



Bidders' Informational Webinar

Request for Proposals for EV DC Fast Chargers at Maine Destinations

February 20, 2024

Efficiency Maine Introduction

- Runs the State's energy efficiency programs
- Provides rebates, financing, technical information, and registry of vendors
- Funded by utilities, Regional Greenhouse Gas Initiative, grants, and other sources
- Board appointed by the governor and confirmed by the legislature

Maine's Plan for EV Infrastructure Deployment



MaineDOT

**MAINE'S UPDATED PLAN
FOR ELECTRIC VEHICLE (EV)
INFRASTRUCTURE DEPLOYMENT
(MAINE'S NEVI PLAN)**

*Submitted to Federal Highway
Administration August 2023*

- Published in July 2022
- Updated annually
- Strategies for level 2 and level 3 charging
- Includes several federal funding sources
 - National Electric Vehicle Infrastructure (NEVI)
 - Charging and Fueling Infrastructure (CFI)
 - Maine Jobs and Recovery Plan (MJRP)

RFP for EV DC Fast Chargers at Maine Destinations

Purpose of this RFP

- Serve electric vehicles at popular destinations
- Fill gaps in public high-speed charging network
- Attract commerce and tourism

Available Funding

- \$2.8 million in MJRP funds for capital costs
- \$500,000 in NECEC funds for demand charges

Incentives

- Capital Incentive: 80% of eligible project costs net of expected federal tax credits and state, private, and federal grants
- Demand Charge Incentive: 100% of actual utility demand charges for first five years of operation up to \$100,000
- Final incentives will be the lesser of what is requested in the proposal, or the actual costs

Eligible Locations

- Rangeley
- Greenville/Moosehead
- Millinocket
- Gorham/Standish
- Orono

Charging Equipment Requirements

- Two (2) DCFC ports per site
- At least one port must be able to serve EVs using CCS standard (NACS is strongly encouraged for second port)
- Each site must be able to supply power according to an EV's power delivery request up to at least 150kW to two (2) vehicles simultaneously

Accessibility and Availability Requirements

- Available to public 24 hours/day, seven (7) days/week, year-round
- Have dusk-to-dawn area lighting
- Accessible to persons with disabilities (at least one parking space meets ADA requirements and is accessible according to U.S. Access Board Design Recommendations for Accessible Electric Vehicle Charging Stations (ADA spaces do NOT need to be ADA reserved)
- Provide appropriate safety instructions for EV drivers regarding the proper use of the charging equipment

Eligible Costs

- DCFC units
- Electrical system costs
- Services costs and personnel costs
- Shipping of hardware
- Extended warranties or maintenance contracts
- Hardware and software used to make the chargers “networked”
- Battery energy storage systems
- Utility “demand charges”

Non-eligible Costs

- Purchase or rental of real-estate
- Operating costs including but not limited to electricity bills (except "demand charges", management and legal costs, insurance, and snow removal)

Application Requirements

- RFP response with supplements
 - References, resumes, host site engagement or agreement, and utility engagement or load form (Attachment C and/or D)
- Project Cost Proposal Form for each site (Attachment A)
- Sample Contract proposed redlines (Attachment B)
- Confidentiality Agreement (Attachment E)
- Team Commitment Form (Attachment F)
- IRS Form W-9 (Attachment G)

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 letter of credit to repay capital incentive as alternative to Riders D, E, and F

Payment Schedule

Milestone 1

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

Milestone 2

- Reimbursement of up to 80% of 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 five-year term
- If bidder does NOT request demand charge incentive, letter of credit in amount of maximum demand charge incentive (\$100,000) will be required and released at end of fifth year

Scoring Criteria

Cost to the program (30 points)

- Grant amount (capital and demand charge incentives) requested/site

Quality of the proposed site, equipment, and systems (30 points)

- Convenience, accessibility, and amenities at proposed site
- Reasonable and attractive starting rate

Qualifications, capacity, and readiness (30 points)

- Commitment of key participants (host site, equipment provider, installation subcontractors, operator)
- Likelihood of long-term sustainability

Overall proposal quality and responsiveness (10 points)

- Adequate supporting data and documentation

RFP Schedule

RFP Issued:	December 11, 2023
Questions Due:	January 12, 2024
Responses to Questions Posted:	January 24, 2024
Bidders' Informational Webinar:	February 20, 2024
Proposals Due:	March 15, 2024, 11:59 p.m. ET
Anticipated Award Date:	May 14, 2024
Anticipated Contract Start:	May 14, 2024
Anticipated Project Completion Deadline:	May 14, 2025

Note: Schedule subject to change

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Questions & Answers