

Exclusive EV Discounts

Thursday, April 9th, Noon
Join Us On Zoom

RIDE & DRIVE
=CLEAN



CITY OF
PALO ALTO
UTILITIES





AGENDA

- Introduction
- Exclusive EV Discounts
- EVs and Trims
- Discounts and Savings
- Sign Up For Exclusive Discounts
- Q&A - Exclusive EV Discounts
- Incentives Overview
- Next Steps With RADC
- Q&A - General EV Questions



RIDE AND DRIVE CLEAN

- Environmental nonprofit
- Mitigate climate change
- Reduce GHGs through EV and Ebike adoption
- Provide EV education
- Facilitate EV Discounts
- Partner to provide EV & Ebike purchasing campaigns



CARTELLIGENT

Car buying and leasing solved
–we help you opt out of the traditional car-buying system

- Dedicated advisor walks you through the entire process
- Access to cars throughout California
- Unbiased model comparison
- Deep understanding of pricing and value
- Trade-in/lease return service

Exclusive EV Discounts - the Vehicles



- Exclusive Discounts on:
 - 2026 Kia EV6
 - 2026 Kia EV9
 - 2026 Subaru Solterra
 - 2026 Volvo EX30
- Cartelligent service fee waived on these 4 vehicles
- Can be stacked with other incentives
- Must be **in contract by 4/30/26** (you can pick up EV in May)



2026 Kia EV6

(Excluding Light RWD)

\$21,500 Potential Savings

Starting MSRP: \$46,200

Range: up to 319

Exclusive Discount: \$1,500

Additional Incentives

- Lease Rebate: \$14,600 – \$20,000
- Cash Rebate: \$10,000
- Finance Rebate: \$3,500 (0% APR)
or \$10,000



2026 Kia EV9

\$16,900 Potential Savings

Starting MSRP: \$54,900

Range: up to 305

Exclusive Discount: \$1,000

Additional Incentives

- Lease Rebate: \$12,100 – \$15,900
- Cash Rebate: \$10,000
- Finance Rebate: \$3,500 (0% APR) or \$10,000



2026 Subaru Solterra

\$8,000 Potential Savings

Starting MSRP: \$38,495

Range: up to 288

Exclusive Discount: \$5,000

Additional Incentives

- Lease Rebate: \$2,000
- Finance Rebate: \$2,000
- Cash Rebate: \$0

0% APR/Very low lease rates



2026 Volvo EX30

(Excluding FWD)

\$7,250 Potential Savings

Starting MSRP: \$46,345

Range: up to 261

Exclusive Discount: \$1,000

Additional Incentives

- Lease Rebate: \$4,500
- Cash Rebate: \$3,000
- Finance Rebate: \$2,000
- Loyalty Rebate
- Costco Rebate
- Home Charging Credit: \$1,000

EV Discount Campaign - How it Works

1. Submit the form on the [Ride and Drive Clean](#) page.
2. A Cartelligent advisor will contact you within 24 hours to discuss EV models and pricing.
3. You'll confirm your preferred trim, color, and pricing.
4. Cartelligent will find great EV options for you to choose from.
5. Pick your EV and have it delivered to one of Cartelligent's California locations: Irvine, Menlo Park, Sausalito, or Walnut Creek.
6. Sign your contract*, pick up your EV, and get a personal car tutorial.

*E-sign contracts may be completed before pick-up

Lease vs Buy

Leasing an EV

- Great lease deals available now
- Lower monthly payments
- Upgrade to newer models every few years
- Option to buy car at any point during lease
- Return at lease end - no resale worries
- Mileage limits and fees for excess wear

Buying an EV

- Higher upfront cost
- No monthly payment after loan ends
- Drive unlimited miles
- Long-term cost savings if kept many years
- Resale value risk as battery tech evolves



Getting Started - Submit Form On RADC Page

Sign Up!

Signing up is easy! Fill out the form, and our partner, Cartelligent, will reach out to help you configure your ideal car at the best price. Plus, when you purchase or order through our EV Discount Campaign, Cartelligent will waive their service fee of \$595. No deposit is required to order your vehicle, and you can pick it up at one of Cartelligent's 4 locations.

I am interested in working with Cartelligent to purchase or order a new EV *

- ☒ Yes, I know what I want (or have it down to a couple options) and I would like Cartelligent to call me
- ☐ No, but I'd like to be informed about future EV Discount campaigns

First *

Last *

Email *

City *

SUBMIT

<https://rideanddriveclean.org/ev-discounts-march-2026/>



JOIN US

Exclusive EV Discounts

- Through April 30, 2026

Pre-owned EV Savings - Coming

- April 15 - May 31

Ride and Drive Clean EV Shows

- Vallejo: 4/25
- Mill Valley: 4/26
- San Anselmo: 5/3
- Palo Alto: 5/14
- Novato: 5/16

EV Webinars

- Ongoing

Ride & Drive Clean Newsletters

- Updates on deals & events



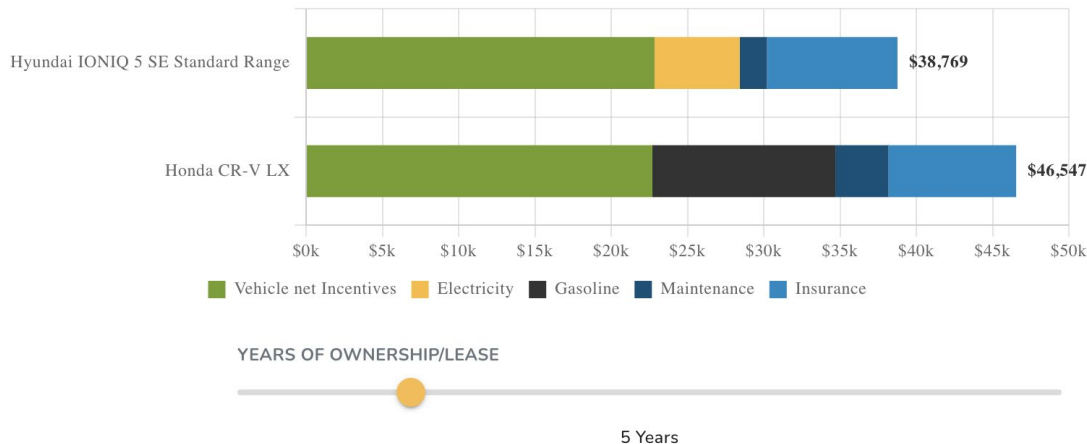
Q&A

We're here to answer your questions.

Feel free to place a question in the chat or unmute yourself and ask away!

EVs - Lower Total Cost of Ownership

The Hyundai IONIQ 5 SE Standard Range is \$7,779 cheaper to own over 5 years



<https://ev.pge.com/compare>

- EV owners save on lower fuel & maintenance costs
- Incentives lower costs of new or pre-owned EVs
- **Note:** gas calculated at \$6.00/gallon

Save Money On An EV

Incentives Overview

- **Ride and Drive Clean Exclusive EV Discounts - through April 30**
 - <https://rideanddriveclean.org/ev-discounts-spring-2026/>
- **Ride and Drive Clean Pre-Owned EV Savings - Coming April 15 - May 31**
- **State Grants - income-eligible grants**
 - Clean Cars For All - retire and replace program - up to \$12,000 grant
 - Drive Clean Assistance Program - \$7,500 grant
 - Note: you must apply for and receive grant before purchasing an EV
- **Local Incentives**
 - PG&E Pre-owned EV Rebate / Rebate + - \$1,000 / \$4,000
 - Check with your local CCA or municipal utility

Savings Calculator

- driveclean.ca.gov/search-incentives

Clean Cars for All Program Overview



Grants up to **\$12,000** for income-qualified Bay Area residents who retire their 2007 or older car

Vehicles and Chargers

- Purchase or lease, new or used
- Plug-in hybrid (PHEV) & 100% electric (BEV)
- Home or portable charger in addition

Requirements



- Households income caps:
\$45,180 (1), \$61,320 (2), \$93,600 (4)
- Apply in advance and bring the grant paperwork to a qualified dealer



Visit www.baaqmd.gov/cleancarsforall
for more information and to apply.



Access Clean California

Clean transportation, clean energy, clean air



Get started: <https://accesscleanca.org/coolcare@accesscleanca.org> or 888.491.8407

Driving Clean Assistance Program



Grants up to \$7,500 for income-qualified Bay Area residents!

Vehicles and Chargers

- Purchase or lease, new or used
- Plug-in hybrid (PHEV) & 100% electric (BEV)
- Home or portable charger in addition

Requirements

- Households income caps:
\$45,180 (1), \$61,320 (2), \$93,600 (4)
- Apply in advance and bring the grant paperwork to a qualified dealer

For more information and to apply, visit:

<https://drivingcleanca.org/dcap-incentives-eligibility/>



PG&E Pre-Owned EV Rebate



Rebate Amount	● \$1,000 - for anyone in PG&E service area ● \$4,000 - Rebate Plus based on income ● Apply within 180 days of taking delivery
EV Requirements	● EV must be registered to the applicant's PG&E residential address
Purchase Requirements	● Purchase or lease an EV or PHEV ● Applicant must receive bill from PG&E, but does not need to be in their name ● Applicant may receive a rebate for up to three EVs for the life of the program

<https://evrebates.pge.com/>



NEXT STEPS

- Sign up on the Ride and Drive Clean EV Discounts page.
- A Cartelligent advisor will reach out to you.
- Test drive the EVs you're considering.
- For more EV information and Q&A, attend another event.

rideanddriveclean.org/events



Take Action

- Make a climate promise
- Make your next car an EV
- Don't buy a new gas car
- Join us for another event



JOIN US

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Q&A

We're here to answer your questions.

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THANK YOU

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info@rideanddriveclean.org

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