

Drive Green

with MASS ENERGY

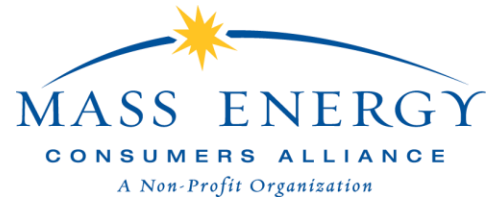
Save on an electric vehicle with our group discount.

Make a difference one mile at a time.

Drive Green with Mass Energy is an electric vehicle (EV) discount program aiming to make choosing an EV easier for you. **Anyone** is eligible to participate and receive a discount to purchase or lease a **top EV model** at a participating dealer.

Webinar Logistics

- Everyone is muted to avoid background noise.
- Send questions to us via chat.

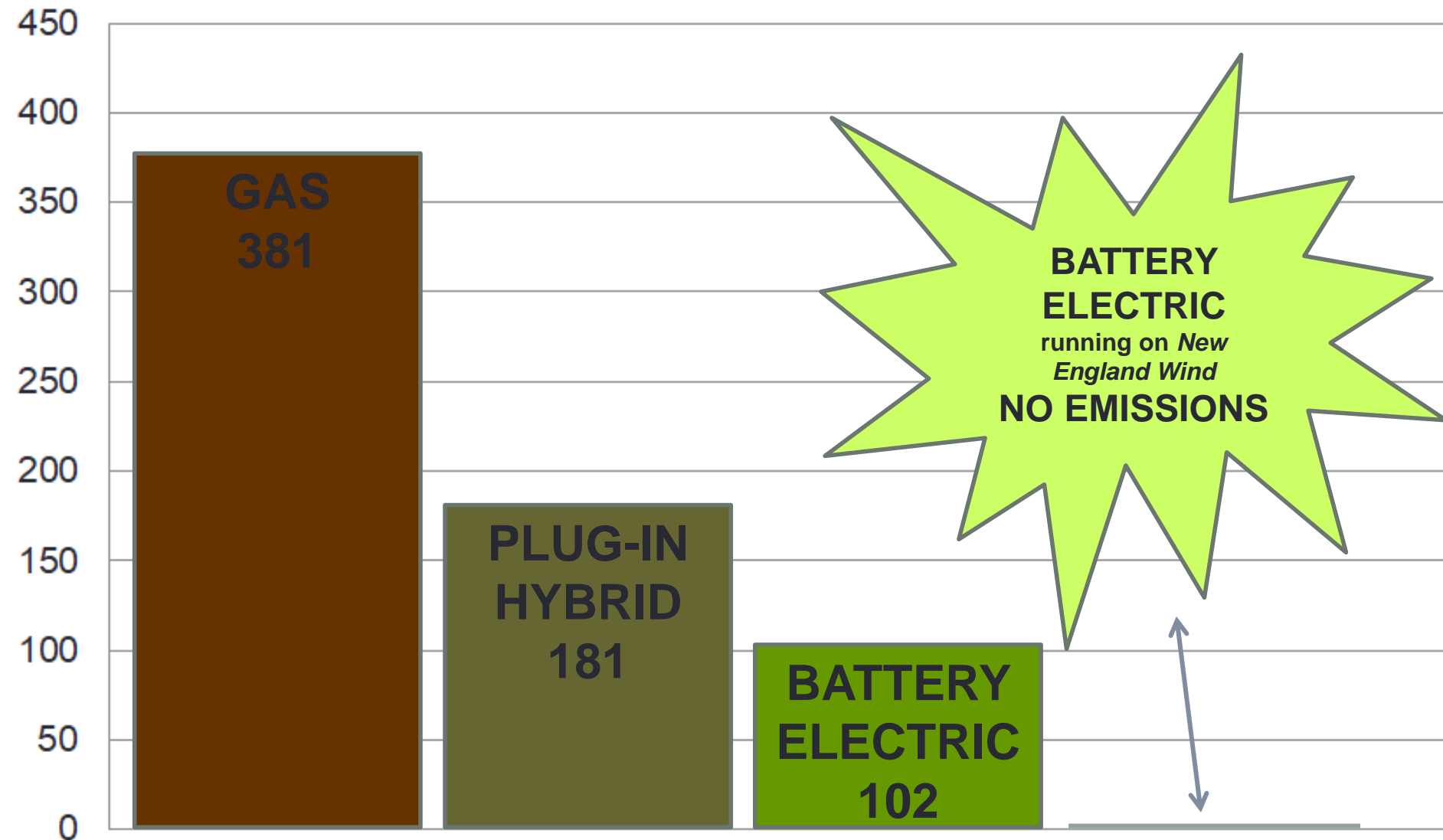


Non-profit
founded in 1982

Working to
harness the
collective power
of energy
consumers to
lead us to a low-
carbon future

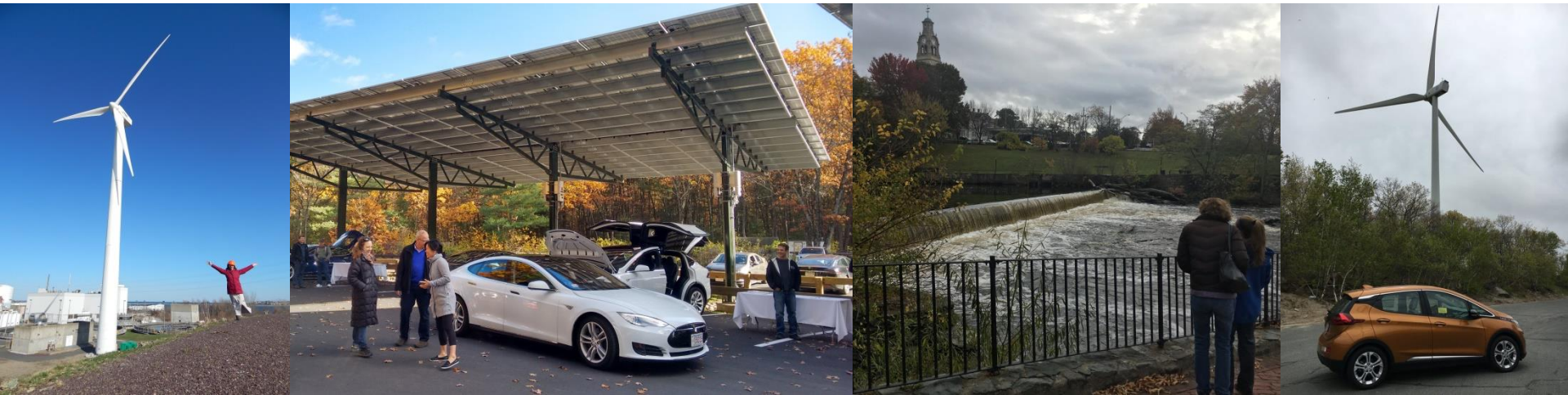


Grams of CO₂e emissions per mile in New England

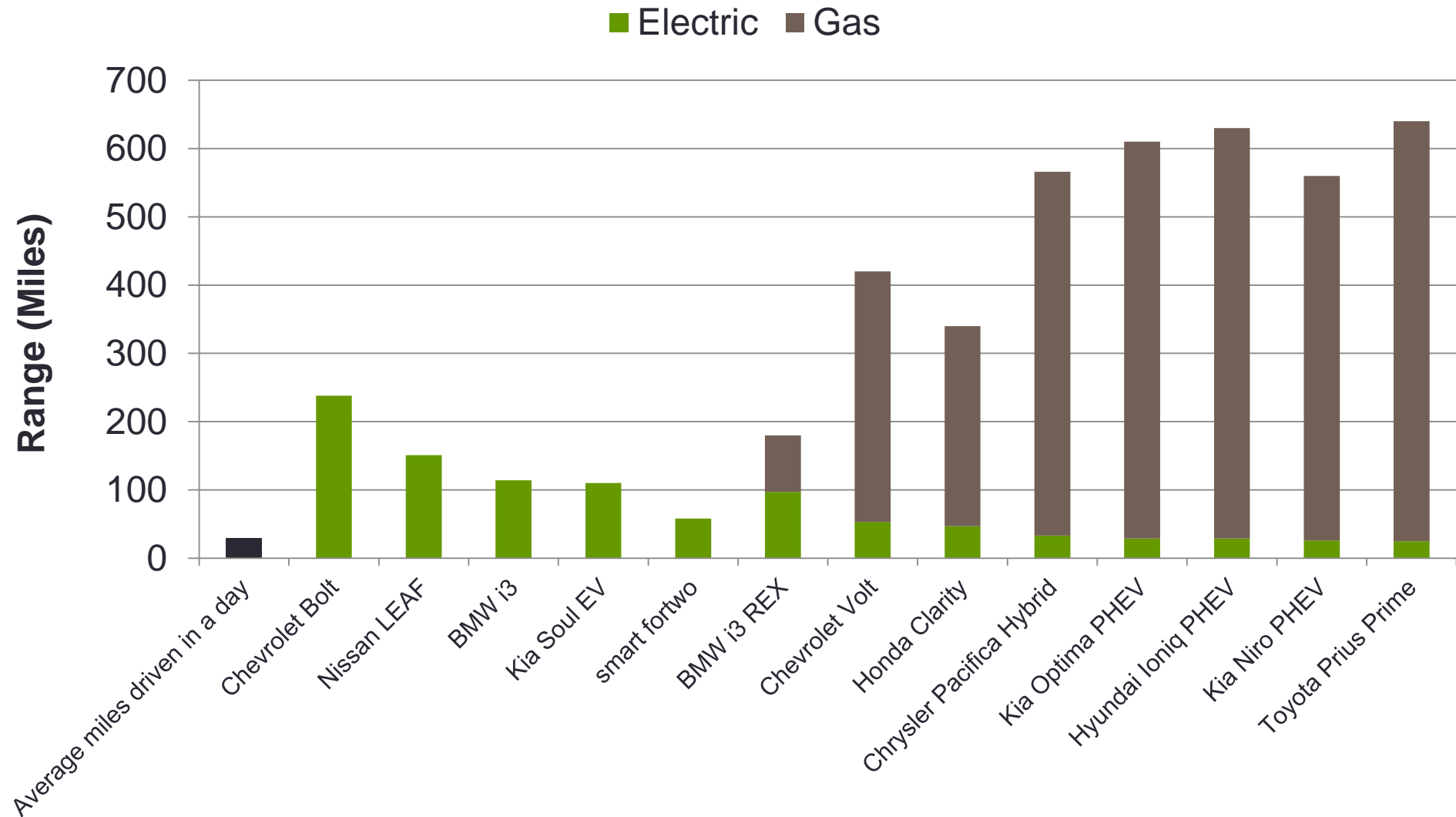


Better for economy

- EVs keep energy dollars in Massachusetts
- Part of least-cost strategy to reach economy-wide climate goals (Synapse Energy Economics 2016)
- Big net societal benefits from increasing adoption of EVs, particularly in public health (MJ Bradley 2016)



Range anxiety is a thing of the past



Lower cost of ownership

- Average new car = \$36,000: EVs cost less with federal and state incentives
- Lower cost for energy
 - Save 4.4 cents/mile or \$528/year by our math
 - Department of Energy's eGallon as of Feb. 20th:
 - \$2.62 regular gasoline
 - \$1.76 electric eGallon
- Lower cost to maintain

Lower cost of ownership

10 Most Common Vehicle Repairs (That Electric Vehicles Don't Require)



Oxygen Sensor
Replacement
\$249



Catalytic Converter
Replacement
\$1,153



Ignition Coil and Spark
Plug Replacement
\$390



Fuel Cap
Replacement
\$15



Thermostat
Replacement
\$210



Ignition Coil
Replacement
\$236



Mass Air Flow
Sensor Replacement
\$382



Spark Plug Wire and
Spark Plug Replacement
\$331



EVAP Purge Control
Valve Replacement
\$168



EVAP Purging Solenoid
Replacement
\$184

Total Savings= \$3318

QUESTIONS SO FAR?

Drive Green with Mass Energy offers

- **Drive Green with Mass Energy** program incentives: up to \$13,500 in February 2018
- Plus federal tax credit: up to \$7,500
- Plus Massachusetts MOR-EV rebate: up to \$2,500



THE CARS

First: the all-electrics

- Various dealer discounts through **Drive Green with Mass Energy**
- \$7,500 federal tax credit (purchase)
- \$2,500 state MOR-EV rebate (purchase or 3-year lease)



THE CARS

Next: plug-in hybrids

- Various dealer discounts
- Federal tax credit varies for purchase
- State rebate varies for purchase or 3-year lease





Drive Green

[EV RESOURCES & INFO](#)

[COMPARE THE CARS](#)

[EV EVENTS](#)

[EV CHARGING](#)

[EV TESTIMONIALS](#)

[EV VS GAS: SAVINGS](#)

[EV INCENTIVES](#)

[FAQ](#)

[SPREAD THE WORD](#)

[TEST DRIVE](#)

[ESTAR EV DEALER PROGRAM](#)

Drive Green

with MASS ENERGY

Save on an electric vehicle with our group discount.

Make a difference one mile at a time.

[Sign up for deals](#)

[Explore cars](#)

What is Drive Green with Mass Energy?

An electric vehicle (EV) discount program to make choosing an EV easier for you.

Anyone is eligible to sign up for deals. Once you sign up, you have the option to test-drive cars of your choosing and are able to receive a discount to purchase or lease a top EV model at a participating dealer.

*We're a nonprofit organization working to reduce emissions 80% by 2050 and **stop climate change**. EVs are a big part of the solution! [Learn more about EVs.](#)*

All electric

17

Chevy Bolt



☒ Chevy Bolt LT

from \$21,495

238 mi/charge

all electric

☐ Chevy Bolt Premier

from \$25,780

238 mi/charge

all electric

Extras: Rear camera mirror, Surround vision, Leather-wrapped heated steering wheel

Nissan LEAF



☐ Nissan LEAF S

from \$21,145

151 mi/charge

all electric

☐ Nissan LEAF SV

from \$21,675

151 mi/charge

all electric

☐ Nissan LEAF SL

from \$26,215

151 mi/charge

all electric

BMW i3



Kia Soul EV



Plug-in hybrid

Chevy Volt



☐ Chevy Volt LT

from \$17,595

53 mi/charge plus
367 mi on gas

electric,
gas back-up

☐ Chevy Volt Premier

from \$21,945

53 mi/charge plus
367 mi on gas

electric,
gas back-up

Extras: leather seating, Bose sound system, heated seating and mirrors, parking assist

Honda Clarity



☒ Honda Clarity Touring

from \$23,199

47 mi/charge plus
293 mi on gas

electric,
gas back-up

Extras: Remote Climate Pre-Conditioning, Leather-Trimmed Seating, Leather-Trimmed Steering Wheel, Honda Satellite-Linked Navigation

☒ Honda Clarity Hybrid Plug-In

from \$20,250

47 mi/charge plus
293 mi on gas

electric,
gas back-up

Extras: Honda Sensing, Deceleration Selectors, 8-inch Display Audio Touch-Screen, LED Headlights w/Auto High Beam

Chrysler Pacifica



Kia Optima Plug-In Hybrid


☐ Quirk Chevrolet, Braintree, MA

Deal good through Mar 05, 2018

Model Year: 2018

Purchase

Lease

Normal price	Our discount	State rebate	Federal tax credit	Final price	Up-front payment	Monthly payment	Term	Annual mileage	State rebate
\$37,495	\$6,000	\$2,500	up to \$7,500	\$21,495	\$2,500	\$175	36 mo	10,000	\$2,500

Finance Info: No finance requirement.

Additional Benefits: Includes Destination Fee. No hidden fees. Quirk Chevrolet has 82 Bolts available as of 2/17/2018.

Important Info: Quirk Chevrolet of Braintree earned GM Green Dealer Certification for 2017. We have 4 dedicated knowledgeable EV specialists.

Additional Benefits: Although \$2,500 is required up-front, a 3-year lease is eligible for the \$2,500 Massachusetts state rebate. Monthly payment for Bolt LT with Driver Confidence Pkg & Comfort and Convenience Pkg is \$223. Monthly payment for Bolt LT with DC Fast Charging Provisions, Driver Confidence Pkg, and Comfort and Convenience Pkg is \$243.

Important Info: \$2,500 includes all bank/dealer fees. Only extra fees are (assuming MA registration): plates (\$57.50), sticker (\$35), and title (\$75). Quirk Chevrolet has 82 Bolts available as of 2/17/18. Quirk Chevrolet of Braintree earned GM Green Dealer Certification. We have 4 dedicated knowledgeable EV specialists.

☒ Herb Connolly Chevrolet, Framingham, MA

Deal good through Feb 28, 2018

Model Year: 2017

Purchase

Lease

Normal price	Our discount	State rebate	Federal tax credit	Final price	Up-front payment	Monthly payment	Term	Annual mileage	State rebate
\$37,495	\$5,517	\$2,500	up to \$7,500	\$21,978	\$2,500	\$259	39 mo	10,000	\$2,500

Finance Info: Must finance through GM Financial.

Additional Benefits: Includes Destination Charge. We offer all of our Bolt customers unlimited free carwash, service loaners, and a shuttle service to local towns. In addition to these benefits we have a very experienced sales force that has been in place for many years.

Important Info: Taxes, title, and fees extra. Listed numbers for tier 1 credit.

Honda Clarity Touring



☒ Saccucci Honda, Middletown, RI

Deal good through Feb 28, 2018

Model Year: 2018

Purchase

Normal price	Our discount <small>i</small>	State rebate <small>i</small>	Federal tax credit <small>i</small>	Final price <small>i</small>
\$37,490	\$4,291	\$2,500	up to \$7,500	\$23,199

Lease

Up-front payment	Monthly payment	Term	Annual mileage	State rebate
\$0	\$399	36 mo	12,000	\$2,500

Finance Info: No finance requirement.

Additional Benefits: Includes Destination Fee.

Additional Benefits: First payment due at delivery. Sales tax, doc fee, reg, acquisition, and title are extra.

Important Info: Lease is based on top tier credit with AHFC. Must take delivery from dealer stock.

Honda Clarity Hybrid Plug-In



☐ Saccucci Honda, Middletown, RI

Deal good through Feb 28, 2018

Model Year: 2018

Purchase

Normal price	Our discount <small>i</small>	State rebate <small>i</small>	Federal tax credit <small>i</small>	Final price <small>i</small>
\$34,290	\$4,040	\$2,500	up to \$7,500	\$20,250

Lease

Up-front payment	Monthly payment	Term	Annual mileage	State rebate
\$2,999	\$199	24 mo	24	\$2,500

Additional Benefits: A second lease option is \$0 down payment at \$289 each month for a term of 36 months and a 36,000 miles limit. First payment due at delivery. Sales tax, doc fee, reg, acquisition, and title are extra.

Important Info: Disclaimer for lease deal 1: \$2999 cash or trade down due at signing, plus 1st payment, acquisition fee, doc fee, sales tax, registration extra. Offers only available on in-stock vehicles. Must finance/lease through Honda Finance. Disclaimer for lease deal 2: \$0 cash or trade down at signing. 1st payment

Great! Finish up by giving us your contact information, and we will have the dealers you've selected contact you within a few days.

Please enter the following:

First name *

Last name *

Email *

Phone *

What is the best time of day to call you?

- ☐ Morning (before 12:00 pm)
- ☐ Afternoon (12:00 pm to 6:00 pm)
- ☐ Evening (after 6:00 pm)

Address

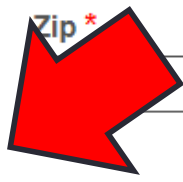
City *

State

Zip *

Previous

Submit



SO, WHAT'S NEW?

2018 Nissan LEAF

Drive Green
with MASS ENERGY

**Range:
151
mi/charge**



***after incentives**

**Get the all new 2018 Nissan LEAF starting at \$21,612* at
www.massenergy.org/drivegreen**

We've added more dealers and models

Dealers added since launch

- BMW of Warwick, RI
- Balise Chevrolet of Springfield, MA
- Burke Chevrolet of Northampton, MA
- Colonial Chevrolet of Acton, MA
- Herb Connolly Chevrolet of Framingham, MA
- Lannan Chevrolet of Lowell, MA
- Quirk Chrysler of Braintree, MA
- Saccucci Honda of Middletown, RI
- Mirak Hyundai of Arlington, MA
- Quirk Kia of Braintree, MA
- Smart Center of Lynnfield
- Prime Toyota of W. Roxbury, MA
- Toyota of Watertown, MA

Models added since launch

- BMW i3
- Kia Soul EV
- smart fortwo
- Honda Clarity
- Chrysler Pacifica
- Kia Optima PHEV
- Kia Niro PHEV
- Hyundai Ioniq PHEV
- Toyota Prius Prime
- BMW 530e, X5, 740e

Level II Charging

- If you need an electrician to install 240 volt service and/or a Level II charging station, we may be able to help! Areas we currently cover:
 - Most of Massachusetts & all of Rhode Island. *More coming soon!*
- *Quirk Chevrolet offering free Level II unit with purchase of Bolt or Volt by April 2, 2018*



More charging stations are on the way

- Volkswagen settlement
 - Appendix C: Electrify America to spend \$1.2 billion in 17 metro areas (of which Boston is one) to install public Level II and DC fast charging
 - Appendix D: MassDEP to receive \$75 million to spend on environmental mitigation projects, of which up to 15% can be spent on EVSE
- “Make Ready” approach
 - Eversource: \$45 million, 500 sites with 4,000 ports over 5 years
 - National Grid: \$25 million over 3 years

Emissions are lower (and will continue to fall)

Renewable Portfolio Standard and Clean Energy Standard (new policy) require more clean energy every year.

- At launch, 11% of our electricity was green.
- In 2018, 16% will be green.
- The percentage of green power will now increase by 2%/year.

You can buy green power to match 25% or 100% of your electricity consumption.



We're planning more EV showcases

- You can always test drive on your own
- More events coming – watch your email and www.massenergy.org/drivegreen/events
- Good opportunity to see various cars
 - Dealers and ambassadors



Public Policy

- EVs are the next big thing in terms of GHG reduction
- Current state policies:
 - MOR-EV rebate: not sustainable in the long run
 - Make Ready
- What we advocate for:
 - Off-peak charging rebates
 - Electric buses



Email us at:
drivegreen@massenergy.org