

*Volkswagen Mitigation Trust Fund – Request for Proposals*

*Information Session*

**Aaron Moir**

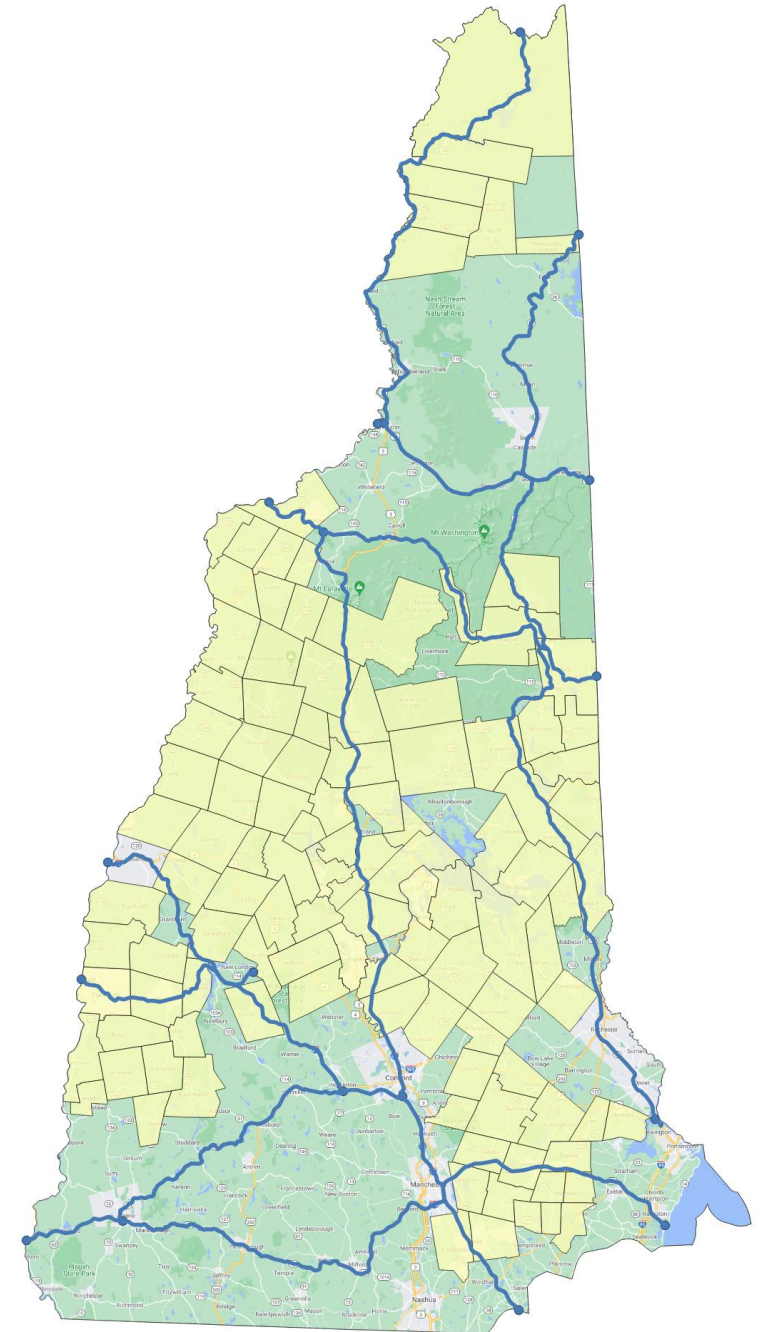
**NHEC Energy Solutions**

# Overview

- State of NH offering **\$3M** in funding towards co-located **DC fast charging** & Level 2 chargers
- Sites must be accessible 24x7 the public (owner determines pricing)
- Sites must be located along **designated travel corridors**
- Sites must contain **minimum of two (2) direct current fast chargers (DCFC)** & one (1) Level 2 charging station
- Sites cannot be within 20 miles of existing publicly accessible DCFC sites on the same corridor (exceptions can be made with written justification)
- Formal proposals must be submitted to the State by **February 25, 2022**

# Locations

1. **US Route 3 from the junction with US Route 2 in Lancaster, NH to the Quebec border**
2. **US Route 2 from Lancaster, NH to the Maine border**
3. **NH Route 16 in its entirety**
4. **US Route 302 from I-93 to the Maine border**
5. **Interstate 93 from the Massachusetts border to the Vermont border**
6. **Interstate 89 from Concord, NH to the Vermont border**
7. **NH Route 11/103 from New London, NH to Claremont, NH**
8. **NH Route 9/US Route 202 from the intersection with I-89 south to the Vermont border**
9. **NH Route 101 in its entirety**



# Locations Within NHEC

Corridor	Municipalities
1. US Route 3 from the junction with US Route 2 in Lancaster, NH to the Quebec border	Pittsburg, Clarksville, Stewartstown, Colebrook, Columbia
2. US Route 2 from Lancaster, NH to the Maine border	N/A
3. NH Route 16 in its entirety	Jackson, Glen, Conway, Ossipee, Wakefield, Brookfield
4. US Route 302 from I-93 to the Maine border	Hart's Location, Bartlett, Glen, Conway
5. Interstate 93 from the Massachusetts border to the Vermont border	Plymouth, Holderness, Campton, Thornton, Woodstock, Lincoln, Bridgewater, Sanbornton, Northfield, Canterbury, Meredith
6. Interstate 89 from Concord, NH to the Vermont border	Sunapee, Enfield
7. NH Route 11/103 from New London, NH to Claremont, NH	Newport, Claremont, Sunapee
8. NH Route 9/US Route 202 from the intersection with I-89 south to the Vermont border	N/A
9. NH Route 101 in its entirety	Raymond, Auburn, Candia, Epping

# Types of Chargers & Their Costs

- **Level 2 Charger:**

- Can typically charge an EV at 12 to 60 miles of range per hour
- Uses 208/240V AC electrical input, typically needs 15-100 amp breaker
- Full cost to install (incl. equipment): Generally **\$3,000 - \$8,000** for one unit



- **Direct Current Fast Charger (DCFC) aka Level 3:**

- Very rapid charging, can charge an EV to 80% in 20-60 minutes
- Installation more complex – typically requires 120/208V or 277/480V AC input, 100+ amps
- Full cost to install (incl. equipment): Generally **\$60,000 - \$140,000** for one unit



# Available Incentives

- State of New Hampshire is offering to reimburse up to **80%** of eligible costs for selected proposals
  - \*Up to **100%** if located on state or local government-owned property
- Federal Tax Credit of 30% of the cost of purchasing and installing an EV charging station
  - <https://www.irs.gov/forms-pubs/about-form-8911>
- NHEC – rebate available of 75% up to \$2,500 per unit, \$5,000 max

# Project Costs – A Simplified Example

## (Illustrative Purposes Only)

Costs		
<b>Equipment :</b>		
	Two (2) DC Fast Chargers:	\$100,000
	One (1) Level 2 Charger:	\$2,500
	<b>Total:</b>	<b>\$102,500</b>
<b>Installation &amp; Other Fees:</b>		\$40,000
<b>Utility Upgrade Costs:</b>		\$30,000
<b>Total Costs:</b>		<b>\$172,500</b>
Credits		
<b>Rebates/Incentives</b>		
	NHEC Rebate	\$5,000
	Grant Funds (80%)	\$138,000
<b>Total Credits:</b>		<b>\$143,000</b>
<b>Total Cost to Applicant:</b>		<b>\$29,500</b>

# Ways to participate

	Pros	Cons
Submit Proposal Yourself	<ul style="list-style-type: none"><li>• More flexibility</li><li>• Ownership of your equipment</li><li>• You collect 100% of revenue</li></ul>	<ul style="list-style-type: none"><li>• Significantly more difficult</li><li>• Much higher upfront cost</li><li>• 30% of score based on experience/qualifications</li></ul>
Partner With Vendor	<ul style="list-style-type: none"><li>• Vendor submits bid, not you</li><li>• Turnkey solution</li><li>• Install costs potentially covered</li><li>• Most are highly experienced</li></ul>	<ul style="list-style-type: none"><li>• Vendors will likely want to own &amp; operate your equipment, giving you a small revenue share in return</li></ul>



# How to participate (Partnering with a Vendor)

1. Reach out to an EVSE vendor/installation company stating that you would like to become a site host and participate in the RFP
2. Agree on an ownership model and sign a letter of intent with vendor/installation company ASAP
3. Ensure that utility application form is submitted to NHEC ASAP  
Send to Gary Lemay at [lemayg@NHEC.com](mailto:lemayg@NHEC.com)
4. NHEC will provide feasibility assessment for your site
5. Your vendor will put together a proposal and submit it by February 25, 2022 to NH DES

# Vendors/Installation Companies

Name of Installer	Contact
VOLTREK, LLC	<b>Mohammed Faiz</b> Email: <a href="mailto:mohammed@voltrek.com">mohammed@voltrek.com</a>
Resource & Energy Consulting, LLC	<b>Frederick Doherty</b> Email: <a href="mailto:fdoherty@resourceenergyconsulting.com">fdoherty@resourceenergyconsulting.com</a>
Norwich EV	<b>Jack Greene</b> Email: <a href="mailto:green@norwichsolar.com">greene@norwichsolar.com</a>
Revision Energy	(207) 707-3848 ext. 2029
Blink	<b>Amanda Drewry</b> Email: <a href="mailto:ADrewry@BlinkCharging.com">ADrewry@BlinkCharging.com</a>
Freewire	<b>John Erdman</b> <a href="mailto:jerdman@freewiretech.com">jerdman@freewiretech.com</a>

# How to participate (Submitting Yourself)

- Ensure that utility application form is submitted to NHEC ASAP  
Send to Gary Lemay at [lemayg@NHEC.com](mailto:lemayg@NHEC.com)
- NHEC will provide feasibility assessment for your site
- Source any necessary project partners such as:
  - Site hosts
  - Contractors (electrical, excavation, etc)
  - Suppliers of the charging station equipment
  - Maintenance & operation suppliers
  - Networking service providers**Each project partner must be detailed in your proposal**
- Submit a full & complete proposal by February 25, 2022 to NH DES

# Proposal Structure

- Cover Letter
- Body
  - Applicant Information
  - Project Overview and Project Partners
  - Applicant Experience
  - Statement of Work
  - Project Team Qualifications
  - Staffing and Management
  - Site-Host Agreements
  - Financial Strength
  - Equipment Specifications and Customer Interaction
  - Budget/Cost Proposal
  - Operation and Maintenance Plan
- Exhibits

# Key Documents

# Attachment A: Completed by Applicant

## Part of Exhibit A in Proposal

NHDES-A-03-026



### DC FAST CHARGER UTILITY APPLICATION Air Resources Division/Technical Services Bureau



TO BE COMPLETED BY APPLICANT

RSA/Rule: Voluntary

#### GENERAL INFORMATION

DATE:	
APPLICANT COMPANY NAME:	
APPLICANT REPRESENTATIVE NAME (person responsible for answering questions and meeting with utility rep):	
APPLICANT REPRESENTATIVE PHONE:	ELECTRIC UTILITY:
CUSTOMER OF RECORD (utility account holder at proposed site):	
BRIEFLY DESCRIBE THE APPLICANT/SITE HOST AGREEMENT (e.g. Site host agreement completed; memorandum of understanding in place; initial conversation, etc.):	

#### SITE INFORMATION

SITE NAME:			
ADDRESS:			
CITY/TOWN:	STATE: NH	ZIP:	
SITE OWNER NAME:		SITE OWNER PHONE:	
FACILITY MANAGER NAME:		FACILITY MANAGER PHONE:	
CHARGER MAKE:	MODEL:	QUANTITY:	# OF PORTS:
TOTAL kVA OF CAPACITY REQUESTED:		REQUESTED SERVICE SIZE AND VOLTAGE:	
ADDITIONAL COMMENTS (include any additional information that may help the utility in their assessment):			
<b>NOTE:</b> All easements and construction permits for the customer primary and secondary work are the responsibility of the applicant/customer. Customer may also be responsible for obtaining easements for the Utility's primary work as needed.			
<b>NOTE:</b> Please include an aerial image of the site.			

Timothy.White@des.nh.gov | phone: (603) 271-5552  
PO Box 95, Concord, NH 03302-0095  
www.des.nh.gov

2021-09-17

Page 1 of 1

# Attachment B: Completed by NHEC

## Also Part of Exhibit A in Proposal

NHDES-A-03-027



**ELECTRIC VEHICLE PRELIMINARY SITE  
FEASIBILITY ASSESSMENT INFORMATION**  
Air Resources Division/Technical Services Bureau



TO BE COMPLETED BY UTILITY

**RSA/Rule:** Voluntary

The following information is provided to allow a customer to evaluate the feasibility of an Electric Vehicle project.

All provided information is based on available GIS data and other systems of record. Anticipated costs were developed based on good utility practice without field visits/verification. Detailed analysis, field review and design work will be required to verify the cost estimates provided in the event the customer determines that the site is feasible based on the information provided below.

PROJECT INFORMATION (PROVIDED BY CUSTOMER)		
ADDRESS OF SITE:		
CITY/TOWN:	STATE: NH	ZIP:
Description of facility and anticipated demand of chargers with all chargers being utilized:		
REQUESTED SERVICE AIZE AND VOLTAGE:		

SITE INFORMATION	
Is it anticipated that substation transformer upgrades will be needed due to this charging station?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Is it anticipated that circuit position upgrades will be needed due to this charging station?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Will a voltage conversion be required due to this charging station?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Anticipated conversion date:	MM/DD/YYYY
Will reconductoring be required due to this charging station?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Anticipated reconductoring distance:	
Anticipated distance to three-phase service:	
Anticipated cost of upgrades to serve the facility:	
<input type="checkbox"/> Less than \$20,000 <input type="checkbox"/> \$20,000-\$50,000 <input type="checkbox"/> \$50,000-\$100,000 <input type="checkbox"/> \$100,000-\$250,000 <input type="checkbox"/> \$250,000-\$500,000 <input type="checkbox"/> \$500,000-\$1 million <input type="checkbox"/> More than \$1 million	
<b>Description of primary work</b> (e.g., trench length and conduit size) <i>Describe scope of primary voltage construction work that customer is responsible for to serve the site. Including but not limed to, length of trenching, conduit requirements, equipment pad requirements, etc.</i> <i>All secondary construction work is the responsibility of the customer:</i>	

Timothy.White@des.nh.gov | phone: (603) 271-5552  
PO Box 95, Concord, NH 03302-0095  
www.des.nh.gov

2021-09-17

Page 1 of 2





# Proposal Exhibits Reference

Name in Proposal	Description
Exhibit A	Combined completed Attachments A & B
Exhibit B	Completed Attachment C
Exhibit C	List of references (3 minimum) & contact info
Exhibit D	Resumes of key project team members
Exhibit E	Site-Host Agreement(s)
Exhibit F	Operation & Maintenance Plan
Exhibit G	Equipment Specifications

# Evaluation Criteria

<b>Scoring Criteria</b>	<b>Maximum Points</b>
Proposed Solution (including equipment, location, operational model, timeline and other factors)	35
Cost Proposal	20
Experience and Qualifications of Applicant/Company and Project Partners	10
Assigned Personnel and Staff Qualifications	10
Warranty and Support Services Proposed	10
References	5
Experience with State Government Projects	5
Other NH Benefits*	5
<b>Total Points</b>	<b>100</b>

# Resources

- Become familiar with the RFP
  - Link to Document: <https://das.nh.gov/purchasing/docs/bids/RFP%20DES%202022-06.pdf>
- NH DES Webinar
  - Recording:  
<https://www.youtube.com/watch?v=kVBKOWW1FzA&feature=youtu.be>
  - Slides:  
<https://www.des.nh.gov/sites/g/files/ehbemt341/files/inline-documents/sonh/20211006-dcfc-rfp-informational-session-slides.pdf>
- Official Info Site:
  - Link:  
<https://www.des.nh.gov/business-and-community/loans-and-grants/volkswagen-mitigation-trust>

# Q&A