

SELECTION OF BASE CASE INPUTS AND ASSUMPTIONS (DRAFT – DO NOT CITE)

PARAMETER		ASSUMPTION	SOURCE
Capital costs			
<i>Charging station equipment</i>	<i>DC fast charging station</i>	\$35,000 per unit	Plug-In America and ABB Ltd.
	<i>Level 2 station</i>	\$2,500 per unit	Washington State Department of Transportation (WSDOT)
Station utilization			
<i>Station utilization in first year</i>	<i>DC fast charging station</i>	1,200 sessions (3.3 sessions per day)	C2ES assumption
	<i>Level 2 station</i>	400 sessions (1.1 sessions per day)	C2ES assumption
<i>Annual growth rate of station utilization</i>		15%	C2ES assumption
<i>Maximum number of charging sessions per station per year</i>	<i>DC fast charging station</i>	3,650 sessions (10 sessions per day)	C2ES assumption
	<i>Level 2 station</i>	1,200 (3.3 sessions per day)	C2ES assumption
Owner operator direct revenue			
<i>Per-energy user fee</i>	<i>DC fast charging station</i>	\$0.50/kWh	C2ES assumption
	<i>Level 2 station</i>	\$0.25/kWh	C2ES assumption
<i>Per session fee</i>		None	n/a
<i>Subscription revenue</i>	<i>Number of subscribers first year</i>	None	n/a
	<i>Annual growth rate in number of subscribers</i>	None	n/a
	<i>Subscription fee</i>	None	n/a
<i>At-station advertising revenue</i>		None	n/a

PARAMETER		ASSUMPTION	SOURCE
<i>Funding partner indirect revenue (Business Model 1)</i>			
<i>Indirect value of charging station to funding partner (NPV of future value streams)</i>	<i>DC fast charging station</i>	\$10,694 per station (equivalent to \$8,000 annual revenue)	C2ES assumption
	<i>Level 2 station</i>	\$762 per station (equivalent to \$570 annual revenue)	C2ES assumption
<i>Percent of charging equipment cost subsidized</i>		20%	C2ES assumption
<i>Funding pool (local businesses) indirect revenue (Business Model 2)</i>			
<i>Average expected retail revenue per customer during on-site charging</i>		\$1/minute	C2ES assumption
<i>Maximum expected retail revenue per customer per session</i>		\$25	C2ES assumption
<i>Annual revenue sharing agreement</i>		10%	C2ES assumption
<i>Owner operator initial capitalization</i>			
<i>Percent equity funded</i>		40%	C2ES assumption
<i>Percent debt funded</i>		60%	C2ES assumption
<i>Private sector cost of debt, long term (loan interest rate)</i>		8%	C2ES assumption