

# Discussion Scenario 1



- Business Model 1 - Interregional travel on I-90 between Seattle and Spokane**

Input	Original Value	Test Values
DC Fast Charger Equipment Cost	\$35,000	\$25,000
Utilization	1200	2000
Utilization Growth Rate	15%	30%
Ad Revenue / Year	\$0	\$5000

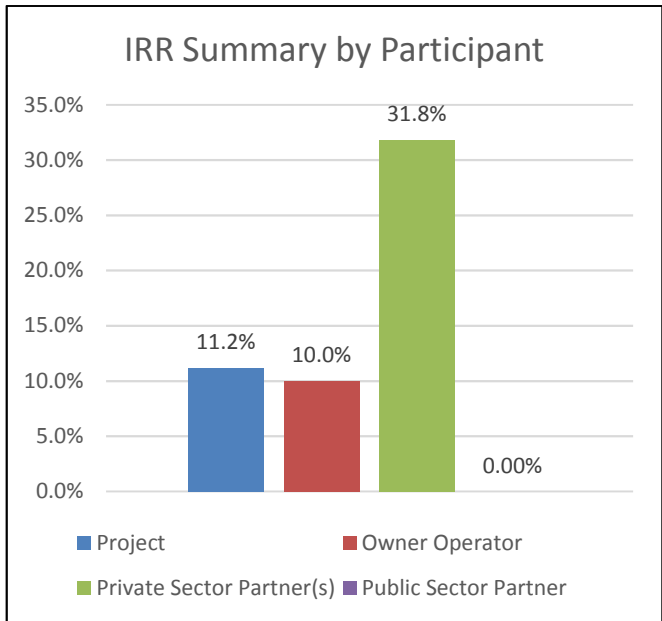
# Washington EV - Business Model 1 - Gap I-90

## Financial Performance Statistics

<b>Project</b>		
Total Capital Investment	\$	504,500
Total Net Present Value	\$	125,979
Total Internal Rate of Return (IRR)		11.2%
Discounted Payback (Years)		6.0
<b>Owner Operator</b>		
Total Capital Investment (Equity)	\$	201,800
Total Net Present Value	\$	104,673
Total Internal Rate of Return (IRR)		10.0%
Discounted Payback (Years)		6.0
<b>Private Sector Partner(s)</b>		
Total Capital Investment	\$	-
Total Other Contributions	\$	30,000
Total Net Present Value	\$	21,183
Total Internal Rate of Return (IRR)		31.8%
Discounted Payback (Years)		4.0
<b>Public Sector Partner</b>		
Total Capital Investment	\$	-
Total Other Contributions	\$	-
Total Net Present Value	\$	-
Total Internal Rate of Return (IRR)		N/A
Discounted Payback (Years)		N/A
<b>Other Non-Partner Private Sector</b>		
Total Capital Investment (Loans)	\$	302,700

## Charging Infrastructure Statistics

<b>Total New Sites</b>	6
<b>Total New Stations</b>	6
<b>Number of Charging Sessions Provided</b>	91,680
<b>kWh of Charging Provided</b>	1,375,200



## Discussion Scenario 2



- **Business Model 2 - Travel to Ocean Shores (from Longview and the Puget Sound region) and within the destination region**

Input	Original Value	Test Values
Retail Revenue Share	10%	5%
Retail Sales Cap	\$25	\$20

# Washington EV - Business Model 2 - Ocean Shores

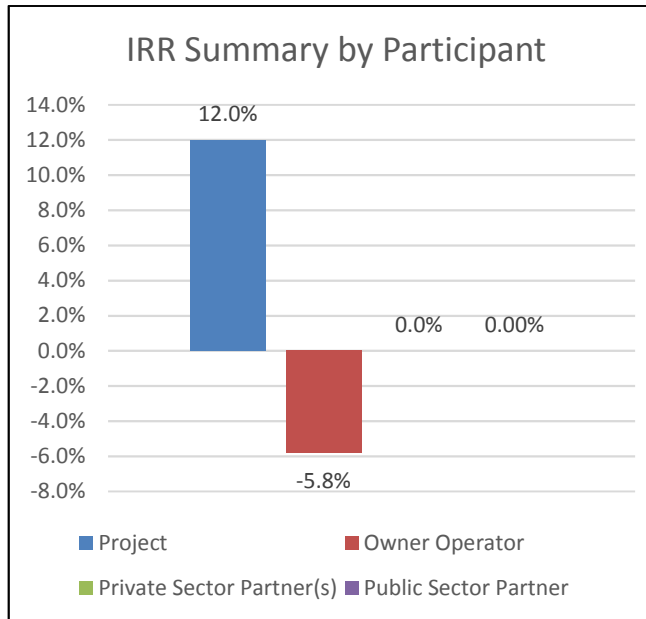
## Financial Performance Statistics

<b>Project</b>		
Total Capital Investment	\$	499,820
Total Net Present Value	\$	181,195
Total Internal Rate of Return (IRR)		12.0%
Discounted Payback (Years)		7.0
<b>Owner Operator</b>		
Total Capital Investment (Equity)	\$	199,928
Total Net Present Value	\$	(67,722)
Total Internal Rate of Return (IRR)		-5.8%
Discounted Payback (Years)		N/A
<b>Private Sector Partner(s)</b>		
Total Capital Investment	\$	-
Total Other Contributions	\$	221,043
Total Net Present Value	\$	247,879
Total Internal Rate of Return (IRR)		N/A
Discounted Payback (Years)		1.0
<b>Public Sector Partner</b>		
Total Capital Investment	\$	-
Total Other Contributions	\$	-
Total Net Present Value	\$	-
Total Internal Rate of Return (IRR)		N/A
Discounted Payback (Years)		N/A
<b>Other Non-Partner Private Sector</b>		
Total Capital Investment (Loans)	\$	299,892

## Charging Infrastructure Statistics

<b>Total New Sites</b>	8
<b>Total New Stations</b>	28
<b>Number of Charging Sessions Provided</b>	91,697
<b>kWh of Charging Provided</b>	1,038,335

IRR Summary by Participant





- **Business Models 1 & 2 (Combination) - Travel to Tri-Cities and Walla Walla (from Spokane and the Puget Sound region) and within the destination regions**

Input	Original Value	Test Values
Owner Operator Debt	8%	18%
Percent of Funding From Debt	60%	20%

## Washington EV - Business Model 1 & 2 Combination - Walla Walla

### Financial Performance Statistics

<b>Project</b>		
Total Capital Investment	\$	1,385,185
Total Net Present Value	\$	305,471
Total Internal Rate of Return (IRR)		4.5%
Discounted Payback (Years)		8.0
<b>Owner Operator</b>		
Total Capital Investment (Equity)	\$	1,108,148
Total Net Present Value	\$	(95,570)
Total Internal Rate of Return (IRR)		-1.6%
Discounted Payback (Years)		N/A
<b>Private Sector Partner(s)</b>		
Total Capital Investment	\$	-
Total Other Contributions	\$	1,308,718
Total Net Present Value	\$	399,199
Total Internal Rate of Return (IRR)		244.6%
Discounted Payback (Years)		2.0
<b>Public Sector Partner</b>		
Total Capital Investment	\$	-
Total Other Contributions	\$	-
Total Net Present Value	\$	-
Total Internal Rate of Return (IRR)		N/A
Discounted Payback (Years)		N/A
<b>Other Non-Partner Private Sector</b>		
Total Capital Investment (Loans)	\$	277,037

### Charging Infrastructure Statistics

<b>Total New Sites</b>	20
<b>Total New Stations</b>	60
<b>Number of Charging Sessions Provided</b>	215,757
<b>kWh of Charging Provided</b>	2,562,110

IRR Summary by Participant

