

A guide to EV incentives for commercial fleets

With state and utility programs offering rebates, tax credits and infrastructure support, commercial fleet operators have more opportunities than ever to reduce up-front costs. This guide and checklist will help you navigate the landscape and unlock the full value of available incentives.



State	Vehicle Incentives (Class 3)	Infrastructure Support
Colorado	Up to \$12,000 tax credit via <u>Innovative Credit</u> ¹	Up to \$250,000 grant via <u>Charge Ahead program</u> ²
Massachusetts	Up to \$15,000 rebate via <u>MOR-EV Trucks</u>	Up to \$50,000 grant via <u>MassEVIP</u>
New Jersey	Up to \$50,000 voucher via <u>NJ ZIP</u>	Utility incentives: PSE&G (up to \$30,000 make-ready costs), JCP&L (up to \$50,500 make-ready costs) ³
New York	Up to \$85,000 voucher via <u>NYTVIP</u> ⁴	Utility incentives: <u>Con Edison</u> (up to 50% make-ready costs) ⁵ , <u>PSEG Long Island</u> (up to \$70,000) ⁶

1. Innovative Truck Credit (class 3) of \$12,000 valid through tax year 2025, the credit decreases to \$4,000 in tax year 2026.

Reference: <https://tax.colorado.gov/income-tax-topics-innovative-truck-credit>

2. Charge Ahead grant applications offered three times annually; rolling: open year-round. Reference: <https://energyoffice.colorado.gov/charge-ahead-colorado>

3. Reference: <https://nj.myaccount.pseg.com/myservicepublic/electricvehicles-commercial-program>; Reference: <https://www.firstenergycorp.com/help/electric-vehicles/nj-ev/new-jersey-ev.html>

4. New York Truck Voucher Incentive Program (class 3) rebate of \$85,000 valid until all available funding is spent. Reference: <https://www.nyserda.ny.gov/All-Programs/Truck-Voucher-Program/About-NYTVIP>

5. Con Edison PowerReady valid until all available funding is spent. Reference: <https://www.coned.com/en/our-energy-future/electric-vehicles/>

medium-heavy-duty-ev-charging-infrastructure-program

6. PSEG Long Island Fleet Make Ready valid until all available funding is spent. Reference: <https://www.psegliny.com/saveenergyandmoney/GreenEnergy/EV/FleetOwners/FleetMR>

Step-by-step incentive search checklist

1

Check Your State's EV Programs

- ☐ **Check with your dealer.** Visit your dealer who has access to tools like ZappyRide to find available incentives.
- ☐ **Search for state commercial EV incentives.** Use keywords like “fleet electrification,” “EV rebates” or “charging infrastructure.”

2

Check Utility Provider Incentives

- ☐ **Contact your local electricity provider.** Ask about “make-ready” infrastructure support.

3

Document and Apply

- ☐ **Gather key fleet documentation.** Collect detailed vehicle specs, purchase quotes and fleet data for your application.
- ☐ **Submit applications when programs open.** Many programs are first-come, first-served.
- ☐ **Track deadlines and renewal cycles.** Set calendar reminders to avoid missing key dates.

Best practices for maximizing your EV incentives

EV incentive programs offer valuable benefits, but small missteps can lead to delays or missed opportunities. To stay ahead and make the most of EV incentives, focus on these key actions:



Apply when programs open

Many programs have short windows.



Prepare complete documentation

Gather accurate vehicle specs, purchase quotes and fleet data to support your application and avoid delays.



Explore utility incentives

These can be substantial and are often underutilized.



Confirm eligibility requirements

Review each program's criteria to ensure your fleet type, vehicle class and use-case qualifications before applying.



Track renewal and reapplication cycles

Set reminders for programs that require annual updates or reapplication to maintain funding.

The smart way to lower fleet electrification cost

Electrifying a fleet requires planning and investment. State and utility programs offer rebates, tax credits and infrastructure support, all practical tools that can reduce upfront costs. Start claiming your incentives now and maximize your savings.