

# Clean Coalition

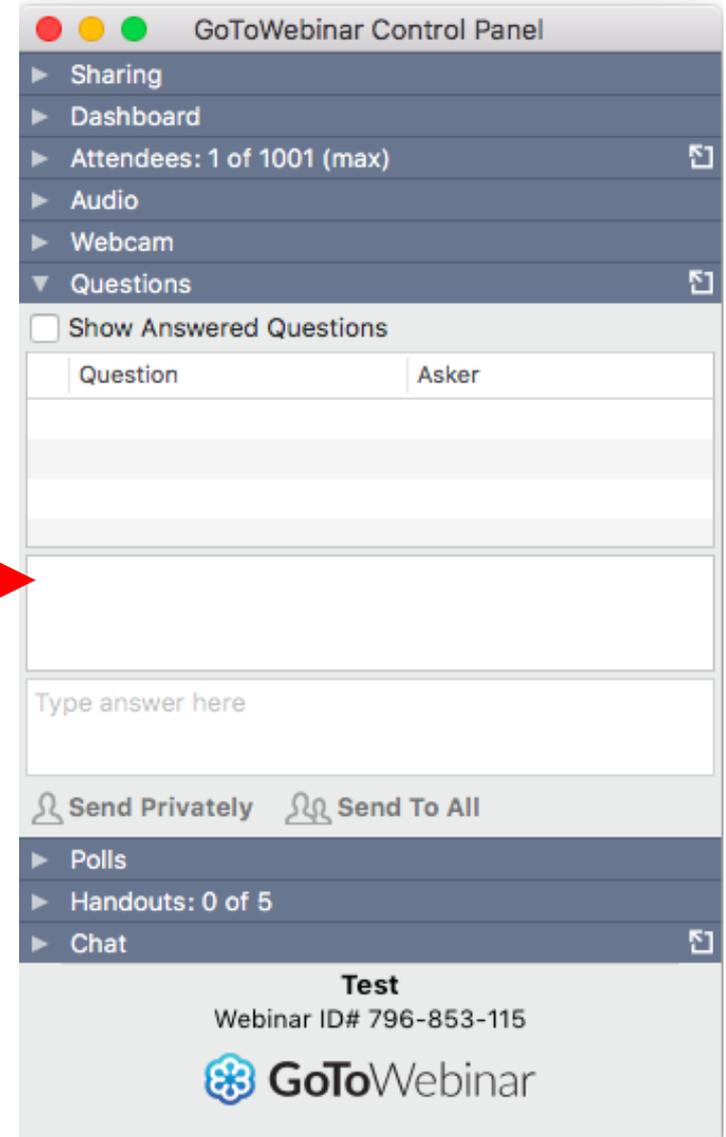
## Getting paid to go green

How I am making money by leasing an electric vehicle



Gregory Young  
Program Manager  
[gregory@clean-coalition.org](mailto:gregory@clean-coalition.org)

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A screenshot of the GoToWebinar Control Panel interface. The window title is "GoToWebinar Control Panel". It features a sidebar with expandable sections: Sharing, Dashboard, Attendees: 1 of 1001 (max), Audio, Webcam, Questions (expanded), Polls, Handouts: 0 of 5, and Chat. The main content area shows a "Questions" pane with a "Show Answered Questions" checkbox, a table with "Question" and "Asker" columns, a text input field for "Type answer here", and buttons for "Send Privately" and "Send To All". At the bottom, it displays "Test", "Webinar ID# 796-853-115", and the GoToWebinar logo.



**Gregory Young**  
Program Manager

Gregory Young is a Program Manager with the Clean Coalition and has worked with several nonprofits and community-based organizations in developing planning processes to help build resilience for disadvantaged populations. Universalizing local renewable energy resources has been an ongoing passion for Gregory, especially as more of the world's population transitions to urban environments. He received his BA in Psychology from the University of Colorado Boulder and his MA in Urban Sustainability from Antioch University Los Angeles, focusing heavily on the world's dual challenges of climate change and inequality.

## Mission

To accelerate the transition to renewable energy and a modern grid through technical, policy, and project development expertise.

## Renewable energy end-game

100% renewable energy; 25% local, interconnected within the distribution grid and ensuring resilience without dependence on the transmission grid; 75% remote, fully dependent on the transmission grid for serving loads.

- Cost breakdown and specs of my electric vehicle (EV)
- Getting started with the Clean Vehicle Assistance Program (CVAP)
- Clean Vehicle Rebate Project (CVRP)
- California Clean Fuel Reward
- Vehicle and dealership research
- Tip, tricks, and helpful websites
- Best times to charge your EV

Chevy Bolt LT - 3 year lease cost breakdown	
Single-payment lease	-\$8,880
CVAP grant	\$5,000
CVRP rebate	\$4,500
Total	\$620

Details of the three-year lease cost breakdown:

- **\$8,880**: Single-payment lease
- **\$5,000**: Clean Vehicle Assistance Program (CVAP) grant applied directly at the dealership, reducing the single-payment lease to \$3,880
- **\$4,500**: Clean Vehicle Rebate Project (CVRP) rebate, received three to eight months after purchase or lease of EV
- Net positive **+\$620**, with an additional **\$1,000 – \$2,000** in EV charging credits or the purchase and installation of a Level 2 EV charging station for my home, provided by CVAP and the nonprofit GRID Alternatives



2020 Chevy Bolt LT specs:

- Range: 259 miles on battery only
- MSRP: From \$36,500
- MPGe: 127 city / 108 highway
- Curb weight: 3,563 pounds
- Horsepower: 200 hp
- Tire size: P215/50R17
- Dimensions: 164" L x 70" W x 63" H
- Total seating capacity: 5

# Clean Vehicle Assistance Program (CVAP) vehicle types and grant amounts

Battery Electric Vehicle (BEV)	Fuel Cell Electric Vehicle (FCEV)	Plug-in Hybrid (PHEV)	Hybrid Electric Vehicle (HEV)
Runs on electricity only. Charging is much cheaper than fueling up with gas — and better for the environment.	Runs on hydrogen and emits no tailpipe emissions — only water vapor and warm air.	Runs on electricity and uses gas as a backup. The more you use electricity, the more you'll save money and reduce pollution.	Runs on gas and uses electricity as a backup. The extra power from electricity means HEVs are very fuel efficient and will save you money on gas.
Up to <b>\$5,000</b> grant available, depending on your income.	Up to <b>\$5,000</b> grant available, depending on your income.	Up to <b>\$5,000</b> grant available, depending on your income.	Up to <b>\$2,500</b> grant available, depending on your income.
Charging grants available, up to <b>\$2,000</b> value.	No charging grants available, but some dealerships offer complimentary fuel.	Charging grants available, up to <b>\$2,000</b> value.	NA

## What is the maximum qualifying income?

Number of People*	Maximum Gross Annual Income**
1	\$51,040
2	\$68,960
3	\$86,880
4	\$104,800
5	\$122,720
6	\$140,640
7	\$158,560
8	\$176,480

\*Count only yourself plus any spouse, registered domestic partner, guardians and/or dependents you have.

\*\*Income calculation based on 400% of the Federal Poverty Level (FPL) (2020). Income criteria is updated to the next calendar year FPL on April 15th annually.

Clean Vehicle Checklist		
Vehicle must be HEV, PHEV, BEV, or FCEV.	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Vehicle meets the minimum combined Miles Per Gallon (MPG) ratings (use chart below).	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Must be 8 model years old or newer (e.g. Year 2021 = 2014 or newer).	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Less than 75,000 original miles.	Yes <input type="checkbox"/>	No <input type="checkbox"/>
No modifications to chassis or emission control systems.	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Clean Title. (Cannot be salvaged).	Yes <input type="checkbox"/>	No <input type="checkbox"/>
No Open Recalls. (Open recalls must show proof of repairs).	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Able to provide vehicle inspection by licensed automotive mechanic <sup>1</sup> .	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Able to provide vehicle history report.	Yes <input type="checkbox"/>	No <input type="checkbox"/>

Fuel Economy Requirements Chart*	
Vehicle Year	Minimum Combined MPG Rating <sup>1</sup>
2014	30
2015	31
2016	32
2017	37
2018	38
2019	40
2020	42
2021	45

## Option 1



### EV Charger Installation

- A.** Contact GRID Alternatives to schedule a home evaluation to see if your residence meets the parking and electrical requirements for installing a home charger with up to \$2000 in eligible funding.
- B.** For participants outside of GRID's service territory, GRID can refer you to a network of program contractors who will assess and perform the charging installation for you.
- C.** Already have a trusted local electrician? You may apply to work with them directly and if approved can submit for reimbursement for eligible installation costs.

## Option 2



### Public Charge Card

The Clean Vehicle Assistance Program has partnered with **EVGo** to allow you to register for a \$1000 prepaid charging account valid at public EVGo and ChargePoint stations.

This option also comes with a FREE low speed Level 2 portable charger for use at compatible 240V outlets in workplaces or alternative locations.



## clean vehicle assistance program

[Learn more about the reservation list and other programmatic updates here.](#)

From the website on 8 April 2021:

- **The CVAP is currently closed to new applicants.**
- *The CVA Program has a Reservation List as of 3/17/2021. We cannot guarantee that all applicants will receive a grant. If you are a current applicant, please expect long wait times for communications and application processing. Thank you for your patience. We are working with the California Air Resources Board to secure additional funds.*
- *A Reservation List means that the program's funds have all been reserved by existing applicants who have received a grant Approval Letter. As funds become available, we will send Approval Letters to eligible participants in the order their applications were approved.*
- *For current applicants, we cannot guarantee if or when funds will be available so please expect very long wait times. Funds are only guaranteed for applicants who have an Approval Letter and purchase an eligible vehicle within their eligibility time frame.*



- **\$750 - \$4,500 rebate:** Income eligibility requirements must not be above the following thresholds:
  - \$150,000 for single filers.
  - \$204,000 for head-of-household filers.
  - \$300,000 for joint filers.
- The income cap applies to all eligible vehicle types except fuel-cell electric vehicles.
- **\$2,500 rebate:** Applicants with household incomes less than or equal to 400% of the federal poverty level are eligible for an increased rebate amount.
  - Applicants who are claimed as dependents are not eligible for increased rebates regardless of their income.
  - Increased rebate amounts are available for fuel-cell electric vehicles, battery electric vehicles, and plug-in hybrid electric vehicles.

## Zero-Emission Vehicles: Battery Electric (\$2,000 rebate)

Model	New/used	Price	Range (miles)
BMW i3 & i3s	New	\$44,450–\$47,650	153
Chevrolet Bolt	New	\$36,500	259
Fiat 500e	New	\$33,210	84
Ford Mustang Mach-E	New	\$42,895	230
Honda Clarity	Used	\$24,713	89
Hyundai Kona & Ioniq	New	\$37,390/\$33,245	258/170
Kia Niro & Soul	New/used	\$39,090/\$33,950	239/111
Mini Cooper SE	New	\$29,900	110
Nissan Leaf	New	\$31,670	226
Polestar 2	New	\$59,900	233
Smart Electric Fortwo Cabriolet & Coupe	Used	\$10,000	58
Tesla Model 3 & Y	New	\$37,490/\$39,990	263/244
Volkswagen e-Golf & ID.4	New/used	\$39,995/\$23,990	250/125
Volvo XC40 Recharge	New	\$53,990	208

## Plug-in Hybrid Electric Vehicles (\$1,000 rebate)

Model	New/used	Price	Range (miles)
Chevrolet Volt	Used	\$31,300	53 electric, 367 gas
Chrysler Pacifica	New	\$39,995	32 electric, 488 gas
Ford Escape	New	\$24,885	41 electric, 541 gas
Honda Clarity	New	\$33,400	48 electric, 340 gas
Mitsubishi Outlander	New	\$36,295	24 electric, 320 gas
Toyota RAV4 Prime	New	\$38,250	42 electric, 558 gas

## Zero-Emission Vehicles: Hydrogen Fuel Cell (\$4,500 rebate)

Model	New/used	Price	Range (miles)
Honda Clarity	New	\$58,490	360
Hyundai Nexo	New	\$58,935	380
Toyota Mirai	New	\$49,500	402

## Zero Emission Motorcycles (\$750 rebate)

Model	New/used
Alta Motors Redshift EX, EXR, & SM	New and used
Arcimoto FUV	New and used
BMW C Evolution	New and used
EMV Auto Solo	New and used
Energica Ego & Eva	New and used
Harley Davidson LiveWire	New and used
Zero DS, DSR, FX, FXS, S, SR, SR/F, SR/S	New and used



- Purchase or lease of:
  - Battery Electric (BEV) and Plug-in Hybrid (PHEV) light-duty vehicles with a battery capacity of 5kWh or greater
- Available funds:
  - **\$1,500**: Automatically available and applied at the dealership

My vehicle research included the following personal requirements to minimize cost and maximize range:

1. Battery Electric Vehicle (BEV)
2. New vehicle
3. At least 250 miles of range
4. Lowest total vehicle price (including, CVAP, CVRP, and CCFR funds)

# CVRP eligible vehicle spreadsheet — sorted by personal requirements



BEV      250+      New

Lowest price

Vehicle company	Vehicle name	Hydrogen, BEV, PHEV, or HEV	Electric mile range	New or Used	Vehicle price (MSRP value)	CVAP eligibility amount	CVRP eligibility amount	CVRP low income eligibility amount	CCFR eligibility amount	Total grants, rebates, & rewards	Total cost (Vehicle price - total grants, rebates & rewards)
Tesla	Model 3	BEV	263	New	\$37,990	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$27,490
Chevrolet	Bolt	BEV	259	New	\$36,500	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$26,000
Hyundai	Kona	BEV	258	New	\$37,390	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$26,890
Volkswagen	ID.4	BEV	250	New	\$39,995	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$29,495
Tesla	Model Y	BEV	244	New	\$39,990	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$29,490
Kia	Niro	BEV	239	New	\$39,090	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$28,590
Polestar	2	BEV	233	New	\$59,900	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$49,400
Ford	Mustang Mach-E	BEV	230	New	\$42,895	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$32,395
Volvo	XC40 Recharge	BEV	208	New	\$53,990	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$43,490
Hyundai	Ioniq	BEV	170	New	\$33,245	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$22,745
BMW	i3	BEV	153	New	\$44,450	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$33,950
BMW	i3s	BEV	153	New	\$47,650	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$37,150
Mini Cooper	SE	BEV	110	New	\$29,900	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$19,400
Honda	Clarity	BEV	89	New	\$24,713	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$14,213
Nissan	Leaf	BEV	226	Used	\$31,670	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$21,170
Volkswagen	e-Golf	BEV	125	Used	\$23,990	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$13,490
Kia	Soul	BEV	111	Used	\$33,950	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$23,450
Fiat	500e	BEV	84	Used	\$33,210	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	\$22,710
Smart	Electric Fortwo Cabriolet or Coupe	BEV	58	Used	\$10,000	\$5,000	\$2,000	\$2,500	\$1,000	\$10,500	-\$500
Toyota	Mirai	Hydrogen	402	New	\$49,500	\$5,000	\$4,500	\$2,500	\$0	\$12,000	\$37,500
Hyundai	Nexo	Hydrogen	380	New	\$58,935	\$5,000	\$4,500	\$2,500	\$0	\$12,000	\$46,935
Honda	Clarity	Hydrogen	360	New	\$58,490	\$5,000	\$4,500	\$2,500	\$0	\$12,000	\$46,490
Honda	Clarity	PHEV	48	New	\$33,400	\$5,000	\$1,000	\$2,500	\$1,000	\$9,500	\$23,900
Toyota	RAV4 Prime	PHEV	42	New	\$38,250	\$5,000	\$1,000	\$2,500	\$1,000	\$9,500	\$28,750
Ford	Escape	PHEV	41	New	\$24,885	\$5,000	\$1,000	\$2,500	\$1,000	\$9,500	\$15,385
Chrysler	Pacifica	PHEV	32	New	\$39,995	\$5,000	\$1,000	\$2,500	\$1,000	\$9,500	\$30,495
Mitsubishi	Outlander	PHEV	24	New	\$36,295	\$5,000	\$1,000	\$2,500	\$1,000	\$9,500	\$26,795
Chevrolet	Volt	PHEV	53	Used	\$31,300	\$5,000	\$1,000	\$2,500	\$1,000	\$9,500	\$21,800

Total cost does not factor in dealership incentives, which reduces the MSRP value of the vehicle. Tesla currently does not provide dealership incentives or single-payment lease options, and does not allow you to purchase the vehicle at the end of the lease.

## Research process:

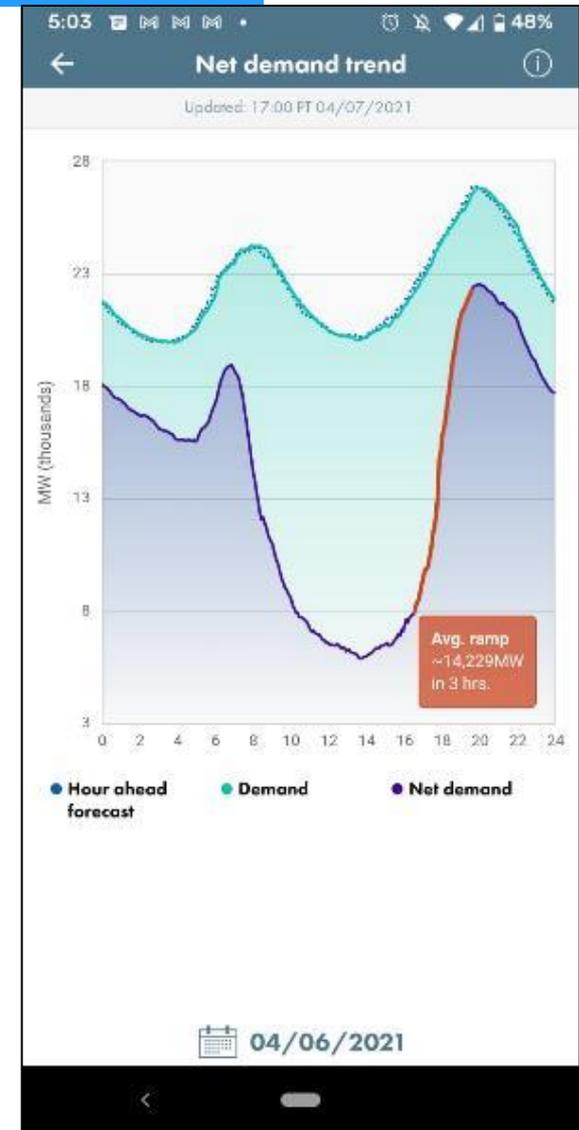
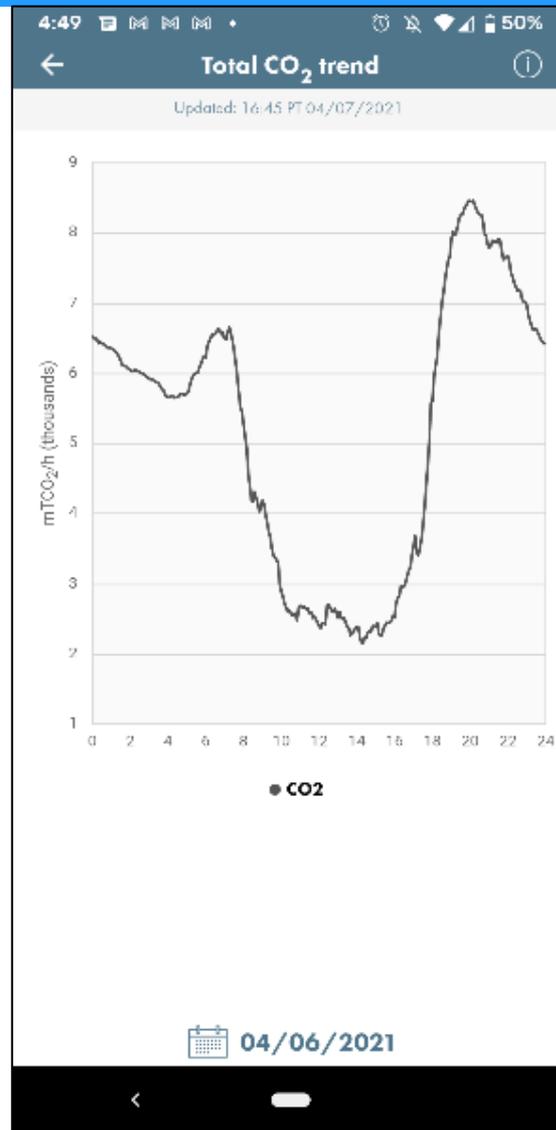
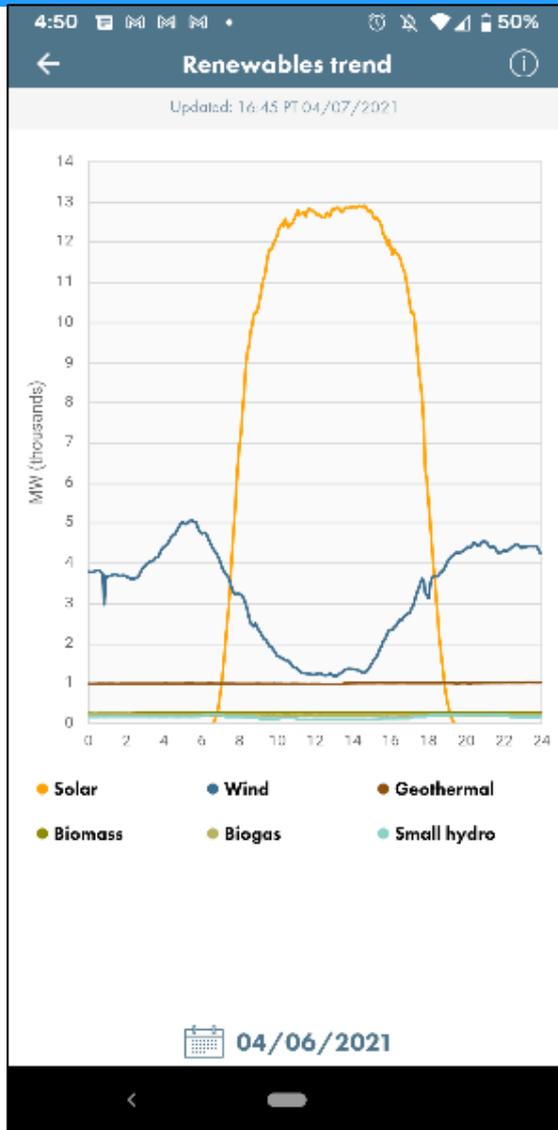
1. Reviewed the CVAP qualifying dealership list.
2. Called Chevrolet dealerships and asked for single-payment lease quotes.
  - Started with dealerships closest to me and worked my way out.
  - All dealerships asked me a series of questions to see which dealership incentives I qualified for.
3. Created a spreadsheet, logging all Chevrolet dealerships that I called and their addresses, each of their single-payment lease quotes, their available Bolt LT colors, and comfort & convenience packages.

## Research results:

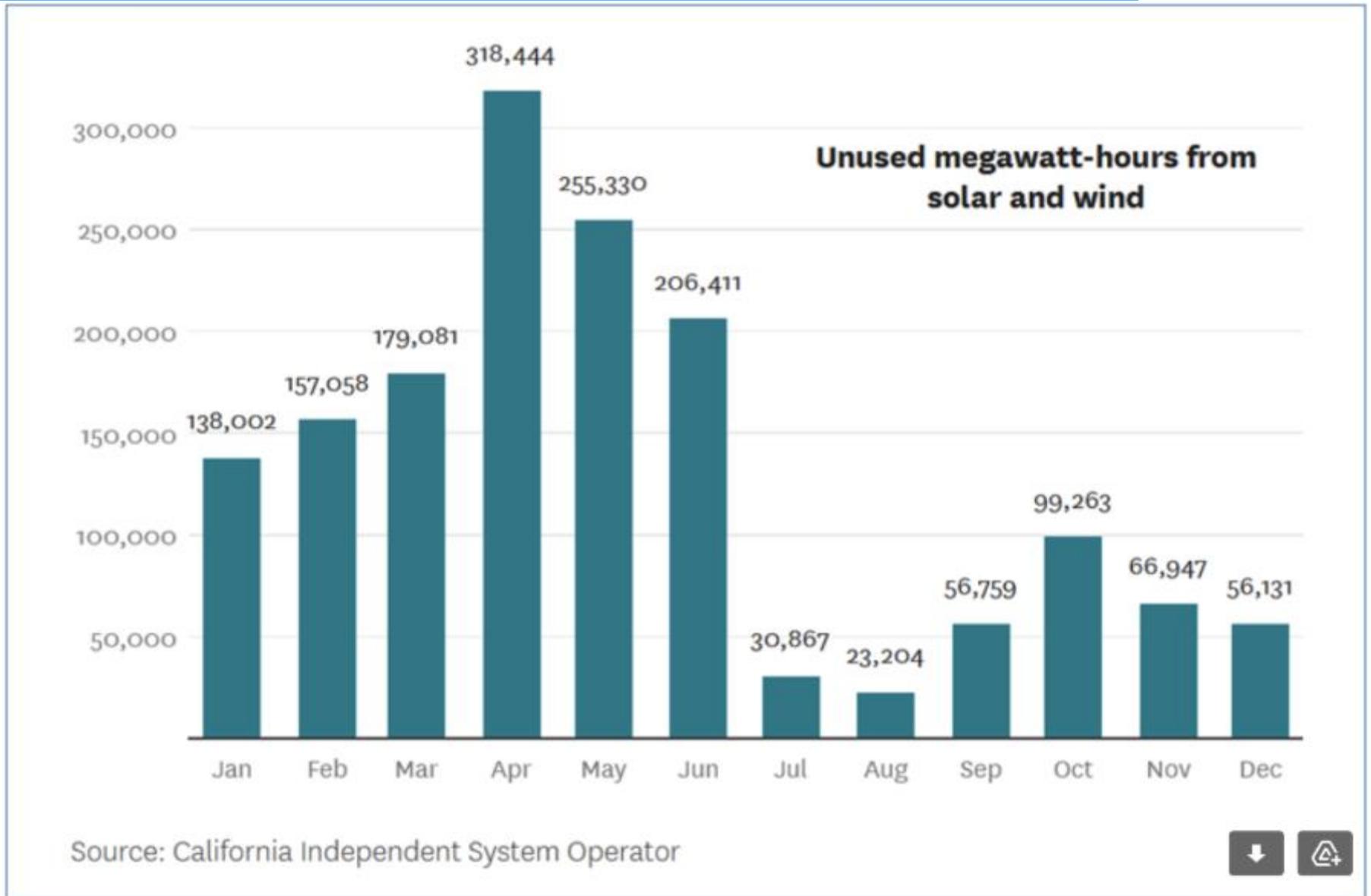
- Contacted 16 Chevrolet dealers and received 13 verbal quotes.
  - Dealers would not provide written quotes, because those are the price comparison tools that people use for the most effective comparative shopping. In general, dealerships would ask to see the best single-payment lease quote that I was claiming to have received verbally from another dealership. Nonetheless, always conveying the best price seemed to be an effective strategy.
- The average verbal single-payment lease quote I received was \$11,131.
- The lowest single-payment lease quote I received was \$8,880.

- Regularly check the CVAP website in case they receive more funds and the application process opens back up.
- Request a copy of the CVAP grant confirmation page at the dealership after the dealership has filled out their portion.
- Check back often with qualified dealerships for new incentives.
- When getting quotes from dealerships, do not disclose any grant or rebate funds that you qualify for.
- Expect to pay a disposition fee of around \$300 or \$400 when you return the leased vehicle.
- Check with your Community Choice Aggregator (CCA) or utility for extra incentives, which some are providing. For example, [MCE](#) is currently providing an additional **\$3,500** and [3CE](#) is providing up to **\$6,000** for customers in their service territories. However, incentives from CCAs are quickly being depleted.
  - 3CE is only offering electric vehicle incentives to PG&E customers.

# Peak solar times (10-2pm) are the best times to charge



Source: [ISO today app](#) and [CAISO website](#)



- [Electricdrive805](#): A website that walks you through the process of determining whether you qualify for a free EV.
- [Clean Vehicle Assistance Program \(CVAP\)](#): Grant funds for battery electric vehicles, plug-in hybrid electric vehicles, fuel cell vehicles, and hybrid electric vehicles that can be applied at the dealership.
- [Clean Vehicle Rebate Project \(CVRP\)](#): Rebates for hydrogen fuel cell vehicles, battery electric vehicles, plug-in hybrid electric vehicles, and zero-emission motorcycles that you can apply for after you purchase or lease a vehicle.
- [EV blogspot](#): Up-to-date lease pricing of EVs and which dealerships stock them.
- [Plugshare app and website](#): Critical for finding charging stations.
- [California Independent System Operator \(CAISO\) app and website](#): CAISO current and forecasted demand graphs, supply and renewables graphs, and CO2 emission graphs.



Questions?

Email me at [gregory@clean-coalition.org](mailto:gregory@clean-coalition.org).