

PUBLIC UTILITIES COMMISSION  
505 Van Ness Avenue  
San Francisco CA 94102-3298



**Pacific Gas & Electric Company**  
**ELC (Corp ID 39)**  
**Status of Advice Letter 6883E**  
**As of May 20, 2024**

Subject: Transportation Electrification Advisory Services PG&E's Near-Term Priority Proposal,  
Pursuant to D. 21-07-028

Division Assigned: Energy

Date Filed: 03-16-2023

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**Disposition:**

**Signed**

**Effective Date:**

**04-18-2024**

Resolution Required: Yes

**Resolution Number: E-5314**

Commission Meeting Date: 04-18-2024

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**PUBLIC UTILITIES COMMISSION**  
505 Van Ness Avenue  
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To: Energy Company Filing Advice Letter

From: Energy Division PAL Coordinator

Subject: Your Advice Letter Filing

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The AL status certificate indicates:

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- Name of Filer
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May 31, 2023

**Advice 6883-E-A**

(Pacific Gas and Electric Company ID U 39 E)

Public Utilities Commission of the State of California

**Subject: Pacific Gas and Electric Company's Supplemental Advice Letter to AL-6883-E, PG&E's Near-Term Priority Proposal, Pursuant to D. 21-07-028**

**Purpose**

Pacific Gas and Electric (PG&E) hereby submits this supplemental Advice Letter to provide additional information and detail to Advice Letter 6883-E, which was submitted pursuant to Ordering Paragraphs ("OP") 1, 2, and 4 of California Public Utilities Commission ("Commission" or "CPUC") Decision ("D.") 21-07-028, Decision Setting Near-Term Priorities for Transportation Electrification Investments by the Electrical Corporations, issued July 21, 2021. The Advice Letter requests approval of PG&E's proposed Transportation Electrification Advisory Services (TEAS) program, which addresses the near-term priority area of medium- and heavy-duty vehicles.

**Background**

On March 16, 2023, PG&E submitted Advice Letter 6883-E for the Transportation Electrification Advisory Services (TEAS) Program, PG&E's Near-Term Priority (NTP) proposal, pursuant to D. 21-07-028, addressing the NTP area of medium and heavy-duty (MHD) vehicles. On April 14, 2023, CPUC provided feedback on the advice letter during a call and followed up with an email summarizing the feedback. PG&E is submitting this supplemental advice letter to provide additional information to detail the breadth of research, benchmarking, and analysis that led PG&E to propose this NTP, expand the target number of customers to consider a range of customers who may choose to take advantage of some or all of the proposed TEAS offerings, provide further detail on financial assumptions behind the budget forecast, and detail how PG&E plans to ensure TEAS is aligned with the forthcoming Transportation Electrification Framework (TEF) Technical Assistance program.

## 1) Additional Information on the Needs of Customers Within and Outside of EV Fleet

PG&E spent more than 12 months deep diving into MHD customer barriers to Electric Vehicle (EV) adoption, in addition to deep analysis of barriers customers were facing in its EV Fleet program, to determine the most impactful approach to accelerating EV adoption for commercial customers via the NTP pathway.

PG&E identified key barriers to MHD EV adoption via extensive strategy work in 2021 and 2022. These barriers include high upfront capital costs, education and support needed in short and long-term electrification planning with fleet vehicle turnover, difficulty in developing a business case for electrification, education and support needed in understanding available incentives and utility interconnection and distribution planning processes, concerns about reliability and resiliency of electrified fleets, and vehicle technology availability. PG&E also performed a deep dive into small business delivery fleet EV barriers, partnering with University of California at San Diego. The study was based on the survey of 91 fleet managers and 18 in-depth interviews, which identified multiple barriers: improvement in EV literacy, organizational culture change, obtaining and operationalizing charging infrastructure. These in depth studies and discussions with customers led PG&E to determine that a TEAS program would help reduce numerous customer barriers to electrification.

PG&E also spoke with multiple Community-Based Organizations (CBOs) and local, regional and tribal governments, and received favourable feedback about its TEAS program. These local agencies are more connected with the customers in their geographic regions and would be willing to partner with PG&E during the implementation of the TEAS program to help PG&E connect with local customers. The Community Housing Opportunities Corporation (CHOC) in Vacaville and Valley Clean Air Network (Valley CAN) have provided letters of support for PG&E's TEAS program.<sup>1</sup> These letters are indicative that a wide range of customers looking to electrify their Fleets are in need of TE advisory services to help them accelerate their fleet electrification.

PG&E also evaluated the successes and challenges faced by customers in PG&E's EV Fleet program to develop the TEAS proposal. PG&E spent significant time delving into the experience of EV Fleet customers for two reasons:

- 1) EV Fleet is a significantly representative sample of customers, given that the program serves the majority of MHD customers that are electrifying near-term in PG&E's service territory. As of year-end 2022, the EV Fleet Program had customer commitments to put more than 3,000 MHD EVs into service through 2026, and this number continues to increase as more contracts are signed. PG&E expects to meet the EV Fleet vehicle goal of 6,500 committed MHD EVs. PG&E's EV adoption forecast estimates that that ~6,400 MHD EVs will be in operation by this time, demonstrating that EV Fleet participants represent the majority of fleets that are currently considering electrification.

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<sup>1</sup> Support letters are attached to the supplemental AL.

- 2) The TEF NTP guidance requires that “...any Electrical Corporation proposal for investments to support the electrification of the MD/HD sector submitted as a Tier 3 advice letter...should describe how its proposed program addresses any barriers that have arisen within CPUC-approved programs”<sup>2</sup>. To meet this compliance requirement, PG&E evaluated EV Fleet, the most relevant program to the TEAS program.

Through these various means of analysis and gathering feedback, PG&E surveyed the needs of a substantial amount of MHD EV Fleet and non-EV-Fleet customers and received similar feedback from both about the barriers to electrification. PG&E’s advice letter mentions the types of barriers to EV adoption expressed by these customers (difficulty in executing their projects, lacking resources to write grants, lacking education regarding steps involved in TE<sup>3</sup>). Based on extensive research, PG&E believes that these concerns are representative of all customers who plan on electrifying their fleets. Most MHD customers located in underserved communities have similar challenges and are exasperated by the inability to fund third parties to aid in electrifying. That is the reason TEAS is uniquely designed to provide consultatory services that can support any school, transit agency, or small business in an AB841 Priority Community that is interested in electrification, whether they participate in PG&E TE programs or electrify via PG&E’s Rule 15/16 or Rule 29.

While PG&E leveraged the EV Fleet program, in addition to a substantial amount of other resources, to investigate ways to better serve customers to cost-efficiently accelerate MHD EV adoption, the TEAS program is distinctly different and provides a suite of services for its target audience that helps to bridge clear gaps to EV adoption, as indicated by all MHD customers. Table 1, below, shows the comparison between the two programs.

Table 1. Comparison between PG&E’s EV Fleet program and TEAS program

Service	Offering	PG&E TEAS Program	PG&E EV Fleet program	Notes
Web Services	Hands on assistance with Fleet Calculator	Yes	No	EV Fleet applicants may get an overview of the calculator, from OBSs., but not an in-depth working session
	Non-Program Specific TE Guidebook	Yes	No	EV Fleet provides a program specific guidebook. A more general guidebook is important as it can reach a larger population and remain relevant even after PG&E winds down the EV Fleet program, as more and more customers electrify using Rule 29.
PG&E’s Fleet Electrification Plan with custom report	Fuel cost comparison	Yes	See notes	EV Fleet applicants can self-serve information through the Fleet Calculator
	Total cost of ownership	Yes	See notes	EV Fleet applicants can self-serve information through the Fleet Calculator
	Avoided GHG emissions	Yes	See notes	EV Fleet applicants can self-serve information through the Fleet Calculator
	Avoided air emissions	Yes	No	

<sup>2</sup> Pages 56-57 of Decision 21-07-028.

<sup>3</sup> Pages 4-5, attachment of PG&E’s AL 6883-E.

	Vehicle availability	Yes	No	
	EVSE Recommendations	Yes	No	
Grant writing	Grant writing assistance	Yes	No	
	Funding availability guidance	Yes	No	
Implementation coordination	Behind-the-meter (BTM) contractor list	Yes	No	
	Capacity pre-assessment	Yes	See notes	EV Fleet applicants have a capacity check, but they do not get the paid capacity pre-assessment that TEAS would provide.
	ALM guidance	Yes	Yes	
	Bidirectional charger guidance	Yes	No	
Post-Energization Support	Load management guidance	Yes	No	
	Guidance on rates	Yes	Yes	
	Vehicle-to-Anything (V2X) guidance	Yes	No	
	LCFS credits guidance	Yes	See notes	EV Fleet applicants can self-serve information through the Fleet Calculator
	EVSE Operations and Maintenance guidance	Yes	No	

As seen in Table 1, the TEAS program is wholly complimentary and independent of the EV Fleet, which does not have an allocated budget to offer these services. Some of these offerings are available to customers at a very basic, self-service level in the Fleet Calculator or briefly broached in the intro call with customers. EV Fleet On-Boarding Specialists (OBSs) have to allocate the majority of their time towards engaging with customers that are application-ready for the program, and they generally cannot dedicate time towards supporting customers with detailed and earlier stage electrification planning questions. They also cannot dedicate time or budget to support customers who are not eligible for EV Fleet. Per PG&E's SB350 report, through 2022 the Fleet program has received 349 applications. Of these applications, 25 have been rejected or disqualified by PG&E and 54 have been withdrawn by the customer. TEAS would enable PG&E to support any school, transit agency, or small business who is ready to make the switch to electric vehicles.

## **2) Lessons Learned from extensive research and benchmarking, including from SCE's Transportation Electrification Advisory Services (TEAS) Program that are applicable to PG&E's TEAS Program.**

Throughout development of the TEAS program, PG&E gathered lessons learned and market research from a variety of sources to inform this proposal, including by benchmarking with Southern California Edison (SCE), San Diego Gas and Electric (SDG&E), Georgia Power, DTE Energy, and National Grid and reaching out to other stakeholders, consultants and market participants. As outlined in PG&E's AL 6883-E, the key lessons learned were incorporated into the program design. Through the feedback from these stakeholders, as well as the Community-Based Organizations, local, regional

and tribal governments, and customers that PG&E engaged with, PG&E understood the following<sup>4</sup>:

- Customers would benefit from end-to-end assistance through their entire fleet electrification journey.
- Customers, especially customers in underserved communities, need support getting and stacking incentives and grants to lower electrification costs.
- Customers, especially schools, would benefit from guidance on how to best manage their charging to minimize their fuel costs.
- Customers need assistance with their long-term Transportation Electrification (TE) planning.

Findings and lessons from SCE and incorporating those into TEAS:

Below are the learnings from SCE's TEAS program and how PG&E incorporated these in the TEAS program design.

- Different customers are at different phases in their TE journey. In SCE's TEAS program, they assist customers with TE planning and grant assistance to secure funding. These are two important pieces of the customer journey to electrify. However, feedback from SCE, as well as various different customers and key stakeholders, suggested that there are other phases of the journey where customers would benefit from technical assistance, including project implementation and post-energization support.
  - PG&E took this lesson learned into consideration and designed the TEAS program as an end-to end TE service that would provide services to the customers from their initial interest in TE all the way through and beyond electrification. The intention is to provide all the available TE tools and guidance to customers under one single program at the same time so that they are not left to search for resources for their TE needs under different programs that may have different timelines and eligibility criteria.
  - Post-energization support is particularly essential, as it has dual value streams. First, it helps the customer navigate the novel and sometimes confusing world of EV rates, automated load management, managed charging, etc. The menu of offerings will only continue to grow in complexity for non-residential customers, as PG&E launches its Day-Ahead Hourly Real Time Price (DAHRTP) and DAHRTP-Export rates and its proposed VGI Dynamic Rate in 2024. While sophisticated fleet customers may understand how to manage their vehicles to take advantage of these rates, customers who already have limited resources to plan and install EV chargers will find it hard to navigate this new approach to fuel pricing. Additionally, by working with large load customers who have demand flexibility (e.g., schools), PG&E can advise the customer on ways to lower their operational costs while integrating their vehicles into the grid at the lowest cost to PG&E customers. This

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<sup>4</sup> Pages 29-31 of PG&E's AL 6883-E.

- allows PG&E to add more electric vehicle load to the distribution grid at a lower overall cost.
- Due to budgetary constraints, SCE leverages existing educational materials from their various programs.
    - PG&E budgeted for an EV Guidebook that could be leveraged by customers who are not eligible for or not participating in any PG&E TE programs.
  - SCE's TEAS program does not include any bidirectional charger guidance.
    - PG&E believes that it is important to educate customers about charger technologies of the future, as well as on any V2G programs available. Hence PG&E's TEAS would provide bidirectional charger technology and V2G program guidance.
  - SCE's grant writing program has eligibility criteria that customers must plan to purchase at least 2 MHDs as part of executing a contract with a grant agency.
    - PG&E's EV Fleet program also has a similar eligibility requirement for participation, that a customer must acquire and deploy a minimum of two medium- or heavy-duty electric fleet vehicles by 2024. The TEAS program would like to provide services to customers not eligible to participate in EV Fleet program because of this requirement. Hence, it is not planned to include this requirement in TEAS program<sup>5</sup>.
  - Grant writing service is offered to customers because many customers have not written grant applications before and are intimidated by the requirements.
    - PG&E agrees that customers would benefit greatly from a grant writing assistance as they themselves do not have resources and expertise for it. PG&E's TEAS program will provide grant writing assistance to customers who need it.
    - For grant writing, PG&E may contract with a third-party to provide this service. Based on recommendations from SCE, given the resource intensity required to develop grants, PG&E may consider limiting the number of participants who use this service, providing this offering to customers who are highly motivated to electrifying their fleets. This would enable PG&E to keep costs per customer low and ensure more total customer can participate and receive various services within the overall program budget.
  - SCE's TEAS program provides webinars to cover various TE topics.
    - There is a strong desire from customers to have personalized TE education. PG&E's research showed that customers need one-one-one guidance since each customer is different and their TE needs are different. Hence, similar to SCE's program, PG&E's TEAS program would include TE advisors. However, each

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<sup>5</sup> As TEAS would proceed to implementation phase, PG&E may reconsider this.

- customer would be assigned a TE advisor who would guide the customer throughout their TE journey, including walking customers through the customizable fleet calculator, as well as providing one-to-one guidance, supporting all of the offerings included in Implementation coordination and post-energization services.
- Customers would like the fleet electrification planning studies to be project-specific and customized to their needs.
    - SCE's EV Readiness Studies offer information customized to each site. PG&E's fleet electrification plans would also offer customized reports in the Fleet Electrification plan. Customers also would like information to complement what they receive from the third parties indicating that there is clear benefit to the relationship with the utility. A TEAS advisor coordinating between the customers and third-parties would be able to meet this need.
  - SCE's TEAS program is offered to small and mid-size commercial customers who do not have dedicated fleet resources to support electrification. It is not offered to large businesses who have resources to perform the TE work.
    - While fleet electrification is new and novel to just about every customer, PG&E agrees that it worthwhile to direct more support to small businesses or entities like schools or transit agencies who may not have the resources to explore electrification . Hence PG&E's TEAS would be offered to small businesses, not to Fortune 1000 companies.
  - SCE's TEAS program offers EV readiness studies to customers who are early in their journey, are interested in TE, but are unsure of how to begin.
    - To assist customers who are unsure of how to begin TE for their fleets, PG&E's TEAS would offer fleet electrification plans, as well as one-on-one guidance on how to use the fleet savings calculator.
  - Customers would benefit from multilingual customer advisors.
    - Qualified multilingual candidates could be given preference while hiring for TEAS advisors.
  - SCE provides a simple "interest form" on their online fleet calculator tool.
    - PG&E finds this to be a simple and desirable way to let customers indicate their interest in the program. TEAS is designed to minimize barriers for customers. To engage in the program, interested customers only need to complete a similar "interest form" on the PG&E website. The interest form would collect basic information such as a customer's contact information, their PG&E account number, address, type of customer segment or industry. The interest from will be simple and user-friendly. No specialized knowledge will be required to submit an "interest form."

The following steps outline the basic proposed customer journey for the TEAS program. These steps will evolve as the TEAS program moves to the implementation phase.<sup>6</sup>

- PG&E's Marketing, Education & Outreach (ME&O) efforts will lead Customers interested in electrifying to the TEAS webpage.
- Interested Customer will fill out the "interest form" on the TEAS webpage.
- TEAS advisor/Program Manager (PM) will confirm that the customer is eligible for the program based on the interest form information (equity-qualified under AB-841).
- Eligible customers will be contacted to schedule a consulting call.
- During the call, PG&E will communicate the time commitment and data needed from the customer, confirm interest and feasibility, and ask them what TEAS services will assist them in move forward with electrifying.
- PG&E will communicate timing and commitment expectations.
- TEAS program begins, with the customer maintaining the same PG&E point of contact through the whole electrification process.

PG&E is fortunate to have had the opportunity to learn from the great strides SCE has made in providing TEAS, and as such, incorporated many of the learnings from SCE's TEAS program into PG&E's TEAS proposal. Many of the features that worked well for SCE and that would benefit customers were adopted into TEAS. PG&E also differentiated its proposal, based on identified challenges and changing market conditions.

However, it is also important to note that SCE's TEAS program was established in 2019. Since then, customer needs have evolved. As evident from PG&E's lessons learned from various entities, customers would greatly benefit from having an end-to-end TE assistance with a dedicated guidance from their utility partners. This is why PG&E decided to include additional service offerings such as web services, implementation coordination and post energization guidance in addition to fleet electrification planning and grant writing, to provide the seamless end-to-end customer experience as one product. Further, as SCE's TEAS program was proposed along with their ChargeReady program, the TEAS program leaned very heavily on their ChargeReady program both for budget and staff resources. This was possible because the market was nascent but is not sustainable long-term with the rapidly growing interest in TE. Further, PG&E is not able to use EV Fleet resources in the same way because the program has already been in operation for four years and the budget has been fully allocated to meeting EV Fleet program goals. To ensure cost-efficiency, PG&E's EV Fleet programmatic resources are sized to solely fit the EV Fleet program. For example, PG&E has three onboarding specialists supporting customers who are interested in joining the EV Fleet program. SCE has, at any time, five to six advisors supporting across their TEAS program and ChargeReady program. Overall, PG&E's TEAS program is larger in scope and has the above-mentioned key differences of offering additional services of post-energization, implementation coordination and web services including the TE guidebook and hands-on help with EV savings calculator.

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<sup>6</sup> These steps are tentative and may change as TEAS moves to implementation stage.

### **3) Additional justification for TEAS program budget and expansion of proposal to a range of total customers who may benefit from TEAS**

The TEAS Program budget is based on the assumptions that there would be 250 customers in the program and that all 250 customers would be utilizing all the services offered. However, as PG&E stated in the advice letter, this is only an approximate number and may vary based on customer interest, gained efficiencies, and resource availability<sup>7</sup>. Based on the lessons learned from other programs and from the general positive feedback from the CBOs and governments, it is possible that many more customers would be interested in receiving these services than the program could serve, and these customers may not require the full end-to-end support, rather, may benefit from selected services offered via TEAS.

The services offered via TEAS will be offered as a “select as you want” portfolio to customers, which means it is not mandatory for customers to opt for the all the services. They can select any service offerings, based on their TE needs and where they are in their TE journey. Some offerings such as the “Web Services” bucket which includes the Fleet Savings Calculator and TE Guidebook are scalable, as compared to other offerings, and will be used by many customers. Offerings such as Fleet Electrification Planning and Grant Writing are more customer-specific. Also, the offerings of Implementation Coordination and Post-energization Services may only be needed by fleets that are in the later stages of their TE journey. Hence, it would be reasonable to assume that the actual number of customers utilizing some TEAS services would be higher than the conservative assumption of 250 customers – which assumes all customers utilize all the services. If PG&E assumes customers will opt for all services, the per customer cost is approximately \$77,000. However, if customers choose to participate in fewer services, the cost to serve decreases and the total number of customers served through the program increases.

To explore this possibility further, several scenarios with different assumptions of the number of customers and the percentages of those customers opting for different services were tested. For each scenario, the maximum number of customers TEAS would be able to serve for the same budget, were estimated. Below are the scenario descriptions and the related per customer costs.

Scenario 1: This scenario assumes the program would serve more customers who are in the initial stages of their TE journey. These customers would mainly apply for fleet electrification planning and grant writing services. Scenario 1 assumes that these two services would be provided to larger number of customers.

Scenario 2: This scenario assumes the program would serve more customers who are in the later stages of their TE journey and need support with implementation coordination and post-energization services.<sup>8</sup>

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<sup>7</sup> PP 6 of PG&E’s AL 6883-E.

<sup>8</sup> Assuming 250 customers and all customers using all services, per customer costs: FE plan = \$19,414, Grant writing = \$12,424, Implementation coordination = \$7,288, post-energization = \$2,681.

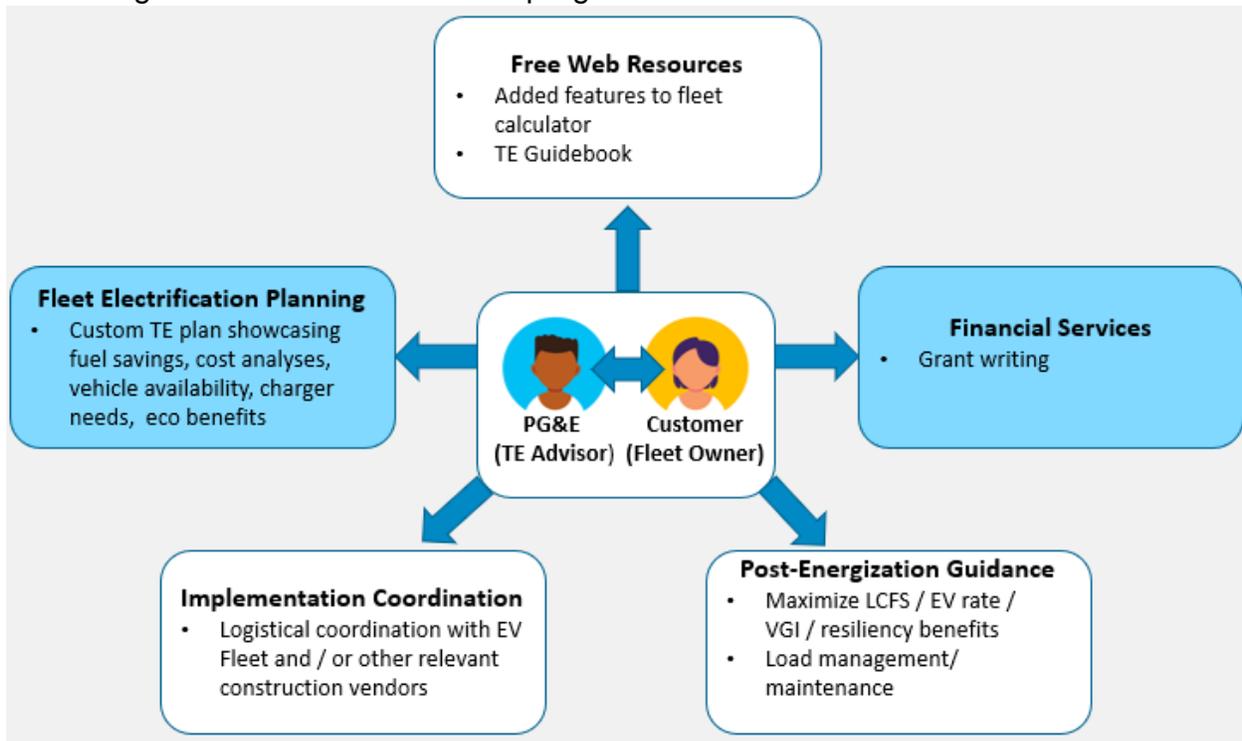
Scenario 3: Based on budget needs for foundational work, such as , administration, Information Technology (IT), and ME&O, scenario 3 offers an expected case for the maximum number of customers. Scenario two would likely strain these foundational resources, leading to a subpar customer experience.

Scenarios	Total customers	Percentage of customers using each service				Per customer cost (\$)
		Fleet electrification planning	Grant writing	Implementation coordination	Post-energization services	
Initial assumption	~250	100%	100%	100%	100%	77,000
Scenario 1	~500	60%	50%	25%	20%	38,000
Scenario 2	~900	20%	20%	60%	60%	21,000
Scenario 3	~700	30%	30%	60%	60%	27,000

As this analysis shows, the total number of customers this program could serve very much depends on which offerings the customers may select.

**Additional Information the Program Structure: Easy access to services, without requiring a detailed application.**

The figure below shows tentative program structure for TEAS:



### 3) Additional Cost Details.

As requested by the Commission, PG&E is providing detailed workpapers for each category included in Attachment A of PG&E's AL 6883-E. These workpapers are provided in the form of a MS-Excel spreadsheet "TEAS\_budget\_workpapers.xls" attached with this letter. During the final review, a formula error was found and corrected in these workpapers. The error resulted in the total TEAS budget going from \$19.6M to \$19.2M and was driven by "Post-Energization Support" going from \$1.06M to \$0.67M and "Contingency" going from \$0.57M to \$0.56M.

The attached worksheet explains the TEAS budget in detail. Each tab in the worksheet refers to each table in Attachment A of the advice letter AL 6883-E. The budget worksheet includes an individual tab for each service offering: web services, fleet electrification plan, grant writing service, implementation coordination and post-energization services. Additionally, the budgets for the functions that would support these service offerings, are represented on the tabs of administration, IT, Customer Acquisition & Engagement (CA&E), ME&O, community outreach and Business Energy Solutions (BES). As applicable, the tabs include assumptions related to Full Time Employee (FTE) hours, annual salaries per FTEs, yearly spread, third-party costs, TEAS internal advisor labour hours per customer, costs for developing materials and more assumptions as applicable.

#### **Distinctions between the EV Fleet ME&O budget and TEAS education Budget**

In Decision 18-05-040, PG&E was authorized to spend \$5.94M on ME&O for the EV Fleet Program. This budget was intended to promote awareness of the program's benefits and to support the acquisition of eligible sites, not to educate customers about how to execute a fleet electrification project. This ME&O budget has already been fully allocated by the program for activities such as:

- Customer outreach and acquisition efforts, which were severely hampered in 2020 through early 2022 as the result of the nascent state of the MHD EV market and the COVID-19 pandemic.
- The creation of marketing resources such as the program website, sector-specific factsheets, the EV Guidebook (which is program specific to EV Fleet), and regularly occurring educational webinars, and
- The development and deployment of the EV Fleet Savings Calculator, which enables customers to self-serve and calculate their total cost of ownership, research available vehicles, calculate LCFS credits, determine the best rates, and see a list of available grants based on location.

EV Fleet Program staff must focus their time and resources on engaging with customers that are imminently planning to execute their fleet electrification project, especially as the program can only currently obtain commitments through the end of 2024. In order to engage with EV Fleet program, customers must already know their vehicle acquisition and charging plans. Many of the TEAS offerings would provide support to customers who are at a much earlier stage in their electrification journey or are unsure of where to start. Additionally, as an infrastructure program, the role of EV Fleet ends at energization, leaving customers to navigate how to leverage grid integration programs to minimize their charging costs on their own.

#### **4) The TEAS program is aligned with the Technical Assistance (TA) in the Funding Cycle 1 (FC1) of the Transportation Electrification Framework (TEF).**

In designing the TEAS program, PG&E considered the alignment with the forthcoming Technical Assistance (TA) in the TEF decision (D.22-11-040)<sup>9</sup>.

PG&E designed TEAS to provide higher touch, end-to-end support for customer segments in underserved communities that need it the most. Based on PG&E's research, schools, transit agencies, and small businesses need the most comprehensive TE planning and implementation support. The goal is to help accelerate adoption for these specific customer segments, in a way that is most meaningful to mitigating their challenges. While the TEF execution is still in its infancy and there is much yet to determine about program structure and TA approach, at this point in time, to compliment the more intensive support from TEAS, PG&E tentatively plans to leverage the TEF TA to provide lighter touch, broader support to other MHD segments, like delivery fleets, shuttle buses, box trucks, long haul, construction, etc., and light duty segments, like multifamily housing. PG&E looks forward to working with the CPUC and other utilities to develop the TA program and the opportunity to provide support to a broad set of customer segments.

PG&E has developed this approach based on analysis of the TA budget, which leads PG&E to conclude that, with a larger total addressable market of potential customers to support, the TA budget will likely support a lighter touch approach to customer assistance.

The quantitative analysis below is for illustrative purposes only and may change as TA in TEF gets formalized in the coming years.

The TEF budget is \$1B for five years, and 60% of the budget, \$600M, is specifically authorized for the first three years.<sup>10</sup> Assuming that 25% of this budget<sup>11</sup> would be utilized for program set-up and administration, the remaining 75%, approximately \$452M, would be allocated for providing incentives to various customers under TEF.<sup>12</sup> This budget would be distributed among IOUs based on electricity sales in 2024.<sup>13</sup> Assuming that PG&E would be allocated ~42% of the budget<sup>14</sup>, PG&E would have approximately \$191M available to provide incentives to customers. Assuming that 70% of this is allocated to MHDs and 30% is allocated to multi-family housing (MFH)<sup>15</sup>, the incentives to MHDs and MFHs would be approximately \$134M and \$57M respectively.

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<sup>9</sup> Page 19 of attachment in PG&E AL 6883-E.

<sup>10</sup> PP 88-89 of TEF decision 22-11-040.

<sup>11</sup> \$148M program admin costs which include \$48M admin expenses for first 3 years, \$36M TA program cost, \$36M of ME&O cost, \$3M for IOU-managed program evaluation, \$25M for pilot program.

<sup>12</sup> Internal assumption for illustrative purposes.

<sup>13</sup> PP 91 of TEF decision 22-11-040.

<sup>14</sup> PP 2 of PG&E AL 6797-E.

<sup>15</sup> PP 152 of TEF decision 22-11-040.

In the EV Fleet program, the average BTM incentive for all sites with signed contracts is \$64,500. TEF decision<sup>16</sup> requires the per port incentive for L2 chargers to not exceed, on average, \$15,000. Assuming the TEF light-duty MFH incentive would be no higher than \$15,000, and that there would be, on average, 20 ports per customer for MFHs, the per customer per site incentive for 20 ports would be approximately \$300,000. Using these assumptions, the approximate number of MHD customers the TEF would serve in PG&E's territory would be \$134M/\$64,500, which is up to 2080. Similarly, the approximate number of MFH customers the TEF would serve in PG&E's territory would be \$57M/\$300,000, which is up to ~190. Since TEF TA would be a distinct program targeting non-TEAS customers, it would serve up to 1180 – 1830 customers<sup>17</sup>. Hence, the total number of customers, MHDs and MFHs, that the TEF would serve would be up to ~1370 - 2020<sup>18</sup>, which can be considered equivalent to the total addressable market of the TEF TA program.

Given the TEF TA cap of 6% of the total budget, \$36M will be available for TA for all IOUs. Assuming PG&E would receive ~42% of it, PG&E's share for TA programs would be approximately \$15M. If this budget was leveraged to support all MHF and MHD customers, the per customer budget would be approximately ~\$7500 – \$11,000, which would only support minimal educational services. The per customer budget could increase drastically if PG&E opted to serve less customers – for example, if PG&E opted to focus the TEF TA effort on the ~190 MFH customers, it could provide an equivalent level of support as the TEAS program for MFH customers, at approximately ~\$75,000 per customer. While the final structure and scope of TA is uncertain at this point in time, PG&E anticipates it will leverage TA to provide a broader set of support services to a bigger population of fleets. The schematic below depicts how PG&E conceptually plans to leverage a TEAS and TA program that would be able to accelerate EV adoption for different sets of customers with potentially different needs. TEAS and TA would serve entirely different customer segments. There would be no overlap between the customers of the two programs.<sup>19</sup>

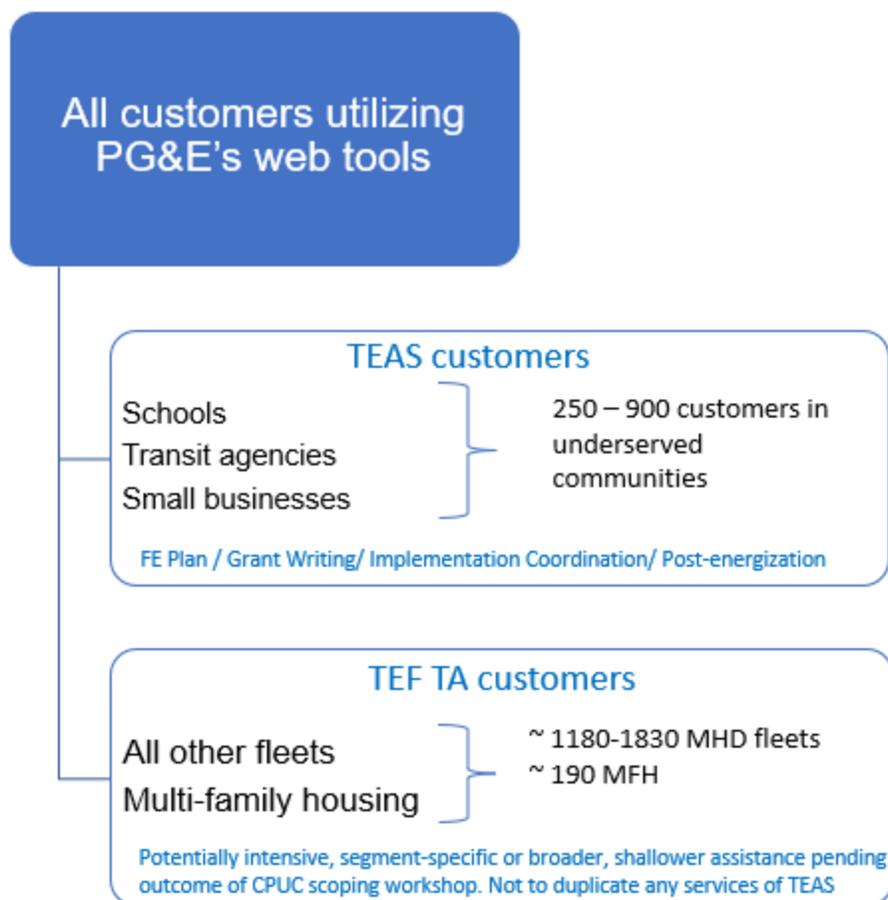
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<sup>16</sup> TEF decision 22-11-040.

<sup>17</sup> Subtracting the approximately 250 – 900 customers TEAS would serve, from the 2080 that TEF TA can serve, to avoid overlap between TEF TA and TEAS customers.

<sup>18</sup> Adding 190 MFH customers to the 1180 – 1830 MHD customers.

<sup>19</sup> The tools and resources, such as education materials developed under TEAS, could be leveraged for both the TEAS and TA programs.



## Protests

Anyone wishing to protest this submittal may do so by letter sent electronically via E-mail, no later than June 20, 2023, which is 20 days after the date of this submittal. Protests must be submitted to:

CPUC Energy Division  
ED Tariff Unit  
E-mail: EDTariffUnit@cpuc.ca.gov

The protest shall also be electronically sent to PG&E via E-mail at the address shown below on the same date it is electronically delivered to the Commission:

Sidney Bob Dietz II  
Director, Regulatory Relations  
c/o Megan Lawson  
E-mail: PGETariffs@pge.com

Any person (including individuals, groups, or organizations) may protest or respond to an advice letter (General Order 96-B, Section 7.4). The protest shall contain the following information: specification of the advice letter protested; grounds for the protest; supporting

factual information or legal argument; name and e-mail address of the protestant; and statement that the protest was sent to the utility no later than the day on which the protest was submitted to the reviewing Industry Division (General Order 96-B, Section 3.11).

### **Effective Date**

Pursuant to General Order (GO) 96-B, Rule 5.3, this advice letter is submitted with a Tier 3 designation. PG&E requests that this Tier 3 advice submittal become effective upon Commission approval.

### **Notice**

In accordance with General Order 96-B, Section IV, a copy of this advice letter is being sent electronically to parties shown on the attached list and the parties on the service list for R.18-12-006. Address changes to the General Order 96-B service list should be directed to PG&E at email address PGETariffs@pge.com. For changes to any other service list, please contact the Commission's Process Office at (415) 703-2021 or at Process\_Office@cpuc.ca.gov. Send all electronic approvals to PGETariffs@pge.com. Advice letter submittals can also be accessed electronically at: <http://www.pge.com/tariffs/>.

\_\_\_\_\_  
/S/

Sidney Bob Dietz II  
Director, Regulatory Relations  
CPUC Communications

### Attachments

Attachment 1: PGE Supplemental AL 6883 workpapers  
Attachment 2: TEAS Support Letter CHOC  
Attachment 3: TEAS Support Letter Valley CAN



# ADVICE LETTER SUMMARY

## ENERGY UTILITY



MUST BE COMPLETED BY UTILITY (Attach additional pages as needed)

Company name/CPUC Utility No.: Pacific Gas and Electric Company (U 39 E)

Utility type:

- ELC       GAS       WATER  
 PLC       HEAT

Contact Person: Stuart Rubio

Phone #: 415-973-4587

E-mail: PGETariffs@pge.com

E-mail Disposition Notice to: stuart.rubio@pge.com

EXPLANATION OF UTILITY TYPE

ELC = Electric      GAS = Gas      WATER = Water  
 PLC = Pipeline      HEAT = Heat

(Date Submitted / Received Stamp by CPUC)

Advice Letter (AL) #: 6883-E-A

Tier Designation: 3

Subject of AL: Pacific Gas and Electric Company's Supplemental Advice Letter to AL- 6883-E, PG&E's Near-Term Priority Proposal, Pursuant to D. 21-07-028

Keywords (choose from CPUC listing): Compliance

AL Type:  Monthly  Quarterly  Annual  One-Time  Other:

If AL submitted in compliance with a Commission order, indicate relevant Decision/Resolution #: D.21-07-028

Does AL replace a withdrawn or rejected AL? If so, identify the prior AL: No

Summarize differences between the AL and the prior withdrawn or rejected AL: N/A

Confidential treatment requested?  Yes  No

If yes, specification of confidential information:

Confidential information will be made available to appropriate parties who execute a nondisclosure agreement. Name and contact information to request nondisclosure agreement/ access to confidential information:

Resolution required?  Yes  No

Requested effective date:

No. of tariff sheets: 0

Estimated system annual revenue effect (%): N/A

Estimated system average rate effect (%): N/A

When rates are affected by AL, include attachment in AL showing average rate effects on customer classes (residential, small commercial, large C/I, agricultural, lighting).

Tariff schedules affected: N/A

Service affected and changes proposed<sup>1</sup>: N/A

Pending advice letters that revise the same tariff sheets: N/A

<sup>1</sup>Discuss in AL if more space is needed.

**Protests and correspondence regarding this AL are to be sent via email and are due no later than 20 days after the date of this submittal, unless otherwise authorized by the Commission, and shall be sent to:**

California Public Utilities Commission  
Energy Division Tariff Unit Email:  
[EDTariffUnit@cpuc.ca.gov](mailto:EDTariffUnit@cpuc.ca.gov)

Contact Name: Sidnev Bob Dietz II. c/o Megan Lawson  
Title: Director, Regulatory Relations  
Utility/Entity Name: Pacific Gas and Electric Company  
  
Telephone (xxx) xxx-xxxx: (415)973-2093  
Facsimile (xxx) xxx-xxxx:  
Email: PGETariffs@pge.com

Contact Name:  
Title:  
Utility/Entity Name:  
  
Telephone (xxx) xxx-xxxx:  
Facsimile (xxx) xxx-xxxx:  
Email:

CPUC  
Energy Division Tariff Unit  
505 Van Ness Avenue  
San Francisco, CA 94102

Clear Form

# **Attachment 1**

PGE Supplemental AL 6883 workpapers

**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

<b>TEAS - BUDGET SUMMARY</b>						
<b>(\$M)</b>						
<b>Line No.</b>	<b>DESCRIPTION</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>Total</b>
1	Administration	\$0.54	\$0.54	\$0.54	\$0.18	\$1.79
2	IT	0.43	0.21	0.15	0.05	0.85
3	Customer Acquisition & Engagement	0.92	0.92	0.92	0.13	2.89
4	Marketing, Education, & Outreach	0.17	0.17	0.17	0.00	0.50
5	Community Outreach	0.40	0.40	0.40	0.00	1.20
6	Business Energy Solutions	0.05	0.05	0.05	0.00	0.15
7	Web Services	0.45	0.19	0.19	0.00	0.84
8	Fleet Electrification Planning	1.24	1.81	1.81	0.00	4.85
9	Grant Writing	0.79	1.16	1.16	0.00	3.11
10	Implementation Coordination	0.63	0.59	0.59	0.00	1.82
11	Post-energization Support <sup>1</sup>	0.22	0.22	0.22	0.00	0.67
12	Contingency (3%) <sup>1</sup>	0.18	0.19	0.19	0.01	0.56
13	<b>TOTAL<sup>1</sup></b>	<b>\$6.01</b>	<b>\$6.45</b>	<b>\$6.38</b>	<b>\$0.38</b>	<b>\$19.22</b>

**Note:**

<sup>1</sup> During the final review, a formula error was found and corrected in these workpapers. The error resulted in the total TEAS budget going from \$19.6M to \$19.2M and was driven by "Post-Energization Support" going from \$1.06M to \$0.67M and "Contingency" going from \$0.57M to \$0.56M.

**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

TEAS - ADMINISTRATION BUDGET (\$M)						
Line No.	DESCRIPTION	2024	2025	2026	2027	Total
1	Customer Acquisition & Engagement General Internal Labor	\$0.39	\$0.39	\$0.39	\$0.06	\$1.24
2	Program Management Office Support - Internal Labor	0.13	0.13	0.13	0.13	0.50
3	Program Communications	0.02	0.02	0.02	0.00	0.05
4	<b>TOTAL</b>	<b>\$0.54</b>	<b>\$0.54</b>	<b>\$0.54</b>	<b>\$0.18</b>	<b>\$1.79</b>

**Budget Inputs**

CA&E General Support - Internal Labor Assumptions: Internal Labor to oversee TEAS CA&E Advisors and provide CA&E-specific analytical support

Internal Labor - Annual Salary Per Year Per FTE (\$)						\$250,000 a
Annual Labor Hours Per Year Per FTE						1,768 b = 2,080 hours per year x .85 effective work hours
Hourly Rate (\$)						\$141.40 c = a / b
FTEs Required Per Year	1.575	1.575	1.575	0.225		d
Internal Labor Hours Per Year Per FTE	1,768	1,768	1,768	1,768		e = b
Total Internal Labor Hours Per Year	2,785	2,785	2,785	398		8,752 f = d * e
Total CA&E General Support - Internal Labor Assumptions (\$M)	\$0.394	\$0.394	\$0.394	\$0.056		\$1.238 g = (c * f) / 1,000,000

PMO Support - Internal Labor Assumptions: internal PMO labor to help with reporting, data requests, and general program evaluation through 2027

Internal Labor - Annual Salary Per Year Per FTE (\$)						\$250,000 h
Annual Labor Hours Per Year Per FTE						1,768 i = 2,080 hours per year x .85 effective work hours
Hourly Rate (\$)						\$141.40 j = h / i
FTEs Required Per Year	0.5	0.5	0.5	0.5		k
Internal Labor Hours Per Year Per FTE	1,768	1,768	1,768	1,768		l = i
Total Internal Labor Hours Per Year	884	884	884	884		3,536 m = k * l
Total PMO Support - Internal Labor Assumptions (\$M)	\$0.125	\$0.125	\$0.125	\$0.125		\$0.500 n = (j * m) / 1,000,000

Program Communications Assumptions: budget to establish TEAS Program email and translate program materials to customer needs

Total Program Communications Budget (\$M)						\$0.050 o
Yearly Spread	33%	33%	33%	0%		100% p

**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

<b>TEAS - IT BUDGET (\$M)</b>						
Line No.	DESCRIPTION	2024	2025	2026	2027	Total
1	Initial build	\$0.16	\$0.00	\$0.00	\$0.00	\$0.16
2	Enhancements	0.13	0.11	0.05	0.00	0.29
3	Tech Enablement Support	0.03	0.03	0.02	0.00	0.08
4	Licenses	0.02	0.02	0.02	0.02	0.07
5	Ongoing O&M	0.02	0.02	0.02	0.02	0.09
6	PMO Support - Internal Labor	0.06	0.04	0.04	0.01	0.15
7	<b>TOTAL</b>	<b>\$0.43</b>	<b>\$0.21</b>	<b>\$0.15</b>	<b>\$0.05</b>	<b>\$0.85</b>

**Budget Inputs**

IT Budget Descriptions (excluding PMO Support) : Assumes IT/current platform will be used to track customers throughout the entire customer journey and support the program through 2027

*Initial Build – product work, including: application form, data model, process automation, user interfaces, integrations*

*Enhancements – stabilization; updates and fixes to deployed functionality; new added functionality to meet program requirements*

*Tech Enablement Support – requirements gathering; product testing; configurations*

*Licenses – product licenses for PG&E employees and contractors/vendors*

*Ongoing O&M – release support; code coverage; metadata; integration maintenance*

PMO Support - Internal Labor Assumptions: internal PMO labor to help facilitate IT efforts, like requirements gathering; product testing; training; documentation

Internal Labor - Annual Salary Per Year Per FTE (\$)

\$250,000 a

Annual Labor Hours Per Year Per FTE

1,768 b = 2,080 hours per year x .85 effective work hours

Hourly Rate (\$)

\$141.40 c = a / b

FTEs Required Per Year

0.25      0.15      0.15      0.05

d

Internal Labor Hours Per Year Per FTE

1,768      1,768      1,768      1,768

e = b

Total Internal Labor Hours Per Year

442      265.2      265.2      88.4

1060.8 f = d \* e

Total PMO Support - Internal Labor Assumptions (\$M)

\$0.063      \$0.038      \$0.038      \$0.013

\$0.150 g = (c \* f) / 1,000,000

**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

TEAS - CUSTOMER ACQUISITION & ENGAGEMENT BUDGET (\$M)						
Line No.	DESCRIPTION	2024	2025	2026	2027	Total
1	Customer Acquisition & Engagement Support - Internal Labor	\$0.92	\$0.92	\$0.92	\$0.13	\$2.89
2	<b>TOTAL</b>	<b>\$0.92</b>	<b>\$0.92</b>	<b>\$0.92</b>	<b>\$0.13</b>	<b>\$2.89</b>

**Budget Inputs**

*CA&E General Support - Internal Labor Assumptions: internal CA&E labor to help with efforts outside of specific TEAS offerings, like eligibility screening, requests for proposal to identify Fleet Electrification Planning and Grant Writing vendors, and general customer questions prior to a signed customer contract; CA&E labor continues through 2027 to assist with program closeout*

Internal Labor - Annual Salary Per Year Per FTE (\$)						\$250,000 a
Annual Labor Hours Per Year Per FTE						1,768 b = 2,080 hours per year x .85 effective work hours
Hourly Rate (\$)						\$141.40 c = a / b
FTEs Required Per Year	3.68	3.68	3.68	0.53		d
Internal Labor Hours Per Year Per FTE	1,768	1,768	1,768	1,768		e = b
Total Internal Labor Hours Per Year	6,497	6,497	6,497	928		20,420 f = d * e
Total CA&E General Support - Internal Labor Assumptions (\$M)	\$0.919	\$0.919	\$0.919	\$0.131		\$2.888 g = (f * c) / 1,000,000

**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

<b>TEAS - ME&amp;O BUDGET (\$M)</b>						
<b>Line No.</b>	<b>DESCRIPTION</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>Total</b>
1	Digital Media	\$0.09	\$0.09	\$0.09	\$0.00	\$0.28
2	Email Outreach	0.02	0.02	0.02	0.00	0.06
3	Marketing Creative	0.01	0.01	0.01	0.00	0.04
4	Labor	0.04	0.04	0.04	0.00	0.12
5	<b>TOTAL</b>	<b>\$0.17</b>	<b>\$0.17</b>	<b>\$0.17</b>	<b>\$0.00</b>	<b>\$0.50</b>

**Budget Inputs**

Internal Marketing - Digital Media Assumptions : Educate target audience online and drive them to online content and a customer interest form on the PG&E website. Includes targeted posts to key customer segments helping to promote program enrollment.

Total Budget (\$M)						\$0.280 a
Yearly Spread	33%	33%	33%	0%		100% b

Internal Marketing - Email Outreach : Engage the target audience on the program, identify key decision makers, and drive customer acquisition.

Total Budget (\$M)						\$0.060 c
Yearly Spread	33%	33%	33%	0%		100% d

Internal Marketing - Marketing Creative: Develop materials to support acquisition, CBO and other partnership outreach.

1. Informational handout
2. Social media content
3. Resource and information on pge.com
4. In-language/multicultural variations
5. Co-branding templates
6. Pre-approved graphics/images for template designs

Total Budget (\$M)						\$0.040 e
Yearly Spread	33%	33%	33%	0%		100% f

Internal Marketing - Marketing Creative : Internal marketing labor related to strategy, planning, execution, monitoring, and managing outreach plans

Total Budget (\$M)						\$0.120 g
Yearly Spread	33%	33%	33%	0%		100% h

**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

<b>TEAS - COMMUNITY OUTREACH BUDGET</b>						
(\$M)						
Line No.	DESCRIPTION	2024	2025	2026	2027	Total
1	Community Outreach Budget	0.40	0.40	0.40	0.00	1.20
2	<b>TOTAL</b>	<b>\$0.40</b>	<b>\$0.40</b>	<b>\$0.40</b>	<b>\$0.00</b>	<b>\$1.20</b>

**Budget Inputs**

Third-party Community Outreach Assumptions : funding for CBO, local, regional, and tribal government outreach efforts

# of Organizations Needed to Support TEAS each year						8 a
Program Duration (Years)						3 b
Additional Outreach Materials (\$M)						\$0.050 c
Total Community Outreach Spend (\$M)						\$1.200 d = a * b * c
Yearly Spread	33%	33%	33%	0%	100%	

**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

TEAS - BUSINESS ENERGY SOLUTIONS BUDGET						
(\$M)						
Line No.	DESCRIPTION	2024	2025	2026	2027	Total
1	Business Energy Solutions Budget	0.05	0.05	0.05	0.00	0.15
2	<b>TOTAL</b>	<b>\$0.05</b>	<b>\$0.05</b>	<b>\$0.05</b>	<b>\$0.00</b>	<b>\$0.15</b>

**Budget Inputs**

*Internal Business Energy Solutions Assumptions: funding to support internal PG&E Business Energy Solutions personnel to funnel applicants to the TEAS program*

Internal BES Support						\$0.150 <i>a</i>
Yearly Spread	33%	33%	33%	0%	100%	<i>b</i>

**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

TEAS - WEB SERVICES BUDGET (\$M)						
Line No.	DESCRIPTION	2024	2025	2026	2027	Total
1	EV Savings Calculator - Enhancement Costs	\$0.26	\$0.03	\$0.03	\$0.00	\$0.33
2	EV Savings Calculator - O&M Costs	0.16	0.16	0.16	0.00	0.47
3	EV Savings Calculator - Internal Labor Support	0.01	0.00	0.00	0.00	0.01
4	Webpage Development	0.02	0.00	0.00	0.00	0.02
5	TE Guidebook - Internal Labor Support	0.01	0.00	0.00	0.00	0.01
6	<b>TOTAL</b>	<b>\$0.45</b>	<b>\$0.19</b>	<b>\$0.19</b>	<b>\$0.00</b>	<b>\$0.84</b>

**Budget Inputs**

EV Savings Calculator Assumptions - Software Tool Enhancements: funding to update tool with functionality to support TEAS program and add-on improvements throughout the program duration

Total Enhancement Costs						\$0.330 a
Yearly Spread	80%	10%	10%	0%		100% b

EV Savings Calculator Assumptions - O&M: funding to maintain existing feature integration and add-on improvements

Yearly O&M Costs	\$0.156	\$0.156	\$0.156	\$0.000		\$0.468 c
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EV Savings Calculator Assumptions - CA&E Internal Labor Support: TE Advisors would oversee EV Savings Calculator update and annual maintenance with third-party vendor

Internal Labor - Annual Salary Per Year Per FTE						\$250,000.00 d
Annual Labor Hours Per Year Per FTE						1,768 e = 2,080 hours per year x .85 effective work hours
Hourly Rate (\$)						\$141.40 f = d / e

Total Internal Labor Hours						80.0 g
Total Internal Labor Costs (\$M)						\$0.011 h = (f * g)/1,000,000

Yearly Spread	75.0%	12.5%	12.5%			100% i
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FTE Hours Per Year	60	10	10			80 j = g * i
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Webpage Development Assumptions: funding to support a TEAS-specific webpage

Webpage Development Total Budget						\$0.020 k
Yearly Spread	80%	10%	10%	0%		100% l

Webpage Development - CA&E Internal Labor Support: TE Advisors/Lead Program Manager efforts to oversee TEAS webpage development

Internal Labor - Annual Salary Per Year Per FTE						\$250,000.00 m
Annual Labor Hours Per Year Per FTE						1,768 n = 2,080 hours per year x .85 effective work hours
Hourly Rate (\$)						\$141.40 o = m / n

Total Internal Labor Hours						10.0 p
Total Internal Labor Costs (\$M)						\$0.001 q = (o * p)/1,000,000

Yearly Spread	75.0%	12.5%	12.5%			100% r
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FTE Hours Per Year	8	1	1	0		10 s = p * r
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TE Guidebook - Internal Labor Support: TEAS Advisor/Lead Program Manager efforts to update the guide plan to align with TEAS program

Internal Labor - Annual Salary Per Year Per FTE (\$)						\$250,000 t
Annual Labor Hours Per Year Per FTE						1,768 u = 2,080 hours per year x .85 effective work hours
Hourly Rate (\$)						\$141.40 v = t / u

Total Internal Labor Hours						40.0 w
Total Internal Labor Costs (\$M)						\$0.006 x = (v * w)/1,000,000

Yearly Spread	100%	0%	0%	0%		100% y
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FTE Hours Per Year	40	0	0	0		40 z = w * y
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**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

<b>TEAS - FLEET ELETRIFICATION PLANNING BUDGET</b>						
(\$M)						
Line No.	DESCRIPTION	2024	2025	2026	2027	Total
1	Third-party Contract Costs	\$1.13	\$1.69	\$1.69	\$0.00	\$4.50
2	TEAS Advisors - Internal Labor	0.12	0.12	0.12	0.00	0.35
3	<b>TOTAL</b>	<b>\$1.24</b>	<b>\$1.81</b>	<b>\$1.81</b>	<b>\$0.00</b>	<b>\$4.85</b>

**Budget Inputs**

*Third-party Contract Cost Assumptions: contractor would provide EV recommendations, EVSE recommendations, charging location recommendations, implementation considerations, quantify environmental benefits, and outline upfront and ongoing cost estimates. Customers would also receive recommendations for any training that would be needed for the operation and maintenance of their project.*

Total Customers Served 250 a  
 Percentage of Total Customers Served Using Custom Electrification Planning 100% b  
 Total Number of Customers Served 250 c = a \* b

Third-party Cost Per Plan (\$M) \$0.018 d = based on third-party vendor estimates  
 Total Third-part Cost (\$M) \$4.500 e = c \* d

Yearly Spread 25%      38%      38%      0%      100% f

*TEAS Internal Advisor Labor Costs: TEAS Advisor will coordinate interaction between third-party contractor and customer*

TEAS Internal Advisor Labor Hours Per Customer 10 g  
 Total Internal Labor Hours 2,500 h = c \* g

Internal Labor - Annual Salary Per Year Per FTE (\$) \$250,000 i  
 Annual Labor Hours Per Year Per FTE 1,768 j = 2,080 hours per year x .85 effective work hours  
 Hourly Rate (\$) \$141.40 k = i / j

Total Internal Labor Costs (\$M) \$0.354 l = (h \* k) / 1,000,000

Yearly Spread 33%      33%      33%      0%      100% m

FTE Hours Per Year 833      833      833      0      2500 n = h \* m

**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

<b>TEAS - GRANT WRITING BUDGET</b>						
(\$M)						
Line No.	DESCRIPTION	2024	2025	2026	2027	Total
1	Third-party Contract Costs	\$0.75	\$1.13	\$1.13	\$0.00	\$3.00
2	TEAS Advisors - Internal Labor	0.04	0.04	0.04	0.00	0.11
3	<b>TOTAL</b>	<b>\$0.79</b>	<b>\$1.16</b>	<b>\$1.16</b>	<b>\$0.00</b>	<b>\$3.11</b>

**Budget Inputs**

*Third-party Contract Cost Assumptions: contractor would research and review available funding opportunities, determining which opportunities are appropriate for the customer, analyzing potential competition and crafting a strategy to obtain high scores on, and preparing an application for applicable funding opportunities*

Total Customers Served 250 a  
 Percentage of Total Customers Served Using Grant Writing 100% b  
 Total Number of Customers Served 250 c = a \* b

Third-party Cost Per Plan (\$M) \$0.012 d = based on third-party vendor estimates  
 Total Third-part Cost (\$M) \$3.000 e = c \* d

Yearly Spread 25% 38% 38% 0% 100% f

*TEAS Internal Advisor Labor Costs: TEAS Advisor will coordinate interaction between third-party contractor and customer*

TEAS Internal Advisor Labor Hours Per Customer 3 g  
 Total Internal Labor Hours 750.0 h = c \* g

Internal Labor - Annual Salary Per Year Per FTE (\$) \$250,000 i  
 Annual Labor Hours Per Year Per FTE 1,768 j = 2,080 hours per year x .85 effective work hours  
 Hourly Rate (\$) \$141.40 k = i / j

Total Internal Labor Costs (\$M) \$0.106 l = (h \* k) / 1,000,000

Yearly Spread 33% 33% 33% 0% 100% m

FTE Hours Per Year 250 250 250 0 750 n = h \* m

PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES

TEAS - IMPLEMENTATION COORDINATION BUDGET (\$M)						
Line No.	DESCRIPTION	2024	2025	2026	2027	Total
1	Capacity Estimation with Adaptive Load Management - Internal Labor	\$0.02	\$0.02	\$0.02	\$0.00	\$0.07
2	Capacity Pre-Assessment - Internal Labor	0.04	0.04	0.04	0.00	0.11
3	Capacity Pre-Assessment - Assessment Costs	0.49	0.49	0.49	0.00	1.48
4	BTM Contractor List - Internal Labor	0.06	0.02	0.02	0.00	0.11
5	Bidirectional Charging Technology Guidance - Internal Labor	0.01	0.01	0.01	0.00	0.04
6	Program Guide Document Development - Internal Labor	0.01	0.01	0.01	0.00	0.02
7	<b>TOTAL</b>	<b>\$0.63</b>	<b>\$0.59</b>	<b>\$0.59</b>	<b>\$0.00</b>	<b>\$1.82</b>

**Budget Inputs**

Capacity Estimation with Adaptive Load Management - Internal Labor Assumptions: TEAS consultations will educate customers about ALM and provide guidance to customers about ALM software installation services available from third party vendors.

Total Customers Served					250	a
Percentage of Total Customers Served Using Implementation Coordination					100%	b
Total Number of Customers Served					250	c = a * b
TEAS Internal Advisor Labor Hours Per Customer					2	d
Total Internal Labor Hours					500.0	e = c * d
Internal Labor - Annual Salary Per Year Per FTE (\$)					\$250,000	f
Annual Labor Hours Per Year Per FTE					1,768	g = 2,080 hours per year x .85 effective work hours
Hourly Rate (\$)					\$141.40	h = f / g
Total Internal Labor Costs (\$M)					\$0.071	i = (e * h) / 1,000,000
Yearly Spread	33%	33%	33%	0%	100%	j
FTE Hours Per Year	167	167	167	0	500	k = e * j

Capacity Pre-Assessment - Internal Labor Assumptions: TEAS consultations will guide the customer to the pre-assessment application page. Customers will then submit the application on their own and work with PG&E internal team to conduct pre-assessment.

Total Customers Served					250	l
Percentage of Total Customers Served Using Implementation Coordination					100%	m
Total Number of Customers Served					250	n = l / m
TEAS Internal Advisor Labor Hours Per Customer					3	o
Total Internal Labor Hours					750.0	p = n * o
Internal Labor - Annual Salary Per Year Per FTE (\$)					\$250,000	q
Annual Labor Hours Per Year Per FTE					1,768	r
Hourly Rate (\$)					\$141.40	s = q / r
Total Internal Labor Costs (\$M)					\$0.106	t = (p * s) / 1,000,000
Yearly Spread	33%	33%	33%	0%	100%	u
FTE Hours Per Year	250	250	250	0	750	v = p * u

Capacity Pre-Assessment - Assessment Costs Assumptions: TEAS will pay for an optional capacity pre-assessment service that gives customers information about available circuit capacity, required equipment, and preliminary design at an earlier stage in the site development process.

Total Customers Served					250	w
Percentage of Total Customers Served Using Implementation Coordination					100%	x
Total Number of Customers Served					250	y
Third-party Pre-assessment Costs Per Customer (\$)					\$5,000	z
Total Third-party Pre-assessment Costs (\$M)					\$1,250	aa = (y * z) / 1,000,000
Yearly Spread	33%	33%	33%	0%	100%	ab

Capacity Assessment - Pre-assessment Labor Costs Assumptions: Internal PG&E labor (outside CET) to coordinate service planning pre-assessments

Internal Labor - Annual Salary Per Year Per FTE (\$)					\$250,000	ac
Annual Labor Hours Per Year Per FTE					1,768	ad
Hourly Rate (\$)					\$141.40	ae = ac / ad
FTEs Required Per Year	0.30	0.30	0.30	0		af
Internal Labor Hours Per Year	1,768	1,768	1,768	1,768		ag = ad
Total Internal Labor Hours Per Year	530.4	530.4	530.4	0	1591.2	ah = of * ag
Total Internal Labor Assumptions (\$M)	\$0.075	\$0.075	\$0.075	\$0.000	\$0.225	ai = ae * ah

BTM Contractor List - Internal Labor Assumptions: TEAS may offer a list of BTM vendors available in customers' areas to eligible customers. This would be a list of BTM contractors who would opt-in to be part of the list. This cost assumption assumes internal PG&E labor would manage the list.

Internal Labor - Annual Salary Per Year Per FTE (\$)					\$250,000	aj
Annual Labor Hours Per Year Per FTE					1,768	ak
Hourly Rate (\$)					\$141.40	al = aj / ak
Total Internal Labor Hours Per Year	442	156	156	0	754	am = for year 1 = time for one FTE to create and maintain the list; for years 2-3 = time for one FTE to maintain the list
Total BTM Contractor List - Internal Labor Assumptions (\$M)	\$0.06	\$0.02	\$0.02	\$0.00	\$0.11	an = (al * am) / 1,000,000

Bidirectional Charging Technology Guidance - Internal Labor Assumptions: TEAS Advisors will provide guidance on chargers, as well as on the incentives PG&E offers to cover their costs, and which V2X pilots they can participate in to take advantage of such incentives

Total Customers Served					250	ao
Percentage of Total Customers Served Using Bidirectional Charging Guidance					60%	ap
Total Number of Customers Served					150	aq = ao * ap
TEAS Internal Advisor Labor Hours Per Customer					2	ar
Total Internal Labor Hours					300.0	as = aq * ar
Internal Labor - Annual Salary Per Year Per FTE (\$)					\$250,000	at
Annual Labor Hours Per Year Per FTE					1,768	au
Hourly Rate (\$)					\$141.40	av = at / au
Total Internal Labor Costs (\$M)					\$0.042	aw = (as * av) / 1,000,000
Yearly Spread	33%	33%	33%	0%	100%	ax
FTE Hours Per Year	100	100	100	0	300	ay = as * ax

Program Guidance Document Development - Internal Labor Assumptions: TEAS Advisor would develop program materials to help guide customer consultations

Internal Labor - Annual Salary Per Year Per FTE (\$)					\$250,000	az
Annual Labor Hours Per Year Per FTE					1,768	ba
Hourly Rate (\$)					\$141.40	bc = az / ba
Total Internal Labor Hours Per Year	50	50	50		150	bd
Program Guidance Document Development - Internal Labor Assumptions (\$M)	\$0.01	\$0.01	\$0.01	\$0.00	\$0.02	be = (bc * bd) / 1,000,000

**PACIFIC GAS AND ELECTRIC COMPANY  
TRANSPORTATION ELECTRIFICATION ADVISORY SERVICES**

TEAS - POST-ENERGIZATION SUPPORT BUDGET ((\$M))						
Line No.	DESCRIPTION	2024	2025	2026	2027	Total
1	TEAS Advisory Consultations - Internal Labor	\$0.21	\$0.21	\$0.21	\$0.00	\$0.64
2	Program Guide Document Development - Internal Labor <sup>1</sup>	0.01	0.01	0.01	0.00	0.03
3	<b>TOTAL</b>	<b>\$0.22</b>	<b>\$0.22</b>	<b>\$0.22</b>	<b>\$0.00</b>	<b>\$0.67</b>

**Note:**

<sup>1</sup> During the final review, a formula error was found and corrected in these workpapers. The error resulted in "Program Guide Document Development - Internal Labor" going from \$0.42M to \$0.03M.

**Budget Inputs**

TEAS Advisory Consultations - Internal Labor Assumptions: TEAS Advisors would meet with each customer up to 6 times to consult on any one of the five post-energization topics (ALM, BEV, V2X, LCFS, and O&M)

Total Customers Served						250 a
% of Total Customers Served Using TEAS Advisory Consultations						100% b
Total Number of Customers Served						250 c = a * b
TEAS Internal Advisor Labor Hours Per Customer						18 d
Total Internal Labor Hours						4,500.0 e = c * d
Internal Labor - Annual Salary Per Year Per FTE (\$)						\$250,000 f
Annual Labor Hours Per Year Per FTE						1,768 g = 2,080 hours per year x .85 effective work hours
Hourly Rate (\$)						\$141.40 h = f / g
Total Internal Labor Costs (\$M)						\$0.636 i = (e * h) / 1,000,000
Yearly Spread	33%	33%	33%	0%		100% j
FTE Hours Per Year	1,500	1,500	1,500	0		4,500 k = e * j

Program Guidance Document Development - Internal Labor Assumptions: TEAS Advisors would develop program materials to help guide customer consultations for any one of the five post-energization topics (Load Mgmt, BEV, V2X, LCFS, and O&M)

Internal Labor - Annual Salary Per Year Per FTE (\$)						\$250,000 l
Annual Labor Hours Per Year Per FTE						1,768 m = 2,080 hours per year x .85 effective work hours
Hourly Rate (\$)						\$141.40 n = l / g
Total Internal Labor Hours Per Year	80	80	80			o
Program Guidance Document Development - Internal Labor Assumptions (\$	\$0.01	\$0.01	\$0.01	\$0.00		\$0.03 p = (n * o) / 1,000,000

## **Attachment 2**

TEAS Support Letter CHOC



April 20, 2023

Amy Wu  
Clean Energy Transportation – PG&E

Ref: Transportation Electrification Advisory Services Pilot

Dear Ms. Wu:

I attended the CPAC December 2022 presentation for the Transportation Electrification Advisory Services Pilot believe the categories and the assistance of how to participate were well designed as well as the first steps that include assistance with a TE advisor will be very important for these customers.

Our organization's mission is to serve the economically challenged communities throughout California with our Housing, Family Services and Energy Programs. We believe supporting the Transportation Electrification Advisory Services Pilot will be an entry point to assist these communities to learn, ask questions, participate and serve their communities as well. We look forward to partnering with your team.

Respectfully,

*Fabiola Ortiz*  
Vice President  
Community Housing Opportunities Corp  
Energy Division  
3333 Vaca Valley Pkwy suite 200  
Vacaville, CA 95688  
[FOrtiz@chocenergy.org](mailto:FOrtiz@chocenergy.org)  
o. 707-564-6151 Ext. 916

## **Attachment 3**

TEAS Support Letter Valley CAN



May 1, 2023

Bela Deshpande  
Pacific Gas & Electric  
300 Lakeside Dr  
Oakland, CA 94612

Subject: D. 21-07-028, Decision Setting Near-Term Priorities for Transportation Electrification Investments by the Electrical Corporations  
**Proposed PG&E Transportation Electrification Advisory Services Pilot – SUPPORT**

Valley Clean Air Now (Valley CAN) is pleased to offer this letter of support for PG&E Proposed Transportation Electrification Advisory Services Pilot.

Valley CAN is a 501c3 public charity committed to improving air quality in communities throughout the San Joaquin Valley, one of the most polluted regions in the country. We lower transportation costs and improve the region's air quality by helping working families access cleaner vehicles through our Tune In & Tune Up smog repair events and the Clean Cars 4 All vehicle replacement program. We also help to guide our customers through the complexities of installing home EV charging equipment.

Valley CAN is committed to increase clean transportation options throughout California's disadvantaged communities. We have seen firsthand the need for technical assistance to support fleet operators, particularly in priority communities, to adapt to the complexities of transportation electrification.

PG&E's proposed Transportation Electrification Advisory Services Pilot is a comprehensive service that guides a fleet from interest in electrifying to proper implementation and acquisition of EVs at no charge. The pilot program will offer 4 types of services to support customers: 1) fleet electrification planning, 2) grant writing, 3) implementation guidance, and 4) post-energization support. The goal is to support schools, transit agencies, and small business fleets in underserved communities take the next step toward TE no matter where they are at in the journey.

Valley CAN agrees with the need for this type of comprehensive technical assistance, and we believe that PG&E has developed a program plan that should advance this important issue. Valley CAN supports PG&E's proposed pilot. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Tom Knox", with a horizontal line extending to the right and a vertical line extending downwards from the end of the signature.

Tom Knox  
Executive Director  
[tom.knox@valleycan.org](mailto:tom.knox@valleycan.org)

921 11<sup>th</sup> Street, Suite 220  
Sacramento, CA 95814

**PG&E Gas and Electric  
Advice Submittal List  
General Order 96-B, Section IV**

AT&T  
Albion Power Company

Alta Power Group, LLC  
Anderson & Poole

Atlas ReFuel  
BART

Barkovich & Yap, Inc.  
Braun Blaising Smith Wynne, P.C.  
California Community Choice Association  
California Cotton Ginners & Growers Assn  
California Energy Commission

California Hub for Energy Efficiency  
Financing

California Alternative Energy and  
Advanced Transportation Financing  
Authority  
California Public Utilities Commission  
Calpine

Cameron-Daniel, P.C.  
Casner, Steve  
Center for Biological Diversity

Chevron Pipeline and Power  
City of Palo Alto

City of San Jose  
Clean Power Research  
Coast Economic Consulting  
Commercial Energy  
Crossborder Energy  
Crown Road Energy, LLC  
Davis Wright Tremaine LLP  
Day Carter Murphy

Dept of General Services  
Don Pickett & Associates, Inc.  
Douglass & Liddell  
Downey Brand LLP  
Dish Wireless L.L.C.

East Bay Community Energy Ellison  
Schneider & Harris LLP  
Engineers and Scientists of California

GenOn Energy, Inc.  
Green Power Institute  
Hanna & Morton  
ICF

iCommLaw  
International Power Technology  
Intertie

Intestate Gas Services, Inc.

Johnston, Kevin  
Kelly Group  
Ken Bohn Consulting  
Keyes & Fox LLP  
Leviton Manufacturing Co., Inc.  
Los Angeles County Integrated  
Waste Management Task Force  
MRW & Associates  
Manatt Phelps Phillips  
Marin Energy Authority  
McClintock IP  
McKenzie & Associates

Modesto Irrigation District  
NLine Energy, Inc.  
NRG Solar

OnGrid Solar  
Pacific Gas and Electric Company  
Peninsula Clean Energy

Pioneer Community Energy

Public Advocates Office

Redwood Coast Energy Authority  
Regulatory & Cogeneration Service, Inc.

Resource Innovations

SCD Energy Solutions  
San Diego Gas & Electric Company

SPURR  
San Francisco Water Power and Sewer  
Sempra Utilities

Sierra Telephone Company, Inc.  
Southern California Edison Company  
Southern California Gas Company  
Spark Energy  
Sun Light & Power  
Sunshine Design  
Stoel Rives LLP

Tecogen, Inc.  
TerraVerde Renewable Partners  
Tiger Natural Gas, Inc.

TransCanada  
Utility Cost Management  
Utility Power Solutions  
Water and Energy Consulting Wellhead  
Electric Company  
Western Manufactured Housing  
Communities Association (WMA)  
Yep Energy