

Q: What is Greenspot?

Greenspot is a New Jersey-based award-winning electric mobility provider who works with the public, private, and non-profit sectors to deploy networks of electric vehicle charging stations. Greenspot's approach to electric vehicle charging is to create community-focused, publicly accessible charging hubs. Greenspot's charging station hub services include: Partnering with the site host; Installing and operating Level II and DCFC electric vehicle (EV) charging stations; Providing EV drivers with 24/7 customer service; and Engaging with the local community.

Greenspot was founded in 2014, and we have installed and operate over 200 EV stations world wide. Greenspot has strategically expanded its network to include public charging station projects across the Northeast and Midwest in locations such as: Asbury Park, Montclair, and Long Branch, NJ, Newton, Brookline and Watertown, MA, Westland, MI, Columbus, OH, Ashland VA, New Rochelle, Yonkers, and Mamaroneck, NY and internationally in Israel. Greenspot continues to expand, through its partnership with the Federal Department of Energy, the Virginia Clean Cities Coalition, Empire Clean Cities, Clean Fuels Ohio, Living Green City and Argonne National Laboratory.

Q: What do you need from us?

Greenspot funds the entire project at zero cost! However, Greenspot needs parking spots in lots, garages, or the public right of way. We ask for the site host to maintain safe and hazard free locations and enforce the towing of violators, which are non-electric vehicles in electric vehicle parking spots or electric vehicles parked and not connected to the charging station.

Q: What does it cost?

Greenspot funds the entire process, including site feasibility, station procurement, installation and management of the operation. Greenspot leverages federal, state, and utility level grants and/or rebates to offset the initial cost of installation, and enable the company to create projects with a larger scope and scale.

Q: Is there profit sharing?

Yes! Typically, a percentage of the profit will be shared to the site host. In some cases the profit sharing will increase once our investment is returned.

Q: What is the minimum number of locations needed to start?

Greenspot's strategy is to target locations where there is potential for relatively high vehicle utilization. We typically begin with a pilot phase, working in tandem with both our feasibility studies and with the site host to select the optimal locations.

Greenspot takes a phased approach in order to ensure our program is optimally suited and custom tailored for each location. The phased approach allows for expansion based on program success, and modifications to be made based on data gathered from previous phases. We grow with the site host to ensure they have enough EV chargers to support driver needs. Greenspot typically installs stations for 4-8 parking spots per location, but we can meet any needs.

Q: Why should we give away parking spots?

Greenspot is driven by the mission to create new and efficient transportation options for site hosts. By building electric vehicle infrastructure, we are facilitating electric vehicle adoption and offering a viable alternative to car ownership. Our comprehensive mobility solutions reduce the number of cars on the road, decreasing congestion and cutting our collective carbon footprint. As the site host, it's also a way for you to draw potential customers to your location.

Q: Who installs the charging stations?

Greenspot coordinates with professionally licensed, local electricians to install the EV charging stations. This creates jobs for the community. Installation costs are covered solely by Greenspot.

Q: What type of stations are installed?

Greenspot installs Level 2 and DC fast chargers, incorporating state-of-the-art technologies at its locations. Greenspot's infrastructure is strategically developed to adapt to new technologies and trends and sets a long-term foundation for decades to come. As energy efficiency and storage norms are changing, Greenspot strives to ensure it finds the most sustainable and affordable solutions for your location.

Q: How much power is needed?

Greenspot works together with the site host and the local utility to ensure sufficient power is available in the designated location. Greenspot installs the necessary infrastructure to run the electrical conduit from the power source to the chargers. We comply with national electric code regulations when installing our electric vehicle supply equipment.

Q: Who operates the charging stations once installation is completed?

After the installation of the charging stations has been completed, Greenspot takes full responsibility for the management, upkeep, and day to day operations of the charging stations. This includes maintenance of the hardware and software of the EV stations, as well as troubleshooting and communication with the charging station manufacturer.

Q: How much does it cost the end user?

Depending on the market pricing in the area, drivers who charge their vehicles will pay a little more than \$2/hr to use one of our level 2 charging stations. Once their vehicle is full, the station can be set up to automatically start charging the driver for idle parking. DCFC users pay more per hour, but receive more charging in a shorter period of time.

Q: Who pays for insurance and electricity?

Greenspot sub-meters the stations and pays for the cost of electricity or if connected to an existing meter, we reimburse the electricity cost directly to the site host. There is zero current cost and zero future cost to the site host, as long as the charging stations remain a part of the Greenspot network.

Q: What is the contract duration?

This is negotiable, but we prefer a longer term partnership agreement over a 15-year period (5-years with two automatic renewals) as we're making a large investment in the infrastructure and we want to provide good service throughout the term to keep the chargers available to customers. The equipment will last that long and we'll make upgrades, as required, to keep up with the latest technology.

Q: How is parking for electric vehicles enforced?

Parking for EV's is generally enforced by signage and pavement markings. In addition, we ask the site host to enforce the ticketing and towing of violators, which are non-electric vehicles in electric vehicle parking spots, as well as electric vehicles that are not plugged in.

Q: Is there any community outreach done by Greenspot?

Greenspot prepares the community and current EV owners who may use the charging stations, as well as business owners potentially affected by the program, with necessary education about the project and its accompanying benefits. Greenspot will instruct the general public to ensure that vehicles and charging equipment are operated in a safe and proper manner. Community outreach is an important component of the Greenspot program and we do not limit ourselves as to the number of educational events we sponsor.

Q: Can the site host access data collected from charging stations?

Yes! We use Open Charge Point Protocol (OCPP) hardware and software at all our charging stations. This means we have access to the charging data gathered at our sites from our public charging stations. We encourage site hosts to take advantage of this data and use it for educational learning opportunities, and understanding the growth and demand of their community.

Please send any questions to info@joingreenspot.com
Visit us at www.joingreenspot.com