

Green Energy Element

Electric Vehicle Charging Element

IMPLEMENTATION

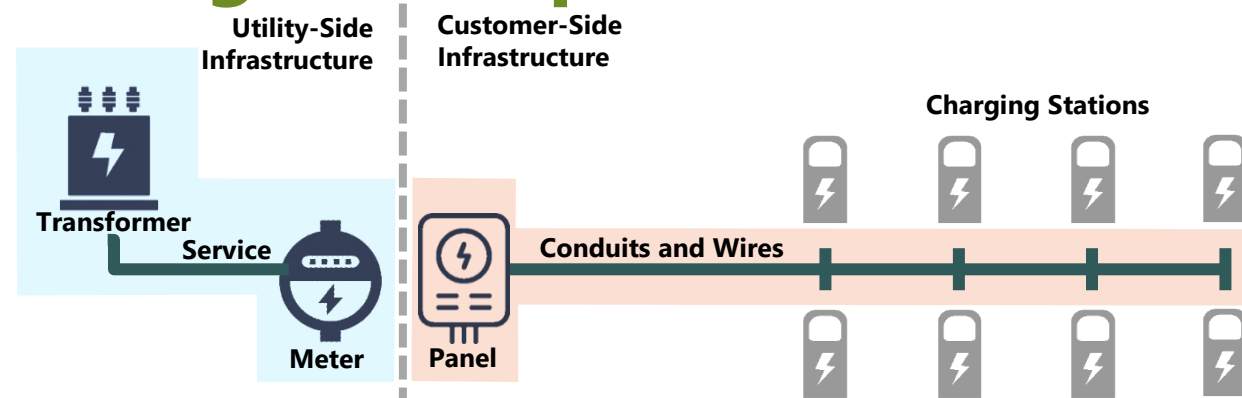
- SOUTHERN CALIFORNIA EDISON “MAKE READY” PROGRAM & 10-YEAR AGREEMENT
- CHARGING STATION LOCATIONS & DRAFT DRAWINGS
- EQUIPMENT & SERVICE PROVIDERS
- OVERALL PROGRAM COST AND THE AIRPORT AUTHORITY LIABILITY OVER A 10-YEAR PERIOD



SCE “Make Ready” Program



Program Offerings and Options



Charge Ready Program Options

OFFERINGS	OPTIONS	AVAILABLE TO	UTILITY-SIDE INFRASTRUCTURE	CUSTOMER-SIDE INFRASTRUCTURE	EVSE REBATE	INFRASTRUCTURE REBATE	MAINT/NETWORK REBATE
CHARGING INFRA-STRUCTURE & REBATE	1 Charging Infrastructure & Rebate (SCE-Built)	Non-residential and multifamily	SCE-installed	SCE-installed	✓	NA	NA
	2 Charging Infrastructure & Rebate (Cust-Built)	Non-residential and multifamily choosing to own infrastructure	SCE-installed	Customer-installed	✓	Up to 80% of SCE's cost	NA
	3 Maintenance/ Networking Rebate	Multifamily located in DAC choosing to own charging stations	SCE-installed	SCE-installed	✓	NA	✓
TURNKEY	4 Turnkey Installation	Multifamily located in DAC	SCE-installed	SCE-installed	NA	NA	NA
NCR	5 New Construction Rebate	New multifamily construction	SCE-installed (outside of program)	Customer-installed	Single rebate covering EVSE and infrastructure		NA

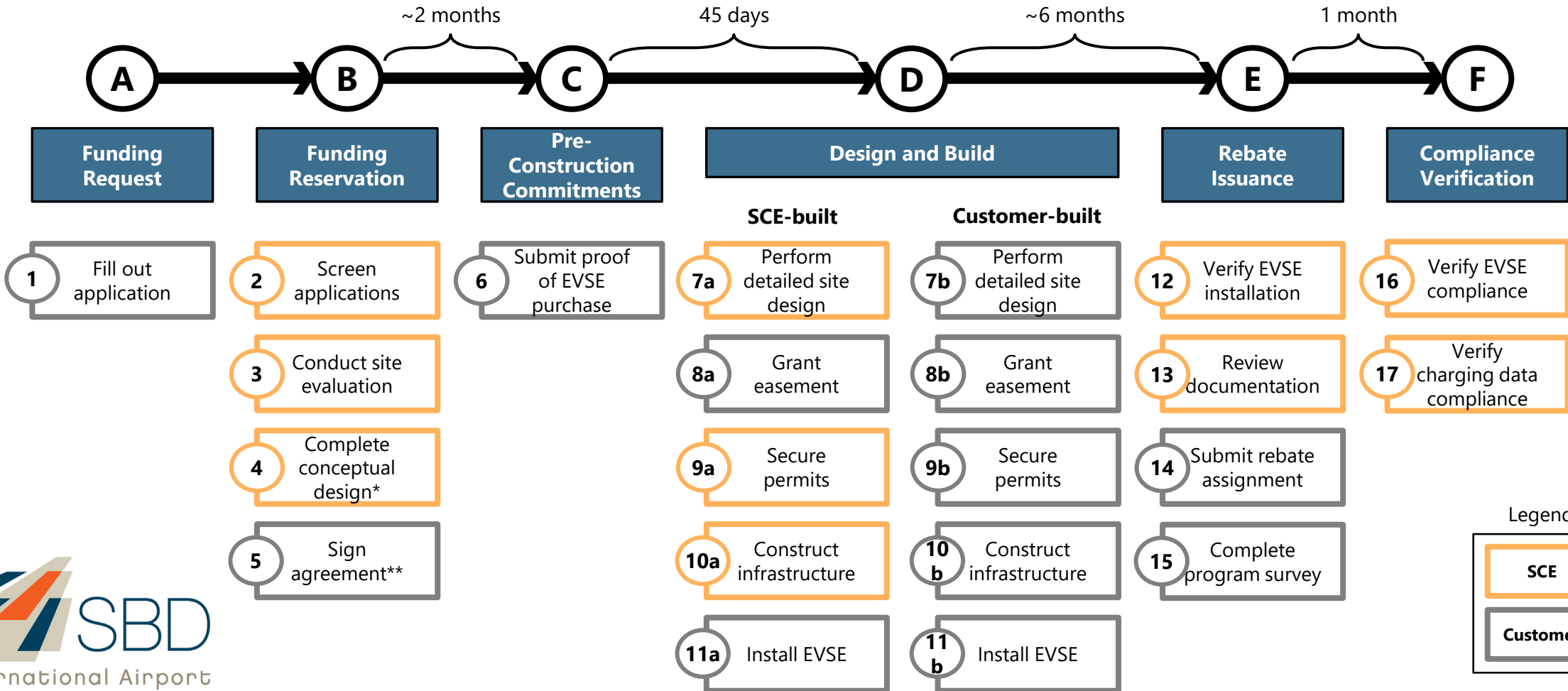
Charging Equipment Rebate Amounts

Charge Ready Charging Station Rebate Amounts (per port)

	DAC (100%) EXCLUDING FORTUNE 1000	MULTI-FAMILY (50%) NON-DAC	OTHERS (25%) INCLUDING FORTUNE 1000
L1	\$2,200	\$1,100	\$550
L2	\$2,900*	\$1,450	\$725
DCFC 50kW or above	\$40,200	\$20,100	\$10,050

*Community Disadvantage Area

Process Diagram: Infrastructure and Rebate Option



Charging Station Locations, Draft Drawings & Southern California Edison 10-Year Rate Plan



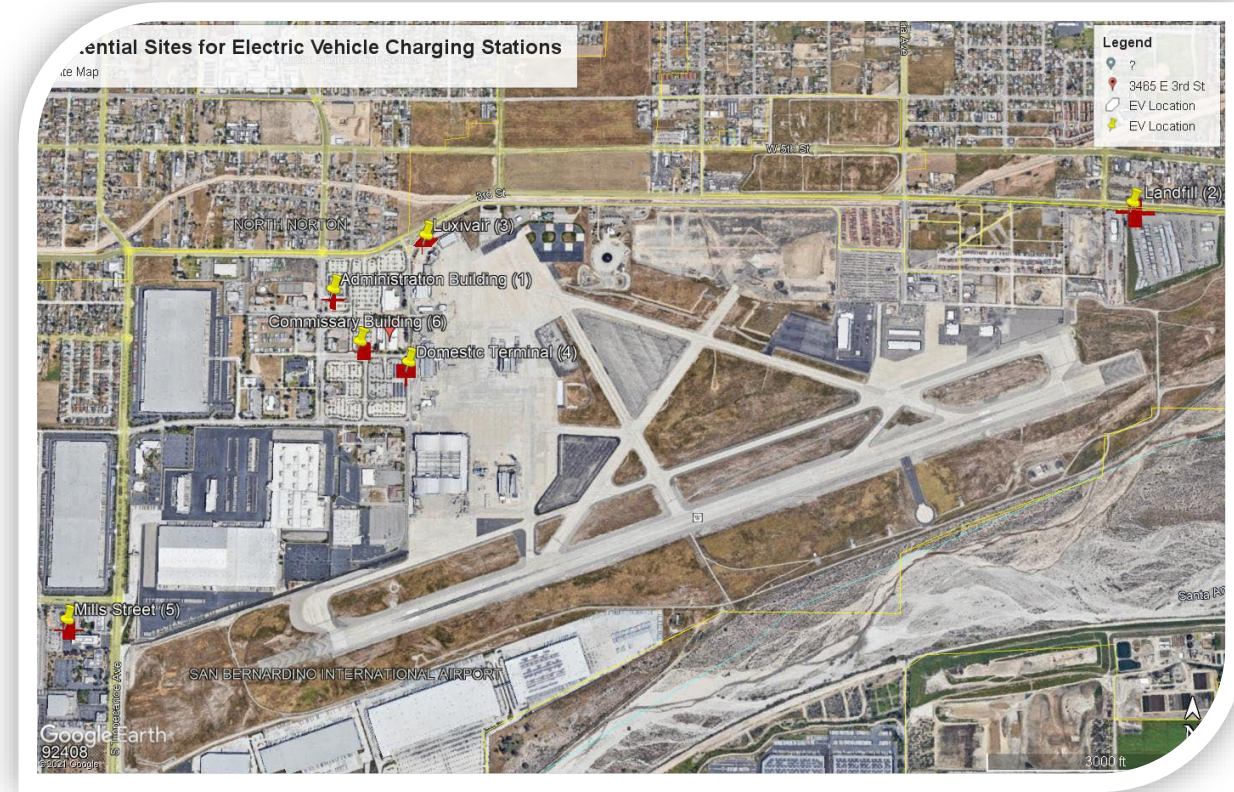
The Future of Mobility Is Electric

SBIAA processed and submitted applications for 90 EV charging stations at 4 locations for SCE’s “Make Ready” program under the “Charge Ready” solution and were approved with draft drawings and a 10-year SCE contract.

When fully implemented the 90 charging ports will offset over 7,221,613 kg of CO2 over a 10-year period

“EVs are projected to be 19% of new vehicles sold by 2025 in the U.S. and Europe (compared to 2.6% in 2019)”

—Bloomberg New Energy Finance



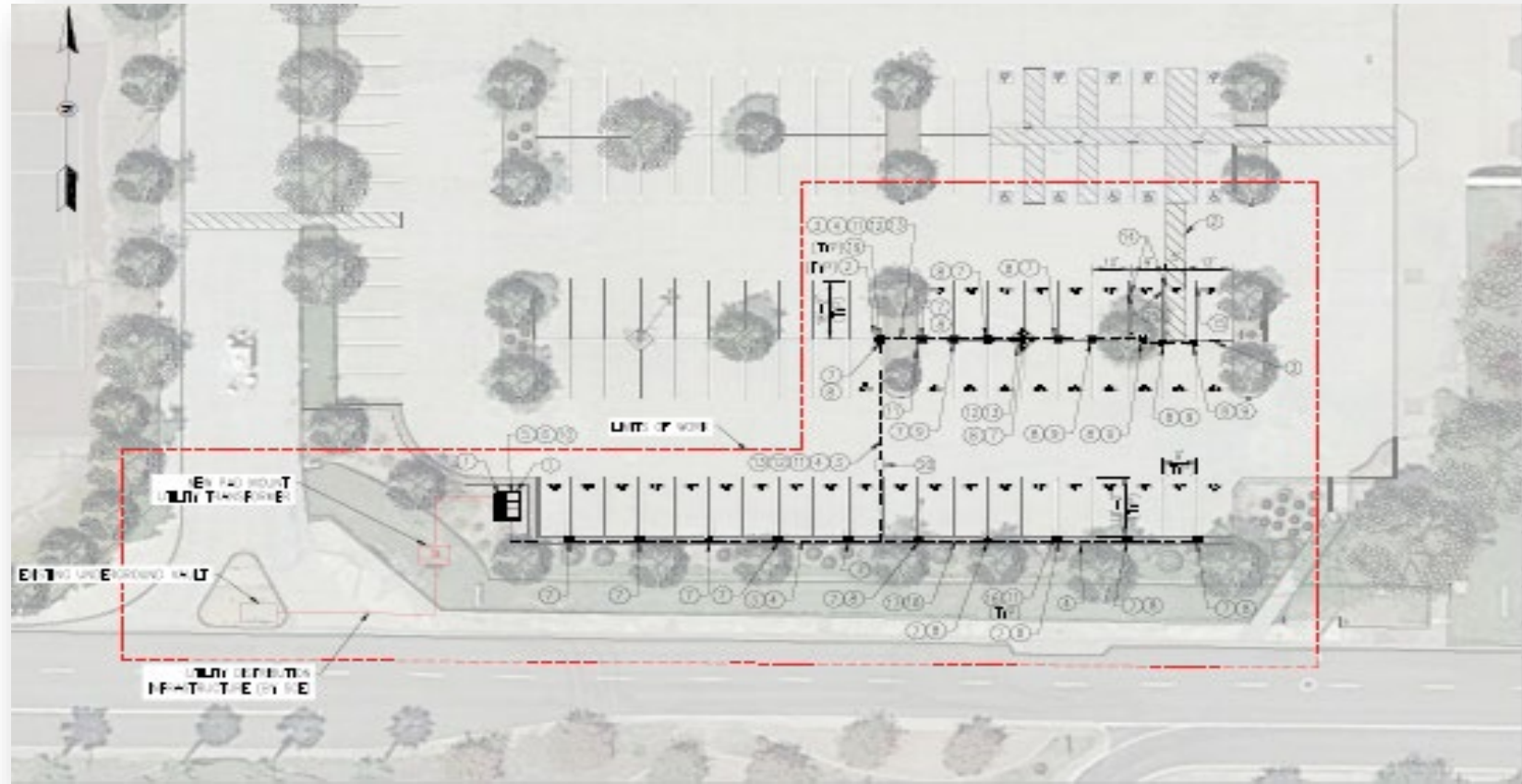
Number	EV Location(s)	Number of Parking Spaces	SCE Proposed EV Stations	Approved EV Stations	% To Parking Spaces
1	Landfill	50	8	8	100%
2	Luxivair SBD	120	24	24	100%
3	Domestic Terminal	169	20	20	100%
4	Commissary/Innovation	376	38	38	100%
	Total	1,138	90	90	100%

Commissary Building 56

105 N. Del Rosa Drive

38 Charging Ports
In total

- 2 Single Port
- 18 Dual Ports

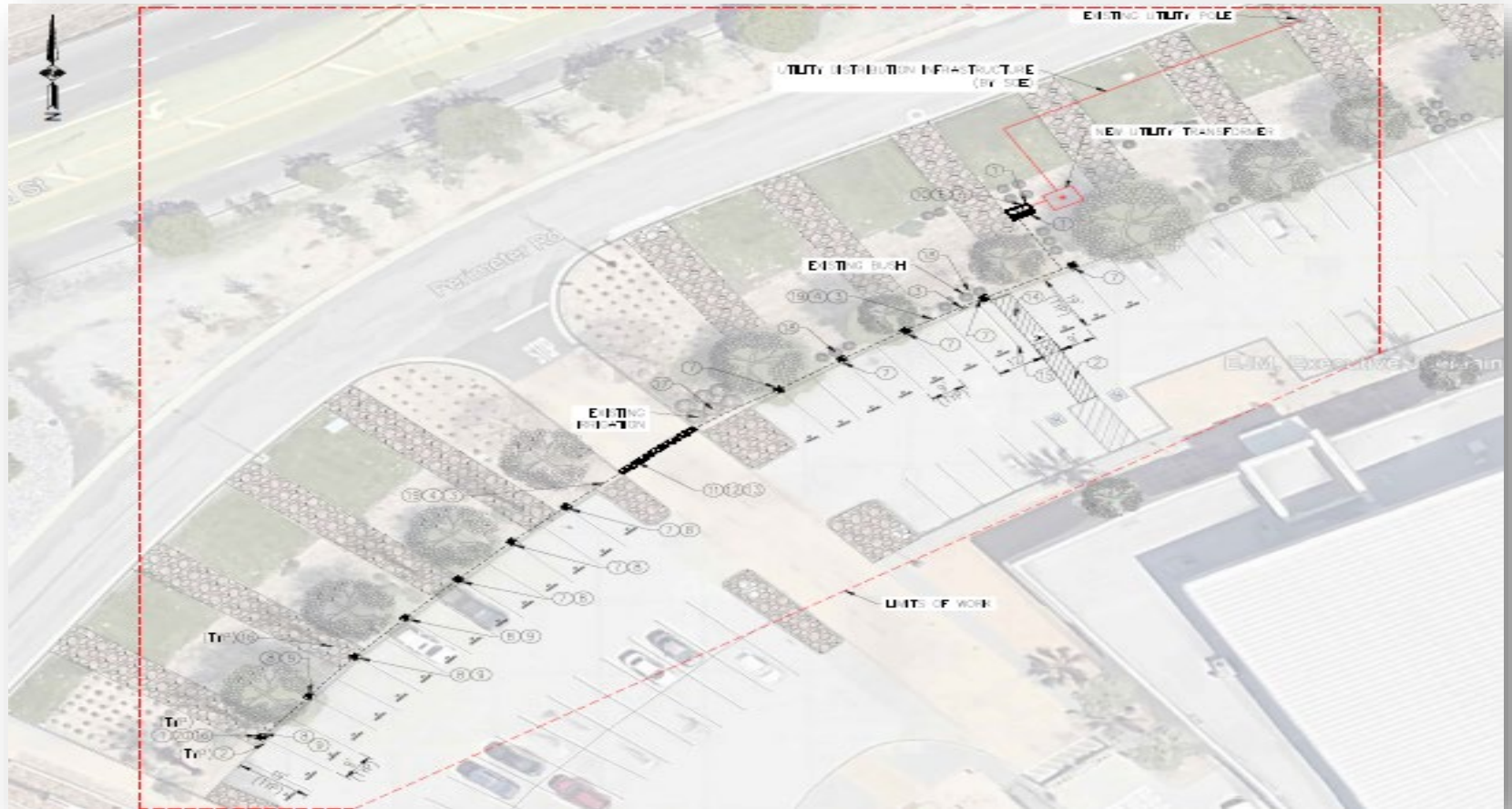


Luxiviar / Jet Maintenance

295 N. Leland Norton Way

24 Charging Ports
In total

- 12 Dual Ports

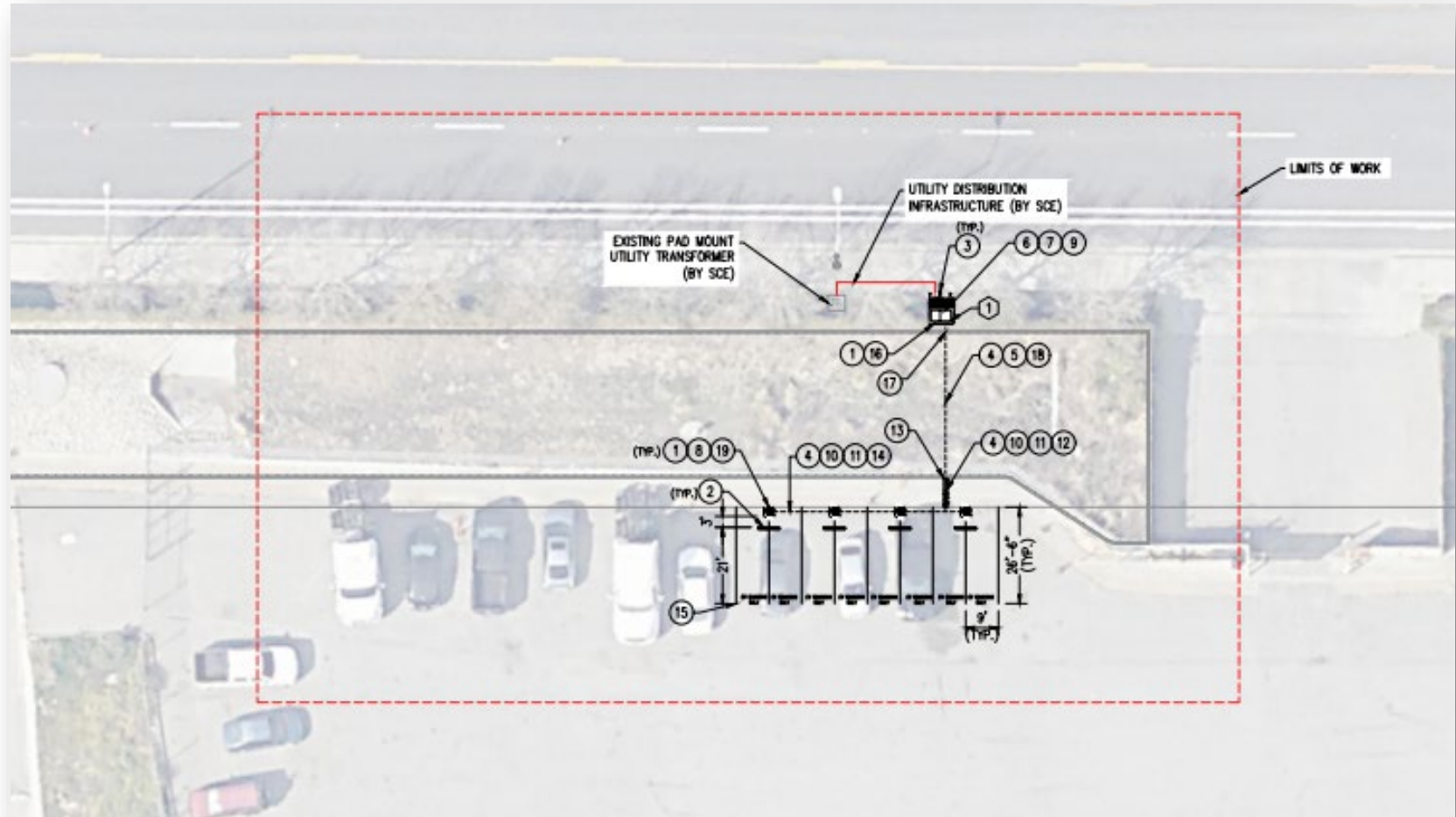


Landfill Parking Lot

3465 E. 3rd Street

8 Charging Ports
In total

- 4 Dual Ports

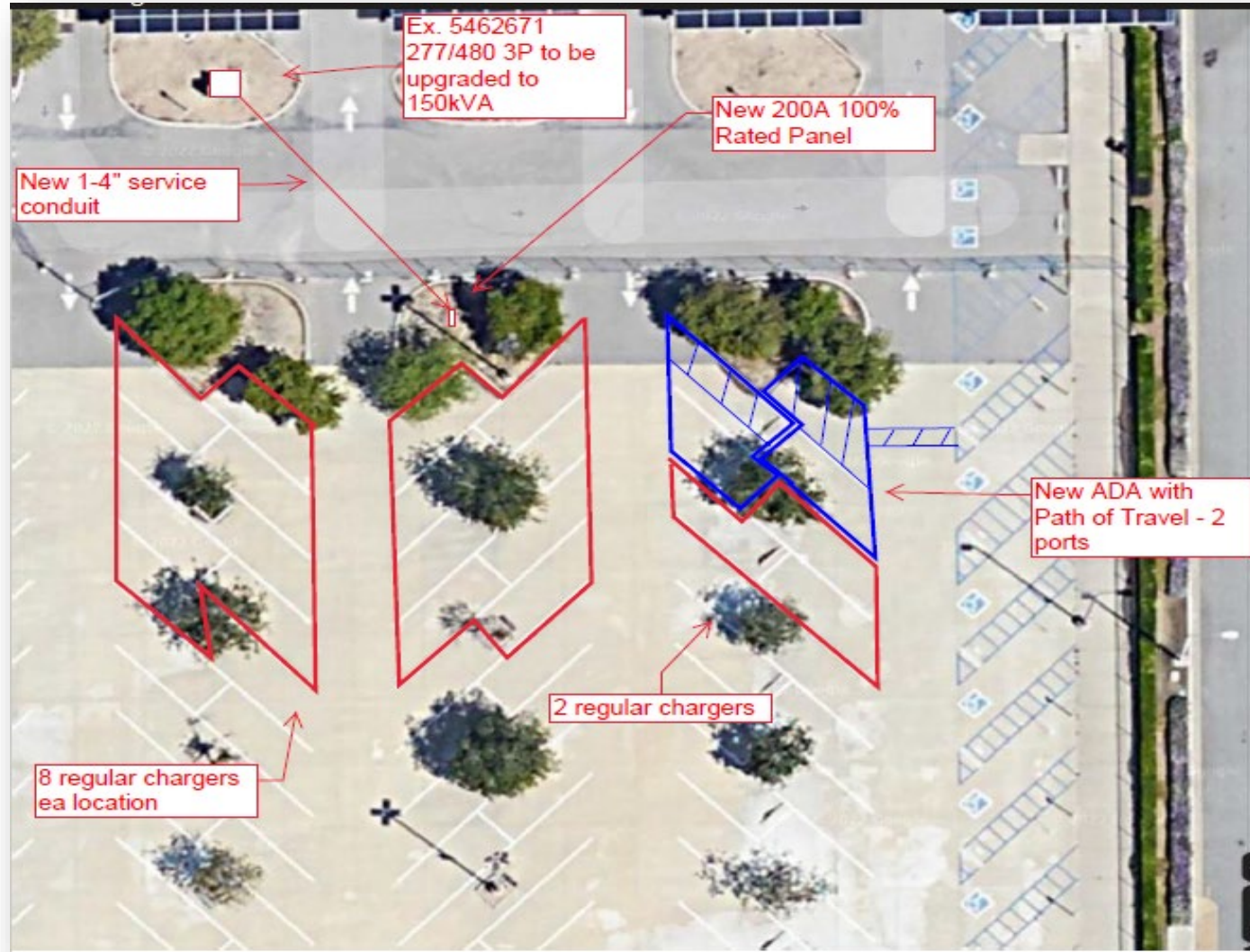


SBD Domestic Terminal

105 N. Leland Norton Way

20 Charging Ports
In total

- 2 Single Ports
- 9 Dual Ports



Southern California Edison 10-Year Rate Plan

SCE will:

- Design and install the Infrastructure at no cost to the Program Participant;
 - Remit the Charging Equipment Rebate
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Program Participant will:

- Commitment to procure and install the approved number of Charging Ports from the pre-approved list of equipment manufactures
- Program participant must maintain all Charging Equipment in working order for 10 years.
- Grant right of way for SCE to construct, maintain, operate, and repair any SCE-installed infrastructure.
- Engage a third-party entity that will provide network services for the Charging Equipment to transmit port level data and other information to SCE complying with Program requirements.
- Sign up for a Time-of-Use (TOU) Rate Plan which feature energy charges that vary based on the time of day, the day of the week, and the season.
- The program participant has been duly and validly authorized to legally enter the SCE program.



Southern California Edison 10-Year Rate Plan

Continued

Termination of the Program:

If the Agreement is terminated prior to the end of the Term because:

- Program Participant terminates its participation in this Program, prior to the end of the Commitment Period, fails to install, or removes without replacing, the Charging Equipment or Program Participant-owned make-ready infrastructure, if applicable; or SCE terminates this Agreement due to Program Participant's failure to comply with the terms and conditions of the Agreement, the Program Participant shall pay:
 - **(a)** all costs actually incurred, or committed to be incurred, by SCE, as of the termination date, in connection with designing and deploying the Infrastructure at the Site; and **(b)** the Rebate Payment (if already paid). If the Charging Equipment or the Make-Ready Infrastructure, if applicable, are installed, the amount due to SCE for both **(a)** and **(b)** above will be prorated over a ten-year period, beginning from the In-Service Date of the Charging Equipment.
- SCE will invoice the Program Participant for such costs, and Program Participant shall pay such invoice within sixty (60) days of receipt.



Equipment & Service Providers



The Selected Equipment is Charge Point and the Integrator Verdant



Verdant Energy is proposed to own and operate the EV Charging stations with the LCFS Credits and SCE Rebates assigned to Verdant. Service revenue from the EV Charging stations will be retained by Verdant and will use Charge Point hardware.

Scope of Work:

Has provided pricing for Full Turnkey operations for all hardware required for 45 ports L2 charging stations at 2 locations:

- + EV Charging Hardware – (86) CT4021 dual-port, pedestal mount
 - + EV Charging Hardware – (4) CT4011 single-port, pedestal mount
 - + Installation (with prevailing wage compliance):
 - + Annual maintenance (10 Years Pre-Paid Assure Warranty)
 - + Network connections
 - + LCFS credits and any advertising revenue derived at the Stations assigned to Verdant Energy (10 Years Pre-Paid Commercial Cloud Plan)
 - + Tax and Shipping
- SCE Charge Ready Rebate – Assigned to Motive Energy

Added Benefits to our Proposed Integrated Solution

Contract terms also include:

- Revenue sharing back to SBIAA after the first 10-year period in 5-year intervals paid 90 days after the end of each calendar year:

30% of net revenue

35% of net revenue

40% of net revenue

45% of net revenue

- Provide 15% of Advertising content available at no cost to SBIAA and time of use to be spread out over a 24 / 7 / 365-time frame. Content produced by SBIAA.
- Provide an allowance for custom branding of each port unit.
- Provide six ports at administrative for fleet charging at net electricity cost.



Overall Program Cost and SBIAA Liability Over a 10-Year Period



Over-All Program Cost

Item			Cost
<ul style="list-style-type: none"> SCE cost per stub-out locations (minimum costs) 	\$100,000.00 plus	4 Locations	\$400,000.00
<ul style="list-style-type: none"> Charge Point Dual CT4021 Inclusive of installation (prevailing wage) Hardware Maintenance Networking Taxes 	\$5,800.00 Ea.	43 Units (86 ports)	\$249,400.00
<ul style="list-style-type: none"> Charge Point Single CT4011 Inclusive of installation (prevailing wage) Hardware Maintenance Networking Taxes 	\$2,900.00 Ea.	4 Units (4 ports)	\$11,600.00
Total (Four locations)			\$661,000.00

What Will it Cost the SBIAA

\$0.0

This is proposed to be a full turnkey program where the integrator Verdant assumes all costs associated with the program in trade for keeping all revenue generated, LCFS credits, and SCE rebates.

Implementing the “Green Energy Element” in a prudent manner is an exciting process with multiple benefits not only for the airport, but also for our community and to our planet!

We are only getting started on the journey!!

QUESTIONS?