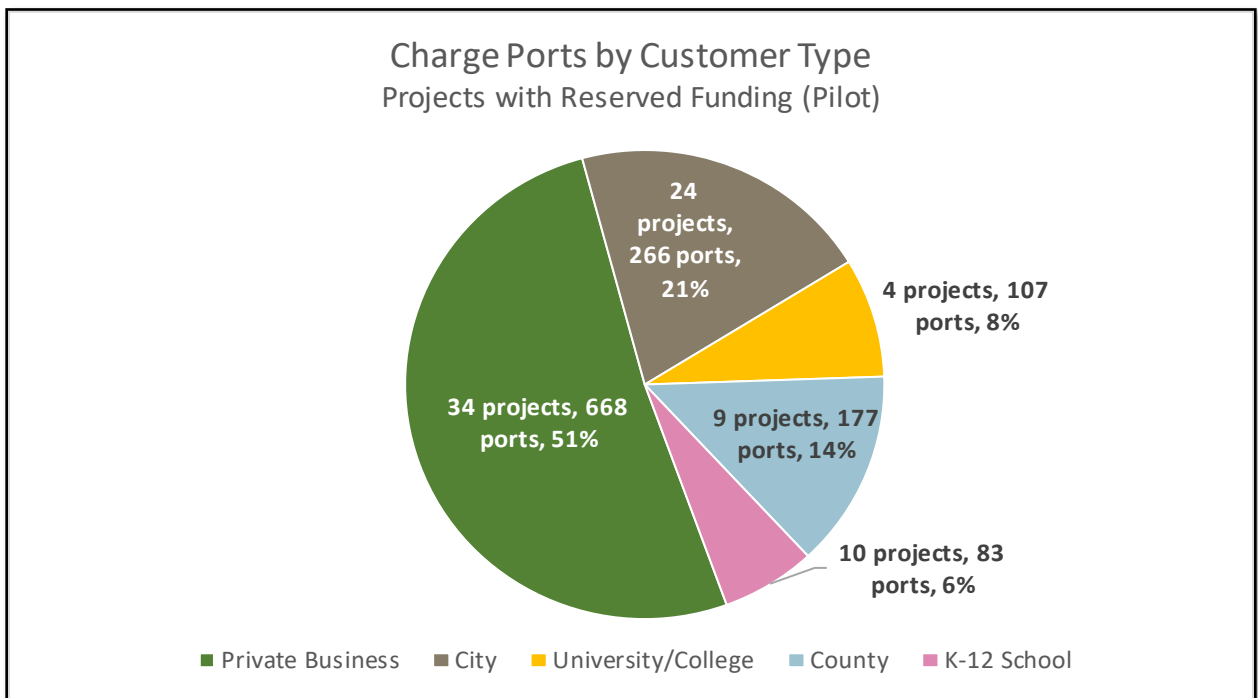


Figure 2.4 Charge Port Distribution by Customer Type for Bridge

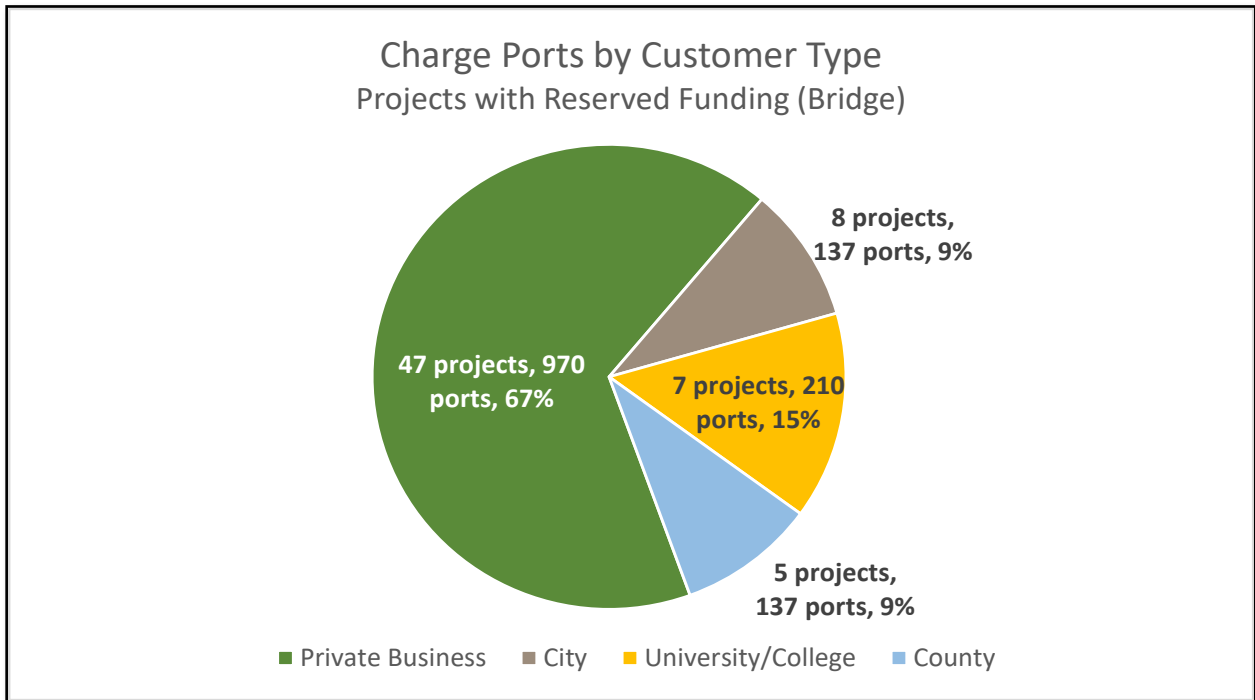


Figure 2.5 Charge Port Distribution DAC and Non-DAC (Pilot)

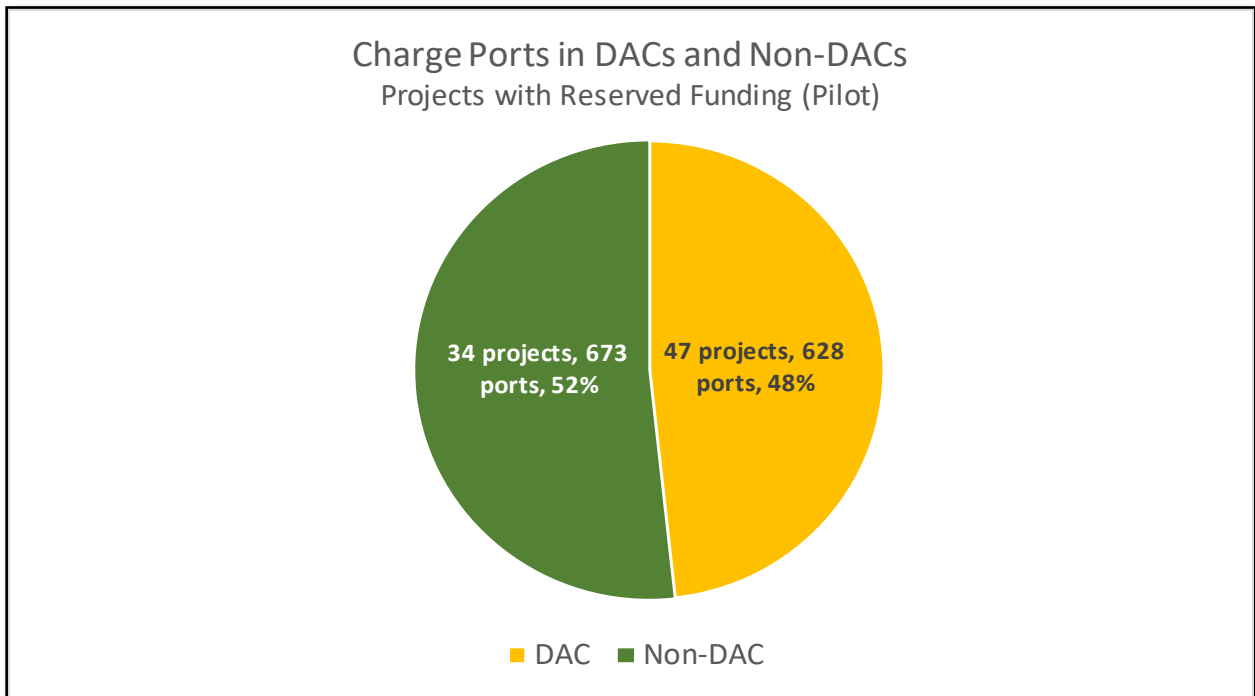
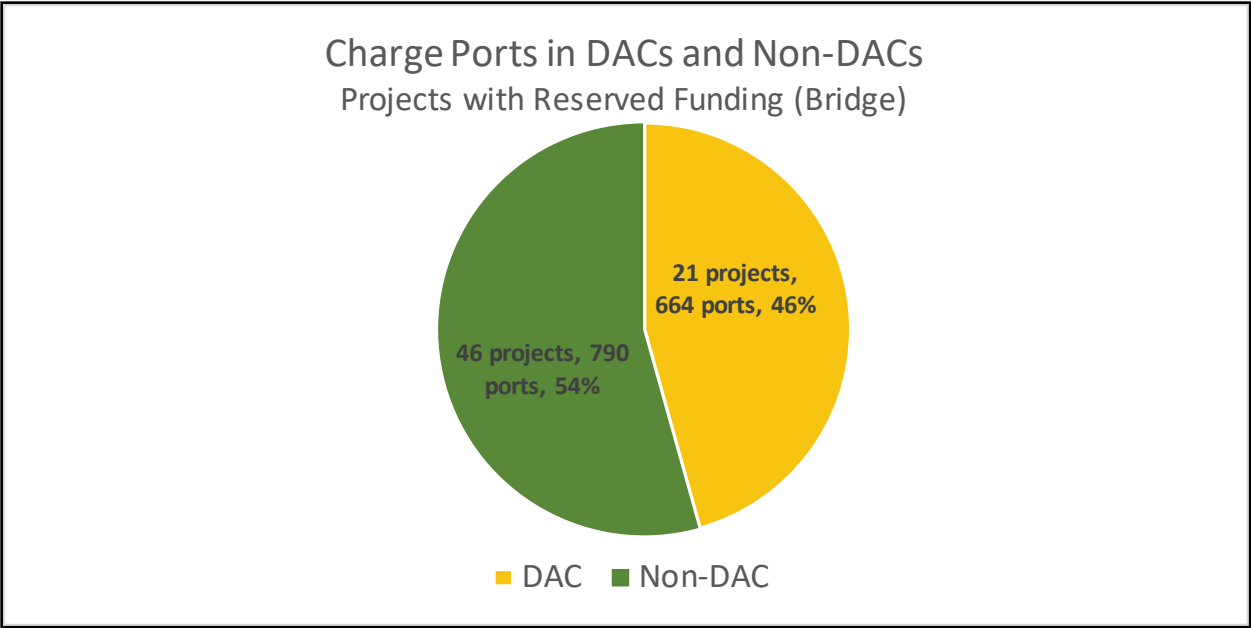
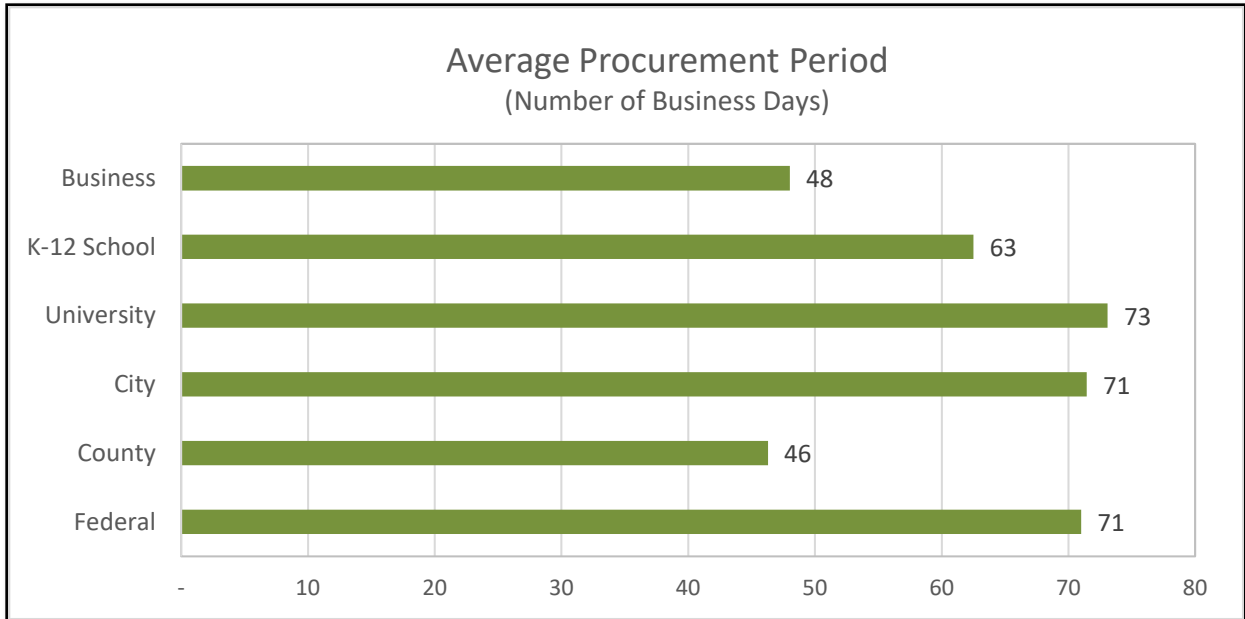


Figure 2.6 Charge Port Distribution DAC and Non-DAC (Bridge)



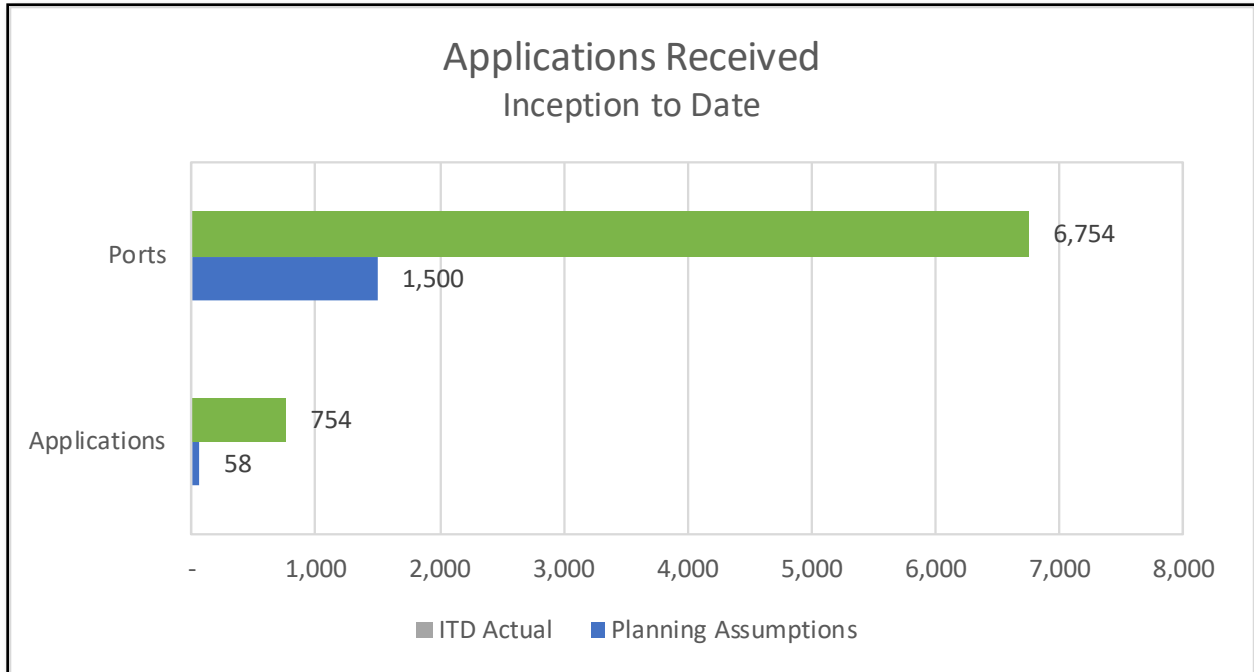
By the end of Q4 2020, 146 customers with 2,745 charge ports had submitted their procurement documents for the charging stations. The average procurement period was 56 business days with most customers submitting the allowed two extension requests. The average procurement period by organization type are shown in Figure 2.7.

Figure 2.7 Average Procurement Period (Pilot and Bridge)



The following chart provides a snapshot of the Pilot’s operational metrics relating to customer applications in Charge Ready Pilot and Bridge. The data reflected in the following charts capture project activity from the launch of the Pilot in May of 2016, through the end of Q4, 2020. The distribution across market segments is provided.

Figure 2.8 Applications Received for Pilot and Bridge



The following tables summarize the Pilot operational metrics for Q4 2020.

Table 2.1 Pilot Operational Metrics for Quarter

Total Number of Applications Received

	Filing Assumptions	Quarter 4, 2020	Inception-to-Date Actual	Percentage to Filing Assumptions
	58 projects 1500 charge ports	0 projects 0 charge ports	754 projects 6754 charge ports	1300% 450%
Disadvantaged Communities	n/a	0%	37%	n/a
Destination Centers	n/a	0%	20%	n/a
Workplaces	n/a	0%	55%	n/a
Fleet	n/a	0%	5%	n/a
Multi-Unit Dwellings	n/a	0%	19%	n/a

Number of Charging Stations Requested

	Filing Assumptions	Quarter 4, 2020	Inception-to-Date Actual	Percentage to Filing Assumptions
	58 projects 1500 charge ports	0 projects 0 charge ports	754 projects 6754 charge ports	1300% 450%
Disadvantaged Communities	10%	0%	32%	317%
Destination Centers	n/a	0%	22%	n/a
Workplaces	n/a	0%	49%	n/a
Fleet	n/a	0%	6%	n/a
Multi-Unit Dwellings	n/a	0%	23%	n/a

Number of Applicants Rejected

	Filing Assumptions	Quarter 4, 2020	Inception-to-Date Actual	Percentage to Filing Assumptions
	n/a	119 projects 1048 charge ports	323 projects 2589 charge ports	n/a
Disadvantaged Communities	n/a	34%	36%	n/a
Destination Centers	n/a	18%	21%	n/a
Workplaces	n/a	39%	57%	n/a
Fleet	n/a	3%	2%	n/a
Multi-Unit Dwellings	n/a	40%	20%	n/a

Number of Applicants Withdrawn

	Filing Assumptions	Quarter 4, 2020	Inception-to-Date Actual	Percentage to Filing Assumptions
	n/a	0 projects 0 charge ports	283 projects 2347 charge ports	n/a
Disadvantaged Communities	n/a	100%	35%	n/a
Destination Centers	n/a	0%	19%	n/a
Workplaces	n/a	0%	58%	n/a
Fleet	n/a	0%	6%	n/a
Multi-Unit Dwellings	n/a	0%	17%	n/a

Number of Applicants Withdrawn After Signing Step 2 Agreement

	Filing Assumptions	Quarter 4, 2020	Inception-to-Date Actual	Percentage to Filing Assumptions
	n/a	0	17	n/a
Disadvantaged Communities	n/a	0	9	n/a
Destination Centers	n/a	0	4	n/a
Workplaces	n/a	0	11	n/a
Fleet	n/a	0	1	n/a
Multi-Unit Dwellings	n/a	0	1	n/a

Average Number of Charge Ports per Site with Completed Infrastructure

	Filing Assumptions	Quarter 4, 2020	Inception-to-Date Actual	Percentage to Filing Assumptions
Average number of charge ports per site	n/a	32	19	n/a
Disadvantaged Communities	n/a	44	19	n/a
Destination Centers	n/a	78	20	n/a
Workplaces	n/a	38	23	n/a
Fleet	n/a	-	15	n/a
Multi-Unit Dwellings	n/a	15	12	n/a

Total Number of Projects with Completed Infrastructure

	Filing Assumptions	Quarter 4, 2020	Inception-to-Date Actual	Percentage to Filing Assumptions
	58 projects 1500 charge ports	19 projects 613 charge ports	144 projects 2720 charge ports	131% 79%
Disadvantaged Communities	n/a	42%	47%	n/a
Destination Centers	n/a	16%	23%	n/a
Workplaces	n/a	32%	44%	n/a
Fleet	n/a	0%	11%	n/a
Multi-Unit Dwellings	n/a	53%	22%	n/a

Average Number of Charge Ports per Site with Customer Installation Completed

	Filing Assumptions	Quarter 4, 2020	Inception-to-Date Actual	Percentage to Filing Assumptions
Average number of charge ports per site	n/a	32	19	n/a
Disadvantaged Communities	n/a	44	19	n/a
Destination Centers	n/a	78	20	n/a
Workplaces	n/a	38	23	n/a
Fleet	n/a	-	15	n/a
Multi-Unit Dwellings	n/a	15	12	n/a

Total Number of Projects with Customer Installation Completed

	Filing Assumptions	Quarter 4, 2020	Inception-to-Date Actual	Percentage to Filing Assumptions
	58 projects 1500 charge ports	24 projects 626 charge ports	141 projects 2616 charge ports	129% 76%
Disadvantaged Communities	n/a	29%	47%	n/a
Destination Centers	n/a	13%	23%	n/a
Workplaces	n/a	20%	43%	n/a
Fleet	n/a	0%	11%	n/a
Multi-Unit Dwellings	n/a	67%	23%	n/a

Table 2.2 Customer Participant Request

Customer Participant Request		
	Filing Assumptions	Year-to-Date Actual
Average number of total parking spaces per site	N/A	569 parking spaces/site
Percentage of total number of parking spaces located in parking structures	N/A	16%
Average fleet size ⁵	N/A	6 (Fleet Segment Only) 4 (All Segments)
Percentage of applications received with charging systems already installed at the site	N/A	22%
Average number of charging systems already installed at the site	N/A	9
Average number of charge ports requested per site	26	13
<ul style="list-style-type: none"> Disadvantaged Communities 	N/A	12
<ul style="list-style-type: none"> Destination Centers 	N/A	14
<ul style="list-style-type: none"> Workplaces 	N/A	13
<ul style="list-style-type: none"> Fleet 	N/A	14
<ul style="list-style-type: none"> Multi-unit Dwellings 	N/A	14

⁵ 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 2.3 Pilot Costs

Pilot Costs			
	Filing Assumptions ⁶ (Constant 2014\$)	Inception-to-Date (Nominal)	Percentage to Filing Assumptions
Total Pilot costs (Infrastructure plus rebates paid)	\$16,792,136	\$17,916,853	107%
Average cost per site (Utility + Customer infrastructure + rebate) ⁷	\$291,070 (\$11,195 * 26 charge ports)	Average Cost per Site: \$223,961 Average No. Charge Ports per Site: 16	77% 61%
Average cost per port (Utility + Customer infrastructure + rebate) ⁸	\$11,195	\$14,220 (\$11,976 2014\$)	107%
Total rebates paid ⁹	\$5,850,000	\$1,271,858	22%
Average rebates paid per site ¹⁰	\$101,400 (\$3,900 * 26 charge ports)	\$15,898	16%
Total infrastructure costs	\$10,942,136	\$16,644,995	152%
Average infrastructure per site	N/A	\$208,062	N/A
• Average actual infrastructure costs for projects with all Level 1 charging systems	N/A	\$170,897	N/A
• Average actual infrastructure costs for projects with all Level 2 charging systems	N/A	\$230,467	N/A
• Average actual infrastructure costs for projects with hybrid charging systems (both Level 1 and Level 2)	N/A	N/A	N/A
Total SCE site assessment costs for rejected and withdrawn applicants (prior to signing Step 2)	N/A	\$337,994	N/A
Average SCE site assessments cost for rejected and withdrawn applicants (prior to signing Step 2)	N/A	\$1,336	N/A
Total SCE site assessment, design, permit, and easement cost for rejected and withdrawn applicants (after signing Step 2)	N/A	\$117,410	N/A
Average SCE site assessment, design, permit, and easement cost for rejected and withdrawn applicants (after signing Step 2)	N/A	\$11,741	N/A
Total construction costs for withdrawn applicants	N/A	\$23,607	N/A
Average construction costs for rejected and withdrawn applicants	N/A	\$4,721	N/A

⁶ Some items did not have filing assumptions but actual costs are being tracked and reported.

⁷ Based on projects completed with recorded infrastructure costs and rebates.

⁸ Based on completed projects with recorded infrastructure and rebate costs.

⁹ Recorded and accrued rebates.

¹⁰ Based on 80 sites.

Table 2.4 Bridge Costs

Bridge Costs			
	Filing Assumptions ¹¹ (Constant 2014\$)	Inception-to-Date (Nominal)	Percentage to Filing Assumptions
Total Pilot costs (Infrastructure plus rebates paid)	\$16,792,136	\$19,658,561	117%
Average cost per site (Utility + Customer infrastructure + rebate) ¹²	\$291,070 (\$11,195 * 26 charge ports)	Average Cost per Site: \$278,885 Average No. Charge Ports per Site: 20	76% 60%
Average cost per port (Utility + Customer infrastructure + rebate) ¹³	\$11,195	\$14,246 (\$11,785 2014\$)	104%
Total rebates paid ^{14,15}	\$5,850,000	\$ 744,362	22%
Average rebates paid per site ¹⁶	\$101,400 (\$3,900 * 26 charge ports)	\$22,556	22%
Total infrastructure costs	\$10,942,136	\$18,381,258	168%
Average infrastructure per site	N/A	\$256,328	N/A
<ul style="list-style-type: none"> Average actual infrastructure costs for projects with all Level 1 charging systems 	N/A	N/A	N/A
<ul style="list-style-type: none"> Average actual infrastructure costs for projects with all Level 2 charging systems 	N/A	\$256,328	N/A
<ul style="list-style-type: none"> Average actual infrastructure costs for projects with hybrid charging systems (both Level 1 and Level 2) 	N/A	N/A	N/A
Total SCE site assessment costs for rejected and withdrawn applicants (prior to signing Step 2)	N/A	\$128,034	N/A
Average SCE site assessments cost for rejected and withdrawn applicants (prior to signing Step 2)	N/A	\$380	N/A
Total SCE site assessment, design, permit, and easement cost for rejected and withdrawn applicants (after signing Step 2)	N/A	\$111,641	N/A
Average SCE site assessment, design, permit, and easement cost for rejected and withdrawn applicants (after signing Step 2)	N/A	\$18,607	N/A
Total construction costs for withdrawn applicants	N/A	\$31,619	N/A
Average construction costs for rejected and withdrawn applicants	N/A	\$3,513	N/A

¹¹ Some items did not have filing assumptions but actual costs are being tracked and reported.

¹² Based on projects completed with recorded infrastructure costs and rebates.

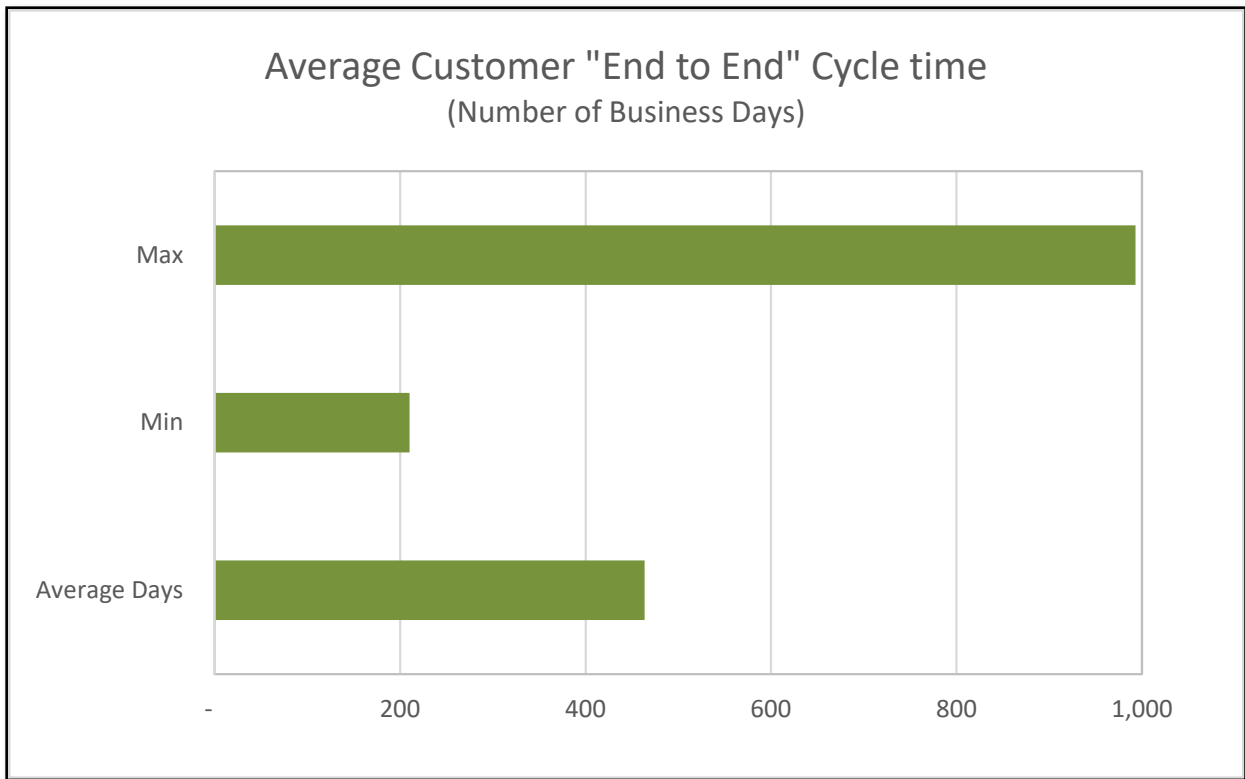
¹³ Based on completed projects with recorded infrastructure and rebate costs.

¹⁴ Recorded and accrued rebates.

¹⁵ Rebates amount does not include \$532,940 accrual.

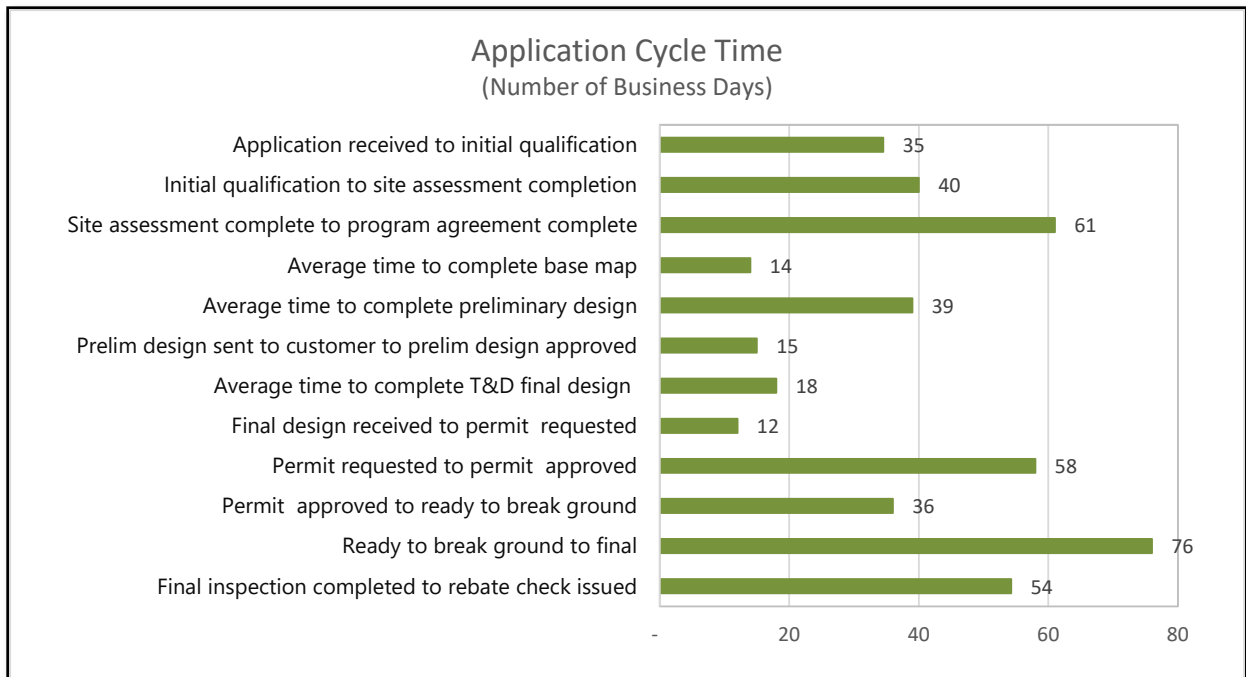
¹⁶ Based on 33 sites.

Figure 2.9 Pilot and Bridge Cycle Times¹⁷



¹⁷ Based on 113 projects with rebate checks issued.

Figure 2.10 Average Application Cycle Time



2.3. Supplier Diversity

In the Charge Ready Pilot, to date 55% of spend has been contracted with Diverse Business Enterprises (DBE).

The Charge Ready Pilot was previously at 100% DBE spend prior to conducting a second-round RFP to source additional general contractors to support the construction of EV infrastructure.

2.4. Training and Safety

SCE values safety and ensured the utility- and the customer-side infrastructures were installed and maintained in safe working order. The Pilot requires SCE employees and subcontractors installing the make-readies to follow these safety requirements:

- All general contractors must prepare and adhere to a job specific Job Hazard Analysis (JHA).
- All general contractors must have a dedicated safety officer or manager who regularly visits the job site.
- Safety tailboards must be held daily, to discuss the work to be performed and any potential risks.
- All general contractors must submit a monthly safety report to SCE.
- SCE personnel must follow all site safety regulations including wearing

appropriate personal protective equipment (PPE).

- Subcontractor electricians must hold valid California C-10 licenses.
- Electricians preparing the make-readies must be EV Infrastructure Training Program (EVITP) certified.

For infrastructure safety, all site plans were submitted to their authorities having jurisdiction (AHJs) for approval and permitting. Some AHJs required multi-agency (for example, Building & Safety, Electrical, and Fire Department Planning) approval. For charging station safety, all installations were completed per AHJ-approved plans, and inspected by AHJ inspectors.

3. CHARGING STATIONS

3.1. Overview

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

1. Level 1 charging system, without network capability,
2. Level 2 "A" charging system, with network capability integrated into the EVSE, and
3. 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 List¹⁸ summarizes the vendors and EVSE models available to Customer Participants as of Q4 2020. The Pilot offers 76 options for charging stations from 43 EVSE vendors and 23 network providers, maintaining customer choice and market-neutral customer engagement.

Table 3.1 Number of Approved Charging Station Models

Charging System Type	Total Number of Approved Models
Level 1	5
Level 2 "A"	23
Level 2 "B"	48
Total	76

The base cost of qualified EVSE for the Charge Ready Pilot is defined as "the best value offered for a charging station and its installation within each defined profile [of EVSE]."¹⁹ 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

¹⁸ The Pilot's Approved Package List can be found on the landing page at <https://on.sce.com/chargeready>.

¹⁹ In the Step 2 Agreement, the applicant indicates the requested number of Level 1 EVSE to be approved and installed under the Pilot. The number of installed Level 1 EVSE must match the number of Level 1 EVSE requested in Step 2 Agreement.

system type (using only those EVSE models that passed SCE’s technical evaluation) to determine the base costs. The base cost values as of Q4 2020 are shown in Table 3.2.

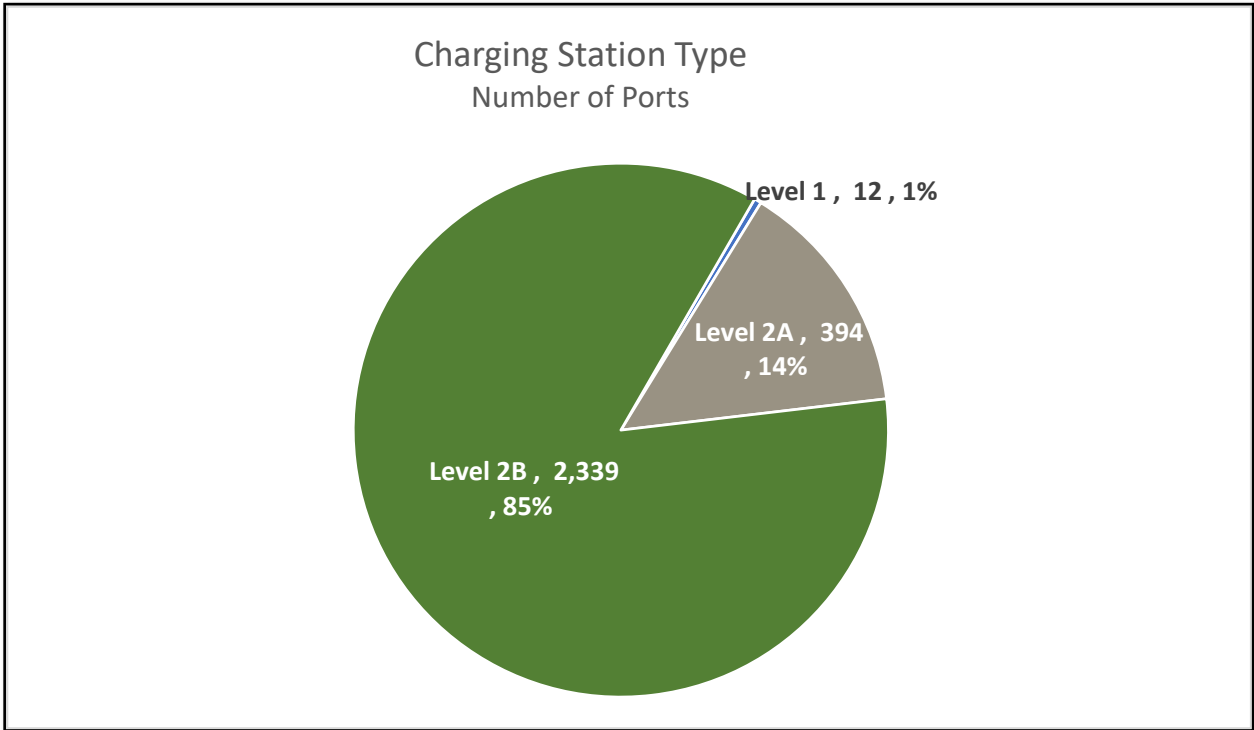
Table 3.2 Base Cost of Charging Systems

Charging System Type	Base Cost Per Port
Level 1	\$1,396
Level 2 "A"	\$2,390
Level 2 "B"	\$2,095

3.2. Customer Charging Stations

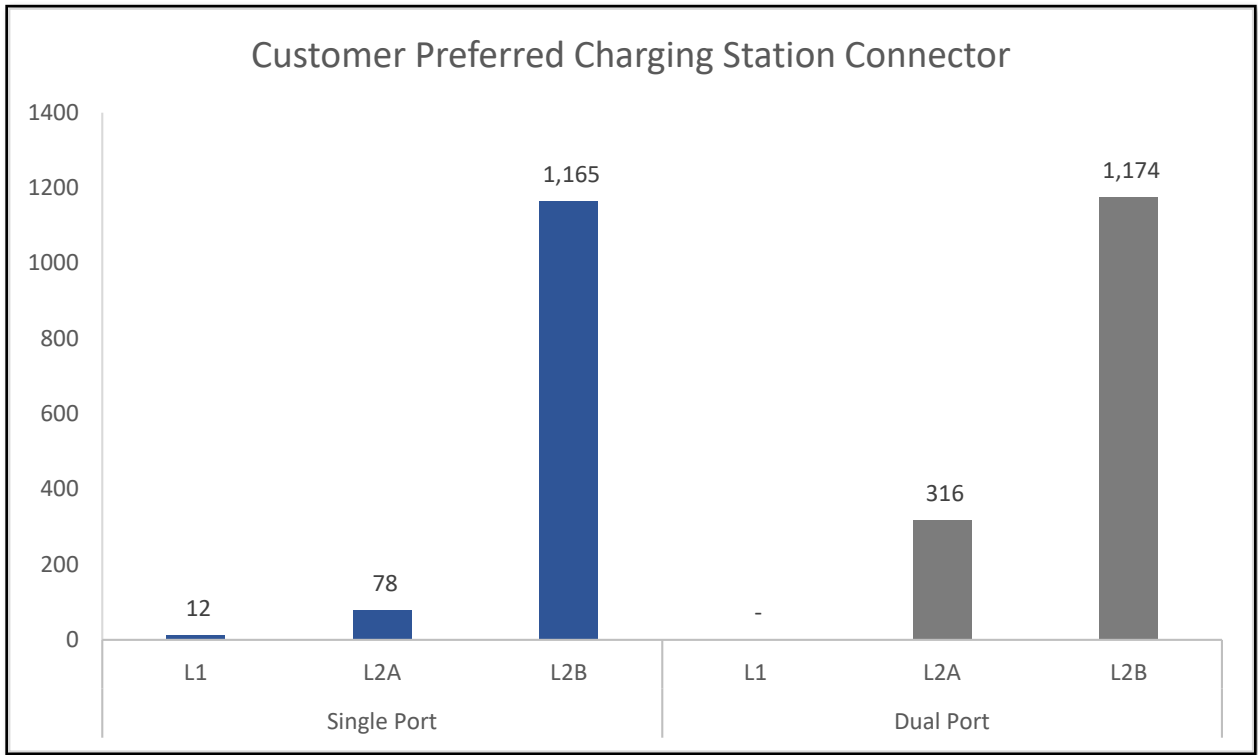
By the end of Q4 2020, 146 customers with reserved funding for 2,745 charge ports had submitted their proof-of-procurement documents for the charging stations. The majority of participants selected L2 "B" charging station systems that have network capability provided by an external device (such as a kiosk or gateway), which is shared among multiple stations. The second most popular L2 configuration included stations that have integrated networking capability. The following chart displays customer preferences for types of charging stations.

Figure 3.1 Charge Ports per Type



More customer participants selected and procured dual-port charging station configurations than those that acquired single-port systems. Figure 3.2 depicts the distribution of purchases across various charging station configurations.

Figure 3.2 Customer Preferred Charging Station Connector



3.3. Rebates

As of December 31st 2020, a total of 113 rebate payments were made, representing 1,906 charge ports. Table 3.3 provides a summary of charging station requests and rebates, as of December 31st 2020.

Table 3.3 Charging Station Requests and Rebates

Charging Station Requests²⁰ and Rebates^{21,22}		
	Pilot	Bridge
Number of Level 1 charge ports requested	12	0
Number of Level 2 charge ports requested	1,289	1454
Number of total charge ports approved	1,301	1454
<ul style="list-style-type: none"> Average number of Level 1 charge ports approved per Level 1 site 	12	0
<ul style="list-style-type: none"> Average number of Level 2 charge ports approved per Level 2 site 	16.1	21.7
Rebates reserved for Level 1 ports	\$19,356	\$0
Rebates reserved for Level 2A ports	\$375,358	\$73,585
Rebates reserved for Level 2B ports	\$1,024,362	\$1,846,234
Rebates paid for Level 1 ports	\$19,356	\$0
Rebates paid for Level 2A ports	\$375,138	\$0
Rebates paid for Level 2B ports	\$877,364	\$744,362

²⁰ In the Step 2 Agreement, the applicant indicates the requested number of Level 1 EVSE to be approved and installed under the Pilot. The number of installed Level 1 EVSE must match the number of Level 1 EVSE requested in Step 2 Agreement.

²¹ Rebate reserved based on Step 3 Procurement

²² Rebates amount for Bridge does not include \$532,940 accrual.

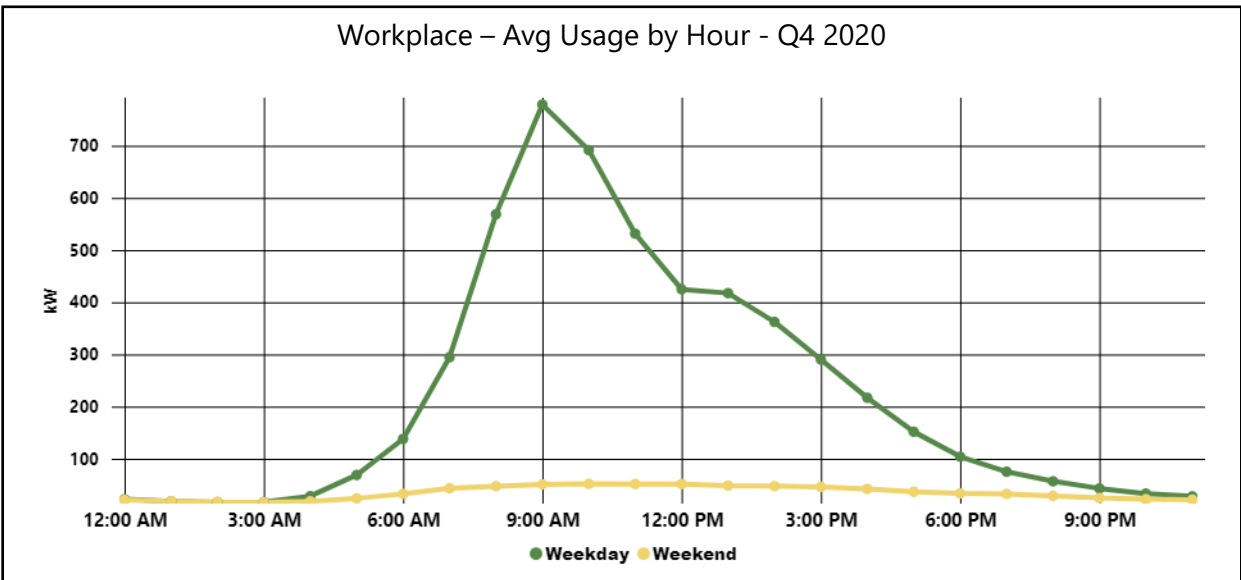
4. CHARGING STATION OPERATION

4.1. Charging Station Energy Usage

Average load shapes for each segment (based on SCE meter data) are analyzed each month in order to determine when electric vehicles are being charged and when EV load may be available for curtailment or shifting. These load shapes have remained fairly consistent over time as more charging ports have been added to each segment. Although the overall load shapes in the fourth quarter of 2020 are consistent with previous quarters, the average peak kW was lower across all market segments when compared to 2019. This is most likely attributed to COVID-19 resulting in lower utilization of charging ports at these segments.

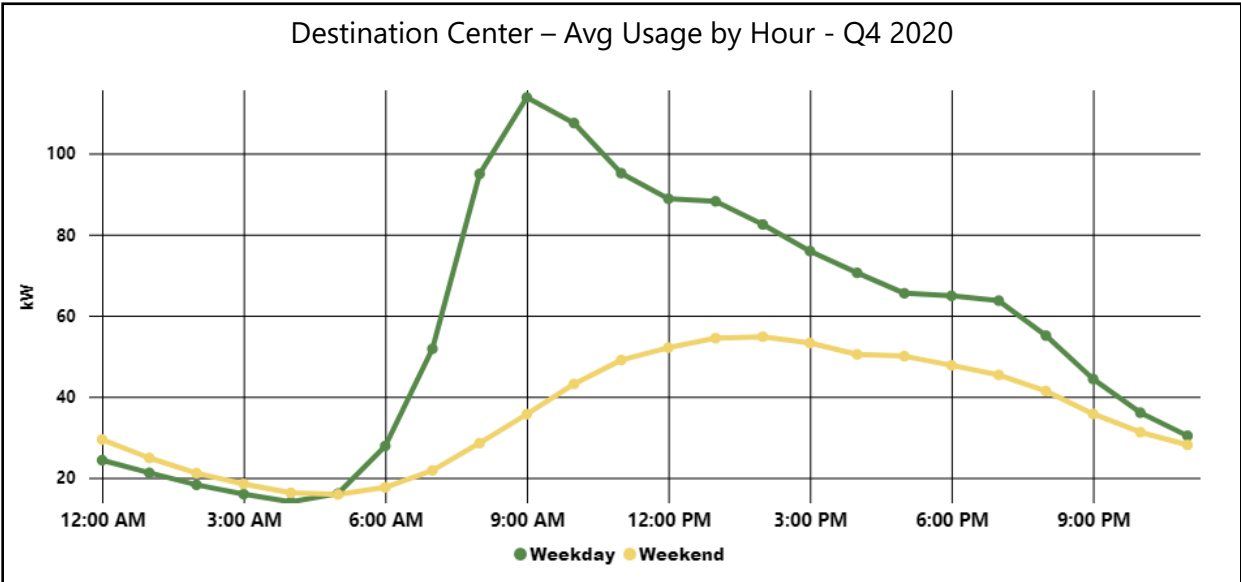
During the fourth quarter of 2020, charging ports at workplaces were used primarily during morning hours with average peak usage occurring at 9am on weekdays. As expected, very little load occurred on weekends since workplaces typically operate Monday through Friday.

Figure 4.1 Workplace Average Usage per Hour in Q4 2020: 61 sites/1360 ports



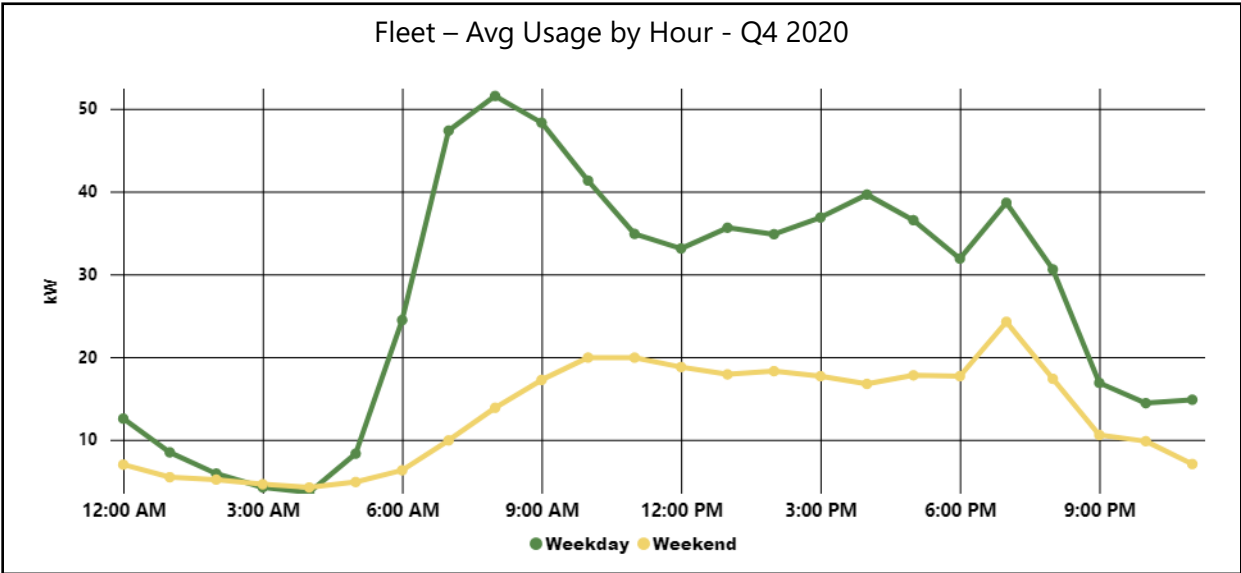
During the fourth quarter of 2020, charging ports located at Destination Centers were used throughout the day on both weekdays and weekends with average peak usage occurring at 9 am on weekdays.

Figure 4.2 Destination Center Usage per Hour in Q4 2020: 33 sites/651 ports



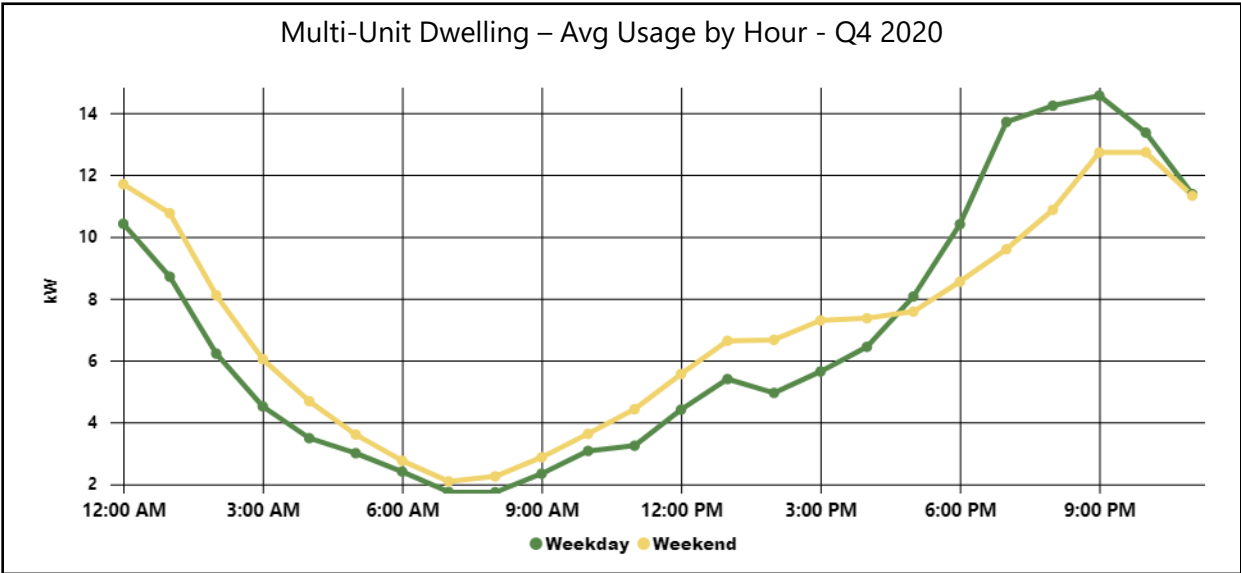
During the fourth quarter of 2020, charging ports at fleet sites were used primarily during morning and evening hours with average peak usage occurring at 8am on weekdays.

Figure 4.3 Fleet Usage per Hour in Q4 2020: 15 sites/227 ports



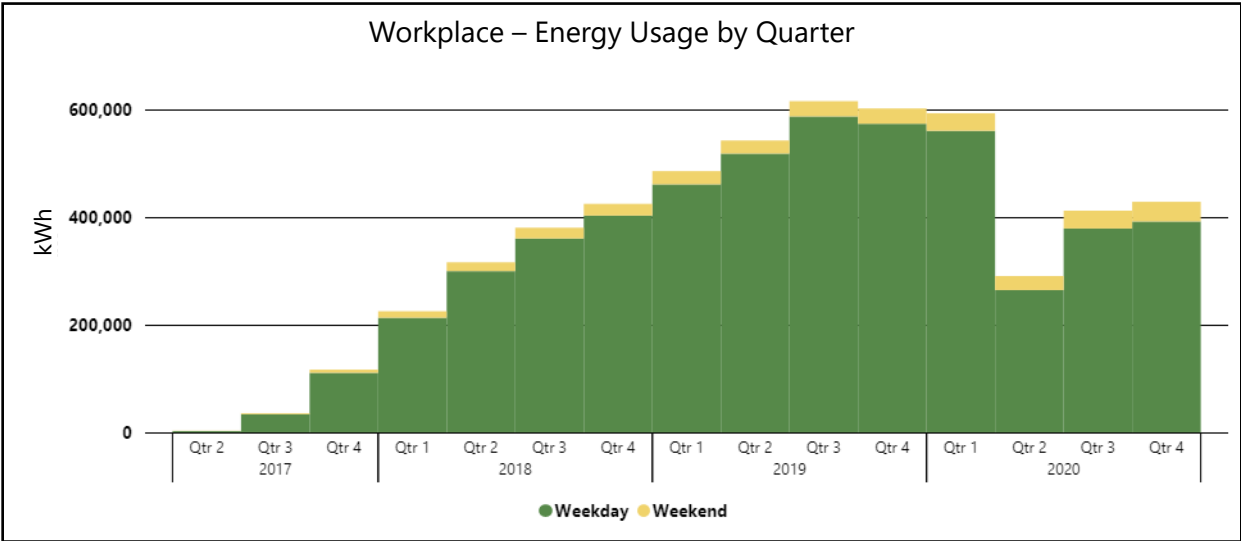
During the fourth quarter of 2020, charging ports at Multi-Unit Dwellings were used primarily during nights on weekends and weekdays with average peak usage occurring at 9 pm on weekdays.

Figure 4.4 Multi-Unit Dwelling Usage per Hour in October 2020: 32 sites/378 ports



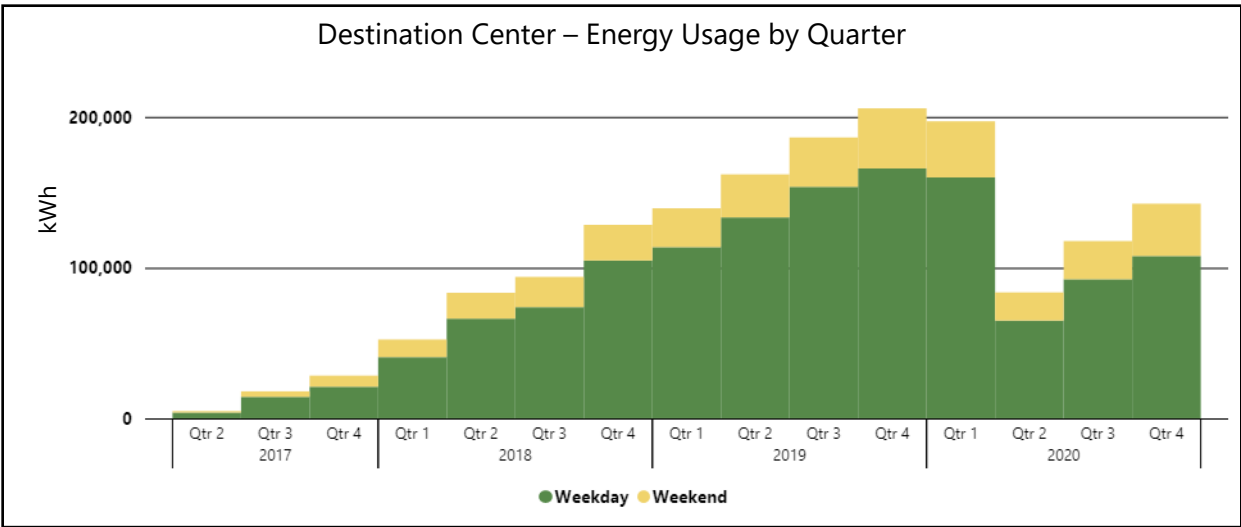
Growth in the number of participating sites and charging ports in Charge Ready and corresponding electricity consumption had been fairly consistent in all segments. This growth represents significant environmental benefits and progress toward meeting the state of California’s GHG reduction goals. Since March 2020, however, electricity consumption has been substantially lower due to impacts of COVID-19.

Figure 4.5 Workplace Energy Usage by Quarter



2017	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	0	0	0	0	0	3	5	7	9	11	14	16
Port Count	0	0	0	0	0	40	46	179	197	224	265	307
2018	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	20	21	25	27	27	28	29	29	29	29	29	32
Port Count	354	434	528	552	552	576	596	596	596	596	596	625
2019	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	34	34	35	35	35	40	42	42	43	43	44	46
Port Count	642	642	660	660	660	739	767	767	794	794	799	871
2020	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	47	47	49	49	53	53	54	56	57	58	59	61
Port Count	937	937	1028	1028	1171	1171	1181	1216	1262	1272	1351	1360

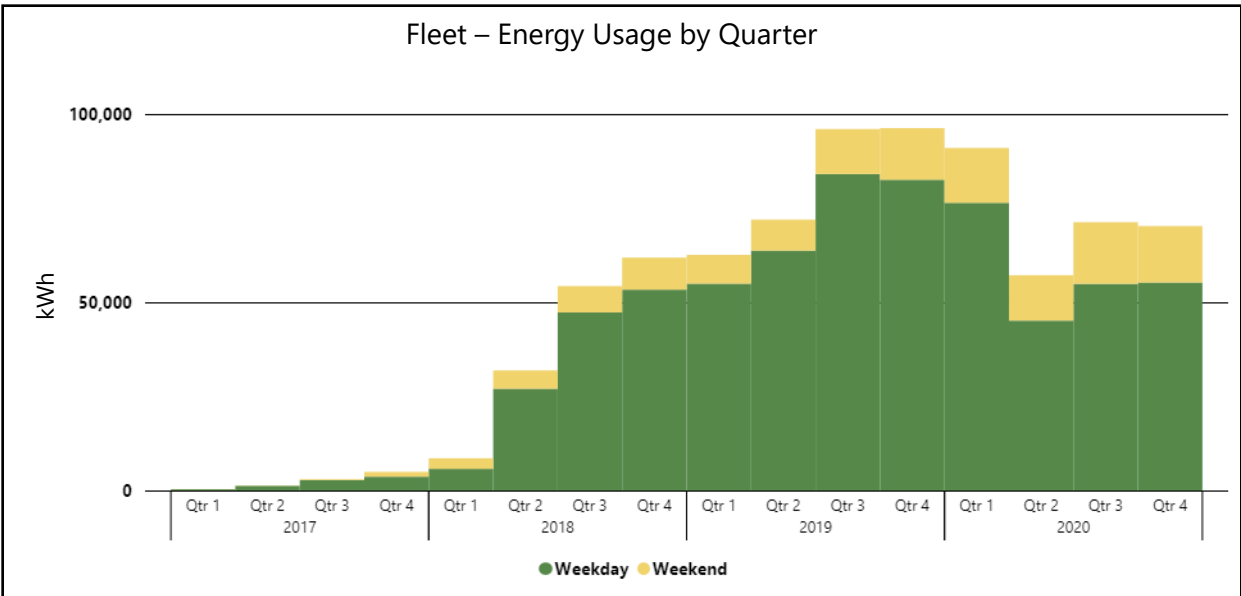
Figure 4.6 Destination Center Usage by Quarter²³



2017	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	0	0	0	0	0	6	12	12	14	14	16	16
Port Count	0	0	0	0	0	42	99	97	117	117	141	141
2018	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	20	21	21	21	21	21	22	22	22	22	22	22
Port Count	199	222	222	222	222	222	234	234	234	234	234	234
2019	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	22	22	22	22	22	23	24	24	24	24	24	24
Port Count	234	234	234	234	234	250	262	262	262	262	262	262
2020	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	25	26	26	26	27	28	28	29	30	33	33	33
Port Count	283	297	297	297	311	329	329	349	379	651	651	651

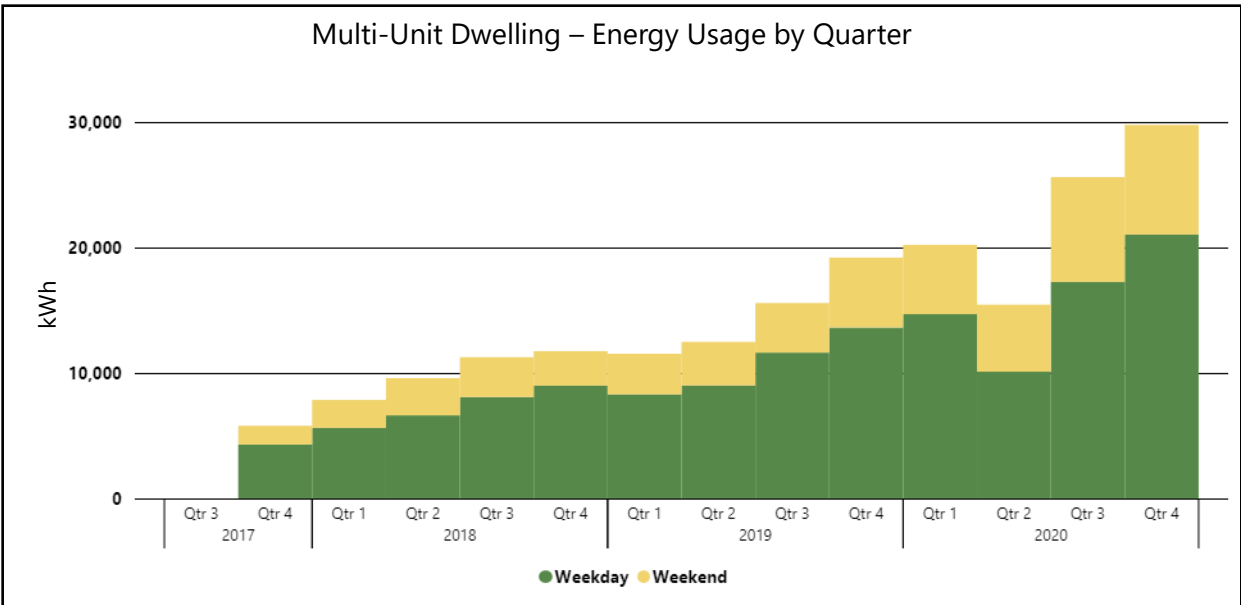
²³ One site excluded in August 2017 due to data issues.

Figure 4.7 Fleet Usage by Quarter



2017	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	0	0	0	0	0	2	2	3	3	3	3	5
Port Count	0	0	0	0	0	15	15	22	22	22	22	46
2018	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	5	5	6	7	7	7	7	7	7	7	7	7
Port Count	46	46	77	83	83	83	83	83	83	83	83	83
2019	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	7	7	7	7	7	7	7	8	8	8	8	8
Port Count	83	83	83	83	83	83	83	118	118	118	118	118
2020	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	9	10	10	11	12	14	14	14	14	15	15	15
Port Count	131	139	139	149	163	203	203	203	203	227	227	227

Figure 4.8 Multi-Unit Dwelling Usage by Quarter



2017	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	0	0	0	0	0	0	0	0	0	1	1	2
Port Count	0	0	0	0	0	0	0	0	0	10	10	22
2018	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	3	3	3	3	3	3	3	3	3	3	3	3
Port Count	35	35	35	35	35	35	35	35	35	35	35	35
2019	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	3	3	3	3	3	3	3	3	3	3	4	5
Port Count	35	35	35	35	35	35	35	35	35	35	45	62
2020	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Count	5	5	5	5	6	11	13	16	17	26	28	32
Port Count	62	62	62	62	67	117	127	175	180	294	337	378

5. CUSTOMER OUTREACH AND ENROLLMENT

5.1. Charge Ready Education & Outreach

Charge Ready education and outreach efforts are designed to increase Pilot awareness, consideration, and adoption among SCE customers. SCE continues to track and monitor Pilot activities to inform subsequent phases of Charge Ready.

Table 5.1 presents the data collected for the Charge Ready Pilot Landing Page to measure website traffic from Q1 2017 to Q4 2020.

In Q2 2019, program enrollment was limited to only Multi-Unit Dwelling applicants, and when the program was fully subscribed in Q3 2019, the program was closed to all new applications. This is reflected in the decrease in visitor counts and page views in Q3 2019. The visitor counts and page views continued to decrease through Q4 2020.

Table 5.1 Charge Ready Pilot Landing Page Metrics

Metric	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019
Unique Visitor Count	1,878	2,573	1,382	2,357	3,487	1,734	1,333
Repeat Visitor Count	793	602	564	963	1,060	846	701
Page Views	3,408	3106	2,251	4,201	4,669	3,341	2,139
Bounce Rate	63.92%	64.32%	56.10%	70.15% ²⁴	66.56%	66.43%	65.95%

Metric	Q1 2020	Q2 2020	Q3 2020	Q4 2020
Unique Visitor Count	1,400	1,204	1,553	1,425
Repeat Visitor Count	403	436	562	430
Page Views	2,244	2,089	2,660	2,236
Bounce Rate	56.8%	57.5%	59.2%	63.6%

5.2. Market Education

The EV webpages on SCE.com are grouped under the EV overview page which provides links to three pages; (1) Rebates and Incentives (2) Rates and Savings and (3) Charging Your EV. The rebates and incentive page continue to be a popular destination for customers seeking information on EV purchase, demonstrating interest in EV ownership.

²⁴ SCE discovered a miscalculation in Q1 Bounce Rate reporting. Table 5.1 is now corrected.

Table 5.2 Charge Ready EV Awareness Website Metrics

Electric Vehicles (EV Overview)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020
Unique Visitor Count	8,419	10,498	11,136	13,451	12,773	8,909	14,415	13,252
Repeat Visitor Count	3,488	4,510	3,717	5,315	2,085	804	1,405	1,600
Page Views	11,830	15,008	14,853	15,899	14,858	11,341	18,496	17,733
Bounce Rate ²⁵	25.05%	24.49%	30.89%	30.10%	23.96%	30.78%	9.40%	10.21%
Multi-page Visits	8,783	14,154	13,851	15,730	10,273	7,849	13,045	11,898
Q1 2019 – Q3 2020 Simplified / Refreshed content on sce.com: Page View Measurement²⁶								
EV Rebates and Incentives Page	3,934	22,462	22,951	28,68 ²⁷	35,746	18,575	24,943	36,176
Rates and Savings Page	704	17,039	18,918	18,672	17,532	10,670	13,076	13,151
Charging Your EV Page	3,685	10,205	8,608	10,643	10,065	5,858	7,719	8,738

In May 2019 SCE launched SCE Cars, an online car comparison tool that shows car buyers the total cost of car ownership over the lifetime of the car. It lets car shoppers compare all makes and models of 2018 and 2019 electric-, hybrid- and gasoline-fueled cars. The tool shows customers side-by-side comparisons of the manufacturer’s suggested retail price, estimated annual fuel costs and available rebates and incentives. Each car receives a rating based on its overall fuel costs and emission pollutants.

The tool also gives customers personalized fuel costs for each vehicle they select when they enter the number of miles they commute and drive annually and select the SCE rate plan they are on.

In addition to fuel costs, users can also see how many miles can be driven per EV battery charge and view a map of public charging stations that customers can use

²⁵ Bounce rate is the percentage of single page visits.

²⁶ SCE discovered a miscalculation in the Q2 2019 Simplified / Refreshed content on sce.com: Page View Measurement due to page tagging issues. Table has now been corrected.

²⁷ SCE discovered a miscalculation in the Q4 2019 Simplified / Refreshed content on sce.com: Page View Measurement due to page tagging issues. Table has now been corrected.

when they can't charge their car at home. The following table presents the data collected from the SCE Cars site.

We experienced a drop in traffic to our EV content and the SCE Cars Site from Q1 to Q4 2020. This reduced traffic corresponded to a dip in EV sales in our service territory during the same time period, as well as significantly reduced travel related to COVID-19. We expect traffic to these pages to return to normal levels on the same schedule upon our region's recovery of COVID-19

Table 5.3 SCE Cars Site Metrics

Metric	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020
Visits	3,427	8,363	8,363	6,038	2,091	2,576	2,140
Visitors	2,877	7,473	6,906	5,177	1,836	2,275	1,965
Page Views	9,886	22,886	23,528	15,464	4,471	5,584	7,380

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 following table 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 5.4 CAT Survey Results

Response	Baseline (Q1-Q3 2016)	Q2 2017	Q3 2017 ²⁸	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018
Total Respondents	1,354	450	600	600	600	600	450	450
Yes	189 14%	54 12%	92 15%	92 15%	132 22%	99 17%	82 18%	84 19%
No	1,147 85%	378 84%	489 82%	476 79%	441 74%	480 80%	353 78%	344 76%
No Response	18 1%	18 4%	19 3%	32 5%	27 5%	21 4%	15 3%	22 5%

In Q1 2019, the CAT survey was updated, and respondents were asked, “Do you recall reading, seeing, or hearing advertising with the following message: SCE is committed to electric vehicles and cleaner transportation?” Table 5.5 below represents the responses. The increase in affirmative responses can be attributed to a separate Clean Fuel Reward marketing campaign, which continued to run through 2019.

Having run for four quarters, the survey data showed consistent response rates indicating that the message continued to resonate with customers. These data will be used as a benchmark for future reporting. The Q2 2020 CAT survey results show a slight increase in Yes responses (27% vs. 26%). Additionally, fewer people did not respond to the survey in Q1 (26% vs. 28%).

Table 5.5 CAT Survey Results

Response	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020
Total Respondents	757	750	775	762	753	701
Yes	227 30%	219 29%	189 (26%)	211 (28%)	196 (26%)	191 (27%)
No	364 48%	344 46%	357 (49%)	354 (46%)	347 (46%)	326 (48%)
No Response	166 22%	187 25%	184 (25%)	197 (26%)	210 (28%)	184 (26%)

²⁸ Bounce rate is the percentage of single page visits.

5.3. Transportation Electrification Advisory Services

SCE created TE Advisory Services (TEAS) to provide business customers with a dedicated “one-stop shop” for specialized education, awareness, and support on such issues as federal, state, and local incentives, vehicle and 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 customers:

- The Charge Port Estimator, which estimates the number of charge ports customers may need at their sites
- A Rate Analysis Tool, based on customers’ numbers of estimated charge ports and segment types
- A customer self-administered EV survey for workplaces and MUDs

Fact Sheets: Customer-facing PDFs covering the following TE topics, including 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

With all sites being in design/construction, TEAS did not complete in-person

services for business customers during Q4 2020. These services include the following:

- An initial fleet assessment (including GHG savings calculations) to help customers evaluate business cases for converting fleets of vehicles to TE technology
- A Low Carbon Fuel Source Calculator was added to the Fleet Assessment Report to help customers identify the estimated credit value per kW used.
- Infrastructure Assessments to assist customers in evaluating a potential deployment of charging equipment

Customers selected were those who had shown a commitment to sustainability, potential for a larger scale conversion/deployment, and had participated in multiple discussions with their Account Managers to confirm their interest in TE. A combination of government entities and commercial businesses were selected to include a representative mix of customers. SCE is tracking web traffic and has established the following baselines presented in the table below to compare against as more outreach is conducted.

Table 5.6 TEAS web traffic

		Unique Visitor Count	Page Views	Multi-Page
Q4 2017: Baseline	Workplace	292	507	346
	Public	121	188	143
	Fleet	138	281	165
	MUD	69	162	111
Q1 2018	Workplace	360	587	388
	Public	174	236	167
	Fleet	139	220	141
	MUD	105	143	112
Q2 2018	Workplace	434	683	443
	Public	188	263	167
	Fleet	193	310	194
	MUD	146	206	129

Q3 2018	Workplace	403	675	425
	Public	190	270	149
	Fleet	206	360	219
	MUD	129	203	136
Q1 2019	Workplace	416	611	195
	Public	195	257	62
	Fleet	198	278	80
	MUD	122	185	63
Q2 2019	Workplace	494	738	244
	Public	278	379	101
	Fleet	282	408	126
	MUD	163	275	112
Q3 2019	Workplace	412	631	219
	Public	191	279	88
	Fleet	241	353	112
	MUD	168	239	71
Q4 2019	Workplace	448	650	202 ²⁹
	Public	159	211	52
	Fleet	227	323	96
	MUD	122	198	76

		Unique Visitor Count	Page Views	Multi-Page
Q1 2020	Workplace	477	663	186
	Public	244	305	61
	Fleet	311	477	166
	MUD	165	273	108

²⁹ SCE discovered a miscalculation in the Q4 2019 TEAS Multi-Page View Measurement. Table has now been corrected.

Q2 2020	Workplace	363	456	93
	Public	249	312	63
	Fleet	384	522	138
	MUD	174	223	49
Q3 2020	Workplace	431	573	208
	Public	298	326	107
	Fleet	361	488	201
	MUD	236	326	70
Q4 2020	Workplace	317	433	116
	Public	294	370	178
	Fleet	286	432	82
	MUD	194	271	106

5.4. Outreach Events

The objective of SCE's Ride-and-Drive efforts and auto show presence is to bridge the gap between broad EV marketing efforts and EV adoption. SCE did not participate in any Ride and Drive events in 2020 due to cancellations related to COVID-19.

6. CONCLUSION

In this quarterly report, SCE provided data and updates on progress in implementing and executing the Pilot. Customers continue to submit procurement documents for those projects with approved Bridge funding. Projects with executed agreements continued forward through the construction and installation process. By the end of the fourth quarter of 2020, SCE had completed infrastructure at 144 sites that support 2,720 charge ports. SCE will also continue to learn from the energy usage of the charging stations deployed under the Charge Ready Pilot.

7. APPENDIX

Pilot and Bridge Participants with Reserved Funding

Table 7.1 Summary by Market Segment in Disadvantaged Communities

Disadvantaged Communities				
Segment	Number of Ports (Pilot)	Number of Sites (Pilot)	Number of Ports (Bridge)	Number of Sites (Bridge)
Destination Center	80	12	289	5
Workplace	488	29	345	11
Fleet	48	5	8	1
Multi-Unit Dwelling	12	1	22	4
Grand Total	628	47	664	21

Table 7.2 Summary by Market Segment in Non-Disadvantaged Communities

Non-Disadvantaged Communities				
Segment	Number of Ports (Pilots)	Number of Sites (Pilots)	Number of Ports (Bridge)	Number of Sites (Bridge)
Destination Center	203	12	79	4
Workplace	347	15	294	9
Fleet	100	5	81	5
Multi-Unit Dwelling	23	2	336	28
Grand Total	673	34	790	46

Table 7.3 Pilot Operational Metrics for Quarter

Customer Participant Request		
	Filing Assumptions	Inception-to-Date Actual
Average number of total parking spaces per site	N/A	569 parking spaces/site
<ul style="list-style-type: none"> ▪ Average number of total parking spaces per site for Disadvantaged Communities 	N/A	427 parking spaces/site
<ul style="list-style-type: none"> ▪ Average number of total parking spaces per site for Destination Centers 	N/A	896 parking spaces/site
<ul style="list-style-type: none"> ▪ Average number of total parking spaces per site for Workplaces 	N/A	565 parking spaces/site

▪ Average number of total parking spaces per site for Fleets	N/A	296 parking spaces/site
▪ Average number of total parking spaces per site for Multi-unit Dwellings	N/A	3417 parking spaces/site
Percentage of total number of parking spaces located in parking structures	N/A	16%
▪ Total number of parking spaces located in parking structures for Disadvantaged Communities	N/A	15,036
▪ Total number of parking spaces located in parking structures for Destination Centers	N/A	13,273
▪ Total number of parking spaces located in parking structures for Workplaces	N/A	46,175
▪ Total number of parking spaces located in parking structures for Fleets	N/A	2,382
▪ Total number of parking spaces located in parking structures for Multi-unit Dwellings	N/A	8041
Average fleet size ³⁰	N/A	6 (Fleet Segment Only) 4 (All Segments)
Percentage of applications received with charging systems already installed at the site	N/A	22%
Average number of charging systems already installed at the site	N/A	9
Average number of charge ports requested per site	26	13.5

²¹Applicants in the fleet category intend to use the new charging station for their EV fleet (Fleet Segment Only).

▪ Average number of charge ports requested per site for Disadvantaged Communities	N/A	12.0
▪ Average number of charge ports requested per site for Destination Centers	N/A	13.7
▪ Average number of charge ports requested per site for Workplaces	N/A	13.0
▪ Average number of charge ports requested per site for Fleet	N/A	14.4
▪ Average number of charge ports requested per site for Multi-unit Dwellings	N/A	13.9

Table 7.4 Charging Station Request & Rebate

Charging Station Request & Rebate	
▪ Average Number of Level 1 charge ports approved per site	12
▪ Average Number of Level 2 charge ports approved per site	18.65
Average Number of total charge ports approved per site	18.6
Number of Level 1 EVSE stations bought	12
▪ Average number of ports per Level 1 EVSE station	1.0
Number of Level 2A EVSE stations bought	236
▪ Average number of ports per Level 2A EVSE station	1.7
Number of Level 2B EVSE stations bought	1752
▪ Average number of ports per Level 2B EVSE station	1.3
Number of Level 1 EVSE stations installed with infrastructure complete	12

Number of Level 2A EVSE stations installed with completed infrastructure	421
Number of Level 2B EVSE stations installed with completed infrastructure	1,746
Number of Level 1 EVSE stations installed with completed customer-installation	12
Number of Level 2A EVSE stations installed with completed customer-installation	411
Number of Level 2B EVSE stations with completed customer-installation	1,652