FRANCIS
SOLAR

Mike White, Fleet Manager
City of Norman
1301 Da Vinci
Norman, OK 73069

Date: 4.26.2019

Re: Oklahoma Electric Vehicle Charging Grant Program Joint Marketing Agreement

Please accept this letter as an update on the success of our submissions to the Oklahoma DEQ for ChargeOK grant funds in support of our construction of Electric Vehicle Charging Stations in and around the City of Norman. We have received a Memorandum of Understanding (MOU) from the DEQ, notifying us that our applications for the ONCUE Store #111 at 3601 N. Flood Ave., as well as the Rudy's Country Store BBQ located at 2450 Chautauqua Ave., will be supported in part by matching funding from the ChargeOK Program. Unfortunately, the other two sites that we applied for, namely the Mathis store at 1200 24th NW, and the Longhorn Steakhouse at 210 N. Interstate Dr., were not awarded grant funding.

Due to the award status of our other of EV charger submissions to the ChargeOK Grant program, Francis has sufficient resources to proceed with additional sites within the City of Norman, despite the lack of matched grant funding from the ChargeOK program. We propose that, in partnership with the City of Norman, we seek an additional 3 locations for EV chargers - two of which could be the previously identified Mathis Store and the Longhorn Steakhouse - and enter into an extended marketing agreement with the City of Norman, similar to that marketing agreement for the ChargeOK EV sties. Originally, the City of Norman had pledged $15,000 for each of the four original locations under Francis's ChargeOK grant application. Francis now suggests that we use the unallocated commitment for the unawarded Mathis and Longhorn locations to sponsor *instead* five locations, including the two ChargeOK approved locations mentioned above, at a rate $9,000 each, for a total amount of $45,000 for five locations. We believe that this allocation will further enable our ability to provide for dispersed and geographically convenient EV charging solutions for the residents of Norman, as well as further enable Norman City fleet operations to charge their EV fleet with greater convenience. Francis and Small Arrow Engineering are actively working together to locate additional locations that are ideal for EV charging stations.

Francis is committed to its partnership with the City of Norman and is eager to implement EV charging solutions that benefit both the residents of Norman and city fleet operations. We strongly believe that extending our joint marketing agreement to expand the scope to additional locations will best utilize the available resources and help encourage the adoption of electric vehicles.

Sincerely,

Senior Manager
Francis Solar, LLC
4-26-2019