



Consolidated Edison Company of New York, Inc
4 Irving Place
New York, NY 10003-0987
www.conEd.com

Nevins St EV Charging Hub RFP – Frequently Asked Questions – April 8, 2020

The following responses consolidate questions submitted to Con Edison.

The RFP submission deadline is **May 8, 2020, 5:00 pm EST**.

Please continue to direct inquiries and clarifications to EVprograms@coned.com

For information about the related Nevins St. Energy Storage Site (“ESS”) RFP please see information posted at Con Edison’s *Business Opportunities* website:

<https://www.coned.com/en/business-partners/business-opportunities/energy-storage-request-for-proposals>

Demonstration Project Agreement:

Q: What type of electric vehicle supply equipment (“EVSE”) is required on the site – Level 2 (“L2”) or Direct Current Fast Chargers (“DCFC”)? If the proposal includes a mix of types, then is there an expected ratio of L2 to DCFC?

A: There are no requirements related to the type of EVSE or mix of types that can be included in a proposal. However, Con Edison refers Respondents to the requirements of its two Public EV Charging programs – the Business Incentive Rate and the Fast Charging per Plug Incentive. See <https://www.coned.com/en/our-energy-future/technology-innovation/electric-vehicles> for more information, or the Con Edison Schedule for Electricity Service (Rider J, Leaf 193 – Leaf 202) available at <https://www.coned.com/external/cerates/documents/elecPSC10/electric-tariff.pdf>

Q: Are exclusive partnerships with fleet providers allowed? If not, can some of the EVSEs be dedicated to fleet only? If so, are reservation systems encouraged; is it possible to schedule blocks of time for consumers, or fleets, to use throughout the day?

A: There are no exclusions related to the types of partnerships and/or customers, or mix of customers, that can be included in a proposal. It is the Respondent’s responsibility to explain the operational rationale and business case for the types of customers that will use the EV charging hub.

Q: Can the EVSE owner / operator (i.e., the “Tenant” or the “Operator”) require enrollment in a software platform to access the site?

A: EVSE use must remain publicly accessible, defined as “open to the general public, [and available to] a wide variety of users” in Con Edison’s Business Incentive Rate. The Tenant or Operator can offer software or a mobile application to EVSE users but shall



Consolidated Edison Company of New York, Inc
4 Irving Place
New York, NY 10003-0987
www.conEd.com

also provide alternative methods of payment for example, credit card reader or call center.

Q: Can the EVSE be configured for medium- or heavy-duty vehicles?

A: The site is intended for use by light-duty vehicles. It is the Respondent's responsibility to explain the operational rationale and business case for including medium- or heavy-duty vehicles in its proposal.

Q: Can the Respondent offer other value-added services on the site?

A: The Respondent can propose other utility-related value-added services such as enrollment in existing Con Edison demand response programs. That said, the primary intent is to provide EV charging as a service.

Q: Can the Respondent apply funds such as public grants and other financial incentives to their cost share for the project?

A: The Respondent can include applicable financial resources that they have secured for the project. Please include funding amount, program cost share requirements, EVSE or other technology requirements, program reporting responsibilities and other related program details with the response.

Q: What is the applicable tariff for this project?

A: The EVSE would be classified as a large commercial customer under Service Classification 9 in the Con Edison Electric Tariff [https://www.coned.com/ external/cerates/documents/elecPSC10/electric-tariff.pdf](https://www.coned.com/external/cerates/documents/elecPSC10/electric-tariff.pdf) (see Leaf 444 - Leaf 459.4).

Q: Who determines pricing for the charging?

A: The Tenant or Operator would determine the price of charging services. Con Edison expects the Tenant to allow testing of dynamic pricing strategies during the demonstration period.

Lease Agreement Questions

Q: Is it possible to share the site's 18 available parking stalls among several Tenants and/or Operators?



Consolidated Edison Company of New York, Inc
4 Irving Place
New York, NY 10003-0987
www.conEd.com

A: Yes, co-locating multiple Operators is possible. The Draft Lease Term Sheet is structured as a bilateral agreement between Con Edison and a single Tenant but allows for the Tenant to host sub-tenants at the site.

Q: What is the Initial Term of the lease and/or the demonstration period? At the end of Initial Term, what happens to the EVSE that was installed on site?

A: The Initial Term of the lease can extend up to 10 years. The demonstration period must cover a portion of the Initial Term. For example, a five-year demonstration period embedded in a ten-year Initial Term. At the end of the Initial Term the Tenant shall remove all “Tenant Work and other alterations” from the site, including but limited to the EVSE, or else forfeit their security deposit and be subject to additional Landlord remedies set forth in the lease or available at law or in equity, unless Con Edison and Tenant come to agreement on a lease renewal. Con Edison will not make the determination as to which option they will pursue until the end of the Initial Term or earlier termination (which comes first).

Q: Does ConEdison have an estimated schedule for its construction and approval activities on the site? Can Con Edison clarify the timeline of Landlord and Tenant buildout and obligations, and how this may affect the Lease Commencement Date?

A: Con Edison plans construction at the site between Summer 2020 and Spring 2021. However, this schedule is all subject to delays and restrictions related to the current coronavirus pandemic. The Draft Lease Term Sheet includes a Lease Commencement Date 60 days after the later date of substantial completion of Landlord’s Buildout and certain governmental approvals (see RFP Appendix A for more details) but Con Edison will work with the Tenant to develop an appropriate timeline during contract negotiations. In any event, the Lease Commencement Date will not occur until Landlord has substantially completed Landlord’s Buildout, and the Landlord’s Buildout will be completed prior to Tenant’s commencement of the Initial Tenant Improvements.

Q: What site costs are included as Con Edison responsibility under the lease and what costs require Tenant cost share? Will Con Edison or Tenant be responsible for site design and construction?

A: The Draft Lease Term Sheet refers to a “Landlord Buildout” which includes “grading, paving, egress and striping, the installation of light post footings, light posts and bollards and will also install a utility interconnection, transformer pad, and conduit lines” to each EVSE charging stall. Con Edison will be responsible for planning, executing, and financing the Landlord Buildout. The Draft Lease Term Sheet also refers to “Tenant Work/Alterations” including EVSE units and associated electrical cabinets and equipment, as well as any site design work unforeseen by Con Edison. The Tenant will be responsible for planning, executing, and financing the Tenant Work/Alterations. The



Consolidated Edison Company of New York, Inc
4 Irving Place
New York, NY 10003-0987
www.conEd.com

Tenant Work/Alterations, including work not explicitly described in the Draft Lease Term Sheet, shall be reviewed with Con Edison during the planning phase.

Q: Are concrete pad foundations for the EVSE provided, or Tenant responsibility?

A: EVSE foundations will be provided by Con Edison. The Tenant will be expected to provide detailed engineering drawings for their foundation requirements and work with Con Edison's engineering representative to optimize the design.

Q: What security will be provided at the site? Will there be a gate? What enforcement is available to ensure that unauthorized vehicles do not park and/or occupy EV charging spaces?

A: It will be Tenant responsibility to enforce use of the EVSE and security of the site. Con Edison does not intend to include a security gate or lot attendant at the site, nor a security fence on the EVSE side of the property, but could consider a proposal that does not inappropriately impede public site access. Con Edison will provide lighting, security cameras, and signage at the site for the sole and exclusive use of Con Edison (see below).

Q: What is the Base Rent for the Premises as well as the Rent Escalation rate? What are the Real Estate Taxes that would be directed to the Tenant? Is there a minimum or market comparable rent required by section 70 of the Public Service Law?

A: Con Edison and the Tenant will discuss the Base Rent, Rent Escalation, and Real Estate Taxes for the location post-award. PSL Section 70 requires Con Edison to complete a property appraisal to benchmark the market comparable rent, and then describe in a submission the monetary, environmental and societal benefits expected from the contract. We expect Respondents to describe their project's benefits including rent and environmental and societal benefits in their proposals.

Q: Please provide details about current permits, zoning, and approvals already completed at the site, including any requested variances or alterations to the zoned uses of the property.

A: As stated in the RFP, Tenant will be leasing the site as-is, including, without limitation, with respect to the ability of Tenant to use the site for permitted use under applicable law. Con Edison has not requested any variances or alterations with respect to the site and while it is Con Edison's understanding that the site is zoned for as-of-right mixed manufacturing and commercial use, Con Edison makes no representation or warranty with respect to the zoning and the contemplated use of the site. It is Tenant's responsibility to determine whether applicable zoning laws permit the use contemplated



Consolidated Edison Company of New York, Inc
4 Irving Place
New York, NY 10003-0987
www.conEd.com

by Tenant under the lease. Please see Con Edison's answer to the next Question below for Con Edison's response regarding permits.

Q: Please provide details as to what specific permits would be required by the Tenant. Would any permits secured by Con Edison for the site construction cover work done by the Tenant?

A: The Tenant is responsible for identifying and securing required permits for the Tenant work and EVSE equipment. Con Edison is responsible for obtaining permits necessary to complete construction of Landlord's Buildout and will work with the Tenant to coordinate between the two parties.

Q: What title defects, encumbrances, conditions, restrictions, agreements or violations with respect to the site is Con Edison currently aware of?

A: Con Edison has not performed any investigations with respect to these matters, except that Con Edison will make a title report and Phase I environmental report available to the chosen bidder, subject to the execution of a non-disclosure agreement acceptable to Con Edison. Con Edison will make no representation or warranty regarding any information provided by Con Edison and it will be Tenant's responsibility to obtain an updated report if Tenant so desires.

Q: Please explain further the Maintenance Obligations. Is there potential to combine on-site maintenance with the adjacent ESS?

A: Maintenance Obligations include regular and on-call rubbish removal, snow removal, repaving as necessary, Tenant equipment maintenance, and related actions. Con Edison will not provide these services to the Tenant and will not be part of any maintenance agreement that ESS or EVSE Tenants wish to pursue.

Q: Can the site be open 24/7?

A: Under the lease, the Tenant will have 24/7 access to the site, but the ability to operate 24/7 is for the Tenant to determine and is subject to compliance with all applicable laws, rules and regulations.

Q: Would Con Edison accept an "assumption or exception" that revises the Landlord Termination rights in the Draft Lease Term Sheet? Alternatively, would Con Edison accept a bid with and a bid without these rights?



Consolidated Edison Company of New York, Inc
4 Irving Place
New York, NY 10003-0987
www.conEd.com

A: Respondent may propose revisions to such provisions, and such proposed revisions will be considered when Con Edison evaluates the responses received from all Respondents.

Q: Can Con Edison clarify the Hazardous Substances section of the Draft Lease Term Sheet?

A: Respondents should ask specific questions about the terms because it is unclear what needs to be clarified. Respondents may also propose specific revisions in their responses and such proposed revisions will be considered when Con Edison evaluates the responses received from all Respondents.

Site Design Questions

Q: What size system can the transformers onsite accommodate? Would Con Edison entertain interconnection upgrades?

A: Con Edison will provide total available service of 10 MW / 25,000 kVA to the combined ESS and EVSE site. Con Edison cannot entertain interconnection upgrades for a higher service request.

Q: Can the two “Make-Ready” block house interconnections be configured so that the BESS can directly feed the EV charger hub?

A: The EVSE and ESS will both be supplied from a common coupling point in an on-site block house. If a Tenant is party to both the EVSE and ESS projects on the property, then the Tenant is free to supply its EVSE with its battery based on Con Edison approval of its electrical design. The Tenant will be responsible for incremental cost of connecting EVSE to the ESS (see more details below). In any case the combined load for the Nevins St. location – EVSE and ESS – cannot exceed 10MW.

Q: Will the site include amenities such as bathrooms, rest area, wireless internet, refreshment stand and/or vending machines, etc.?

A: Con Edison’s concept design does not include any on-site amenities. There are no water or telecommunications utilities currently available at the site. Respondents could provide rationale for including these amenities. However, the amenities would need to be low impact and preferably small footprint. Ancillary load would require a separate meter or under 10kW per BIR rules.



Consolidated Edison Company of New York, Inc
4 Irving Place
New York, NY 10003-0987
www.conEd.com

Q: Does the site have existing curb cuts or will Con Edison apply for new curb cuts on the site?

A: The site has two existing curb cuts on Nevins St. and we do not intend to apply for new curb cuts.

Q: Please share any community responses, requests, exceptions or concerns to the proposed usage of the site to date.

A: Con Edison has had several positive conversations with local stakeholders over the last year, and they have been responsive to the use of the site as a clean energy hub.

ESS Questions

Q: Will Con Edison require the adjacent Battery Energy Storage Site (“ESS”) for direct grid services or can some portion be reserved for use by the EVSE? If a project is designed to collaboratively integrate the EVSE and ESS, can the Respondent consolidate all load under a single Con Edison customer account?

A: An interconnected EVSE and ESS, consolidated under a Tenant of both projects, can combine load behind a common meter. The meter would be billed under Con Edison SC-9 Rate V described on Leaf 453 of the [Electric Tariff](#). The cost of the ESS – EVSE interconnection would be responsibility of the Tenant and the electrical design would require Con Edison approval. The Respondent must explain how it will manage EVSE loads under the account and how it will ensure collection of the Data Requirements included in Appendix C of the RFP, the Draft Demonstration Project Data Reporting Requirements, without a dedicated meter on the EVSE.

Q: Can the Tenant propose a photovoltaic solar array, and if so can the array utilize the entire site, including the ESS? Can the solar be used to charge the energy storage in the ESS RFP proposal?

A: Solar PV canopy footprint could cover the EVSE portion of the property. It could serve the ESS, but as with an ESS – EVSE lead, the design, installation, and cost of the interconnection would be responsibility of the Tenant and would require coordinated review and approval by Con Edison.

Q: For site-level energy management, can Con Edison provide pricing, demand response communications, or other signals via an API or other method? Which standards does Con Edison prefer (e.g. Open ADR 2.0b, SEP 2.0, etc.)?

A: The Rider T Demand Response programs communicate via email, phone call, or web signal to Aggregators and Direct Participants when there is a demand response event. A direct participant is a single account that can reduce 50kW or more during an event and



Consolidated Edison Company of New York, Inc
4 Irving Place
New York, NY 10003-0987
www.conEd.com

enrolls directly with Con Edison. Event notifications will be sent to Aggregators and Direct Participants via a HTTP push to an IP. The event signal does not control equipment.

Q: Has there been any traffic pattern analysis completed for this site area, if so can you please provide the analysis?

A: No traffic pattern analysis has been done.