

EM-005-2021: Level 2 EV Chargers – 2020
Responses to Questions as of October 13, 2020

1. Is paving of the plug parking spots included?

a. Yes, per RFP Section 2.2 - Eligible costs. Paving of the specific parking spots that will be used for the chargers is an eligible cost.

2. Would you confirm that a retail parking lot (strip mall and/or grocery store lot) is eligible?

a. Yes. As explained at p. 8 of the RFP in Section 3.1, an eligible site includes a “public site” described as:

“... a facility with at least ten (10) parking spaces that is open to the general public at least twelve (12) hours per day, at least six (6) days per week. Examples of public sites include municipal or privately-operated parking lots or garages, parking lots at retail locations, restaurants, parks, public schools, destination locations, etc. Chargers at public sites may be intended primarily for patrons but should be available to any visitor to use.”

It is also possible that the retail parking lot may qualify as an eligible site under the RFP definition of a Qualified Workplace, per RFP Section 2.1, if it has the requisite number of employees and parking spaces.

3. My project needs to be installed by the middle of December. Can I still apply and get the incentive if they will be installed prior to incentive award?

a. No, this project would not be eligible. As a general matter, the Trust does not provide incentives to projects that have been approved prior to the Trust’s decision on whether to issue an incentive.

4. If we find a more competitive bid after application and approval can we change?

a. Yes, provided that the equipment and services procured through the more competitive bid are of a quality and/or quantity that is the same or better than what was represented in the initial bid. Prior to executing any purchase and installation of such a change, the awardee must seek written approval from the Trust to switch to the new bid.

5. Are finance costs an eligible cost?

a. Yes, provided that the bidder clearly identifies the sum of such costs.

6. Will vendor quotes from other applications be shared?

a. Competitive bids remain confidential until after the RFP award is made. See answer to Question 16 below, for lists of past awardees from previous rounds of Level 2 charger funding and the link to a resource that contains project cost information.

7. Do they have to be networked or just network capable?

a. In order to receive the Networked charger incentive amount, chargers must be actively networked for three years.

8. Will a private (non-municipal), solution providing free charging, albeit utilizing low cost, non-networked chargers, be particularly competitive?

a. All proposals will be scored against each category of the evaluation criteria outlined in RFP Section 5.1.

9. So, is "free" charging not a competitive advantage?

a. See previous answer.

10. Will any priority be given for town-sponsored sites?

a. No.

11. Does EMT have a preference if the rebate applies to the cost of the charging hardware or the installation costs?

a. No. Refer to RFP Section 2.2 to see which costs are eligible to be counted in the calculation of project costs to which the 80% incentive will be applied.

12. Do costs associated with bringing services (electricity, communications, etc.) to site require one or two quotes?

a. Per the RFP Section 4.2.2, these services require one quote.

13. If an application is sent in early, but has errors, will the applicant be notified before the submission deadline?

a. No. However, an applicant may, on its own initiative, correct an error and submit a revised application before the deadline, as listed in RFP Section 1.4.

14. Will for-profit vs non-profit applicants be scored differently?

a. They will not be scored differently.

15. If a bid is inadvertently incomplete, will you let us know?

a. No. See answer to Question 11 above.

16. In section 2.1 of the RFP, a "host site" is a specific geographic location on a specific property: is it acceptable to have 2 geographic locations on one site? We are looking at two separate charging stations on one campus.

a. The Trust would consider chargers in two different spots in the same parking lot as one site. However, if there are two different sites on campus, each of those sites would require a separate proposal.

17. Can you give a range of price for a 4-plug networked installation (not including operation and maintenance)?

a. Project costs are very site-specific and each site will have its own, unique costs. The Trust recommends that bidders perform a basic web search which should produce relevant information on various equipment and installation costs. By way of illustration, the Trust has compiled the following table from recently installed EMT Level II grant projects.

**Level II EV Charging Project Cost Ranges
2019-2020**

Single and Dual Port Chargers	\$665 - \$9,500
Other Equipment per Charger (Bollards, Mounts, Conduit, Wiring, etc.)	\$400 - \$3,500
Installation costs per Project	\$1,280 - \$14,120
Excavation costs per Project	\$1,400 - \$12,300
Annual Networking per Charger Port	\$280

18. Are all of the last rounds successful applications available online? If not, why not?

a. They are not available online. The following links list the Level II grant recipients from previous award rounds. These host sites may be willing to share project information and experiences with you.

[Level 2 Public EV Charging Stations – Round One Awardees](#)

[Level 2 Public EV Charging Stations – Round Two Awardees](#)

Also, Drive Electric Vermont offers an Installation Guide that provides information on types of equipment, installation costs, and other considerations to help prospective EV charger hosts plan a project. [Click here](#) to learn more.

19. Can I submit one project to EMT and another project to CMP’s pilot program if they are separate and distinct locations?

a. According to the Maine Public Utilities Commission Order approving the EMT pilot project and the CMP pilot project, “A customer chosen to participate in the EMT rebate program is not eligible for the CMP make-ready program.” We do not see any prohibition on submitting proposals to both pilots.

20. If a project developer wanted to spend time finding interested customers for a project could they get a quote from Installer A and Installer B each selling the same brand of EV charger? That said what if Installer A or Installer B are looking to sell the same brand of EV charger to a customer? Do they have to call each other and ask their competition to provide a quote for the same unit?

a. Per the Definition for Eligible Bidder outlined in the RFP at Section 2.1, a person or entity “in the business of selling or installing EV charger equipment is **not** an eligible bidder.” Only the property owner, or a lessee of the property who has written consent from the owner, is an eligible bidder. Also, as clearly described in the RFP at Section 4.2, sub-section 2, a bid will not be considered complete unless it provides *bona fide* price quotes from at least two vendors for each of the following elements of the proposed project: (1) charging equipment; (2) installation and commissioning of the charging equipment; and (3) where applicable, networking costs. A bidder may find lists of EV charger suppliers, installers, and project management service providers at www.energymaine.com/ev/electric-vehicle-resources/ or may find more than one brand of equipment or service with a simple search of the internet.

21. Do you have examples to share of locations that charge for the Level 2 network service?

a. See below for a list of awarded Level 2 charger host sites from past rounds who indicated that they would charge for electricity:

International Motel, Calais

Indian Hill Trading Post, Greenville

City of Bangor, 100 Broad Street

City of Portland, Payson Park
City of Portland, 1001 Westbrook Street
City of Portland, Back Cove Trail Parking
City of Portland, Corner of High/Spring Street
City of Rockland, 24 Limerock Street

22. Are car dealerships eligible?

a. Yes, provided that they are not in the business of selling or installing EV chargers. They must meet the other applicable eligibility requirements of the RFP. A bid from a dealership will be scored, on a case by case basis, pursuant to the evaluation criteria enumerated in Section 5.1 of the RFP. Be advised, however, that the Trust will not count charging of the dealership's own EV inventory toward the scoring of "likelihood of use" and "strategic value and quality of site and operations" (except as it may tend to interfere with the ability of the public to charge).

23. Do I have a better chance of getting the grant if I put in less chargers or the full eight?

a. All bids will be scored based on the criteria provided at Section 5.1 of the RFP: likelihood of use, strategic value and quality of site and operations; cost; and readiness/capacity.

24. Should I send the report in early or are no decisions being made until December?

a. All bids will be reviewed and awarded at the same time.

25. Would it be possible for us to apply for this grant, subject to funding in our FY22 budget which would be adopted around August 2021?

a. It would be possible for you to apply for the grant. The conditionality of your funding would be taken into consideration in the scoring criteria regarding capacity and project readiness.

26. Can a bid include multiple types of equipment within the same proposal?

a. Yes. We recommend that you insert words in the fields of the Application Form on pricing, and indicate which price and vendor applies to which piece of equipment or service.

27. Could you confirm that private universities are indeed eligible sites?

a. Private universities are not ineligible. The eligibility of a specific university applying for incentives through this RFP will be determined based on meeting the requirements of eligible bidders, eligible projects, eligible locations and eligible sites as enumerated in the RFP in Sections 2.1 and 3.1.