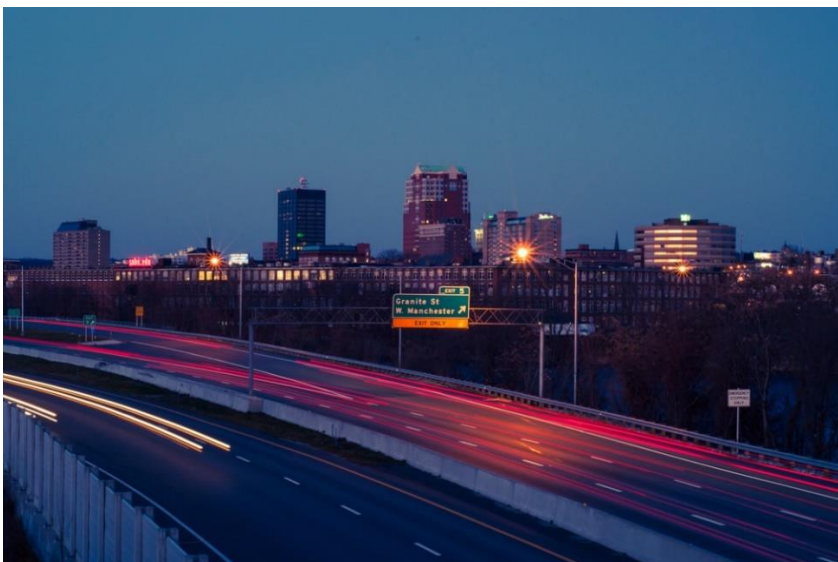




**New Hampshire VW Environmental Mitigation Trust  
Direct Current Fast Charging Infrastructure  
Request for Proposals  
RFP # NH-VW-2021-01**

**New Hampshire Electric Vehicle Supply Equipment Grant Program  
September 17, 2021 and inclusive of amendments 1, 2 and 3**



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## SECTION 1 – REQUEST FOR PROPOSALS - INFORMATION AND INSTRUCTIONS

### 1.1 Purpose and Funding

**Purpose:** The State of New Hampshire is in need of publicly accessible electric vehicle (EV) charging infrastructure to enable EV travel to and within New Hampshire by our residents and visitors, and to encourage EV adoption in order to reduce harmful emissions. The goal of this RFP is to support the installation of Direct Current Fast Charging (DCFC) and co-located Level 2 electric vehicle supply equipment (EVSE) on key travel corridors in New Hampshire. The objective is to receive qualified proposals for the installation, operation, and maintenance of EVSE along the specified corridors.

This Request for Proposals (RFP) is being released by the New Hampshire Department of Environmental Services (NHDES), the designated lead agency for the implementation of programs and projects funded by the Volkswagen Environmental Mitigation Trust (VW Trust). Through this solicitation the State seeks qualified applicant(s) to install EVSE and provide associated operations, maintenance, and management services for such EVSE along specified corridors in New Hampshire.

**Funding:** Funding for this solicitation is provided by the VW Trust through New Hampshire's Volkswagen Environmental Mitigation Trust (NH VW Trust) and is consistent with the New Hampshire Beneficiary Mitigation Plan. Approximately \$3,000,000 is being made available for this solicitation. The State reserves the right to increase or decrease the amount of funds available.

Under this RFP, up to 80 percent of eligible costs may be reimbursed from the NH VW Trust for selected proposals, or up to 100 percent of eligible costs for EVSE located on state or local government-owned property.

This solicitation is a reimbursement program. Selected applicants will be reimbursed for eligible project expenses as specified in their approved Contract. Applicants may utilize sub-contractors, but the Applicant will be solely responsible for meeting the terms of the Contract.

Any project costs incurred prior to receipt of a written Notice to Proceed from the State are not eligible for reimbursement and will not count toward project match.

**Disclosure:** Proposals shall be kept confidential until a Contract becomes effective. The State reserves the right to request clarification of any proposal from Applicants. The selected Applicant(s) will be notified in writing. Any award is contingent upon the successful negotiation of final Contract terms. Negotiations shall be confidential and not subject to disclosure to competing Applicants unless and until an agreement is reached. If Contract negotiations cannot be concluded successfully, the State reserves the right to negotiate a Contract with other applicant(s) or withdraw the RFP. Any Contract resulting from this RFP shall not be effective unless and until approved by the Governor and Executive Council.

**Rights Reserved:** The State reserves the right to cancel or extend the RFP process at any time. The State also reserves the right to reject any and all submissions in response to this RFP and to waive formalities if doing so is in the best interests of the State of New Hampshire.

**Terms Defined:** For the purposes of this RFP, and to differentiate from similar terms used within New Hampshire state government, the following terms shall have the meanings as defined herein:

*Network* and all derivatives thereof shall refer to the connection from an EVSE through an online portal to the vendor's management system which is supported by a dedicated, client-only, secure network separate from all state networks.

*Site*, and all derivatives thereof, shall refer to the location upon which EVSE are installed.

*Site-Host* shall refer to the owner of the property upon which EVSE are located.

## 1.2 Designated Contact Person

Timothy White, Supervisor  
Mobile Source Section  
New Hampshire Department of Environmental Services  
29 Hazen Drive, PO Box 95  
Concord, NH 03302-0095

[Timothy.White@des.nh.gov](mailto:Timothy.White@des.nh.gov)  
603-271-5552

### 1.3 Schedule of Events

Event	Date	Time
Release of RFP	September 17, 2021	
Question period opens	September 20, 2021	9:00 AM
Informational session	October 6, 2021	1:00 PM
Question period closes	December 17, 2021	4:00 PM
Responses to questions posted	December 23, 2021	4:00 PM
Proposals due	February 25, 2022	4:00 PM

An informational session will be held via webinar at the date and time specified above. Interested parties should [register for the webinar](#).

### 1.4 Questions

Questions regarding this RFP must be submitted **by email** to the Designated Contact Person in Section 1.2 prior to the close of the question period specified in Section 1.3. All questions and responses will be posted by the date specified in Section 1.3 on the [Volkswagen funding web page](#).

### 1.5 Proposal Submittal

Both electronic and hard copy submittals including all content specified in Section 5 of this RFP, shall be delivered to the Designated Contact Person in Section 1.2 by the application due date and time specified in Section 1.3.

Applicants shall submit a complete electronic copy of the proposal using Portable Document Format via email. The cost proposal spreadsheet is provided in Excel as part of this RFP and should be submitted as an Excel document. The subject line of the email shall be **Response to RFP #NH-VW-2021-01\_company name**. Applicants should consider file size when submitting an electronic proposal and strive to keep attachments in a single email below 15 megabytes. Multiple emails may be necessary to transmit a single proposal. To guard against an application potentially being overlooked due to being quarantined by the agency's spam protection software it is strongly recommended that an email with no attachments be sent to the designated contact person initially stating that "X number of emails containing a proposal are to follow".

An original hard copy of an Applicant's proposal with a signed cover letter and including all attachments, plus four (4) bound hard copies of the entire original (3-ring binder is acceptable),

must be delivered in a sealed package visibly labeled **Response to RFP #NH-VW-2021-01 – Attention Timothy White, Air Resources Division** to the address in Section 1.2. Applications may be submitted via mail or delivery service or may be delivered in person. Applicant's should allow sufficient time for delivery by mail/delivery service to ensure applications are received prior to the deadline. Late submittals will not be accepted.

Should there be any discrepancies between the electronic copy and the hard copy, the hard copy will govern. If an Applicant is aware of any discrepancies between the two they should describe them in the email submittal of the electronic copy.

If a proposal contains any confidential business information, Applicants must follow the procedures in Section 1.6 below and must submit a single redacted hard copy and a redacted electronic copy with their application.

Proposals received after the deadline will not be considered. No changes or additions to a proposal will be accepted after the specified due date and time. If necessary, applicants may be contacted for clarification of information submitted, but changes to such information will not be allowed at that time.

#### 1.6 Public Disclosure of Bid or Proposal Submissions

Notwithstanding [RSA 91-A:4](#), no information shall be available to the public, or to the members of the general court or its staff concerning specific responses to this RFP invitation from the time this RFP is published until the closing date for responses.

Generally, the full contents of any bid or proposal (including all materials submitted in connection with it, such as attachments, exhibits, addenda, and Applicant presentations) become public information upon completion of final contract or purchase order negotiations with the selected Applicant. Certain information concerning bids or proposals, including, but not limited to, pricing or scoring, is generally available to the public even before this time, in accordance with the provisions of NH RSA 21-G: 37.

To the extent consistent with applicable state and federal laws and regulations, as determined by the State, including, but not limited to, NH RSA Chapter 91-A (the "Right-to-Know" Law), the State shall, after final negotiations with the selected Applicant are complete, attempt to maintain the confidentiality of portions of a bid or proposal that are **clearly and properly** marked by an Applicant as confidential. Any and all information contained in or connected to a bid or proposal that an Applicant considers confidential shall be clearly designated in the following manner:

**If the Applicant considers any portion of a submission confidential, they shall provide a separate copy of the full and complete document, fully redacting those portions by blacking them out and shall note on the applicable page or pages of the document that the redacted portion or portions are “confidential.”** Use of any other term or method, such as stating that a document or portion thereof is “proprietary,” “not for public use,” or “for client’s use only,” is not acceptable. In addition to providing an additional fully redacted copy of the bid submission to the person listed as the point of contact in Section 1.2 of this document, the identified information considered to be confidential **must** be accompanied by a separate letter stating the rationale for each item designated as confidential. In other words, the letter must specifically state why and under what legal authority each redaction has been made. Submissions that do not conform to these instructions by failing to include a redacted copy, by failing to include a letter specifying the rationale for each redaction, by failing to designate redactions in the manner required by these instructions, or by including redactions which are contrary to these instructions or operative law may be rejected by the State as not conforming to the requirements of the bid or proposal. The State will generally assume that a bid or proposal submitted without an additional redacted copy contains no information which the Applicant deems confidential. **Bids and proposals which contain no redactions, as well as redacted versions of submissions that have been accepted by the State, may be released to the public, including by means of posting on state web sites.**

**The State shall have no obligation to maintain the confidentiality of any portion of a bid, proposal or related material, which is not marked in accordance with the foregoing provisions.** It is specifically understood and agreed that the Applicant waives any claim of confidentiality as to any portion of a response to this RFP that is not marked as indicated above, and that unmarked (or improperly marked) submissions may be disseminated to any person, without limitation. **Marking an entire bid, proposal, attachment or full sections thereof confidential without taking into consideration the public’s right to know shall neither be accepted nor honored by the State.**

**Notwithstanding any provision of this request for submission to the contrary, proposed pricing shall be subject to public disclosure REGARDLESS of whether or not marked as confidential.**

If a request is made to the State by any person or entity to view or receive copies of any portion of a proposal and if disclosure is not prohibited under NH RSA 21-G:37 or any other applicable law or regulation, Applicants acknowledge and agree that the State may disclose any and all portions of the proposal or related materials that is not marked as confidential. In the case of bids, proposals or related materials that contain portions marked confidential, the State shall assess what information it believes is subject to release; notify



the Applicant that the request has been made; indicate what, if any, portions of the proposal or related material shall not be released; and notify the Applicant of the date it plans to release the materials. **The State is not obligated to comply with an Applicant's designation regarding confidentiality.** The State shall have no obligation to advise an Applicant that an individual or entity is attempting to electronically access, or has been referred to, materials that have been made publicly available on the State's web sites.

By submitting a proposal, the Applicant agrees that, unless it obtains and provides to the State, prior to the date specified in the notice described in the paragraph above, a court order valid and enforceable in the State of New Hampshire, at its sole expense, enjoining the release of the requested information, the State may release the information on the date specified in the notice without any liability to the Applicant.

### 1.7 Cost of Proposal Preparation

Preparation costs of any proposal in response to this RFP are the sole responsibility of the Applicant.

### 1.8 Contract Award

Selected Applicants will be notified in writing. The State reserves the right to negotiate the final terms and conditions of the Contract with selected Applicant(s), and to reject any selected Applicant with whom the State cannot agree to terms and conditions meeting the State's needs, in the State's sole judgement.

### 1.9 Contracting Process

Selected Applicants must enter into a contractual agreement with the State. Such Contract is not valid until approved by the Governor and Executive Council. A selected Applicant must be in receipt of a written Notice to Proceed from NHDES before any work may begin. Any project costs incurred prior to receipt of a Notice to Proceed are ineligible expenses under this solicitation.

### 1.10 Contract Term

The Contract term shall be from the effective date of the Contract until 5 years from the in-service date of the last (if award is for multiple stations) charging station installed under the Contract.

## SECTION 2 – GENERAL INFORMATION

### 2.1 NH Department of Environmental Services

NHDES has been designated as the lead agency for the implementation of the NH VW Trust. Selected Applicants will be entering into a Contract with NHDES.

### 2.2 Background and Context

New Hampshire needs adequately-spaced charging infrastructure statewide to support the use of electric vehicles for travel within and through the state. Due to finite funding, it is recognized that the desired spacing of no more than 50 to 70 miles between DCFC on all corridors cannot be met solely through the use of the NH VW Trust funds. Through the work of the Electric Vehicle Charging Station Infrastructure Commission<sup>1</sup> (Senate Bill 517 (2018)), several travel corridors were identified as priority corridors for use of the NH VW Trust funds to support the installation of charging infrastructure in New Hampshire. This solicitation seeks to support the development of charging infrastructure along several of those priority corridors as specified in Section 3.

### 2.3 Eligible Applicants

This solicitation is open to any party with the knowledge and expertise necessary to meet the requirements herein. Applicants need not own either the property upon which the EVSE is installed, or the EVSE itself. However, the Applicant will be legally responsible for compliance with terms of the contract and must have binding contractual agreements with all parties that are essential to the successful installation, maintenance, and operation of the EVSE for the duration of the Contract (five years). Such contracts must give the Applicant the legal authority to continue the operation of the funded infrastructure at the approved site should one or more project partner withdraw after Contract approval. Applicants' binding agreements with project partners will become part of the Applicant's contract with the State. Such agreements will be subject to review and approval by the State and must be in place before the Contract with the selected Applicant is signed by the State.

<sup>1</sup> See <https://www.des.nh.gov/organization/divisions/air/tsb/tps/msp/sb517.htm> for meeting materials and minutes for this Commission.

## 2.4 Eligible and Non-Eligible Costs

### 1. Eligible Costs include:

- a. The cost of EVSE that is certified as compliant with Open Charge Point Protocol (OCPP) 1.6 or newer (50kW+ DCFC and co-located Level 2 chargers);
- b. A console wired into the electrical supply;
- c. Separate payment module;
- d. Necessary upgrades to customer-side electric supply to make a site ready to accept EVSE proposed under this RFP;
- e. A cable and connector to plug into the EV;
- f. Cable-management strategy (e.g., coil, retractable, etc.);
- g. Mounting equipment, either a pedestal hard-wired to a permanent pole or box or hard-wired to a wall including a mounting plate;
- h. Onsite signage and pavement painting;
- i. Shipping/freight of equipment to be installed;
- j. Non-labor construction costs related to site preparation and installation;
- k. Labor costs related to the construction phase;
- l. Planning/Permit fees;
- m. Five-year warranty and maintenance agreement for EVSE;
- n. Five-year software/network service agreement; and
- o. Five-year customer support service agreement.

### 2. Non-Eligible Costs include:

- a. Any costs not approved by the State, including costs incurred prior to receiving a written Notice to Proceed;
- b. Purchase, lease, or rental of real-estate;
- c. Capital costs including, but not limited to, construction of buildings, parking facilities, or amenities;
- d. General maintenance of the site on which the EVSE is located;
- e. Electric utility infrastructure needed to connect and serve new EVSE. This may include traditional distribution infrastructure such as step-down transformers, overhead service lines, and utility meters that will continue to be owned and operated by the utility.
- f. Non-compliant EVSE;
- g. Off-site or highway signage;
- h. Taxes;
- i. Internet connection and/or cell service, or improvements thereto;

- j. Electricity consumption, including demand charges;
- k. Batteries or solar panels;
- l. Proprietary charging equipment; and
- m. Administrative and overhead/indirect costs (excluding project-specific labor).

## 2.5 Working with your Utility

All Applicants must consult with the electric utility company providing service for each proposed site, and submit a completed Electric Vehicle Preliminary Site Feasibility Assessment Information form for each site. **Applicants must provide the utility a minimum of 10 weeks to complete the form.** The DC Fast Charger Utility Application Form is located in Attachment A. The Applicant will complete and submit this to the appropriate utility contact listed below and the utility will review this form and complete their Electric Vehicle Preliminary Site Feasibility Assessment Information form (Attachment B) and return it to the Applicant. It is incumbent upon the Applicant to be responsive to requests for information from the utility that are necessary to properly complete this form. Both forms shall be submitted with the final application. Applicants are advised to allow for adequate time to coordinate with the utility to ensure the full completion of the Utility Assessment Form including estimates of full costs. Any proposal submitted without these forms will be rejected.

### Utility Contact Information

#### Eversource Energy

Karen Mackey, Senior Engineer – Technical Compliance and Reporting

Email: [Karen.mackey@eversource.com](mailto:Karen.mackey@eversource.com) NOTE: Eversource-NH does not have a fee for design/estimation work for new services.

#### Liberty Utilities

Liberty Utilities (Granite State Electric) d/b/a Liberty Utilities

Engineering – Electric Vehicle Charger Request

9 Lowell Road

Salem, NH 03079

Email: [SMNHNetMetering@libertyutilities.com](mailto:SMNHNetMetering@libertyutilities.com)

NOTE: Liberty does not have a fee for design/estimation work for new services unless the design requires greater than 32 hours of design. All services for commercial purposes will be designed and billed in accordance with the Company's Line Extension Policy 3 in its most current tariff.

### **NH Electric Cooperative**

Gary Lemay  
603-536-8828

E-mail: [lemayg@nhec.com](mailto:lemayg@nhec.com)

NOTE: NHEC charges approximately \$280 for detailed estimates, but also offers up to a \$2500 incentive for the EVSE installation. Large installations may also qualify for a Return on Investment cost sharing.

### **Unitil**

Gary Miller, Senior Business Development Executive  
603-227-4516

Email: [millerg@unitil.com](mailto:millerg@unitil.com)

NOTE: Unitil does not charge for the initial design for new services, or line extensions. However, it does charge a fee of \$200 for any subsequent designs needed due to changes in scope or design of project by the customer.

## **SECTION 3 – ELIGIBLE PROJECT LOCATIONS**

### **3.1 Specified Corridors**

The Electric Vehicle Charging Station Infrastructure Commission (EV Commission)<sup>2</sup> evaluated the major traffic corridors in New Hampshire at their January 2019 meeting. This evaluation, presented by NH Department of Transportation and NHDES, considered a number of factors including current traffic volumes, connectivity to neighboring states and provinces, and certain designations under the Federal Highway Administration’s Alternative Fuel Corridor program<sup>3</sup>. Based on that presentation and subsequent conversations, the Commission recommended in their June 2019 Annual Report that the State “*develop a request for proposals (RFP) utilizing the VW settlement funds to spur private sector investment in DCFC, combined with Level 2 charging; and the RFP should strive to result in adequate EVSE along the priority travel corridors presented*”

<sup>2</sup> Senate Bill 517 (2018) - [http://gencourt.state.nh.us/bill\\_Status/](http://gencourt.state.nh.us/bill_Status/)

<sup>3</sup> Fixing America’s Surface Transportation (FAST) Act Section 1413

by NHDES and the Department of Transportation at the Commission's January 2019 meeting to *alleviate range anxiety*"<sup>4</sup>. This RFP reflects the recommendations of the EV Commission.

### 3.2 Eligible Project Locations

Eligible locations for EVSE projects under this RFP include sites that serve the following corridors:

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

### 3.3 EVSE Location Within the Corridor

Sites proposed should serve travel on a specified corridor. If a site is not immediately adjacent to a named corridor the proposal should specify the distance (by road, not direct line) from the corridor and describe why the proposed location is preferred. Excessive distance from a named travel corridor may be reflected in a proposal's score absent adequate justification.

If a proposed site is within a one percent annual chance floodplain,<sup>5</sup> the Applicant must provide justification for use of this location and describe how the site will be developed to protect the installed EVSE and ensure continued access and resiliency to rising waters.

It is the intent of this solicitation process to look at all proposals holistically to result in the best solution for the State of New Hampshire. The State is not obligated to award a proposal on

<sup>4</sup> <https://www.des.nh.gov/climate-and-sustainability/transportation/alternative-fuel-vehicles/sb517>

<sup>5</sup> As determined by the Federal Emergency Management Agency - <https://www.fema.gov/flood-zones>.

each corridor listed in Section 3.1 should doing so be deemed to not be the best use of limited funds.

The State will not award a contract for a proposed site that is within 20 miles of an existing publicly accessible DCFC charging station that includes both SAE Combo (Combined Charging System) and CHAdeMO connectors unless an additional charging location can be justified due to population and traffic in the area. For example, existing chargers in the Manchester area may not preclude proposals for additional charging in the Concord area. Additionally, should a party feel that there are extenuating circumstances to an existing DCFC site, such as reliability issues or hours of operation, that could result in the need for additional DCFC in that area, a proposal may be submitted that includes relevant information demonstrating the need for the additional DCFC site. "Existing" means a station that has both connector types, is either operational or has obtained all necessary permits and is under construction, and is available 24 hours a day every day of the year. For this reason, I-95 and the FE Everett Turnpike are not included as eligible corridors in this RFP despite being corridors deemed a priority by the EV Commission.

The State will not award contracts to multiple proposals that are within 20 miles of each other. In cases where competing sites are proposed within the same area, the higher score will prevail.

#### 3.4 Anticipated Date of Operation

Through this RFP, NHDES anticipates having multiple charging locations operational by fall of 2022.

### SECTION 4 – SCOPE OF WORK AND STATION REQUIREMENTS

Applicants selected through this RFP will be responsible for securing EVSE hardware and software, installation services, maintenance, network operations, and ongoing operation of the EVSE to provide EV charging services to consumers at the approved site(s). The scope of work includes all labor, supervision, resources, equipment, materials, supplies, transportation/shipping, travel, and any and all incidentals necessary to install and operate DCFC and co-located Level 2 charging stations as specified in this RFP through the Contract period.

The Applicant will be legally responsible for compliance with the terms and conditions of the RFP and the Contract, but will not be required to directly own and/or operate the charging stations.

In addition to the physical installation of the EVSE hardware and software, for purposes of this RFP, the term “installation” also includes:

- a. Obtaining any applicable local, state, and federal permits required for installation and operation of the EVSE;
- b. Ensuring that all work as it pertains to site preparation, curbing, striping, signage, charging equipment, billing and networking systems, and electrical interconnections is completed:
  - i. Consistent with the manufacturers’ specifications;
  - ii. Consistent with the project design proposed in the bid; and
  - iii. In accordance with any applicable local, state, and federal zoning and code requirements and is working properly; and
- c. Coordinating the installation activities with the Host site, the electric utility (including full and timely determination of required infrastructure upgrades), and any sub-contractors needed to complete the work.

#### 4.1 Charging Station Requirements

The site for any EVSE installation installed under this RFP must be approved in writing by NHDES prior to any site-specific expenditures by the Applicant. Any expenditures prior to written approval are not considered eligible project costs. All installations must meet the following requirements:

1. Site Requirements: The charging station site must have adequate transformer capacity to serve the DCFCs and co-located Level 2 chargers. Future-proofing the site with adequate power for multiple DCFC and for higher power DCFC (at least 150kW) is encouraged and should be discussed in the project proposal.
2. Configuration: To the extent appropriate and dependent on the specific site location, the charging stations shall be configured as follows:
  - a. A minimum of two and preferably four DCFC dedicated parking spaces;
  - b. A minimum of two DCFC, each with both SAE Combo (Combined Charging System) and CHAdeMO connectors, and accessible from a dedicated parking space; and
  - c. At least one Level 2 charger on the Host site (it does not have to be located adjacent to the DCFC) with its own dedicated parking space.

Applicants proposing to deviate from the charging station configuration outlined in this section must include in their proposal justification for the alternative configuration.



3. Equipment Requirements: DCFC must be capable of providing a minimum of 50 kilowatt charging for a single vehicle. Applicants should prepare the site and utilize equipment that can be upgraded to deliver up to 150 kilowatts when warranted by technology and demand. Level 2 chargers must be capable of providing a minimum of 9.6 kilowatts for a single vehicle. If an applicant is not able to propose 9.6kW chargers due to lack of commercially available models then an applicant should state such and may propose the use of a minimum of 7.2kW Level 2 chargers as an alternative. Applicants should provide details describing if and how the site will be future-proofed to allow for higher kilowatt stations and additional charging units.

Energy Star certification for Level 2 EVSE is strongly preferred. Applicants must state whether the proposed equipment is Energy Star Certified.

Each DCFC and Level 2 charger must meet the following minimum requirements:

- a. Is new and unused and is not refurbished or remanufactured;
- b. Is rated for cold weather operation (NEMA 3 or NEMA 4);
- c. Is non-proprietary and includes DCFC systems providing a means to charge vehicles equipped with SAE Combo and CHAdeMO charging systems and Level 2 systems meeting the SAE J1772 standard;
- d. Employs the most current technology commercially available;
- e. Includes all cables, connectors, interfaces, documentation for all components, and any other items necessary for full operation at the designated site;
- f. Includes all standard manufacturer accessories;
- g. Is factory calibrated (as applicable) prior to, or during installation in accordance with the Original Equipment Manufacturer (OEM) standards;
- h. Has a 5-year warranty;
- i. Is using the most current software version available as of the time it is installed;
- j. Is future-proofed to the extent feasible and, at a minimum, has the ability to have the software upgraded;
- k. Has the ability to stop the flow of power when not in use;
- l. Complies with all National Electric Code and Federal Communications Commission regulations for safety and operation requirements;
- m. Is able to withstand extreme weather conditions including temperature extremes, flooding, wind, ice, snow, heavy rain and high winds, and is protected from malfunctions due to condensation;

- n. Includes barriers or other mechanisms to prevent damage from snow removal equipment or vehicles;
  - o. Includes screen displays that are readable in all light levels, including in direct sunlight and at night;
  - p. Is tamper-proof; and
  - q. Has a cord management system that prevents the cord from lying on the ground or becoming entangled.
4. Networking:
- a. The EVSE must connect to a network via Wi-Fi, cellular or other connection using multiple carriers.
  - b. The network must be configured to display real-time operational status on a smartphone application, either through a network-specific application or a third-party aggregator.
  - c. Applicants must describe how network security concerns will be addressed and managed.
5. Signage:
- a. The Applicant is responsible for working with the New Hampshire Department of Transportation and appropriate local officials for directional signage on and along roadways and highways to guide drivers to the station.
  - b. The Applicant must provide for onsite signage that identifies the availability of the EV charging station and the location of the EVSE on the site.
  - c. All signage must comply with any applicable local, state, and federal laws, ordinances, regulations and standards.
6. Accessibility and Availability: The Applicant shall ensure that each EV charging station at each host site is:
- a. Publicly accessible 24 hours per day, seven (7) days a week. If an Applicant is proposing alternative hours of operation for any site, the alternative operating hours must be fully described and the Applicant must provide a justification for the reduced operating hours;
  - b. On a paved or hardscaped parking space that is clearly marked to designate the spaces as reserved for EV Charging Station parking;
  - c. In a safe, well lit location with dusk-to-dawn area lighting and adequate ingress/egress points; and

- d. Equipped with appropriate safety instructions for EV drivers regarding the proper use of the charging equipment.
7. Customer Service: The Applicant must have a customer service plan that describes:
    - a. How users of the EVSE will interact with the EVSE and how any issues, such as billing discrepancies or equipment malfunctions, will be handled; and
    - b. How the State and the Applicant will communicate to ensure timely responses to inquiries, and resolution to any issues, including billing or operational.
  8. Future-proofing and Innovation:

Stations should be designed in a way that will allow for future expansion and/or upgrading to higher speed charging equipment and the application should describe such design features. Applicants are encouraged to include innovative options in the design of the station. Such options could address issues including, but not limited to, peak energy demand reduction, use of renewable energy, and demand charge management strategies, and should be described in the application.

#### 4.2 Operation Requirements

1. Operation and Maintenance of the site and equipment: The Applicant will be responsible for the operation and maintenance of each charging station, inclusive of station pedestals and all ancillary equipment such as cables, awnings, canopies, shelters, parking spaces and access to the spaces, and information display kiosks or signage associated with the charging stations. The Applicant may subcontract these functions and such intent should be fully described in the application. Stations and equipment shall be maintained in good working order and in compliance with all manufacturer requirements and recommendations for the duration of the Contract. This includes, but is not limited to:
  - a. Ensuring payment of all operation and maintenance costs including, but not limited to, any licensing, fees, taxes, utilities, site maintenance and power supply;
  - b. Establishing a schedule for regular inspection and maintenance of each charging station and all ancillary equipment;
  - c. Maintaining the site, including any canopies, signage, pavement, lighting, and any other appurtenances associated with the charging stations in good working order;
  - d. Providing for snow removal and ensuring access during inclement weather;
  - e. Ensuring the DCFC and Level 2 EVSE are operational at least 97 percent of the time on an annual basis;

- f. Initiating the process for making any needed repairs within 24 hours following notice of a malfunction or other operational issue (in the event a site visit is required to address a maintenance issue, service personnel should arrive at the site within twenty-four (24) hours of the Applicant receiving notification of the problem); and
- g. Completing repairs in accordance with the provisions of the approved operations and maintenance plan.

2. Pricing and Payment:

- a. The following information must be made available to customers in advance of each charging session either through a user interface that is legible in all lights, including at night and in direct sunlight, or through another form of display on the charging station:
  - i. the unit of sale (e.g., kWh, time);
  - ii. pricing per unit;
  - iii. any additional fees that may be assessed (e.g., fees associated with parking, dwell time surcharges); and
  - iv. the maximum power level of the station (when not sharing power) in kilowatts or equivalent units.
- b. The following pricing information must be made available to customers at the close of the charging session:
  - i. The date and time of the session;
  - ii. The total price of the session; and
  - iii. The total energy provided in the session.
- c. Each charging station must support multiple point of sale methods and at least two forms of payment must be available to users, for example, Near Field Communication Credit Cards (tap) and a toll free call option to initiate and pay for a session. Customers without tap credit or debit cards must be able to initiate a charging session and payment via credit or debit card over the phone. A subscription card only available to network members does not count as one of the required payment options.
- d. The Applicant must adhere to and demonstrate compliance with applicable Payment Card Industry Compliance standards.
- e. The Applicant must ensure that charging stations are accessible by all drivers regardless of network memberships or subscriptions, and that consumers are not

required to pay a subscription fee or otherwise obtain a membership in any network, club, association, or organization as a condition of using such charging stations. However, owners/operators of charging stations may have separate price schedules conditional on a subscription or membership.

3. Customer Support:

The Applicant must provide customer support service during all operating hours via a toll-free telephone number posted on or near the charging station and clearly visible to customers.

The customer support service must be capable of dispatching or otherwise providing services to address operational problems at the charging station. A customer who calls the toll-free number must get immediate assistance, including rebooting the system if necessary.

4. Data Capture Requirements:

Each charging port must have network communications that capture, at a minimum, the operational status of the equipment and information about each charging session, including all data listed in Section 4.4 of this RFP.

Selected Applicants will be required to provide specified NHDES personnel with administrative read-only credentials to access the EVSE network data source containing such data directly from the EVSE service provider's data storage for the duration of the contract. Funding will be withheld until confirmation that the NHDES has been added as an administrator to the station's network account.

#### 4.3 Site-Host Agreements

In the event that Applicants to this RFP propose a charging station site or sites on properties not owned by the Applicant, a binding Site-Host Agreement must be secured, executed and provided to the State no later than 90 days after the Governor and Executive Council approval of the contract resulting from this RFP. The grant is subject to such Agreements submitted to the State within the timeframe. Failure to submit such Agreement within this time frame may result in termination of the resulting contract with the State, the withdrawal of the award offer and the selection of a competing proposal.

The Agreement must be signed by the Applicant and the individual with the authority to make such an agreement on behalf of the host site. Under the terms of the contract with the State, the Applicant will remain legally responsible for the continued operation of the EVSE in compliance with the terms and conditions of the RFP and the contract and for continued maintenance of the site and access to the EVSE, but will not be required to directly own and/or operate the charging stations. At a minimum Site-Host Agreements must:

- a. Include provisions regarding the Applicant's legal right to place the EVSE on the site;
- b. Allow the Applicant and any sub-contractors to install the specified EVSE on the site and for the equipment to operate on the site for a minimum of five years;
- c. Explain in simple terms the legal agreement between the Applicant and the Host, including responsibilities relative to the installation, operation and maintenance of both the EVSE and the site as a whole;
- d. Specify that the Applicant or its sub-contractors will have access to the site as necessary to maintain the equipment, signage, and other appurtenances;
- e. Require full public access to the EVSE during all operating hours;
- f. Specify which party is responsible for ensuring the site is accessible and inviting;
- g. Include provisions for any sale of the site (purchase, lease or rental of real-estate are defined as non-eligible costs); and
- h. Provide recourse for the Applicant should the Host decide to discontinue operation of the EVSE on the site.

Finalized Site-Host Agreements, if available, should be included in the application. If an Agreement has not yet been concluded Applicants should include a sample Site-Host Agreement.

#### 4.4 Recordkeeping and Reporting

The Applicant will be required to submit periodic reports as described below.

##### 1. Monthly Reporting

The Applicant shall provide monthly reports until the site(s) is/are operational that include:

- a. A description of the site work to date;
- b. A summary of all expenditures to date;
- c. A projected completion/operational date;
- d. A description of any modification of the project from the initial proposal;

- e. A discussion of any problems encountered in the permitting or construction phase where such information could be relevant to other, similar projects; and
- f. Any other information that may be relevant to the successful implementation of the project.

## 2. Quarterly Reporting

Once a site is operational, the Applicant shall submit quarterly reports to the Designated Contact Person, no later than the last day of the month following the end of the calendar quarter, that include data on that station's operation and usage, including, but not limited to:

- a. Station city, state, zip code;
- b. Station time zone;
- c. Station ID and Plug ID;
- d. Session ID, date, and start/end times;
- e. Total time plugged in;
- f. Total time spent charging;
- g. Total energy dispensed (kWh);
- h. Total transaction fee;
- i. Connector type;
- j. Max power output (kWh);
- k. Venue type;
- l. Station activation date;
- m. A description of differing fees by customer class (e.g. network members vs non-members) if any;
- n. Station status and health data demonstrating that the EVSE was operational at least 97 percent of the time based on a schedule of 24 hours per day and seven days per week;
- o. Equipment malfunctions and steps taken to correct;
- p. Routine maintenance conducted;
- q. Percent of time vehicles connected to a charger are charging;
- r. Quarterly income from each station, net expenses;
- s. Peak kW draw in the reporting period by date and time; and
- t. Any other information pertinent to the successful operation of the site.

The initial quarterly report shall include a description of how the above information is derived.

An acceptable template for this information, [An EVSE Utilization Data Collection Template](#), is provided by the Northeast States for Coordinated Air Use Management<sup>6</sup>.

The second and fourth quarterly report of each year shall also include data regarding electric utility rates, including demand charges, and a discussion of the impact of the utility rate design on the fee charged to customers and the profitability of the station.

## SECTION 5 – APPLICATION FORMAT AND CONTENT

### 5.1 Project Organization

Proposals must be submitted by a single Applicant. Proposals that include project partners must designate one party as the Applicant and shall clearly describe the scope of work to be performed by each party and the status and terms (proposed if not yet finalized) of the legal agreement between the parties. Project personnel named in a proposal are assumed to be the actual Contract performers. Upon selection an Applicant must verify the members of the project team. The application must clearly delineate the responsibilities of each team member.

### 5.2 Format Requirements

- Proposals must be typewritten, using a standard 12-point font.
- Where feasible pages should be double-sided to reduce resource use.
- Each page should state the page number, the name of the Applicant, and the RFP number.
- Each page should have one-inch margins.
- Unnecessary attachments (i.e., any attachments beyond those sufficient to present a complete, comprehensive, and effective proposal) will not beneficially influence the evaluation of the proposal.

### 5.3 Content and Organization Requirements

The application shall be submitted with a signed cover letter and must include the following information in the order provided here:

<sup>6</sup> NESCAUM reporting template: *An EVSE Utilization Data Collection Template*:  
<https://docs.google.com/spreadsheets/d/1YZQnAo2qGwZnyUpcsIVvBnsX0sf0BypihX5Jtli4NVE/edit#gid=0>



1. Applicant Information

- a. The legal name of the Applicant, address and telephone number, as well as information on any local office that may assist in provision of services;
- b. The structure of the organization (e.g., sole proprietorship, partnership, corporation, etc.) including state of formation;
- c. The name, address and telephone number of the person to whom correspondence should be directed; and
- d. The year the company was established as currently being operated.

2. Project Overview and Project Partners

The Applicant shall provide an overview of the proposed project and must list all project partners and describe the legal relationships between the Applicant and project partners. Project partners are those entities that are essential to the success of the EVSE installation and operation for the term of the contract (5 years). Project partners may include, for example, the entity that will own the EVSE; the Site Host; the lead contractor(s) for developing the site (e.g. electrical, excavation); the company(s) providing the EVSE; the entity responsible for operating and maintaining the site; the entity responsible for operating and maintaining the charging equipment; and the networking service provider.

3. Applicant Experience:

- a. Describe the qualifications of the Applicant, including brief description of past experience on contracts of similar scope and size. Provide client name, contact information, and contract value for a minimum of three projects and describe how the work is relevant to the current RFP including:
  - i. The name of the organization that contracted with you for EVSE sites and the name of a contact person and phone number.
  - ii. Number of EVSE provided.
  - iii. The date that the EVSE were installed/activated.
- b. Provide a list of the Applicant's ten most recent projects with a short description of the scope of work.
- c. Provide the names of any public agencies that have chosen to cancel or not renew EVSE contracts with the Applicant during the last five years.
- d. Provide a minimum of three (3) references for similar projects. Include the organization's name, address, and phone number as well as the name and email address of a contact person that was involved in the project for each. NHDES reserves the right

to contact or visit any of the references provided. Additionally, NHDES reserves the right to contact additional companies that the Applicant has done business with that NHDES is aware of or may become aware of.

4. Statement of Work:

A statement of work must be provided that includes the following:

- a. Project Location: Provide information regarding the proposed location for the charging infrastructure. This shall include the physical location; the travel corridor(s) to be served and the distance to the corridor(s); the current use of the property; existing structures; amenities on-site; amenities near-by and the distance to them; and any other pertinent information.
- b. Project Implementation Plan: Provide a Project Implementation Plan for accomplishing key tasks, outlining the approach to each requirement in Section 4 of this RFP, including methods and deliverables, and the project team member responsible for each aspect of the Plan. Detailed equipment specifications may be included as attachments, but the narrative must provide enough detail to clearly describe the solution proposed.
- c. Project Schedule and Deliverables: Provide a chart or outline detailing the proposed schedule for the project, including proposed timelines for each task and associated deliverables or reports. Applicants should note any issues or conditions that will need to be resolved before the project can begin or certain phases can be completed, and highlight potential barriers that could delay the proposed timeline.

5. Project Team Qualifications

Provide an overview of the Project Team organization showing each project partner listed in response to 5.3.2 above, and providing:

- a. A brief profile of each project partner company, including company background, years in business, ownership, parent company, headquarters location, size of staff, and a list of staff to be included in this project.
- b. Subcontractor agreements if available at the time of application. Agreements must be executed prior to contract approval should the Applicant be selected.
- c. One-page resumés for project partner key staff, including specific references to experience with design, construction, or operation for similar projects.

6. Staffing and Management

- a. Overview: Briefly describe the overall staffing plan and management approach to the project, including coordination with subcontractors where applicable.
- b. Organizational chart: Provide an organizational chart of the proposed team for the project. The chart should identify key team members, their project roles, and illustrate relationships between the individual staff and the organizations (the State, the Applicant, the Site Host, etc.).
- c. Individual qualifications: For key staff members that are described in the proposal, please provide a brief narrative that includes a description of the individual's role on this project and a summary of his or her relevant skills, qualifications, experience and expertise, including previous similar projects completed. Complete resumes should be included as a separate attachment.

7. Site-Host Agreements:

Describe the status of any Site-Host Agreement(s) (pending, completed, etc.) and include either a completed or a sample Site-Host Agreement(s) as an attachment.

8. Financial Strength:

- a. Describe the Applicant's financial capacity to pay for the equipment investments, labor, and other costs associated with the project and the Applicant's prospects for financial sustainability generally.
- b. Disclose and provide details regarding any bankruptcy petition (whether voluntary or involuntary), receivership, insolvency event, or similar adverse financial circumstance suffered or incurred by the applicant (or any predecessor entity) within the three years preceding the date of submission of this proposal.
- c. Disclose and provide details regarding any litigation, arbitration, or administrative proceedings involving the applicant within the three years preceding the date of submission of this proposal in which the amount claimed or adjudged against the applicant exceeded \$50,000.
- d. A certified financial statement including, but not limited to a Dun and Bradstreet rating shall be included as an attachment. If certified financial statements are not available, the applicant should provide either a reviewed or compiled statement from an independent accountant setting forth the same information required for the certified financial statements, together with a certification from the Chief Executive Officer or the Chief Financial Officer, that the financial statements and other information included in the statements fairly present in all material respects the financial condition, results of

operations and cash flows of the applicant as of, and for, the periods presented in the statements. In addition, the Applicant may be required to submit a bank reference. The Applicant must clearly mark all documents containing confidential information submitted in connection with the proposal as specified in Section 1.6 of this RFP.

- e. In order to provide the State with the ability to judge the Applicant's financial capacity and capabilities to undertake and successfully complete the Contract, an Applicant may be asked to submit two years of certified financial statements that include a balance sheet, income statement and statement of cash flow, and all applicable notes for the most recent calendar year or the Applicant's most recent fiscal year.

#### 9. Equipment Specifications and Customer Interaction:

Applicants must provide full equipment/system specifications for all charging, payment, and metering equipment to be installed, and the network to be utilized, as part of the proposed solution as an attachment. In the narrative portion, please provide general descriptions of:

- a. The EVSE that will be installed, including the make, model, capacity, and configuration of the EVSE;
- b. The customer interface, detailing how a customer will initiate a charging session and pay for the session, listing all payment options available to a customer; and
- c. The charging network that will be utilized for the EVSE.

#### 10. Equipment Specifications

Applicants must provide full equipment specifications for all charging, payment or metering equipment to be installed as part of the proposed solution.

#### 11. Budget/Cost Proposal.

- a. Narrative: Provide a detailed explanation of the project budget. All aspects of the project shall be addressed including, but not limited to: all customer primary work (i.e., excavation, conduit, concrete slab) plus all customer secondary work (i.e., from utility transformer to the meter and switchgear and, ultimately, to the EV charging stations); EVSE and associated equipment and installation costs; warranties; site preparation; design and engineering; permitting; project management; subcontractor costs; shipping of equipment; and any other costs associated with the project.

The narrative should clearly explain the Applicant's cost share for the proposed project and the source of the Applicant's funds. Applicants should describe all funding sources that will be used for this project and describe any plans to attract additional funding, if

applicable. Applicants must list all project-specific funds received or committed to date, whether from public or private sources, including all applications for funding pending with other entities.

- b. **Cost Forms:** Provide a completed Project Cost Form using the Excel spreadsheet provided in Attachment C. All project costs must be accounted for on this form, including reimbursable expenses and project match. Any significant costs not included on this form may be disallowed for reimbursement or as match. These summary sheets do not replace the required narrative regarding funding.
- c. **Pricing:** Provide the proposed method for determining customer cost for use of the EVSE for each site. Describe the unit of sale (e.g. per minute, per kWh); whether such cost will vary based on the season, time of day, or day per week; how costs will vary depending on network membership; additional fees and any other relevant information necessary to provide a transparent final cost to a customer.

## 12. Operation and Maintenance Plan

Applicants must include a proposed operation and maintenance plan with their proposal. This plan should discuss operation and maintenance of both the site and the equipment and specify what entity is responsible for carrying out such work. Upon selection, an applicant will be required to submit a detailed operation and maintenance plan specific to their proposal that will become a part of any resulting contractual agreement.

## 13. Exhibits: The following exhibits are required components of an applicant's proposal:

- Exhibit A – Include the completed **DC Fast Charger Utility Application Form** and **Electric Vehicle Preliminary Site Feasibility Assessment Information** forms that are provided in Attachments A and B in RFP# NH-VW-2021-01.
- Exhibit B – Project Cost Summary - Applicants must use the Excel Project Cost Form provided as Attachment C in RFP# NH-VW-2021-01 and available electronically at the [NH VW Mitigation Trust webpage](#).
- Exhibit C – References: Provide a list of references for the Applicant and any subcontractors included in the proposal. At least three (3) references must be provided for each organization included in the proposal. For each reference, please provide current contact information (name, company, telephone number, and email address) and a brief description of the work conducted for the reference, when it was done, and its relevance to the current RFP.
- Exhibit D – Resumes of key project team members. Key project team members identified in the proposal must be dedicated to the proposed project at the level proposed. Any substitutions of key project team members must be approved by the State.
- Exhibit E – Site-Host Agreement(s)

- Exhibit F – Operation and maintenance plan
- Exhibit G – Equipment specifications

## SECTION 6 – PROPOSAL EVALUATION AND AWARD

Applications passing all screening criteria will be submitted to an Evaluation Committee for review and scoring based on the Evaluation Criteria identified in this section. Members of the Evaluation Committee will be selected by NHDES. NHDES reserves the right to decide whether a proposal meets the requirements of this RFP and to accept or reject any or all proposals received.

During the evaluation and selection process, the Evaluation Committee may schedule an interview with an Applicant for the purpose of clarification and verification of information provided in the application. Any such interviews may not be used to change or add to the contents of the original application. Applicants will not be reimbursed for time spent interviewing or answering clarifying questions.

In evaluating proposals, NHDES reserves the right to take any of the following steps:

1. Consult with prior clients on the performance of the Applicant or of particular persons proposed for this RFP;
2. Schedule presentations or interviews with the Applicant or persons proposed for the project;
3. Conduct a review of past performance, including a review of reports, analyses, or other materials that would reflect the Applicant's performance; and
4. Request additional data or supporting material.

## 6.1 Scoring

Project proposals will be scored based on the following criteria:

Scoring Criteria	Maximum Points
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>

\*Other NH Benefits could include, but are not limited to: positive environmental impacts beyond the benefits of supporting EV travel (e.g. incorporation of renewable energy resources); additional economic development associated with the charging stations; planned strategies to encourage use of the EVSE; or other measures proposed by the Applicant deemed to add additional value to the State of New Hampshire.

## SECTION 7 – GENERAL CONDITIONS

1. The Applicant will be required to agree to the provisions of the State of New Hampshire’s form P-37 – General Contract Agreement (Attachment D) and any additional provisions based on the specific requirements of this RFP and the Applicant’s response to it.
2. The Applicant will be required to provide, in a timely manner, the following documents necessary for approval of the Contract by the Governor and Executive Council:
  - a. A current Certificate of Good Standing from the NH Secretary of State;
  - b. A notarized Certificate of Authority for the individual signing the Contract; and
  - c. A Certificate of Insurance naming the State of New Hampshire as the Certificate holder.
  - d. A signed Contract.

3. The State will submit the Contract and supporting documents to the Governor and Executive Council for approval. The effective date of the Contract will be the date of such approval. No work may begin prior to the effective date and subsequent written Notice to Proceed. Such notice may be delivered via email.

4. Upon submittal of all documentation necessary to support a request for payment, the State will, within 15 business days, direct the Trustee of the VW Trust to process payment to the Applicant. Applicants are responsible for making payments to any subcontractors. It may take 90 days or longer for the funds to be released by the VW Trust after request for payment by the State.

## SECTION 8 – ATTACHMENTS INDEX

Attachment A – DC Fast Charger Utility Application Form

Attachment B – Electric Vehicle Preliminary Site Feasibility Assessment Information

Attachment C – Project Cost Form

Attachment D – Form P-37 – General Contract Agreement



**Public Service Company of New Hampshire d/b/a Eversource Energy**  
**Docket No. DE 21-078**

**Date Request Received: July 14, 2022**  
**Data Request No. RR-002**

**Date of Response: July 19, 2022**  
**Page 1 of 2**

**Request from: New Hampshire Public Utilities Commission**

**Witness: Boughan, Kevin**

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**Request:**

The Company is to provide a detailed cost breakdown for the average site cost of approximately \$410,000 delineated in the Settlement Agreement schedules (Ref. Hearing Exhibit 1, Bates Page 32, Lines 8-9), for both in-front of the meter and behind the meter infrastructure.

**Response:**

The estimates outlined in the Company's original testimony, exhibit 2, Bates page 15, and detailed below are based on inputs from charging station vendors and installers in combination with Company estimates from early 2021. The Company anticipates that actual costs will vary by site and depend on the actual configuration of chargers ultimately deployed, as well as possible increased cost of equipment due to supply chain issues and inflation. The below costs assume equipment required for new service and installation costs for two 175kW DCFC chargers. The costs do not include the DCFC chargers themselves. The "per site" totals equal \$410,000, with an estimated five sites totaling \$2,150,000, as reflected in testimony.

**Cost Elements**

*Front of Meter Infrastructure (Per Site)*

Construction Documents, including service and system design (e.g. customer drawings)	\$13,000	
Site Preparation, including trenching	\$9,000	
ES 15KV & Transformer	\$100,000	
Electric Distribution Equipment, including metering enclosure	<u>\$8,000</u>	
Total Front of Meter (Per Site)	<u>\$130,000</u>	
Total Front of Meter (5 sites)	<b>\$650,000</b>	Capital

*Behind the Meter Infrastructure (Per Site)*

**Public Service Company of New Hampshire d/b/a Eversource Energy  
Docket No. DE 21-078**

**Date Request Received: July 14, 2022  
Data Request No. RR-002**

**Date of Response: July 19, 2022  
Page 2 of 2**

Site Preparation, including trenching	\$35,000	
Electric Distribution Equipment, including switchgear	\$90,000	
Electrical Contractor, including labor	\$130,000	
Contingency (10%)	<u>\$25,000</u>	
Total Behind Meter (per site)	<u>\$280,000</u>	
Total Behind Meter (5 sites)	<b>\$1,400,000</b>	Expense

**Public Service Company of New Hampshire d/b/a Eversource Energy**  
**Docket No. DE 21-078**

**Date Request Received: July 14, 2022**  
**Data Request No. RR-003**

**Date of Response: July 19, 2022**  
**Page 1 of 1**

**Request from: New Hampshire Public Utilities Commission**

**Witness: Davis, Edward A**

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**Request:**

Based on the proposed rate design (A4), the Company is to calculate and provide the dollar amount of the subsidy afforded to EV charging stations by the (A4) rate if the utilization rate would be 5 percent (presuming a 120 kW demand level).

**Response:**

To demonstrate the requested comparison using updated and current pricing, the Company directs the Commission to Exhibit 1, Bates page 20, which provides a comparison of bills between Rate GV, the Demand Charge Alternative (DCA) and the Commercial TOU rate. Comparisons are provided across a range of utilization levels (i.e., load factors), up to the DCA vs. Rate GV break-even level of 10%. Comparisons are provided in both table and chart form.

As shown in the table, the revenue difference between Rate GV and the DCA at a 5% utilization level is \$1,057 (\$2,837 for Rate GV vs. \$1,780 for the DCA).