08B — Miami Hub #1 Charging & Fleet Services Launch Architecture

Tesla-independent monetization architecture | Phase-gated infrastructure plan

Design objective

Miami Hub #1 should be able to monetize before Cybercab delivery. Cybercab is therefore treated as an anchor-fleet / upside layer rather than the sole source of revenue. Phase 1 is built around third-party DC fast charging, contracted fleet charging, staging, cleaning, inspection and light fleet services.

Revenue stack

Layer	Launch capability	Revenue mechanism	Cybercab dependency	Phase
Public DCFC	4–8 fast-charging posts	Per-kWh / session	None	1
Fleet charging	Reserved windows / contracted charging	B2B charging agreements	None	1
Fleet staging	Secure vehicle staging	Per-space / fleet contract	None	1
Cleaning & turnaround	Interior/exterior turnaround	Per vehicle / subscription	None	1
Inspection	Pre/post-shift checks	Per vehicle / fleet contract	None	1
Light service	Minor service coordination / partner services	Service fee / partner margin	None	1–2
Software / data	Reservations, billing, utilization analytics	SaaS / embedded margin	None	2
OMNIA autonomous fleet	Up to 30 Cybercabs subject to Tesla terms	Fleet operating revenue	Yes	2–3

Electrical basis of design

- Preferred starting concept: one Tesla V4 cabinet serving up to eight V4 posts, or an equivalent open-standard DCFC architecture selected after utility study and commercial quotes.
- Tesla states a V4 cabinet can provide up to 1,200 kW DC shared across up to eight posts; actual site demand must be engineered from simultaneity, utilization, tariff and utility constraints.
- Design for NACS + CCS1 interoperability so public/fleet charging is not limited to one vehicle brand.
- Use metering/submetering sufficient to separate public, contracted fleet and OMNIA-owned fleet economics.
- Preserve conduit, switchgear and transformer expansion pathways for future capacity.
- Treat Cybercab-specific inductive infrastructure as a separate future workstream until Tesla confirms requirements in writing.

FPL make-ready strategy

- FPL's Make-Ready Credit program is available to qualifying public DCFC installations of 50 kW or greater and certain Level 2 public/workplace/fleet projects.
- Published DCFC maximums: up to $20,000/port for 50–149 kW (site cap $120,000), $30,000/port for 150–249 kW (site cap $180,000), and $50,000/port for 250 kW+ (site cap $300,000).
- Eligible make-ready work can include service lines, transformers, switchgear, conduits, wiring, trenching, concrete pads and distribution facilities. Chargers themselves and ongoing maintenance are excluded.
- Funding is first-come, first-served; the current tariff terminates December 31, 2029 or at the program cap, unless extended.
- Prepare load profile, conceptual one-line, site plan, charger ratings, service request, permitting path and eligible make-ready cost estimates before application.

Phase gates

Gate	Requirement	GO condition	Fallback
G1 Site	Zoning + 24/7 + staging + utility access	Candidate passes diligence	Move to next candidate
G2 Utility	FPL capacity + upgrade estimate	Credible energization path/budget	Reduce initial ports / phase build
G3 Charging	Vendor/EPC quote + economics	Positive base-case contribution margin	Alternate vendor/hardware
G4 Fleet services	At least 2 customer conversations	Credible recurring demand	Launch public charging first
G5 Tesla	Written commercial response	Timing/terms support project plan	Operate third-party hub without Cybercab
G6 Cybercab fleet	Financing + insurance/regulatory + availability	All closing conditions met	Defer vehicles; preserve hub economics

90-day execution

Days 1–10: Submit Tesla fleet/mobility-hub inquiry; request Supercharger for Business quote framework; select preferred site candidate; initiate FPL preliminary feasibility.

Days 11–30: Conceptual load study and single-line; zoning confirmation; landlord LOI conditioned on utility + financing; collect 2–3 charging/EPC budgets.

Days 31–60: Draft FPL application; launch fleet-customer outreach; finalize pricing; build SOPs for staging/cleaning/inspection; refine CAPEX and schedule.

Days 61–90: Conditional site control; preferred charging vendor; customer LOIs/letters of interest where obtainable; update Investor Data Room with Tesla/FPL/site evidence.

Day-one KPIs

- DCFC utilization % by post and hour
- Energy sold (kWh/day) and charging gross margin ($/kWh)
- Contracted fleet kWh/month
- Staging occupancy % and revenue/space
- Vehicles cleaned/inspected per day and gross margin/service
- Average revenue per site visit
- Charger availability / uptime
- OMNIA-owned fleet utilization after deployment

Risk-reduction thesis

The hub is designed to function as a stand-alone EV and fleet-infrastructure business before Cybercab availability. Cybercab can later add anchor demand and autonomous-fleet revenue. This reduces single-vendor timing risk, produces measurable operating traction and strengthens the capital story.

Official sources

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- https://www.fpl.com/electric-vehicles/for-business/make-ready-credit-program.html
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