

Laurel Review of EV charging stations

Three companies referred by Executive Director of Greater Washington Region, Clean Cities Coalition (CCC). Ira works closely with COG and made the introductions for the City.

All the vendors have a relationship with CCC and have worked with BGE, the state of Maryland on the rebates and the Federal DOE money for the charging stations. However, only Blink will file all the paperwork for the Mid-Atlantic Electrification money (Federal DOE) and the rebate forms for the State. Each company has charges that are fully networked – making it simple to track usage and provide service to multiple vehicles. Each company completes the install and covers all maintenance. Leases vary – the longest is a five-year lease with an automatic renewal for three terms, others are 10 year. Each company will upgrade as necessary. The City would be responsible for providing power for the stations – a DC Fast charger would require a designated source.

Volta is a company that makes most of their money using advertising on their stations. One of their largest clients is Giant corporation –you can see their station in the Giant parking lot. While they are open to working with the City – especially as they see an opportunity moving forward – they are most interested in shopping center areas. I asked if they were interested in recreational facilities, and they said not at this time. If the City were to pursue a “Traveler Hospitality Station” – this company would be a very good fit. They would also pay a fee to the City based on the usage of the EV stations. Volta offers three types of chargers – L2, DC Fast and towers. Towers are non-media and can be free standing or wall mounted. The cost is \$125 per port per month.

EVgo is a company that is focused on DC Fast chargers and is in a partnership with General Motors. Their view of the world is that DC Fast chargers are the future and, therefore, they do not have readily available L2s. They would pay the City for using the spaces to provide the DC Fast chargers, however, they only work in a limit of 4-station units. They are looking for high-profile areas and if the City used the stations, we would pay EVgo based on usage (between \$0.28 to \$0.30/minute.).

So, saving the best for last....

Blink is company that provides L2 and DC Fast chargers. In addition, this company works hand-in-hand with BGE to provide public charging stations AND charging stations in multi-family communities, condos and apartments. All these are at no cost to the City. The City would also get a revenue based on the usage of the public stations (50/50 split). For the City-used stations, a Kiosk would be set up and can handle up to 20 stations – the kiosk would track all the usage, verify which vehicle is using the station and provide reporting. Once the system is set up – any City vehicle can use the Blink chargers regardless of where they are – similar to being able to use the Shell Station for gas if DPW is down. The cost is \$89/month per pedestal for L2 – the cost for DC Fast is \$849!!! Per month! As you can see their focus right now is NOT on DC fast chargers,

however, if the City can get a revenue from the public usage chargers, we may be able to off-set that cost. In addition, Blink can have the public stations on the ground by the end of the year. Attached is a presentation by Blink for the City.

I think I have covered the highlights of the companies. I think it would be beneficial for the City to have one vendor handle both public and city-used charging stations.

I can set up a meeting with Blink or any of the vendors to answer any questions, provide more in-depth pricing and contract information, etc.

Let me know how you would like to proceed.