



February 13, 2019

City of Norman  
City Council  
201 W Gray St.  
Norman, Oklahoma 73069

To Whom It May Concern:

By way of introduction, my name is David Jankowsky, and I am the Founder and President of Francis Solar, LLC, an Oklahoma company headquartered in Tulsa. From a fourth-generation Oklahoma family (my grandfather, Julian Rothbaum, was on the Oklahoma Board of Regents in the 1980's and 1990's), I moved back to Oklahoma in 2015 to help bolster the clean tech economy in this great State.

Leveraging Oklahoma state tax credits for electric vehicle (EV) charging systems (expiring end of 2019), we are able to offer municipalities this infrastructure at no cost to the city. We develop, permit, install, own and operate the charging systems, including paying for all electricity costs (separately metered) associated with such systems, for a period of twenty years. We believe firmly in the data; namely, that EV adoption is going to accelerate significantly starting 2019. According to NREL, Bloomberg and other reputable sources, by 2030, over 50% of the cars and trucks in the United States will be all electric. Notwithstanding the above, we are also very cognizant of the risk of ownership. We do not expect these systems to generate a profit for 5-10 years; thus, the reason for the long term nature of the site host agreement contemplated herein.

Given the high traffic density in Norman, we believe we can bring at least \$1M of EV infrastructure investment into Norman, again, at no cost to the City of Norman, in 2019. Importantly, we will make the investment regardless of receipt of project award under the ChargeOK Volkswagen Settlement Program.

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We are very grateful for the opportunity to work with the City of Norman. Please do not hesitate to reach out to me at 918-231-1793, and if I can be helpful in any discussions with the City Council, I'd be happy to attend any meetings and present our Oklahoma EV master plan, as well as our EV plan for the City of Norman.

Warmest Regards,

A handwritten signature in blue ink, appearing to be "David Jankowsky", written over a horizontal line.

David Jankowsky

Founder and President, Francis Solar