



# Drive EV Electric Vehicle Incentive Savings

|                          | New Vehicles | Used Vehicles |
|--------------------------|--------------|---------------|
| Standard SCP Incentive   | \$2,000      | \$1,000       |
| Low-Income SCP Incentive | \$4,000      | \$2,000       |

| Effective Date: 9/14/2018 |                              |                            |                               | LEASE                        |                             | PURCHASE                     |                             |
|---------------------------|------------------------------|----------------------------|-------------------------------|------------------------------|-----------------------------|------------------------------|-----------------------------|
| Dealer                    | Vehicle                      | All-Electric Range (miles) | MSRP                          | Dealer Discount <sup>a</sup> | Mftr. Discount <sup>a</sup> | Dealer Discount <sup>a</sup> | Mftr. Discount <sup>a</sup> |
| AutoWorld Chrysler        | 2018 Pacifica Hybrid Limited | 33                         | \$ 49,575                     | \$3,500 +                    | \$3,750                     | \$3,500 +                    | \$0                         |
|                           | 2018 Pacifica Hybrid Touring | 33                         | \$ 44,630                     | \$3,000 +                    | \$3,750                     | \$3,000 +                    | \$0                         |
|                           | 2018 Pacifica Hybrid Plus    | 33                         | \$ 42,825                     | \$3,000 +                    | \$3,750                     | \$3,000 +                    | \$0                         |
| Hansel BMW                | 2018 i3 Base                 | 114                        | \$ 45,445                     | \$2,000 +                    | \$7,500                     | \$2,000 +                    | \$10,000                    |
|                           | 2018 i3 Rex                  | 97                         | \$ 49,295                     | \$2,000 +                    | \$7,500                     | \$2,000 +                    | \$10,000                    |
|                           | 2018 Giga Rex                | 97                         | \$ 51,095                     | \$2,000 +                    | \$7,500                     | \$2,000 +                    | \$10,000                    |
|                           | 2018 i3s                     | 107                        | \$ 48,645                     | \$2,000 +                    | \$7,500                     | \$2,000 +                    | \$10,000                    |
|                           | 2018 i3S Rex                 | 97                         | \$ 52,495                     | \$2,000 +                    | \$7,500                     | \$2,000 +                    | \$10,000                    |
|                           | USED i3s (+REX variants)     | Varies - 72-114            | <i>Kelly Blue Book Retail</i> | <i>Not Applicable</i>        | <i>Not Applicable</i>       | 10% off +                    | \$0                         |
| Jim Bone Kia              | 2018 Soul EV-e               | 111                        | \$ 33,380                     | \$1,500 +                    | \$16,200                    | \$1,500 +                    | \$500                       |
|                           | 2018 Soul EV                 | 111                        | \$ 35,030                     | \$1,600 +                    | \$16,400                    | \$1,600 +                    | \$500                       |
|                           | 2018 Soul EV+                | 111                        | \$ 36,980                     | \$1,900 +                    | \$16,600                    | \$1,900 +                    | \$500                       |
|                           | USED Soul EVs                | Varies - 90-110            | <i>Kelly Blue Book Retail</i> | <i>Not Applicable</i>        | <i>Not Applicable</i>       | \$1,500 +                    | \$0                         |
|                           | 2018 Niro PHEV LX            | 25                         | \$ 29,100                     | \$1,000 +                    | \$4,843                     | \$1,000 +                    | \$750                       |
|                           | 2018 Niro PHEV EX            | 25                         | \$ 32,700                     | \$1,000 +                    | \$5,043                     | \$1,000 +                    | \$750                       |
|                           | 2018 Niro PHEV EX Tech       | 25                         | \$ 36,095                     | \$1,000 +                    | \$5,243                     | \$1,000 +                    | \$750                       |
|                           | 2018 Optima PHEV             | 29                         | \$ 36,500                     | \$1,500 +                    | \$10,719                    | \$1,500 +                    | \$750                       |
| 2018 Optima PHEV EX       | 29                           | \$ 41,800                  | \$2,500 +                     | \$10,719                     | \$2,500 +                   | \$750                        |                             |
| Jim Bone Nissan           | 2018 LEAF S                  | 151                        | \$ 31,500                     | \$2,000 +                    | \$10,025                    | \$2,000 +                    | \$2,000                     |
|                           | 2018 LEAF S-QC               | 151                        | \$ 32,845                     | \$2,000 +                    | \$10,025                    | \$2,000 +                    | \$2,000                     |
|                           | 2018 LEAF SV                 | 151                        | \$ 34,000                     | \$2,000 +                    | \$8,850                     | \$2,000 +                    | \$2,000                     |
|                           | 2018 LEAF SL                 | 151                        | \$ 37,925                     | \$2,000 +                    | \$8,400                     | \$2,000 +                    | \$2,000                     |
|                           | USED LEAFs                   | Varies Up to 80            | <i>Kelly Blue Book Retail</i> | <i>Not Applicable</i>        | <i>Not Applicable</i>       | \$1,500 +                    | \$0                         |
| Platinum Chevrolet        | 2018 Bolt LT                 | 238                        | \$ 37,495                     | \$4,000 +                    | \$3,000                     | \$4,000 +                    | \$1,000                     |
|                           | 2018 Bolt Premier            | 238                        | \$ 41,780                     | \$4,000 +                    | \$3,000                     | \$4,000 +                    | \$1,000                     |
|                           | 2018 Volt LT                 | 53                         | \$ 34,095                     | \$4,000 +                    | \$6,900                     | \$4,000 +                    | \$2,000                     |
|                           | 2018 Volt Premier            | 53                         | \$ 38,445                     | \$4,000 +                    | \$6,525                     | \$4,000 +                    | \$2,000                     |
|                           | USED Volts                   | 42-53 (2015-2016)          | <i>Kelly Blue Book Retail</i> | <i>Not Applicable</i>        | <i>Not Applicable</i>       | \$500 +                      | \$0                         |

Information accurate as of Effective Date. Subject to change without notice. Check DriveEV.org for the latest, up-to-date information.

| Additional Incentives Available <sup>d</sup>                                 | Standard Amount | Amount for Low-Moderate Income |
|--|-----------------|--------------------------------|
| CA Clean Vehicle Rebate <sup>d</sup>   | \$2,500         | \$4,500                        |
| CA Clean Fuel Rebate <sup>d</sup>  | \$500           | \$500                          |
| Go Green! Rebate <sup>d</sup><br><i>(NoSoCo Air District residents only)</i> | \$1,000         | or \$2,000                     |
| CA Clean Vehicle Assistance Grant <sup>e</sup>                               | \$0             | \$5,000                        |
| <b>TOTAL AMOUNT AVAILABLE (up to):</b>                                       | <b>\$4,000</b>  | <b>\$7,500</b>                 |
| <i>Also Available: Federal Tax Credit<sup>f</sup></i>                        |                 | <i>Up to \$7,500</i>           |

**a)** Lease/purchase price to reflect amount of dealer/manufacturer purchase or lease credit. Subject to financing from dealership. **b,c)** Eligibility limited to active SCP customer. SCP incentive valid for only one vehicle, limited to one certificate per individual, two per SCP electric account total. Incentive is limited to eligible vehicle makes/models and only available on a first-come, first-served basis, while funds last. Must obtain a Verified SCP Customer Certificate to be eligible for maximum savings. Standard customers receive \$2,000, and customers enrolled in either the CARE or FERA program receive \$4,000. Drive EV program and incentives valid through November 16, 2018, or until SCP program funds are depleted. Visit DriveEV.org for full Terms and Conditions. Program incentives, offers, and Terms and Conditions subject to change without notice. **Customers are solely responsible for the negotiation of final purchase or lease terms on all vehicles.** **d)** Additional incentives, including State and local rebates, may not be available to all customers. Rebates are subject to their respective program rules and conditions. Other rebates and incentives are not administered by Sonoma Clean Power. **e)** Must apply prior to purchasing vehicle. Only applicable for purchases. **f)** Consult a tax professional regarding applicability of the Federal Tax Credit for Plug-in Electric Vehicles.



# Drive EV Ahorros y incentivos para vehículos eléctricos

|                                      | Vehículos nuevos | Vehículos usados |
|--------------------------------------|------------------|------------------|
| Incentivo estándar de SCP            | \$2,000          | \$1,000          |
| Incentivo de SCP para bajos ingresos | \$4,000          | \$2,000          |

Fecha efectiva: 9/14/2018

| Concesionarios      | Vehículos                    | Distancia (millas) | MSRP                          | ARRENDAMIENTOS                          |                                       | COMPRAS                                 |                                       |       |          |
|---------------------|------------------------------|--------------------|-------------------------------|---|---------------------------------------|---|---------------------------------------|-------|----------|
|                     |                              |                    |                               | Descuento del distribuidor <sup>a</sup> | Descuento del Fabricante <sup>a</sup> | Descuento del distribuidor <sup>a</sup> | Descuento del Fabricante <sup>a</sup> |       |          |
| AutoWorld Chrysler  | 2018 Pacifica Hybrid Limited | 33                 | \$ 49,575                     | \$3,500                                 | +                                     | \$3,750                                 | \$3,500                               | +     | \$0      |
|                     | 2018 Pacifica Hybrid Touring | 33                 | \$ 44,630                     | \$3,000                                 | +                                     | \$3,750                                 | \$3,000                               | +     | \$0      |
|                     | 2018 Pacifica Hybrid Plus    | 33                 | \$ 42,825                     | \$3,000                                 | +                                     | \$3,750                                 | \$3,000                               | +     | \$0      |
| Hansel BMW          | 2018 i3 Base                 | 114                | \$ 45,445                     | \$2,000                                 | +                                     | \$7,500                                 | \$2,000                               | +     | \$10,000 |
|                     | 2018 i3 Rex                  | 97                 | \$ 49,295                     | \$2,000                                 | +                                     | \$7,500                                 | \$2,000                               | +     | \$10,000 |
|                     | 2018 Giga Rex                | 97                 | \$ 51,095                     | \$2,000                                 | +                                     | \$7,500                                 | \$2,000                               | +     | \$10,000 |
|                     | 2018 i3s                     | 107                | \$ 48,645                     | \$2,000                                 | +                                     | \$7,500                                 | \$2,000                               | +     | \$10,000 |
|                     | 2018 i3s Rex                 | 97                 | \$ 52,495                     | \$2,000                                 | +                                     | \$7,500                                 | \$2,000                               | +     | \$10,000 |
|                     | i3 USADOS (+REX variantes)   | Varía - 72-114     | <i>Kelly Blue Book Retail</i> | <i>No aplica</i>                        |                                       | <i>No aplica</i>                        | 10% de descuento                      | +     | \$0      |
| Jim Bone Kia        | 2018 Soul EV-e               | 111                | \$ 33,380                     | \$1,500                                 | +                                     | \$16,200                                | \$1,500                               | +     | \$500    |
|                     | 2018 Soul EV                 | 111                | \$ 35,030                     | \$1,600                                 | +                                     | \$16,400                                | \$1,600                               | +     | \$500    |
|                     | 2018 Soul EV+                | 111                | \$ 36,980                     | \$1,900                                 | +                                     | \$16,600                                | \$1,900                               | +     | \$500    |
|                     | Soul EVs USADOS              | Varía - hasta 90   | <i>Kelly Blue Book Retail</i> | <i>No aplica</i>                        |                                       | <i>No aplica</i>                        | \$1,500                               | +     | \$0      |
|                     | 2018 Niro PHEV LX            | 25                 | \$ 29,100                     | \$1,000                                 | +                                     | \$4,843                                 | \$1,000                               | +     | \$750    |
|                     | 2018 Niro PHEV EX            | 25                 | \$ 32,700                     | \$1,000                                 | +                                     | \$5,043                                 | \$1,000                               | +     | \$750    |
|                     | 2018 Niro PHEV EX Tech       | 25                 | \$ 36,095                     | \$1,000                                 | +                                     | \$5,243                                 | \$1,000                               | +     | \$750    |
|                     | 2018 Optima PHEV             | 29                 | \$ 36,500                     | \$1,500                                 | +                                     | \$10,719                                | \$1,500                               | +     | \$750    |
| 2018 Optima PHEV EX | 29                           | \$ 41,800          | \$2,500                       | +                                       | \$10,719                              | \$2,500                                 | +                                     | \$750 |          |
| Jim Bone Nissan     | 2018 LEAF S                  | 151                | \$ 31,500                     | \$2,000                                 | +                                     | \$10,025                                | \$2,000                               | +     | \$2,000  |
|                     | 2018 LEAF S-QC               | 151                | \$ 32,845                     | \$2,000                                 | +                                     | \$10,025                                | \$2,000                               | +     | \$2,000  |
|                     | 2018 LEAF SV                 | 151                | \$ 34,000                     | \$2,000                                 | +                                     | \$8,850                                 | \$2,000                               | +     | \$2,000  |
|                     | 2018 LEAF SL                 | 151                | \$ 37,925                     | \$2,000                                 | +                                     | \$8,375                                 | \$2,000                               | +     | \$2,000  |
|                     | LEAFs USADOS                 | Varía - hasta 80   | <i>Kelly Blue Book Retail</i> | <i>No aplica</i>                        |                                       | <i>No aplica</i>                        | \$1,500                               | +     | \$0      |
| Platinum Chevrolet  | 2018 Bolt LT                 | 238                | \$ 37,495                     | \$4,000                                 | +                                     | \$3,000                                 | \$4,000                               | +     | \$1,000  |
|                     | 2018 Bolt Premier            | 238                | \$ 41,780                     | \$4,000                                 | +                                     | \$3,000                                 | \$4,000                               | +     | \$1,000  |
|                     | 2018 Volt LT                 | 53                 | \$ 34,095                     | \$4,000                                 | +                                     | \$6,900                                 | \$4,000                               | +     | \$2,000  |
|                     | 2018 Volt Premier            | 53                 | \$ 38,445                     | \$4,000                                 | +                                     | \$6,525                                 | \$4,000                               | +     | \$2,000  |
|                     | Volts USADOS                 | 42-53 (2015-2016)  | <i>Kelly Blue Book Retail</i> | <i>No aplica</i>                        |                                       | <i>No aplica</i>                        | \$500                                 | +     | \$0      |

Información precisa desde la fecha efectiva. Sujeto a cambios sin previo aviso. Consulte DriveEV.org para obtener la información más reciente.

| Incentivos adicionales disponibles   | Cantidad estándar | Cantidad para clientes de bajos ingresos |
|--|-------------------|--|
| <b>CA Clean Vehicle Rebate (Reembolso)*</b>  | \$2,500           | \$4,500                                  |
| <b>CA Clean Fuel Rebate (Reembolso)</b>  | \$500             | \$500                                    |
| <b>Go Green! Rebate (Reembolso)*</b><br><i>(Solo residentes del Distrito de aire NoSoCo)</i> | \$1,000           | \$2,000                                  |
| <b>CA Clean Vehicle Assistance Grant (beca)</b>  | \$0               | \$5,000                                  |
| <b>CANTIDAD TOTAL DISPONIBLE (hasta):</b>  | <b>\$4,000</b>    | <b>\$7,500</b>                           |
| <b>También disponible: Crédito de impuestos federal*</b>                                     |                   | <b>Hasta \$7,500</b>                     |

**a)** Precio de arrendamiento/compra reflejara la cantidad de compra/credito del concesionario/fabricante. Sujeto a financiamiento del concesionario **b,c)** Elegibilidad limitada a clientes activos de SCP. El incentivo de SCP es válido solo a un vehículo, limitado a un certificado por individuo, dos por cada cuenta de electricidad de SCP. El incentivo está limitado a marcas/modelos de vehículos elegibles y solo está disponible por orden de llegada, mientras duren los fondos. Debe obtener un certificado de cliente verificado de SCP para ser elegible para el máximo ahorro. Los clientes estándar reciben \$ 2,000 y los clientes inscritos en el programa CARE o FERA reciben \$ 4,000. El programa de Drive EV y los incentivos válidos hasta el 16 de noviembre de 2018 o hasta que se agoten los fondos del programa. Visite DriveEV.org para ver los Términos y condiciones completos. Los incentivos del programa, las ofertas y los Términos y condiciones están sujetos a cambios sin previo aviso. **Los clientes son los únicos responsables por la negociación de la compra final o los términos de arrendamiento en todos los vehículos.** **d)** Incentivos adicionales, incluidos reembolsos estatales y locales, pueden no estar disponibles para todos los clientes. Los reembolsos están sujetos a sus respectivas reglas y condiciones de programa. Otros descuentos e incentivos no son administrados por Sonoma Clean Power. **e)** Debe aplicar antes de comprar el vehículo. Solo aplicable para compras. **f)** Consulte a un profesional de impuestos sobre la aplicabilidad del Crédito fiscal federal para vehículos eléctricos.