

# POWER TREE

Integrated energy services  
Solar – Vehicle – Grid

Contact: Stacey Reineccius (415) 235-5094  
[ceo@electrictrees.com](mailto:ceo@electrictrees.com)

Frank Gobar (415) 971-1130  
[coo@electrictrees.com](mailto:coo@electrictrees.com)

# Powertree

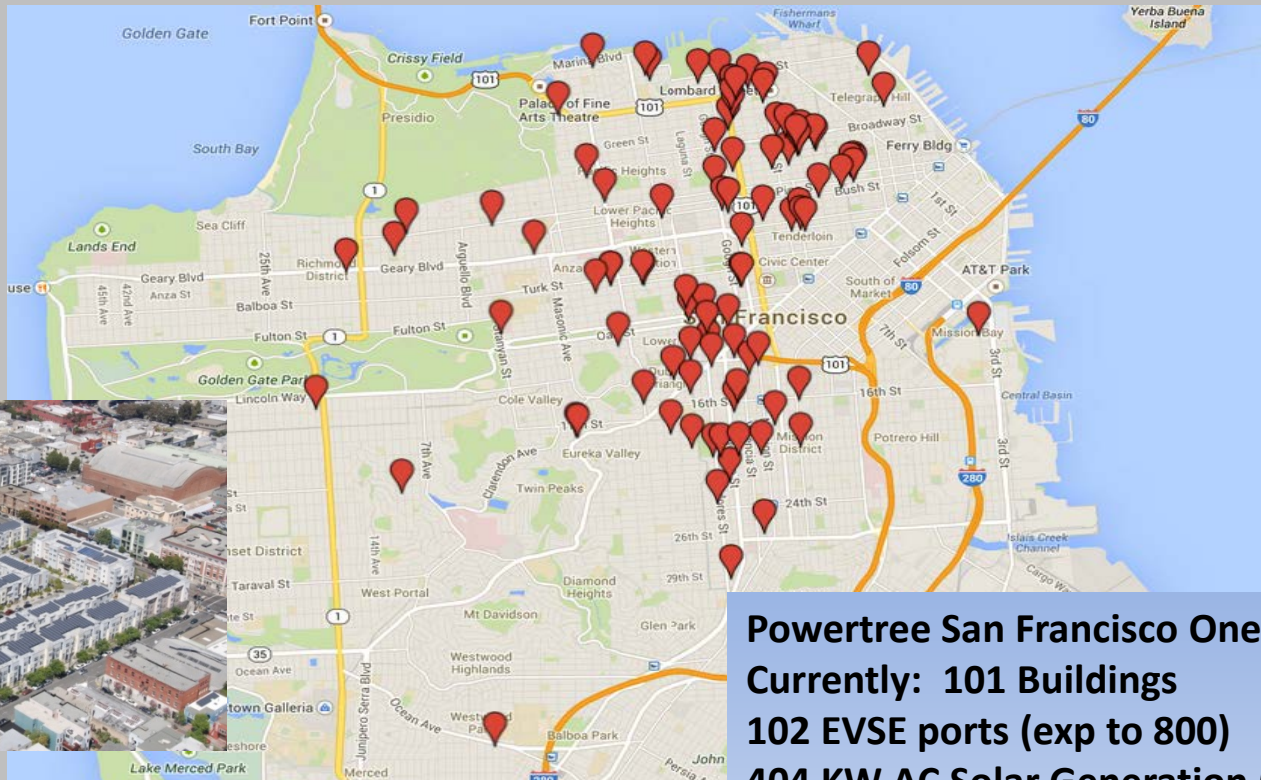
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# Powertree San Francisco One Project

Integrated Solar PV, Energy Storage and EV Charging

~ 12% of SF population within 1 Block



## Powertree San Francisco One Project Currently: 101 Buildings

- 5500 direct tenant units
- Est. 55,000+ units within 1 block radius
- Est. 10,083 new car purchases/yr in 1 block
- \$184/Apt Enabled. \$1.82 / EV oppty.

## Powertree San Francisco One Project

- Currently: 101 Buildings
- 102 EVSE ports (exp to 800)
- 404 KW AC Solar Generation (exp to 2.4MW)
- 5.15 MWH Battery (exp to 15.5MWH)
- 12 MW Range
- 4.85 MW Discharge
- 4.24 MW Charge
- Up to 3.6MW of controlled EV charging (exp to 28.4MW)

~2.5% of San Francisco Baseload at start.



Google

# Who's behind Powertree?

Key Funding to Date:

**Panasonic**

**OutBack  
POWER™**

**Danlin Solar**

**PRIVATE CAPITAL**

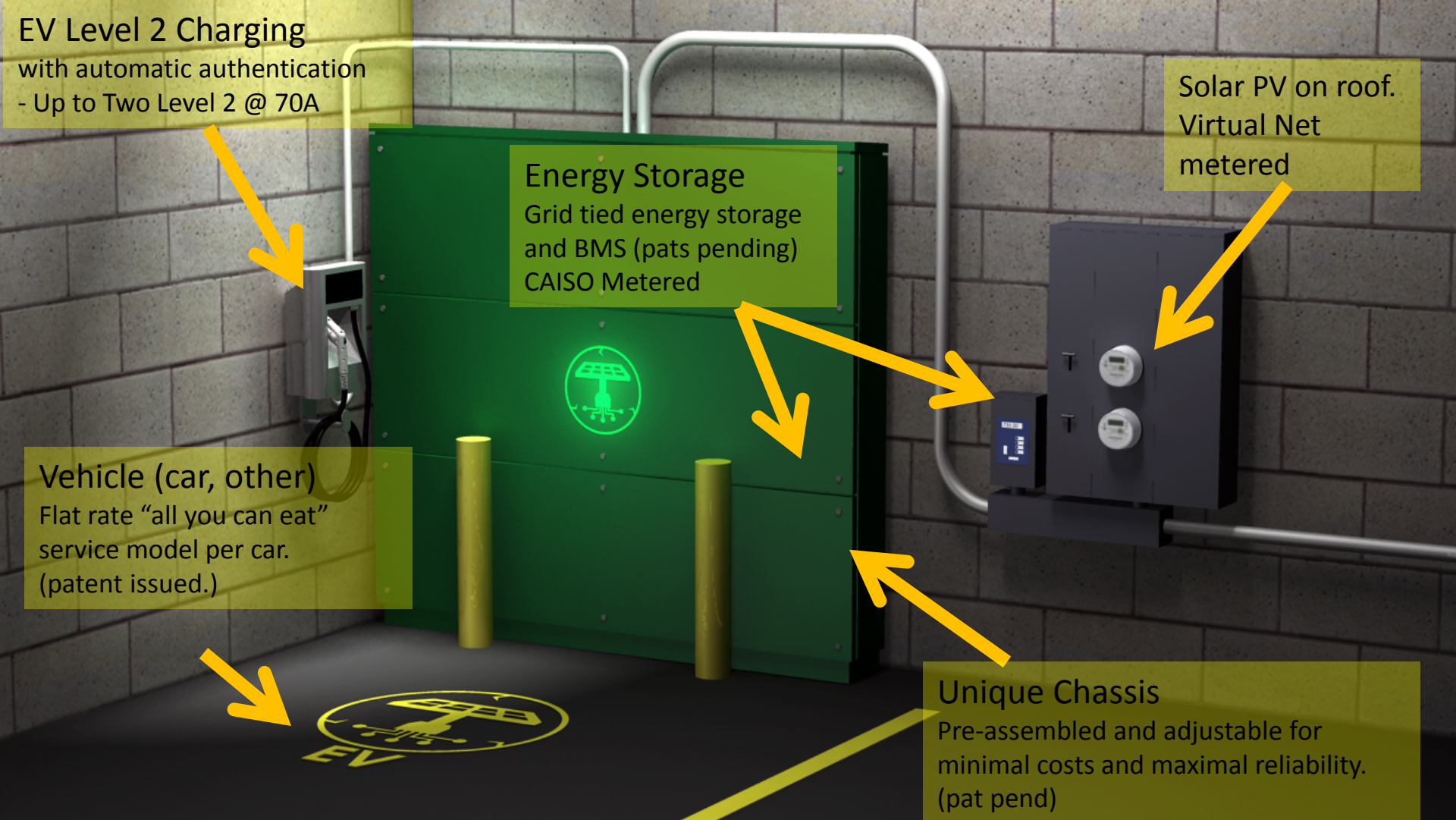
**CA .GOV** The California  
**ENERGY COMMISSION**

California  
**Public Utilities  
Commission**





# Elements of a PowerTree In Building



# PowerTree In-Building Projects in construction currently.

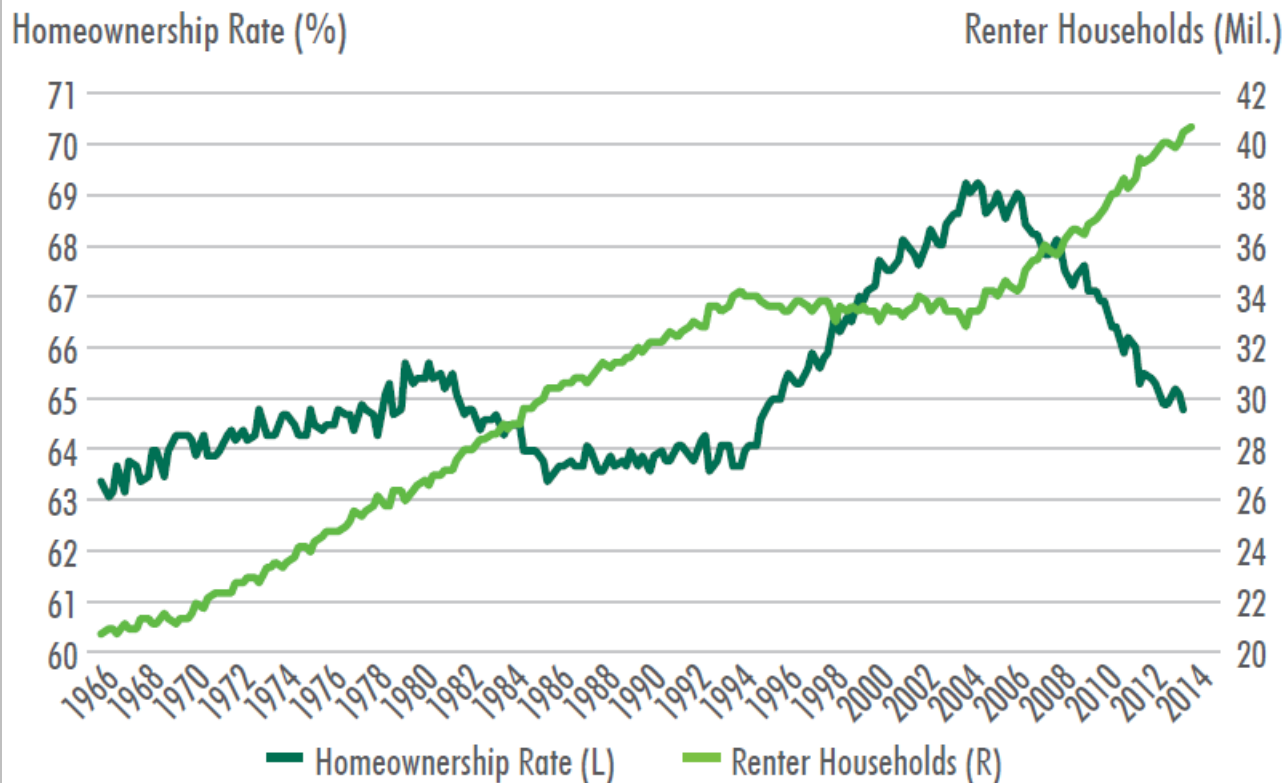


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# Market: Why Powertree?

## Renters are 1/3<sup>rd</sup> and growing

**Figure 3: U.S. Homeownership Rate and Renter Households**



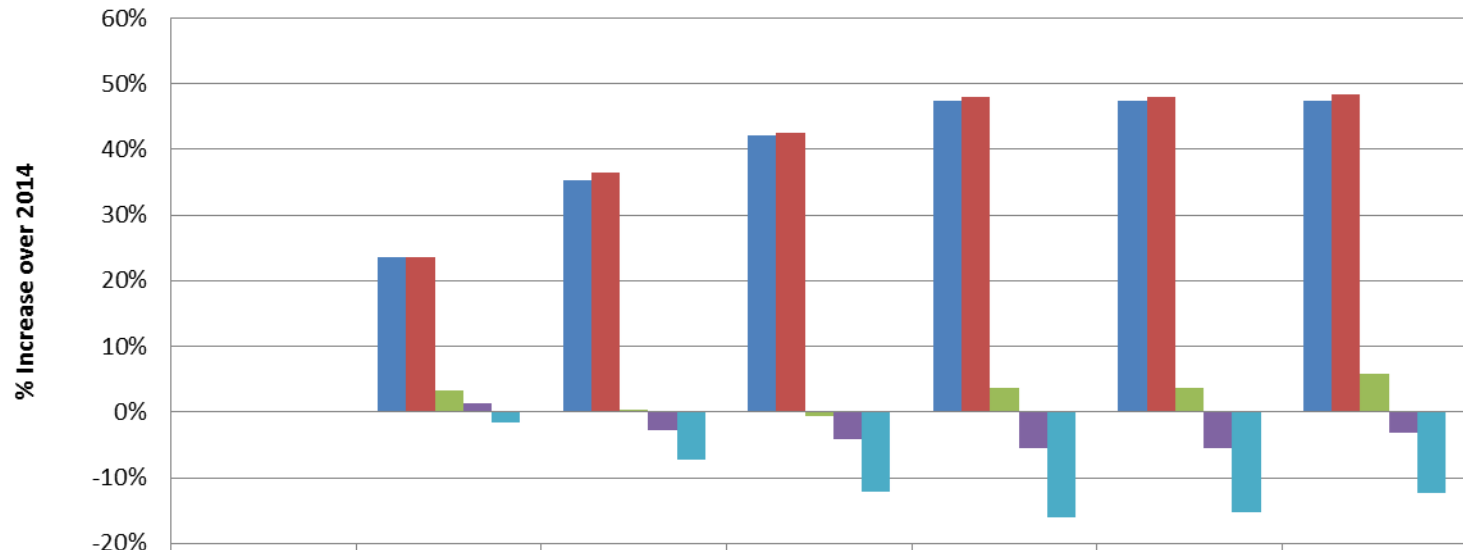
Sources: Bureau of the Census and CBRE Econometric Advisors, Q2 2014.



# 46% rate hikes by Utility for smaller users will drive demand for choices for tenants

**PG&E Tenant Bill Increase in % by Monthly KWH Used**

per CPUC Decision 7-3-2015 in R12-06-013

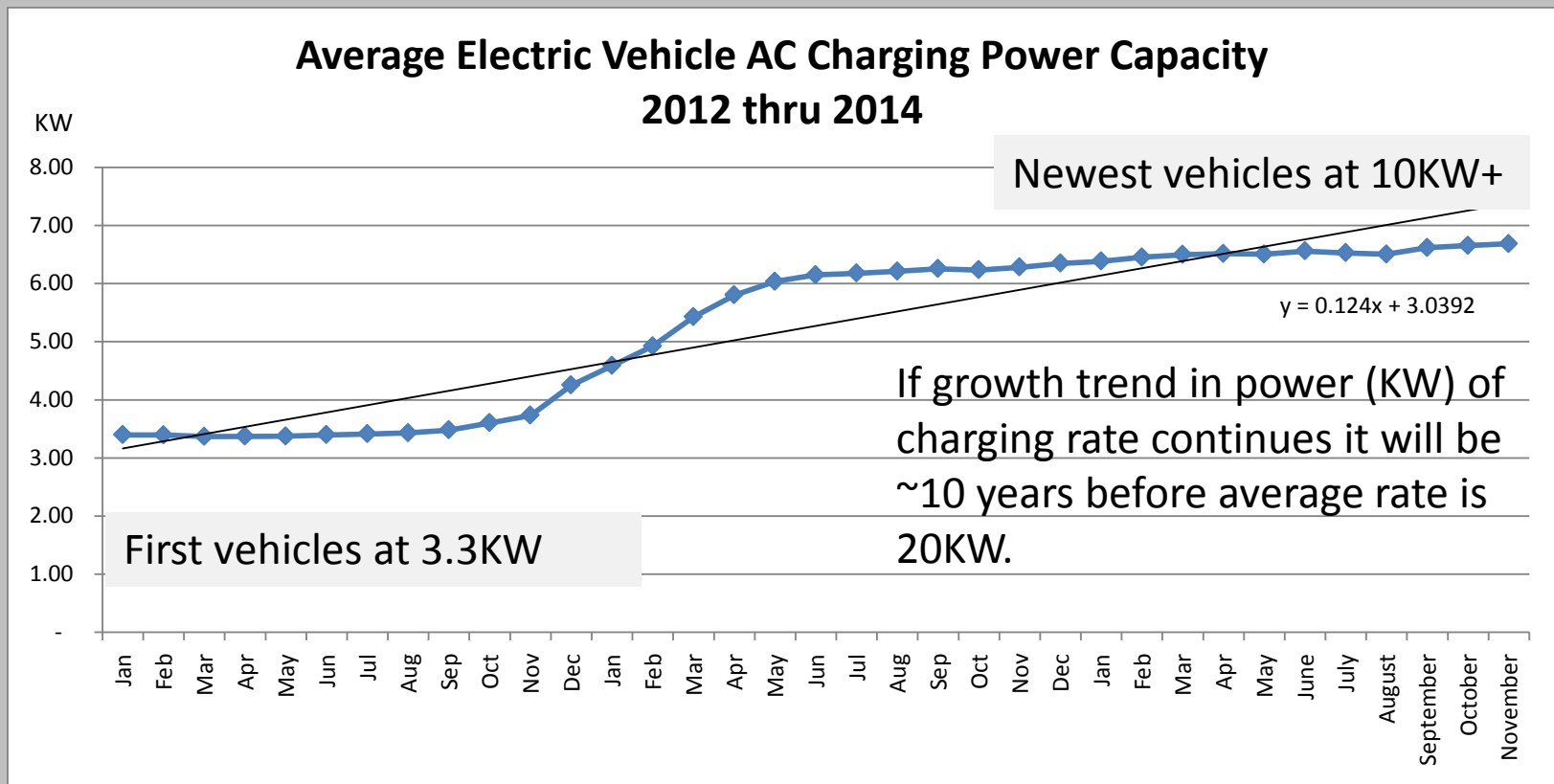


	2014	2015	2015	2016	2017	2018	2019
150 KWH	0%	24%	35%	42%	47%	47%	47%
250KWH	0%	24%	36%	42%	48%	48%	48%
500 KWH	0%	3%	0%	-1%	4%	4%	6%
600 KWH	0%	1%	-3%	-4%	-5%	-5%	-3%
1000 KWH	0%	-2%	-7%	-12%	-16%	-15%	-12%





# EV Charging requirements are increasing as vehicles demand more AC Power





# Why Powertree?

Most people live in cities  
and mostly in apartments *without*  
a cooperative Owner.

Show the money to the Owner THEN  
the Owner will lead the way.

Tenants then gain the benefits.



# Powertree Generates Additional State, County & Municipal Revenue

At \$9914/year in local economic benefit just  
*from a single subscriber* this generates

- \$ 99.14 in City Sales Tax receipts
- \$123.925 in County/city specific Sales tax
- \$ 49.57 in Public safety funds
- \$ 24.785 in County Transportation funds
- \$ 49.57 in County Health & Welfare funds

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\$346.99 per year in new sales tax revenues

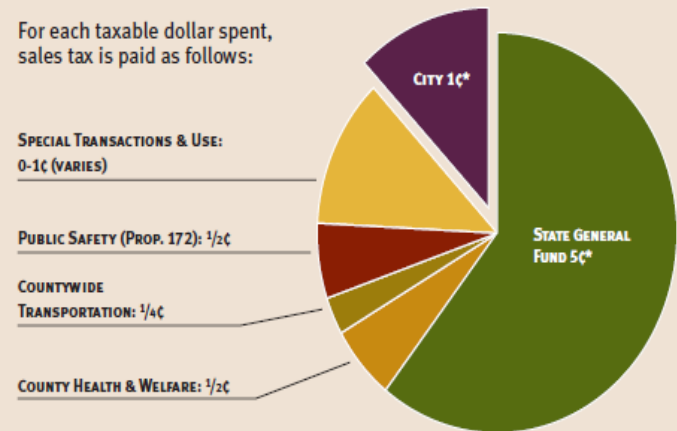
\$495.70/ year in new state general fund  
revenues/subscriber per year

**PER DRIVER!**



## SALES TAX: HOW MUCH GOES TO YOUR CITY?

For each taxable dollar spent,  
sales tax is paid as follows:



\*Under Prop. 57, beginning in FY 2004–05, the local (city) sales tax rate is reduced by 0.25 percent and the state rate increased by 0.25 percent to repay state fiscal recovery bonds. Cities and counties are reimbursed dollar for dollar with additional property tax. This arrangement, known as the “triple flip,” will last about 10 years until the bonds are repaid.

### NOTES

1. California sales tax revenues are distributed based on the place (“situs”) where each sale occurs.
2. Cities receive about 6 percent and counties get 94 percent of Prop. 172 funds. The funds are restricted for public safety services such as police, fire, district attorney and jails.
3. The state sales tax rate is 6.25 percent, including 0.5 percent for county health and welfare programs, 0.5 percent for Prop. 172 and 0.25 percent for the Prop. 57 “triple flip.”
4. The city portion of sales tax goes to the county if the sales transaction occurs in an unincorporated area of the county.
5. Many counties and some cities add transaction and use rates ranging from 0.25 percent to 1.25 percent. These additional rates cause the total California sales tax to vary from 7.25 percent to 8.75 percent.
6. Some cities share a portion of their 1-cent rate with their county.

Source: California State Board of Equalization, Coleman Advisory Services