



To: DMA Board of Directors
 From: DMC Staff
 Date: March 8, 2023
 RE: Mobility Center – Provider Selection for Electric Vehicle Providers

Background:

DMA policy recommends that at least 5 percent of the available parking spaces at any new DMA-affiliated parking facility be built as “EV-ready”. EV-ready spaces are outfitted with electric panel support and conduit capacity for the future operation of Level 2 chargers. Level 2s are middle-range type chargers and provide about 65 miles range per charging hour.

At the Downtown Mobility Center, four initial parking spaces are ready for installation with Level 2 chargers for public use. Conduit is installed for EV-charging capacity at another 48 of the 960 total parking spaces, meeting the 5 percent EV-ready recommendation requirements.

In order to have EV charging equipment installed by July 2023, the DMC staff created a Request for Proposals asking EV-charging providers to submit charging installation plans for the Mobility Center. The five responses to the RFP are summarized below:

Company	Proposal	Contract Terms	Cost
Blink Charging	Two dual 19.2kW 80A Level-2 chargers, 4 total spaces	7-years, with 2 renewals. Blink retains ownership and performs all maintenance and installation.	No purchase or installation cost. Blink reimburses electricity costs. Revenue share is 60/40 to DMA. \$18 monthly network fee and 8% revenue transaction fee.
EVgo	Two dual 19.2kW Level-2 EV chargers; Six future 200-350 kW DCFC Level-3 fast chargers	5-year maintenance for L2s, 10-year contract for L3s	No installation charges. DMA would be owner / operator / maintenance provider for L2s after 5 years. No revenue share model for L3s
EverCharge	Four 19.2kW 80A Level-2 EV chargers	2-year warranty, with optional 5–10-year additional warranty	\$21,119.26 equipment cost DMA would be owner / operator / maintenance provider for chargers.
Kenmon Charge	4 single-port 40/48A Level-2 EV chargers	5-year hardware warranty; client to pay for power charges to units	\$4,000 warranty charge (non-reoccurring) and \$300 monthly maintenance fee
AllWorld / Seimens	Two dual 11.5kW 40/48A Level-2 EV chargers	No contract timeline – DMA would be owners	\$22,160.00 for Seimens equipment Additional cost for installation / management / maintenance performed by AllWorld.

Of the five responses, the staff recommendation is to accept the proposal from Blink Charging. Blink's is the only proposal that includes no upfront costs to the DMC along with a 40 percent revenue share to the DMC. Blink will own the chargers and perform all installation, maintenance, operational management, and future upgrades as needed at no additional cost to the DMA – terms not included in any other proposal. Blink currently provides twelve Level 2 chargers in five other DMA-affiliated parking facilities: Shoppers Garage, Criminal Justice Center Garage, 250 Peabody Place Garage, First Place Parking, and Barboro Flats Garage.

Contract terms include an \$18 monthly network fee and 8 percent fee of gross revenue. If the DMC is billed for electricity for the chargers, Blink will reimburse the electricity costs. The contract includes an exclusivity clause stating that if DMA wishes to install Level 3 Fast Chargers in the future, Blink will have first right of refusal.

The proposed chargers are compatible with any make and model of electric vehicle and any person can access and use the chargers. Blink charges the standard statewide EV-charging rate of \$.03 cents every thirty seconds. By signing up for the free Blink membership loyalty program, users can pay a slightly lower rate.

Recommendation:

The DMC Staff recommends the DMA accept the proposal from Blink Charging to provide two dual 19.2kW 80A Level-2 chargers at four parking spaces for the Downtown Mobility Authority. Pending DMA Board approval, the Staff will finalize the contract terms with Blink.