


EV Charging Solutions

Capabilities Package



**Fullerton
Electric Co.**

Powering Relationships



Introduction

Who is Fullerton Electric?

As a trusted leader in electrical solutions, Fullerton Electric Co. is dedicated to powering relationships and communities throughout Southern California. With a legacy of over 20 years behind us, we have established ourselves as the go-to source for residential, commercial, industrial, and municipal electrical needs.

Why Do We Offer Electric Vehicle Charging Solutions?

Electrical systems were, and still are, designed based on their anticipated consumption of electricity. Because many communities were designed and built before new technologies like EVs, chargers were not accounted for when designing and building their electrical systems.

What is Our Solution?

We've created a common use system that allows access to EV charging to all residents. Our solution does more than charge cars, it can potentially generate revenue and can help preserve your communities existing electrical system, eliminating the need for expensive electrical upgrades and repairs.



Did You Know?

All New Car Sales In California Are To Be Zero Emission By 2035

The mandate by California Air Resource Board demonstrates a strong push towards EVs. California is aiming for a greener future, and sees vehicle emissions as a big contributor to the states carbon footprint. ([Source](#))

The Top Selling SUV And Light Duty Vehicles In California Are Fully Electric

The Tesla Model X and Y led California's vehicle sales as the best selling vehicles in their class. This signals a large shift in the states car market toward electric vehicles. ([Source](#))

One Quarter Of All New Cars Sold This Year In California Were Zero Emission

This mark was hit two years ahead of expectation showing that California is moving fast towards an electric future. ([Source](#))

Last Year 40% Of All Electric Vehicles In The U.S. Were Registered In California

This showcases California's commitment to sustainability. The state is leading the charge and setting an example for nationwide EV adoption. ([Source](#))



Our Solution

Charging as an Amenity

Amenities provide residents with many comforts and are an important part of every community. With the large shift we've been seeing in the vehicle market, residents are requesting EV charging now more than ever. By installing charging stations, you can position yourself to provide for the needs of residents, as well as potentially create an additional revenue stream for the community.

Our Charging System

The systems we install will position chargers in common area locations where all residents will have access to them. It includes high speed level 2 charging stations and will allow drivers to pay for their usage directly. With multiple installation options we'll help you to pick the best solution for your community.

Installation Options

Turn-Key Installation

After engineering and permitting, the entire cost of equipment, installation and management is the full responsibility of Fullerton Electric, in exchange for 80% of the net revenue generated. After the commitment period, the system will be owned by and turned over to the community.

Hybrid Installation

After engineering, permitting, and installation of infrastructure, the entire cost of equipment and management is the full responsibility of Fullerton Electric in exchange for 60% of the net revenue generated. After the commitment period, the system will be owned by and turned over to the community.

Direct Installation

Engineering, permitting, equipment, and installation of infrastructure will be done by Fullerton Electric and billed to the community. Management of system along with driver billing & support is not included. The community will keep any revenue it generates.

Included	Direct Install	Hybrid Install	Turn-Key Install
Engineering	✗	✗	✗
Installation	✗	✗	✓
Electricity Cost	✗	✗	✓
Equipment	✗	✓	✓
Maintenance	✗	✓	✓
Management	✗	✓	✓
Commitment	—	5 Years	10 Years
Revenue Share	100 %	40 / 60 %	20 / 80 %

Community Electrification Process Overview

1

**Introduction
to
Fullerton
Electric**

Get to know us and
Discover how our
expertise can bring
modern amenities
to your community

2

**Site Walk
&
Goal
Discussion**

We'll conduct a
thorough site
assessment &
discuss your
community's goals
for EV charging

3

**Proposal
Creation**

A customized
proposal is created
that outlines the
ideal number and
locations of
stations

4

**Presentation
+
Q&A**

After presenting
our proposal
you'll have the
opportunity to ask
questions, address
any concerns, and
provide input

5

**Agreement
&
Planning**

This step solidifies
our partnership and
sets the stage for
installation. We
work together to
plan the timeline
and logistics

6

Installation

Our technicians
execute the
installation process,
and test the
stations before
commissioning
them for use

FAQs



Q: Is there a cost for engineering and permits?

A: Yes there is an initial fee for engineering and the cost of permits.

Q: What will the community end up owning after the fixed term?

A: The community will own the electrical infrastructure and the charging stations.

Q: Can we cancel during the fixed term?

A: Yes, upon cancellation the community will be responsible for the amortized cost of the infrastructure corresponding to the month of cancellation.

Q: How are the drivers billed?

A: Drivers are billed directly via phone app.

Q: Who handles the transactions?

A: Transactions are processed by a secured 3rd party. We retain no driver payment information.

Q: Who handles payment disputes?

A: Fullerton Electric will relay payment disputes and resolutions through our payment processor.

Q: Who pays for the electricity?

A: Fullerton Electric pays for the electricity for the turn-key option, while providing charging services at your community. Electricity cost is responsibility of the community under the direct install and hybrid options.

Q: How is net revenue calculated?

A: Net revenue is the total amount of income generated from the resale of electricity after the utility bill, management and service fees have been paid.

Q: How long does the installation process usually take?

A: From engineering to startup the entire process takes between 6 and 9 months.

Q: How do we submit a maintenance request?

A: Our chargers provide a 24/7 status update and will notify our team immediately if there are any issues. If there is an unreported issue we have a toll free service number for a driver to request a repair.

Let's Connect



Fullerton Electric is here to help! If you are interested in our solution, or have questions about what is possible in your community feel free to reach out!

Ready For The Next Step?


Reach out to schedule a site walk of your property. We can discuss what your community's goals are, what is possible at your property, and where charging stations can be installed.

[Click to Schedule a Site Walk](#)

 EVCharging@FullertonElectric.net

 FullertonElectric.net

 [@FullertonElectric](https://www.instagram.com/FullertonElectric)

 (888) 332-2727

