

## RFP 2013-009 DC Quick Charger Deployment Program Questions

- **Q1:** The City or County of [redacted] is interested in getting help to establish quick charge infrastructure to support department use of EVs...AND neighboring residential or commercial demand for the chargers. Is this an appropriate grant source for this purpose?
  - **A1:** This solicitation is seeking proposals for DC quick charging equipment only. Section IV B. of the RFP lists minimum specifications for DC quick chargers. The Air District anticipates issuing a separate solicitation seeking proposals for deployment of level 1 and level 2 chargers at employer site, multifamily dwelling units, and other strategic locations. This solicitation is anticipated to be issued by early 2014.
- **Q2:** Also, there's reference throughout the RFP to "contractors". It made me wonder if this is geared toward contractors vs. property owners. And again, would the City or County be eligible as both?
  - **A2:** Section IV A of the RFP lists out the eligibility requirements for "Contractors". Eligible Contractors include a property owner, tenant, or company licensed to operate in the State of California who have authorization to apply for and obtain necessary electrical/building permits to install equipment on the property. If the contractor is not a property owner, applications must include a letter from the property owner granting the contractor authorization to conduct work on their behalf.
- **Q3:** Is there a cap on funding requested--per applicant organization?
  - **A3:** While there is not a specific cap on funding (number chargers that will be awarded) per applicant, it is the Air District's intention to ensure that there is broad geographic distribution of DC fast chargers. Section VI of the RFP, Proposal Evaluation, contains a listing of the criteria that will be used in the evaluation of proposals.
- **Q4:** The initial grant is for \$10,000 with additional \$5,000 payments for two years depending on usage. I assume that the actual charger is in addition to the cash grant. Does BAAQMD believe the \$10,000 is sufficient to cover the cost of the installation? Our understanding was a typical installation was in the range of \$60,000 - \$80,000. Is there a local cash match involved or is it in kind? I did not see any reference to a local match in the document.
  - **A4:** The incentive funding that is available through this solicitation is intended to help reduce the cost of purchasing and installing DC quick chargers. Awardees will need to provide matching funds to cover the balance of cost beyond the funds provided by the Air District. Section IV.A.2. of the RFP identifies the financial responsibility of the applicant.
- **Q5:** City CarShare would be interested in partnering with property owners on an RFP with the objective of having DC Quick Charge capability for several of our EV fleet. Could you announce that anyone interested could contact Mike Harrigan at City CarShare [mharrigan@citycarshare.org](mailto:mharrigan@citycarshare.org).
  - **A5:** Noted
- **Q6:** It seems that you need approximately 4 users per day at 20kW per charge to achieve the kWh targets. Is that about what you are looking for?
  - **A6:** The minimum 30,972 kWh usage requirement is equivalent to 107,000 electric vehicle (EV) miles driven. The assumption of four vehicles charging per day is within the scope of this 107,000 mile equivalent. The calculation to

determine how many vehicles would need to charge per day to meet the 30,972 kWh requirement is dependent on the number of kWh going into the vehicle. Vehicles charging for longer periods of time could receive more kWh compared to vehicles that charge for a shorter period of time. The maximum award of \$20,000 is equivalent to 213,000 EV miles driven.

- **Q7:** Can you put 46,000 kWhs in context i.e. how many vehicle charges does this represent?
  - **A7:** See previous response.
- **Q8:** "Nissan's Free charger" means Nissan own branding charger? Correct?
  - **A8:** Nissan has initially proposed the EATON DC Quick Charger for this program, but may substitute that brand with any other quick charger that meets the specifications listed in Section IV.G of the RFP.
- **Q9:** Nissan is providing a DC Fast Charger that could be from any manufacturer - correct?
  - **A9:** See previous response.
- **Q10:** The 3-week timeframe for responding to this RFP doesn't give us, as a local government, enough time to get authorization from City Council for the sizable match for installation that we know that we'll need. We suspect that this will be an issue for other local governments too. Could the timeframe be expanded and/or more money be put towards installation? Based on the work we've done in our community, we are pessimistic that any installs can be done for the \$10,000 base award provided by the RFP. Is that also your expectation?
  - **A10:** In cases where additional time is needed to obtain letters of support or resolutions, applicants may submit their applications by the October 16th deadline and claim an exception which explains when the documents will be submitted and the application is complete. However, incomplete applications will not be given any priority ranking nor will they be reviewed until the application is complete. Also, it is very unlikely that the award of funding will cover the full cost of purchasing, installing and operating a DC Quick Charger. Purchase and installation costs alone may range between \$50,000 to \$100,000, or more. Because of the significant costs that are associated with this type of project that are not covered by this grant, public agencies are encouraged to form private/public partnerships. Also, because of the significant variation in project costs, applications must include cost quotes that are site and equipment specific.
- **Q11:** What is the typical kWh per DC Quick Charging session?
  - **A11:** A study from the Department of Energy (DOE) sponsored Electric Vehicle (EV) Project has estimated that the majority of charging sessions for each DC Quick Charge is between 20 to 35 kWh.
- **Q12:** You said that you could install either a CHAdeMO or SAE charger. Could you install 2 to 4 40 kW SAE Chargers?
  - **A12:** SAE Chargers are eligible for the program; however applicants that propose to install only SAE standard chargers will need ensure that they have adequately documented how their chargers would meet the minimum 30,972 kWh usage requirement. Applicants may also propose to install more than one DC Quick Charge and each site/installation is evaluated separately and eligible for up to \$20,000. However, applicants that propose to install two or more DC quick chargers at one location would need to address the two-mile radius restriction.

- **Q13:** Will there be any extensions considered if party does not complete install in 4 months? For example, what if we are half way through construction when 4 month deadline occurs?
  - **A13:** The RFP and subsequent contract will require that installations be completed within 4 months from the date of contract execution. These requests will be considered on a case-by-case basis. For those projects that are requesting a free DC quick charger from Nissan, not meeting the installation timeline requirements would forfeit the free charger. Similarly, failure to comply with this and/or any other project requirement may result in forfeiture of grant funding. Finally, applicants are encouraged to wait until project is ready for implementation before applying for funding.
- **Q14:** Is the Year 2 number cumulative (sum of years 1 and 2)?
  - **A14:** Contractors will be paid the base award of \$10,000 after the DC Quick Charger is installed and placed into service. After one year of operation, contractors are eligible for a maximum additional payment of \$5,000 if the quick charge station meets the cumulative usage requirement of 46,458 kWh. This \$5,000 award would be prorated if you exceed the minimum electricity usage requirement of 30,972 kWh but do not meet the full minimum usage requirement of 46,458 kWh. By the end of the second year of operation contractors may qualify for the full bonus award amount of \$10,000 if you achieved the minimum electricity usage of 61,944 kWh and did not receive a bonus award after the first year of operation. If the 61,944 kWh is not met at the end of the second year, you can opt for a third year of operation if the station exceeded the minimum kWh usage requirement. This third year of operation is required for projects that have not met the minimum kWh usage requirement after two years of operation.
- **Q15:** Do you have any guidance on what the typical total cost (purchase and install) of a fast charger is?
  - **A15:** Purchase and installation costs for each DC Quick Charger can vary depending on the type of quick charger chosen for installation and the location of the installation. These costs can range from \$50,000 to \$100,000 per quick charger installation. To better understand costs associated with the quick charger installation, applicants are encouraged to complete site inspections and electrical load calculations for each proposed site. Ongoing costs (i.e. maintenance, networking, electricity usage/demand charges) are additional expenses to consider for each quick charge installation. The \$20,000 incentive is meant to supplement matching funds that would be provided by the contractor; incentive funds are not meant to fully cover the installation and operational costs of the DC Quick Charger.
- **Q16:** Would a municipality be eligible for this particular pot of money?
  - **A16:** Eligible Contractors are identified in Section IV.A of the RFP. Municipalities would need to meet these requirements.
- **Q17:** Could you repeat what you said about future solicitations specifically for public agencies? Thanks!
  - **A17:** Expected to launch in April 2014, the Air District is developing an Electric Vehicle Project (EVP) specifically for Public Agencies (e.g., City, County, Federal, State, Regional) in the Air District's jurisdiction. The funding available from this program would augment the funding available from the California Vehicle Rebate Project (CVRP). Funding from this program could provide a discount incentive for the purchase of on road vehicles. Also, although the guidelines and policies for this program are still under development the Air

District is exploring the ability to include funding for the purchase of electric motorcycles.

- **Q18:** Several of the CHAdeMO charger manufacturers assumed that since most cars operate at above 200V DC, they would only provide a DC voltage range from 200V to 500V DC, not covering the full specification. Of the currently available chargers, Blink chargers are most likely to have this issue. We would respectfully request that any DCQC installed in the Bay Area under this RFP would allow for the full voltage range of the CHAdeMO specification, so that any of Zero's line of motorcycles would be able to charge if they are equipped with the CHAdeMO option.
  - **A18:** Given the emission reduction goals of the DC Quick Charger Deployment program, and the evaluation criteria of the RFP, preference will be given to applications that can provide DC Quick Charging refueling availability to the largest number of vehicles.
- **Q19:** While we look forward to these vehicles reaching our communities and support the deployment of SAE-Combo alongside CHAdeMO, it would be a disservice to the current owners of vehicles if they pull up to a new DC quick charging station and discover they cannot charge. It also creates more confusion for consumers as they wonder how to make choices in the marketplace. Again we would respectfully request that all stations deployed under this RFP have at least one CHAdeMO DCQC port to serve the existing base of vehicles.
  - **A19:** Given the expectation that emission reductions will be achieved within the next one to three years, the evaluation criteria of the RFP provides preference to applications that propose equipment that can refuel the largest number of vehicles. Preference will be given first to proposals for combo CHAdeMO/SAE chargers, 2nd to CHAdeMO only and 3rd to SAE only.
- **Q20:** I just noticed that your e-mail references a due date of Oct 15 for first consideration while the text of the RFP references Oct 16. Just want to confirm that Oct 16 is the appropriate deadline?
  - **A20:** The deadline for first consideration is October 16, 2013. Qualifying proposals submitted after this deadline are accepted on a first-come first-served basis, until funds are exhausted or June 30, 2014.
- **Q21:** Is anyone communicating with gas station owners on opportunities like this? Over the past 50 plus years, they've identified the optimal locations to refuel vehicles.
  - **A21:** The Air District sent this notice of solicitation to parties that have previously requested information regarding grant funding opportunities at the Air District.
- **Q22:** I recommend BAAQMD require a statement from bidders that program funding will not be used to further regulatory compliance with other mandated programs.
  - **A22:** Noted. Applicants with the highest-ranking proposals will be required to submit a certification of compliance with RFP requirements.
- **Q23:** How many people are on this call?
  - **A23:** The pre-bidder online webinar recorded 24 attendees.
- **Q24:** Would [redacted], which is a [redacted] facility and doesn't allow for general public access except for those who have business on site, be eligible?
  - **A24:** No, charger must be accessible to the public, at a minimum, during peak traffic periods. See Section IV.D.4. of the RFP for more information.~~In cases where the site does not allow for general public access, applicants may claim an exception which explains why requirement cannot be met and how they will meet the minimum usage requirement (30,972 kWh).~~
- **Q25:** Is the \$10k initial money for each station supposed to cover all the installations cost or any portion of it?

- **A25:** See response under Q4.
- **Q26:** Can the installation be completed by the owning contractor?
  - **A26:** Section IV.F.1. of the RFP states that contractor must be licensed to complete the work in the State of California and is required to secure all permit(s) issued by State or local permitting authorities for the DC quick charger installation(s) including easements and right of way access to property as necessary.
- **Q27:** I am concerned about RFP Section IV, paragraph D.4, which states, in part, "Stations and equipment must be accessible to the public, ..." Please let us know if we qualify per the above cited eligibility requirement, and/or if an exception can be granted as soon as is feasible.
  - **A27:** See response under Q24.
- **Q28:** This RFP is for an agency to run a program that would institute a DC Quick Charging program correct? This is not a solicitation for grant funding available for a City or utility to apply for funding to install new DC quick chargers correct?
  - **A28:** This solicitation is open to public or private entities that meet the eligible contractor requirements in Section IV.A. of the RFP who will complete the installation of one or more DC quick chargers under this program.
- **Q29:** Must contractors use an approved installer?
  - **A29:** No, contractor may use their own installer to install equipment. Also see response under Q26.
- **Q30:** Does the grant pay for design or only construction costs?
  - **A30:** Eligible costs may include labor and material associated with design, provided that costs are incurred after contract execution. However, the maximum award may not exceed \$20,000 per charger installed.
- **Q31:** Does the Nissan unit come with a maintenance contract?
  - **A31:** Section IV.G.6. of the RFP states that Nissan may require certain additional agreements from contractors as a condition to receiving a free DC quick charger. Also, see response under Q8.
- **Q32:** If there is user payment option, then there is an operating contract and it is usually operated by cell phone. Who is the operator, and if after two years and the term expires is the unit compatible to be transferred to another operator?
  - **A32:** User fee collection is the responsibility of the contractor. Operator is dependent on the DC quick charger selected, which may include an option for contractor to choose their own operator. Section IV. B.3. of the RFP lists out the acceptable payment options. Applicants are responsible for indicating their payment option to the user as part of their submittal.
- **Q33:** Is cell phone service necessary to operate the Nissan units?
  - **A33:** See response under Q8.
- **Q34:** Would a retail store location be acceptable, assuming it satisfied the Eligible Station Location criteria in section IV.D?
  - **A34:** Yes, proposed stations (such as retail store locations) that meet the requirements listed under Section IV.D. of the RFP are eligible station locations.
- **Q35:** Could you please clarify the following language that I have found in the RFP?

"Any party to whom Nissan has provided funding or DC quick charging equipment (either a full or partial discount of retail price) for the sole purpose of installing DC quick charging equipment is ineligible for a free DC quick charger, unless the DC quick charger is incremental to the number of DC quick chargers provided by Nissan, or incremental to the number of DC quick chargers for which Nissan provided funding."

What does the incremental part of the language exactly mean? Could you please clarify?

- **A35:** If an applicant is already receiving funds from Nissan to install X number of DC quick chargers, then that applicant may not request free DC quick chargers under this program to meet *that* obligation. For example, if an applicant has received or is planning to receive funding from Nissan to install a DC quick charger at location Y, that applicant may not apply for additional free DC quick chargers to be installed at the same Y location, unless the applicant is proposing expand the scope of the Nissan-funded portion of the project and install additional chargers.
- **Q36:**
  - Are the slides to the presentation going to be available on the district's website?
  - Can I get a copy of these slides?
    - **A36:** Slides from the pre-bidders conference are posted on the [Air District's RFP website](#).
- **Q37:**
  - What source provides the electricity on an ongoing basis? Is this covered in part or in full by the funding?
  - What will be the estimated ongoing costs, including the utility charges related to the electrical output? Are there incentives or subsidies available for this?
    - **A37:** Section IV.C. of the RFP discusses eligible and ineligible costs for reimbursement. Ineligible costs for reimbursement from the Air District include operational and maintenance costs. The applicant is responsible for **all** operational and maintenance costs, including the cost of electricity. It is important that the applicant show their understanding of all costs that are not covered by this grant program, including ongoing costs in their proposals, as these may be fairly significant. Additionally, the Air District is not aware of any other subsidy or incentives to help pay for ongoing operational and maintenance costs.
- **Q38:** Is the \$12/charge firm? Charging a Tesla would be at a loss. Will there be an inflation adjustment? PG&E is raising rates by 6.7% in January and there will probably be another rate increase in 2014.
  - **A38:** The RFP establishes a standard maximum charge of \$12 per charge. However, an applicant may choose to request an exemption to this standard if they propose to charge more than \$12/charge. When claiming an exception, applicants must provide sufficient information to allow the Air District to evaluate the request for an exception, such as a justification of the proposed rates, identification of any mitigating or alternative solutions, and an explanation on the applicant's intent to ensure that the minimum usage requirements are met (i.e., explain how charging more than \$12 would not deter PEV drivers from using the equipment).
- **Q39:** Are charging fees up to the owner, and typically are the chargers revenue neutral or revenue positive with respect to energy costs?
  - **A39:** The applicant decides the charging fee, up to a maximum rate of \$12 per charge. There are many factors (including supply, demand, and the charging fee) that will determine whether the charger is revenue neutral or revenue positive. In addition, if the applicant can take advantage of the free charger, the maximum Air District award, and tax credits, then that applicant will likely realize a shorter payback period, in which the applicant may start generating revenue. The applicant must also consider ongoing costs such as electricity, demand charges, maintenance, and fees. Applicants are advised to consult with their

utility equipment vendor and installer, and tax specialists to fully understand their initial and ongoing costs.

- **Q40:**
  - Is the 2 mile radius for only other quick DC chargers or just any charger?
  - Can you provide more explanation about the >2 mile requirement for placement of the DC fast charger?
    - **A40:** Section IV.D. of the RFP discusses eligible station locations and other station requirements. Proposed DC quick chargers must be located greater than two miles from the nearest existing *DC quick charger* station. The Air District's goal is to create a regional network of DC quick chargers by ensuring a broad distribution of DC quick charging coverage. The Air District prioritizes proposed stations locations that would site DC quick chargers in roadway corridors/areas that are underserved in order to provide emergency charging and to create a safety network to extend PEV drivers' range and that would site additional equipment in areas where existing infrastructure is overwhelmed (e.g., used more than 6 times per day).
- **Q41:** Given the priority on dual CHAdeMO and SAE, then CHAdeMO only, then SAE-only; and that this is first-come-first-serve, how do you balance those two criteria?
  - **A41:** The Air District has funding to incentivize the installation of 50 DC quick chargers, which should ensure that both types of chargers are available within the Bay Area. The Air District will evaluate the funding award to ensure that both standards are being installed and may at a later date update the RFP accordingly if there is a need to refocus funding on a specific type of standard in order to provide a safety network for all vehicles.
- **Q42:** You mentioned that this is first come first serve. Have you received any applications yet? Have you awarded any applications yet?
  - **A42:** We have received applications for three chargers, but we have not awarded any to date. The solicitation will remain open through June 30, 2014, until funds have been exhausted. The RFP announcement will periodically be updated to reflect the remaining funds.
- **Q43:** Can we just apply for one free nissan charger, and use the \$20,000 for installation?
  - **A43:** Yes, for each site, you may apply for one free Nissan charger AND up to \$20,000 in Air District funds for eligible reimbursements, as specified in Section IV of the RFP. Based on the payment schedule, awardees will be reimbursed \$10,000 after the charger is installed and placed into service, and be eligible to receive up to an additional \$10,000 after the first, second and third year of operations, based on charger usage.
- **Q44:** Does the Nissan \$15,000 incentive apply only to fast chargers, or also to Level 2 chargers?
  - **A44:** The Nissan incentive applies to only the DC quick chargers. Please contact Nissan about opportunities with level 2 charging. Also, early next year, the Air District is planning to offer incentives for installing level 2 charging at multi-dwelling units, workplaces, and high traffic destinations.
- **Q45:**
  - The free nissan chargers are Eaton, correct?
  - When David says that Nissan will provide free chargers, is it only the Nissan charger? The Eaton would be available for a fee?
    - **A45:** Both the Nissan charger and the Eaton charger are provided for free as part of this program. There may be opportunities to add additional DC Quick Charge

equipment to that list, provided that the equipment will meet the minimum standards listed in the RFP.

- **Q46:**
  - Is there a preference for open protocol networks as in line with CA DGS latest procurement requirements?
  - Just for clarification: DGS has a proposal out right now that requires open protocol or OCPP. The intent is to minimize the risk of stranded assets and to avoid being locked into a single network service provider. With closed protocol systems, there is no flexibility to change the service provider.
    - **A46:** This RFP has no criterion or preference for open protocol networks; however, awardees **must** allow an option for non-network subscribers to use the equipment, such as paying by credit card or paying by phone.
- **Q47:** Is there still expectation that the proposal be only eight pages. The criteria makes it hard to get all the information in just eight pages.
  - **A47:** Section III.B.4 of the RFP states that proposals are not to exceed eight double-sided pages including proposal letters, table of contents, and any attachments. To clarify, eight double-sided pages is equal to 16 sides. Applicants are encouraged to provide thorough and concise information in their proposals.
- **Q48:** Do you know how much it would cost to upgrade to SAE on the Eaton?
  - **A48:** That cost is undetermined. Once the Eaton SAE connector has received UL-approval, they will make an announcement of what that cost will be.
- **Q49:** I have plans to install a 20kw charger and upgrade to 50kw dual connector charger at a later date. Would that qualify?
  - **A49:** No, eligible chargers must either be 40kW or 50kW at the time the charger is installed and placed into service.
- **Q50:** Can you help me understand time line as well - if we were to apply for a grant before the holidays, how long would it take before funds were awarded and the 4-month installation clock starts ticking?
  - **A50:** Assuming that a total project request is for under \$70,000, it will take up to four to five weeks to execute a contract. Any requests over \$70,000 will require an additional 45-60 days. **NOTE:** Maximum award amount is \$20,000 per DC quick charger installed.
- **Q51:** Would AQMD be willing to work with us and extend the installation deadline if necessary?
  - **A51:** The dates and deadlines in the RFP are firm. The Air District suggests that applicants wait to apply until they are ready to implement the project.
- **Q52:** Also, the [redacted] project is being funded with \$1.25m Measure 2 funds from MTC - would the AQMD have any issue doubling up with grants?
  - **A52:** The Air District is supportive of applicants forming private/public partnerships to develop a proposal for this RFP. Air District funding from the RFP is awarded based on the reduction of criteria pollutants that are achieved through project implementation. Co-funding with other government funding is permissible when those funds **do not** require, or base their funding on, the reduction of criteria pollutants as part of in their evaluation for award. **NOTE:** Section V.A.2 of the RFP requires the applicant to provide a detailed cost estimate that would identify the source of the matching funds for the DC quick charger project.



- **Q53:** During the webinar I thought I heard someone mention a secondary timeline with either a starting or end date of March 28, 2014 and I believe it was referred to as Level 2. We will be submitting a proposal. I realize we missed the October deadline and that proposals will be reviewed on a first-come, first-serve basis now.
  - **A53:** The Air District's DC Quick Charger Deployment program continues to accept applications on a first-come, first-serve basis. Applicants to this program who can all required permits by March 28, 2013, can qualify for a no-cost DC Quick Charger.  
By early 2014, the Air District anticipates issuing a separate solicitation seeking proposals for the deployment of level 1 and level 2 chargers at employer sites, multi-family dwelling units, and other strategic locations.
- **Q54:** Must we ALSO be located in the BAAQMD in order to apply for the free Nissan DC Fast Charger, or is that a separate issue?
  - **A54:** Up to \$20,000 in Air District funds is available per DC quick charger installed that meets the DC Quick Charger Deployment Program requirements. Through this program, contractors who are determined to meet all eligibility requirements by January 27, 2014, and who can obtain and provide a copy of all required permits within 60 days from the date of contract execution and no later than March 28, 2014, may also be eligible to receive one or more free DC quick chargers provided by Nissan North America, Inc. (Nissan). For inquiries about Nissan incentives for proposed stations located outside of Air District's boundaries, please contact David Peterson (Nissan) at david.peterson@nissan-usa.com.