Why Lease

- Cheapest Way to Get an EV Now
  Net Cost = Cell Phone Plan
- Easiest Way to Test EV Waters
  Only 2.5-3 Year Commitment
  Drive “Their” Car for 3 Years
Why Lease a Chevy Bolt LT

• Long-Range EV (259 mi)
• Good Battery
• Short Wheelbase
• Big Screen for Digital Maps
Why Lease Now

• End of Year Deals
• PG&E $800 Subsidy Ending 2020
• Can’t Trust State Post Covid
• Can’t Trust APCD Post Covid

Paul Gipe, wind-works.org
## California Subsidies

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>State</td>
<td>-$2,000</td>
</tr>
<tr>
<td>SJVAPCD</td>
<td>-$3,000</td>
</tr>
<tr>
<td>PG&amp;E</td>
<td>-$800</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>-$5,800</strong></td>
</tr>
</tbody>
</table>

SJVAPCD = Only the Valley!

Paul Gipe, wind-works.org
~ Cost of 3-Year 10,000 mile/year Bolt Lease

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lease</td>
<td>$9,000</td>
</tr>
<tr>
<td>Down Payment</td>
<td>$0</td>
</tr>
<tr>
<td>Federal Subsidy</td>
<td>$0</td>
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<tr>
<td>State Subsidy</td>
<td>-$2,000</td>
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<tr>
<td>SVAPCD Subsidy</td>
<td>-$3,000</td>
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<tr>
<td>PG&amp;E</td>
<td>-$800</td>
</tr>
<tr>
<td>Total</td>
<td>$3,200</td>
</tr>
</tbody>
</table>

$90/month Not Counting Gas Savings = Cell Phone Plan!

Paul Gipe, wind-works.org
What Every EV Should Have

• DC Fast Charge Capability
  For Road Trips
• Heated Steering Wheel
• Heated Seats

Paul Gipe, wind-works.org
Bolt Must Have Options

<table>
<thead>
<tr>
<th>Mechanical Options (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>DC Fast Charging capability</td>
</tr>
<tr>
<td>$750</td>
</tr>
</tbody>
</table>

Paul Gipe, wind-works.org
Bolt Must Have Options

COMFORT AND CONVENIENCE PACKAGE

$555

Highlights Include:

- Inside rearview auto-dimming mirror
- Heated driver and front passenger seats
- Automatic heated steering wheel
- Leather-wrapped steering wheel

More

Paul Gipe, wind-works.org
## DRIVER CONFIDENCE PACKAGE

$495

**Highlights Include:**

- Lane Change Alert with Side Blind Zone Alert
- Rear Cross Traffic Alert
- Rear Park Assist

Paul Gipe, wind-works.org
Current Lease Cost

- $6,400-$9500
- Costco = -$3,000
- Lease Return = -$1,500
Net Lease Cost

- $600 - $3,700
- $20/mo - $100/mo

Paul Gipe, wind-works.org
Extra Costs

- **Shipping** = $350 - $500
- **Home Charger** = ~ $1,000
EV Home Charge Station

- J1772 EV Plug
- EVSE 240 V, 40 A
- kWh Meter
- Switch
- NEMA 14-50 Receptacle

Paul Gipe, wind-works.org
Checking Dealer Inventory

• All GM Web Sites the Same
• Search Chevy Bolt LT
• Set Search Filter for Your Options
• Or Ask Internet Sales to do This
• Confirm “Window Sticker”
Filtered Search

NEW 2020 CHEVROLET BOLT EV
5dr Wgn LT

MSRP $40,230

BOB STALL SAVINGS $15,000

BOB STALL PRICE $25,230

See Important Disclosures Here

Bob Stall Chevrolet
(800) 695-1311

*$0 Down delivers on Approved Credit. Not All Customers Will Qualify.
Window Sticker

CALL 619-327-9965
REQUEST A QUOTE
FREE INSTANT CREDIT CHECK
START ONLINE BUYING PROCESS

Price Watch  Save

Window Sticker

Estimated Date of Arrival 10/05/2020

Get Pre-Approved ➔

Paul Gipe, wind-works.org
## Window Sticker

### Bob Stall Chevrolet
7601 Alvarado Road | La Mesa, CA 91942
SALES: (619)327-9965 | SERVICE: (619)272-6938

### 2020 Chevrolet Bolt EV
Hatchback

![Chevrolet Bolt EV](image)

### Pricing

<table>
<thead>
<tr>
<th>Destination Charge</th>
<th>SEE DEALER</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Installed Options</strong></td>
<td></td>
</tr>
<tr>
<td>Interior Protection Package</td>
<td>$220.00</td>
</tr>
<tr>
<td>DC Fast Charging capability</td>
<td>$750.00</td>
</tr>
<tr>
<td>Driver Confidence Package</td>
<td>$495.00</td>
</tr>
<tr>
<td>Driver Confidence II Package</td>
<td>$495.00</td>
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<tr>
<td>Comfort and Convenienced Package</td>
<td>$555.00</td>
</tr>
<tr>
<td>Front and rear Black bowtie emblems</td>
<td>$220.00</td>
</tr>
</tbody>
</table>

### MSRP* | SEE DEALER |

**VIN**
1G1FY6S05L4129103

**Engine**
Electric drive unit

**Transmission**
Automatic

**Trim**
LT

---

Paul Gipe, wind-works.org
Dealers

• Stevens Creek (San Jose)
  Ramon Martinez
  rmartinez@chevroletstevenscreek.com

• Bob Stall (San Diego)
  Travis Anderson
  (salesusers@ds.bobstall.com)
  DOES NOT SHIP!!!!!!!

• And Many Others!

Paul Gipe, wind-works.org
Tips

• Buy/Lease Near Year End (Now)
• Deal Only with Internet Sales
• Do Not Call Dealer
• Know What You Want
• Know What You Expect to Pay
• Be Flexible on Color
• Deal Only with “All in” or Out-the-Door Price
• Confirm Choice with VIN or Stock No.

Paul Gipe, wind-works.org
Inventory Today

• Bob Stall = 1 Gray Bolt LT
• Stevens Creek = 16 Bolt LT

White or Gray Only

Paul Gipe, wind-works.org