

PMI's Electric Vehicle Infrastructure

February 1, 2013

Business Models, Marketing Goals, Financing, Environmental Leadership



Company Overview

- Locally owned and operated
- 500 employees, 100 + locations
- Urban Parking: DC and Baltimore

Why Do We Invest in EVs?

- Social & Environmental Goals
- Thought Leadership
- Emerging urban driver
- Tax incentives and rebates
- Zeitgeist Spirit of the Time





Business Model & Financial Strategy



- Design-Build-Manage
- Marketing & P.R.
- Tenant Amenity
- LEED certification- up to 3 points for commercial and multi-family.
- Tax Rebates: 30% tax rebate, plus tax credits.

EV Charging Station, The Concord, Crystal City



EV Charging Station Locations- DC/Virginia Burleith -Logan Hillandale Foxhall Circle/ Shaw Village Reservoir Rd NW (29) Georgetown Donaldson West End Run Connecticut Downtown (309) Ave/ K Street .town (29) Theodore North Rosslyn Roosevelt Island Lee Hwy Highland Cherrydale National Memorial Washington (50) Lyon Village eway nts (50) (110) Virginia Lady Bird Square Tidal Basin 10th St N Johnson Park 66 Fort Myer Soi Arlington Lyon Park Wa Bluemont Southwe Bluemont Park Pentagon Washingt Helipad 2nd St S Foxcroft rard or Heights Arlington East Potomac Penrose Golf Course Forest (50) ton Blvd (244) Virginia (1) Glencarlyn 195 Highlands Park Park Columbia Heights Army Navy Country Club Aurora Douglas Highlands strict of Columbia Park Crystal City Arlington Ridge Bailey's Nauck Crossroads Ce Barcroft Park (120) (7)



EV Charging Station Locations- Baltimore/BWI Airport Forest Park Belair -Woodlawn Homestead Druid Edison Rosedale Montebello Hill Park Golf Course (122) Gwynns Falls/ Essex Leakin Park Broadway 70 Sandtown-Wincheste East Edmondson Orleans St Pulaski Yesh (40) Baltimore Saint Greektown Joseph's Canton Pigtown Medford Broening Beechfield Catonsville Locust Point Morrell Park Dundalk Riverside Saint Helena Sparrows Point Country Club Arbutus (295) Dundalk & Lansdowne Halethorpe Lansdowne-Baltimore Brooklyn Wagners Point Brooklyn Bay Brook 195 Park Curtis Bay Curtis Bay Brooklyn Pumphrey Park Elkridge Linthicum Linthicum 695 Heights Baltimore-Washington International Thurgood Hanover Marshall Airport US Army Reserve Depot Ferndale **BWI Marshall** Arundel 07 Airport -(2) Chestnut Mills Concourse A/B Riviera Hill Cove

Glen Burnie

Beach

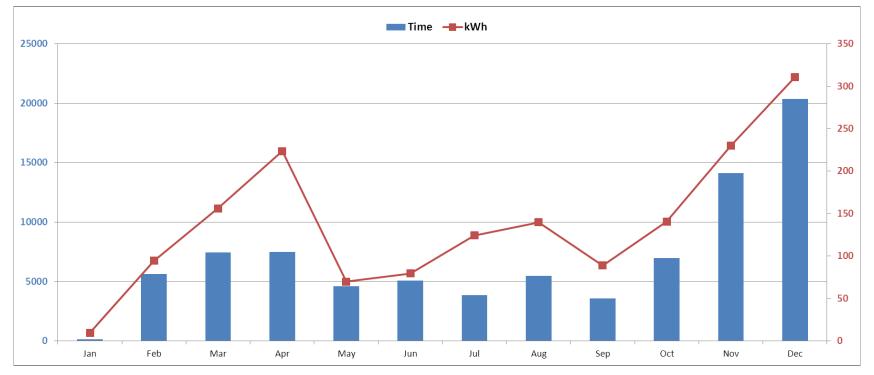
Riviera Beach



Success & Results

Time (Min)

Power (kWh)

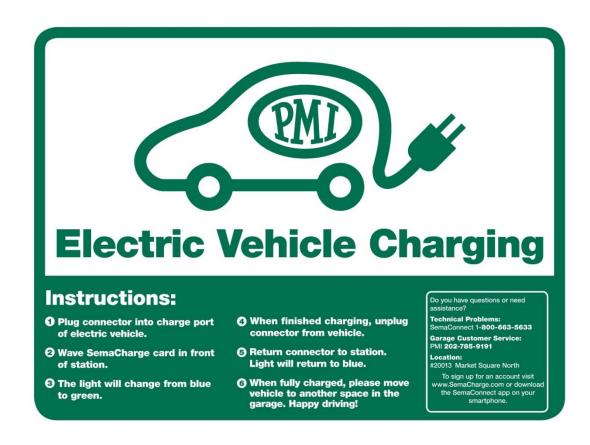


- Study Period: Feb 2012- December 2012
- Increase in Time Usage: 468 hrs- 1,698 hrs (263% increase)
- Increase in Power Usage: 94 kWh 310 kWh (230% increase)



Challenges & Opportunities

- Map Standardization, Fees, Signage, etc.
- Biz Partner Selection
- SemmaConnect
- Advanced Technology
- Local Business.





The Future of EVs & Charging

- Electric Vehicles company cars;
 Rachel and Justin Bieber prefer
 the Fisker Karma.
- Battery exchanges
- Alternative production of electricity; solar, hydro, wind, biofuel, etc.
- Electric and hybrid car-sharing





