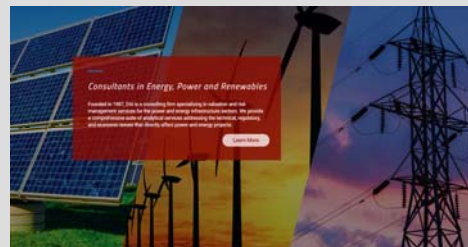


Improved battery technology and declining prices are reshaping two markets – automobiles and electricity. As we witnessed with photovoltaic modules, expanded production and competition are driving prices down and accelerating penetration of battery systems. Auto makers like Ford are investing capital to increase the production of hybrid and full electric vehicles (“EVs”). In turn, the spread of EVs will mean growing investment in supporting infrastructure like rapid charging stations. While EVs themselves may not represent a material shift in electric demand for some time, increased deployment of stationary battery storage systems is already shaping market trends. Lower cost storage systems not only address time of delivery issues from intermittent renewable resources, but also make demand side management increasingly competitive with peaking generation capacity. A “smarter” grid with storage capacity at the grid level and “behind-the-meter” at the commercial and residential levels will fundamentally change long-held assumptions around electricity pricing. As the landscape continues to shift, the development and financing communities are racing to exploit these new investment opportunities while managing the new risks.



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