Request for Information

For

Publicly Accessible Goods Movement Zero-Emission Infrastructure

Seeking Partnerships to Increase Zero-Emission Fueling Access in the South Coast Region

RFI 2023-01

September 2, 2022

Clean Transportation Funding™ from the
Mobile Source Air Pollution Reduction Review Committee (MSRC)

SECTION 1: INTRODUCTION

California is taking unprecedented steps to reduce toxic and climate change air pollution emitted from transportation sources. The Governor's Executive Order, N-79-20, set an ambitious timetable for the transition of all transportation sectors to zero-emissions where feasible. Notably, the governor's Executive Order requires all drayage trucks to be 100% zero-emission by year 2035. The California Air Resources Board, in response to the Governor's directive, has advanced new Rules, specifically the Advanced Clean Truck Rule, and the currently under development Advanced Clean Fleet Rule, that are key to ensuring the State's zero-emission goals are met for medium and heavy-duty trucks.

Locally, the San Pedro Bay Ports are implementing their Clean Air Action Plan (CAAP), whose goal is a 100% zero-emission drayage truck fleet by year 2035. This measure alone accounts for approximately 20,000 heavy-duty trucks operating within the South Coast region. State laws and local mandates will result in tens of thousands of medium and heavy-duty trucks transitioning from conventional fuels to zero-emission fuels – battery electric and hydrogen fuel cell – over the next decade. While there is significant regulatory emphasis on the vehicles that perform goods movement, equal emphasis needs to be placed on development of a robust network of accessible electric vehicle charging and hydrogen refueling infrastructure, without which a zero-emissions goods movement strategy is operationally infeasible.

It is expected that larger commercial trucking companies will have access to state incentive programs to offset a portion of the cost of installing electric charging, and potentially H_2 refueling, onsite at their fleet yard. *However, it is important to recognize that a significant portion of the trucks that perform goods movement in the South Coast region do not domicile at a commercial yard or other established home base, including between 28% - 50% of heavy-duty port drayage trucks.*

To enable the transition to zero-emission goods movement, especially for fleets and independent operators who do not domicile at a commercial yard, it is essential that **publicly accessible**[1] electric vehicle charging (EVSE) and hydrogen (H_2) fueling infrastructure be made available. If the 2035 goal is to be met, the time to begin the planning and construction of essential infrastructure is now.

This Request for Information (RFI) is intended to serve as a Call to Action on the issue of Publicly Accessible EVSE and H_2 Refueling Infrastructure. As discussed below, the MSRC is seeking willing partners to help facilitate investment in publicly accessible infrastructure to support an equitable transition of goods movement trucks to zero-emissions. A key objective is the identification of locations where the MSRC could make **Clean Transportation Funding™** investments in publicly accessible infrastructure.

[1] "Publicly accessible" is defined as a facility where truck fueling and/or charging is available at least part of the day for public access.

SECTION 2: OVERVIEW OF THIS REQUEST FOR INFORMATION

The purpose of this RFI is to seek information and identify potential partners who can assist the MSRC in deploying publicly accessible EVSE and H_2 infrastructure within the South Coast AQMD region. The MSRC will use the information obtained through this RFI to better understand the current state of the industry, including but not limited to interest levels, technologies, costs, business cases, and schedule requirements unique to installing and operating infrastructure to support the deployment of zero-emissions trucks.

In preparing to release this RFI, the MSRC has conducted outreach to stakeholders who share a common interest in the near-term deployment of publicly accessible zero-emission infrastructure. Multiple stakeholders have expressed their support for MSRC investment in infrastructure to support zero-emission trucks operating in proximity to the ports, along high-volume freight corridors such as the Interstate 710 Freeway, as well as the expansive network of warehouse, distribution, and logistics facilities throughout the entire South Coast region.

The Role of the MSRC

The MSRC is aware of efforts underway by the ports, California Energy Commission, non-profit organizations, and business enterprises to identify opportunities to develop zero-emission infrastructure. The potential role of the MSRC in facilitating and supporting these ongoing efforts is straightforward. **The MSRC has identified up to $50 million in Clean Transportation Funding™** to partner with stakeholders to make publicly accessible zero-emission infrastructure a reality, and accelerate the transition to zero-emission goods movement, especially for truck operators who do not domicile their trucks overnight at a commercial facility.

However, the MSRC is challenged in deploying its Clean Transportation Funding™ because the MSRC cannot acquire or own real property. Thus, a primary purpose of this RFI is to identify stakeholders who are property owners or those whose interest in a real property would allow construction of EVSE and/or H_2 refueling infrastructure. Importantly, the MSRC is interested in receiving relevant information from ALL STAKEHOLDERS who have a role in the accelerated development of zero-emission infrastructure, whether or not the stakeholder has an identified property.

Who Should Respond to this RFI?

All parties who have a stake in the transition of goods movement trucks to zero-emissions should consider submitting an Information Package under this RFI. This includes, but is not limited to:

- Property owners interested in working with the MSRC to build hydrogen fuel cell and/or battery electric truck EVSE infrastructure on their property. This could include, but is not limited to:
    - The Ports

  - Warehouse, distribution, & logistics facilities that could offer opportunity charging
  - Logistics real estate and supply chain logistics developers
  - Truck stops & truck service centers
  - Trucking companies that could offer daytime opportunity charging/refueling
  - Trucking companies that could provide overnight opportunity charging for fleets and independent owner-operators, particularly those without a home base for charging
  - Caltrans
  - Local governments, including cities, counties, public agencies, etc.
  - Owners of existing public access electric charging plazas/destination points, hydrogen refueling stations open to capacity expansion, or petroleum fueling stations open to redevelopment
  - Commercial real estate development companies and service agents
- Zero-Emission-related Business Enterprises, including:
  - Charging as a-Service (CaaS) providers
  - Trucking as a Service (TaaS) providers
  - EVSE & H_2 technology providers
- Engineering, architecture, construction, & infrastructure development firms
- Agencies seeking to leverage their available zero-emission infrastructure funding
  - County Transportation Commissions
  - State Agencies
  - Metropolitan Planning Organization (SCAG)
  - Local Governments
  - Nongovernmental organizations & non-profits

While the MSRC's focus is to serve trucks and operators whose primary vocation is goods movement, including but not limited to container drayage, commodity transport, and parcel delivery, it is also the MSRC's intention that EVSE and H_2 infrastructure would be accessible to all compatible zero-emission vehicles and vocations.

Interested parties are asked to submit an **Information Package** that identifies the respondent's potential role and available resources to partner with the MSRC to develop zero-emission infrastructure, with a goal to have infrastructure available for use by 2026. Details on the requested contents of an Information Package are included in Section 3 of this RFI, below.

Based on information submitted in response to this RFI, the MSRC may issue a Request for Proposals (RFP), or the MSRC may, at its discretion, select one or more RFI respondents and enter into discussions and/or negotiations, and may enter into agreements as a result of the RFI.

SECTION 3: HOW TO RESPOND TO THIS RFI – INFORMATION PACKAGE PREPARATION

The MSRC seeks the submittal of Information Packages from stakeholders who share the MSRC's goal of accelerating deployment of infrastructure to support zero-emissions goods movement. Of special interest to the MSRC is information on business models, operational plans, barriers, and high-level costs associated with publicly accessible electric charging and H_2 refueling infrastructure for medium and heavy-duty trucks.

While there are no strict requirements when submitting an Information Package under this RFI, the following guidelines and content suggestions are offered to assist respondents in preparing a response. Recommended elements of an Information Package include the following:

1. Transmittal Letter that identifies the name of the organization submitting the Information package, contact information, including but not limited to company website URL, telephone and e-mail address of the contact person(s) for technical and contractual matters, and any other relevant contact information.

2. An Overview of Your Organization & Role in Zero-Emission Truck Refueling Infrastructure. Please provide information on your agency or business enterprise, including a concise narrative describing the firm or agency's experience, products, business model, or service offerings as it relates to electric vehicle charging or H_2 station development or operations. Include, as appropriate, information regarding your firm's experience involving similar EVSE or H_2 developments, organization size, structure, financial capacity, etc.

3. Discussion of How the MSRC Can Potentially Partner with Your Organization to Implement Publicly Accessible Zero-Emission Infrastructure. The MSRC would like to understand how a potential partnership could advance the availability of zero-emission truck refueling in the South Coast region. Conceptual partnership ideas are welcome; if there is a specific project you would like to discuss with the MSRC, please provide information as described in the next paragraph.

4. Conceptual Project Description. If your organization has a specific project location or other near shovel ready concept that could benefit from a partnership with the MSRC, please provide a description of the proposed conceptual project. Please include the following elements to the extent applicable and feasible:

    a. Project Location: Information on the proposed project's location, ownership status, parcel size, exiting conditions, accessibility, existing environmental or remediation needs, and any other descriptive information as available. Notation of whether project is located in a Qualified Opportunity Zone.

b. Overview of Operational Model: Please provide an overview of your agency or firm's operational model, addressing the following topics to the extent known:

- Customer Base - Describe the targeted customer base, such as trucking fleets, independent owner operators, other users, and/or some combination thereof
- Charging and/or H2 Refueling Scenarios - Describe how the site will support overnight battery-electric truck charging, opportunity charging, or some mix of the two charging scenarios.
- Hours of Operation and Public Accessibility - Include general operating hours and the hours of public accessibility if the development is not exclusively public. Describe any restrictions on public access.
- Customer Service Model - Describe your firm's customer service model, such as how you plan to handle payments, reservations, etc.
- Ancillary Services - If applicable, describe any ancillary operations, such as ATMs, food sales, cell phone waiting areas, etc.
- Degree that proposed projects implement project priorities identified and recommended in regional planning blueprints and feasibility studies prepared by metropolitan planning agencies, joint power agencies, other local governments and private firms.
- Integration with electric grids, storage technologies, or hydrogen production/natural gas and hydrogen pipeline systems that could facilitate multiple revenue streams reflecting more holistic development projects.
- Anticipated new CEQA requirements and permits needed to complete construction and the status of obtaining approvals.
- Energy Management Strategies - If applicable and/or known, describe any operational load management strategies planned for use at the proposed site.

c. Site Design & Capital Improvements: To the best of your ability, describe the proposed capital improvements planned for the site. Include a conceptual design drawing, indicating the rough locations of charging units and/or H_2 refueling equipment, power supply equipment, and supportive services. If you are not proposing to develop the entire site, indicate the square-footage required. Additionally, please describe the following to the extent information is available:

- Number of charging units - Include the anticipated number of charging units, noting the number of units in overnight or opportunity configurations.
- Type of charging units - Identify the charging rate(s) and connector type(s).

- Energy storage: If applicable, describe any onsite energy storage or generation.
- Supportive services - Identify plans for supportive services, such as restrooms, offices, and/or car parking, if applicable, and their approximate site locations.

d. Conceptual Development Schedule: Provide a high-level development schedule, including the timeframe for permitting, construction and full operations.

e. Cost Estimate and Budget: To the extent feasible, please provide a cost estimate and cost breakdown for the charging/refueling-facility concept. The MSRC understands that these are preliminary costs and subject to change. Please identify the following:

- Estimated capital costs - Include all costs associated with the design and construction of a publicly accessible truck charging/refueling facility. Please list the assumptions used to derive the estimated capital costs.
- Estimated operations costs - Include costs such as energy, staffing, and maintenance. Please state the assumptions used in estimating operations costs and the minimum re-fueling or charging sales needed to cover operating costs.
- Expected commitment of private investment and source of funding.
- Grants or subsidies - Please describe any grants, subsidies, incentives, and/or public utility participation or incentives that are assumed in your budget.

f. Business Plan and Financial Projections: Provide a description of your business model, including proposed revenue-generating mechanisms and cost-recovery strategies. Indicate the level of financial assistance requested from the MSRC. If your business plan relies on additional grant funding, describe the agency or firm's plan for securing such funds. Qualitatively, describe the resources and actions needed to ensure the long-term viability of the charging/refueling facility.

g. Support for Disadvantaged Fleet Operators: Please discuss how your conceptual project or business plan supports the unique needs of smaller, disadvantaged trucking operators, including independent owner operators. Include information to the extent applicable on financing mechanism to support smaller operators, availability of overnight parking, or other support mechanisms that benefit disadvantaged trucking operators.

h. Anticipated Barriers: Identify any barriers – financial, regulatory, technical, etc. – that could preclude your agency or firm's ability to achieve these goals, and describe ways to overcome them.

5. Unique Project Attributes: Please highlight any elements of your organization structure, project concept, business model, or any other element that enhances a potential partnership with the MSRC.

SECTION 4: INFORMATION PACKAGE SUBMITTAL INSTRUCTIONS

The Information Package submittal period for this RFI closes on November 30, 2022, unless extended by the MSRC. Responses should be sent via e-mail to:

Cynthia Ravenstein
MSRC Contracts Administrator
Cynthia@CleanTransportationFunding.org

If you have any questions regarding this Request for Information, please contact Ray Gorski, MSRC Technical Advisor, at rgorski@aqmd.gov or by phone at (909) 396-2479.