



BOARD OF SUPERVISORS  
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors  
105 E. Anapamu Street, Suite 407  
Santa Barbara, CA 93101  
(805) 568-2240

**Department Name:** General Services  
**Department No.:** 063  
**For Agenda Of:** February 25, 2020  
**Placement:** Departmental  
**Estimated Tme:** 30 minutes  
**Continued Item:** No  
**If Yes, date from:** N/A  
**Vote Required:** Majority and 4/5ths

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**TO:** Board of Supervisors

**FROM:** General Services Janette D. Pell, Director (805) 560-1011  
Contact Info: Skip Grey, Assistant Director (805) 568-3083

**SUBJECT:** Electric Vehicle Progress Update and Request for Funding; All Districts

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**County Counsel Concurrence**

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Recommended Actions:**

That the Santa Barbara County Board of Supervisors:

- a) Approve the contract with PowerFlex Systems, LLC to supply the County with sixty-eight (68) level two 7.2kw chargers, three DC fast 50kw chargers, software, and electric vehicle controllers for three locations, and to provide ongoing services including access control, billing, reporting, and station management for a term of five years, in exchange for which County will assign to PowerFlex, all Low Carbon Fuel Standard (LCFS) Credits generated by these 71 charging stations, and make a 50% surcharge payment on energy priced above utility rates from end users. (majority vote required) (attachment 1);
- b) Approve the necessary budget revision to increase appropriations within the general fund and authorize funding in the amount of \$698,000.00 for the engineering design and installation of 71 vehicle chargers, (4/5 vote required) (attachment 2);
- c) Approve the necessary budget revision to increase appropriations within the general fund and authorize funding in the amount of \$52,808.00 for the County's matching contribution to a \$148,029.00 Electric Vehicle Charging Station Infrastructure Program Grant (total project cost including hardware, software, and installation is \$200,837.00) from the Santa Barbara County Air Pollution Control District (APCD), and authorize the acceptance and transfer of the grant funds from APCD, for the purchase and installation of 16 EV chargers at the County's Lompoc Campus, (4/5 vote required) (attachment 2);

- d) Subject to approval of recommendation c), approve and authorize the Chair to execute an Electric Vehicle Charging Station Infrastructure Program Grant Agreement with the Santa Barbara County Air Pollution Control District (APCD) for acceptance of a grant in the amount of \$148,029 for installation of 16 electric vehicle charging stations at the County's Lompoc campus, (majority vote required) (attachment 3);
- e) Find that the recommended actions are associated with constructing and locating a limited number of new, small facilities or structures and/or installation of small new equipment and facilities in small structures and is therefore exempt from California Environmental Quality Act (CEQA) pursuant to 14 CRR 15303 and direct staff to file a Notice of Exemption based on that finding (majority vote required) (Attachment 4).

**Summary Text:**

At the March 19, 2019 hearing, General Services presented the Board of Supervisors with options regarding the possibility of beginning to convert the County's sedan fleet from internal combustion engines (ICE) to battery electric vehicles (BEVs). At that time, the Board directed that the purchase of all new non-public safety sedans in the light duty fleet be electric vehicles and directed the Department to return to the Board in 12 months with a report. Since that time, various initiatives have been started and efforts to "electrify" the sedan fleet have begun. The purpose of this Board Letter is to request authorization for the approval of a contract with PowerFlex Systems who is providing EV charging stations and related services, request funding for the purchase and the installation of the electric vehicle chargers at the downtown Santa Barbara Campus and the Calle Real Campus, and to request funding for a grant match for chargers and installation at the County's Lompoc campus.

**Background:**

To continue the ongoing efforts to make the County's Vehicle Fleet cleaner and more efficient, General Services has recently been developing a plan to replace a portion of the County's vehicle fleet with zero emission electric vehicles as gas internal combustion engine vehicles are retired. The goal has been to identify vehicles that could best be replaced by BEVs (battery electric vehicles), focusing on gas vehicles due for replacement. Approximately 240 of the 965 Light Duty categorized County fleet vehicles would eventually be eligible to be replaced with full electric vehicles in the upcoming vehicle procurement cycles. These include sedans (passenger vehicles) only, and do not include any emergency vehicles, trucks, heavy equipment, or existing hybrid vehicles. Eligible existing vehicles would be replaced with all electric models when they are fully depreciated and reach 100,000+ miles of usage. Of these 240 sedans, 124 are projected to reach 100,000 miles over the next five years based on current usage and driving patterns and 56 of those are scheduled to be replaced this fiscal year. The majority of those 56 vehicles are motor pool vehicles. Staff considered the purchase of hybrid electric vehicles but hybrid technology is viewed as a "bridging technology" or a transition technology into BEV since they have both a battery and an ICE. Hybrids are essentially a stepping stone towards BEV. In addition, hybrid vehicles incorporate two energy platforms (ICE and electric motor) which add maintenance complexity and negate a portion of the cost savings realized with an all-electric powered vehicle.

The 56 internal combustion engine vehicles to be replaced will include six vehicles that are assigned directly to Departments for their exclusive use (assigned vehicles), and 50 motor pool vehicles that are shared by Departments for use as needed. A bid was issued for the vehicles (Chevrolet Bolts with a range of 259 miles) and will be purchased from the low bidder, a local vendor, RIO Vista Chevrolet in Buellton.

Rebates have been applied for and will reduce the cost of the vehicles by an average of almost \$2,300 each. The six Departments with assigned vehicles are Probation (1), Public Health (1), BeWell (1), Social Services (1), and Planning and Development (2). Various Departments will utilize the 50 electric motor pool vehicles. The cost of electricity used to fuel these vehicles is expected to be one-third to one-half of the avoided expenditures for gasoline that would have otherwise been used. Total GHG reduction as a result of removing 56 gasoline powered vehicles from the fleet and replacing them with EVs is anticipated to be over 200 metric tons of CO2 annually.

The County has an established reserve fund that has been paid into for the replacement of gasoline vehicles. Because of the cost difference between the price of a Chevy Bolt (average price of \$27,200 after rebates) and a typical gasoline engine vehicle (Ford Fusion for example), there is a shortage in this fund for the purchase of the higher cost electric vehicles. For the six assigned vehicles, funding of the cost differential between the cost of the new electric vehicles and what has been reserved in the Vehicle Replacement Fund for the internal combustion engine vehicles, will be absorbed by each of the Departments to whom the vehicles are assigned. This total shortage is approximately \$37,200 for all six vehicles. The shortage is approximately \$310,000 for the 50 motor pool vehicles. To fund this shortage, the higher cost EVs will be funded by an initial capital infusion from Departments that utilize those pool vehicles. General Services is coordinating with these Departments and will return to the Board in the near future with a Budget Revision Request to transfer funds from those Department's budgets to General Services for the vehicle purchases.

#### Recommendation a) – EV Charging Equipment and Services

A Request for Proposals was issued to identify an EVSE (electric vehicle service equipment) vendor to provide the equipment, supplies and ongoing services including access control, billing, reporting, and station management for 50+ electric vehicle charging stations as well as one or more DC Fast Chargers. Eight responses were received and evaluated. The submitted cost proposals for the equipment ranged from as much as \$800,000 to as little as \$0 (in exchange for the County's Low Carbon Fuel Standard Credits). PowerFlex Systems, LLC received the highest evaluation score. PowerFlex is interested in doing a pilot with the County whereby, for a period of up to five years, they effectively take ownership of the carbon credits that can be generated from the charging stations in exchange for supplying the EVSE (charging stations and various electrical and wiring components) and related services. PowerFlex will also receive a 50% surcharge on energy used by the public's and employees' personal vehicles who use the charging stations. The surcharge will be levied only on the amount of energy priced above the County's average utility rates. Sixty-eight (68) level two 7.2kw chargers, three DC fast 50kw chargers, and software and electric vehicle controllers for three locations will be provided. The County will own the equipment on day one. For the five year period, PowerFlex will also warrant and maintain the equipment as well as provide the needed software. Recommendation a) seeks approval from the Board to execute the contract with PowerFlex.

#### Recommendation b) – Installation of EV Chargers

Engineering design of the charging infrastructure for up to 71 chargers, has begun for both the downtown Santa Barbara and Calle Real locations. Although priority will be given to County owned electric vehicles, where possible, chargers will be placed so that employees and the public have access to charge their personal vehicles. The estimated cost for the design and construction (installation) is \$698,000. Recommendation b) of this Board Letter requests that the Board consider providing the funding for this cost, and seeks approval of the necessary budget revision to increase appropriations within the general fund for this purchase.

**Recommendation c) and d) – Grant Approval for Lompoc Chargers**

In addition to the downtown Santa Barbara and Calle Real locations, General Services has applied for and received a grant from the Santa Barbara County Air Pollution Control District for installation of 16 additional EV chargers at the Lompoc campus. These are not included in the contract with PowerFlex above. The chargers will be purchased separately from PowerFlex without an exchange of carbon credits. They are being purchased from PowerFlex in order to provide consistency in the County’s EV charging equipment. Recommendation c) seeks approval of the necessary budget revision to increase appropriations within the general fund for funding the matching portion of this grant in the amount of \$52,808. The total project cost for this grant project, including installation, hardware, and software, is \$200,837. The grant will pay \$148,029 of this cost. Recommendation d) authorizes the Chair to execute the Electric Vehicle Charging Station Infrastructure Program Grant Agreement with APCD.

**Fiscal Impact:**

**FY2019/20 Electric Vehicle Replacement Program Plan**

<b><u>Electric Vehicle Purchase</u></b>	# of Vehicles	Total Cost	Less Fleet	Less Dealer	Less	Less User	Net Cost
			Replacement Fund \$'s	Incentive \$'s	Rebate \$'s	Department Contributed \$'s	
<b>S/Total Motor Pool EVs</b>	<b>50</b>	<b>\$1,475,000</b>	<b>(\$1,050,000)</b>	<b>\$0</b>	<b>(\$115,000)</b>	<b>(\$310,000)</b>	<b>\$0</b>
<i>Probation</i>	1	\$29,500	(\$21,000)	\$0	(\$2,300)	(\$6,200)	\$0
<i>Public Health</i>	1	\$29,500	(\$21,000)	\$0	(\$2,300)	(\$6,200)	\$0
<i>Planning &amp; Development</i>	2	\$59,000	(\$42,000)	\$0	(\$4,600)	(\$12,400)	\$0
<i>Behavioral Wellness</i>	1	\$29,500	(\$21,000)	\$0	(\$2,300)	(\$6,200)	\$0
<i>Social Services</i>	1	\$29,500	(\$21,000)	\$0	(\$2,300)	(\$6,200)	\$0
<b>S/Total Assigned EVs</b>	<b>6</b>	<b>\$177,000</b>	<b>(\$126,000)</b>	<b>\$0</b>	<b>(\$13,800)</b>	<b>(\$37,200)</b>	<b>\$0</b>
<b>Total Electric Vehicles</b>	<b>56</b>	<b>\$1,652,000</b>	<b>(\$1,176,000)</b>	<b>\$0</b>	<b>(\$128,800)</b>	<b>(\$347,200)</b>	<b>\$0</b>

<b><u>Electric Vehicle Infrastructure</u></b>	# of Units	Total Cost	Less Low	Less	Less	Less User	Net Cost
			Carbon Fuel Stds Credit (5 yrs) \$'s	Vendor Incentive \$'s	APCD Grant \$'s	Department Contributed \$'s	
<b>Engineering Design</b>		\$48,000	\$0	\$0	\$0	\$0	\$48,000
<b>Charging Stations/Equip - South County*</b>	71	\$500,000	(\$250,000)	(\$250,000)	\$0	\$0	\$0
<b>Charging Stations/Equip/Installation - South County</b>		\$650,000	\$0	\$0	\$0	\$0	\$650,000
<b>Charging Stations/Equip/Installation - Lompoc</b>	16	\$200,837	\$0	\$0	(\$148,029)	\$0	\$52,808
<b>Total Electric Vehicle Infrastructure</b>	<b>87</b>	<b>\$1,398,837</b>	<b>(\$250,000)</b>	<b>(\$250,000)</b>	<b>(\$148,029)</b>	<b>\$0</b>	<b>\$750,808</b>

<b>Total Electric Vehicle Replacement Project</b>	<b>\$3,050,837</b>	<b>-\$1,426,000</b>	<b>-\$250,000</b>	<b>-\$276,829</b>	<b>-\$347,200</b>	<b>\$750,808</b>
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\* Estimated value based on 2nd highest bid for this equipment

**Performance Measure:**

A number of measures will be tracked including EV utilization by County employees, usage of the EV chargers by the public, fuel savings, and GHG reductions.

**Key Contract Risks:**

Once the installation of the charging infrastructure is complete, the conduit and wiring will be in place for a number of years. Charging pedestals and heads will be the property of the County as soon as they are installed and operational. If the contract between PowerFlex and the County is terminated prior to the five year term, the County is obligated to allow PowerFlex to keep the Low Carbon Fuel Credits for the entire five year period.

**Staffing Impacts:**

None

**Special Instructions:**

Direct the Clerk of the Board to forward two originals of all Agreements and two (2) copies of the certified minute order to Skip Grey in the General Services Department

**Attachments:**

1. Contract with PowerFlex Systems, LLC
2. Budget Journal Entry (BJE No. 0006812) for funding for charger installation and grant match and funds transfer for Lompoc chargers
3. APCD Grant Agreement
4. CEQA Notice of Exemption