

RFP EM-011-2023

Electric Vehicle DC Fast Charging Stations – Phase 5

Questions Received as of June 15, 2023

	Question	Efficiency Maine Response
1.	Will an application’s score be negatively impacted if the site is close to an existing level 2 charging station?	No, proximity to level 2 charging stations will not be considered in scoring the proposals. Only the proximity to existing or proposed NEVI-compliant DCFC sites will be considered.
2.	Is U.S. Route 1 Business loop in Damariscotta eligible for this RFP?	CORRECTED RESPONSE: After publishing the Responses to Questions on 5/2/2023, the U.S. Department of Transportation (USDOT) notified Efficiency Maine that there was an error in the map maintained by the Alternative Fuels Data Center. In fact, the U.S. Route 1 business loop in Newcastle/Damariscotta is <u>not</u> , itself, part of the designated Alternative Fuel Corridors (AFC) in Maine and is therefore not within an eligible segment for this RFP. However, sites that are within one mile of the nearest exit from a designated AFC are eligible; therefore, sites within one mile of the exits on Route 1 along the business loop will be eligible. The Alternative Fuels Data Center map shows where AFC have been designated in Maine.
3.	I am a business or other commercial property owner or tenant interested in hosting DC fast chargers on my property. How can I indicate my interest and participate in this program?	Efficiency Maine has a host site interest form for businesses and other commercial property owners (or tenants) who want to indicate their interest in hosting DC fast chargers for electric vehicles (EVs) on their property as part of the Maine Phase 5 RFP. By filling out this form, you are requesting that Efficiency Maine share your contact information with vendors that provide EV charging equipment or services. These vendors may contact you regarding the development and operation of EV charging equipment at your site. You may also contact vendors of these services directly, if you prefer. Click here for a list of vendors that provide EV charging equipment and services in Maine.

		Interested host sites will need to make arrangements with charging service providers to create a proposal for this RFP. Click here for more information about charging station procurement and operation.
4.	Who will own and operate the charging equipment funded by this program?	<p>Charging equipment may be owned by a property owner or tenant, by a vendor of EV charging equipment or networking services, or by another third party.</p> <p>Riders in the Standard Contract also provide terms by which Efficiency Maine will: (a) take a security interest in the equipment and (b) be granted an option to acquire the charger equipment under certain circumstances.</p> <p>Click here for more information about charging station procurement and operation.</p>
5.	Do you have examples of the pull-through lane design that is required for Eligible Segments #1 and #2, including any specific elements it needs (such as pavement painting or bollards)?	Click here (pp. 32-33) and here (p. 75) for sample pull-through lane designs.
6.	Do you have examples of ADA-compliant charging spaces?	Click here for sample layouts of ADA-compliant EV charging spaces.
7.	If a site has more than 8 charging ports but the application only requests funding for 8 charging ports, is that acceptable?	Yes. The charging equipment that is subject to a financial incentive through this RFP must not have fewer than four (4) and not more than eight (8) DCFC ports per site.
8.	Are expenses incurred before contract execution eligible for reimbursement?	Expenses incurred before receiving official notice from Efficiency Maine that a bid has been awarded will not be eligible for reimbursement. Expenses incurred before contract execution may be eligible for reimbursement. All expenses undertaken before contract execution are at the Bidder's own risk.
9.	How will you ensure that applicants are Buy America-compliant?	If at the time of bidding the charging equipment to be used in a bid project is already known to be compliant with Buy America requirements, bidders should so indicate in the proposal. Winning bidders will be required to provide sufficient documentation to show that chargers purchased for the project comply with the applicable Buy America requirements before

		<p>incentives will be paid. If a product is listed as Buy America compliant on EPRI’s Vetted Products List, it will be considered Buy America compliant for the purposes of this RFP.</p> <p>For information about the temporary waiver that applies to EV chargers, please see Waiver of Buy America Requirements for Electric Vehicle Chargers</p>
10.	Can a bidder apply for the current RFP even if the equipment they are proposing is not yet Buy America compliant?	The proposed equipment must meet the applicable Buy America requirements by the time the equipment is installed. If the equipment you are planning to use currently meets Buy America requirements, please indicate that in your bid.
11.	How will you ensure that applicants are Davis Bacon-compliant?	Please refer to the prevailing wage tables here . Winning bidders will be required to provide reporting of wages paid. Winning bidders will be required to provide reporting of wages paid.
12.	Are bids considered confidential?	No.
13.	How will Efficiency Maine determine that the Starting Rate proposed in the bid is “reasonable and conducive to attracting EV drivers” as referenced in section 5.1 of the RFP? Can the rate of charge change over time?	<p>When determining whether a Starting Rate of Charge is “reasonable and conducive to attracting EV drivers,” Efficiency Maine will assess how the rate compares with: EV charging rates charged in Maine and elsewhere in the region for EV charging at similar speeds; gasoline and diesel fuel prices; and the value of the service to EV drivers and to Maine’s goals for increasing EV use.</p> <p>As stated in section 3.1.1.7 of the RFP, the Recipient may increase the rate or fee during this five-year period by not more than the Consumer Price Index, as measured using the online CPI Inflation Calculator published by the US Bureau of Labor Statistics, for the period since the last time the rate or fee was increased.</p>
14.	What are some examples of revenue per session and/or day?	Using an example user fee of \$0.45 per kilowatt hour (kWh) and an average of 35 kWh dispensed per charging session, a charging site host could expect revenues of \$15.75 per session. A utilization rate of 5 sessions per day would result in \$79 in revenue per day, and a

		utilization rate of 10 sessions per day would result in \$158 in revenue per day.
15.	Can a company that provides off-grid DCFC chargers and has an operational model of swapping out batteries daily be eligible for this RFP?	There is no prohibition against off-grid chargers and/or battery swapping, provided that bidders can meet all requirements of the RFP.
16.	Do you have a ballpark amount of funding that will be provided per site?	No. The Efficiency Maine will seek to maximize the number of sites that can be awarded using the incentive dollars available, and to maximize the distances between publicly available, NEVI-compliant DCFC along the designated Alternative Fuel Corridors without exceeding a distance of 50 miles. Efficiency Maine’s total budget available for this RFP comprises approximately \$6,966,000 of NEVI Formula funds for capital incentives and demand charge incentives.
17.	Does Efficiency Maine have any preference for operators applying for multiple sites?	The scoring criteria, and relative weight given to each, are described in the RFP at section 5.1 on p. 24-25.
18.	Could a bidder propose multiple sites for this RFP, with one site as a “fall-back” option if the bidder is unable to secure a host site agreement for the primary site?	Yes, although this is not required. In the event a bidder elects to indicate optional sites, Efficiency Maine will take note of the degree of specificity described in the bid about the optional sites and the degree of support and commitment from the site host(s).
19.	Will bidders receive points in the RFP process for providing a faster turnaround time for installation?	Proposals will score higher in the “Qualifications, Capacity, and Readiness” category of the scoring criteria enumerated in Section 5.1 of the RFP if they make a compelling case that they will be able to deploy charging stations faster compared to other proposals.
20.	Will Efficiency Maine allow for bidders to suggest more milestones throughout the installation process?	Efficiency Maine will address this situation on a case-by-case basis.
21.	Does Efficiency Maine take host site operational costs into consideration when scoring bids?	Electricity demand charges and networking charges are operating costs that are eligible for incentives and as such will be considered during the selection process as part of the “Cost to the Program.
22.	Will Efficiency Maine consider additional questions after the responses to questions are posted on April 26, 2023?	Efficiency Maine may consider adding additional questions and responses to the Responses to

		Questions after the Bidders' Information Webinar #2.
23.	Will Efficiency Maine consider extending the 12-month Completion Date requirement to a deadline that reflects current market timelines for secondary electrical components, such as switchgear and transformers?	Efficiency Maine seeks to award proposals that have a high likelihood of being completed within one year. Efficiency Maine may grant extensions to the 12-month project completion deadline on a case-by-case basis if delays are due to factors beyond the bidder's control. In these cases, a bidder will be required to provide sufficient documentation showing that the bidder has made every effort to complete the project within the deadline. Such documentation could include proof of order of EV charging equipment, documentation of engagement with electrical utility, signed host site agreement, and signed agreements with subcontractors.
24.	If the Proposer is a company that produces EV (electric vehicle) charging hardware/software/warranty services and the Proposer also plans to own and operate the EV charging equipment, can standard list prices for hardware/software/warranty be claimed as eligible costs (even though no purchase transaction takes place), with Efficiency Maine paying a portion of list price and the remainder claimed as match?	As noted in the RFP in Section 2.6.1, "The amount of the capital incentive to be paid by Efficiency Maine, on a reimbursement basis, will be the lesser of (a) Efficiency Maine Grant Funds Requested (see the Project Cost Proposal Form) in the bid or (b) 80% of the eligible costs (excluding demand charges) actually incurred as documented in receipts and paid invoices, net of federal tax credits and any federal, state, or private grants."
25.	If the Proposer is a company that produces EV charging hardware/software/warranty services and the Proposer plans to transfer ownership of the EV charging equipment to another entity, (1) can standard list prices for hardware/software/warranty be claimed as eligible costs with a portion of list price to be paid by Efficiency Maine and the remainder paid by the entity taking ownership, and (2) can the portion of list price paid by the entity taking ownership be claimed as match?	See the response to Question 24. Also, please see Section 2.6.2 Eligible Costs and 2.6.3 Non-Eligible Costs of the RFP.
26.	Please confirm if construction/labor costs and sales tax on equipment are eligible for reimbursement and match.	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 are eligible for financial incentive. Sales tax on equipment is an eligible cost.
27.	ChargePoint requests clarity that Efficiency Maine is requesting applicants to report maximum kW demand for each session in alignment with the NEVI Final Rules.	Yes, Efficiency Maine requires applicants to report peak session power (kW) by port, in accordance with the NEVI Minimum Standards. Please see Attachment D – Data Capture and Reporting Requirements .
28.	Would Efficiency Maine consider revising the four-hour interruption of service reporting requirements and align the reporting requirements with the FHWA NEVI Final Rules in regard to reporting downtime for each individual charging port?	No. In order to ensure that recipients comply with uptime requirements in this RFP and that Efficiency Maine is provided with the most up-to-date information about notable downtime issues, the Efficiency Maine requires that grant recipients notify Efficiency Maine of any disruptions in service within one (1) business day in accordance with Section 3.1.2(d) of the RFP. This requirement is in addition to all reporting requirements established in the NEVI Minimum Standards.
29.	Will Efficiency Maine consider flexibility in the requirement that letters of commitment and resumes for subcontractors are included at time of application? Will Efficiency Maine consider extending this requirement to the time of contract?	If a bidder does not have letters of commitment and resumes for all subcontractors at the time of proposal submission, please indicate that in the bid. A bidder is not required to have all subcontractors identified at the time of proposal submission, but having subcontractors identified will factor into the proposal’s score on the “Qualifications, Capacity, and Readiness” criteria.
30.	Could Efficiency Maine clarify the work product that would be delivered in process of completion to Efficiency Maine at their request upon termination?	This is standard contract language included in all Efficiency Maine contracts, and is most relevant to contracts for services such as research, analysis, report writing, etc. While less likely to be relevant in the context of these EV charger grants, there may be situations where certain data or reports may be due under the terms of the contract and may be required to be delivered in the event the contract is terminated.
31.	The majority of cars on the market today have a battery architecture of 400V (e.g., Tesla 3, F150, Mustang Mach E). This means that when they	Per the NEVI Minimum Standards §680.106(d): “DCFCs located along and designed to serve users of designated AFCs must have a continuous power delivery rating of at least 150

	charge at a pedestal that is equipped with a cable 350A and under, the pedestal will not deliver a charge of 150kW. Do the specifications in this RFP require that pedestals provide the sufficient amperage to charge ALL cars at 150kW, irrespective of vehicle battery architecture (i.e., voltage)?	kilowatt (kW) and supply power according to an EV's power delivery request up to 150 kW, simultaneously from each charging port at a charging station."
32.	Seeing as these charging stations will easily be over \$500,000, will Efficiency Maine consider several milestones throughout the year between contract award and installation? If not, site owners will have to pay hundreds of thousands of dollars to contractors and manufacturers out of pocket and it may be a deal breaker for some site owners.	Attachment B - Standard Agreement provides for several milestone payments between contract award and execution. As stated in Q&A question 20, we will consider additional milestones on a case-by-case basis.
33.	Will Efficiency Maine allow manufactures and/or site hosts to notify Efficiency Maine of pricing modifications as a contractual alternate to five-year fixed pricing based on the CPI Calculator?	Bidders must indicate in their bids the initial starting price they intend to charge. Bidders may also propose an alternate price schedule for price changes to be implemented during the period of the contract for Efficiency Maine to consider.
34.	Reporting total dollar amount charged to the user collected by session is considered Confidential Business Information (CBI) or trade secret information by most EVSE manufacturers. Will Maine allow the use of CBI, trade secret, and other relevant intellectual property protections when requesting pricing activities of charging networks?	No. We do respect intellectual property protections where appropriate. In the case of reporting charges to users, we need to know the base price. For more details, see the NEVI rules.
35.	Would you be willing to change the 12-month completion timeframe to start at the time the utility interconnection is established?	No. That said, we will not unreasonably withhold extensions due to factors demonstrated to be outside the bidders' control or ability to foresee and address.
36.	Can Efficiency Maine provide guidance on the page limits for applicants wishing to submit multiple sites?	We will allow the following variance to the RFP page limits as posted in the RFP for those bidders who are proposing chargers at more than one location: <ol style="list-style-type: none"> 1. Regarding part 4. "Statement of Work/Proposed Site Location and Charger System" – we will allow <u>up to 5 pages</u> maximum for <u>each location</u> being proposed in the bid.

		2. Regarding part 5. “5. Qualifications, Capacity, and Readiness” – we will allow <u>up to 3 additional pages for each additional location</u> (after the first location) being proposed in the bid.
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