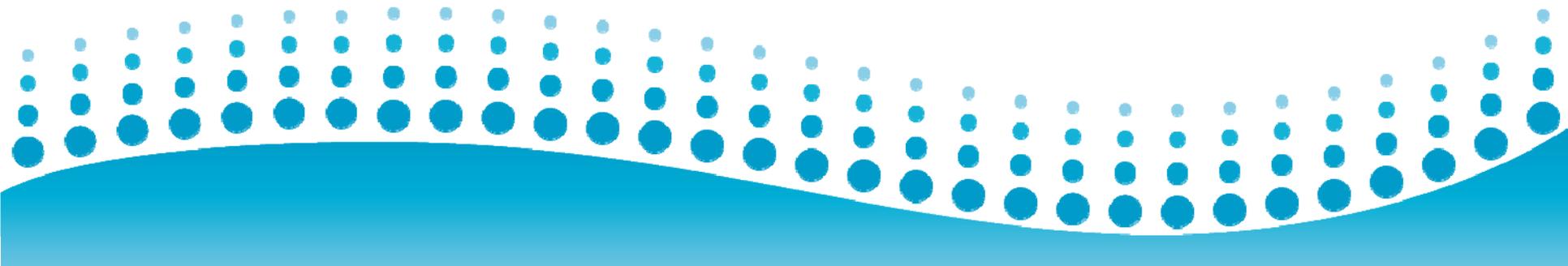




Vision

Fueling The Electric Transportation Industry

February, 2009



AB118 and EV Charging – Why?



We need help to get momentum in EV's, to break a chicken and egg problem

- Chicken: Nobody will buy an EV if they live in an apartment, condominium, or park curbside at night, which accounts for more than 50% of cars
- Egg: Nobody will buy a charging station until they see cars
- Once people start buying cars, the Chicken and Egg problem will disappear and market forces will take over
- It's a good use of AB118 money because we won't need it long term



AB118 and EV Charging – What?



We need funding to get enough stations out there so people will start to buy cars

- We need \$3M (700 x \$4,500) to upgrade the current stations to have smart charging with J1772.
- We need \$11M in grants to cities to ensure that every city will have at least 5 smart stations.
478 cities x 5 stations x \$4,500 = \$11M
- Alternatively, a loan program with a ten year payback starting in 2011 will work
- Unfortunately, the Stimulus Bill provides tax credits and so doesn't help cities



AB118 and EV Charging



Charging Station Requirements

- Must support SAE J1772 and 110V
- Must implement Demand Response
- Must include a revenue structure to pay for electricity and maintenance
- Must include a revenue structure that will pay for themselves when there are plenty of cars
- If funded by loan, must have loan payback model





THANK YOU

