Mission: 4CORE serves Southwest Colorado by promoting resource conservation, energy efficiency and renewable energy through education and programs that strengthen the local economy and foster a healthy, sustainable environment.

ReCharge Coach, Laurie Dickson, serves the Colorado Energy Office promoting the adoption of electric vehicles and supporting the development of EV charging infrastructure in Southern Colorado Territory.
EV 101

Two types of EVs:

1. **Battery Electric Vehicles (BEV):** electric motor
2. **Plug-in Hybrid Electric Vehicles (PHEV):** electric motor + gasoline engine

2020 Nissan Leaf (BEV)
- 226 miles electric range
- MSRP $30,000+

2021 Toyota RAV 4 PHEV
- 39 miles electric range, 90 mpg
- MSRP $35,000+
## What’s Ahead with Automakers

<table>
<thead>
<tr>
<th>Company</th>
<th>Plan</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audi</td>
<td>20 EV models by 2025</td>
</tr>
<tr>
<td>BMW</td>
<td>12 EVs by 2025</td>
</tr>
<tr>
<td>Volvo</td>
<td>50% of sales electric by 2025 (5 BEV models by 2021)</td>
</tr>
<tr>
<td>GM/Cadillac</td>
<td>20 EVs by 2023</td>
</tr>
<tr>
<td>Jeep</td>
<td>10 PHEVs and 4 BEVs by 2022</td>
</tr>
<tr>
<td>Renault-Nissan-Mitsubishi</td>
<td>Sell 1 million EVs/year by 2022, 12 new BEVs</td>
</tr>
<tr>
<td>Ford</td>
<td>40 EVs by 2022: 16 BEVs and 24 PHEVs</td>
</tr>
<tr>
<td>Honda</td>
<td>2/3 of all sales electric by 2030</td>
</tr>
<tr>
<td>Hyundai- Kia</td>
<td>8 new EVs by 2022</td>
</tr>
<tr>
<td>Jaguar- Land Rover</td>
<td>Only BEVs and PHEVS manufactured after 202</td>
</tr>
<tr>
<td>Toyota</td>
<td>10 BEVs by early 2020</td>
</tr>
<tr>
<td>VW</td>
<td>34 vehicle models in 2020</td>
</tr>
</tbody>
</table>
2020-2021 Models

Kia Niro (BEV)
239 miles
$24,000-$28,000

Ford Mustang (BEV)
300 miles
$50,600

Kia Soul
243 miles
$33,200-$36,000

Rivian R1T (BEV)
400 miles
$69,000

Telsa Model 3
AWD
310 miles
$35,000-$45,000

VW ID.3
341 miles
$33,000-$40,000
SUVs / Crossovers:
22 electric models by 2022

- Mitsubishi Outlander (PHEV)
  $35,795

- Hyundai Kona EV (BEV)
  $36,450

- Subaru Crosstrek 2021 (PHEV)
  $34,995

- Rivian R1S (BEV)
  $72,500

- VW ID Buzz (BEV) 2021

- Ford F-150 (BEV) 2021
  $75,000
Colorado, Federal and Dealer Incentives

- Vehicle purchasing incentives - State EV tax credit up to $4,000 in 2020.
- EV charging infrastructure: VW settlement & utility investment. $68.7 million in Colorado
- Adopted Zero-Emission Vehicle (ZEV) Executive Order by Governor Polis
- Up to $7,500 in Federal Tax Credit - Decreasing over time depending on manufacturer
- Dealership discounts and rebates
- Utility rebates

Colorado State goal: 940,000 EVs on our roads by 2030 (17% of all vehicles)
Local Durango Dealerships Deals

• Nissan of Durango- Leaf
  ▫ $4,000 State Tax Credit (assign to the dealership at time of purchase for discount)
  ▫ Up to $7,500 in Federal Tax Credit
  ▫ $3,500 Nissan incentive
  ▫ $1,000 off from dealership
  ▫ **Total potential of $16,000 in discounts**

• Morehart Murphy Chevrolet-Bolt
  ▫ $4,000 State Tax Credit
  ▫ $8,500 Chevy discount
  ▫ **Total potential $12,500 in discounts**
## Federal Tax Phase Out

<table>
<thead>
<tr>
<th>Manufacturer*</th>
<th>Total Sales 2010 - June 2020**</th>
<th># To Reach 200,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tesla</td>
<td>605,373</td>
<td>-405,373</td>
</tr>
<tr>
<td>General Motors</td>
<td>234,523</td>
<td>-34,523</td>
</tr>
<tr>
<td>Nissan</td>
<td>144,913</td>
<td>55,087</td>
</tr>
<tr>
<td>Toyota Motor Corporation</td>
<td>127,593</td>
<td>72,407</td>
</tr>
<tr>
<td>Ford Motor Company</td>
<td>123,030</td>
<td>76,970</td>
</tr>
<tr>
<td>BMW</td>
<td>99,481</td>
<td>100,519</td>
</tr>
<tr>
<td>Fiat Chrysler Automotive (FCA)</td>
<td>46,978</td>
<td>153,022</td>
</tr>
<tr>
<td>Honda Motors</td>
<td>36,852</td>
<td>163,148</td>
</tr>
<tr>
<td>Mercedes-Benz</td>
<td>27,881</td>
<td>172,119</td>
</tr>
<tr>
<td>Kia</td>
<td>20,003</td>
<td>179,997</td>
</tr>
<tr>
<td>Volkswagen</td>
<td>18,277</td>
<td>181,723</td>
</tr>
<tr>
<td>Audi</td>
<td>18,466</td>
<td>181,534</td>
</tr>
<tr>
<td>Hyundai</td>
<td>15,593</td>
<td>184,407</td>
</tr>
<tr>
<td>Porsche</td>
<td>15,341</td>
<td>184,659</td>
</tr>
<tr>
<td>Volvo</td>
<td>14,242</td>
<td>185,758</td>
</tr>
<tr>
<td>Mitsubishi</td>
<td>9,815</td>
<td>190,185</td>
</tr>
<tr>
<td>Jaguar</td>
<td>4,033</td>
<td>195,967</td>
</tr>
<tr>
<td>Subaru</td>
<td>1,660</td>
<td>198,340</td>
</tr>
<tr>
<td>Land Rover</td>
<td>250</td>
<td>199,750</td>
</tr>
</tbody>
</table>
Barriers to adopting EVs

- Higher price point
- EV model availability
- Charging infrastructure
- Dealership preparation
- Public awareness
EV Economics
Modeled for LPEA time of use rate

Cost Savings as much as $60/month
Fuel Costs & Efficiency

<table>
<thead>
<tr>
<th>Vehicle</th>
<th>Annual Fuel Use</th>
<th>Annual Electricity Use</th>
<th>Annual Fuel/Elec Cost</th>
<th>Annual Operating Cost</th>
<th>Cost Per Mile</th>
<th>Annual Emissions (lbs CO2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019 Chevrolet Bolt EV</td>
<td>0 gal</td>
<td>3,905 kWh</td>
<td>$474</td>
<td>$2,840</td>
<td>$0.20</td>
<td>6,225</td>
</tr>
<tr>
<td>2019 Ford Escape AWD Gasoline</td>
<td>524 gal</td>
<td>0 kWh</td>
<td>$1,508</td>
<td>$3,845</td>
<td>$0.29</td>
<td>12,667</td>
</tr>
</tbody>
</table>

https://afdc.energy.gov/calc/#result_a
# Electric Utility Rebates in Southern CO

<table>
<thead>
<tr>
<th>Electric Utility</th>
<th>EV Purchase Rebate</th>
<th>Charging station-Level 2</th>
<th>Charging Station-Level 3</th>
<th>Residential Electric Upgrade</th>
<th>Commercial Charging Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>San Miguel Power</td>
<td>$750 rebate for BEV</td>
<td>50% cost match of EV charging equipment and electric service installation up to $1,000 maximum</td>
<td>50% cost match of equipment cost and electric service installation up to $6,000 maximum</td>
<td>50% cost match of equipment cost and electric service installation up to $2,000</td>
<td></td>
</tr>
<tr>
<td>La Plata Electric Assoc.</td>
<td></td>
<td>Free Level 2 for residents</td>
<td></td>
<td>$500 rebate</td>
<td>$2,000 rebate- Level 2 Dual Port</td>
</tr>
<tr>
<td>San Luis Valley Rural Electric</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Isabel Electric Assoc.</td>
<td>$500 rebate</td>
<td>$500 rebate</td>
<td></td>
<td>Up to $500 rebate</td>
<td></td>
</tr>
<tr>
<td>Southeast Colorado Power Assoc.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Black Hills Energy</td>
<td>$500 rebate</td>
<td></td>
<td>Up to $35,000</td>
<td>$2,000- $3,000 per port rebate</td>
<td></td>
</tr>
<tr>
<td>Empire Electric Assoc.</td>
<td>$1,500 rebate</td>
<td></td>
<td>Up to $1,500</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Charging your EV

Nissan Leaf- 60kW
Level 1- 110 plug 20 hours
Level 2- 4- 8 hours
Level 3- DCFC- 30 min.

Level 2 Charging stations in the region
Durango-
- Smiley Building
- Transit Station
- Mercy Regional Medical Center
- La Plata Electric
- Mancos Town Park
- Pagosa Springs- Level 2 and DCFC
- Rico
- Alamosa-1st Southwest Bank
- Fort Lewis College
- Cortez Visitor Center
- Montezuma County

Coming Soon
- Wolf Creek Ski Area-2021 DCFC
- Telluride Conoco- 2021 DCFC
- Glacier Club- Level 2
- Ignacio Library- Level 2
- La Plata County Admin Bldg-Level 2
- San Miguel County 2021- DCFC
• The average cost to operate an EV in the United States is $485 per year, while the average for a gasoline-powered vehicle is $1,117
EV charging infrastructure:
VW settlement & utility investment

$68.7 million to Colorado,

Up to $400,000 per electric bus (public transit & school bus)

15% ($10M) to EV charging stations
Charge Ahead Grants for EV Charging Available
Range Anxiety No More!

Up to $9,000 grant for Level 2

Up to $35,000 for DCFC- Level 3

PlugShare.com
Charging with Charge Point

• Tap to charge. With the ChargePoint app installed, you can start a charging session by holding your phone over the reader symbol on the station.
• Start charging from the app. Choose the station and click the 'Start Charge' button.
• Use your ChargePoint card.
4CORE Group Buy May 2021
Look for dealership incentives and rebates on Nissan Leaf, Chevy Bolt, Kia, Ford and Toyota

*Some tax credits sunsetting
Questions?

Stay with us as we head back to learn about the scavenger hunt and, if you would, answer the polling questions to follow.

THANK YOU!

Four Corners Office for Resource Efficiency (4CORE)
www.fourcore.org
970-259-1916