



## ZEVcenter Licensing Opportunity:

### A strategy for adding ZEVcenters to traditional solar investments

ZEVcenters, LLC is a joint venture between Associated Energy Developers and Brightfield Transportation Solutions. **The mission of ZEVcenters, LLC is to enhance long-term traditional solar investments by adding returns from the rapidly expanding electric transportation market.** We achieve this mission by engaging innovative solar developers looking to boost traditional solar project returns with electric vehicle (EV) drivers demanding access to public EV charging:

- ✦ We identify solar developers with new solar projects that can pair financially with ZEVcenters to enhance the performance of both assets.
- ✦ We tailor our proprietary business model to ensure the ratio of new solar to ZEVcenters (approx. 1 MW Solar:1 ZEVcenter) fits within a given solar project debt service tolerances and maximizes project long-term returns. For little extra CapEx you get a lot more Operating Income.
- ✦ We secure and package strategic ZEVcenter locations in strong EV markets along major transportation corridors within 1-mile of an exit.
- ✦ We design and engineer our patented ZEVcenter charging stations to provide a convenient, ultra-fast, and desirable charging experience for the growing number of EV drivers.
- ✦ We market ZEVcenters to local and in-transit EV drivers through a number of effective digital strategies to increase utilization and build customer loyalty.
- ✦ We control ZEVcenter operational expenses by incorporating our patented on-site solar canopies, battery storage, and energy management services to mitigate utility demand charges.

Solar developers desiring to access ZEVcenter's financial enhancement capability gain all of the above benefits through a simple three-step licensing transaction:

1. ZEVcenter equipment procurement and installation (upwards of \$550K per location), 50% due at signing, 25% due upon equipment delivery and 25% due upon completed installation.
2. An annual usage fee upwards of 10% of ZEVcenter gross revenue.
3. An annual operations and maintenance management fee based on ZEVcenter utilization—the more the EV chargers are utilized by customers the more revenue collected, the more wear and tear is placed on equipment, and the more O&M management is performed.

#### For more information, please contact:

Brian Kuhn, CEO, Associated Energy Developers, [brian.kuhn@assocenergy.com](mailto:brian.kuhn@assocenergy.com) or Stan Cross, CEO, Brightfield Transportation Solutions, [scross@brightfieldts.com](mailto:scross@brightfieldts.com)

*Associated Energy Developers (AED) is based in Plymouth, MA, and is a global renewable energy solution provider, system integrator and project developer specializing in planning and design, energy and financial modeling, construction management, financing, and on-going operations. Brightfield Transportation Solutions (BTS) is based in Asheville, NC, and is an industry leading EV infrastructure solutions provider, and designer of the patented Brightfield® Charging Station platform that integrates EV charging with solar generation, battery storage, and energy management. AED and BTS have formed a joint venture, ZEVcenters, LLC, to manage ZEVcenter project development.*

