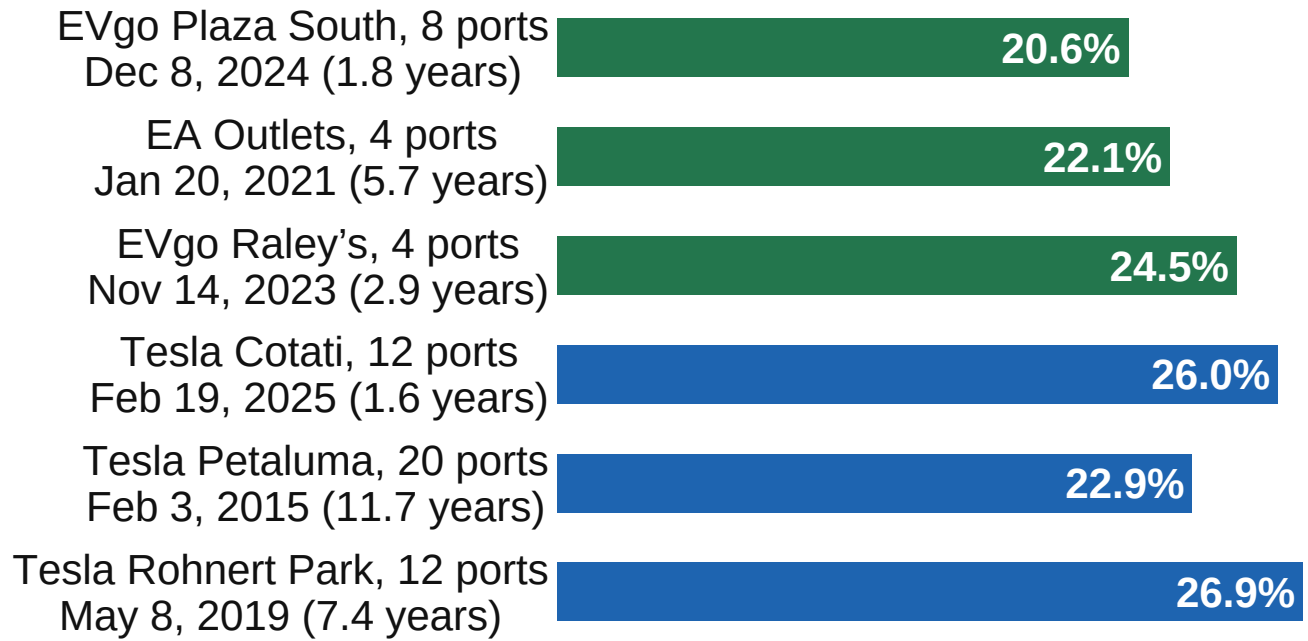


Penngrove: existing charging demand and vehicle growth

Existing stations: time in use

Usage: Aug 1–Oct 3, 2026. Station ages as of Oct 3.



Observed prices: Tesla \$0.39–0.51/kWh. EA/EVgo \$0.57–0.60/kWh.

Tesla 24.8% vs EA/EVgo 22.0%: about 2.8 percentage points higher (13% relative).

Eight ABB: 20 sessions/day = 2.5 per port = 800 kWh/day = 6.2% time use at 67.5 kW.

Nearby stations demonstrate charging demand. Our location's share of that demand remains an assumption.

Sources: Paren, CEC 2025. *40 kWh/session, 60–90 kW average power assumed. Estimated sessions already served at existing sites.

Sonoma BEVs: 2024 to 2025

Non-Tesla: 10,371 (+27.6%)

Tesla: 9,076 (+11.8%)

Total: 19,447 (+19.7%)

Tesla share: 46.7%

Supply within five miles

83 listed ports at 13 sites

44 Tesla, 39 other

66 ports tracked by Paren

EA/EVgo charging demand

16 ports at 22.0% time use

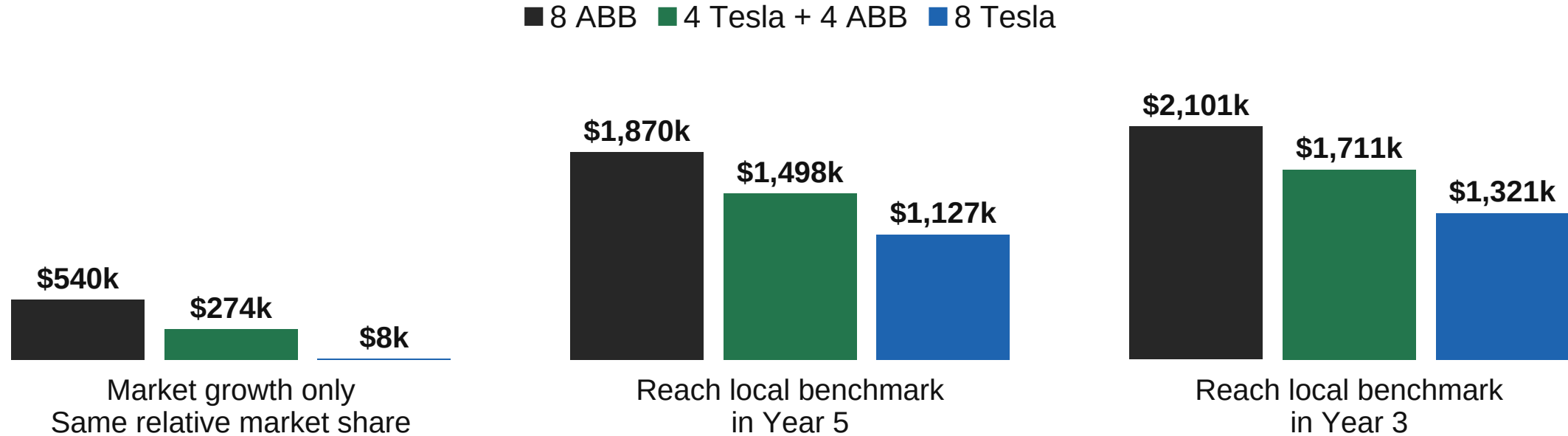
Estimated 5.1–7.6 MWh/day

126–190 sessions/day*

20/day needs 11–16% capture

Ten-year cash after investment

Every case starts with Spark's Tesla Year-1 forecast: 12.6% use and \$328k revenue for eight ports. ABB starts at 11.1%, derived from the local network ratio. The cases vary the later-year ramp.



Net investment: 8 ABB \$747k, 4+4 \$997k, 8 Tesla \$1,246k.

P50 year-one operating cash: 8 ABB \$108k, 4+4 \$108k, 8 Tesla \$109k.

8 ABB at 20 sessions/day: \$31k Year-1 operating cash. Ten-year investment recovery needs 26 sessions/day initially under the market-growth case. ABB base case: 36/day.

To match 8 ABB: 4+4 needs 27 sessions/day on its four Tesla ports (base: 20).

8 Tesla needs 54/day (base: 41). Market-growth case, 40 kWh/session.

Ramp timing assumed. Benchmarks: Tesla 24.8%, ABB proxy 22.0%. Both \$0.55/kWh. Volume-scaled opex. CALeVIP included. Cash is undiscounted, before property costs, financing, tax and replacement capex. Market growth and supply apply after each ramp.