



# **Central Hudson Commercial EV Infrastructure Incentive Programs**

## ***Participant Manual***

# CENTRAL HUDSON COMMERCIAL EV INFRASTRUCTURE INCENTIVE PROGRAMS PARTICIPANT MANUAL



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## I. Overview: Commercial Electric Vehicle (EV) Infrastructure Incentives

Electrifying transportation offers numerous benefits for customers and communities, including increased efficiency, improved sustainability, energy security and the opportunity to relieve rate pressure in an environment of stagnant sales growth. According to the Department of Environmental Conservation, the transportation sector accounts for 40% of New York's greenhouse gas emissions. Therefore, in order to meet the state's clean energy goals, the transportation sector must be part of the solution. To this end, the NYS Public Service Commission ("PSC" or "Commission") commenced a proceeding, Case 18-E-0138, to consider the role of electric utilities in providing electric transportation infrastructure and rate design. The result of this case was the Order Establishing Electric Vehicle Infrastructure Make-Ready Program and Other Programs. Following this proceeding, the PSC commenced Case 22-E-0236 to consider EV charging demand management technologies. The result of this case was the Load Management Technology Incentive Programs (LMTIP). These programs make up Central Hudson Gas & Electric Corporation's ("Central Hudson" or the "Company") Commercial EV Infrastructure Incentive Programs, which are summarized in this manual.

### 1. Electric Vehicle Infrastructure Make-Ready Program

On July 16, 2020, the PSC issued its Order Establishing the Electric Vehicle Infrastructure Make-Ready Program ("Make-Ready Order")<sup>1</sup> that aims to address electric vehicle ("EV") charging infrastructure investment through carefully structured collaboration and incentives across each of the Joint Utilities of New York<sup>2</sup>. As part of the Make-Ready Order, the Commission directed Department of Public Service ("DPS") Staff to commence a formal Midpoint Review of the make-ready program. On November 16, 2023, the Commission issued its Order Approving Midpoint Review Whitepaper's Recommendations with Modifications ("Midpoint Order")<sup>3</sup>. On March 15, 2024, the Joint Utilities of New York filed a petition with the Public Service Commission requesting a modification to the effective dates and applicable standards to reflect market readiness and industry feedback. On September 20, 2024, the Commission approved all major parts of the petition and clarified parts of the requirement.<sup>4</sup> This document details Central Hudson's Participant Manual for the Company's EV Light-Duty Make-Ready Program and other Programs ("EV Make-Ready Program" or "Program"), including program modifications as a result of the Midpoint Order and subsequent modifications.

The goal of the EV Make-Ready Program is to support the development of electric infrastructure and equipment necessary to accommodate an increased deployment of EVs within New York by reducing the

<sup>1</sup> Case 18-E-0138, Proceeding on the Motion of the Commission Regarding Electric Vehicle Supply Equipment and Infrastructure, Order Establishing Electric Vehicle Infrastructure Make-Ready Program and Other Programs (issued July 16, 2020).

<sup>2</sup> The Joint Utilities are Central Hudson Gas & Electric Corporation (Central Hudson), Consolidated Edison Company of New York, Inc. (Con Edison), Niagara Mohawk Power Corporation d/b/a National Grid (National Grid), New York State Electric & Gas Corporation (NYSEG), Orange and Rockland Utilities, Inc. (O&R), and Rochester Gas & Electric Corporation (RG&E).

<sup>3</sup> Case 18-E-0138, Proceeding on the Motion of the Commission Regarding Electric Vehicle Supply Equipment and Infrastructure, Order Approving Midpoint Review Whitepaper's Recommendations with Modifications (issued November 16, 2023).

<sup>4</sup> CASE 18-E-0138, Proceeding on Motion of the Commission Regarding Electric Vehicle Supply Equipment and Infrastructure, Order Approving Modifications to Make-Ready Program (Issued and Effective September 20, 2024).

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upfront costs of building charging stations for light-duty EVs. Through this program, entities seeking to install or participate in the installation of Level 2 (“L2”) and/or Direct Current Fast Charging (“DCFC”) chargers can earn incentives that will offset a large portion of, or in some cases, all infrastructure costs associated with preparing a site for EV charger installation.

The Central Hudson EV Make-Ready Program is designed to provide incentives for the development of infrastructure from the electric distribution system up to but excluding the EV charger. The Program offers incentives for make-ready costs of 2,037 Level 2 chargers and 416 DCFC across Central Hudson’s territory. The Program is offering \$44,897,460 in incentive funding for make-ready projects and will accept applications until program port goals are met, or until the available incentive funding has been allocated, whichever comes first.

## 2. Load Management Technology Incentive Program

On January 19, 2023, the Commission issued the Order Establishing Framework for Alternatives to Traditional Demand-Based Rate Structures<sup>5</sup> (Demand Charge Alternatives Order), in this proceeding. In the Demand Charge Alternatives Order, the Commission sunset the Direct Current Fast Charging (DCFC) Per-Plug Incentive (PPI) Program and directed the Joint Utilities<sup>6</sup> to develop and file plans to redeploy previously accumulated and unspent funds from the DCFC PPI Program to fund a new program to incentivize EV charging demand management technologies. Consistent with that directive, the Joint Utilities filed a proposal to implement a new Load Management Technology Incentive Program (LMTIP or “Program”) within each of the Utilities’ service territories. This new program is designed to provide incentives for eligible technologies, such as energy storage projects, including on-site energy storage, and energy storage integrated directly into charging equipment, as well as other advanced load management software and equipment. The Commission’s August 19, 2024, Order Establishing Load Management Technology Incentive Programs<sup>7</sup> approved the Joint Utilities’ LMTIP proposal with modifications. The goal of the LMTIP is to incentivize load management technologies at commercial EV charging sites. The program is offering \$3,178,002 in incentives to eligible projects.

The Load Management and Make Ready programs may be applied for individually or in the same application. Figure 1 depicts typical power delivery from the distribution lines to the stepdown transformer, meter, panel, load management technology, and EV charger at the site host location. Configuration may vary based on site specifics.

<sup>5</sup> Case 22-E-0236, *Proceeding to Establish Alternatives to Traditional Demand-Based Structures for Commercial Electric Vehicle Charging* (EV Solution Proceeding), New York State Public Service Commission Order Establishing Framework for Alternatives to Traditional Demand-Based Rate Structures (issued January 19, 2023) (Demand Charge Alternatives Order).

<sup>6</sup> The Joint Utilities are Central Hudson Gas & Electric Corporation (Central Hudson), Consolidated Edison Company of New York, Inc. (Con Edison), New York State Electric & Gas Corporation (NYSEG), Niagara Mohawk Power Corporation d/b/a National Grid (National Grid), Orange and Rockland Utilities, Inc. (O&R), and Rochester Gas and Electric Corporation (RG&E).

<sup>7</sup> Case 22-E-0236, EV Solution Proceeding, New York State Public Service Commission Order Establishing Load Management Technology Incentive Programs (issued August 19, 2024) (LMTIP Order).

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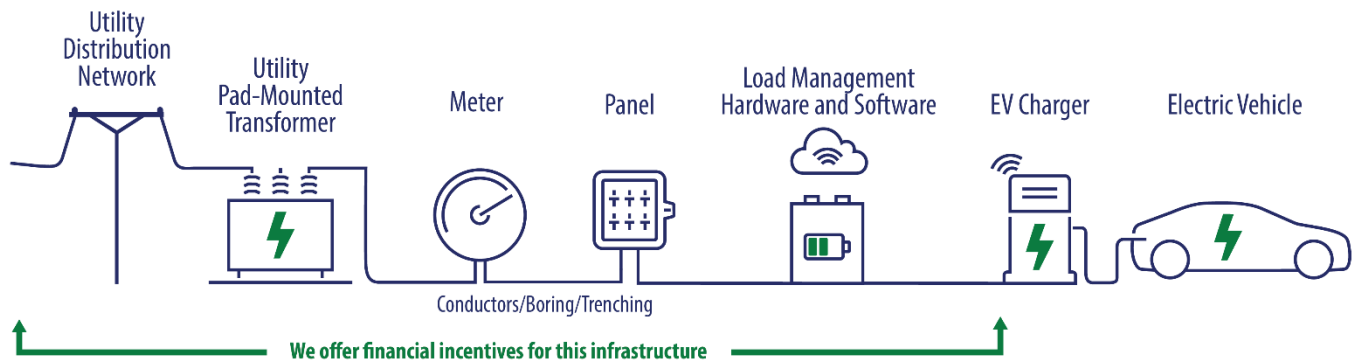


Figure 1. Potential Commercial Infrastructure Program incentive coverage on an EV charger project.

## II. Program Contacts

Central Hudson has partnered with ICF to implement the EV Make Ready program. ICF was selected through a rigorous Request for Proposal process and will be a valued partner through the life of the program.

All questions related to the EV Light-Duty Make-Ready Program and fleet assessment service should be directed to the Central Hudson EV Make-Ready Program team at [EVMakeready@cenhud.com](mailto:EVMakeready@cenhud.com) or [EVMakeReadyCH@ICF.com](mailto:EVMakeReadyCH@ICF.com). Meetings with our team can be booked directly with our [booking tool](#). Additional information about the Program can be found on Central Hudson's website: <https://www.cenhud.com/electricvehicles/>.

In addition, Central Hudson has a program director to address program or policy issues related to the implementation of the Program. Their contact information is below:

Michael Valentino  
[Mvalentino@cenhud.com](mailto:Mvalentino@cenhud.com)  
(845) 486-5452

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## III. Definitions

- **Affordable Multi-Unit Dwelling:** Buildings that have regulatory agreements with a housing agency or in which at least 25% of the units are, or are expected to be, occupied by households earning not more than 80% of Area Median Income or State Median Income, whichever is greater.
- **Applicant:** Any entity who has submitted program application details to Central Hudson but has not yet been accepted.
- **Approved contractor:** A contractor who has met the utility's approval criteria to install EV charging infrastructure incentivized through the EV Make-Ready Program.
- **Central Hudson Light-Duty Make-Ready Program:** The Program provides incentives for the purchase and installation of equipment associated with preparing a site to install EV chargers within Central Hudson's service territory.
- **Charging Site:** One or more EV chargers at a single location.
- **Commercial Managed Charging Program (CMCP):** defined in the Demand Charge Alternatives Order.<sup>8</sup>
- **Commission:** New York Public Service Commission (PSC).
- **Customer:** A person or organization that is billed for Central Hudson's electric service.
- **DCFC:** Direct current fast charger.
- **DCFC Per-Plug Incentive Program (DCFC PPI):** Utility program to provide rate relief to DCFC EV Charging Sites, as ordered in DPS proceeding 18-E-0138 and subsequent filings.<sup>9</sup>
- **DCR:** Demand Charge Rebate defined in the Demand Charge Alternatives Order.<sup>10</sup>
- **Disadvantaged Community:** Communities that bear burdens of negative public-health effects, environmental pollution, impacts of climate change, and possess certain socioeconomic criteria, or comprise high concentrations of low- and moderate-income households. ECL § 75-0101(5). The Climate Justice Working Group (CJWG) adopted final criteria to identify Disadvantaged Communities in the State on March 27, 2023. The Disadvantaged Community map can be accessed at: <https://climate.ny.gov/Resources/Disadvantaged-Communities-Criteria>.
- **Electric Vehicle (EV):** A four-wheel light-duty vehicle capable of highway speeds that is powered fully or in part by an electric motor and is rechargeable from an external connection to an off-board electrical source.
- **EMS:** Energy Management System: Software or hardware, such as meters and sensors, which monitor energy in whole buildings, including heating and cooling, lighting, and EV charging.

<sup>8</sup> Case 22-E-0236, EV Solution Proceeding, Demand Charge Alternatives Order (issued January 19, 2023).

<sup>9</sup> Case 18-E-0138, *Proceeding on Motion of the Commission Regarding Electric Vehicle Supply Equipment and Infrastructure*, New York State Public Service Commission Order Establishing Framework for Direct Current Fast Charging Infrastructure Program (issued February 7, 2019) (DCFC PPI Order).

<sup>10</sup> Case 18-E-0138, EV Proceeding, New York State Public Service Commission Order Establishing Framework for Direct Current Fast Charging Infrastructure Program (issued February 7, 2019) (DCFC PPI Order).

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- **Equipment owner:** The entity that purchases the make-ready equipment and is subsequently responsible for its maintenance. The equipment owner is also the recipient of the incentive payment and can be either the utility or the customer.
- **EV:** Electric vehicle.
- **EVSE:** Electric Vehicle Supply Equipment.
- **Fleet:** Any set of commercially or institutionally owned or leased vehicles used for commercial, industrial or institutional purposes.
- **Fee Structure:** A set of costs implemented by the administrator of a charger to recover funds from those using the charger. The administrator of a charger can be the owner of the charger or an assigned responsible person in charge of updating the configuration of a charger. Fee structures can include fees for idling, a fixed cost per initiated charge, dollar per kilowatt-hour rates, or time rates to name a few. Different groups can be created to implement different fee structures for different users.
- **Future proofing:** The installation of additional or scalable capacity equipment and infrastructure to support the future expansion of an EV charging station and installation of additional charging ports.
- **Heavy-Duty vehicles:** Large vehicles including passenger and cargo vehicles, trucks and equipment in Class 7 and above (those with a GVWR of over 26,000 lbs.)
- **Installer:** The entity that installs the equipment. The Installer may or may not be the same as the equipment owner.
- **ISO 15118:** An international standard vehicle-to-grid-charging interface that was updated in 2019 and began to see implementation in 2021. Features of ISO 15118 include the bidirectional charging standard and Plug & Charge features. Plug & Charge feature uses asymmetric cryptography to automatically establish a secure connection to receive energy and data from compatible charging stations.
- **Joint Utilities (JU):** the Joint Utilities are Central Hudson Gas & Electric Corporation (Central Hudson), Consolidated Edison Company of New York, Inc. (Con Edison), New York State Electric Gas & Gas Corporation (NYSEG), Niagara Mohawk Power Corporation d/b/a National Grid (National Grid), Orange and Rockland Utilities, Inc. (O&R), and Rochester Gas and Electric Corporation (RG&E).
- **Light-Duty vehicles:** Any small commercial vehicles including passenger cars, vans, and other Class 1 and 2 vehicles (those with a GVWR of 0 lbs. to 10,000 lbs.)
- **Load Management Technology Incentive Program (LMTIP):** Utility Program incentivizing the cost of load management hardware and software technologies, as described in DPS proceeding Case 22-E-0236.
- **Low-to-moderate income community (LMI):** A community or area defined by the average household wealth being less than or equal to 80% of the state or regional median income (whichever is higher).
- **L2:** Level 2 EV charger.
- **Make-Ready Equipment:** Any utility-owned infrastructure and equipment involved in providing electric services, extensions, or upgrades needed to support the installation of EV infrastructure in



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excess of standard new business allowances and any customer-owned equipment from the point of interconnection up to (but not including) the charging equipment.

- **Make-Ready Program (MRP):** Utility Program incentivizing the cost of commercial customer- and utility-side infrastructure upgrades to support EV charging of light duty vehicles, as described in DPS proceeding 18-E-0138.<sup>11</sup> In this document, references to Make-Ready Program may also refer to the Medium- and Heavy-Duty Pilot.
- **Medium- and Heavy-Duty Pilot (MHD Pilot):** Utility Program incentivizing the cost of commercial customer- and utility-side infrastructure upgrades to support EV charging of Medium- and Heavy-Duty vehicles, as described in DPS proceeding 18-E-0138.<sup>12</sup>
- **Medium-Duty vehicles:** Mid-sized vehicles including passenger and cargo vehicles, trucks and equipment in Class 3 through 6 (those with a GVWR of 10,001 lbs. to 26,000 lbs.)
- **Multi-Unit Dwellings (MUDs):** Any dwelling which is either rented, leased, let or hired out, to be occupied, or is occupied as the residence or home of 5 or more independent units.
- **Ocpp:** The Open Charge Point Protocol (Ocpp) is an application protocol for communication between EV charging stations and a charging station network.
- **Participant:** An entity that applies for and receives the incentives available through the EV Make Ready Program. This could be any entity including:
  - **Developer:** An entity responsible for designing, constructing, and commissioning an EV charger site. This entity may also be responsible for owning, managing, and operating the chargers.
  - **Equipment Owner:** The entity that purchases the make-ready equipment and is subsequently responsible for its maintenance. The equipment owner is also the recipient of the incentive payment and can be either the utility or the customer.
  - **Site Host:** The owner of the site on which the EV charging equipment is installed. The Site Host may or may not be the Equipment Owner.
  - **Customer:** An entity taking service from the utility.
  - **Approved Contractor:** As defined above.
- **Program effective date:** The date after which construction for projects under the Program can begin construction. This varies by program.
- **Program Portal:** Customer-facing portal to be used for application and program details (<https://ch-evmakeready.customerapplication.com>)
- **Publicly accessible:** For the Program, this means allowing access without site-specific physical access restrictions, including public, fee-free parking areas and municipality-operated fee-for parking areas. It does not include private or restricted business parking or multi-unit dwelling parking.
- **Proprietary plug:** An EV charging plug that is exclusive to certain light-duty EV makes and models.

<sup>11</sup> Case 18-E-0138, *Proceeding on Motion of the Commission Regarding Electric Vehicle Supply Equipment and Infrastructure*, New York State Public Service Commission Order Establishing Electric Vehicle Infrastructure Make-Ready Program and Other Programs (issued July 16, 2020), and subsequent filings.

<sup>12</sup> *Ibid.*

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- **Non-proprietary plug:** Any EV charging plug that is accepted as able to support any light-duty EV and is not proprietary or exclusive. For Level 2 chargers, this is the Society of Automotive Engineers Electric Vehicle Conductive Charger Coupler J1772 (SAE J plug). For DCFCs, this is any non-proprietary plug such as the SAE Combined Charging System (CCS). Also known as a universal plug.
- **The Company:** Central Hudson Gas & Electric

## IV. Make-Ready Programs

### 1. Eligibility Criteria

#### 1.1 Eligible Participants

The Participant may be (1) a Central Hudson electric account holder or customer (“Customer”) eligible to participate in the Company’s Electric Vehicle (EV) Make-Ready Program (the “Program”), or, alternatively (2) an entity responsible for designing, constructing, and commissioning an EV charger site at a Customer location (each, a “Site”), which may also include responsibility for owning, managing, and operating EV charging equipment at a Site (“Developer”), or, alternatively (3) an entity that purchases and owns or controls EV charging equipment once installed at a Site (“Equipment Owner”), or, alternatively (4) the owner or operator of a Site (“Site Host”), which may or may not be the Equipment Owner, or, alternatively (5) a contractor meeting the Company’s approval criteria to install EV charging infrastructure incentivized through the Program (“Approved Contractor”). For clarity, the Participant may be a Customer, or a Developer, or an Equipment Owner, or a Site Host, or an Approved Contractor.

The parties acknowledge and agree that ownership of EV charging stations may change or that stations may be upgraded during the term of this Agreement; provided, however, that the number of plugs and the capacity of any charging station does not decrease, and that the Participant continues to meet all current and ongoing performance and reporting obligations of the Program.

The parties understand and agree that additional projects proposed to Central Hudson by the Participant shall not propose the same or materially the same eligible services and/or equipment as approved for the Project such as would lead to more than one incentive award for the same or materially the same projects.

The Participant asserts that the Site is located within Central Hudson’s electrical service territory and receives or intends to receive electrical service from Central Hudson.

#### 1.2 Eligible Infrastructure

Public and private (both for-profit and not-for-profit) entities may participate in the Program. Central Hudson provides customer incentive payments upon completion of the installation of make-ready equipment. Developers, site-owners, and charging station managers (collectively, the “customers”) may apply for project incentive funds through Central Hudson’s website. The following categories of equipment or infrastructure are eligible for incentives:

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**1. Utility-Side Make-Ready Infrastructure:** Utility electric infrastructure needed to connect and serve a new EV charger. This may include traditional distribution infrastructure such as step-down transformers, overhead service lines and utility meters that will continue to be owned and operated by Central Hudson.

**2. Customer-Side Make-Ready Infrastructure:** EV equipment or infrastructure necessary to make a site ready to accept an EV charger that is owned by the charging station Developer, Equipment, Owner, or Site Host. This electric infrastructure may include conductors, trenching, panels, and advanced technologies including energy storage and Automated Load Management Systems needed for the EV charging station. Load management systems such as energy storage are eligible to receive incentives but must be paired exclusively with EVSE and be solely used for EV charging and not for any other purposes, such as providing backup power to the site host. Note: the eligible equipment excludes the charging station and ports themselves.

**3. Future Proofing:** Up to 10% of the project’s make-ready cost can be used to cover future proofing costs to the site, which can cover up-sizing wires, panels and conduit for future added capacity on both the utility and customer side of infrastructure costs.

All EV supply equipment must be installed by utility-approved contractors in order to be eligible for the incentives available through this EV Make-Ready Program. A list of approved contractors can be found on the Joint Utilities’ website. Equipment associated with the EV charger itself, such as the actual EV chargers, modules, mounting hardware, and co-located distributed generation, are ineligible for incentives under the EV Make-Ready Program. Figure 2 depicts potential components of EV make-ready projects.






	New Business Utility Components	Make-Ready Costs			Components outside of MRP, some stackable incentives may be applied	
	 <b>New Business</b>	 <b>Utility-side Infrastructure</b>	 <b>Customer-Side Infrastructure</b>	 <b>EVSE Hardware</b>	 <b>Customer-Side Infrastructure</b>	
<b>Component Example</b>	<ul style="list-style-type: none"> <li>Substation</li> <li>New Point of Entry</li> <li>Could be same components as in utility-side infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>Distribution Network</li> <li>Transformers</li> <li>Meter</li> <li>Conductor</li> </ul>	<ul style="list-style-type: none"> <li>Panel</li> <li>Conductor</li> <li>Boring</li> <li>Trenching</li> <li>Conduit</li> <li>Storage &amp; Load Management</li> </ul>	<ul style="list-style-type: none"> <li>Charging Station</li> <li>Network Equipment</li> </ul>	<ul style="list-style-type: none"> <li>Signs</li> <li>Bollards</li> <li>Network</li> <li>Maintenance</li> <li>Associated Fees</li> <li>Energy</li> </ul>	
<b>Paying Entity</b>	Central Hudson, with tariff allowances	Central Hudson Make-Ready Program		Customer & NYSERDA Rebates (if eligible)	Customer	
		Potential Customer Contribution				
<b>Owning Entity</b>	Central Hudson	Central Hudson	Customer			
<b>Note:</b> Graphic is for illustrative purposes only, may not be exhaustive and subject to change. Final determination of eligibility and costs will be determined by Central Hudson						

Figure 2. Details on Components of EV Make-Ready Projects

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## 1.3 Project Requirements

Central Hudson evaluates individual make-ready projects on five key criteria: accessibility, station maturity, plug type, future proofing costs, and location capacity. There may be other factors external to a project such as total available funds. To receive incentives through the EV Make-Ready Program, a project must satisfy the following criteria:

**Approved Application:** Participants must apply to be accepted into the EV Make-Ready Program. Central Hudson will review, evaluate and, if appropriate, approve applications. Participants interested in applying to the program can do so through [the online application portal](#).

**Station Maturity:** Construction of the EV charging station must begin after initial application submission.

**Plug Requirements:** Each site must have a minimum of 2 plugs.

**Location Capacity:** EV charging stations must conform to capacity guidelines.

DCFC Location capacity guidelines:

- 1) DCFC Sites with more than ten plugs and/or demand in excess of 3 MW will be allowed to participate in the EV Make-Ready Program under the condition that developing the site does not cause the utility to incur new business costs greater than those that would have been incurred to develop a site with a maximum demand of 3 MW.
- 2) There is a 50kW minimum for DCFC's to be eligible for the incentive.
- 3) Each plug that can simultaneously discharge at 50kw or greater will be counted towards your plug count.
- 4) Proprietary plugs receive a lower incentive level unless they are collocated with an equal or greater number of non-proprietary plugs.
- 5) The number of plugs at locations in excess of 10 plugs shall not exceed 50% of the target number of plugs established in the EV Make-Ready Order for each utility.

Level 2 location capacity guidelines:

- 1) The number of plugs at locations in excess of 10 plugs shall not exceed 50% of the target number of plugs established in the EV Make-Ready Order for each utility.

**Accessibility:** Each proposed station must be accessible and accept universal forms of payment. To qualify for the maximum incentive, the proposed charging stations must be in a public parking area rather than in a private workplace or multi-unit dwelling parking area. The parking lot may be a free parking lot or a paid municipal parking lot but must be accessible to all public customers without restriction. A proposed station situated in a private parking lot, including those in multi-unit dwellings, workplace parking and private pay-to-park lots, may qualify for the reduced up to 50% incentive.

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The exception to this rule is for multi-unit dwellings that are located within a Disadvantaged Community (DAC) or that meet the definition of an affordable multi-unit dwelling, as they are eligible for the maximum incentive. These plugs are allowed to be private but must be available to all residents of the multi-unit dwelling and not designated for use by a single unit or individual.

To ensure maximum accessibility of charging stations to the public, stations eligible for an incentive under the Program must also be usable without requiring a paid membership in a charging station network. This holds for both proprietary and nonproprietary plugs. Networked stations that offer single per-use charging fees payable through a commonly accepted payment method such as cash, credit, or debit will satisfy this criterion. Though payment through a smartphone application is permitted, to qualify as publicly accessible for purposes of the Program, smartphone application may not be the only form of payment a station accepts.

**Plug Type and Capacity:** Each station should offer more universal plugs and capacity than proprietary plugs and capacity. To qualify for the maximum incentive, a proposed charging station must include an equal or greater number of universal charging plugs compared to the number of proprietary plugs. The station must also include an equal or greater amount of simultaneous capacity through these universal charging plugs compared to the capacity available through proprietary plugs. DCFC plugs must be capable of simultaneously dispensing 50 kW or more to qualify for the incentive. If a station has more proprietary plugs than universal ones or offers more simultaneous capacity through these proprietary plugs, it may still qualify for the reduced up to 50% incentive. All charging stations must be hard wired, and not powered on by plugging the station into a high voltage outlet (ex: NEMA 14-50).

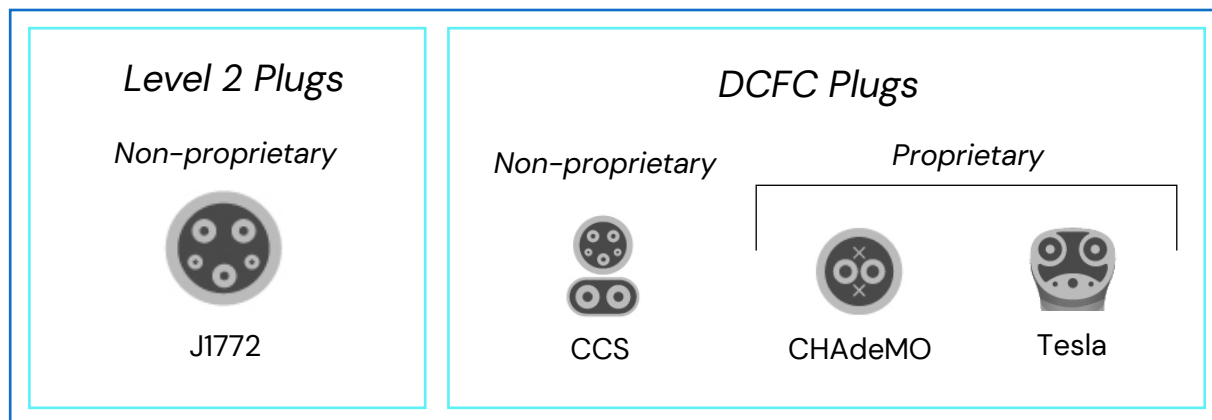


Figure 3. Proprietary and non-proprietary EV charging plugs.

**Future-Proofing Costs:** The cost of installing additional capacity and infrastructure to support future station expansion can also be covered by an incentive under certain conditions. To receive an incentive, the future-proofing activities must be requested by the developer and verified with Central Hudson. These costs may include the incremental costs of installing additional or oversized conduit (including trenching and conduit to additional parking spaces), panels, transformers, transformer pads, or increasing distribution service. Future-proofing costs up to 10% of the project's make-ready cost may be covered by an incentive. Central

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Hudson reserves the right to provide future proofing costs of up to 10% of the make ready costs at our discretion based on the specific characteristics of a project. Future-proofing costs not covered by the incentive costs must be covered by the developer.

**Location Capacity:** There is a limit on the number of small (two-plug) and large (10-plug and/or 3 megawatt [MW] or greater demand) stations that can be approved for incentives under the Program. Among the approved projects for the Program, no more than 25% of incentivized stations may include only two plugs. Additionally, no more than 50% of all plugs supported by the Program can be installed in stations with more than 10 plugs. Finally, for stations with 10 or more plugs and/or with a demand greater than 3 MW to qualify for incentives, the station must not cause Central Hudson to incur new business costs greater than those associated with a maximum site demand of 3 MW.

## Equipment Eligibility

For Level 2 (L2) Charging Projects:

- L2 projects committed on or after June 1, 2025, must attest that they meet the standards set in the September 20, 2024, PSC Ruling:
  - Hardware conformant with ISO 15118-3 and capable of enabling OCPP 2.0.1 or later
  - Software conformant with ISO 15118-2 or 15118-20

For Direct Current Fast Charging (DCFC) Projects:

- Any committed projects and which previously met the requirements before October 18, 2024 are unaffected.
  - Projects which were committed between December 16, 2023, and October 18, 2024, DCFC must attest that they have hardware capable of enabling the ISO 15118-2 or 15118-20 communication protocols. Projects must also obtain software conformance with ISO 15118 Parts 2 or 20 by November 16, 2024.
- Commitments from October 18, 2024 onwards must attest that they meet the standards set in the September 20, 2024, PSC Ruling:
  - Hardware conformant with ISO 15118-3
  - Software conformant with ISO 15118 Parts 2 or 20 by November 16, 2024.
- Chargers committed on or after November 16, 2024 must also use hardware conformant with OCPP 2.0.1 or later.

**Signage Requirements:** Make-Ready Program-funded sites must display easily identifiable, up-to-date contact information for the electric vehicle service provider on each charger.

**Data Sharing Requirements:** As part of the requirements of participation in the program, data from the eligible charger must be shared with Central Hudson and the program team in alignment with the specifications in *Section X. Reporting Requirements* detailed later in this manual.

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**811 Call Before You Dig:** To ensure that the proposed site is safe to dig, you must contact New York's 811 center a few days before breaking ground. If you've hired a professional to do work on your property that includes digging, make sure that they have called 811 or made their request online before beginning work.

**Affordable Multi-Unit Dwelling Requirements:** Affordable multifamily housing properties are eligible for enhanced funds through this program. The Program requires applicants to either submit a regulatory agreement qualifying the building as affordable housing, or to demonstrate via rent roll that 25 percent of units have a calculated household income no more than 80 percent of the Area or State Median Income, whichever is greater. There are two ways to qualify enhanced affordable housing incentives, defined in *Section VII. Application Requirements*.

## 2. Light-Duty EV Make-Ready Program

### 2.1 Incentive Eligibility Levels

Participants in the Light-Duty EV Make-Ready Program (LDMRP) are eligible to receive incentives covering up to the given cost of make-ready infrastructure based upon the following criteria in Table 1. Eligibility can be further broken down based on plug output. If a proposed project meets the requirements for all criteria, the project will be eligible for an incentive covering up to 90% of eligible make-ready costs. If the proposed project does not meet the criteria for accessibility or plug type, the project may be eligible for an incentive covering up to 50% of the make-ready costs. No single participant may receive incentives for greater than 50% of any utility-specific make-ready program incentive budget.

Central Hudson has earmarked 20% of its total budget for the Program for deploying make-ready projects in the EJC and LMI community zones. For projects meeting these criteria, the participant will receive up to 100% of eligible make-ready costs for:

- DCFC Stations: Publicly accessible non-proprietary DCFC sites within disadvantaged communities in the Central Hudson service territory.
- L2 Stations:
  1. Publicly accessible non-proprietary curbside L2 charging in or directly adjacent to Disadvantaged Communities.<sup>13</sup> Applicants must demonstrate that each curbside charger is associated with a designated EV charging parking space, and that a framework is in place to prevent noncharging vehicles from blocking access to chargers.
  2. Multi-unit dwelling L2 charging meeting one of the two below criteria. Multi-unit dwelling plugs are allowed to be private but must be available to residents of the multi-unit dwelling and not designated for use by a single unit or individual.
    - i. L2 charging at a multi-unit dwelling properties within a DAC.
    - ii. L2 charging at affordable multi-unit dwelling properties, regardless of proximity to

<sup>13</sup> An area is adjacent to a Disadvantaged Community where the Disadvantaged Community border stops short of the street (i.e., if one side of the street is in a designated in a Disadvantaged Community, the opposite side of the street would be adjacent).

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DAC.

Table 1: Make Ready Program Incentive Criteria

Incentive Level	Eligible Project Criteria
<b>Up to 100%</b>	<ul style="list-style-type: none"> <li>Publicly available DCFC projects with standardized plug types located within Disadvantaged Communities or Disadvantaged Community Zones.</li> <li>Publicly available DCFC projects with proprietary plug types that also include an equal number of standardized plugs of an equal or greater charging capacity to the proprietary plugs located within Disadvantaged Communities, as applicable.</li> <li>L2 projects located at eligible multi-unit dwellings (MUD).</li> <li>L2 curbside projects within or adjacent to a Disadvantaged Community.</li> </ul>
<b>Up to 90%</b>	<ul style="list-style-type: none"> <li>Publicly available L2 and DCFC projects with standardized plug types.</li> <li>Publicly available L2 and DCFC projects with proprietary plugs that also have an equal or greater number of standardized plugs of an equal or greater charging capacity to the proprietary plugs.</li> <li>Includes municipal pay-to-park locations and free parking offered while charging.</li> </ul>
<b>Up to 50%</b>	<ul style="list-style-type: none"> <li>Non-public L2 and DCFC projects, such as workplaces or MUDs with restricted access and privately owned pay-to-park lots that require payment for parking while charging.</li> <li>Public and non-public L2 and DCFC projects with proprietary plugs that do not include an equal or greater number of standardized plugs of an equal or greater charging capacity to the proprietary plugs.</li> </ul>

*Table is provided for illustrative purposes. Central Hudson reserves the right to make determinations regarding incentive-level eligibility based on their best interpretation of the proposed project and available information at the time of review. Customers are responsible for charger costs, annual maintenance cost, and ongoing electricity costs.*

## 2.2 Incentive Amounts

Incentive values for each technology type and incentive level are captured in table 2 below.

Table 2: LDMRP Incentive Amounts

	Up to 50% of installation costs	Up to 90% of installation costs	Up to 100% of installation costs
L2	Capped at \$3,500/plug	Capped at \$6,300/plug	Capped at \$7,000/plug
DCFC	Capped at \$350/kW	Capped at \$630/kW	Capped at \$700/kW

Projects developed by the New York Power Authority (“NYPA”) are eligible for two types of incentives: (i) incentives of up to \$15 million supporting the initiative to build ten fast charging locations in every Regional Economic Council (“REDC”) region by 2022; and (ii) incentives of up to \$15 million supporting DCFC locations under NYPA’s EVolve NY program.



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## 3. Medium- and Heavy-Duty EV Make-Ready Pilot Program

Medium- and heavy-duty vehicle operators looking to install charging stations to electrify their fleets may be eligible for electric vehicle (EV) charging infrastructure funding through the Medium- and Heavy-Duty (MHD) Make-Ready Pilot Program (Pilot). Under the Pilot, customers can receive incentives of **up to 90%** of utility-side infrastructure costs and **up to 50%** of customer-side costs to qualifying projects to mitigate the cost of developing EV charging capacity.

Funds for incentives are limited and available on a first-come, first-served basis. To qualify, a site must be either publicly accessible or participating in a qualified voucher incentive program. In pursuit of the Pilot's primary objective of reducing diesel emissions within Disadvantaged Communities (DACs), funding will be prioritized for projects within, partially within, or adjacent to a DAC, or that support fleets that operate in DACs. The program will accept applications until December 31, 2025, or until available incentive funding has been fully allocated, whichever comes first.

For more details on program eligibility, budget availability, and how to participate, please review the [Joint Utilities' website](#) for resources and email us at [EVMadeReadyCH@icf.com](mailto:EVMadeReadyCH@icf.com).

### 3.1 Pilot Program Eligibility

Applications for the Pilot will be evaluated on three key criteria—public accessibility, participation in a voucher incentive program (as defined below) and serving DACs. A site must be either publicly accessible or participating in a voucher incentive program described below to be eligible to participate in the Pilot. Central Hudson will have full discretion in accepting applications and deciding final incentives based on the specific characteristics of the project.

To determine if your site is located within or near a DAC, please visit our [EJ/LMI zone service map](#). To determine if your site is located in an area with sufficient feeder capacity for EV charging, please visit our [EV capacity map](#).

#### To be eligible, you must:

- Receive or plan to receive electric service from Central Hudson
- Provide charging for vehicles equal to or over 10,001 lbs. gross vehicle weight

**For utility-side make-ready incentives (up to 90%):** Must be publicly accessible or must be approved for one of the following voucher incentive programs before applying for the Pilot:

- [New York Truck Voucher Incentive Program](#)
- [NYSERDA NY School Bus Incentive Program](#)
- [EPA Clean School Bus Program](#)
- [EPA Clean Heavy-Duty Vehicle Program](#)

**For customer-side make-ready incentives (up to 50%):**

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- Must be publicly accessible, or
- Participating in a qualifying voucher program (see above) and located in, partially within, or adjacent to a DAC.

Medium- and heavy-duty vehicle charging projects may be combined with [light-duty](#) vehicle charging projects.

## 3.2 Incentive Amounts

Under the Pilot, customers can receive incentives of **up to 90%** of utility-side infrastructure costs and **up to 50%** of customer-side costs to qualifying projects to mitigate the cost of developing EV charging. Customer-side incentives are capped at \$325 per kW of installed EV charging capacity.

## 4. Application Requirements

Participants interested in applying for the EV Make-Ready Program can do so at the application portal [Central Hudson Gas & Electric \(programprocessing.com\)](https://www.centralhudson.com/programprocessing.com) or they can use the programs [printable application](#) and email their completed form to [EVMakeReadyCH@ICF.com](mailto:EVMakeReadyCH@ICF.com).

Project applications can be completed by the site owners or the approved contractor. Applicants are expected to read and sign the program Participant Agreement included in the online application. This form outlines the program guidelines and expectations. Before filling out an application, be prepared to provide and upload the following information:

- Initial Documents
  - Project Description
  - Quotes or Invoices
  - Site Plan
  - Site Satellite Image
  - Charger Specifications
  - Signed Terms & Conditions
  - For affordable multi-unit dwelling properties only: Rent Roll Calculator or eligible support document (see Table 3)
- Final Documents
  - Signed Preliminary Incentive Disclosure
  - Final Paid Invoices
  - As-Built Site Plan (if different than initial submission)
  - Documentation of Futureproofing costs
  - Confirmation of payee

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## Document Definitions:

- **Project Description:** This document will describe the work that is to be carried out. The contractor will detail what materials will be installed and the description of the installation. This will help clarify what is shown on the site plan. This written document will also include a description of the use of the chargers to determine program eligibility between private and public. It will detail who will have access to the chargers (ie. open to the public, employees only, etc.) and describe any restrictions on access.
- **Quotes and Invoices:** Copies of all estimated and final costs and billing associated with the project. These must be on official company letterhead and include site address, customer name, charger models, conduit and wire lengths, and total project cost.
  - **Project Cost Template:** Breaks out cost details needed to calculate the incentive and categorize costs. This template should serve as a reference when developing the quote and can be filled in but cannot replace the official quote.
- **Site Plan:** Site drawing including the planned location of all chargers, relevant equipment, electrical run locations, service panel location, utility connection location, ... This site plan can be combined with the site satellite image as long as all relevant information is present.
- **Site Satellite Image:** Satellite image of the site including the planned location of all chargers and relevant equipment should include the site address as well as show any adjacent main roads to help locate the chargers. This satellite image can be combined with the site plan as long as all relevant information is present.
- **Charger Specifications:** Specifications include estimated details on location of the charger on the site, wattage, and measurements of charger components and associated equipment. This information is provided by the manufacturer of the charger.
- **Charger Contact Information:** All Make-Ready Program-funded sites must display easily identifiable, up-to-date contact information for the electric vehicle service provider on each charger. The electric vehicle service provider is the appropriate entity to contact for most driver concerns. The contact information on the equipment should list the service provider company name and a phone number.
- **Signed Participant Agreement:** Signed copy of agreement to terms & conditions of project participation. Included in the application process.
- **Load Letter:** If requesting new or upgraded service from the Central Hudson New Business team, a load letter will be provided. By including this letter in the project, the Make-Ready team will be able to better coordinate this install.
- **Affordable multi-unit dwelling property verification of eligibility:** There are two ways to qualify:
  - **Proxy:** The Program allows certain proxies to represent compliance with the definition previously mentioned. Table 3 lists eligible proxies and supporting documentation.
  - **Rent Roll:** This type of qualification may be used by projects that do not meet the proxy requirements. Twenty-five percent of the units must have a calculated household income no more than 80% of the State or area median income, whichever is higher, based on the assumption that 30% of household income is applied to multi-unit dwelling costs (i.e., rent). Applicants must submit the annual rent, size, and occupancy for each apartment in the

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property. A Rent Roll Calculator is available on the [program website](#) for determining Rent Roll income eligibility. This document should be completed and submitted with the application if the participant seeks to verify their eligibility via rent role.

## Final Document Definitions:

- **Signed Preliminary Incentive Disclosure:** This form includes a Customer Authorization and Optional Rebate Reassignment to be completed by the manager/owner of the property. The owner can check the box if they want the contractor to act on their behalf with all matters pertaining to the program. If the incentive is being sent to the contractor, the owner must check the second box which states they are acknowledging the contractor will receive the incentive and that they received a discount on their final invoice that matches the incentive amount.
- **Final Paid Invoices:** Copies of all final costs and billing associated with the project with proof of payment. These must be on official company letterhead and include site address, customer name, charger models, conduit and wire lengths, and total project costs.
- **As-Built Site Plan:** If there were any changes or additions to the original site plan, a new site plan should be submitted indicating these changes including final location of all chargers, relevant equipment, electrical run locations, service panel location, and utility connection location.
- **Documentation of Futureproofing costs:** Description of the work to be performed including specific call-outs of the upgrades required for futureproofing. An example of this would be a description of upgrading a panel from a 200A panel to a 400A panel and summarizing the cost increase for the larger panel. A total cost for the futureproofing materials and labor must be included at the end of this document.
- **Confirmation of payee:** Customer must confirm via email the name and address of the recipient of the incentive check.

Table 3: Acceptable Documentation for Affordable Multi-Unit Dwelling Eligibility

Eligibility Proxy	Details	Documentation Required
US HUD, USDA-RD, and other Federally Regulated Affordable Housing	Properties receiving one of the following subsidies from HUD or USDA-RD: (1) Section 8 Contract (2) Sections 202, 236, 811 (3) Public Housing Authorities	Copy of the HUD contract or contract award notice
DHCR-Regulated Affordable Housing	Buildings with subsidized mortgages or contracts that place them under the regulatory control of NYSDHCR	Copy of NYSDHCR contract or contract award notice
Low Income Housing Tax Credits	Properties that receive tax credits for at least 50% of its units	Copy of tax credit award notice from NYSDHCR or NYCHPD
NYCHPD-Regulated Affordable Housing (or other local housing agency)	Properties with loans, mortgages, or deeds of purchase (HDFC incorporation) from NYCHPD or other local housing agencies	Documentation of current mortgage, loan closing, HDFC incorporation or deeds

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SONYMA mortgage insurance	Properties subsidized for low- to moderate-income multifamily residents with SONYMA subsidized financing through the HFA	Copy of loan closing/mortgage insurance award documents
Weatherization Assistance Program	Properties that have fulfilled the eligibility requirements for the Weatherization Assistance Program	Copy of the letter from the Weatherization Agency confirming the project's income eligibility
HFA 80/20 Program	Properties that have been accepted into the Housing Finance Agency's 80/20 Program	Copy of the award letter or HFA contract documents
NYCHDC 80/20 or Mixed Income Programs	Properties that have been accepted into the NYC Housing Development Corporation's 80/20 Program or Mixed Income Program	Copy of the award letter or HDC contract documents
Mitchell-Lama Buildings	Properties that are currently NYS supervised Mitchell-Lama building	Copy of NYSHCR or NYCHPD contract or recent annual report confirming active Mitchell-Lama status

## 5. Application Process

The application process for the make ready program is dynamic and requires communication between the site host and the application processing team. Documentation is expected prior to application approval and should be updated post-installation. Please read Table 4 below outlining the application process map. This process map previews the steps that participants should expect while applying for make-ready rebates.

Table 4: Make-Ready Application Process

Status	Responsibility	Details
Application Received	Customer	The customer fills out the application, adds equipment, and includes supporting documentation.
Initial Quality Check	Program Team	ICF checks that all the documents and information are properly inputted into the application. If anything is missing change the status to "Application Flawed." <i>Approx. 1-2 Business days</i>
EV Technical Review	Program Team	ICF reviews the application for eligibility and moves the application to "Pending Central Hudson Approval" if all the information is provided. <i>Approx. 7-10 Business days</i>
Pending Central Hudson Approval	Program Team	ICF creates the Incentive Disclosure and sends it to CH for approval. Once the Incentive Disclosure is approved, ICF moves the application to "Notice to Proceed." <i>Approx. 7-10 Business days</i>
Notice to Proceed	Program Team	ICF notifies the customer of approval by sending the Preliminary Incentive Disclosure and requires a signature from the owner of the Central Hudson account number of the site. The application will stay in this status until ICF is informed that the customer has completed construction. Once our team is advised that construction is complete, advance the status to "Awaiting Final Documentation." <i>Approx 1-2 Business Days</i>

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Awaiting Final Documentation	Customer	The customer submits final documents, invoices, equipment specifications, futureproofing upgrades, and paid invoices. The customer communicates the project completion status to the ICF account manager. <i>Approx 14 Business days</i>
Awaiting Charger Communication	Program Team	If the project is using a charger that's new to the program, ICF will need to verify it with the third-party vendor before it can be approved. Once approved, the status moves to "Pending Final Approval." <i>Approx 30-45 days</i>
Pending Final Approval	Program Team	ICF confirms site visit documentation and the incentive level. Once everything is approved, the status is moved to "Ready for Rebate." <i>Approx 2-4 Business days</i>
Ready for Rebate	Automated	Every Thursday, a rebate is automatically created. The status is advanced to "Payment Pending."
Payment Pending	Program Team	CH reviews projects and sends questions and/or approval.
	Program Team	ICF reviews and approves the invoice for the client. Verifies check mailing address and check recipient.
Application Completed	Program Team	An automated email is sent with survey link

**Application Submission:** Interested participants can apply for the make-ready program through the online application portal on the Central Hudson website. The application includes the applicant's name and contact information and a brief project description describing the proposed number of plugs, charging output, plug type, site location, demand management software and hardware, and potential bi-directional charging and discharge of the proposed station. The application also includes information on future proofing needs and expansion plans. Applicants should indicate on this online form page whether they intend to pursue the DC Fast Charger Per-Plug Incentive program. Once the initial application has been submitted, applicants are expected to upload additional required documentation as noted above in section VI Application Requirements.

**Initial Quality Check:** Once an application has been submitted, it will be reviewed by the application processing team for approval. Customers can review the status of their application and the progress of the project through the application portal on the Central Hudson website. The portal tracks the progress of each project and provides transparency to the customer and consistent updates to the utility. The portal provides information on the status of a project, including approval, milestones, deadline dates, responsible parties, and incentive payments. If deemed necessary, this step can include a site visit to determine project suitability. Applicants are encouraged to check their portal for messages or outstanding tasks pertaining to their application.

If an application is deemed incomplete or needing verification, the application will be transitioned into an Application Flawed status and the applicant will be notified by email of the required changes to correct the flawed application.

**Notice to Proceed:** If the site is deemed suitable, Central Hudson drafts a Preliminary Incentive Disclosure detailing the customer-side work and utility-side work, associated incentives, and timeline for the project. The Preliminary Incentive Disclosure will only be delivered to the customer if all other required

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documentation and information has been provided for a project. Once the Preliminary Incentive Disclosure is received by the customer, work on the project can begin.

### **Deadline for the Notice to Proceed Stage:**

Applicants have 120 days in Notice to Proceed (NTP) before incentive disclosure is subject to cancelation. Applicants will receive a 120-day follow-up and will have 30 business days to provide us with information including estimated completion date and reason for delays in construction (Status update). The follow-up will be sent on day 130, then 140 days. If no reply is received by Day 150, the project will move to the On Hold status. A reply with confirmation of estimated completion date will result in the project remaining in NTP.

### **On Hold Status**

Applications in On Hold will not have their incentive guaranteed and projects currently in the Notice to Proceed stage will have their funds prioritized. While in On Hold, a new incentive disclosure may be issued depending on the available funding left for the program. Projects that apply to the program while there are \$0 remaining for incentives will be put on a waitlist.

**Equipment Installation:** Central Hudson is responsible for completing the utility-side work for the site. This involves the installation of all necessary equipment up to and including the installation of appropriate meters for data collection (if applicable). In parallel, the customer works with an approved contractor to complete all necessary work on the customer side of the meter, such as installing panels, conduits, or trenching. While the installation of EV charging units may occur during this time, the cost of the EV charging units and installation of those units is not covered under the Program.

**Post-Installation Application Review:** Upon completion of all relevant make-ready site work, the applicant is expected to upload to their online application all finalized project documentation.

Upon the submission of the final documents, a Central Hudson representative completes a final site assessment to verify that the project is deemed completed.

**Incentive payment.** Within 60 days of verifying that a project is complete, Central Hudson distributes the incentive payments as a lump sum as agreed upon in the Project Agreement.

## **6. Approved Contractors**

Participants are required to use utility-approved contractors as a condition of program participation. Approved Contractors will be available on the EV Make-Ready Program web page located at each utility's website.

**Becoming an Approved Contractor:** To become an Approved Contractor for the EV Make-Ready Program, interested entities must complete and submit a Participating Contractor Application to each utility in whose territory the contractor is interested in working. The Participating Contractor Application will be available at [jointutilitiesofny.org/](https://jointutilitiesofny.org/) and at each utility's website. Each electric utility will review all applications, agreements and supporting documentation and determine if the contractor is accepted into the EV Make-

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Ready Program as an Approved Contractor within thirty days of receiving a completed application. The utility will notify the applicant of their application status via email. Upon acceptance, the utility will place the Approved Contractor on the list of approved contractors for potential Participants in the Program. Entities may apply to become an Approved Contractor at any time. If applicable, the Joint Utilities will provide the basis for rejecting an entity as an Approved Contractor and permit that entity to correct deficiencies in their application and re-apply. Each utility retains the right to place Participating Contractors on probation or remove them from the EV Make-Ready Program for nonperformance.

## 7. Operational Requirements

The EV Make-Ready Program requires that all sites meet a specific minimum set of performance standards, which will be tracked and reported by the Participant as part of the overall reporting requirements outlined in Section X below. These operational standards are as follows:

- DCFC plugs must be operational 95 percent of the time (annually).
- DCFC charging stations must be operational 99 percent of the time (annually), with a minimum of 50 percent of the plugs considered to be “up” at all times.
- All charging stations in the EV Make-Ready Program must operate for a minimum of five years.
- Ownership of EV charging stations may change, or stations may be upgraded during the five-year term, as long as the number of plugs and the capacity of the station does not decrease, and the site continues to meet all performance and reporting obligations of the Program.

## 8. Reporting Requirements

Participants agree to provide the utility with the necessary data regarding the installation and use of the EV charging equipment to facilitate necessary tracking of the Program’s overall operation and effectiveness on a quarterly basis. This data includes:

- Daily number of charging sessions
- Start and stop times of each charging session
- Charge time for each vehicle during each charging session
- Peak kW per charging session
- Total kWh discharged per charging session
- Aggregated percent utilization per site
- Aggregated hours charging
- Plug outage information (when outages occur)

The data sharing process will be greatly improved with a charger that is networked using one of the supported intercommunication protocols supported by Atlas Public Policy. Please speak with Atlas Public Policy for a full list of accepted protocols for the program.

Any new incentive commitment effective December 16, 2023, must be hardware capable for ISO 15118 Parts 2 and 20. Effective November 16, 2024, any new stations receiving Program incentives must also



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obtain hardware conformance with OCPP version 2.0.1 or later. Effective November 16, 2024, stations receiving Program incentives must achieve software conformance with ISO 15118.

Below is a list of networks that are currently participating in the program and have shared data in the proper format on past projects:

ABB	Emporia	Livingston EV Network	ZEFNet
Ampcontrol	Energy5	Loop EV Charging	Zevtron LLC
AmpUp	EV Connect Network	MyWallbox	PowerCharge Pro-Link
Applegreen Electric	EverCharge Network	Noodoe Network	Network
Atom Power	EvGateway Network	OpConnect	PowerFlex Systems
Autel Energy	EVgo	ORCA Net	Rivian Adventure Network
Blink Network	Evoke	SKY Network	Saascharge
BlueOval	EVPassport Cloud	SKYCHARGER	SemaConnect Network
ChargeLab	Platform	Surge	Shell Recharge
ChargePoint	FLO Network	SWTCH Network	
Convoy EV	Greenspot	Tesla	
eCar Operation Center	InControl	Volta Charging	
eDRV	JuiceNet Enterprise	Wevo	
Electrify America	Liberty HYDRA	Xeal	

For non-networked chargers, the data sharing process will be manual. Please reach out to the Atlas Public Policy team at [EVMakeReadyCH@icf.com](mailto:EVMakeReadyCH@icf.com) for a template that contains the data fields necessary for reporting. The customer should contact their charger manufacturer for instructions on how to extract data from their charger. **All public chargers must post their charger to PlugShare.**

All data subject to the reporting requirements identified in this section will be provided on a monthly basis to the Joint Utilities after a third-party consultant designated by the Joint Utilities anonymizes and aggregates the data. The Participant must confirm that data can be transmitted to the third-party consultant before a station is considered operational and an incentive can be paid. Consistent with the Make-Ready Program Order, program participants that fail to provide the required data will not be eligible for new Make-Ready Program incentives and will either be subject to claw back of the make-ready payments received or revocation of service so that the station can be operated by an alternate market participant.

In addition to the data and information to be reported by or on behalf of the Participant to satisfy the requirements of the Program, the Participant shall also report promptly to Central Hudson and to the PSC any customer complaints in connection with the Program. Complaints can be submitted through the program email addresses provided below.

## V. Load Management Technologies Incentive Program

### 1. Technology Eligibility

The LMTIP incentivizes customer-owned demand management technologies capable of reliably balancing, curtailing, or deferring a customer's net EV charging demand on the electric grid.<sup>14</sup> Eligible technologies fall into four distinct segments: (1) on-site energy storage; (2) energy storage integrated directly into charging equipment; (3) load management software; and (4) load management hardware. Eligible technologies are defined by their ability to meet performance requirements and compliance with technical specifications. As described further in the Incentive Eligibility section, incentives for each technology segment will be assessed differently based on the characteristics of the technology and the customer type. Should Central Hudson or the Joint Utilities become aware of load management technology solutions that warrant the creation of an additional technology segment, the Joint Utilities will align on a set of requirements, publish key information including incentive information for participants, and update this document.

**On-site battery energy storage:** On-site battery energy storage systems and related equipment installed for the primary purpose of supporting EV charging load management are eligible for incentives. On-site energy storage systems are defined as customer-owned, behind-the-meter battery energy storage systems installed as stand-alone equipment that provide either pooled or separate<sup>15</sup> energy storage services for EV charging stations. The typical load management use cases of these systems include using the battery to minimize demand charges, avoid disruption to power, and deliver the maximum charge to chargers using power sharing at a site. Equipment associated with energy storage, including, but not limited to, inverters, power cabinets, foundations, and temperature control units are eligible in addition to the energy storage equipment. Energy storage equipment will be eligible for incentives up to the max kW output that can be used for EV charging (whether charger nameplate or setpoint of the charging output). Equipment that is sized in excess of the max EV charging output is not eligible.

On-site generation or other distributed energy resources paired with energy storage (e.g., solar photovoltaic systems) are not eligible technology for LMTIP.

**Energy storage integrated EVSE:** EVSE with batteries directly integrated into the device are eligible for LMTIP incentives for the energy storage component of the device that is delivering a load management benefit. The charging station and ports themselves are not eligible for incentives. In situations when the cost of the integrated battery is difficult to separate from the charger (e.g., when the battery integrated EVSE is always invoiced as a single unit), incentives are assessed based on the value delivered by the integrated battery using a proxy \$/kW value, as described in the Incentive Levels section. Energy storage equipment will be eligible for incentives up to the max kW output that can be used for EV charging (whether charger

<sup>14</sup> The Joint Utilities intend to direct incentive funds only to EV load management technologies and not other technologies that support onsite generation.

<sup>15</sup> In this context, pooled or separate means that all of the energy storage units can be tied together to support all of the EVSE (pooled) or individual energy storage units can be dedicated to specific EVSEs (separate).

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nameplate or setpoint of the charging output). Equipment that is sized in excess of the max EV charging output is not eligible.

**Load management software:** Software-based load management solutions are eligible for LMTIP incentives. The load management software costs, such as an energy management software (EMS) fee, may be separate from or integrated into EVSE networking or service fees. While such costs may be a recurring expenditure rather than a one-time cost incurred at the time of the EVSE site design and installation, the LMTIP incentive will be paid as a one-time upfront incentive for contracted services. These technologies will be eligible for LMTIP incentives covering costs for up to five (5) years. To be eligible, the software must provide active load management, (i.e., have the ability to influence the charging power, time, and/or duration of charging sessions to meet a set of load management objectives).

**Load management hardware:** Load management hardware solutions that are not associated with energy storage are eligible for LMTIP incentives. Eligible load management hardware equipment includes power cabinets and switches to enable power-sharing across multiple charging ports or other equipment that provides similar load-limiting functionality. Load management hardware technologies may also be eligible for incentives under the Make-Ready Program (MRP) or external funding sources; for eligibility in the LMTIP, load management hardware equipment must be directly supporting load management at the site.

## 2. Ineligible Costs

Customer costs ineligible for LMTIP incentives include, but are not limited to:

- Non-energy storage EVSE costs including bidirectional chargers EVSE installation.
- Bollards, signage, lighting, and other site costs.
- Operations and maintenance costs (other than Load Management Software).
- Energy costs.
- Freight.
- Cloud/networking services not supporting load management.
- On-site generation such as solar photovoltaic systems.

## 3. Eligible Technology Determination

The installation of eligible technologies must be configured for load management as the primary use case. Eligible technologies are not required to be separately metered from other on-site loads such as non-EV charging loads or distributed generation.

In addition to the criteria defined for each technology segment, eligible technology must meet technical specifications and industry certifications. A complete list of technical specifications will be published on the Joint Utilities website and may be updated as new technologies are approved. Technology requirements for LMTIP will only cover specific requirements to meet the intent of the program and will be aligned across the

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Joint Utilities.<sup>16</sup> LMTIP projects will be subject to compliance with all applicable local, state, and federal requirements as well as utility specific connection standards. While Central Hudson may direct customers to review these other requirements, the LMTIP application process will defer compliance to the appropriate third parties.

In the event that a customer applies to the LMTIP to receive an incentive for a new technology, the Joint Utilities will make an eligibility determination at that time to promote a consistent approach across the State. Although the Joint Utilities intend that LMTIP funding be widely accessible, each utility reserves the right to establish eligibility standards and/or requirements for EV load management equipment to ensure compatibility with its system.

## 4. Customer Eligibility

The LMTIP eligibility criteria are designed to encourage broad adoption of load management technologies paired with an installation of EV charging infrastructure in a utility's service territory while also focusing on standardized, strategic technology types. The LMTIP is available to all commercial customers who meet all of the following criteria:

1. Are an electric customer of the Company taking service (or will take service upon project completion) on a commercial rate.
2. Are using the above service to power EV chargers.
3. Are implementing load management technologies as described in the implementation plan
4. Are concurrently applying to,<sup>17</sup> enrolled in, or have completed at least one of the following Company EV programs:
  - a. Make-Ready Program
  - b. Medium- and Heavy-Duty Pilot (MHD Pilot)
  - c. Demand Charge Rebate (DCR)
  - d. DCFC Per-Plug Incentive Program
  - e. Commercial Managed Charging Program (CMCP) (once available)
  - f. EV Phase-In Rate (once available)

The Company may periodically reevaluate and adjust the participant eligibility criteria based on program experience and participation levels.

<sup>16</sup> To the extent that the Joint Utilities is not aligned on Technology Requirements specific to LMTIP, the appropriate Utility will file a petition per the Order.

<sup>17</sup> In the case that an LMTIP applicant is applying to another EV program, and their application to the other program is rejected, cancelled, or withdrawn, their LMTIP application will also be cancelled (unless they still have a different EV program to maintain their eligibility)

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## 5. Incentive Levels

**Eligible Costs:** Eligible costs to be included in the Technology Cost include customer-side costs, as well as utility-side investments needed to support an EV customer’s load management. Eligible costs will be separated or shared with other make-ready incentive programs as described below. For example, eligible costs could include utility-owned equipment installed on the customer’s premises. The incentive will be based on the total cost of engineering, procurement, and construction of the technologies, or on subscription fees for load management software services.

**Incentive Tiers:** Individual project incentives will be up to 100% of the total LMTIP eligible project costs. For each technology segment, the incentive will be calculated by multiplying the Technology Cost by the applicable incentive tier. When a project has multiple technology segments included (ex: stand-alone energy storage and load management software) then the project incentive will be the sum of each technology segment’s costs multiplied by each segment’s incentive tier.<sup>18</sup> Individual technology segments will each have their own definition of the Technology Cost and their own method of determining incentive tiers. See Table 5 below for the Technology Cost methodology:

Table 5: Load Management Technology Cost Methodology

Technology Segment	Technology Cost Calculation
On-Site Energy Storage	Total invoiced cost of the energy storage system and installation. If the output (in kW) of the energy storage system is larger than the maximum output (in kW) of the EVSEs, then the total invoiced cost will be proportionally reduced based on the ratio of maximum output of the EVSEs to maximum energy storage system output.
Energy Storage Integrated EVSE	If inseparable from the EVSE unit costs, energy storage costs will be calculated from a proxy in \$ per kW for the value of the integrated energy storage, based on the maximum kW output of the energy storage equipment that can be used for EV charging. If separatable from the EVSE unit costs, energy storage costs will be follow the methodology of On-Site Energy Storage.
Load Management Software	Total contract cost of the software, for up to 5 years of a service contract.
Load Management Hardware	Total invoiced cost of the equipment and installation.

Within a technology segment, the applicable incentive tier will be determined by the project’s Disadvantaged Community (DAC) status and other project features in alignment with the MRP.<sup>19</sup> A project’s DAC eligibility

<sup>18</sup> For example, if a project has technology segments A and B, then the project incentive = [Technology Cost A] \* [Incentive Tier A] + [Technology Cost B] \* [Incentive Tier B]

<sup>19</sup> LMTIP projects associated with EV charging stations that did not participate in the MRP, including those that participated in a previous phase of the MRP, will be assessed against the MRP criteria (specifically the light-duty vehicle Make-Ready criteria) to determine eligibility for up-to 50, 90, or 100% incentives.

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will be determined by the DAC location requirements of the MRP, including applicable buffer radii and affordable housing status.<sup>20</sup> If a LMTIP project supports both Level 2 (L2) and DCFC plugs, then the DAC eligibility will follow the DCFC rules of the MRP. Table 6 below documents the current incentive levels. The Company reserves the right to adjust incentive levels as needed to encourage participation and to ensure the budget can be fairly spread across the service territory. The latest incentive tiers will be publicly posted on the Company’s program webpage for participants to reference as they prepare their applications.

**Table 6: LMTIP Incentive Tiers**

Technology Segment	Incentive Tier	Criteria
On-Site Energy Storage	Up-to 60%	Located within a DAC
	Up-to 50%	Located outside of a DAC
Energy Storage Integrated into EVSE	Up-to 60%	Located within a DAC
	Up-to 50%	Located outside of a DAC
Load Management Software	Up-to 100%	MRP Incentive Tier of 100%
	Up-to 90%	MRP Incentive Tier of 90% or MHD Pilot Participant located within a DAC
	Up-to 50%	MRP Incentive Tier of 50% or MHD Pilot Participant located outside of a DAC
Load Management Hardware	Up-to 100%	MRP Incentive Tier of 100%
	Up-to 90%	MRP Incentive Tier of 90% or MHD Pilot Participant located within a DAC
	Up-to 50%	MRP Incentive Tier of 50% or MHD Pilot Participant located outside of a DAC

When calculating the LMTIP incentive, the cost of any major equipment (e.g., switches, transformers, cabinets) that was already incentivized through the MRP and is removed to add load management equipment, will be subtracted from the total Technology Cost of the project. Participating in the LMTIP will not retroactively make a project eligible for additional Make-Ready funds, however previously funded sites that add new EVSE as part of the LMTIP may apply again for the MRP.

The LMTIP incentive can be stacked with other technology incentives funded by other sources. Participants are required to self-attest to total project costs and incentives from other sources in their Load Management Plan as part of their application. Customers participating in multiple funding programs for the same project must meet all requirements of other programs in addition to LMTIP requirements. Customers should note that equipment funded by the Company’s MRP is ineligible to receive additional funding from any other utility program such as the LMTIP. However, additional load management equipment or software for the

<sup>20</sup> See Definitions and Abbreviations section for DAC definition.

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same project that is not funded by the MRP is eligible for LMTIP funding (see section “Cost Sharing Between LMTIP and Make-Ready Program or MHD Pilot” below for additional details).

**Incentive Cap:** In addition to calculating incentives as described above, the Company will apply two additional caps that can limit a project’s incentives. First, if the total project incentive would exceed 20% of the Company’s LMTIP incentive budget, then the total project incentive will be capped to that value.<sup>21</sup> Additionally, the Company will ensure the project is not incentivized above 100% of participant’s costs by using two approaches:

- 1) For other incentives that have been determined, Participants will be required to self-report and attest to total project costs and incentives received from other sources. Any overlapping costs will be deducted from the LMTIP incentive.
  - For incentives that have not yet been determined, the Company will limit the incentive tier to an appropriate percentage such that the maximum potential amount of the undetermined incentive does not result in a combined incentive of over 100% of the cost of the technology.

The following example explains how this will be implemented. A participant has \$10,000 in Technology Costs, \$3,000 of which are already incentivized through other public or utility programs, leaving \$7,000 of net Technology Costs. The Company will apply the incentive tier, assumed in this example to be 90%, to the full \$10,000 Technology Costs, yielding a potential incentive of \$9,000. The Company will compare this \$9,000 result to the \$7,000 net Technology Costs and will use the lower of the two to determine the LMTIP incentive amount. Thus, the incentive would be \$7,000.

Alternatively, for additional incentives that do not have an attestable value, such as federal tax rebates, the incentive tier will be set up to prevent over-incentivizing a project. To this effect, the Company’s energy storage incentive tier is set at up-to 60% to account for the 30% investment tax credit.<sup>22</sup> The Company retains the ability to adjust the tax incentive cap based on the scope and availability of tax incentives.

**Cost Sharing Between LMTIP and MRP or MHD Pilot:** The Company expects that many participants will participate in LMTIP concurrently or after completing the MRP and/or Medium- and Heavy-Duty Pilot (MHD Pilot). When these situations exist, each piece of incentivized equipment will be attributed to either LMTIP or MRP. Contractors will be expected to allocate project expenses between EVMR and LMTIP, based on which costs are related to EV charging versus load management. For example, if a participant in both LMTIP and MRP is installing a battery, the cost of the battery (as a whole) can only be attributed to the LMTIP Program.<sup>23</sup> If the contractor cannot portion costs between the two programs, then costs such as labor, permitting, and design will be attributed to the Make-Ready Program. While LMTIP project costs cannot be counted as MRP project costs, they can be counted as project costs for non-utility incentive programs, such that the requirements in the Incentive Cap section are met. For instances where an MRP

<sup>21</sup> The individual project cap of 20% of the Company’s incentive budget is \$635,600.42

<sup>22</sup> IRS, Alternative Fuel Vehicle Refueling Property Credit, <https://www.irs.gov/credits-deductions/alternative-fuel-vehicle-refueling-property-credit>

<sup>23</sup> Equipment that can be simply portioned, i.e. lengths of conduit or wire can have their total cost split between LMTIP and MRP, however, no dollar can count towards both programs.

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project has been already completed prior to an LMTIP application, no equipment included in the MRP project costs is eligible for LMTIP incentives.

## 6. Customer Journey

Interested customers can submit applications through the online commercial EV portal on the Central Hudson website.<sup>24</sup> Central Hudson will utilize the same online application portal for LMTIP that it uses for the Make-Ready Program and the Medium- and Heavy-Duty Pilot. Applicants who are applying to both LMTIP and EVMR will submit a shared application to leverage common information<sup>25</sup> to streamline the application process. In addition to the documents required for EVMR, the Applicant will be required to submit their Load Management Plan and financial information about their proposed LMTIP project. If an Applicant is not concurrently applying to EVMR with LMTIP, then the Applicant may need to provide additional information such as one-line diagrams to prove the existence of EV Charging on site. Similar to the MRP, the Company deploys a cross-functional team to approve, waitlist, or deny applications based on eligibility criteria as well as cost, equipment requirements, and other details of the project.

### 6.1 Application Documentation

The following items are required to be eligible for LMTIP incentives:

- **Load Management Plan:** Participants are required to submit a Load Management Plan containing details about how the load management technology will operate. Details included in the Load Management Plan will contain:
  - Description of the load management technologies including how load will be managed.
  - Configuration of the load management technologies, EVSE, distribution grid connection, and connections to other onsite equipment. This can be a single-line diagram or similar.
  - Minimum and maximum power for any EVSEs and energy storage equipment.
  - Technical specifications for load management technologies. These manufacturer-produced documents must contain technical details of hardware and/or software with explicit details on the load management functions provided:
    - Hardware: Cut sheets and other documents that demonstrate conformance with all technical certifications and standards. If relevant, must include output of the charging equipment in kW or energy storage battery capacity in kWh.
    - Software: Cut sheets and other documents that demonstrate load management capabilities delivered by the service package, screenshots of dashboard if a load management platform.
  - Description of how the project intends to meet the data reporting requirements.
- **Customer-side project costs:** Copies of all estimated/final costs and billing associated with the project. These must be on official company letterhead and include site address and customer name. All submitted load management related costs must be separated from other project costs. If

<sup>24</sup> Customers and their installers can access the online application portal at: <https://ch-evmakeready.customerapplication.com/>

<sup>25</sup> Common information may include address, billing account, and contact information.



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applicant is applying for funding from additional sources, quote or invoice must clearly show the expected or awarded amount from these sources.

- **If a customer is installing hardware, but not applying for EVMR funds, then they may need to submit a site plan with the following details:** Aerial image of project site showing all relevant and incentivized work being performed. This may be combined with the site plan submitted for EVMR work. Site plan should include:
  - Equipment locations
  - Equipment kW per unit
  - Service panel location
  - Utility meter location
  - Utility transformer location
  - All incentivized construction, including conduit and conductor runs, pull boxes, etc.

## 6.2 Application Review

The Central Hudson LMTIP implementation team will review the project application, determine eligibility, and calculate an incentive based on work qualified under the LMTIP Program, directed by guidelines set by the Joint Utilities.

Projects are evaluated on a case-by-case basis to ensure electrical infrastructure will meet the project needs. If necessary, the Applicant is directed to submit a Work Request for utility-side upgrades. The Work Request process for EV LMTIP projects is the same as for non-EV projects. For Work Requests with CIAC payments that are participating in the LMTIP, the Applicant will pay the CIAC amount, submit documentation about the CIAC, and any CIAC will be included in the eligible costs calculation to determine the project incentive.

## 6.3 Incentive Determination and Payment

Upon approval of the project, Central Hudson will share with the customer an Incentive Disclosure form indicating the designated incentive amount and net of the CIAC (if applicable). If the project is receiving funding for both LMTIP and EVMR, the incentive awarded for both will be communicated on the same document. LMTIP awardees will be expected to complete a Customer Authorization and Optional Rebate Reassignment to be completed by the manager/owner of the property.

Once approved, the Participant can begin construction. If the Participant intends to make any significant changes to the site design or project scope after Central Hudson designates the incentive amount, the Participant must consult with Central Hudson prior to doing so. Central Hudson evaluates proposed changes for their impact on project eligibility, incentives and/or construction timeline.

Upon construction completion, the Participant submits completion documentation to Central Hudson via the Application Portal. When all documentation is received and verified, Central Hudson remits payment to the designated payee. If there is no field construction work necessary (for a software only Project), Central Hudson will request the completion documentation, so that payment can be processed once documentation is complete.

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## 6.4 Additional Process Steps

Depending on the scope of the LMTIP project, there may be additional process steps, which may require engaging with additional engineering and customer teams at Central Hudson. A common scope component that may trigger additional processes would be an energy storage system that has the capability to discharge back to the distribution grid. All applications for generator and energy storage interconnections to utility distribution facilities sized 5 MW and smaller follow the New York State Standardized Interconnection Requirements (NYSSIR). The steps, timelines, and costs associated within the application process are dictated within the NYSSIR and depend on the characteristics of the DER System including but not limited to AC nameplate rating, protective equipment, and the existing distribution circuitry at the point of interconnection.<sup>26</sup>

## 7. Other Requirements

**Participant Data Reporting Requirements:** Participants will be required to provide the data necessary for the program reporting on a monthly frequency to a Joint Utilities contracted third-party data aggregator. All participants will be required to provide EV charging session data<sup>27</sup> for each on site EVSE that is connected to or supported by the LMTIP. All participants who receive incentives for energy storage equipment will additionally be required to provide the 15-minute (or quicker) interval data for the following power flows:

- Output of each on site EVSE that is connected to the energy storage equipment.
- Input to the energy storage equipment from the distribution grid.
- Output from the energy storage equipment to other non-EV charging equipment on site.
- Output from the energy storage equipment to the distribution grid (if applicable)
- Input to the energy storage equipment from any generation source other than via the distribution grid (if applicable)
- Input to the EVSEs and/or energy storage equipment of any Vehicle-to-Grid (V2G) activity (if applicable)

**Project Start Date Requirements:** Applications for load management software or hardware must be for new load management and must be approved prior to starting construction or contracting services. An exception will be made for customers who executed a contract for eligible load management software or hardware on or after August 19, 2024 (the effective date of the LMTIP Order), and before the LMTIP was open for enrollments; these customers may apply by December 31, 2024. Starting on January 1, 2025, new applications must be submitted and approved prior to starting construction or contracting services.

<sup>26</sup> DER Systems up to with an AC nameplate rating greater than 5 MW that do not qualify for the NYISO Interconnection Process will follow the processes and procedures in Section III. A. "Applications ≤ 5 MW" of Central Hudson's Interconnection Requirements, but may be subject to additional state and federal procedures. Timelines and costs may differ from those described in Section III. A. "Applications ≤ 5 MW." Refer to the Application Process for Energy Storage and Distributed Generation greater than 5 MW guide for more details regarding this process.

<sup>27</sup> Session Data includes the following for each charging session: start and stop date/times of the session, the duration of the session, and the kWh of the session.

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**Pre-existing EV Charging Installations:** Existing EV charging installations are eligible for LMTIP if they are installing new and incremental load management software services or additional load management hardware. Equipment that has already been incentivized through another incentive program, such as the MRP or MHD Pilot is not eligible for an LMTIP incentive. Participants of the MRP and MHD Pilot with in-progress projects (those that have been committed but not yet paid out) may modify their application to include LMTIP-eligible costs between August 19, 2024 – December 31, 2024.

## VI. Fleet Assessment Service

The fleet assessment service is a valuable offering for Central Hudson's customers that are considering electrifying their fleet of Light-duty, Medium-duty, or Heavy-duty vehicles. Participants can expect a customized, comprehensive report, one-on-one support, and help finding financial assistance to offset the cost of switching from internal combustion engine vehicles to electric vehicles. In addition, Central Hudson has specific solutions for school bus fleets and an Infrastructure Report that provides the customer with an estimate of how expensive their electrification project will cost.

**Eligibility:** Fleet operators in Central Hudson's service territory are eligible for a free fleet assessment for their light-, medium-, and heavy-duty fleet vehicles. A team of experts will determine if fleet electrification is right for each business based on existing fleet data provided by the participant.

**Application:** Fleet operators interested in applying for the Fleet Assessment may access the necessary material at the following website: [Fleet Assessment Services](#).

**Fleet Preparation:** The scoping call will provide the customer with a formal introduction to the program, review expectations, and discuss next steps. After the scoping call, the customer will be provided with an Excel template to collect necessary fleet data and schedule a data intake call to review initial data, clarify any questions, and discuss potential assumptions or proxy values for missing data fields. The baseline data collection template will prioritize data fields for customers to help emphasize fields that are most critical for the analysis. The intake meeting will cover qualitative fleet questions, missing data fields, and assumptions or proxy values.

**Fleet Electrification Analyses:** Once the assessor and fleet customer align on the baseline fleet and assumptions, the data are analyzed using a fleet electrification model. The model includes the most up-to-date and robust vehicle model and incentive data, as well as GHG and TCO calculations. The model is used to generate a fleet assessment report with an objective of informing fleet operators and driving action toward electrification. The analysis and report will include baseline fleet data (a summary of existing fleet vehicle types and fuel usage) and key assumptions (any notable assumptions used in the analysis).

**Fleet Support During Procurement:** The assessor will provide ongoing technical assistance to fleets engaged in the program. The Account Manager will field any technical questions from fleets, from kickoff through the fleet electrification analysis and fleet support phases of the program and route the questions to technical and fleet experts where appropriate.

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- Technical assistance may take the form of the following nonexclusive list:
  - An email response from an Account Manager with answers to specific questions and links to resources for additional information.
  - A conference call with technical experts, the fleet, and relevant stakeholders to address a more in-depth question.
  - Technical expert(s) meeting with the fleet organization's decision makers.
  - A referral to an industry stakeholder, trade ally, or peer fleet that can assist the customer.

**Fleet Assessment Report:** The outcome of the fleet assessment is the delivery of a detailed report that recommends EV replacements for anything that has a lower total cost of ownership than internal combustion vehicles. The final report provides a holistic set of analyses that a customer may use as a roadmap toward electrification.

## VIII. Site Assessment Service

The EV Charging Site Assessment Service (EV SAS) Program by Central Hudson helps property owners and managers install EV charging stations. It offers a free site assessment, providing a customized report that evaluates site suitability, utility upgrade needs, project costs, utility bill impacts, charger management options, and incentive opportunities. Tenants benefit from convenient charging, while owners and managers can enhance property value and support clean energy. Multi-Unit Dwelling and Curbside Public charging sites meeting the Make-Ready Programs 100% eligibility level are eligible for this complimentary service.

## IX. Program Support

For questions about the eligibility/application process, or the ongoing requirements for Program participation, please submit inquiries to the following email address: [EVMakeready@cenhud.com](mailto:EVMakeready@cenhud.com) or [EVMakeReadyCH@ICF.com](mailto:EVMakeReadyCH@ICF.com).