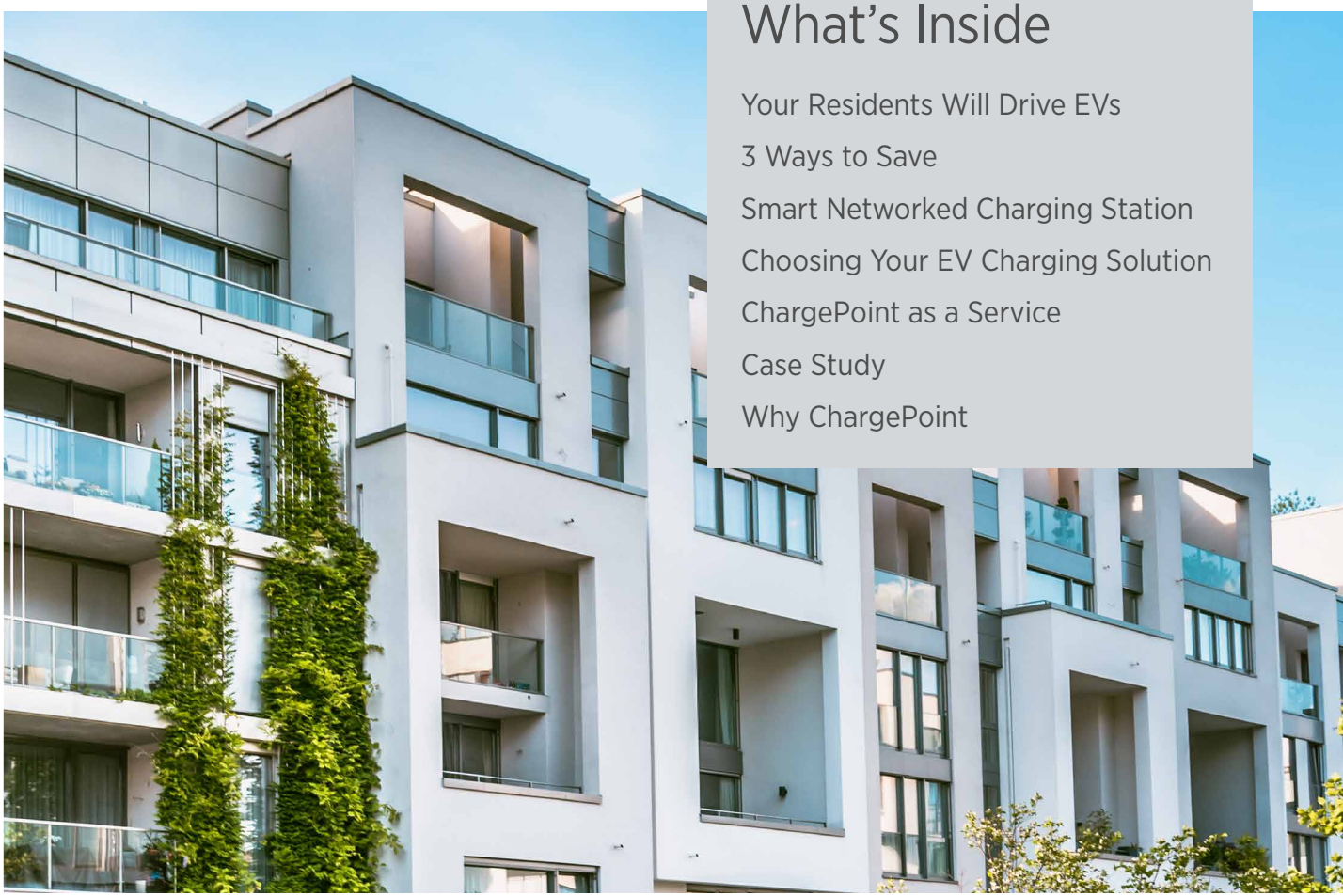
Is Your Property EV Ready?

Smart steps toward an easy, future-proof charging solution for your residents





What's Inside

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Your Residents Will Drive EVs and They'll Need Somewhere to Charge

Electricity is on track to become the dominant fuel for moving people and goods around the world. As electric vehicles (EV) ownership increases, drivers will want to charge their vehicles at home. Often, that will be in the apartment buildings where they live. EV-driving residents have many choices and will choose the apartment communities that offer amenities they want and/or need—and evidence suggests they are willing to pay for it. In fact, **59% of respondents to a recent AMLI survey said they would pay more to live in a "green or sustainable community."*** That means home charging will be essential as EVs continue to become mainstream. Making your property EV-ready attracts higher paying residents, thereby increasing average rents, occupancy rates and, ultimately, property value.

59% of respondents to a recent AMLI survey said they would pay more to live in a "green or sustainable community."

3X growth rate

Today there are 1 million EVs on U.S. roads.

In **3 years**

that number will triple to **3 million**



*Multifamily Executive: https://www.multifamilyexecutive.com/property-management/resident-life/most-residents-will-pay-more-for-green-features-survey-finds_o

3 Ways to Save

EV charging is fast becoming a standard amenity in many high-density housing properties. Several states already mandate charging spots, including California, which requires at least 3% of all new parking spaces to be “make-ready” equipped for EV charging in new multi-family communities.* Some municipalities require even more: In Los Angeles, New York City and Vancouver between 5% and 20% of parking spaces must be EV-ready.

The good news is that the cost of EV charging infrastructure can often be offset, saving you money.

1 Incentives

Across the country, states, utilities and municipalities offer a number of active and emerging incentive programs to help cover the majority of EV charging project costs.

+ Take advantage of available tax credits to help you save on new construction
+ Get reimbursed for your investment by capitalizing on one or more of the rebate programs offered in your area
+ Plan your EV charging installations strategically by applying for available EV charging grants

2 ChargePoint as a Service

ChargePoint as a service is an easy way for multi-family property owners to offer EV charging to residents. See page 6 for more information.

+ Conserve CapEx funds by using annual OpEx funds to pay for charging infrastructure
+ We monitor your solutions so they’re never technically obsolete
+ Save time and money with minimal overhead and predictable operational expenses

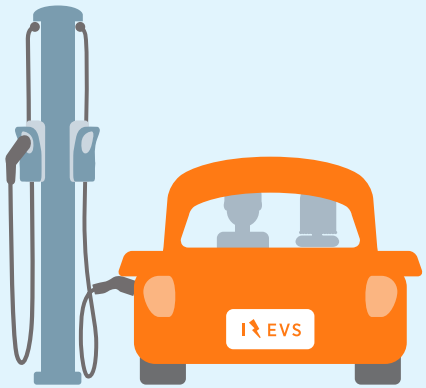
3 Pricing

Customize pricing for residential EV charging based on your goals. You can easily set pricing by time, session or electricity usage (kWh).

+ Offer charging as a free amenity to attract and retain residents
+ Structure pricing policies to encourage residents to share community stations
+ Use Power Management to offer more personal chargers without electrical upgrades

Did You Know?

Most properties charge between $0.15 and $0.25 per kilowatt hour (kWh), which helps recover electricity and operational costs, while maintaining an attractive < $2/gallon equivalent for EV-driving residents. ChargePoint can help guide you to make the process a win-win for everyone.



*California and other Green Building Code Data sources: http://vancouver.ca/home-property-development/electric-vehicle-charging-requirements.aspx http://insideevs.com/new-york-city-passes-landmark-charger-bill-20-of-future-parking-spots-required-to-be-charger-ready- potential-for-10000-ev-spots-in-7-years/ https://www.ladbs.org/docs/default-source/publications/ordinances/l-a-green-building-code-ordinance-181480.pdf?sfvrsn=12

The Smart Networked Charging Station

Trying to maintain a budget, fulfill your residents' requests for EV charging and cope with the realities of your existing electrical infrastructure can be overwhelming. The solution: smart networked charging stations. Real-time network communications enable these smart solutions to address your challenges while helping you recoup costs and save money.

A Smart, Networked Solution Unlocks Benefits for Residents and Property Managers

Residents


Find available stations online or on a mobile app


Check charging status from phone


Get notifications when your car is done charging


Use the Waitlist feature to get in line at a busy station


Receive personalized driver report for usage & spending


Automatic reimbursement for home charging costs (subject to entitlement)


24/7 driver support

Property managers


Integrate home, workplace and public charging with a turnkey infrastructure solution provider


Seamless online on-boarding experience for individual drivers or entire fleets

Reduce infrastructure and operational costs with Power Management


Intelligently share power, manage energy consumption and measure your emission reductions


Monitor stations remotely and maximize station utilization


Control who can access your station and set company pricing policies


Get alerts about potential problems to avoid downtime

Smart Steps for Choosing Your EV Charging Solution

A recent AAA survey found that 20% of people plan to choose an EV for their next vehicle.* Keep that number in mind. Strategically planning for an e-mobility future will help you attract residents and avoid costly mistakes down the road.

The following best practices will help ensure you're making the best decisions when installing charging stations:

- Select a vendor whose hardware is certified for safety, designed for indoor and outdoor use and include 24/7 driver support.
- Choose a networked EV charging solution with smart features and automated software updates. It will future-proof your investment, while providing insights into residents' charging behaviors and maximizing usage.
- Prepare for an increase in the number of residents driving EVs by making additional parking spaces EV-ready with conduit and electrical wiring connected to a power source.
- Develop a charging policy that is easy to scale so you're able to accommodate future EV drivers.
- Some buildings won't have enough electrical panel capacity to charge all residents' EVs at once. Power Management allows you to install more stations than the rated capacity, which can help eliminate or delay costly upgrades.
- Take advantage of available grants, rebates and tax credits in your area and choose a pricing model that makes sense for your business.



*https://newsroom.aaa.com/2018/05/1-in-5-us-drivers-want-electric-vehicle/

ChargePoint as a Service

A Solution for Every Multi-Family Property

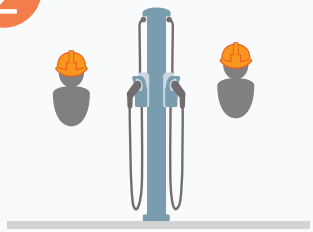
ChargePoint's new subscription pricing model, ChargePoint as a service, means it's easier than ever to offer EV charging to your residents. It's perfect for property owners who want to provide EV charging but, as one of our customers so brilliantly put it, "aren't interested in getting into the EV charging business." With ChargePoint as a service, you have access to the highest quality, most dependable EVSE hardware in the industry and all the benefits of the world's largest and most open EV charging network—without any of the hassles. That's because we retain physical ownership of the charging stations, so you only pay for the features you need today. Site planning, installation, professional guidance and configuration are all included in the affordable monthly subscription price. Our 1, 3 and 5-year plans let you add services as your demand for EV charging grows.

1



You prepare the site, we take it from there

2



We install and set up the stations your way

3



We proactively monitor and maintain it all

The Control You Want, with Less Overhead

- Choose the term that works for you: 1, 3 or 5 years
- Conserve CapEx funds and use annual OpEx funds to pay for your charging infrastructure
- Protect and get the most out of your investment: stations are always proactively monitored and never technically obsolete
- Save time and money with minimal overhead and predictable operational expenses

Bozzuto Uses EV Charging to Boost Its Sustainability Story

BOZZUTO

ChargePoint smart EV charging solutions were the first products of their kind to earn the esteemed ENERGY STAR® certification and provided Bozzuto a comprehensive, efficient and future-proof EV charging solution that could be easily adapted to accommodate residents-only charging. ChargePoint solutions are also more adaptable than competing products, allowing Bozzuto to address a variety of additional use cases including public charging and assigned parking.

Since EV-driving residents are already familiar with the brand, sales managers can simply point out that the solutions are available. Because ChargePoint's automatic reporting features deliver timely and accurate data on greenhouse gas (GHG) emissions reduction, Bozzuto has been able to continue to expand its own sustainability program and to ensure that its third-party clients meet—or exceed—theirs.



"With ChargePoint, our residents can use the app and get 24/7 support for EV drivers. There is transparent data and ease of use. It's very different from other infrastructure we use."

— Peter Zadoretzky,
Director of Sustainability,
Bozzuto Management Company



Results

- 74,468 kg greenhouse gas emissions avoided (that's like planting 1,909 trees and letting them grow for 10 years)
- 32+ properties with EV charging
- 600+ charging sessions per month
- User-friendly stations that meet resident demands

ChargePoint Is Committed to Serving Multi-Family Properties

With 74% of drivers concluding that EVs are the future of driving* and every major automaker (as well as a few new ones) introducing or planning to introduce new plug-in electric models in the coming years, one thing is clear: the debate is over—transportation is going electric. ChargePoint is so passionate about creating that new fueling network, we've committed to installing 2.5 million charging spots by 2025.

By being a part of the new e-mobility revolution, you'll show your residents and potential residents that your brand is devoted to a sustainable future. Today, many states and municipalities already mandate new construction be EV-ready, so you'll be ahead of your competitors as well.

With ChargePoint as a service, ChargePoint's easy-to-use and affordable subscription pricing model, there's no better time to invest in tomorrow. To find out how ChargePoint can help you attract residents, meet the growing demand for EV charging in your community and increase your property value, reach out. We're here to help.

For More Information

- Call +1.408.705.1992
- Contact us at chargepoint.com/multifamily-contact-us
- Visit https://www.chargepoint.com/solutions/apartments/

40% of Fortune's "100 Best Companies to Work For" is a ChargePoint Customer

"We noticed that the number of EV drivers increased after we started offering workplace charging because it enabled people to commute using their EVs. They are able to come in earlier due to HOV lane access and maximize time both at work as well as with their families. It also helped us achieve our LEED certifications and enhance our green image."

— Ted Ludwick, Amazon Lab126













*The State of Electric Vehicles in America, Volvo Car USA survey: https://www.media.volvocars.com/us/en-us/corporate/volvo-reports

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