



REFUEL ELECTRIC VEHICLE SOLUTIONS

Turnkey EV Charging Solutions for Multifamily Properties

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About Us

Refuel Electric Vehicle Solutions (REVS) is one of the few, if not the only, EV charging company in the U.S. run by real estate professionals. Specializing in the multifamily sector, REVS works with property owners, developers, and managers to seamlessly integrate electric vehicle charging stations catered to multifamily residents nationwide. REVS is client-focused and operates with a vested interest, sharing EV charging station proceeds as either a manager or owner.

Our Services

- Due Diligence Reports
- Pre-Development Consulting
- Deployment Strategies
- Budget Estimates for Equipment & Deployment

- RFP services
- Research & Filing for Available Financial Incentives such as Grants, Rebates & Tax Credits
- Installations & Commissioning

- EV Station Management & Maintenance
- Monthly Reports of EV station Usage & Billing
- ROI Analysis & Forecasting for Annual Property Budgets

Our Options

- REVS Owns & Operates
- Hybrid
- Property Owner Owns & REVS Manages

Why Us

- ✓ Knowledge
- ✓ Save Time & Money
- ✓ Alignment of Interests

EVC Services, LLC, doing business as Refuel Electric Vehicle Solutions (REVS) is a registered company in the State of Texas and the lower 48 states in The United States of America.

Why Us?

Knowledge

Established by multifamily experts with an in-house electrical team, our combined expertise in both the multifamily and EV charging industry allows us to devise the best solution. With 70+ years of experience in the capitalization of commercial real estate, our leadership at REVS offers unique insights when it comes to the needs of property owners seeking to integrate electric vehicle charging stations throughout their portfolio. Our in-house team of electrical consultants are knowledgeable in every aspect of the EV charging industry.

Save Time & Money

Our turnkey solution includes a wide range of services, from providing due diligence reports on a property's existing electrical infrastructure, to filing for available financial incentives, to installing, managing, and reporting after deployment. REVS will hire the electrician and provide the property with one invoice for the installation and the hardware. When handling your RFP, you will receive at least three quotes from the manufacturers we've selected. We offer our clients the opportunity to allow us to install and manage EV charging stations on a single multifamily property or portfolio at NO COST to the property ownership.

Alignment of Interests

We are not a vendor! This gives us the freedom to select the right EV charging product, installation location and calculate the appropriate number of charging stations your property needs. REVS operates with a vested interest, sharing EV charging station proceeds as either a manager or owner. We will recommend the number of charging stations necessary to maximize the return and meet the demands of the property's residents, not an internal sales quota. We prioritize our client's potential budget and install the stations in the most cost-effective and convenient location for your residents. We will also provide incentive information to help alleviate the cost of installation.



Our Management Services for Multifamily Portfolio Owners

Monitoring

- Monitor charging usage
- Monitor for expansion
- Ensure stations are connected to network
- Troubleshoot any issues that may arise

Review

- Charging capabilities
- The financial transaction
- The operating costs
- Billing rates being charged
- Electricity usage

Reporting

- Provide monthly reports on usage and billing
- Provide monthly portfolio summary
- Reporting for grants, if needed

Maximize Revenues

- Set billing rates
- Bundle and sell CARB credits, where available
- Handle all maintenance and repairs

Our Installations



Our Options

	Property Owner Owns & REVS Manages	Hybrid	REVS Owns & Operates
Who pays for make-ready/electric upgrade?	Property Owner	Property Owner	REVS
Who selects charging equipment?	Property Owner with or without REVS consult (1)	REVS	REVS
Who pays for charging equipment?	Property Owner	REVS	REVS
Who selects location?	REVS	REVS	REVS
Who handles procurement and install?	REVS	REVS	REVS
Grant Proceeds	90% to Property Owner	75% to Owner	100% to REVS

Management and Operation of Charging Stations			
Who sets rates?	Property Owner with REVS consult	REVS	REVS
Type of Agreement	Management Agreement	Parking Agreement	Parking Agreement
Term of Agreement	5 years	10 years	10-20 years

Who Pays Operating Expenses			
Network Fees (2)	Property Owner	REVS	REVS
Processing Fees (3)	Property Owner	REVS	REVS
Electricity Costs (4)	Property Owner	REVS	REVS
Maintenance, Monitoring, Reporting (5)	REVS will charge a fee	REVS	REVS
Replacement (6)	Property Owner	REVS	REVS
Property Owner Share of Profit (7)	TBD	TBD	TBD

1. Equipment - in the event client has a specially negotiated price with manufacturer, REVS will charge an install fee
2. Network fees - These fees are typically \$10-\$30 per port per month, depending on the software provider/manufacturer
3. Processing Fees - These fees are typically 7% to 20% of revenues and are paid to the network provider
4. Electricity costs - This cost will be reimbursed to the property owner
5. Maintenance, monitoring, reporting - REVS will charge a fee of these services
6. Replacement - Extended warranties can be purchased thru the manufacturer
7. Profit is defined as all revenue, including CARB credits, less all operating expenses on an annual basis

Our Process

1) Initial Consultation

- Introduction to REVS' services and available products to address your objectives.
- Ownership & Operation: REVS offers options to own, sell and manage the charging stations on your property.

2) Pre-Installation Work

- Survey & Estimates: Reviewing and understanding your site's existing electrical capacity.
- Grant Applications & Turnkey Bids: REVS will search for financial incentives available in from public and/or private entities to reduce installation cost. We will also compose an all-inclusive, detailed proposal to install and manage the station(s).

3) Installations

- Contractor Engagement: Working with ownership and management, we will source a suitable electrical contractor to install the necessary electrical infrastructure on your site.
- Commissioning: REVS will work with ownership and management to establish the program parameters of the station and set customizable billing rates.

4) Post Development

- Management Services: REVS offers creative solutions to property owners to maximize value while limiting investment amount.
- Data Collection & Insights: REVS will oversee and manage data-collection to assist property owners in maximizing the value and ROI of your charging stations.

Our Solutions

Existing Properties

Solution 1

REVS Owns & Operates EV Charging Stations

- REVS will handle the turn-key installation of the charging stations
- REVS will update the property infrastructure, if needed.
- REVS will own the charging stations and pay for the installation
- The property owner/host will receive the following:
 - Parking space income based on a percentage of the profit
 - The term of the agreement will be 10 years and fully transferable to future owners

Solution 2

Property Owns & REVS Provides Management Services

- REVS will handle the turn-key installation of the charging stations
- Property owner will pay for all “make-ready”, equipment, and installation costs.
- REVS will provide maintenance and management services
- REVS will receive a management fee based on profit (not revenue) generated by the charging stations on the property.
- REVS will file for grants on Property owner’s behalf and receive 10% of any proceeds
- Term of agreement will be 5 to 10 years

New Construction

Solution 1

REVS Owns & Operates EV Charging Stations

- REVS will handle the turn-key installation of the charging stations
- REVS will own the charging stations and pay for the installation and all ongoing operating expenses
- The property owner/host will receive the following:
 - Parking space income based on a percentage of the profit
 - The term of the agreement will be 12 years; fully transferable to future owners

Solution 2

Property Owns & REVS Provides Management Services

- REVS will handle the turn-key installation of the charging stations
- Property owner will pay for all “make-ready”, equipment, and installation costs.
- REVS will provide maintenance and management services
- REVS will receive a management fee based on profit generated by the charging stations at the property, not revenue
- REVS will file for grants on Property owner’s behalf and receive 10% of any proceeds
- Term of agreement will be 5 to 10 years

EV Charging Due Diligence Report for Existing Properties

REVS will conduct a due diligence report to get a clear understanding of the property's electrical infrastructure, its ability to host EV charging stations, understand the costs associated with the electrical situation, see if any grants are available, and predict potential revenue. The due diligence report will cost between \$1,000 and \$1,500.

Inside Our Due Diligence Report

✓ Brief Site Summary & Site Visit with Property Manager

Description of the subject property and the existing parking infrastructure including any notes or conversations with the property manager

✓ Current Site Electrical Infrastructure Breakdown

Comprehensive description of the subject site's electrical infrastructure and its capability to host charging stations.

✓ EVCS Deployment Recommendations

A list of recommendations will be provided specifically for the property such as: electrical upgrades, number of charging stations, and the most cost-effective locations for installation.

✓ Available Grants in the Area

Description of all available grants & rebates offered by public & private entities.

✓ Estimate of Make-Ready & Installation Cost Breakdown

An estimated cost for turn-key deployment based on the property's electrical infrastructure and recommended number of charging stations to be installed. (Note: this is not a bid to install but merely a tool used for guidance)

✓ Potential ROI Analysis Calculator

A projection of the economic benefits of deploying and hosting EV Charging Stations on the subject property. (This analysis will include both monthly and annual revenue potential)

EV Charging Consulting for New Construction

REVS will work with the design/development team and contractor, pre-construction and during construction, to ensure that the electrical infrastructure is adequate to host EV charging stations and the conduit is run properly. Our EV charging specialist team will collaborate with the development teams to develop and design EV charging plans that will future proof the property, to the extent that will be economically and physically feasible.

Inside Our New Construction Consulting Report

- ✓ Analysis of Current Planned Electrical Infrastructure
- ✓ Recommended Electrical Infrastructure
- ✓ Clips of Electrical Drawings where changes are recommended
- ✓ Recommended charging station placement
- ✓ Recommended “Day 1” and “Day 2”/Future Equipment

Our new construction consultant team will:

- Assist the development construction team in specifying the EV power design needed to adequately serve property over its useful life.
- Confirm that the EV charging station infrastructure specs have been properly integrated into the plans.
- Provide budget estimates for EV charging station equipment deployed at property completion.
- Provide an annual revenue forecast from the initial EV deployment strategy that can be incorporated into the property level pro forma.
- EV station management and reporting to optimize charging revenue for the property.

Our Reseller Product Line

Our reseller product line is specifically chosen to align the needs of multifamily properties. As a reseller, we are familiar with all the charging products on the market and will provide the best hardware and software solution for the property and the residents using them. It's important to know the right level charger to install and a products software capabilities. A level 2 EV charging station is best used for multi-family properties. Level 2 chargers range from 6.2 to 19.2 kW. Level 2 car chargers need a 208-240 Volt, 40 to 100 AMP circuit breaker.

An average electric vehicle can be fully charged in 8 hours or less using a Level 2 station, depending on the specific vehicle's on-board capacity.



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