

## RESPONSES TO QUESTIONS

### RFP EM-011-2024: ELECTRIC VEHICLE DC FAST CHARGERS AT MAINE DESTINATIONS

*Last Revised 3/4/2024, 9:45 a.m.*

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**Q1: Are medium-and-heavy-duty trucks (GVWR>10,000 lbs.) eligible to charge at these stations?**

A1: Yes, depending on the compatibility of the medium- and heavy-duty trucks.

**Q2: Is the maximum demand charge incentive \$100,000 per site or \$100,000 per port?**

A2: The grant award funds from Efficiency Maine will be used to cover (1) the capital incentive and (2) the demand charge incentive.

The capital incentive will provide up to 80% of the eligible project costs (other than utility demand charges) net of expected federal tax credits and any federal, state, or private grants. As part of Efficiency Maine's grant award, winning bids, once placed under contract, will also receive a demand charge incentive for the first five years of operation. This incentive, separate from and in addition to the capital incentive, will reimburse the grant recipient for utility demand charges. The incentive will be paid over five years and will be capped at \$100,000 per site. To increase its score on the "Cost" criteria, the bidder may bid a demand charge incentive that is less than the cap; the award will be limited to the amount bid.

For full details, see the "Incentives and Costs" section of the [RFP](#).

**Q3: What is the maximum incentive an applicant can request?**

A3: See the answer above (A2).

**Q4: What is the minimum number of ports per site?**

A4: We are requesting proposals for at least two (2) DCFC ports per site/eligible location. For the full scope of work, please see the "Scope of Work" section of the [RFP](#).

**Q5: Is a single unit with dual ports eligible?**

A5: Yes, if it meets the [RFP](#) requirements.

**Q6: How many eligible locations are there? Are bidders expected to identify an installation location(s) before submitting a response?**

A6: Five (5) sites/locations are eligible. Eligible locations include Rangeley, Greenville/Moosehead, Millinocket, Gorham/Standish, and Orono. We expect bidders to identify and propose at least one installation address. We plan to make one (1) award per eligible location. We will consider

bids that propose to serve only one (1) location as well as bids proposing to serve multiple locations. Bidders may submit a single bid to develop and serve multiple locations but must submit individual site descriptions and proposal information including Project Cost Proposal Forms for each site.

**Q7: Are sites located in neighboring towns considered ineligible?**

A7: Properties within one (1) mile (driving distance along a paved road) of town boundaries will be considered eligible.

**Q8: Are there any requirements for minority/disadvantaged business inclusion?**

A8: No.

**Q9: Does a bidder need to be pre-qualified to submit a response?**

A9: No.

**Q10: How much are the utility demand charges in these eligible locations?**

A10: It can be between \$3,500 and \$4,500 per month in Central Maine Power (CMP) territory and between \$4,000 and \$9,000 per month in Versant Power territory under conventional rate structures. It depends on the utility, utility rate, power level, and charger use. Both CMP and Versant offer alternative rate structures specifically designed for customers with spiky load shapes and/or significant potential for demand response. These alternative rates are expected to be beneficial to all sites for the next two years. You can learn more by clicking on the following links:

[CMP MGS-S \(non-TOU\) Rate](#)

[CMP B-CPT MGS \(non-TOU\) Rate](#)

[Versant M-2 Rate](#)

[Versant M-2 Alternative \(non-TOU\) Rate](#)

**Q11: What is the average return on investment (ROI) for these types of projects?**

A11: It can be between ten to twenty years. It depends on capital costs, utility, utility rate, user fee price(s), charger use, and maintenance costs.

**Q12: If a bidder is interested in providing a performance bond or letter of credit in lieu of Riders D, E, and F, do bidders need to indicate this in their response? Do surety bonds or letters of credit need to be provided with the response?**

A12: Yes, please submit the Sample Contract (Attachment B) with a comment and/or redline(s) that indicates your interest in providing a performance bond or letter of credit in lieu of Riders D, E, and F. No, a surety bond or letter of credit does not need to be submitted with the response. It will be required once the contract is executed.

**Q13: Can a configuration that offers four (4) ports that can charge two (2) vehicles at 150+kW and four (4) vehicles at 80kW considered eligible?**

A13: Yes, so long that the system can supply power according to an EV's power delivery request up to at least 150kW to two (2) vehicles simultaneously and at least one port can serve EVs using the CCS standard (NACS is strongly encouraged for any additional ports).

**Q14: Does the Team Commitment Form (Attachment F) need to be signed by the listed individuals or are printed names sufficient?**

A14: No. Printed names are sufficient.

**Q15: Is the Confidentiality, Non-Disclosure and Protective Agreement (Attachment E) required?**

A15: No. For the list of required documents, please see "Proposal Requirements" section of the [RFP](#).

**Q16: Are bids considered confidential?**

A16: No.