

EFFICIENCY MAINE TRUST:

RFP FOR MAINE ELECTRIC VEHICLE CHARGING– PHASE 1 (RFP EM-012-2018)

Responses to Questions (1) 8/28/2018

1. Can Efficiency Maine extend the question period by two weeks to 9/4?

A: The Efficiency Maine Trust (the Trust) is hereby establishing an additional (Second) Question Period with a due date of 4 PM on 9/4. Please send additional questions to Anne Stephenson at anne.stephenson@efficiencymaine.com. Parties should note that we do not intend to alter any other deadlines from the RFP. The Trust will attempt to answer questions received in the Second Question Period within 1 week, or sooner if possible.

2. How will responses with conditions be handled? To clarify on the latter, if conditions are made part of the bid will Efficiency Maine consider those with the entirety of the bid or reject the bid outright for non-compliance?

A: It is difficult to answer this question without better understanding the scope and magnitude of the potential conditions. The Trust encourages the questioner to consider how it might use the Second Question Period to gain further insight on the issue. Generally, the Trust requires that a bid describes and estimates the cost for the required elements enumerated in the RFP. This is necessary for the Trust to make at least an initial apples-to-apples comparison among bid packages. That said, the Trust understands that the technology, economics, and business models related to EV charging is changing rapidly. For this reason, the Trust is open to bidders offering options (or conditions) in addition to the minimally compliant “base bid.”

3. In some areas it can be hard to find sufficient power for DC fast charging. Solar or battery storage technology can make it possible to bring fast charging to these remote or underserved locations. Would battery or photovoltaic solar power systems be eligible expenses for this program if they enable DC fast charging?

A: Yes, provided that they are directly connected to the successful installation and operation of the DC fast charging systems.

4. Can a Grant Recipient offer ownership interest in the hardware (referred to as collateral in Rider D, Security Agreement) to a prospective site host as part of the site host agreement negotiation?

A: Yes, in theory. However, the Trust intends to insist on retaining first priority security interest in the charging equipment. Presumably this could be accommodated when contract details are negotiated (either between the Trust and the Contractor, or in the Host Site Agreements). While the Trust does not wish to discourage creative approaches to making EV fast charging profitable and sustainable, it also seeks to minimize layers of complexity to the administration of this Initiative. Bidders should plan accordingly.

EFFICIENCY MAINE TRUST:

RFP FOR MAINE ELECTRIC VEHICLE CHARGING– PHASE 1 (RFP EM-012-2018)

Responses to Questions (1) 8/28/2018

5. At the end of the first seven-year term, will the Trust seek or require any form of contractual renewal with the Recipient or Site Host lease?

A: The Recipient/Contractor should not assume that the Trust will seek a renewal at the end of the first seven-year term.

The Trust's goal through this Initiative is to promote sustainable DC fast charging stations in strategic locations in Maine throughout the seven-year term solicited in this RFP. Beyond that period, it is hoped that the stations will sustain themselves in their same locations without ongoing subsidy. Also, given the level of subsidy that is envisioned through this RFP, it is important that the hardware remain in Maine for the duration of its useful life.

As noted in Section 1.8 of the RFP, the Trust "reserves the right to negotiate the final terms and conditions of the contract award with a winning bidder whose proposal is selected..." As part of that negotiation, the Trust will seek to establish a right of first refusal or an "option to acquire" equipment, using a depreciated price, in the event that the Recipient/Contractor discontinues operating the equipment, in the locations used during the term of the contract, at the end of the seven-year term.

The Trust also notes that it has access to the VW Settlement Funds for a period of 10 years (from the summer of 2018). While this RFP "anticipates" (in Section 1.7) that the contract will be for a term of not less than seven (7) years, it would be allowable for a bidder to submit proposals for both the seven-year term and some alternative, longer term (e.g., an alternative in which the contract is negotiated to last until the end of the VW Settlement Funds).

6. At the end of the seven-year term, will the Trust play a role in the removal of the hardware if required by the site host?

A: No, except in the event that the Trust has taken over ownership of the hardware due to recovering a security interest or exercising an option to acquire as described in the prior answer.

7. Are removal costs covered by the terms of the grant? Stated alternatively, does the Trust have any interest in what happens to the hardware/site host agreement at the end of the seven-year term?

A: See the answer to Questions 5 and 6.

EFFICIENCY MAINE TRUST:

RFP FOR MAINE ELECTRIC VEHICLE CHARGING– PHASE 1 (RFP EM-012-2018)

Responses to Questions (1) 8/28/2018

8. Does the Trust have a site host agreement/lease form it would prefer to have used?

A: The Trust does not have a particular host agreement that it prefers at this time. As noted in Section 3.3, Task 3, it is expected that the bidder will supply a sample Host Site Agreement.

9. Does the Trust require an opportunity to review the draft of any proposed site host agreement/lease prior to a site host's signature?

A: Yes. While the Trust will not attempt to influence the arrangement as between the vendor and the host site, it will require an opportunity to review the agreement to ensure that its rights – such as but not limited to the security interest in the equipment or the option to acquire -- are preserved and that the arrangement is consistent with the RFP.

10. Are the costs associated with site host identification and acquisition capable of being included in the 20% cost share element of the four private sites? Are they otherwise recoverable as part of the projected budget for a particular host site?

A: Yes. The Trust indicated in Section 5.4(7) (Cost Forms) of the RFP that such costs should be estimated in the Project Management section of the Cost Form (Attachment C).

11. Under s.3.2, first paragraph, the RFP states that the Contractor selected will be responsible for providing. . . “ongoing provision of EV Charging services to consumers”. Can the Trust elaborate further on what is meant by this condition?

A: This condition is intended to mean that in addition to purchasing and installing the specified EV Charging equipment, the RFP also seeks the operation and maintenance of that equipment for the duration of the seven-year term of the contract. See, e.g., Section 3.2.2. of the RFP for more detailed list of elements of customer support we are seeking throughout the contract term.

12. In the event that cellular connectivity is inadequate for the proposed site host areas, will the Trust provide funds to assist in enhancing signal strength?

A: Costs of enhancing signal strength directly related to networking the charging equipment would be an eligible cost of the system and/or operation.

EFFICIENCY MAINE TRUST:

RFP FOR MAINE ELECTRIC VEHICLE CHARGING– PHASE 1 (RFP EM-012-2018)

Responses to Questions (1) 8/28/2018

13. Would certain site design elements (e.g. lighting) be allowed as part of a host site budget if needed to make the site consumer friendly?

A: The Trust will follow the eligibility criteria of the VW Settlement provided for in Appendix D-2. Appendix D-2 indicates in relevant part that

Each Beneficiary may use ... its allocation of Trust Funds on the costs necessary for, and directly connected to, the acquisition, installation, operation and maintenance of new light duty zero emission vehicle supply equipment for projects Provided, however, that Trust Funds shall not be made available or used to purchase or rent real estate, other capital costs (e.g., construction of buildings, parking facilities, etc.) or general maintenance (i.e., maintenance other than of the Supply Equipment). (Appendix D-2 to Partial Consent Decree Mdl No. 2672 CRB (JSC), at 8.)

14. Does the Trust require networked, smart, level two chargers at each site capable of cost recovery? Does it have any minimal requirements for level two chargers as it does for DFCers (e.g. Data Capture Requirements, Customer Payment Options)?

A: As part of the bidder's "base configuration" (i.e., minimally compliant bid), the Trust is not requiring that each Level 2 charger come equipped with networking and "smart" functions. It does, however, seek to have customer payment options for the Level 2 chargers, and would prefer data capture as well. The Cost Form in Attachment C offers bidders the opportunity to offer and price an Optional Alternative Configuration.

15. Can you provide examples of the required "cost-share"? Is a private company expected to pay the cost-share or can a host site or a combination of both? Or are there other models to meet the cost share?

A: The Trust is placing no limitation on the source of the required cost-share so long as it is legal and comes from outside the contract resulting from this RFP.

16. Can all 7 of the EVSE sites be located on government property (in addition to the 3 specified)?

A: Yes.

17. How much funding is set aside for Phase I of the overall project?

A: \$1.5 million.

18. What are the electrical upgrades needed for the MTA Gardiner host site location? What considerations will the EMT give to providing final sign-off on selecting the remaining 4 host site locations and how long do you expect this process to take once a host site has been proposed?

A: The Trust does not possess information at this time as to what upgrades would be needed for the MTA Gardiner location. For the other four (non-MTA) locations, the Trust will consider criteria including, but not limited to, the suitability of the host site for public access and through-travelers, the likelihood that the host site will remain viable beyond the seven-year term of the contract, and the host site's level of commitment to hosting EV chargers and accommodating EV travelers. The Trust has not considered how long the process will take for sign-off, but is willing to make all reasonable efforts to do so as quickly as possible and to commit to a mutually agreeable process for doing so in the terms of the negotiated contract with the winning bidder.

19. In Table 1 that lists "Charging Site ID/Location" it lists that 2 DCFC stations are required to be installed at each host site. But in Section 3.2.1 under 2. Configuration it says that at least 1 Level II charging station is required to be installed at each location. Can you clarify?

A: The RFP requires at least two DCFC and at least one Level 2 be installed and operated at each host site/location. Table 1 is intended to reflect only the specifications for the DCFC requirements, (but not the Level 2 charger requirements, which are additional, as noted in Section 3.2.1).

20. Will there be a preliminary list of potential bidders formed for those construction companies who can provide installation and maintenance services but for whom site acquisition and administrative (call fielding, fiscal responsibilities, ongoing reporting, etc.) elements are outside our core services? If not, how would a construction company like ours find potential bidders so we can partner with them in their bid preparation?

A: For purposes of this RFP soliciting DCFC stations in the seven locations specified for Phase I of this Initiative, the Trust has not developed a specific list of potential bidders. (A different approach may be employed when we go out to bid for Phases II and III of the Initiative at a later date). A list of those who participated in the public Stakeholder Workshop in May has been posted on our website, and the list includes several vendors who have expressed an interest in EV charging infrastructure in Maine. Construction companies seeking to partner with vendors / bidders may want to reach out to those vendors directly.