

## FAQs

### Q1: What is ECOtality?

**A:** ECOtality, Inc. (OTCBB: ETLY), headquartered in Scottsdale, Arizona, is a leader in clean electric transportation and storage technologies. Through innovation, acquisitions, and strategic partnerships, ECOtality accelerates the market applicability of advanced electric technologies to replace carbon-based fuels.

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### Q2: What is eTec?

**A:** eTec (Electric Transportation Engineering Corporation) is a subsidiary of ECOtality and is a recognized leader in the research, development and testing of advanced transportation and energy systems. With a history in electric transportation that dates back to 1989, eTec has worked on every EV initiative in North America since the 1990's.

Utilizing its patented charging algorithm, eTec manufactures the Minit-Charger line of fast-charge systems for airport ground support equipment, material handling equipment, transit vehicles (buses) and light duty passenger cars. ***The Minit-Charge technology can provide a safe and meaningful charge for an EV in approximately 15 minutes.***

### Q3: What is the overview of the proposal?

**A:** eTec was the lead applicant on a proposal in response to a Funding Opportunity Announcement from the U.S. Department of Energy to "accelerate the development and production of various electric drive vehicle systems to substantially reduce petroleum consumption," and support the President's goals for job creation and electric drive vehicle deployment.

This will be the largest deployment of electric drive vehicles and the largest deployment of electric vehicle infrastructure ever undertaken. It will include:

- A total of 5,000 Nissan electric vehicles. Up to 1,000 will be deployed in each of five markets: Washington State, Oregon, California, Arizona and Tennessee.
- ***This project will deploy real consumer-ready vehicles, offered for sale at real prices, in real time.***

In the proposed Project, a mature charging infrastructure will be established in each of the five pilot markets, investing up to \$20 million for charging infrastructure in each.

- 5,000 Level 2 chargers installed in owner's homes
- 6,000 Level 2 chargers installed in commercial locations
- 2,000 Level 2 chargers installed in public locations
- 250 Level 3 (fast-charging) chargers installed

Data will be collected and analyzed from both vehicles and charging systems to characterize vehicle performance and the effectiveness of local charging infrastructure under various use patterns and climate conditions. The program will also conduct trials of various revenue systems for commercial and public charge infrastructure. By studying vehicle operations and the infrastructure for these first 5,000 vehicles, the proposed Project enables deployment of the next 5,000,000 vehicles.

### Q4: How many jobs will be created through the pilot program?

**A:** It is anticipated that more than 750 new employment positions will be generated by the proposed Project by 2012. In supporting the market launch of the Nissan EV, it is expected that over 5,500 new positions will be in place by 2017 as a direct result of the proposed Project.

**Q5: What will be the environmental impact of this program?**

**A:** Each Nissan EV will save as much as 436 gallons of gasoline per year compared to a comparable internal-combustion engine sedan (assuming 12,000 miles per vehicle per year). For the entire fleet of 5,000 demonstration Nissan EVs, the fuel saving would be as high as 2,180,000 gallons of gasoline (519,000 barrels) per year. During the two year demonstration period, 4,360,000 total gallons of gasoline (103,800 barrels) would be saved.

**Q6: What will be the role of fast-charging?**

**A:** The Nissan EVs included in the program will be fast-charge capable. Pending final approval of charger connection and communication standards, fast-charge stations will be deployed in high-traffic areas and other strategic locations to reduce consumer "range anxiety" and to provide a rapid-charging solution for extending daily driving range. Fast-charging may also be strategically implemented along transportation corridors (interstate highways and major roads) to connect population areas. ECOtality has previously announced plans to deploy fast-charge systems along Interstate-10 between Phoenix and Tucson to create the Nation's first EV Corridor and to allow EV users to commute between two major cities.

**Q7: Who will be able to purchase the vehicle?**

**A:** Consumers and fleets in each market are eligible. There are some requirements; for example, project participants will need to have an Internet connection at home to transmit usage data and to receive information from the program.

**Q8: Where will the infrastructure and vehicles be deployed in the Project?**

**A:** The five markets proposed for the program are Arizona, California, Oregon, Washington, and Tennessee. With the goal of developing mature charging environments, the Project proposes to deploy charging infrastructure in major population areas that include Phoenix (AZ), Tucson (AZ), San Diego (CA), Portland (OR), Eugene (OR), Salem (OR), Corvallis (OR), Seattle (WA), Nashville (TN), Knoxville (TN) and Chattanooga (TN). To support the Nissan EV, the Project will install approximately 12,500 Level 2 (220V) charging systems and 250 Level 3 (fast-charge) systems.

**Q9: How do you sign up to be in the program?**

**A:** To be eligible for the program, you must purchase the Nissan LEAF. Individuals and fleets interested in the Nissan LEAF can visit <http://www.nissan-zeroemission.com>.

**Q10: What are the advantages to participating in the program?**

**A:** In exchange for providing usage data for the program, participants will be provided with residential charging hardware and installation at no charge. Monthly user reports and recommendations will be provided to users in the program.

**Q11: Will the project provide charging systems for purchasers of the Nissan EV?**

**A:** Yes, a residential charging system that utilizes 220V power and related residential installation costs will be provided to all project participants. These residential charging systems will be used solely to support the operation of the Nissan EV during the duration of the program. After the program ends, project participants may retain possession of the residential charging system.

**Q12: Are there financial incentives for consumers to purchase the EV?**

**A:** The Federal government is currently offering a \$7,500 tax credit for customers of the first 200,000 electric vehicles sold by any manufacturer until 2014. Additionally, a variety of state and local incentives are either in place or currently being legislated – from greatly reduced vehicle registration charges, to up to \$5,000 state tax credits. Check with your tax preparer to determine what incentives may be available to you.

**Q13: What is the total amount of the Project?**

**A:** The Project is valued at approximately \$199.6 million. It is a 50/50 cost match; the U.S. Department of Energy will invest approximately \$99.8 million and project participants will match that amount.

**Q14: Will the infrastructure be compatible with other EVs?**

**A:** The Level 2 (220V) residential infrastructure will be provided specifically for the Nissan EV, but will meet the Society of Automotive Engineers (SAE) J1772 connection standard that will be used by all major automotive manufacturers. All public charge infrastructure will also use this standard and other applicable standards devised by the SAE.

**What organizations have supported this project?**

The Project enjoys support from a wide range of stakeholders.

- **Government/state level:** the states of Washington, Oregon and Tennessee have all pledged their support for this Project.
- **Government/county level:** Hamilton County (TN), King County (WA), Maricopa Association of Governments (AZ), Pima Association of Governments (AZ), and San Diego Association of Governments (CA).
- **Government/city level:** Tucson (AZ), Phoenix (AZ), Chattanooga (TN), Knoxville (TN), and Seattle (WA) have also pledged their specific support.
- **Utilities:** Supporting utilities include the Tennessee Valley Authority (TN), Knoxville Utilities Board (TN), Portland General Electric (OR), Puget Sound Energy (WA), Seattle City Light (WA), Snohomish County Public Utilities District (WA), San Diego Gas & Electric (CA), Salt River Project (AZ) and Tucson Electric Power (AZ). These utilities collectively serve over 35 million customers.
- **Other strategic industry partners:** 350 Green, ATX/Cross-Country Automotive, Bovis Lend Lease, British Petroleum (BP) America, CB Richard Ellis, Coulomb Technologies, GridPoint, Eaton Corporation, Nissan North America, Yazaki North America and Zipcar.
- **Education/research partners:** Ohio State University Center for Automotive Research, University of California-Davis Vehicle Institute of Transportation Studies, Idaho National Laboratory and Oak Ridge National Laboratory are also Project participants.

**Q15: Why was Nissan selected?**

**A:** Nissan is the only automotive manufacturer with a mass-market battery electric vehicle that is prepared for launch in 2010. As the Nissan Leaf is a market ready EV, NO Federal funds are going to Nissan and no Federal funds will be used for vehicle development.

More detailed information about this announcement, including FAQs, is available at [www.ecotality.com](http://www.ecotality.com).  
Broadcasters: video and audio interviews are available for download at [www.ecotality.com](http://www.ecotality.com).