

RFP EM-010-2021: DCFC ELECTRIC VEHICLE CHARGING (PHASE 3)

Responses to Questions as of February 26, 2021

1. Will locations outside of the target areas be considered eligible (e.g., Bar Harbor)?

Answer: No.

2. The map shows Rt 1A between Ellsworth and Bangor/Brewer as eligible, but the target list does not mention it. Is Route 1A also eligible?

Answer: Route 1A is not eligible unless it is within 1 mile of Route 1 (between Rockland and Ellsworth) or within 1 mile of I-395 in Bangor/Brewer.

3. It appears the proposal needs to be in Word format. Is this correct?

Answer: **Please note the following correction** in Section 6.2 for proposal submission guidelines. Attachments A and C must be in Microsoft Word and/or pdf format. Attachment B must be in Microsoft Excel format.

4. On page 8, re Demand Charge Incentive, what level of ‘separate meter’ is meant by: “To be eligible for the Demand Charge Incentive the two DC fast chargers installed under this award must be metered separately from other loads.” Does that mean necessarily separate utility service or just metered separately so that the demand charge impact of the charger themselves can be assessed (perhaps by private sub-meter)?

Answer: The Trust assumes that most, if not all, bidders will establish separate utility service serving the DC Fast Chargers. If that will not be the case, the bidder must note this in its bid and it will be up to the bidder to demonstrate and validate, to the satisfaction of the Efficiency Maine Trust, the incremental demand charges on the host site’s electric utility bill that are attributable to the two 50 kW that are being solicited through this RFP.

5. Are utilities able to support costs of grid connection?

Answer: It is the responsibility of each applicant to contact the appropriate electrical utility for cost estimates regarding DCFC installations. Applicants are encouraged to contact the utility very early in their project planning process. Utility construction and interconnection costs incurred by the awardee as a result of the DCFC installation will be considered eligible costs.

See below for local utility contacts:

Central Maine Power (CMP)
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6. On page 13, Section 4.3.2 (2)(c) Customer Payment, how do you figure the cost per kwh in relation to the retail cost of gasoline? What is the assume vehicle efficiency? What grade of retail gasoline? Is the expectation that the price is adjusted down if gas gets cheaper? Or is this just a limitation on where we set the price to start? Are per session fees and idling charges in addition to the kwh or hourly rate? How flexible is this requirement if economics demand a higher price per kWh?

Answer: Please refer to Attachment C, page 14, Section 5 – Pricing, for the expectations, requirements, methodology, and assumptions regarding all financial rates, charges, costs, and fees bidders intend to assess in connection with each DCFC. As detailed in the RFP, any rate or fee charged for parking or other service may be distinct from the cost for the electricity supplied to the customer for each charging event.

7. On page 7, Section 2.3, it states the selected bidder will be expected to ...” promote the use of the charging stations.” Also, on page 14, Section 4.3.2(5) the RFP references deploying an outreach and marketing plan to ensure utilization. Can you explain these requirements further?

Answer: While these are not requirements, it is an expectation that awardees will promote their charging stations to ensure maximum utilization. Applicants are encouraged to address this area in their proposals with enough detail to help demonstrate a serious commitment to the location and usefulness of the DCFC.

8. Are there a specific number of locations being sought and/or is there a total amount of funding available for this solicitation?

Answer: There is no specific number of locations sought. Efficiency Maine has budgeted \$2 million to cover all incentives awarded through this round. Efficiency Maine will award the highest scoring proposals within the available budget, but reserves the right to not fully invest the available budget. The number of locations funded will depend upon the quality of the proposals as well as the amount of grant funds requested.

9. With 60-mile spacing between sites, is this criterion considered absolute or is it weighted?

Answer: Per the RFP, the Trust reserves the right to waive the 60-mile distance between Level 3 chargers on a showing of good cause. Significant weight will be placed on keeping any distance beyond the 60-mile limit to a minimum.

10. Is it correct that if a project proposes to install Level 2 chargers in addition to the minimum DCFC required, the Level 2 chargers are not included as eligible costs here and their load would not be considered in any demand charge waiver?

Answer: Costs associated with the purchase and installation of Level 2 chargers are not eligible costs under this RFP. Any kW demand charges associated with installed Level 2 chargers will not be eligible for the Demand Charge Incentive under this RFP.

11. To follow up on the questions about spacing, it looks like the first two priority routes are approximately 60 miles from end point to end point. Are locations within 1 mile of the identified corridors but at the midpoint also eligible?

Answer: Yes, charger locations anywhere along the priority routes, including the midpoint, are eligible.

12. Do stations need to be grid connected? Could they be served by distributed energy resources (DERs)? If grid connected, do they need to take standard offer service or can they use a competitive energy supplier?

Answer: There is no requirement for the chargers to be grid connected. Applicants are strongly encouraged to address reliability and uptime capabilities in the proposal regardless of if they are served by DERs or are grid connected. There is no requirement regarding the use of a competitive energy supplier or taking standard offer service for grid connected chargers.

13. If we experience some efficiencies from doing more than one site, is there a way to respond with some multi-site discount?

Answer: It is up to each bidder to determine the optimal proposal configuration for either single or multiple sites. Bidders are encouraged to review and respond to the scoring criteria as outlined in the RFP.

14. Will you award partial bid requests? For example, if we submit 5 sites, might you award only 3 sites?

Answer: Yes, the proposal review and award process may award a partial bid from an applicant.

15. Is sales tax considered an eligible cost?

Answer: Sales taxes on eligible equipment and services will be considered an eligible cost.

16. How will you treat future proofing? Both in terms of eligible costs and scoring?

Answer: Bids that propose to take immediate steps for “future proofing” the charger installation are allowed. The Review Team will reflect future-proofing that is proposed to be designed and installed contemporaneously with the installation of the two 50 kW chargers in the scoring criteria for Strategic Value and Quality of Site. At the same time, bidders are reminded that Section 2.3 of the RFP explains that one of the objectives of the RFP is “to stretch the available grant funds as far as possible to maximize the number of DCFC charger locations that can be funded through this solicitation.” Bidders are also advised that the Trust may, in the contracting process, adjust eligible costs for chargers to correspond to the two 50 kW installation solicited in the RFP.

17. Are chargers larger than 50kW considered eligible?

Answer: Yes. The Review Team will treat bids proposing units that exceed the 50kW standard called for in the RFP as a form of “future proofing.” As a “future proofing” element of the bid, it

will receive consideration in the scoring of the project's Strategic Value and Quality of Site criterion. We are not requiring chargers larger than 50 kW.

18. Can you identify how many communities have applied in the past as opposed to contractors / investors?

Answer: Only contractors were eligible in the previous round. In this round, there are no restrictions on eligibility as to the lead bidder.

19. Will site hosts have another chance to bid in subsequent rounds?

Answer: First, if a bid proposal received in response to this RFP is not awarded, this fact will not make the project ineligible to re-bid in any subsequent rounds. Second, the Trust cannot commit to the timing of future rounds of solicitations or what geographic areas will be eligible in any such future rounds. However, the Trust has entered an agreement to administer \$10 million in funds to expand EV charging infrastructure across Maine over the next five years. Therefore, we expect there will be subsequent rounds of solicitations that host sites may consider participating in.

20. What about the federal tax credit? Are you doing this on a reimbursement basis?

Answer: As described in Rider B of [RFP Attachment C: General Contract and Riders](#), the Trust will pay out the incentives using a reimbursement basis. Regarding the application of federal tax credits, bidders should consult a qualified accountant and/or attorney. Bidders should be aware that their project may be eligible for the Alternative Fuel Vehicle Refueling Property Credit (26 USC §30C) and may learn more about this in the IRS instructions regarding [IRS Form 8911](#). The Trust will not ask bidders to factor the tax credit into their project cost estimates (in the Applicant Funds and Total Eligible Costs columns in the Project Cost Proposal Form found in RFP Attachment B) nor in the reimbursement process, provided that if the bidder is a tax-exempt organization or a governmental unit, the eligible costs to be reimbursed through the incentive may not exceed amounts actually paid by the bidder.