

Public EV Charging Provider RFP

Questions and Responses #4

February 1, 2024

Update: The deadline for the RFP has been extended to **February 15, 2024 at 3 p.m.** The remainder of the selection schedule is revised as follows:

Dates and Times	Action
Monday, January 8, 2024	RFP Issued
Tuesday, January 16, 3:00 – 4:00 p.m.	Pre-Bid Meeting (optional)
Friday, January 19, 4:00 p.m.	Deadline for RFP Questions
Wednesday, January 25	RFP Q&A Posted
Thursday, February 15, 3:00 p.m.	Proposals Due
Wednesday, March 19 - morning	RFP Interviews (if needed)
Week of March 25	Selection of Provider

Question: Re: section 2.7 of the RFP - Alternative Fuel Corridors. Is this section included as a reference to NEVI funding?



Answer: The map shows sites within one mile as driven from the I-880 Corridor. This corridor is shown in the [California NEVI Deployment Plan](#) (2023), however these sites have not been identified within the plan.

Question: Do you see the City being able to split upfront costs prior to rebates? Or at least work with the awardee to help with some of the upfront costs.

Answer: The City does not have funds identified for EV charging infrastructure at this time, however we are open to working with the awardee to address cost barriers as needed. Please identify in the plan what additional funds you anticipate needing to deploy projects and anticipated funding sources, including City of Alameda.

Update: The City of Alameda was [not awarded a CFI grant](#) for charging stations. As a result of this development, the City is hoping for self-funded providers for at least some of the listed sites and is hoping to work with the successful provider to identify additional funding opportunities as necessary.

Question: Is the City providing electricity for the charging sites?

Answer: Providers can seek reimbursement from charging customers for electricity and other reasonable charging costs, but the City/AMP is not providing free electricity to the sites.

Question: How quickly is the City hoping to enter into contract with the selected provider?

Answer: The City hopes to enter into contract negotiations immediately with the preferred provider. AHA negotiations will follow shortly after the City. The City hopes to enter into a licensing agreement for specific locations within a year of contract execution.

Question: Is the expectation from the City and AHA for self-funded proposals?

Answer: Yes, the City and AHA are hoping for self-funded proposals. The city is hopeful that it will be successful with the federal CFI grant and will be able to provide those funds as match. The City is also interested in working with the successful candidate to identify additional grant funding opportunities.

Question: If the provider is proposing to purchase and operate chargers within the right of way, is the City open to working with the provider on easement issues?

Answer: Curbside charging is a lower priority for the City, however the City would be open to having a discussion around easements at such time that it is evaluating curbside charging locations.

Question: Can you please elaborate on "• Operate EV chargers at an affordable and reasonable cost to the public to be negotiated with the City with no session fees. Peak pricing could be considered." Are Providers allowed to charge fees to the drivers to recover the cost of electricity on a \$/kWh or \$/min basis?

Answer: Yes, the Provider can recover the costs of electricity and reasonable operational costs and profits.

Question: Please elaborate on how locations are selected by the city for the CFI grant?

Answer: The City evaluated public parking lots owned by the City and conducted preliminary feasibility analysis on the sites.

Question: What locations are eligible for CFI funding; is it limited to the locations listed in the RFP or may the Provider work with the city to propose alternative locations?

Answer: The City has submitted the locations shown on Exhibit D for CFI funding. The City is open to working with the Provider on alternative locations.

Question: If selected for the RFP, is the Provider required to complete all of the sites submitted in the CFI (as approved by the Federal Government) or may we commit to only a subset of locations?

Answer: The City is open to Providers who can complete a subset of the locations. It is not yet known what (if any) sites will be selected for CFI.

Question: Has the City of Alameda ever run a robust financial analysis to understand the financial non-viability of the business model you are seeking?

Answer: The City looks forward to working with the selected Provider to study the financial viability of EV charging in Alameda.

Question: Would the City be open to a kWh usage guarantee in order to protect the winning bidder from bankruptcy?

Answer: The City would be willing to discuss the need for a kWh usage guarantee if needed based on utilization of existing EV chargers operated by the City. However, the desire is for the City to provide the land for a Provider to successfully operate on their own.

Question: How will the City ensure its citizens are not price gouged as is the case with so many third-party owned stations?

Answer: The rate charged to customers for charging will be negotiated with the City and considering recovery of reasonable costs for the Provider and charging costs for other chargers in the area.

Question: Does the station owner get to keep all of the LCFS credits?

Answer: The City anticipates that the Provider will leverage LCFS credits associated with the chargers.

Question: What level of experience in the industry will the City require?

Answer: The City will be considering Provider experience in the evaluation of the proposals and is interested in Providers with experience operating public EV charging stations and working with local jurisdiction programs.