

ELECTRIC VEHICLES SAN ANTONIO

## **Publicly Accessible Electric Vehicle Chargers on City Property**

Douglas Melnick, AICP, ISSP-SA, CNU-A, Chief Sustainability Officer

**Item #34**

**City Council A Session**

**December 10, 2020**

# Background

City of San Antonio policies support electric vehicles.

- ✓ Climate Action & Adaptation Plan
  - ✓ Ozone Attainment Master Plan
  - ✓ American Cities Climate Challenge
  - ✓ City of San Antonio's SA Tomorrow Sustainability Plan
- 
- 4,400 registered EVs in CPS Energy service territory in June 2020
  - CPS Energy estimates 50,000 EVs in San Antonio by 2030.



# EV SA

## ELECTRIC VEHICLES SAN ANTONIO

### Reducing Transportation Consumption is a Major Greenhouse Gas Reduction Strategy in SA Climate Ready.

- Publicly-Accessible EV charging on City-owned property
- EV-SA Public Education & Outreach Campaign (CMAQ-funded)
- EV & Solar Ready Code
- Municipal Fleet Initiatives with BESD
- CPS Energy Pilot Rates



# Current Access to Charging

Limited access to residential and workplace Level 2 Chargers and DC Fast Chargers across San Antonio

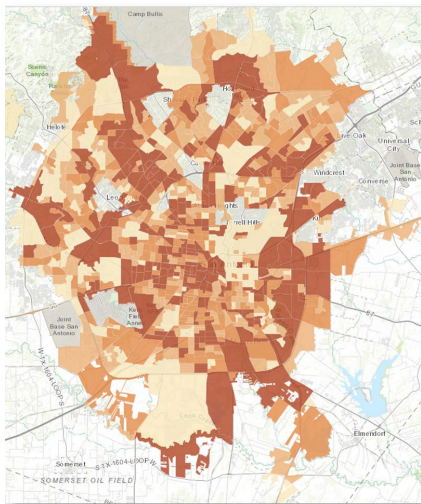


Figure 1. Workplace charging index.

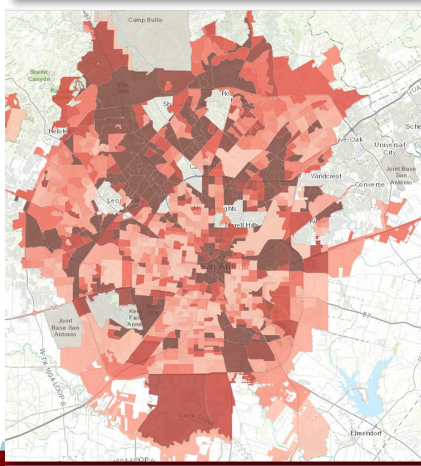


Figure 1. Residential index.

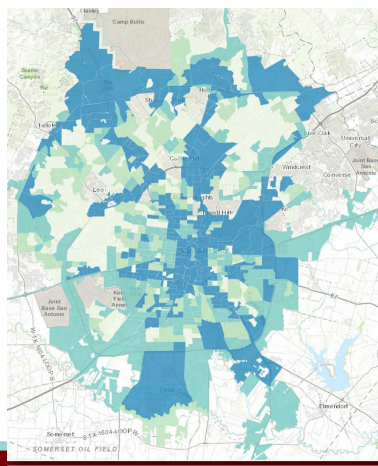


Figure 1. DC fast charging index.

- Limited charging could mean delayed adoption of electric vehicles.
- 44% of residents don't have access to at-home charging.
- Project addresses inequitable access to EVSE.



# Project Evaluation

- 5 proposals reviewed
- Evaluation committee:
  - ✓ Office of Sustainability
  - ✓ Public Works
  - ✓ Center City Development & Operations
  - ✓ Finance
  - ✓ CPS Energy
  - ✓ Natural Resources Defense Council

*Blink's proposal showed commitment to cost neutrality and extensive experience.*



# Agreement with Blink Charging

- Turn-key ownership model
- Cost-neutral to City
  - Blink responsible for all expenses related to site prep, installation, software, marketing, customer interface
- Level 2 Chargers and DC Fast Chargers on City property
  - Garages, Surface lots, libraries, parks, Pre-K 4 SA centers are potential sites
- Contract term is 1 year with four 1-year renewal options



# TxVEMP Grant Opportunity

Promoting use of zero-emission vehicles, supporting EV drivers through convenient public charging, reducing range anxiety

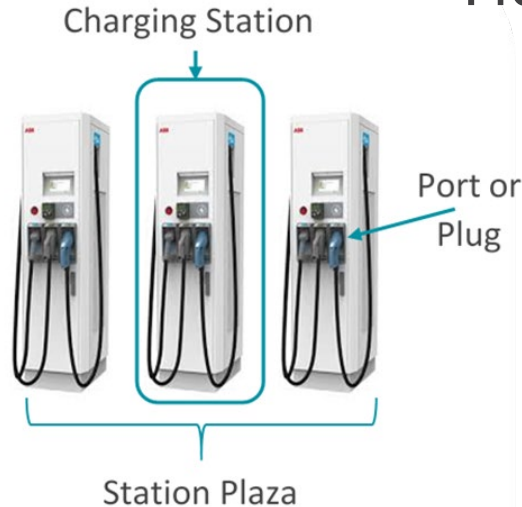


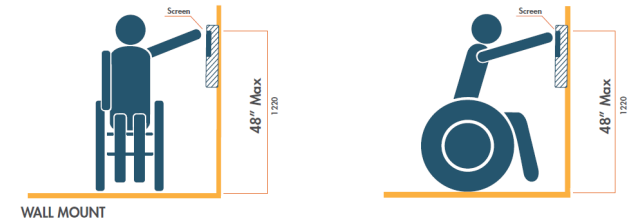
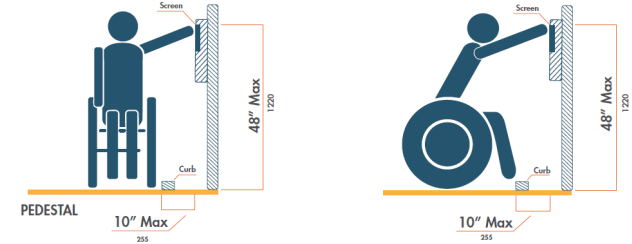
Figure 1. Explanation of station, port, and station plaza.

- \$10.4 million in grants are available for Level 2 charging statewide.
- TCEQ is the Lead Agency administering TxVEMP.
- TCEQ reimburses grantee up to \$2500 per charging unit eligible project costs.

# Equity and Accessibility



- COSA Chargers will be strategically placed in locations to promote EV adoption and charging capabilities for ALL San Antonio residents and visitors regardless of age, socioeconomic status, ethnicity, race or gender. Our goal is to provide the necessary infrastructure everyone can access.
- All COSA Chargers will follow the ADA's special design guidelines to accommodate people with disabilities
- This program is designed to support COSA's mission to deliver quality services and commit to achieve SA vision of prosperity for our diverse, vibrant, and historic community.



Full ADA guidelines for EV charging equipment is available on [Energy.gov](https://www.energy.gov). This is not an exhaustive list of the ADA requirements. More considerations may be required, specific to each site. The Architect or Project Engineer will verify all ADA requirements.



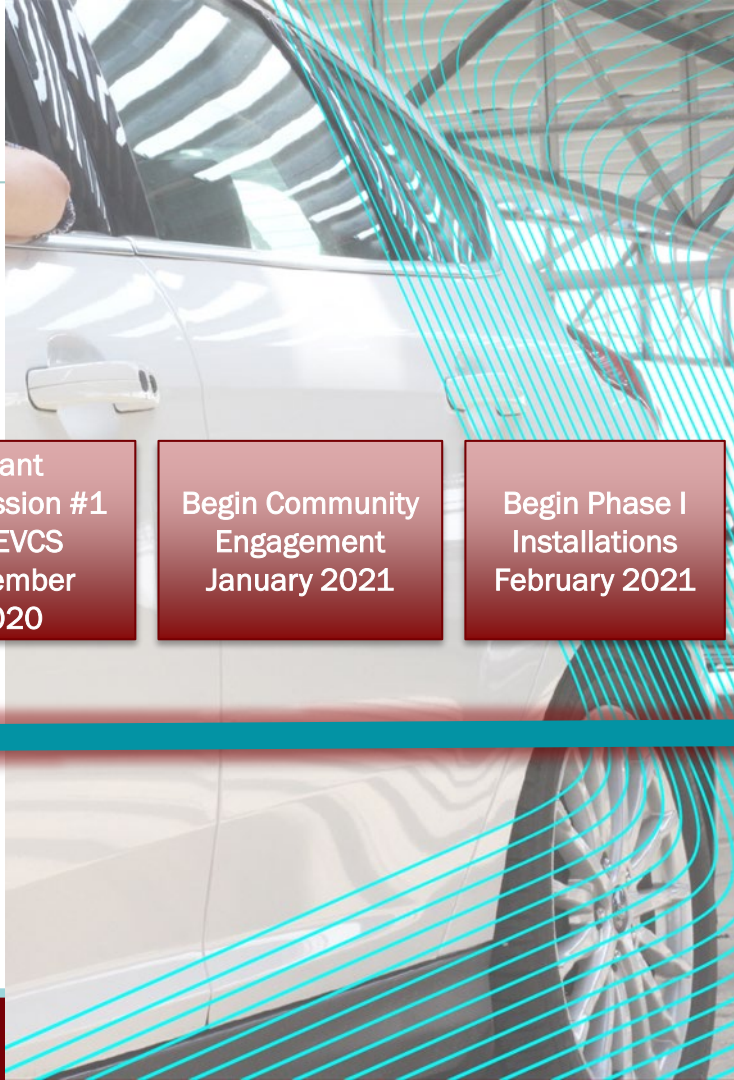
# CoSA Potential Locations, to be further vetted by Project Team



- 1 City Hall**  
100 Military Plaza, San Antonio, TX 78205
- 2 Alamodome**  
100 Montana St, San Antonio, TX 78203
- 3 One-Stop/San Antonio Development Services Dept.**  
1901 S Alamo St, San Antonio, TX 78204
- 4 Henry B. Gonzalez Convention Center**  
900 E Market St, San Antonio, TX 78205
- 5 Houston Street Garage**  
240 E Houston St, San Antonio, TX 78205
- 6 Central Library Garage**  
600 Soledad St, San Antonio, TX 78205
- 7 Convention Center Garage**  
850 E Commerce St, San Antonio, TX 78205
- 8 St. Mary's Street Garage**  
400 N St Mary's St, San Antonio, TX 78205
- 9 Martinez Lot**  
S Alamo St & Martinez St, San Antonio, Tx 78205
- 10 S. Alamo Lot**  
418 S Alamo St, San Antonio, TX 78205
- 11 City Tower Garage**  
600 N. Flores St., San Antonio, TX 78205
- 12 Houston/Nolan Lot @ Elm**  
E Houston St, San Antonio, TX 78202
- 13 Market Square Lot**  
612 W Commerce St, San Antonio, TX 78204
- 14 I-35 Lots**  
Interstate 35 between Commerce Street and Martin Street, San Antonio, TX 78207

- 15 I-37 Lot**  
Interstate 37 10st & Austin St. San Antonio, Tx 78202
- 16 Pre-K 4 SA North Education Center**  
3635 Medical Dr, San Antonio, TX 78229
- 17 Pre-K for SA North Bus Depot 1- Cody Branch Library**  
11441 Vance Jackson Rd, San Antonio, TX 78230
- 18 Pre-K 4 SA North Bus Depot 4- John Igo Community Center/Branch Library**  
13330 Kyle Seale Pkwy, San Antonio, TX 78249
- 19 Pre-K 4 SA North Bus Depot 5- Great Northwest Library**  
9020 Wellwood St, San Antonio, TX 78250
- 20 Pre-K 4 SA East Education Center**  
5230 Eisenhower Rd, San Antonio, TX 78218
- 21 Pre-K 4 SA East Bus Depot 6- MacArthur Park**  
1611 NE Interstate 410 Loop, San Antonio, TX 78217
- 22 Pre-K 4 SA East Bus Depot 7- Julia Yates Semmes Library**  
15060 Judson Rd, San Antonio, TX 78247
- 23 Pre-K 4 SA East Bus Depot 8- Thousand Oaks Library**  
4618 Thousand Oaks, San Antonio, TX 78233
- 24 Collins Garden Library**  
200 N Park Blvd, San Antonio, TX 78204
- 25 District 4 Heritage Community Center**
- 26 District 9 Senior Center**  
835 W. Rhaspody, San Antonio, TX 78216
- 27 Airport Integrated Control Center**

# Project Timeline




# Fiscal Impact



- This project is cost neutral to the City.
- Blink will:
  - provide, install, operate, own, and maintain all EVSE.
  - manage associated software, marketing and customer service interface.
  - establish account with CPS Energy or reimburse City for electricity use.
  - Apply for grants, rebates and incentives.
- 50/50 revenue share after project costs are met.
  - Revenues to be deposited in Sustainability Fund

# Summary

- Agreement with Blink Charging Company for Electric Vehicle Supply Equipment (EVSE) on City property
- Supports City's climate, sustainability, transportation, and air quality goals
- Demonstrates San Antonio's support of new technology and EV drivers
- City contractor to apply for TxVEMP funding under Zero Emission Vehicle Supply Equipment projects
- Cost neutral to the City



**Q: Will my charge last through my commute?**

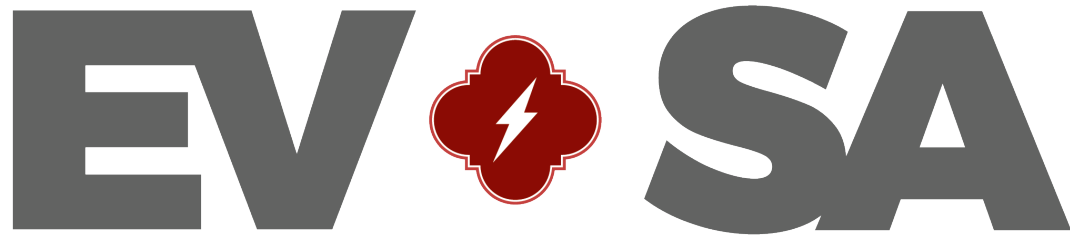


# Recommendation

Staff recommends that City Council approve an agreement between the City of San Antonio *and* Blink Charging Company for Publicly-Accessible Electric Vehicle Charging Infrastructure on City Property.







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# BACK-UP SLIDES



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# Project Costs and Revenue Share

Blink EV Product Management Office

# Project Revenue Share Procedures



The Parties agree to a 50/50 charging revenue split, after Provider recoups the Project Costs. The Parties acknowledge that mutually agreed upon adjustments may be made to the revenue share as a better understanding of locations, costs, incentives and other factors are finalized.

Blink will evaluate the proposed locations to understand the costs as well as understand the incentives anticipated from the TxVEMP Grant Program to maximize the City of San Antonio's revenue potential and achieve the projects goal of cost neutrality or better.

- For the following Revenue Sharing Procedures, Blink is the “Provider” and City of San Antonio would be the “Client”:
- Collection of Revenue. Provider will record the Equipment usage and collect all revenue generated by the Equipment.
- Revenue Payment. After recouping the Project Costs, Provider shall remit to Client fifty percent (50%) of the Net Revenues generated by the Equipment (“Revenue Payment”).
- “Net Revenues” are defined as the gross revenues generated from the Equipment through EV charging fees and advertising (“Gross Revenues”), minus: (i) project costs; (ii) any and all taxes paid by Provider, (iii) transaction fees of eight percent (8%) of Gross Revenues, (iv) \$18.00 per month, per charging station in network/connectivity fees related to the operation of the Equipment, and (v) Electricity payments or reimbursements by Provider for the period ((ii), (iii), and (iv) being referred to hereinafter as the “Service Fees” or “Fees”).
- Provider shall issue the Revenue Payment to Client on or before the fifteenth (15th) day of each month subsequent to the applicable monthly revenue period.
- An activity report for the reported month detailing: the number of transactions, the Gross Revenues, and the Service Fees, will accompany each Revenue Payment.
- If the Gross Revenues do not cover the Service Fees incurred in a given month, such unpaid Fees will accrue to the following month.

# Project Q1 Breakdown



Equipment	Cost	Make Ready & Installation	Network Fees	Maintenance	Electricity	Quantity	Blink Investment
IQ200 Dual Port	\$6,500	\$4,000	\$360 /Year	\$100	TBD	50	\$550,500
Pedestal	\$600	Included	N/A	Included	N/A	50	\$30,000
COSA Wrap	\$1,500	Included	N/A	Included	N/A	50	\$75,000
DCFC 50kW	\$26,499	\$30,000	\$216/Year	\$200	N/A	Pending Grant Timing	0
Marketing	\$250	Included	N/A	N/A	N/A	50	\$12,500
Freight	\$180	N/A				50	\$9,000
Sub-Total	\$35,529	\$4,000/\$30,000	\$360/\$216	\$100/\$200	TBD	50	\$677,000
TX VEMP Grant	-\$2,500					50	(-\$125,000)
<b>Totals</b>		<b>\$34,000</b>			TBD	<b>50</b>	<b>\$552,000</b>



# Project Costs



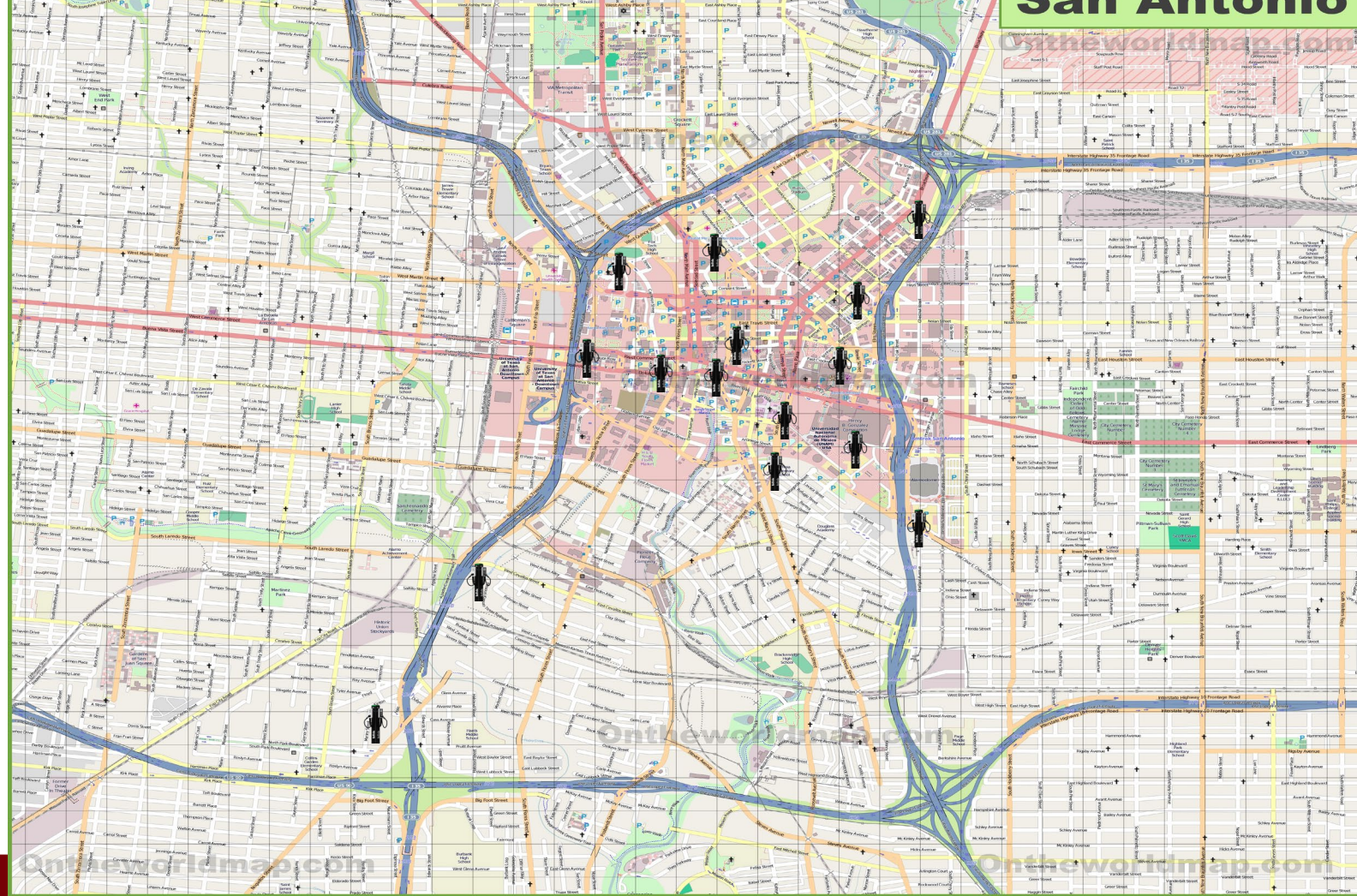
Equipment	Cost	Make Ready & Installation	Network Fees	Maintenance	Electricity	Quantity	Blink Investment
IQ200 Dual Port	\$6,500	\$4,000	\$360 /Year	\$100	TBD	71	\$778,160
Pedestal	\$600	Included	N/A	Included	N/A	71	\$42,600
COSA Wrap	\$1,500	Included	N/A	Included	N/A	71	\$106,500
DCFC 50kW	\$26,499	\$30,000	\$216/Year	\$200	N/A	6	\$338,944
Marketing	\$250	Included	N/A	N/A	N/A	71	\$17,750
Freight	\$180	N/A				77	\$13,860
Sub-Total	\$35,529	\$4,000/\$30,000	\$360/\$216	\$100/\$200	TBD	77	\$1,297,814
TX VEMP Rebate	-\$2,500					71	(\$177,500)
<b>Totals</b>					TBD	<b>155</b>	<b>\$1,120,314</b>



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# Proposed Locations

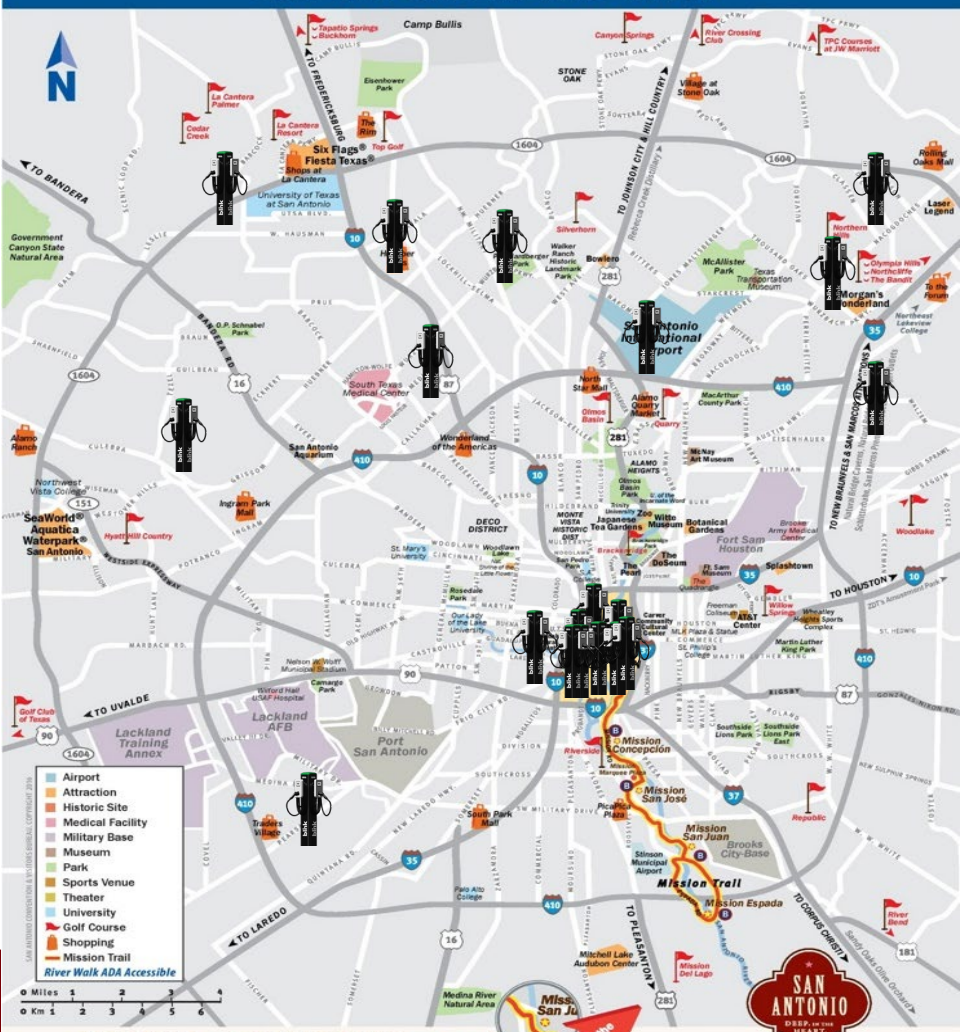
Blink EV Product Management Office



Proposed  
Downtown  
Locations,  
*to be further  
vetted*



# SAN ANTONIO METRO AREA



Proposed Downtown  
&  
Outer Loop  
Locations,  
to be further vetted

# Evaluation



RFP for Publicly Accessible EVSE L2 AC NUMBER 20-076; 6100012932)	Maximum Points	Blink Charging Co. 407 Lincoln Rd., Suite 704 Miami, Florida 33139	PSI Energy Solutions 14833 Bulverde Rd. San Antonio, Texas 78247	Zeco Systems, Inc. d/b/a Greenlots 939 Emerald Buff Court Houston, Texas 77095
Score Summary *FINAL EVALUATION September 14, 2020				
A - Experience, Background, Qualifications	30	23.17	19.00	18.50
B - Proposed Plan	35	28.17	8.17	9.17
A - B Sub-Total	65	51.34	27.17	27.67
C - Price	20	20.00	0.00	0.00
D - Local Preference Program	10	0.00	0.00	0.00
E - Veteran-Owned Small Business Preference Program	5	0.00	0.00	0.00
<b>TOTAL SCORE</b>	<b>100</b>	<b>71.34</b>	<b>27.17</b>	<b>27.67</b>
<b>RANK BASED ON TOTAL SCORE</b>		<b>1</b>	<b>3</b>	<b>2</b>

RFP for Publicly Accessible EVSE L3 DC RFP 20-076; 6100012932)	Maximum Points	Blink Charging Co. 407 Lincoln Rd., Suite 704 Miami, Florida 33139	PSI Energy Solutions 14833 Bulverde Rd. San Antonio, Texas 78247	Zeco Systems, Inc. d/b/a Greenlots 939 Emerald Buff Court Houston, Texas 77095
Score Summary *FINAL EVALUATION September 14, 2020				
A - Experience, Background, Qualifications	30	23.67	19.00	18.50
B - Proposed Plan	35	30.00	8.17	9.17
A - B Sub-Total	65	53.67	27.17	27.67
C - Price	20	20.00	0.00	0.00
D - Local Preference Program	10	0.00	0.00	0.00
E - Veteran-Owned Small Business Preference Program	5	0.00	0.00	0.00
<b>TOTAL SCORE</b>	<b>100</b>	<b>73.67</b>	<b>27.17</b>	<b>27.67</b>
<b>RANK BASED ON TOTAL SCORE</b>		<b>1</b>	<b>3</b>	<b>2</b>