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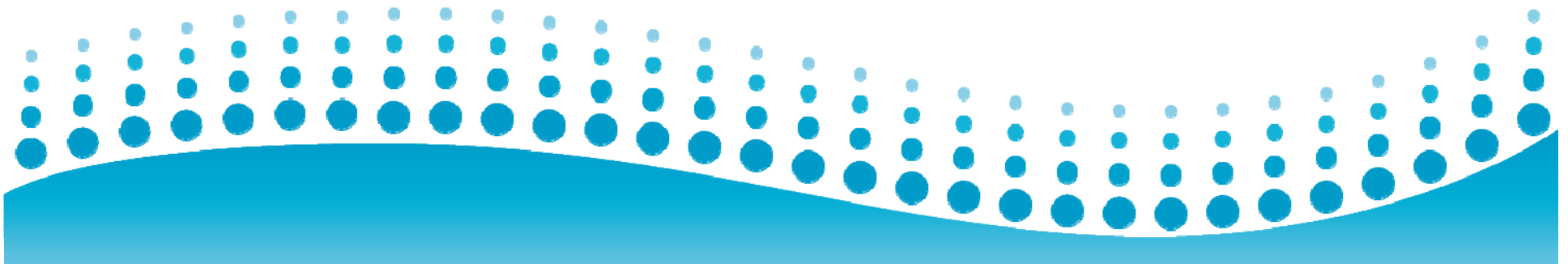
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## Vision

# 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



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# AB118 and EV Charging – What?



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

- We need \$3M ( $700 \times \$4,500$ ) 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.  
 $478 \text{ cities} \times 5 \text{ stations} \times \$4,500 = \$11\text{M}$
- 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



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# 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



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