NEWFOUNDLAND AND LABRADOR HYDRO

REQUEST

FOR

LAND LEASE SITES

FOR

ELECTRIC VEHICLE CHARGING STATIONS

APPROVED BY:

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NEWFOUNDLAND AND LABRADOR HYDRO

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1. Introduction

Newfoundland and Labrador Hydro (Hydro), a Nalcor Energy company, is the primary generator of electricity in Newfoundland and Labrador. The company has an installed generating capacity of 1,763 megawatts. Over 80% of the energy generated is clean, hydroelectric generation. Hydro sells its power to utility, industrial and 38,000 residential and commercial customers in over 200 communities across the province. The company is committed to operational excellence while delivering safe, reliable, least-cost electricity. Additional information can be accessed at www.nlhydro.com.

2. Project Scope & Objectives

It is the objective of Hydro to enter into a land lease agreement(s) for fourteen (14) electric vehicle (EV) charging stations with a Service Provider(s). These charging stations will have direct current fast chargers (DCFC). The successful Service Provider(s) will be required to sign a lease agreement with Hydro. The successful Service Provider(s) must be:

a) Strategically located to service the needs within areas defined in Section 5;
b) Able to expand to service all of Hydro's future needs;
c) Able to meet required project timelines; and
d) Able to meet the required specifications.

In order to achieve the preceding objectives, Hydro is issuing this request for proposal ("RFP") to solicit proposals for land lease sites for EV charging station sites. A list of the proposed sites is listed below:

Number	Location	Municipality
1	Kelsey Drive, Merchant Drive, Danny Drive, or Other Suitable Location	Greater St. John's Area
2	Holyrood Access Road	Holyrood
3	Trans-Canada Hwy	Whitbourne
4	Trans-Canada Hwy	Goobies
5	Trans-Canada Hwy	Port Blandford
6	Trans-Canada Hwy	Glovertown
7	Trans-Canada Hwy	Gander
8	Trans-Canada Hwy	Bishop's Falls
9	Trans-Canada Hwy	Badger
10	Trans-Canada Hwy	South Brook
11	Trans-Canada Hwy	Deer Lake

12	Confederation Drive	Corner Brook
13	Main Street	Stephenville Crossing
14	Trans Canada Hwy	Port Aux Basques/Doyles

NOTE: This project is contingent upon Hydro receiving approval of funding. If for any reason, the funding is not approved, this RFP and project may be cancelled at any time and Hydro shall be under no obligation to offer an award of this project to any Service Provider.

A Service Provider can bid on one or all of the locations. **For each location, the forms as per Appendix A and B must be completed.** Appendix C defines the evaluation criteria used when selecting sites if multiple bids are received on any one site.

3. Scope of Work

Hydro is seeking support to install 14 EV chargers from St. John's to Channel Port aux Basques, NL. This project, with the deployment of 14 stations across the Island, supports regional connectivity. Hydro believes that investing in this initiative will have long-term positive impacts on the province and therefore is committed to the successful deployment of this project.

With the implementation of this network, owning an EV will now be a more viable option for residents of Newfoundland and Labrador, ensuring that EV drivers can travel from St. John's to Port Aux Basques. Evidence suggests that the level of EV infrastructure in Canada is continuing to increase. While EV battery capacity has increased in recent years, which has extended EV driving range, without the necessary EV infrastructure in place, some consumers may continue to be reluctant to purchase an EV. As such, a variety of publicly available charging stations of various capacities are expected to be needed to support EV growth and to reduce consumer concerns in Newfoundland and Labrador.

In order to meet project timelines, installation will occur throughout the summer and fall, with estimated completion of the network in late 2020. Following the completion of the installation and commissioning of the charging stations, a launch event *may* be held at a DCFC location to promote the network and the benefits of EVs. The adoption of EVs will help reduce carbon emissions, support electrification, and make Newfoundland and Labrador a more attractive destination for EV owners across the continent.

Hydro will manage the project, and will select installing contractors through a separate RFP process. Any announcements will be at the sole discretion of Hydro with input from the site

owner(s) at chosen announcement site. Branding of EV chargers will be at the sole discretion of Hydro.

4. Term for Lease Option

A 10 year rental term is required for the term of January 1st, 2020 to December 31st, 2030 with the option to renew for a further term of ten (10) years, on the same terms and conditions.

Hydro expects that this project will materially increase the number of EVs in Newfoundland and Labrador. Service Providers may expect increased traffic from EV owners who will be at their location for 0.5 to 1.0 hours or more while their EV charges. Given the benefit to the site owners, no compensation in the form of rent or otherwise will be paid to the owners. Notwithstanding anything contained in this section, Hydro makes no guarantees, representations or warranties in terms of increased traffic or customers to service providers as a result of the EV charging station installation.

The owners shall be responsible for any property taxes, assessments or local improvement charges as well as insurance on the property. The site must be ready for occupancy not later than January 1st, 2020. Hydro shall be responsible for the cost of electricity required to operate the chargers.

Tender Condition

All site locations will be assessed for suitability by a representative of Hydro prior to the finalization of any lease agreements.

Hydro requires two full size parking spaces (2.75 meters by 6 meters), along with sufficient land adjacent for the installation of chargers, transformer and other associated infrastructure by Hydro. An area of approximately 4 meters by 10 meters long is required for the installation plus the two full size parking spaces as indicated above. Please see photo below.

Example of EV Charging Station installed by Nova Scotia Power

In order for the site to be suitable it must meet the following criteria:

a) Least cost option to Hydro for site installation;
b) Be located directly adjacent to the TCH or a major route;
c) Be located no further than 150 m from a three phase distribution line; with sufficient excess capacity. Available excess capacity to be determined by Hydro in consultation with the applicable utility;
d) Have 24/7 public access;
e) Allow two designated parking spots for EVs with ample land adjacent to the parking spots for the equipment;
f) Have additional space for future expansion;
g) Be visible and accessible from the road;
h) Have sufficient lighting at the site;
i) Have sufficient snow and ice clearing;
j) Have general maintenance of the area to keep it visually appealing; this would include lawn care, garbage removal and keeping it in a neat and tidy condition to allow vehicle access to the charging station;
k) Have the ability to add signage at its location;
l) Allow for the placement of hard surface for vehicle parking where gravel exists;
m) Allow for the moving of existing items that impede installation of the charging stations;
n) Allow for painting to designate the area as reserved for electric vehicles;

o) Parking spots strategically located to be visible;
p) Competitive from a quality site location, i.e. next to a coffee shop/restaurant/stores/mall;
q) Be responsible for notifying Hydro when customers indicate issues/problems with the charging stations; and
r) Security on site would be an asset.

5. Preparation and Submittal of Tender

1. Nalcor posts all tenders on-line at Nalcor's website:
   http://bids.nalcorenergy.com/Module/Tenders/en
   Bidders are required to set up an account on this website.
   Registration as a plantaker is required for each tender posted to allow submission of a bid.

2. Tenders will be received at Hydro Place, 500 Columbus Drive, St. John's.

3. Tenders close at 3:00 p.m. Newfoundland island time, St. John's NL on Wednesday, November 13th, 2019 ("Tender Closing"). Tenders received after Tender Closing will be rejected.

4. Tenders will be opened at 9:00 a.m. Newfoundland island time on the following business day at Hydro Place, Level 2 – Public Tender Room.

5. Tenders may be submitted:

   (a) On-line through Nalcor's website

   (b) in a sealed envelope showing Bidder's name and return address and marked:

   TENDER – LEASE -2019-79970 JW

   by: (i) mail or courier delivery to:

   Newfoundland and Labrador Hydro
   P.O. Box 12400
   Supply Chain Management
   4th Level, Hydro Place
   St. John's, Newfoundland and Labrador
   A1B 4K7

Attention: TENDERS,

Supply Chain Management

or

(ii) hand delivery:

into the tender depository box located adjacent to Main Lobby Reception Area, Hydro Place. The sealed Tender envelope must be stamped using time clock located by the tender depository box before being placed into box:

or

(c) faxed delivery, to (709) 737-1795

6. The Schedule of Prices may be posted on- line unless the tender posting indicates otherwise. In the event of a conflict, the on-line submission shall prevail.

APPENDIX A

FORM FOR TENDER

FORM FOR TENDER
TENDER–LEASE 2019-79970 JW

LEASE

Business Name: _____

Address of Proposed Property: _____

Number of Parking Spaces: _____

Size of Parking Spaces: _____

Size of Land Adjacent to Parking Spaces: _____

Snow and Ice Clearing Included: _____

General Maintenance of the Area Included: _____

Hard Surface (Paved/Concrete) or Gravel: _____

Please include a sketch showing the site location on your property.

_____ _____
Tender's Name (Please Print) GST/HST Registration Number (if applicable)

_____ _____
Signature of Authorized Representative Signer's Name (Please Print)

_____ Dated at _____ this ____ day of _____ 2019.
Witness

APPENDIX B

LETTER OF INTENT

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Newfoundland and Labrador Electric Vehicle Charging Network Locations

The purpose of this letter is to signify the intent of the undersigned to engage in lease agreement discussions with Newfoundland and Labrador Hydro ("Hydro") for the purpose of developing an electric vehicle charging network from St. John's to Port Aux Basques.

_____ ("The Applicant"), is interested in hosting an electric vehicle charging site ("Site Host") at _____ (address).

The Applicant supports the development of an electric vehicle charging network in Newfoundland and Labrador and signifies its intent, as an in-kind contribution to Hydro, to grant a no-cost lease to Hydro for the installation, operation, and maintenance of electric vehicle fast charging infrastructure located at the address noted above for a period of 10 years, allowing Hydro access to the land for that period, with an option to renew prior to lease expiry. The Applicant also confirms that the proposed site will have 24 hour public access, and agrees to ensure day-to-day site maintenance, such as snow clearing, is complete to allow ease of access to the charging infrastructure.

The Applicant understands this this project is conditional on Hydro obtaining funding approval and that Hydro shall be under no obligation to offer an award to any Applicant.

_____	_____
Name (please print)	Signature
_____	_____
Title	Date

APPENDIX C

EVALUATION CRITERIA

Evaluation Criteria	Maximum Points
Cost of Lease	10
Cost of Installation a. Least cost option; b. Be located directly adjacent to the TCH or a major route; c. Cost for electrical services to the site; d. Cost for lighting; and e. Existing hard surface vs installation of hard surface.	30
Site Location a. 24/7 access; b. Allows for two designated parking spots with ample land adjacent for equipment installation; c. Have additional space for future expansion d. Be visible and accessible from the road; e. Have sufficient lighting; f. Have sufficient snow and ice clearing; g. Have general maintenance of the area to keep it visually appealing; including lawn care, garbage removal and keeping it in a neat and tidy condition; h. Have the ability to add signage to the area; i. Have the ability to add a hard surface where gravel exists; and j. Competitive from a quality site location, i.e. coffee shop/restaurant/stores/malls.	40
Proximity to acceptable Three Phase Commercial Power, within 150 m.	20