



Bidders' Informational Webinar #1

Request for Proposals for DC Fast Charging Stations – Maine Phase 6

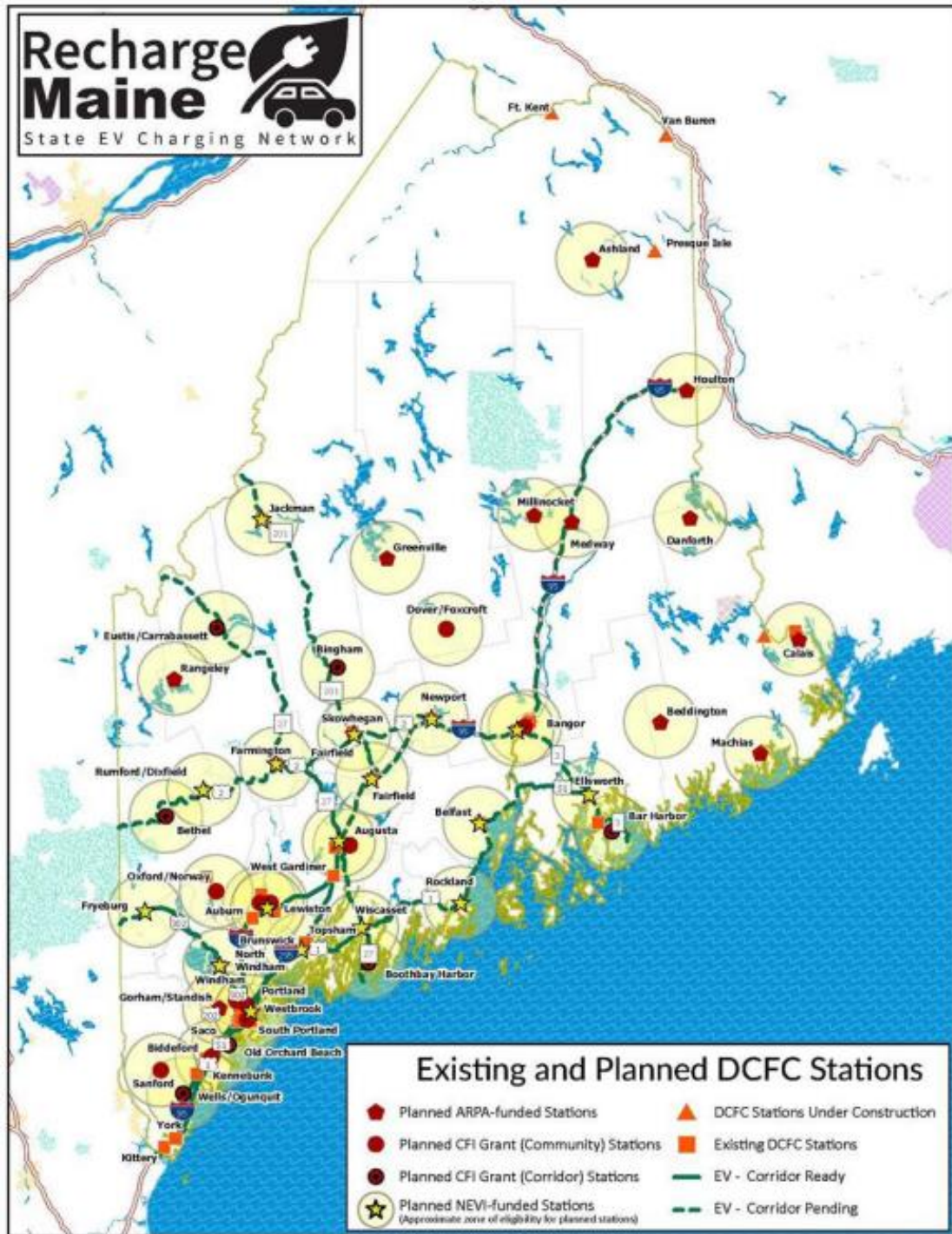
November 1, 2023

Recharge Maine Introduction

Statewide initiative to expand public EV charging infrastructure

- Created plan in July 2022
 - Identifies goals, priorities, and strategies for charging deployment
- Updated plan in August 2023
 - Includes National Electric Vehicle Infrastructure (NEVI) funds
- Maine's NEVI Plan is available at efficiencymaine.com and maine.gov





Expanding DC Fast Charging (DCFC) Infrastructure

- Target distance of 50 miles or less between DC fast chargers along key travel routes in Maine
- Chargers at popular destinations for tourism and local traffic

“Maine Phase 6” RFP for DC Fast Charging

Purpose of this RFP

- Fill gaps in public high-speed charging network
- Add capacity in heavily trafficked areas
- Attract commerce and tourism
- Serve long-distance drivers and local drivers
- Allow rural communities to transition to electric transportation

Funding Available for this RFP

- NEVI Formula funds
- Roughly \$6 million from Maine Department of Transportation (MaineDOT) through Federal Highway Administration (FHWA) for capital incentives and demand charge incentives

Incentives

- **Capital Incentive**: 80% of eligible project costs net of expected federal tax credits and state, private, and federal grants
- **Demand Charge Incentive**: 20% of actual utility demand charges for the first five years of operation
- **Final incentives will be the lesser of what is requested in the proposal, or the actual costs**

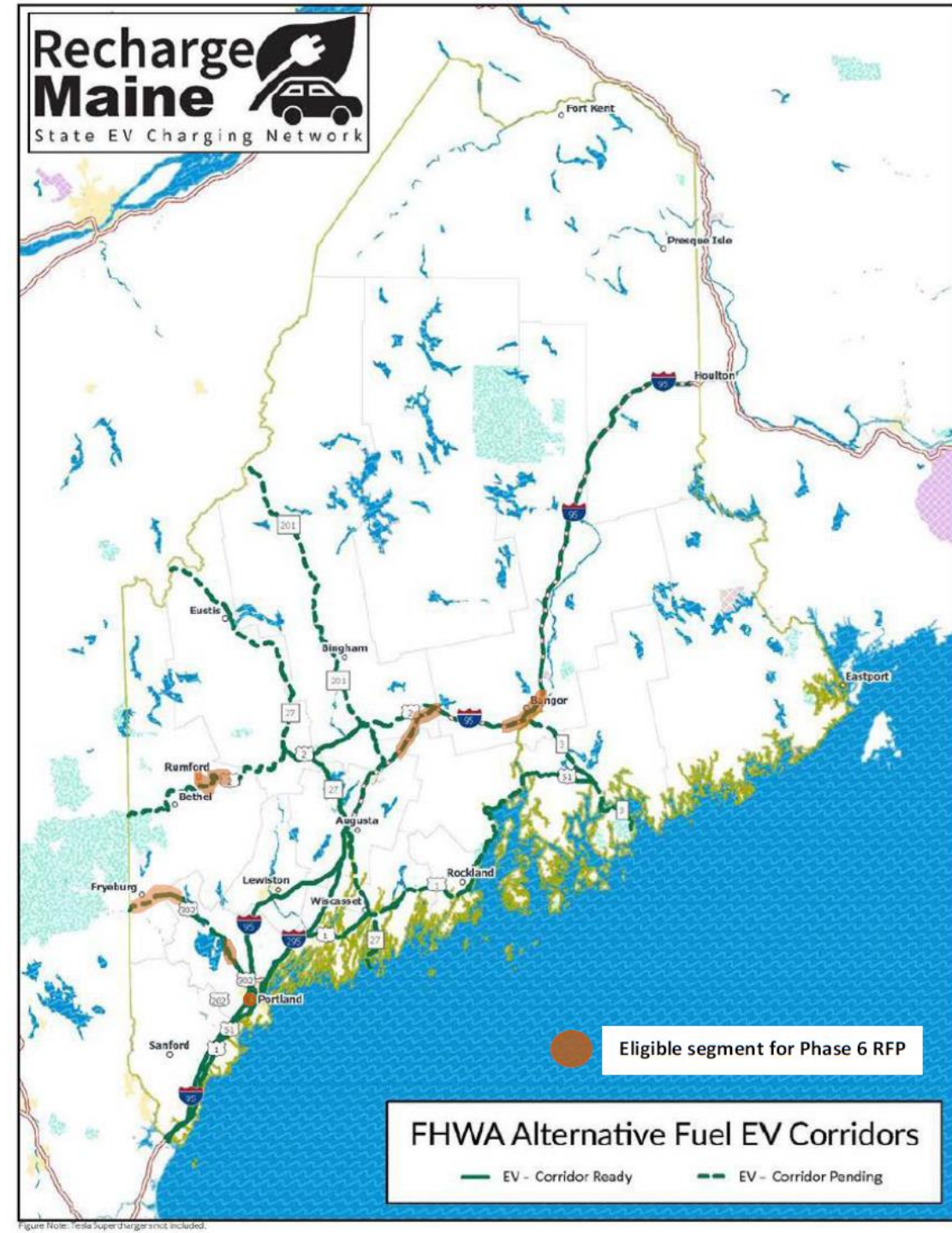
RFP Schedule

RFP Issued:	October 16, 2023
Bidders' Informational Webinar #1:	November 1, 2023
Questions Due:	November 16, 2023
Responses to Questions Posted:	November 30, 2023
Bidders' Informational Webinar #2:	December 12, 2023
Proposals Due:	January 16, 2024, 11:59 p.m. ET
Anticipated Award Date:	February 16, 2024
Anticipated Contract Start:	March 16, 2024
Anticipated Project Completion Deadline:	October 16, 2024

Note: Schedule subject to change

Eligible Locations for This RFP

- I-295 and US Route 1A in Portland
- I-95 from Clinton to Newport
- I-95 from Hampden to Bangor
- US Route 2 from Rumford to Dixfield
- US Route 302 in North Windham
- US Route 302 from Fryeburg to Bridgton
- Within one mile of an eligible segment
- Available to the public 24/7



Eligible Locations for This RFP

Alternative Fuel Corridor	Segment or Location		Approximate Number of Sites
I-295 and US Route 1A	#1	From Exit 5/5A to Exit 8 and US Route 1A in Portland	1
I-95	#2	From Exit 138 in Clinton to Exit 157 in Newport	1
	#3 and #4	From Exit 180 in Hampden to Exit 187 in Bangor	2
US Route 2	#5	From Rumford to Dixfield	1
US Route 302	#6	North Windham	1
	#7	From Fryeburg to Bridgton	1

Charging Equipment Requirements

- NEVI Minimum Standards
 - Each site must be able to deliver at least 150kW to four vehicles simultaneously
- Between four and eight DCFC ports
- Each port must be able to serve EVs using the CCS and NACS standards

Requirements for Accessibility and Availability

- Available to the public 24 hours per day, seven (7) days a week, year-round
- Accessible from a paved or hardscaped parking space that is clearly marked to designate the spaces as reserved for EV Charger parking
- Number of parking spaces reserved for EVs is equal to the maximum number of EVs that can be charged simultaneously from the chargers
- Have dusk-to-dawn area lighting
- Accessible to persons with disabilities, which will be satisfied if at least one of the parking spaces meets ADA requirements and is accessible according to U.S. Access Board Design Recommendations for Accessible Electric Vehicle Charging Stations (access-board.gov/tad/ev/) (it will not be necessary for the ADA spaces to be ADA reserved)
- For **eligible segments #3 and #4 (Hampden to Bangor)**, include at least one pull-through lane for charging medium/heavy duty vehicles and vehicles towing trailers
- Provide appropriate safety instructions for EV drivers regarding the proper use of the charging equipment

Eligible Costs for the Incentive

- DCFC units (including the required number of CCS and NACS connectors for each site as specified in Section 3.1.1), power conversion hardware, and associated equipment
- Electrical system costs, not covered by the utility, of connecting the chargers to the panel and the utility distribution system
- Other hard costs (concrete, conduit, wire, signage, bollards, other equipment and materials, etc.) directly related to the installation of the chargers
- Services costs and personnel costs incurred for site design and preparation, charger design and engineering, permitting, and project management during the development, construction and installation phase but not after the chargers are put into commercial operation
- Shipping of hardware
- Extended warranties or maintenance contracts for a period not to exceed five (5) years when billed and paid as a single, upfront, lump-sum cost
- Hardware and software used to make the chargers “networked,” plus networking subscription costs for the first five years of operation when billed and paid as a single, upfront, lump-sum cost
- Battery energy storage systems (BESS) and related equipment that are dedicated to reducing the load associated with the chargers funded by this RFP
- EVITP registration fees for licensed electricians involved in the installation of charging equipment funded by this RFP
- Utility “demand charges” for the first five years of operation

Ineligible Costs for the Incentive

- Purchase or rental of real-estate
- All operating costs including but not limited to electricity bills, management and legal costs, insurance, and snow removal
- Costs related to DC fast charging investments that have been publicly announced
- Costs related to DC fast charging investments that are required by an original equipment manufacturer (OEM) in order for a licensed motor vehicle dealer to sell EVs
- Any costs claimed as eligible costs under a prior incentive award from Efficiency Maine for EV charging infrastructure

Scoring Criteria

Each site will be scored against other sites on the same Eligible Segment in terms of (among other criteria):

- **Cost to the program (30 points)**
 - Total amount of grant (including both capital and demand charge incentives) requested per site
- **Quality of the proposed site, equipment, and systems (30 points)**
 - Convenience, accessibility, and amenities at proposed site
 - Ability of proposed site (or sites) maximize the distances between publicly available, NEVI-compliant DCFC along a designated Alternative Fuel Corridor without exceeding a distance of 50 miles
 - Total number of ports proposed
 - Inclusion of pull-through lane (not required)
 - Quality of parking area and charging equipment
 - Plan to meet uptime targets
 - If employing battery energy storage systems (BESS), ability of BESS and/or grid connection to meet future charging demand
 - Amount of Starting Rate being proposed
- **Qualifications, capacity, and readiness (30 points)**
 - Level of commitment of key participants in the project (host site, equipment provider, installation subcontractors, operator)
 - Likelihood of long-term sustainability
 - Timeline for project completion
- **Overall proposal quality and responsiveness (10 points)**

Application Requirements

- **Attachment A** - Project Cost Proposal Form for each site
- **Attachment B** - Sample Contract proposed redlines (if applicable)
- **Supplement #1** - References
- **Supplement #2** - Resumes
- **Supplement #3** - Host Site Agreement or a letter from the property owner (if applicable)
- **Supplement #4** – Utility engagement/load form (Attachment E or F)

Contract Riders

- Rider A – Statement of Work
- Rider B – Payment Schedule and Project Milestones
- Rider C – General Terms and Conditions
- Rider C-1 – Federal EV Funds Contract Requirements
- Rider D – Security Agreement
- Rider E – Conditional Assignment of Lease
- Rider F – Option Agreement

Note: optional performance bond to repay capital incentive as alternative to Riders D, E, and F

Federal Regulations Governing this RFP

- **National Electric Vehicle Infrastructure Standards and Requirements - “NEVI Standards” (Title 23, CFR Chapter I, subchapter G, Part 680)**
 - Includes additional charging equipment standards, communications standards
 - Requires that NEVI-funded projects are installed by “Qualified Technicians”
- **Appendix II to 2 CFR Part 200 – Contract Provisions for Non-Federal Entity Contracts Under Federal Awards**
- **Federal Highway Administration (“FHWA”) regulations set forth in 23 C.F.R. §680.118 of the National Electric Vehicle Infrastructure Standards and Requirements, which include but are not limited to:**
 - Buy America Requirements – 23 U.S.C. §313. Pursuant to 23 C.F.R. §680.118(a), the Buy America requirements set forth in 23 U.S.C. §313 apply to EV charger projects using NEVI Program Funds
 - Davis Bacon Federal Wage Requirements – 40 U.S.C. 3141-3148; 29 CFR Part 5. Pursuant to 23 U.S.C. §109(s)(2) and 23 C.F.R. §680.118(b), projects to install EV chargers are treated as if the project is located on a Federal-aid highway and, therefore, Davis Bacon Federal wage requirements apply to the project. Statutorily prescribed wages must be paid for any project funded with NEVI Formula Program Funds
- **FHWA Form FHWA-1273 (Required Contract Provisions – Federal-Aid Construction Contracts)**

Payment Schedule

The Trust will disburse the Incentive Award to Recipient in installments upon full completion of each milestone as follows:

Milestone 1

- Reimbursement of up to 20% of the total capital incentive
- E.g., secure Host Site agreement, site development and utility upgrades

Milestone 2

- Reimbursement of up to 80% of the total capital incentive
- E.g., acquisition, installation and commissioning of all equipment and connection of utility and communication services at EV Charging Site

Milestone 3

- Reimbursement of actual utility demand charges minus any service credits for notable downtime events
- Provide operations, maintenance and customer service for a five-year term
- If bidder does NOT request or receive a demand charge incentive, a performance bond in the amount of the maximum demand charge (\$96,000) will be required to be paid out at the end of the fifth year

Service Credits and Service Level Agreement

- **Downtime for each charging port may not exceed 72 consecutive hours**
 - i. 15% credit of the quarterly Demand Charge Incentive for the first occasion during the quarter,
 - ii. 50% of the quarterly Demand Charge Incentive for the second occasion during the quarter,
 - iii. 100% of the quarterly Demand Charge Incentive upon the third occasion during the quarter.
- **Annual Uptime for each charging port must be 97% or greater**
 - Credit of 100% of the fourth quarterly Demand Charge Incentive in the event if the annual Uptime requirement is not met
- **Customer service and reporting**
 - 5% of the quarterly Demand Charge Incentive for each documented incident of the Recipient's failure to provide customer service in accordance with the service and performance levels required by this Agreement or fails to provide complete and timely reporting as required by the Agreement

Additional EV Charging Information

Who is Involved in an EV Charging Project?

Name	Typical Role	Can own/operate chargers
Host site	Property owner and/or tenant who consents to host EV chargers for public use on their property during the contract term	Yes
EV charging equipment vendor	Provides EV charging equipment and warranty services	Yes
EV charging network vendor	Provides software to connect EV chargers to a network and accept payment	Yes
Electrical utility	Provides transformers, poles, and other work necessary to connect EV chargers to the grid	No
Installer	A licensed electrician who completes electrical work necessary to connect EV chargers to power supply	Yes
Construction company	Completes trenching, paving, and other site work	Yes
Efficiency Maine	Provides incentive funding for EV charging projects and ensures contract terms are met	No*

Possible Business Models

1. **Site Host-Owned:** Charging infrastructure is purchased, installed, and maintained by the site host
 - Site host is responsible for all associated costs, including any maintenance or payment transaction fees
 - Each element of the project can be sub-contracted
2. **Third party-owned:** Charging infrastructure is installed and maintained by a third party (e.g., a charging network)
 - Site host may earn revenue by leasing the space occupied by the charging infrastructure to the third party

Source: US Department of Energy, [energy.gov/fuels/electricity_infrastructure_development.html](https://www.energy.gov/fuels/electricity_infrastructure_development.html)

Example DCFC Costs (For Illustration Only)

SAMPLE Capital Costs (4 ports)

Power Level of Charger	Low Range	High Range
Charger Hardware	\$250,000	\$400,000
Utility Interconnection	\$60,000	\$80,000
Installation	\$250,000	\$600,000
Networking	\$8,000	\$25,000
Maintenance/extended warranty	\$45,000	\$100,000
Total Project Cost	\$613,000	\$1,205,000

Other Operating Costs (4 ports)

- Demand charges
 - Est. between \$4,000 and \$8,000 per month in CMP territory
 - Depends on power level and charger use
- Maintenance, plowing, etc.

Example Revenues for a DCFC Station



- Example user fee: \$0.45/kWh
- Average of 35kWh dispensed per session
- Potential revenue: \$15.75 per session
- 5 sessions per day = \$79 per day
- 10 sessions per day = \$158 per day

What Makes a Good DCFC Site?

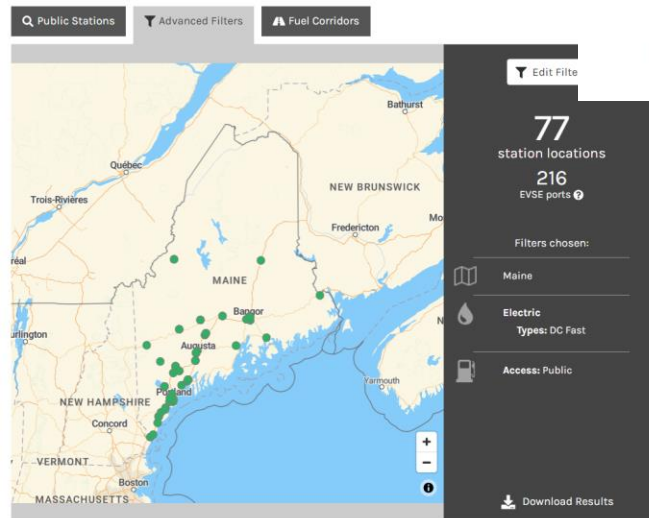


- Close to main travel routes (< 1 mile from route)
- Available parking spaces (1 space per DCFC plug)
- Amenities on-site or nearby (restrooms, food, activities)
- Open 24/7 or extended hours
- Adequate lighting, shelter, safety, paving, visibility
- Close to 3-phase power

Resources

Web Resources

- List of EV service providers
- EV and charging videos
- Guidebooks
- Station locator
- FAQs



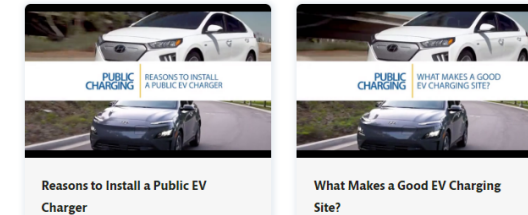
At Work: Electric Vehicles and Charging Solutions

Thinking about installing electric vehicle (EV) chargers at your business or switching your fleet to EVs? Our video library and other resources can help you understand how EVs work and why businesses in Maine and around the world are making the switch to EVs.

Funding for Public EV Charging Stations

Incentives are now available for public Level 2 electric vehicle (EV) chargers in rural communities. Local governments, businesses, tribal governments, and non-profits in eligible towns may apply for this Funding Opportunity Notice (FON). Projects at local government-owned properties, tribal properties, and public libraries are eligible for enhanced incentives. [Click here](#) to learn more about this opportunity. Applications are open until November 17, 2022.

EV Charger Installation Videos



ELECTRIC VEHICLE (EV) INITIATIVES

- ABOUT EV CHARGING
- ABOUT EVS
- EV TAX CREDITS AND OTHER INCENTIVES
- AT WORK: EVS AND CHARGING SOLUTIONS
- CHARGING STATION LOCATOR
- ELIGIBLE VEHICLES
- EV INITIATIVES BACKGROUND
- EV REBATES
- EV RESOURCES
- FAQS
- VEHICLE COST CALCULATOR
- PARTICIPATING ELECTRIC VEHICLE DEALER PORTAL

EV Charger Installation Information for Public Sites

- **List of Maine EV Charging Service Providers:** These companies have experience installing, supplying, and providing project management assistance for EV charging stations.
- **Qualified Partners:** Find an Efficiency Maine Qualified Partner near you with experience installing Level 2 chargers. Select "Electric Vehicle Chargers" on the list of service options.



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