



## NEW APPROACHES TO FINANCING THE PUBLIC EV CHARGING NETWORK

*The fourth meeting of the Advisory Panel and C2ES*

November 13, 2014  
10:00 a.m. – 3:00 p.m.  
John A. Cherberg Building  
304 15th Ave SW  
Olympia, WA 98504

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10:00 a.m.    **Welcome and Introductions**

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10:15 a.m.    **Project Overview and Update**

*Nick Nigro, C2ES*

C2ES will review project progress to date including the results of Task 1 and business model workshop held on October 1.

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10:30 a.m.    **Task 2: Business Model Summaries**

*Matt Frades, C2ES*

*Phillip Quebe, Cadmus Group*

C2ES and Cadmus will present the business model summaries including the charging infrastructure gaps addressed, the business model descriptions, and the financial modeling results including critical success and failure conditions. Feedback on the model scenarios and assumptions will also be solicited to guide discussion for the next agenda session.

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12:00 p.m.    **Lunch**

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1:00 p.m.    **Task 2: Financial Analysis for Business Models**

*Matt Frades, C2ES*

*Phillip Quebe, Cadmus Group*

C2ES and Cadmus will present a deep dive view of the financial analysis tool, how it is used, the underlying assumptions, the outputs, and how the tool can be used to model many alternative business models and scenarios. Additional modeling results will be presented to motivate and inform discussion based on feedback from the morning session.

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2:00 p.m.    *Break*

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2:15 p.m.     **Task 3 Preview: Identifying the Role of Public and Private Stakeholders**

*Nick Nigro, C2ES*

C2ES will preview recommendations on the role of public and private stakeholders for implementing the business models presented earlier. Participants are encouraged to offer specific feedback on these recommendations, as this will be the last in-person meeting for the Advisory Panel.

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2:45 p.m.     **Summary, Discussion and Next Steps**

*Nick Nigro, C2ES*

C2ES will summarize key takeaways from the day including suggested changes to the business model framing financial modeling.

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3:00 p.m.     **Adjourn**

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## Washington State Advisory Panel

NAME	ORGANIZATION
<i>Wayne Amondson</i>	Cowlitz County Public Utility District
<i>Rep. Judy Clibborn</i>	Joint Transportation Committee Co-Chair
<i>Scott DeWees</i>	Western Washington Clean Cities
<i>Tonia Buell</i>	Washington State Department of Transportation
<i>Ben Farrow</i>	Puget Sound Energy
<i>Rep. Jake Fey</i>	House Transportation Committee Member
<i>Stephen Johnsen</i>	Seattle Electric Vehicle Association (SEVA)
<i>Ron Johnston-Rodriguez</i>	North Central Washington Plug-In Center
<i>Charles Knutson</i>	Governor's Policy Office
<i>Rep. Drew MacEwen</i>	House Republican Caucus Member
<i>Rep. Chad Magendanz</i>	House Republican Caucus Member
<i>Sen. Mark Mullet</i>	Senate Transportation Committee Member
<i>Rep. Dick Muri</i>	House Transportation Committee Member
<i>Rep. Ed Orcutt</i>	Joint Transportation Committee Member
<i>David Peterson</i>	Nissan North America, EV Regional Manager, Marketing & Sales Strategy
<i>Sandra Pinto de Bader</i>	City of Seattle Office of Sustainability
<i>Colleen Quinn</i>	ChargePoint
<i>Glen Stancil</i>	NRG Energy EV Services eVgo