

The information below was posted on January 3, 2011

Are the letters of support part of the 15 page maximum proposal? Do you need to submit separate proposal letter and contact information for each component proposal?

Contact information can be included in the cover letter and does not need to be submitted separately. Each proposal for the EVSE Home Charger Rebate Program, DC Fast Charge Deployment Program and Program Co-ordination is limited to a 15 page maximum. Note, the proposal letter, table of contents, firm contact information and letters of support are not included in the 15 page maximum proposal limit.

A contractor applying to more than one component of the RFP is not required to submit a separate proposal letter or firm contact information for each proposal if the proposal letter and firm contact is consistent for the RFP components. Table of contents will need to address the information contained in each proposal.

The information below was posted December, 28, 2010

Workshop

How do the EVSE Home Charger Rebate program requirements work for Apartment/Multi-family dwelling units? The owner of the vehicle may not be the property owner where the EVSE device will be installed.

The EVSE Home Charger Rebate Program RFP identifies specific requirements that must be met in order to be eligible for Air District funding. In addition to the other requirements detailed in the RFP, the address of the EVSE installed must match the registered address of the new vehicle purchased. The Air District recognizes that instances may arise where an EVSE purchaser will not qualify for the \$700 rebate under the Home Charger Rebate Program.

Can you clarify if the installation is for 2,000 home chargers or residential chargers?

The EVSE Home Charger Rebate Program has a goal to provide a minimum of 2,000 rebates (cost reductions) to residents within the Air District's jurisdiction. This program funding may be used for installs in single family and multi-family homes and buildings whenever all conditions of the Home Charger Rebate Program can be met. It is not the intention of the Air District to pay for EVSE installations for non-residential use under this program.

Is the Air District EVSE Home Charger Rebate Program designed to provide a rebate to individuals or discount to those who have purchased and installed EVSE Equipment for their home?

The EVSE Home Charger Rebate program is designed to minimize the incremental cost of EV ownership by helping to reduce the cost of EVSE installation to the consumer. Prospective

bidders should detail the process they propose to provide a reduced cost/no cost EVSE installation and the process they propose to seek reimbursement from the Air District. The Air District will score and rank proposals based on the scoring criteria identified in the RFP, which includes final cost and ease of use to residents.

How will you address the risk to the manufacturer if they provide a rebate to the customer, but the documentation submitted would not meet program requirements and manufacturer would not qualify for the \$700 rebate?

The RFP and the agreement executed between the Contractor and the Air District will clearly delineate the Program eligibility requirements. In situations where the Contractor is unsure if the EVSE purchaser would qualify for the rebate program the Contractor would, on a case by case basis, be encouraged to consult with Air District staff for clarification.

Does the 30% federal tax credit apply before or after the Air District \$700?

The Air District is not able to advise bidders on how the Air District's funding will affect the 30% rebate standard. Bidders are encouraged to consult with their legal and fiscal staff to determine how these requirements may affect your proposal, and to address this and other pertinent issues in the proposal.

If the contractor applies to all three components of the EVSE Deployment Program RFP the Air District may receive a 45 page application?

Bidders must apply to each component of the RFP separately as separate application not to exceed 15 pages. The Air District will review proposals to each component independent of all other application materials. See RFP for a complete listing of instructions and exceptions to the 15 page maximum. Each submitted response must address each component separately.

Is there additional information regarding the FY 2009/2010 award of \$1.4 million of funding for electric vehicle infrastructure open to the public to review?

Information regarding previously funded Air District projects is available for review. Please contact the Air District to receive a listing of EV projects funded in 2009/2010.

Can you please expand on the RFP contractor requirement to comment on the "*consumer's ability to obtain competitive installations bids, if applicable describe the process*" for the EVSE Home Rebate Charger Program?

It is the Air District's intention to provide the opportunity for choice regarding the cost of installation to the EVSE purchasers. The RFP requests an explanation by bidders as to whether EVSE purchaser may obtain competitive bids on the installation cost, and if to explain the process the Contractor will use to ensure that all program requirements are met. Proposals should address whether the EVSE purchaser is responsible for finding their own EVSE installer or will they be directed to a contractor approved by the EVSE vendor? If the EVSE purchaser is not satisfied

with an installation quote provided by the Contractor or their subcontractors, may they go to another vendor for the installation?

If RFP response scoring is based on the cost of the EVSE installation is there a prevailing wage that should be considered when the contractor is estimating the EVSE installation costs?

No. All work performed in the EVSE Deployment Program will need to meet applicable Federal, State and local requirements and the costs associated with those requirements should be reflected in the estimates. If the EVSE Deployment Program funds will be used to complement other grant funding sources, bidders should use the same cost estimates approved by other funding sources.

In regards to the contractor requirement to collect vehicle usage data, is there a minimum amount of information that must be collected?

Although there is no a minimum identified in the RFP, it is the Air District's intention to gather usage data through this Program. Therefore, proposals that successfully demonstrate an ability to collect relevant vehicle and EVSE usage data will score higher.

Will the DC Fast Charge Deployment map need to be included in the RFP responses?

Although not a requirement, a map may be included a time of submission. Proposal with the best information available may score higher.

What is the turnaround time by the Air District for reimbursement payment to contractors?

Reimbursements are processed within 30 days of receiving a completed invoice.

What is the intent of the advertising requirement of the EVSE Home Rebate Program?

The intent is to acknowledge the Air District as a finding source whenever the program is discussed with the public or advertised. Additionally, EVSE purchasers should be informed that the program is voluntary and that data collection is a requirement of the program.

What qualifies as a local and green business in the Bay Area?

Local businesses are those that operate within the Air District boundaries. Green businesses are those that have demonstrated practices that promote sustainability and environmental stewardship. Please see the RFP for a complete description of scoring criteria.

When will contracts be awarded?

After the RFP responses are reviewed and scored by Air District Staff the highest scores will be recommended to the Air District Board of Directors for approval. The Air District is tentatively scheduled consideration of recommendations in February with contract awards being mailed and executed in February/March.

Other Questions

Will the Air District accept emailed proposals?

Applicants should submit two hard copies of each proposal **and** email a copy by the due date. Please review submittal requirements detailed in the RFP.

How can the district funding be utilized to support EVSE residential deployment when the manufacturer has funding contributions from other sources? In some cases the subsidy could bring cost close to zero. Can we use the rebate program to compliment these programs? (certain rules apply in the other programs that would mean not full coverage to all consumers in Bay Area)

Yes. One of the goals of the EVSE Home Charger Rebate Program is to minimize the incremental cost of EV ownership by helping to reduce the cost of EVSE installation to the consumer. The Air District allows its funding be used as match for other funding sources/programs in order to extend the amount of project effort level and deployment opportunities in the Bay Area.

Can we use the rebate program in the already subsidized program to support the administration costs?

The EVSE Home Charger Rebate Program is designed to minimize the incremental cost of EV ownership by helping to reduce the cost of EVSE installation to the consumer. Bidders should identify all costs associated with their proposal, including administrative costs, if any.

Is there a minimum or maximum number of stations that should be indicated in the application? When and how will the numbers be determined?

The EVSE Home Charger Rebate Program will partially fund a minimum of 2,000 chargers and 20 DC fast chargers. The number of installations may increase at the Air District's discretion. Bidders should propose the number of installs that they can handle and proposals will be accepted that propose to install fewer than the maximum. Air District staff anticipates that one or more contractors will be selected for the Home Charger and DC Fast Charger programs. Air District Staff will determine the number of EVSE Chargers to be assigned to each Contractor based on the scores and the information contained in the proposals.

Where a manufacturer has a number of distribution partners, strategic partners, etc is it acceptable to submit one umbrella application with letters of support and MOU's with the partners--or apply separately with each? Does it matter?

It is preferable to receive a single application that clearly delineates the roles and responsibilities of all partners. In cases where there will be multiple partnerships for the EVSE Home Charger Rebate Program the entity that will be responsible for reporting requirements and invoicing should be the lead applicant.

What is the due date for the RFP Responses?

RFP responses are due January 5, 2010 by 4:00pm.

How much funding is available for the EVSE Deployment Program?

The Air District has allocated up to \$5.0 million to deploy home and public charging equipment over the next two years in the Bay Area. The initial phases of the EVSE Deployment Program will fund 2,000 residential chargers at \$700 (maximum) each = \$1.4 million, 20 DC Fast chargers at \$15,000 (maximum) = \$300,000 and Program Co-ordination at \$50,000 (maximum). The total initial funding for the program is \$1.75 million. The Air District may increase funding for each of these categories at its discretion. Additionally, the Air District anticipates reserving up \$1 million for deployment of public Level II chargers. That RFP is anticipated to be issued Spring 2011.

On the current EV-related RFPS, do manufacturers only qualify to respond or would distributors and other authorized resellers qualify?

Eligible applicants include EVSE manufacturers, EVSE wholesaler, EVSE distributors, and EV auto manufacturers. For Program Co-ordination, the Contractor is required to be a selected Contractor or participant in the Air District DC Fast Charger Deployment Program or the EVSE Home Charger Rebate Program.

Can the RFP response due date be extended?

The Air District is unable to extend the due date for the RFP responses. Additional funding opportunities for the EVSE Deployment Program may be made available in the future. We encourage you to visit www.baaqmd.gov/evready for EVSE Deployment Program updates.