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

- **GAS**: 381
- **PLUG-IN HYBRID**: 181
- **BATTERY ELECTRIC**: 102

**BATTERY ELECTRIC** running on New England Wind, NO EMISSIONS

Source: Union of Concerned Scientists EV Emissions Tool
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

**Maximum:** $23,500 off!!
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)
Next: plug-in hybrids

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

<table>
<thead>
<tr>
<th>Model</th>
<th>Trim Level</th>
<th>Starting Price</th>
<th>Mileage/Charge</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Chevy Bolt</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>LT</td>
<td>□</td>
<td>$21,495</td>
<td>238 mi/charge</td>
<td>All Electric</td>
</tr>
<tr>
<td>Premier</td>
<td>□</td>
<td>$25,780</td>
<td>238 mi/charge</td>
<td>All Electric</td>
</tr>
<tr>
<td>Extras: Rear camera mirror, Surround vision, Leather-wrapped heated steering wheel</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Nissan LEAF</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>S</td>
<td>□</td>
<td>$21,145</td>
<td>151 mi/charge</td>
<td>All Electric</td>
</tr>
<tr>
<td>SV</td>
<td>□</td>
<td>$21,675</td>
<td>151 mi/charge</td>
<td>All Electric</td>
</tr>
<tr>
<td>SL</td>
<td>□</td>
<td>$26,215</td>
<td>151 mi/charge</td>
<td>All Electric</td>
</tr>
</tbody>
</table>

**Chevy Bolt LT** is selected.
## 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

- **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

<table>
<thead>
<tr>
<th>Normal price</th>
<th>Our discount</th>
<th>State rebate</th>
<th>Federal tax credit</th>
<th>Final price</th>
</tr>
</thead>
<tbody>
<tr>
<td>$37,495</td>
<td>$6,000</td>
<td>$2,500</td>
<td>up to $7,500</td>
<td>$21,495</td>
</tr>
</tbody>
</table>

**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.

### Lease

<table>
<thead>
<tr>
<th>Up-front payment</th>
<th>Monthly payment</th>
<th>Term</th>
<th>Annual mileage</th>
<th>State rebate</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,500</td>
<td>$175</td>
<td>36 mo</td>
<td>10,000</td>
<td>$2,500</td>
</tr>
</tbody>
</table>

**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

<table>
<thead>
<tr>
<th>Normal price</th>
<th>Our discount</th>
<th>State rebate</th>
<th>Federal tax credit</th>
<th>Final price</th>
</tr>
</thead>
<tbody>
<tr>
<td>$37,495</td>
<td>$5,517</td>
<td>$2,500</td>
<td>up to $7,500</td>
<td>$21,978</td>
</tr>
</tbody>
</table>

**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.

### Lease

<table>
<thead>
<tr>
<th>Up-front payment</th>
<th>Monthly payment</th>
<th>Term</th>
<th>Annual mileage</th>
<th>State rebate</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,500</td>
<td>$259</td>
<td>39 mo</td>
<td>10,000</td>
<td>$2,500</td>
</tr>
</tbody>
</table>

**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**

<table>
<thead>
<tr>
<th>Purchase</th>
<th>Lease</th>
</tr>
</thead>
<tbody>
<tr>
<td>Normal price</td>
<td>$37,490</td>
</tr>
<tr>
<td>Our discount</td>
<td>$4,291</td>
</tr>
<tr>
<td>State rebate</td>
<td>$2,500</td>
</tr>
<tr>
<td>Federal tax</td>
<td>up to $7,500</td>
</tr>
<tr>
<td>credit</td>
<td>Final price</td>
</tr>
<tr>
<td></td>
<td>$23,199</td>
</tr>
</tbody>
</table>

**Finance Info:** No finance requirement.

**Additional Benefits:** Includes Destination Fee.

**Lease:**
- 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**

<table>
<thead>
<tr>
<th>Purchase</th>
<th>Lease</th>
</tr>
</thead>
<tbody>
<tr>
<td>Normal price</td>
<td>$34,290</td>
</tr>
<tr>
<td>Our discount</td>
<td>$4,040</td>
</tr>
<tr>
<td>State rebate</td>
<td>$2,500</td>
</tr>
<tr>
<td>Federal tax</td>
<td>up to $7,500</td>
</tr>
<tr>
<td>credit</td>
<td>Final price</td>
</tr>
<tr>
<td></td>
<td>$20,250</td>
</tr>
</tbody>
</table>

**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.
- Offered 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, acquisition fee, doc fee, sales tax, registration extra.
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 *

[Submit]
SO, WHAT’S NEW?
2018 Nissan LEAF

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

<table>
<thead>
<tr>
<th>Dealers added since launch</th>
<th>Models added since launch</th>
</tr>
</thead>
<tbody>
<tr>
<td>• BMW of Warwick, RI</td>
<td>• BMW i3</td>
</tr>
<tr>
<td>• Balise Chevrolet of Springfield, MA</td>
<td>• Kia Soul EV</td>
</tr>
<tr>
<td>• Burke Chevrolet of Northampton, MA</td>
<td>• smart fortwo</td>
</tr>
<tr>
<td>• Colonial Chevrolet of Acton, MA</td>
<td>• Honda Clarity</td>
</tr>
<tr>
<td>• Herb Connolly Chevrolet of Framingham, MA</td>
<td>• Chrysler Pacifica</td>
</tr>
<tr>
<td>• Lannan Chevrolet of Lowell, MA</td>
<td>• Kia Optima PHEV</td>
</tr>
<tr>
<td>• Quirk Chrysler of Braintree, MA</td>
<td>• Kia Niro PHEV</td>
</tr>
<tr>
<td>• Saccucci Honda of Middletown, RI</td>
<td>• Hyundai Ioniq PHEV</td>
</tr>
<tr>
<td>• Mirak Hyundai of Arlington, MA</td>
<td>• Toyota Prius Prime</td>
</tr>
<tr>
<td>• Quirk Kia of Braintree, MA</td>
<td>• BMW 530e, X5, 740e</td>
</tr>
<tr>
<td>• Smart Center of Lynnfield</td>
<td></td>
</tr>
<tr>
<td>• Prime Toyota of W. Roxbury, MA</td>
<td></td>
</tr>
<tr>
<td>• Toyota of Watertown, MA</td>
<td></td>
</tr>
</tbody>
</table>
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
There’s new public charging

Massachusetts
520 electric stations
1,372 charging outlets

Rhode Island
79 electric stations
206 charging outlets
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