



Ron Semp | PlugIn Stations Online

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Accelerating the Transportation Revolution

About PISO

- Founded in 2011
- Offices in NY Capital Region, Long Island, and West Palm Beach Florida
- Servicing NY, NJ, PA, MA, CT, RI, VT, DE, NH, ME, and FL
- Specialize in sales, installation, and service of EV charging Equipment
- Offering Turn-Key services
- Supplying a wide variety of EV charging options ChargePoint, EVbox, ABB, BTC, Tritium and more
- Over 500 ports installed





Nationwide Capabilities with Extensive Northeast Footprint



Exclusively Installing Charging Stations since 2011



Partner Relationships with Station Manufacturers



Flexibility to Offer Turnkey Services or Hardware Distribution



Project Design Support



Rebate and Incentive Support

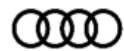
Automakers Investing Billions in EV Development



Double Model 3 production and reveal the Model Y this year



20 all-electric cars by 2023



30 BEV and PHEV models by 2025



10+ new all-electric vehicles by 2022 and plans to electrify entire Mercedes-Benz portfolio



44 electrified Hyundai/Kia/Genesis models by 2025



16 fully electric vehicles and 40 electrified vehicles through 2022



First all-electric compact SUV (Macan) and third EV after Taycan and Cross Turismo (planned for 2019, 2020)



Every Jaguar and Land Rover launched from 2020 will be electrified

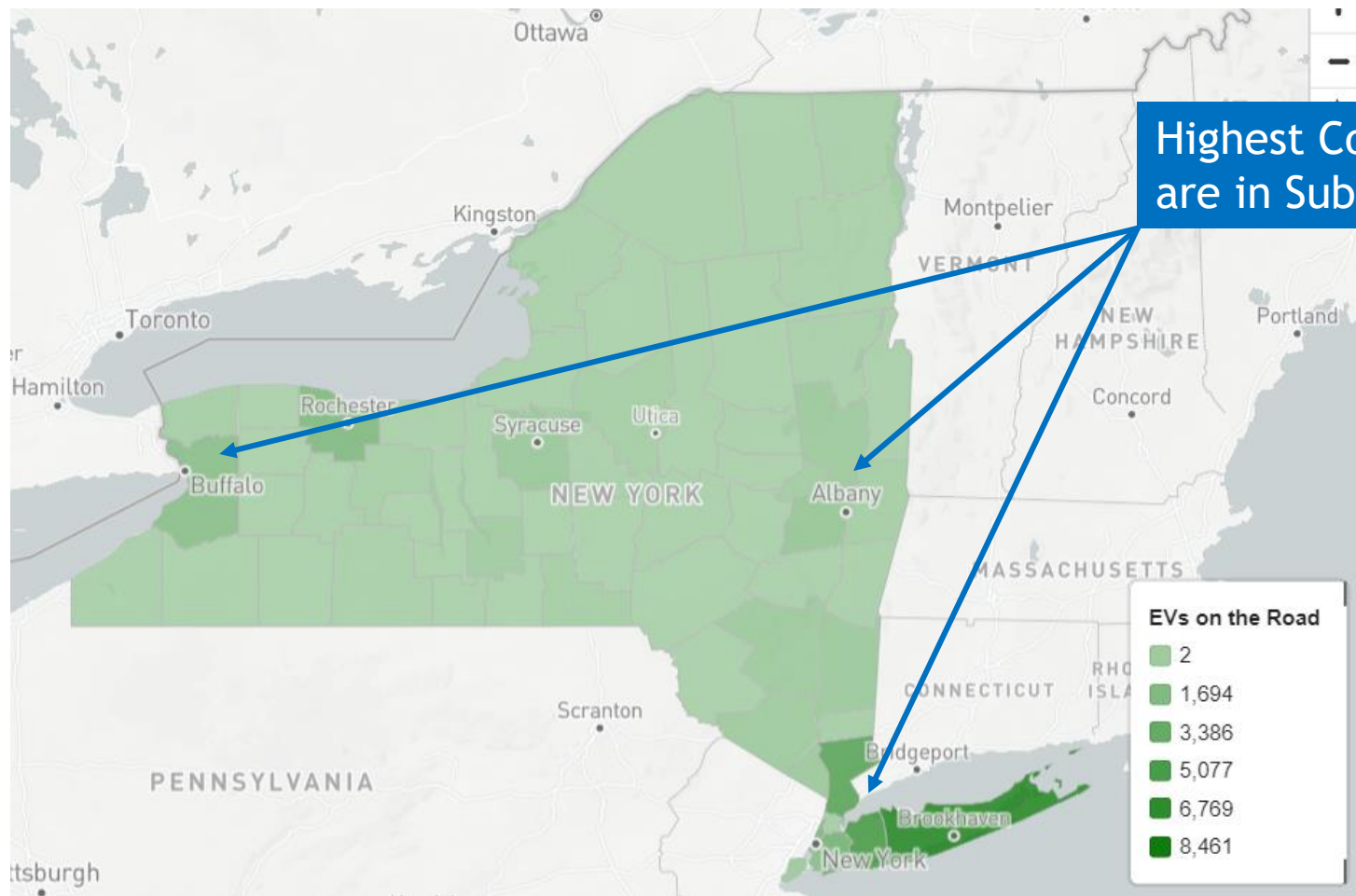


Almost 70 new electric models by 2028

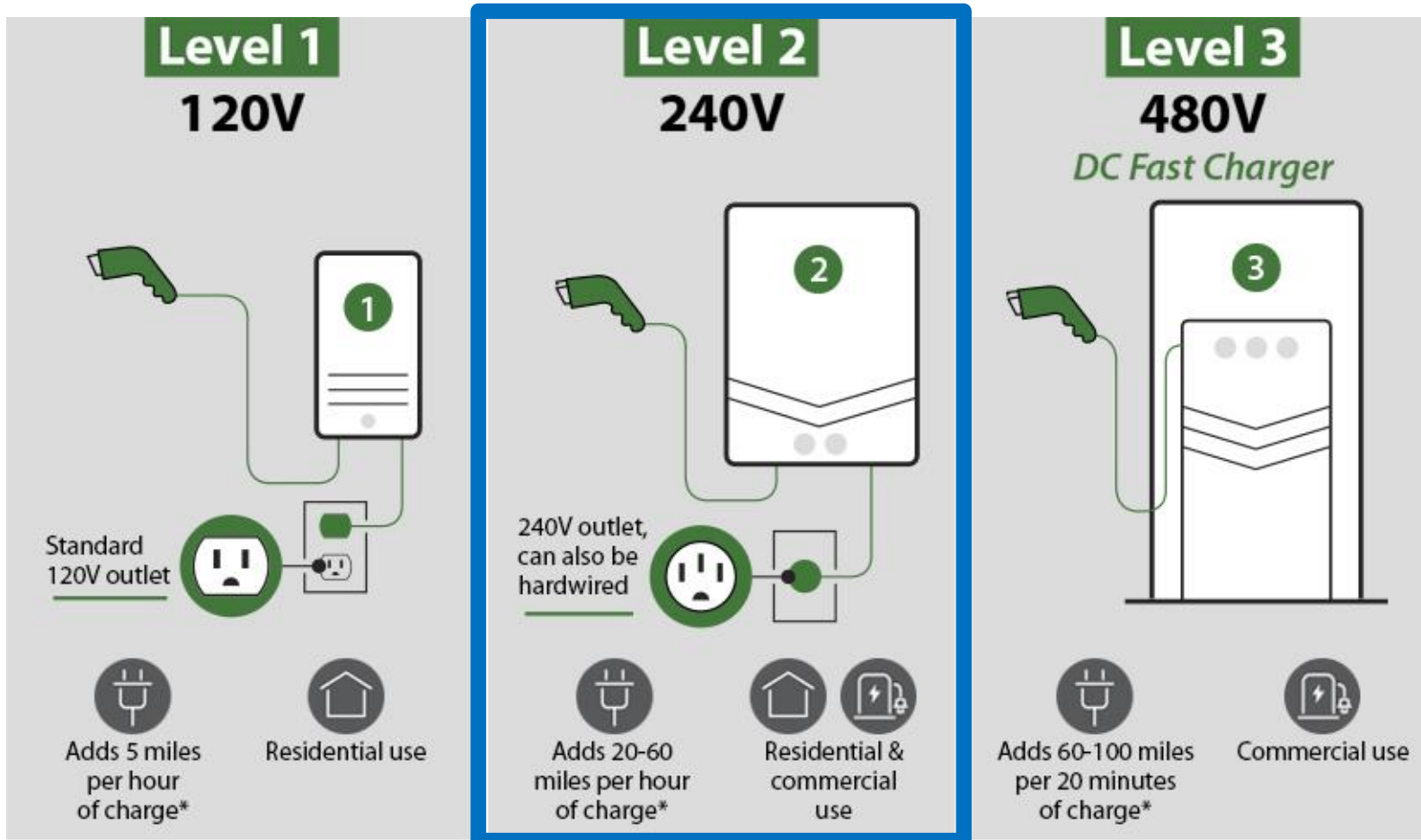


50% of Volvo Cars' sales volume to be fully electric by 2025 and plans a hybrid or full-electric powertrain for all models

More Than 63,000 EVs on New York Roads and Growing!



Types of Charging Solutions



* Estimated. Actual charge times may vary.

Networked Charging



- ▶ Manage User Access
- ▶ Collect Payments From Drivers
- ▶ Manage Pricing Policies
- ▶ EV Driver Visibility
- ▶ Analyze Usage Data
- ▶ Remote Station Monitoring/Maintenance
- ▶ Qualify for Incentives and Rebates



Electric Vehicle Overview

Municipalities

- ▶ EV drivers make 2X the average income. They shop, dine and visit communities that make it easy for them to charge.
- ▶ Transportation contributes the largest share of GHG emissions today. Experts agree that electricity will be the fuel choice for moving people and goods tomorrow.
- ▶ Federal, state and utility incentives can make EV charging a more cost-effective investment for taxpayers than most other urban renewal activities.



Building Codes and Planning

Considerations:

- ▶ Planning for future EV expansion
- ▶ Accessibility
- ▶ Visibility/Signage
- ▶ Safety and Security
- ▶ Impact on Parking Space
- ▶ Hardware Quality
- ▶ Permit Requirements
- ▶ ADA
- ▶ Electrical Capacity
- ▶ Level 2 vs. DCFC
- ▶ Station protection

Electric Vehicle Overview

Workplace

- ▶ Keep employees engaged by providing a valued benefit.
- ▶ Shows employees and customers you're a modern and innovative company.
- ▶ Reduce green house emissions of employee commutes by thousands of metric tons.

Employers are looking to attract and retain talent





Electric Vehicle Overview

Multifamily

- ▶ Attract and retain high value, green-minded residents.
- ▶ Increase average rent and property value.
- ▶ Meet emerging state and city regulations.

Increase occupancy % and fill new construction quicker with EV charging availability



Electric Vehicle Overview

Commercial

- ▶ EV drivers' income is 2X the national average.
- ▶ Average time shopping increases when shoppers have EV plugged in during visit.
- ▶ Networked charging enables cost recovery and positive cash flow.

Businesses are looking for a charging resource for their customers but don't know where to start

Village of Lake Placid Municipal Parking

- (2) LEVEL 2 DUAL PORT CHARGERS
- MUNICIPAL ELECTRIC COMPANY INSTALLED ELECTRICAL INFRASTRUCTURE
- PISO SOLD AND INSTALLED STATIONS
- \$16,000 NYSERDA REBATES





Malone NY - DCFC

- ▶ DC Fast Charging Site
- ▶ Fully charges vehicles in less than 30 minutes
- ▶ PISO provided full turnkey services including site design, engineering, and installation
- ▶ Fully funded by NYPA EVolve NY Program

Ulster County Public Parking (Kingston)

► ChargePoint CT4000

- Level 2 Charging at 10+ sites throughout Ulster County
- Mix of public accessible and fleet charging
- Station Owned and Maintained by Municipality
- Workplace charging for County Employees
- Municipality pays Electricity Costs
- Stations Accessible to Public when not used for fleet
- Municipality does not charge for use



Rebates and Incentives New York

Cash incentives for networked chargers

- ▶ Joint Utilities Make Ready Program Pays up to 100% of Electrical Make Ready Costs
- ▶ NYSERDA \$4000/port Rebate can be Combined with Utility Incentives
- ▶ NYSERDA DCFC Program
- ▶ 30% Federal Tax Credit
- ▶ NYS Tax Credit up to \$5000



THANK YOU!

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