



Consent Item 12

TO: East Bay Community Energy Board of Directors

FROM: Jessie Denver

SUBJECT: Adopt a Resolution authorizing the CEO to amend the Consulting Services Agreement with Frontier Energy, Inc.

DATE: July 15, 2020

Recommendation

Adopt a Resolution of the Board of Directors of the East Bay Community Energy Authority ("Board") authorizing the CEO to amend the Consulting Services Agreement with Frontier Energy, Inc. to conduct services necessary to assist with completion of municipal fleet electrification assessments and deployment plans on behalf of Alameda County and the City of Hayward.

Background and Discussion

Through its Local Development Business Plan ("LDBP"), EBCE is developing distributed energy resource ("DER") solutions through strategic program planning that provide net benefits to customers, including EBCE's local government partners. DER program initiatives include but are not limited to plug-in electric vehicle ("EV") charging infrastructure support, and local renewable energy and battery energy storage programs that increase community resilience.

Signed January 2018, Executive Order B-48-18 reaffirmed California's commitment to zero emission transportation and set a new goal of 5 million zero emission vehicles ("ZEV") on roadways by 2030. It also set an interim goal of at least 1.5 million ZEVs on roadways by 2025 which will catalyze the momentum necessary to scale to 2030. The California Energy Commission ("CEC") has estimated that to meet this interim goal, more than 60,000 ZEVs will need to be on Alameda County roads. Today there are approximately 35,000 registered ZEVs countywide.

To support the state's targets, EBCE is prioritizing vehicle electrification initiatives through the LDBP. To that end, in 2019 EBCE reached out to its local government partners to inquire if there was interest in collaborating on a municipal fleet electrification assessments and deployment plans (the "Project").

Fleet electrification offers local governments economic benefits including lower lifecycle costs than internal combustion engine vehicles, and reduced fuel price volatility risk. Deployment of

EVs in municipal fleets also supports the local economy through the procurement of clean electricity from EBCE, while eliminating criteria air pollutants and reducing greenhouse gas emissions.

The goal of the Project is to enable EBCE's local government partners to lead by example through vehicle electrification in the communities they serve. The initial cohort of local governments that committed to Project collaboration with EBCE included Albany, Berkeley, Dublin and Oakland. Other local government partners (cities and county) expressed interest in the Project's goals and objectives but did not have bandwidth to commit to participating at the time.

A key objective of the Project is to assist EBCE's partners in overcoming the perceived barriers to municipal fleet electrification listed below. Eliminating these hurdles will help meet the climate action, operational, and financial resiliency goals of EBCE and the cities participating in the Project.

- Concerns about the feasibility of EVs for municipal operations
- Prohibitive initial EV purchase price
- Clarification of the EV and charging infrastructure value proposition (e.g., difficult to calculate total cost of ownership)
- Inadequate charging infrastructure/siting limitations (e.g., electric service panel and transformer upgrades; parking configurations, etc.);
- Inadequate product availability
- Vehicle maintenance costs and needs are unfamiliar to staff
- Concerns about reliability and resilience in the event of a grid outage
- Limited experience with EVs, charging infrastructure and other DER project financing options
- Difficult to get buy-in and budget from top leadership

In June 2019 the Board authorized a \$400,000 budget to provide technical assistance to EBCE's local government partners that would support the completion of municipal fleet electrification assessments and deployment plans. On September 17, 2019 EBCE issued a Request for Proposals ("RFP") seeking consultant services to assist with the Project's scope of work. An evaluation committee made up of representatives from the participating cities, including fleet management, and EBCE staff selected the Frontier Energy, Inc. consultant team. In November 2019 the Board authorized the CEO to execute a consulting services agreement with Frontier Energy, Inc. The first phase of the Project's technical assistance is currently underway on behalf of the cities of Albany, Berkeley, Dublin and Oakland.

Since Project launch, Alameda County and the City of Hayward have committed to participating in the technical assistance offering as well. Amending the existing Frontier Energy, Inc. consulting services agreement will increase the current project budget from an NTE amount of \$250,000 to an NTE amount of \$400,000. It will also extend the term of the agreement to November 30, 2021, to account for COVID-19 related delays for the first phase cities and accommodate inclusion of the new communities.

EBCE will continue to manage Frontier Energy, Inc. tasks and deliverables, coordination with the participating city and county staff, and the budget associated with the Project. It is recommended that the Board authorize the CEO to amend the Consulting Services Agreement in substantially the same form attached as Exhibit A with Frontier Energy, Inc. to conduct

services necessary to assist with completion of municipal fleet electrification assessments and deployment plans on behalf of Alameda County and the cities of Albany, Berkeley, Dublin, Hayward and Oakland.

Fiscal Impact

The total value of this contract is \$400,000.

Attachments

- A. Resolution to amend the consulting services agreement with Frontier Energy, Inc.
- B. First Amendment to Frontier Energy Consulting Services Agreement

RESOLUTION NO.
A RESOLUTION OF THE BOARD OF DIRECTORS
OF THE EAST BAY COMMUNITY ENERGY AUTHORITY AUTHORIZING THE CEO TO AMEND
THE CONSULTING SERVICES AGREEMENT WITH FRONTIER ENERGY, INC. TO CONDUCT
SERVICES NECESSARY TO ASSIST WITH COMPLETION OF MUNICIPAL FLEET
ELECTRIFICATION ASSESSMENTS AND DEPLOYMENT PLANS

WHEREAS, The East Bay Community Energy Authority (“EBCE”) was formed as a community choice aggregation agency (“CCA”) on December 1, 2016, Under the Joint Exercise of Power Act, California Government Code sections 6500 *et seq.*, among the County of Alameda, and the Cities of Albany, Berkeley, Dublin, Emeryville, Fremont, Hayward, Livermore, Piedmont, Oakland, San Leandro, and Union City to study, promote, develop, conduct, operate, and manage energy-related climate change programs in all of the member jurisdictions. The cities of Newark and Pleasanton, located in Alameda County, along with the City of Tracy, located in San Joaquin County, were added as members of EBCE and parties to the JPA in March of 2020.

WHEREAS, On July 18, 2018, the Board approved the Local Development Business Plan (“LDBP”) and budget. The LDBP identifies a series of local development early actions, outlines a series of policy principles, and defines a set of metrics to measure the impact on Alameda County.

WHEREAS, in 2019, EBCE offered technical assistance to its local government partners and the cities of Albany, Berkeley, Dublin and Oakland committed to collaborating on the completion of municipal fleet electrification assessments and distributed energy resources (“DER”) deployment plans.

WHEREAS, EBCE issued a Request for Proposals (“RFP”) for consultant services to assist with task and deliverables associated with municipal fleet electrification assessments and DER deployment plans.

WHEREAS, The Frontier Energy, Inc. team was selected through the competitive RFP process and has experience conducting municipal fleet electrification assessments, financial analysis, and DER deployment plans (e.g., EV charging infrastructure, solar and battery energy storage).

WHEREAS, EBCE entered into a contract with Frontier Energy, Inc. to assist with the completion of municipal fleet electrification assessments and DER deployment plans to enable its local government partners to transition from internal combustion engines vehicles to electric vehicles in a coordinated and fiscally responsible way.

WHEREAS, in 2020 the County of Alameda and the City of Hayward also committed to participating in EBCE’s technical assistance offer and will collaborate with the project team on the completion of municipal fleet electrification assessments and DER deployment plans.

NOW, THEREFORE, THE BOARD OF DIRECTORS OF THE EAST BAY COMMUNITY ENERGY AUTHORITY DOES HEREBY FIND, RESOLVE AND ORDER AS FOLLOWS:

Section 1. The CEO or his or her designee is hereby authorized to negotiate and execute the Amendment to the Consulting Services Agreement between EBCE and Frontier Energy, Inc. in substantially the same form attached as Exhibit A, which shall be effective until November 30, 2021, and shall not exceed \$400,000 in total compensation, to assist EBCE and its local government partners with completion municipal fleet electrification assessment and planning tasks and deliverables. The CEO is further authorized to execute any clarifying or clerical changes to the Agreement, which must be approved by General Counsel.

ADOPTED AND APPROVED this 15th day of July, 2020.

Dan Kalb, Chair

ATTEST:

Stephanie Cabrera, Clerk of the Board

First Amendment to Consulting Services Agreement by and Between East Bay Community Energy Authority and Frontier Energy, Inc

This First Amendment to the Agreement with Frontier Energy, Inc for Consulting Services (“First Amendment”) is made this 15th day of July, 2020, by and between the East Bay Community Energy Authority, a Joint Powers Agency formed under the laws of the State of California (“EBCE”) and Frontier Energy, Inc, a California Corporation, for the purposes of adding additional compensation, adding additional services to the scope, extending the termination date, and updating the schedule.

Recitals

- A. EBCE and Frontier Energy entered into that certain Consulting Services Agreement dated November 1, 2019 (“Agreement”), wherein Frontier Energy agreed to provide electric vehicle and charging infrastructure analysis services to EBCE, with compensation not to exceed \$250,000.
- B. EBCE and Frontier Energy now desire to amend the Agreement to add additional compensation, increasing the not-to-exceed amount by \$150,000 to cover additional municipal fleet electrification assessment technical assistance for the City of Hayward and Alameda County for a total amount not to exceed \$400,000, and to extend the term.

Now therefore, for good and valuable consideration, the amount and sufficiency of which is hereby acknowledged, the Parties agree as follows:

- 1. Section 2 of the Agreement (“Term”) is amended to extend the term of the Agreement through November 30, 2021.
- 2. Section 6.1 of the Agreement (“Compensation and Payment”) is amended in part to increase the total compensation of the Agreement by \$150,000 for a total amount not to exceed four hundred thousand dollars (\$400,000).
- 3. Exhibit A (“Scope of Work”) of the Agreement is replaced in its entirety by Exhibit A, attached hereto.
- 4. Exhibit B (“Schedule”) of the Agreement is replaced in its entirety by Exhibit B, attached hereto.
- 5. Exhibit E (“Compensation/Budget”) of the Agreement is replaced in its entirety by Exhibit E, attached hereto.
- 6. All other terms and conditions in the Agreement not otherwise modified by this First Amendment will remain in full force and effect.

In witness whereof, the Parties have entered this Amendment on the date written above.

East Bay Community Energy Authority,
A Joint Powers Authority

FRONTIER ENERGY,
A California Corporation

Nick Chaset
Chief Executive Officer

Name:
President

Date: _____

Date: _____

Approved as to form:

Name:
Chief Financial Officer

EBCE General Counsel

Date: _____

Exhibit A

Scope of Work

The Consultant will work with EBCE and the cities of Albany, Berkeley, Dublin, Hayward and Oakland, and the County of Alameda (“Participating Municipal Governments”) to analyze the role of electric vehicles (“EV”), EV charging infrastructure technologies (“EVSE”) and supporting Distributed Energy Resources (“DER”) needed to accelerate municipal fleet electrification. The Consultant will a) conduct fleet assessments that identify right sizing, vehicle retirement and electrification options in line with each city’s commitments/goals, b) identify charging needs and barriers at sites where vehicles are domiciled, c) make vehicle and EVSE technology and site planning recommendations, and d) assess suitability of integrating other DER solutions to optimize EV adoption.

Phase I: Municipal Fleet Assessments

Task 1.1: Assess and Report City’s Fleet of Vehicles

Consultant will complete a systematic evaluation of all municipal-operated fleet vehicles in the following order: Berkeley, Albany, Dublin, Hayward, Alameda County and Oakland.

This evaluation will include on-road light, medium and heavy-duty vehicle inventories to be provided by each municipal department. To the maximum extent possible, data collected should include vehicle make, model, age; operation and maintenance costs; fuel type, annual consumption and associated procurement expense; vehicle procurement date and expected service life; owning/using department; parking assignment; and annual vehicle utilization.

This data may be supplemented by interviews with city staff to gain a comprehensive understanding of the cost and benefits of a transition from fossil fuel powered internal combustion engine fleet vehicles to plug-in EVs. Based on provided data, and supplemental information gained through coordination with the participating cities, the consultant will prepare a report that identifies fleet right sizing, retirement and specific electrification recommendations for each vehicle analyzed.

Deliverables:

1. Summarized vehicle data, and fleet management recommendations (e.g., right sizing, retirement).
2. Report documenting fleet assessment with detailed and specific vehicle electrification recommendations for each municipal fleet portfolio.

Task 1.2: Determine Vehicle Energy Requirements and Charging Needs

The Consultant will leverage the results of Task 1.1 to understand the charging requirements of each fleet EV and estimate electric load forecasts and charging

infrastructure requirements for each municipal facility where EVs will be deployed. The Consultant will also recommend grid integration and smart charging technologies that should be considered to eliminate barriers and optimize the benefits of fleet electrification. Where fleet vehicles are co-located with workplace and potentially publicly available charging options, the Consultant will assess opportunities for additional EVSE investments.

Deliverables:

1. Charging profile report documenting EV needs for each municipal fleet, forecasted electrical load profiles for each recommended EV based on specific departmental use case, and charging infrastructure needed at each municipal facility where vehicles will be domiciled and charged. The Consultant shall include in each city's report maps illustrating the locations of charging infrastructure by type and quantity to meet the use case of specific fleet vehicles.

Phase 2: Site and Technology Evaluation

Task 2.1: Conduct DER Suitability Analysis

Consultant will leverage Task 1.2 (e.g., EVSE host site charging requirements) to assess potential integration of other DER solutions (e.g., solar photovoltaics, battery energy storage) at municipal facilities where concentrations of fleet EVs will be domiciled. The Consultant will work with EBCE and city staff to understand municipal facility electrical load data (e.g., building load, usage and electric rate) and specific site conditions (available space, roof condition and orientation, electrical panel capacity and switchgear location).

The Consultant shall conduct initial site surveys (on-site visits and use of remote using satellite imagery) to create an estimate of EVSE ports to be installed (leveraging Task 1.2) and preliminary PV design. High-level ESS capacities will be estimated based on electrical load data available through EBCE. This work will be completed at up to 20 sites across the participating cities.

Following the DER capacity screening, the Consultant will perform a final ranking adjustment by considering ease of permitting and construction.

Deliverables:

1. DER suitability report outlining screening of municipal sites. Report should include a detailed description of the factors analyzed, as well as a prioritized list of each site analyzed and technology recommendations to support fleet EVs.

Phase 3: Making the Business Case

Task 3.1: Conduct Financial Cost/Benefit Analysis

Consultant will use data from Tasks 1 and 2 to develop a total cost of ownership model for each municipal fleet under two scenarios: 1) business-as-usual, and 2) vehicle electrification. This financial analysis should include but is not limited to:

- Vehicle Purchase/Lease Cost
- Infrastructure Development Costs
- Lifetime Maintenance Cost and Savings
- Lifetime Fuel Cost and Savings
- Auction Proceed Estimates (e.g., sale of vehicles)

Consultant will also leverage the DER suitability analysis to estimate the financial costs and benefits to various integrated technology deployment approaches, and will recommend the best sites, technology configurations, and financial models. Finally, the Consultant will estimate the annual GHG impacts of a transition to EVs against business-as-usual (e.g., baseline). This estimate should include impacts for both plug-in hybrid EVs and battery electric vehicles, and the percentage of change.

- G-VMT
- E-VMT
- Gasoline/diesel (gallon)
- Electricity (GGE)
- MPEe
- GHG (MTCO_{2e})
- GHG (g/mile)

Task 3.2: Prepare Fleet Transition Plans

Consultant will leverage Task 1-3 deliverables to develop a formalized EV deployment plans for each municipal fleet in line with each city's commitments/goals. Each plan should address upcoming and subsequent procurement cycles to ensure fiscally responsible EV acquisition and DER technology deployment.

Deliverables:

1. Financial and benefits analyses and determinations.
2. Reporting on vehicle, site, DER technology and financial model recommendations.
3. Scenarios to meet each fleet's electrification requirements with the greatest ease of implementation and integration.

Progress Reports

Monthly progress reports will be due to EBCE describing progress toward completion of the work outlined above until the end of the Project.

Additional Services:

Consultant will not provide additional services outside of the services identified in Exhibit A, unless it obtains advance written authorization from the project manager or lead EBCE representative prior to commencement of any additional services.

Exhibit B

Schedule

Frontier Energy will provide services to EBCE through November 2021:

1st Quarter

- Task 1.1 – initiated for Berkeley (and potentially smaller fleets)
- Task 1.2 – same as above
- Task 2.1 – same as above

15 days after end of Q1: Quarterly Report #1 Due

2nd Quarter

- Task 1.1 – completed for Berkeley (and potentially smaller fleets); initiated for
- Oakland
- Task 1.2 – completed for Berkeley; same as above
- Task 2.1 – completed for Berkeley; same as above
- Task 3.1 – initiated and completed for Berkeley; initiated for all other participating
- cities
- Task 3.2 – initiated and completed for Berkeley; same as above

15 days after end of Q2: Quarterly Report #2 Due

3rd Quarter

- Task 1.1 – ongoing
- Task 1.2 – ongoing
- Task 2.1 – ongoing
- Task 3.1 – ongoing
- Task 3.2 – ongoing

15 days after end of Q3: Quarterly Report #3 Due

4th Quarter:

- Task 1.1 - ongoing
- Task 1.2 - ongoing
- Task 2.1- ongoing
- Task 3.1 - ongoing
- Task 3.2 – ongoing

15 days after end of Q4: Quarterly Report #4 Due

5th Quarter:

- Task 1.1 - ongoing
- Task 1.2 - ongoing
- Task 2.1- ongoing
- Task 3.1 - ongoing
- Task 3.2 – ongoing

15 days after end of Q5: Quarterly Report #5 Due

6th Quarter:

- Task 1.1 - ongoing
- Task 1.2 - ongoing
- Task 2.1- ongoing
- Task 3.1 - ongoing
- Task 3.2 - ongoing

15 days after end of Q6: Quarterly Report #6 Due

7th Quarter:

- Task 1.1 - ongoing
- Task 1.2 - ongoing
- Task 2.1- ongoing
- Task 3.1 - ongoing
- Task 3.2 – ongoing

15 days after end of Q7: Quarterly Report #7 Due

8th Quarter:

- Task 1.1 - completed for all Participating Municipal Governments
- Task 1.2 - completed for all Participating Municipal Governments
- Task 2.1- completed for all Participating Municipal Governments
- Task 3.1 - completed for all Participating Municipal Governments
- Task 3.2 - completed for all Participating Municipal Governments

15 days after end of Q8: Quarterly Report #8 Due

Exhibit E**Compensation/Budget**

Services under this Agreement are not to exceed \$400,000 and will be compensated based on the following hourly rates:

Name	Title	Hourly Rate	Summary of qualifications
David Park	Sr. Engineer/Program Manager (Frontier)	\$189	25 years of experience with air quality and transportation programs for government and industry
Adam Walburger	Vice President (Frontier)	\$280	20 years of experience in DER analysis for state agencies, utilities, and industrial clients
Angel Garza	Sr. Program Coordinator (Frontier)	\$106	Four years of experience in water and energy assessments
Dan Robb Carina Patton	Engineer (Frontier)	\$156	Ten years of experience in DER analysis and evaluation
Nick Genzel	Program Consultant/ Analyst (Frontier)	\$124	Three years of experience in DER systems analysis
Mike Usen	Sr. Planner (DKS)	\$210	Leads DKS' company-wide electric vehicle charging infrastructure planning and design practice
Gurbir Antaal	Jr. Engineer (DKS)	\$135	Four years of experience in designing electrical systems for transportation
Mahdi Pour Rouholamin	Engineer (DKS)	\$160	Six years experience with data science and analytics
Chad Martinell	Sr. Engineer (DKS)	\$175	15 years of experience in transportation planning, including EVSE for fleets
Patrick Couch	Senior Vice President (GNA)	\$252	13 years of experience with feasibility studies for alternative fuel fleets
Jarrod Kohout	Project Director (GNA)	\$237	Four years experience in project management for alt fuel initiatives
Jason Greenblatt	Program Manager (GNA)	\$162	10 years of experience with transportation electrification
Eleanor Johnstone	Senior Associate (GNA)	\$149	Seven years of experience in data collection and analysis