

PROPOSAL IN RESPONSE TO
RFP #2662
**Electric Vehicle Charging Station Partnership
at Culver Commons Parking Structure**

Submitted to:
City of Culver City
Economic and Cultural Development Department

Submitted by:



Encharge LLC

4115 Glencoe Ave., #104 | Marina Del Rey, CA 90292
Dustin Cavanaugh, Co-Founder | (949) 291-6504 | Dustin@goencharge.com

Proposal Deadline: March 19, 2026

Cover Letter

March 19, 2026

Luis Gonzalez, Economic Development Project Manager
City of Culver City — Economic and Cultural Development Department
9770 Culver Boulevard
Culver City, CA 90232-0507

Re: Proposal in Response to RFP #2662 — Electric Vehicle Charging Station Partnership at Culver Commons Parking Structure

Dear Mr. Gonzalez and the City of Culver City Evaluation Team:

Encharge LLC is pleased to submit this proposal in response to RFP #2662. We believe this opportunity represents an ideal partnership, one that aligns the City's goals for public EV access, revenue generation, and world-class infrastructure with Encharge's proven capabilities in EV infrastructure development, project management, and capital deployment.

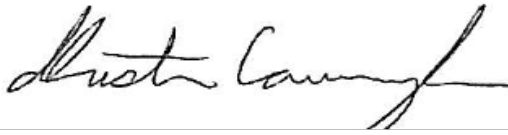
What sets this proposal apart is our collaboration with Tesla, the world's leading EV charging brand. As a Tesla Program Partner, Encharge is uniquely positioned to bring Tesla Supercharger technology, the most recognized, trusted, and utilized fast charging network in North America, directly to the Culver Commons Parking Structure. Tesla's 15-year service and maintenance support plan, paired with its unmatched brand recognition and driver network effect, means the City can expect up to two times greater charger utilization than comparable DCFC alternatives, translating into meaningfully stronger revenue outcomes for Culver City.

Encharge brings the capital investment, construction management, project delivery expertise, and ongoing ownership operations. Tesla brings the hardware, network infrastructure, marketing reach, and maintenance excellence. Together, this partnership delivers a turnkey solution that eliminates risk and maximizes value for the City, from installation through the life of the agreement.

Our leadership team brings over 14 years of combined experience in EV infrastructure and energy management. Our principals previously founded and scaled Loop Global into a Top 5 EV charging network in North America with over 8,500 stations deployed, and RenewAge Energy Solutions, an energy performance contracting company which completed more than 1,500 energy management projects. Collectively, they have deployed over 3,000 networked chargers across 150+ sites in Los Angeles County, secured more than \$15 million in LADWP rebates on behalf of property partners.

We are excited about the opportunity to serve the Culver City community and stand ready to move quickly given the Q1 2027 installation target. The undersigned is authorized to bind Encharge to the terms and conditions of this proposal.

Sincerely,

A handwritten signature in black ink that reads "Dustin Cavanaugh". The signature is written in a cursive style with a horizontal line underneath it.

Dustin Cavanaugh

Co-Founder, Encharge LLC

Dustin@goencharge.com | (949) 291-6504

4115 Glencoe Ave., #104, Marina Del Rey, CA 90292

B. Executive Summary

Encharge proposes to install, own, operate, and maintain eight (8) Tesla Supercharger DC fast charging stations at the Culver Commons Parking Structure. This proposal delivers the City of Culver City a zero-capital-cost, high-performance EV charging solution backed by the world's most recognized charging brand, with a structured revenue sharing arrangement that creates a lasting income stream for the City.

Why Encharge + Tesla

Encharge is proposing to install Tesla Supercharger hardware and the Tesla network ecosystem. This combination is rare and consequential: Tesla Superchargers represent the most utilized fast charging infrastructure in the United States, with a proven driver network that generates up to two times more charging sessions per station compared to other DCFC alternatives. For Culver City, this translates directly into greater community benefit and stronger revenue performance.

The division of responsibility is clear and complementary. Encharge provides the capital investment, site coordination, engineering design, permitting, construction management, commissioning, and ongoing ownership and operations oversight. Tesla provides the hardware, network management platform, software, brand marketing, and a 15-year service and maintenance support plan covering equipment uptime, repairs, and parts replacement. The result is a seamlessly managed, financially sound infrastructure deployment with minimal City administrative burden.

Encharge Qualifications — At a Glance

- 14+ years of EV infrastructure and energy management experience through Encharge leadership
- Encharge leadership through past ventures is also responsible for over 8,500 + EV charging stations deployed, including 2,000+ chargers deployed across 100+ Los Angeles County sites, with \$15M+ in LADWP rebates secured
- 15+ Year Licensed California General (B), Electrical (C10), and Plumbing (C36) Contractor (Dustin Cavanaugh)
- Encharge leadership has direct experience working with Fortune 500 companies and REITs, and public agency client portfolio spanning JP Morgan Chase, AvalonBay, SMUD, City of Anaheim, LACCD, and more

Proposal Summary

Item	Encharge Proposal
Charger Type	Tesla Supercharger — DC Fast Charging
Number of Stations	8 stations (per Addendum No. 1)
Minimum Charging Speed	150 kW per port (Tesla Supercharger meets and exceeds)

Capital Investment	Fully funded by Encharge, zero cost to the City
Ownership	Encharge LLC retains ownership for the agreement term
Operations & Maintenance	Tesla 15-Year Service & Maintenance Plan + Encharge operations oversight
Network & Payment	Tesla network; EMV-compliant open-access payment via Tesla app and credit/tap
Revenue Sharing	Multiple options proposed — see Section D
Reporting	Quarterly utilization, kWh, uptime, and revenue reports to City
Agreement Term	10-year initial + up to 2 additional 5-year renewal terms

C. Questionnaire / Response to Scope of Services

A. Company and General Information

Field	Information
Company Name	Encharge LLC
Address	4115 Glencoe Ave., #104, Marina Del Rey, CA 90292
Primary Contact	Dustin Cavanaugh, Co-Founder
Phone	(949) 291-6504
Email	Dustin@goencharge.com
Website	www.goencharge.com

B. Qualifications and Experience of the Firm

1. Firm History and Organizational Structure

Encharge LLC is an EV infrastructure development, planning, and project management firm headquartered in Marina Del Rey, California. Founded by Dustin Cavanaugh and Frank Nau in 2018, Encharge was established to bring the most sophisticated, execution-oriented EV infrastructure expertise to municipalities, commercial property owners, and public agencies seeking to deploy high-quality charging infrastructure efficiently and affordably.

Encharge is a lean, founder-led firm with a flat organizational structure designed for speed and accountability. Co-founders Dustin Cavanaugh and Frank Nau serve as the primary executive and operational leads on all engagements, supported by a network of licensed subcontractors, engineering partners, and, for this engagement, the Tesla infrastructure team. Both principals have held CEO and COO roles at companies with 50+ person teams, giving Encharge deep institutional knowledge without unnecessary overhead.

2. Parent Company and Affiliates

Encharge LLC is an independent firm. Encharge's principals are the co-founders of a Top 5 EV charging network in North America with over 8,500 charging stations deployed globally, and a leading national energy management and performance contracting company. These prior companies are not parent entities of Encharge, but their track records and client relationships directly inform Encharge's capabilities and competitive positioning. For this engagement, Encharge's primary operating vendor is Tesla, Inc., who will supply the hardware, network and ongoing service plan.

3. Primary Office and Team

Encharge's primary office at 4115 Glencoe Ave., #104, Marina Del Rey, CA 90292 will have full responsibility for managing this engagement. The following individuals will be responsible for all services and ongoing support:

- Dustin Cavanaugh, Co-Founder — Project lead, client relationship management, financing strategy, and overall program accountability. Licensed California General, Electrical, and Plumbing Contractor.
- Frank Nau, Co-Founder — Construction and project management lead, site coordination, vendor management, milestone and budget control.
- Tesla Program Team — Hardware, network configuration, software deployment, and 15-year ongoing service and maintenance execution.

4. Comparable Project Experience (Last Five Years)

EnCharge's leadership team brings direct, hands-on experience deploying DC fast charging (DCFC) and Level 2 infrastructure at scale across Los Angeles County and throughout California, developed through prior leadership roles and project execution with other organizations. The following representative projects, completed in those prior capacities, are directly comparable to the Culver Commons scope:

Los Angeles County — Large-Scale DCFC and Level 2 Deployment

- Scope: 3,000+ networked EV chargers across 150+ commercial, multifamily, retail, and municipal sites throughout Los Angeles County
- DCFC and Level 2 infrastructure deployed across parking structures, surface lots, and mixed-use properties
- \$15 million+ in LADWP utility rebates secured to subsidize property owner costs
- End-to-end delivery: site assessment, engineering design, permitting, installation, and network commissioning
- Relevance: Directly comparable to Culver Commons in scope, geography, utility coordination, and site type

SMUD Direct-Install Program — Sacramento County

- Scope: 1,000+ Level 2 chargers delivered to disadvantaged communities in Sacramento County
- Supported the country's largest utility-led EV direct-install program from planning through execution
- End-to-end program management: planning, permitting, rebate administration, installation coordination, and commissioning
- Relevance: Demonstrates public agency partnership capability, utility coordination, and large-scale California deployment

AvalonBay Communities — Multifamily Portfolio

- Scope: 600+ EV charging stations deployed across 30+ AvalonBay properties; subsequently awarded a 150-property expansion for 1,500 additional Level 2 chargers
- Leveraged significant utility rebates to reduce capital costs for the property portfolio
- Relevance: Demonstrates capacity to manage multi-site deployments in Southern California with revenue and rebate optimization

5. What Differentiates Encharge

While EnCharge's principals bring some of the deepest EV charging installation experience in Southern California, gained through prior leadership roles across the industry, the key competitive advantage of this proposal lies in the inclusion of Tesla Supercharging stations because:

- **Utilization Advantage:** Tesla Superchargers attract up to two times more charging sessions than comparable DCFC equipment from other manufacturers, driven by Tesla's dominant EV market share and its built-in navigation routing that actively directs drivers to Supercharger locations. Higher utilization means more revenue for the City.
- **Brand Recognition:** The Tesla Supercharger brand carries unmatched consumer trust and awareness. Its presence at Culver Commons signals a world-class amenity that enhances the project's identity and community value.
- **Maintenance Certainty:** Tesla's 15-year service and maintenance plan provides the City with guaranteed equipment uptime backed by the manufacturer, eliminating maintenance risk that is endemic with third-party operators managing other brands' hardware.

- **Integrated Capital and Operations:** Unlike many DCFC operators who are purely hardware or network providers, Encharge combines the capital investment, project delivery expertise, and owner-operator accountability in a single responsible party. The City deals with one partner, not a chain of vendors.

C. Response to Scope of Services

1. How Encharge Will Fulfill the Scope

Encharge will serve as the prime responsible party for all elements of the Scope of Services, with Tesla executing hardware, network, and long-term maintenance deliverables under Encharge's coordination and oversight. The following describes our approach to each scope area:

Site Coordination

Upon award, Encharge will initiate a structured site coordination process with City staff and Regency Centers. Dustin Cavanaugh will lead kickoff meetings to confirm electrical capacity, load calculations, and utility service availability with Southern California Edison. Encharge has extensive prior experience coordinating with both SCE and LADWP and understands the utility capacity confirmation process for DCFC installations in Los Angeles County.

Design and Engineering

Encharge will engage licensed electrical engineers to prepare all required engineering and construction design documents in coordination with the City, SCE, and Regency Centers. Our design scope will include electrical systems design, conduit routing, equipment pad layouts, protective element specifications (bollards, wheel stops), and ADA-compliant access route design. Tesla's installation team will provide equipment-specific specifications to ensure full compatibility with the Supercharger hardware. Final charger placement will be coordinated with City staff to ensure consistency with the Culver Commons site design aesthetic and operational flow.

All design work will comply with the California Electrical Code, applicable ADA requirements, fire codes, and accessibility standards. Encharge's co-founder Dustin Cavanaugh holds a California Licensed General, Electrical, and Plumbing Contractor license, providing hands-on technical oversight of all design and construction elements.

Permitting and Regulatory Approvals

Encharge will obtain and pay for all required City, utility, and regulatory permits. Our team is experienced navigating the permitting process for EV charging infrastructure in California municipalities, including plan review coordination, inspection scheduling, and approval management through project completion. We will ensure full compliance with the California Electrical Code, ADA requirements, fire codes, and accessibility standards throughout.

Equipment Procurement and Installation

EnCharge will furnish and install eight (8) Tesla Supercharger DC fast charging stations meeting or exceeding the 150 kW minimum charging speed specified in Addendum No. 1. The proposed Tesla Supercharger hardware utilizes NACS connectors and can optionally incorporate Tesla's MagicDock integrated CCS adapter, enabling open-access compatibility with all major EV brands. Payment is supported through the Tesla mobile application for both Tesla and non-Tesla drivers (via MagicDock-enabled stations), providing a seamless and widely adopted digital payment experience. While traditional EMV card readers are not standard on Tesla

Supercharger hardware, the system delivers open-access functionality through app-based authentication and payment. Signage, striping, pavement markings, wheel stops, bollards, and protective features will be coordinated with City staff and Regency Centers. All disturbed areas will be restored to equal or better condition upon completion.

Ownership, Operations, and Maintenance

Encharge will retain ownership of all EV charging equipment for the duration of the agreement. Day-to-day network management, system monitoring, and software support are delivered through the Tesla network platform, which provides real-time status, remote diagnostics, and automatic firmware updates. Tesla's 15-year service and maintenance support plan covers all preventive and corrective maintenance, equipment repairs, and parts replacement, maintaining high equipment uptime consistent with, and typically exceeding, industry standards. Customer support is available 24/7 through Tesla's established support infrastructure, with visible on-site contact information displayed at each station.

Revenue Collection and Revenue Sharing

Billing, payment processing, and revenue collection will be administered through the Tesla network platform, which provides a proven, secure, and transparent payment infrastructure. Encharge will partner with the City to set user charging rates at market rates reflective of the Culver City area. Revenue sharing with the City will be provided in accordance with the agreed-upon terms described in Section D of this proposal. Transparent financial records related to all charging activity and revenues will be maintained and made available to City staff upon request.

Reporting and Data Sharing

Encharge will provide the City with quarterly reports detailing charger utilization (sessions and hours), energy dispensed (kWh), equipment uptime percentage, downtime incidents and resolution times, and gross and net revenue. Additional performance data will be provided as reasonably requested by the City. All reporting will leverage Tesla's network data platform, ensuring accuracy and completeness.

End-of-Term Responsibilities

Encharge will support expansion or modification of charging infrastructure if approved by the City at any point during the agreement term. At the conclusion of the agreement, Encharge will coordinate with the City regarding equipment disposition, including removal and site restoration or transfer of ownership, in accordance with the terms negotiated in the final agreement.

2. What Differentiates Encharge from Other Respondents

Encharge's proposal is differentiated on five dimensions that no other respondent can replicate:

- **Tesla Hardware, Network & Operation Support:** Tesla's Partner program is selective and not available to most EV service providers. This designation gives the City access to the #1 EV charging brand globally.
- **Up to 2x Utilization:** Tesla's built-in navigation system actively routes Tesla drivers, the largest and fastest-growing segment of EV owners in California, to Supercharger

locations. This network effect is unmatched and translates directly into higher session counts and stronger City revenue.

- **15-Year Manufacturer Maintenance Plan:** No other operator can offer manufacturer-backed service and maintenance coverage at this duration. This eliminates a key City risk: equipment degradation and rising maintenance costs over time.
- **Proven Los Angeles County Track Record:** Encharge leadership has deployed thousands of charging stations across California. We understand the local utility landscape, permitting environment, and project execution requirements.
- **Single Accountable Partner:** Encharge is the owner, operator, and project delivery lead. The City does not manage a fragmented vendor chain, Encharge is the point of accountability from groundbreaking through the life of the agreement.

D. Revenue Sharing

Encharge proposes two revenue sharing options for the City's consideration. We believe in transparent, flexible partnership structures and are prepared to negotiate final terms that best serve Culver City's financial objectives and risk preferences. All options assume the following baseline utilization assumptions for eight (8) Tesla Supercharger stations at Culver Commons:

Assumption	Estimate
Number of Chargers	8 Tesla Supercharger stations
Average Charging Rate (market)	\$0.40–\$0.48 per kWh (Culver City area)
Average Session Duration	25–35 minutes
Conservative Daily Sessions per Charger	6–8 sessions/charger/day
Estimated Annual Gross Revenue (conservative)	\$70,000–\$100,000+
Tesla Network Effect Premium	Up to 2x session volume vs. other DCFC operators

Option 1: Percentage of Gross Revenue (Recommended)

The City receives a percentage of gross revenue generated by all charging sessions at the Culver Commons stations, paid quarterly. This structure aligns the City's income with actual charger utilization and incentivizes Encharge to maximize performance.

- City Revenue Share: 10% of gross revenue
- Encharge Retains: 90% to fund capital recovery, operations, and Tesla maintenance plan
- Estimated Annual City Revenue: \$7,000–\$15,000+ (conservative; scales with Tesla network utilization premium)
- Payment Frequency: Quarterly, with accompanying utilization and revenue report

Recommended rationale: This structure is low-risk for the City, ensures income grows as utilization grows, and is consistent with market norms for public/private EV charging partnerships.

Option 2: Flat Annual Site License Fee

For City budgeting simplicity, Encharge is willing to offer a flat annual site license fee in lieu of revenue sharing:

- Annual Fee to City: \$10,000 per year (negotiable based on final agreement term)
- Advantage: Predictable, budgetable income for the City regardless of utilization
- Disadvantage: City does not benefit from upside if Tesla network effect drives above-average sessions

We welcome discussion of any hybrid structure. All cost of capital, construction, permitting, hardware, operations, and maintenance is borne by Encharge, there is no cost to the City under any of the options above.

E. References

The following references demonstrate comparable Tesla EV infrastructure projects successfully delivered in close proximity to the Culver Commons site and are available for verification:

Reference: Tesla

Agency	Tesla
Contact Name	Cash Rutherford
Title	Business Development, Commercial Charging – North America
Contact	crutherford@tesla.com
Project(s) Summary	<p>Oversees third-party program development for Tesla, with his team having successfully delivered and now operating dozens of Tesla Supercharger locations across Los Angeles County in prior roles. Representative nearby sites include:</p> <ul style="list-style-type: none"> • 4375 Admiralty Way, Marina del Rey, CA 90292 • 12746 W Jefferson Blvd, Playa Vista, CA 90094 • 6000 Sepulveda Blvd, Culver City, CA 90230

F. Installation Schedule

Encharge proposes the following implementation schedule, targeted to achieve full installation and commissioning in advance of the Q1 2027 Culver Commons opening. This schedule assumes execution of an agreement by mid-April 2026 consistent with the City's vendor selection timeline.

Key Assumptions:

- Agreement executed on or before April 13, 2026 per RFP schedule
- SCE utility capacity confirmation available within 30–45 days of project initiation
- City and Regency Centers provide timely feedback on design submittals (target 10 business days)
- Tesla hardware lead time: approximately 10–14 weeks from order confirmation
- No material supply chain disruptions affecting Tesla hardware availability

Timeline	Milestone	Lead Party
April 2026	Agreement execution; project kickoff meeting with City and Regency Centers	Encharge / City
April–May 2026	Utility coordination with SCE; electrical capacity and load confirmation	Encharge / SCE
May 2026	Engineering and design development; site layout coordination with City	Encharge / Tesla Engineering
May–June 2026	Design submittal to City; plan review and feedback incorporation	Encharge / City
June 2026	Permit applications submitted to City and applicable agencies	Encharge
June 2026	Tesla hardware order placed upon permit approval initiation	Encharge / Tesla
July 2026	Permit approvals received (target); civil and electrical contractor mobilization	Encharge
July–August 2026	Civil and electrical rough work: conduit, equipment pads, switchgear, SCE service upgrade (if required)	Encharge / Licensed Subcontractors
September–October 2026	Tesla Supercharger hardware delivery and installation	Encharge / Tesla Install Team

October–November 2026	Tesla network commissioning, software configuration, and system testing	Tesla / Encharge
November 2026	City inspection, final approval, and acceptance walkthrough	Encharge / City
December 2026	Soft launch and public activation; signage, striping, and site restoration complete	Encharge / Tesla
Q1 2027	Full operations concurrent with Culver Commons opening	Encharge / Tesla

G. Certificate(s) of Insurance

Encharge LLC will provide Certificates of Insurance evidencing the required coverage types and minimum limits as specified in the City's Draft Standard Professional Services Agreement (Exhibit C), including:

- Commercial General Liability: \$2,000,000 per occurrence / \$4,000,000 aggregate
- Automobile Liability: \$1,000,000 per accident
- Professional Liability (E&O): \$1,000,000 per claim
- Workers' Compensation: Statutory limits / Employer's Liability \$1,000,000
- Cyber Liability Insurance: \$2,000,000 per occurrence / \$4,000,000 aggregate (applicable to payment and network data collection)

The City of Culver City, its officers, officials, employees, and volunteers will be named as additional insureds. Certificates will be provided within the timeframe required upon contract award. Encharge will require and verify that Tesla and all subcontractors maintain equivalent coverage with the City named as additional insured.

H. Business Tax Certificate

Encharge LLC acknowledges the requirement to obtain a Culver City Business Tax Certificate during the contracting process and will maintain an active certificate throughout the contracted period. Encharge will contact the Business Support Center (HdL) at (310) 594-7847 promptly upon award notification.

I. Standard City Professional Services Agreement - Review and Comments

Encharge has reviewed the City's Draft Standard Professional Services Agreement. We are prepared to execute the agreement substantially as drafted, with the following clarifying question and one minor note:

Clarifying Point — Agreement Term and Financial Viability

The RFP (Section II.B) describes an initial 1-year exclusive agreement with up to four additional one-year renewal terms, while the Draft PSA (Section 2) references a 3-year initial term with two optional 1-year extensions. Encharge respectfully acknowledges this discrepancy and requests that the City clarify which term structure governs.

However, Encharge wishes to be transparent with the City on a more fundamental point: neither term structure as written reflects the financial reality of what is being asked of an EV charging operator under this scope.

Encharge is proposing to fully fund the capital investment, engineering, permitting, construction, hardware procurement, and ongoing ownership and operations of eight Tesla Supercharger stations — an all-in investment that, depending on utility service conditions at Culver Commons, could range from \$400,000 to \$800,000 or more. No responsible operator can recover that level of capital investment, service a 15-year manufacturer maintenance commitment, and deliver meaningful revenue to the City under a 1-year or even 3-year term structure. The math simply does not work, and any proposer representing otherwise should be scrutinized carefully.

For this reason, Encharge is proposing a minimum initial term of 10 years, with two subsequent optional 5-year renewal periods, for a maximum agreement duration of 20 years. This structure is consistent with how DCFC infrastructure partnerships are executed across the industry when a third-party operator is bearing the full capital cost — and it is the only term structure under which Encharge can commit to zero upfront cost to the City, a competitive revenue share, and the full Tesla 15-year service and maintenance plan.

Encharge would respectfully encourage the City's evaluation team to apply the same lens to all proposals received: any operator willing to accept a 1-year or short-term agreement while also claiming to fund capital, installation, and long-term maintenance at no cost to the City should raise serious questions about the financial viability of that offer — and the likelihood that either the City's interests or the infrastructure itself will be properly serviced over time. A shorter term either requires the City to absorb capital costs, reduces the operator's incentive to maintain equipment quality, or reflects an unrealistic financial model that will not survive contact with real-world operating economics.

Encharge is committed to a genuine, long-term partnership with Culver City — one built on transparent economics, shared upside, and infrastructure designed to serve the community for decades. We welcome a direct conversation with City staff to discuss term structure and are confident that a 10-year minimum agreement represents the strongest possible outcome for both parties. Sonnet 4.6

Equipment Ownership Acknowledgment

Encharge notes that Section 12 of the Draft PSA addresses ownership of work product. For clarity, Encharge proposes that charging hardware (Tesla Supercharger equipment) remain the property of Encharge LLC (and its Tesla hardware partner) for the duration of the agreement, consistent with the standard EV charging operator model and as contemplated in Scope Item III.A.5(a). Encharge welcomes discussion of end-of-term equipment disposition terms.

All other terms and conditions of the Draft PSA are acceptable to Encharge as drafted. Failure to raise additional objections herein shall constitute Encharge's concurrence with remaining terms.

J. Addendum No. 1 Acknowledgment

Encharge LLC acknowledges receipt of Addendum No. 1 to RFP No. 2662, dated March 11, 2026, which extends the proposal deadline to March 19, 2026 at 3:00 PM (PT) and clarifies that the scope includes 8 chargers at a minimum charging speed of 150 kW. This proposal is fully responsive to the requirements as modified by Addendum No. 1.

Proposer's Signature:



Name (Print): Dustin Cavanaugh
Title: Co-Founder, Encharge LLC

Address: 4115 Glencoe Ave., #104

Marina Del Rey, CA 90292

Date: March 19, 2026

Conclusion — Why Encharge and Tesla for Culver City

The City of Culver City deserves more than a standard EV charging installation. It deserves a world-class charging experience that drives community pride, generates meaningful revenue, and requires minimal City administrative burden for years to come. Encharge, in combination with Tesla, delivers exactly that.

No other charging network brings the Tesla network effect — the proven ability to attract up to two times more drivers, more sessions, and more revenue than alternatives. And no other proposer combines Tesla's 15-year manufacturer maintenance plan with a leadership team that has deployed over 3,000 networked chargers across Los Angeles County and delivered landmark programs with SMUD and LADWP.

Encharge is the ideal partner for this engagement because we operate at the intersection of strategic vision and practical execution. We invest our own capital. We manage our own construction. We own and operate the infrastructure we build. And we take full accountability — to the City, to the community, and to the drivers who will rely on these chargers every day.

We are prepared to execute this project on time, on budget, and to the highest standard. We look forward to the opportunity to serve Culver City and build the EV infrastructure its residents and visitors deserve.

Respectfully submitted,

Dustin Cavanaugh

Co-Founder, Encharge LLC

Dustin@goencharge.com | (949) 291-6504

www.goencharge.com