



Air Pollution Control District
San Luis Obispo County

**Request for Proposal
to Install a Hydrogen Fueling Station
in San Luis Obispo County**

**San Luis Obispo County
Air Pollution Control District**

November 20, 2018 - Release

February 27, 2019 – Update

September 3, 2019 – Streamlined Modification

TABLE OF CONTENTS

- I. INTRODUCTION 3**
 - A. BACKGROUND..... 3
 - B. QUESTIONS 3
 - C. CONTACT INFORMATION 3
 - D. RELEVANT LAWS, REGULATIONS, REPORTS, AND OTHER DOCUMENTS..... 4
- II. RFP ELEMENTS 5**
 - A. KEY ACTIVITIES AND DATES 5
 - B. AVAILABLE FUNDING AND FUNDING CATEGORY 5
 - C. HOW AN APCD GRANT OF UP TO \$250,000 IS AWARDED 5
 - D. APCD GRANT AGREEMENT 7
- III. ELIGIBILITY REQUIREMENTS 8**
 - A. ELIGIBLE HYDROGEN STATION DEVELOPER 8
 - B. PROJECT REQUIREMENTS..... 8
 - C. ELIGIBLE PROJECT COSTS..... 8
 - D. APPLICATION DELIVERY 9
- APPENDIX A 10**

I. Introduction

A. BACKGROUND

The [California Fuel Cell Partnership](#) (CaFCP) states that there are 39 hydrogen stations open in California with another 25 in development towards the initial AB8 goal of at least 100 stations by 2023. The next goals are 200 stations by 2025 and 1,000 stations by 2030 to support 1,000,000 vehicles. The San Luis Obispo County Air Pollution Control District (SLO County APCD) is offering a \$250,000 grant to incentivize hydrogen station developers to install a SLO County hydrogen fueling station in the near-term. This updated Request for Proposals (RFP) streamlines the award process.

A SLO County station is listed as a Group 1 Priority Target Market in the 2019 CaFCP Original Equipment Manufacturers Priority Hydrogen Station Location Recommendations (Appendix A) that was requested by the California Air Resources Board (CARB). A SLO County hydrogen station is a critically needed connector station between northern and southern California on the U.S. 101 corridor and between the Central Coast and Interstate 5. SLO County's multiple features, including, a strong tourism draw, Cal Poly State University, and the region's Central Coast travel corridor (Santa Barbara, Ventura, SLO, Monterey, and Santa Cruz) present station location opportunities to serve as both a "destination" and a "connector." The SLO County APCD and other SLO County stakeholders are identifying fleets and individuals willing to add hydrogen vehicles to support the siting of a SLO County hydrogen station.

Additionally, SLO County APCD has been working with local stakeholders and neighboring air districts in Ventura and Santa Barbara Counties for the past four years on California Energy Commission (CEC) grants for a Tri-County Hydrogen Readiness Plan and on a Zero Emission Vehicle (ZEV) Readiness Implementation Plan. Both plans help provide support for a robust and resilient hydrogen refueling network and ZEV outreach on the Central Coast.

B. QUESTIONS

Questions and clarification about this grant offer should be directed to the SLO County APCD.

C. CONTACT INFORMATION

Andy Mutziger
San Luis Obispo County Air Pollution Control District
3433 Roberto Court
San Luis Obispo, California 93401
E-mail: amutziger@co.slo.ca.us

D. RELEVANT LAWS, REGULATIONS, REPORTS, AND OTHER DOCUMENTS

The installed SLO County hydrogen station must comply with all applicable federal, state, and municipal laws, rules, codes, and regulations related to the dispensing, storage and sale of hydrogen fuel.

II. RFP Elements

A. KEY ACTIVITIES AND DATES

Key activities, dates, and times for this RFP are outlined below:

Original RFP Released November 20, 2018 with a February 27, 2019 update.

This September 3, 2019 modification is a significant change to the previous RFPs and simplifies the award process. This modification is in response to 1) Changes in the CEC's hydrogen station grant program as outlined in the Draft Solicitation Concepts for Light-Duty Hydrogen Refueling, and 2) a better understanding of the CARB Low Carbon Fuel Standard credits under Hydrogen Refueling Infrastructure (HRI) Pathways.

This grant offering will be closed after SLO County APCD and the grant awardee sign a SLO County APCD grant agreement. The SLO County APCD reserves the right to withdraw the offering to pursue other priorities if no grant agreement has been signed eighteen months from the September 3 date when the RFP was updated.

B. AVAILABLE FUNDING AND FUNDING CATEGORY

\$250,000 of SLO County APCD's locally collected AB 923 funds are available on a first-come-first-served basis for the installation of a hydrogen fueling station in SLO County under a grant agreement resulting from this RFP.

Applicant for the CEC or CARB Pathways described below may state in their CEC or CARB applications that they may receive up to \$250,000 in project match funds from SLO County APCD if their company is the first successful SLO County APCD applicant.

C. HOW AN APCD GRANT OF UP TO \$250,000 IS AWARDED

1. **Funding Pathways:** The SLO County APCD grant will be awarded to the first successful hydrogen station developer to complete one of the two pathways below:

a. **CEC Pathway:**

i. Receive a CEC award through their pending Grant Funding Offer to fund hydrogen stations with the award including a SLO County station in the first batch of their tranche.

Note: If multiple station developers receive CEC awards that include a SLO County station in the first batch of their tranche, then the award will be evenly divided between the CEC awardees.

- ii. Notification of Competitive Bid Requirement Being Met: If a CEC grant will be used to fund the project, SLO County APCD elects to use the CEC's competitive selection of the awardee(s) to meet the AB 923 competitive bid requirement found in Chapter 3, Section H1(F) of the 2017 Carl Moyer Guidelines.
- b. CARB Pathway:
- i. Receive CARB approval for LCFS credits under their HRI Pathways application for the installation of a SLO County hydrogen station to be privately funded without CEC funding.
 - ii. Notification of Competitive Bid Requirement for CARB LCFS Pathway: The station developer's private funding will be partnered with the SLO County APCD's AB 923 grant award to complete the proposed project. For eligible project components to be paid for with SLO County APCD grant funding, the station developer must solicit and select the contractors/sub-contractors on a competitive (two or more bids) basis to meet the AB 923 competitive bid requirement found in Chapter 3, Section H1(F) of the 2017 Carl Moyer Guidelines.
2. **Application**: Upon meeting either of the two pathway requirements above, the station developer shall send SLO County APCD the following application materials (for delivery method, see Section III.D.):
- a. An application letter that:
 - i. Provides proof that they are an eligible hydrogen station developer as specified below in Section III A;
 - ii. Commits their company to install a hydrogen station in SLO County with an anticipated project schedule;
 - iii. Includes proof of their CEC award or CARB approval;
 - iv. Includes a copy of their approved CEC or CARB application;
 - v. Provide documentation of all other sources and amounts of funding for the project;
 - vi. For CARB Pathway, include the competitive bids as discussed in Section 2.C.1.b.ii above. Also include a statement as to the reason(s) for the bid the station developer plans to select;
 - vii. Commits their company to providing SLO County APCD with a copy of their CEC or CARB agreement when it is finalized;
 - viii. Identify the name and title of the company representative with contract signing authority;
 - ix. Provide copy of company's articles of incorporation or if not incorporated, other pertinent documents that demonstrates the company's business structure; and
 - x. Commits their company to submitting a reimbursement invoice to SLO County APCD after the project is complete that includes receipts for the eligible project components to be paid for with the SLO County APCD grant.

3. **Award:** SLO County APCD shall verify the station developer's CEC award or CARB approval and will send the station developer a SLO County APCD grant award letter and a draft APCD Grant Agreement.

D. APCD GRANT AGREEMENT

The awardee will enter into a SLO County APCD Grant Agreement. The Grant Agreement is in effect after it is signed by the applicant and approved and signed by the SLO County Air Pollution Control Officer. Awardee will not place orders, make purchases, or begin any work associated with the project component(s) to be paid for with SLO County APCD grant award project until notified by the SLO County APCD that the project's Grant Agreement is in effect.

III. Eligibility Requirements

This section describes the overall eligibility requirements for this RFP.

A. ELIGIBLE HYDROGEN STATION DEVELOPER

This is an open solicitation for public and private entities.

All corporations, limited liability companies (LLCs) and limited partnerships (LPs) are required to register and be in good standing with the California Secretary of State. Applicants must provide SLO County APCD evidence of their ability to successfully implement, operate and maintain retail hydrogen stations (e.g. the stations they manage are included in the Station Operational Status System (SOSS), show the ability to manage station-uptime to industry standard levels, satisfaction by vehicle manufacturers of performance of stations, etc.). All applicants must also be in good standing with the SLO County APCD for any previous grants or permits received from the SLO County APCD.

B. PROJECT REQUIREMENTS

For eligibility, the proposed projects must meet the following criteria:

1. Proposed station must be located in San Luis Obispo County.
2. Proposed station must be open to the public 24 hours a day, 7 days a week.
3. Proposed station must meet Accessibility Requirements including the requirements of the Americans with Disabilities Act ([ADA](#)) Standards for Accessible Design.

C. ELIGIBLE PROJECT COSTS

In the development of a hydrogen fueling station, eligible project components to be paid for with SLO County APCD grant funding shall be consistent with Chapter 10, Section D - Eligible Costs, of CARB's current Carl Moyer Guidelines. If the project is being funded through the CARB pathway, see Section II.C.1.b.ii for competitive bid requirements. Costs incurred before final execution of the project grant agreement between SLO County APCD and the Awardee are not covered by the grant.

D. APPLICATION DELIVERY

An applicant can submit application by:

- Email with attachments (address below)
- U. S. Mail (address below)
- In person (same location as mailing address)
- Courier service

San Luis Obispo County Air Pollution Control District
Attn: Andy Mutziger
3433 Roberto Court
San Luis Obispo, CA 93401
E-mail: amutziger@co.slo.ca.us

Number of Copies

Applicants submitting a hard copy application are required to submit one paper copy together with electronic files on a **CD-ROM or USB memory stick**.

Electronic File Formats

Electronic files must be in Microsoft Word XP (.doc or .docx formats) and Excel Office Suite formats (.xls or .xlsx). CEC or CARB application materials may be in PDF format.

H:\PLAN\Grant Programs\VCEC\Hydrogen\RFP\H2_Infrastructure_RFP-Sep2019-SLUpdate_Final.doc

Appendix A

2019 CaFCP OEM Priority Hydrogen Station Location Recommendations Letter
(Next 5 Pages)



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2019 CaFCP OEM Priority Hydrogen Station Location Recommendations

February 11, 2019

Hydrogen Station Developers and Interested Stakeholders –

The California Air Resources Board requested CaFCP OEM members to provide a collective response to identify fuel cell electric vehicle (FCEV) customer market locations in support of future development of light-duty retail hydrogen stations. The following is a consolidated response made up of the participating OEMs. This response is limited in scope to light-duty station locations and supersedes any previously provided OEM priority list.

As in past requests, the OEMs individually developed lists of light-duty retail locations and submitted them in a blind process to CaFCP to assure anonymity. CaFCP aggregated individual responses to develop this list of priority target locations.

With a special emphasis on target station locations necessary to increase density and expand coverage of the network, OEMs made recommendations based on:

- Market critical locations selected, but not completed, in past Notice of Proposed Awards.
- Continued expansion within key existing market areas plus enabling NEW markets such as the San Diego area. Existing market expansion includes Sacramento, greater San Francisco Bay area, Los Angeles, Orange County, Inland Empire and adjacent market areas to support increasing FCEV sales volumes.
- Providing redundancy for the Central Valley US5 corridor and enabling greater confidence with round-trip travel to the Fresno/Visalia region (e.g., Arvin/Lebec area).
- Establishing additional early market and connector stations:
 - US101 Central Coast corridor to serve the San Luis Obispo region and support travel between the Santa Barbara and Monterey/San Francisco Bay areas.
 - Enable the US15 corridor coordinated with a Las Vegas station, as a destination to enable a future market.

The recommended station locations for the next phase of California's light-duty retail hydrogen fueling network development are consistent with the published documents "[A California Road Map: The Commercialization of Hydrogen Fuel Cell Vehicles](#)" (2012), "[Hydrogen Progress, Priorities and Opportunities](#)" (2014), and "[The California Fuel Cell Revolution](#)" (2018).

Station developers and interested stakeholders are encouraged to engage with the OEMs directly for more detailed information.

Participating CaFCP OEM members prioritized locations for future hydrogen station development in California, which are presented to guide development. City names are presented as representative of generalized target areas for transportation corridors and in some cases, specific intersections for reference. These locations are presented in two groups, Group 1 and Group 2.

Group 1 locations (Table 1) are first and highest priority, as their function is to further expand fuel cell vehicle markets. There are 56 Group 1 locations, which are listed in alphabetical order. Group 2 locations (Table 2) have secondary priority, relative to Group 1, as these will continue expansion within specific markets and provide additional interconnection between markets. There are 58 Group 2 locations which are segregated into three bins whereby their ranking (1 – 3) are based on aggregated OEM scoring.

In total, CaFCP is recommending 114 priority location target areas.

For further information regarding this letter, please contact:

David Park
Infrastructure Development Coordinator
California Fuel Cell Partnership
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Table 1: Group 1 Priority Target Markets.

Arvin / Lebec / (S Wheeler Ridge Rd / US5)	⁴ Orange / North Tustin (CA55)
Baldwin Park / West Covina (US10 / US605)	⁴ Pacific Palisades
¹ Barstow / Victorville / Apple Valley	Palm Springs / Thousand Palms
Brea / Fullerton (CA57)	Petaluma (CA1 / US101)
Cerritos / Artesia (CA91 / US605)	Rancho Santa Margarita (CA241)
Corona (US15 / CA91)	Redondo Beach (South) / Torrance (Hawthorne Blvd / Sepulveda Blvd)
⁴ Cupertino (CA85 / US280 / DeAnza)	Sacramento / Downtown (US5 / Bus80 / US80)
Davis (CA113 / US80)	Sacramento / Folsom (CA50)
Downey / Norwalk / Whittier (US5 / US605)	Sacramento / Roseville (US80)
Dublin / Pleasanton (US580 / US680)	³ San Diego / Airport / Downtown (US5)
El Monte (Greater Area) (CA60 / US605 / CA19 / US10)	^{3,4} San Diego / Carlsbad / Oceanside / Encinitas (US5)
Garden Grove / Anaheim / Santa Ana (CA22 / US5)	³ San Diego / La Jolla (US5 / US805)
Gilroy	³ San Diego / La Mesa (US8)
⁴ Huntington Beach / Seal Beach	³ San Diego / Rancho Bernardo (US15)
⁴ Irvine (North) (US5 / CA133 / Jamboree Rd)	San Jose 3 / Alamitos (CA85 / CA87)
Irvine (West) / Costa Mesa (CA73 / US405 / CA55)	San Luis Obispo (CA1 / US101)
⁴ Irvine (South) / Lake Forest (US5 / US405)	⁴ San Mateo / Foster City (CA1 / US101 / CA92)
⁴ Laguna Niguel / Aliso Viejo (Aliso Creek / Crown Valley / La Paz / Pacific Park)	San Rafael / Corte Madera (CA1 / US101)
Lake Tahoe, South Shore (CA50)	Santa Cruz (CA1 / CA17)
Los Angeles (US10, near Downtown, towards Santa Monica)	⁴ Santa Monica 2 (US10 / Lincoln Blvd)
Los Angeles (CA1 / US101, near Downtown)	⁴ Santa Rosa 1 (CA1 / US101)
Los Angeles (US110, near Downtown, at USC)	Simi Valley (CA118)
Malibu (CA1)	Temecula (US15)
⁴ Manhattan Beach / Redondo Beach (North)	Tustin (US5 / CA55)
Milpitas (US680)	Vallejo (US80 / CA29 / CA37)
Mission Viejo (US5)	Ventura (CA1 / US101)
Monterey	⁴ Walnut Creek (US680 / CA24)
Napa (CA29 / Trancas St.)	Walnut Creek 2 / Concord
² Newport Beach 2	Whittier (CA72 / US605)

Notes:

¹ Barstow/Victorville – Due to the round-trip distance, development of a “connector” hydrogen station on the US15 corridor to enable travel to Las Vegas is contingent upon a coincident development of a “destination” hydrogen station in the Las Vegas area. This two-station approach substantially increases the potential for travel, and thereby improves the utilization and overall operational economics of both hydrogen stations compared to a connector only approach.

²Newport Beach 2 – A second Newport Beach hydrogen fueling station should be built after, or concurrent with, the anticipated upgrade of the currently existing Newport Beach hydrogen fueling station location.

³A minimum of three additional hydrogen refueling stations are necessary in the greater San Diego region to achieve sufficient coverage to enable FCEV sales planned for that market.

⁴These target sites represent previously awarded locations that were either relocated or not completed.

Table 2: Group 2 Priority Target Markets.

<p>Group 2, Bin 1</p>	<p>Glendale (CA134) Long Beach 2 (US405) Los Gatos Menlo Park North Hollywood / Burbank Pasadena (US210) Sacramento / Elk Grove Sacramento / Pocket Area (US5 / Pocket / Sutterville) San Clemente (US5) San Jose 4 (US280 / CA87 / CA1 / US101) San Jose 5 (CA1 / US101 / US680) San Leandro (US880) Santa Barbara 2 Santa Clara (CA82)</p>
<p>Group 2, Bin 2</p>	<p>Agoura Hills Antioch / Brentwood Burlingame Daly City (US280 / Hickey Blvd / CA1) Escondido Fairfield (US80) Fresno 1 Livermore Los Alamitos / Rossmoor Los Angeles - Century City (US5 / Santa Monica Blvd.) Mountain View 2 / Los Altos Northridge Pacifica Palm Desert / Rancho Mirage / Cathedral City Pomona / Clairmont / San Dimas (US10 / US210 / CA57) San Diego / Chula Vista San Francisco (CA1) Santa Rosa 2 / Rohnert Park (CA1 / US101) Stockton 1 / Tracy Torrance 3</p>

Table 2: Group 2 Priority Target Markets (cont'd).

<p>Group 2, Bin 3</p>	<p>Anaheim Hills / Yorba Linda (CA90 / CA91 / CA241) Buena Park / La Mirada (US5 / CA91 / CA39) Chino Hills (CA71 / CA142) Eastvale / Norco / Corona 2 (US15) Fresno 2 Marina Del Rey Monrovia / Azusa (US210 / US605) Moorpark Murrieta (US15) Novato Oxnard Paso Robles (CA1 / US101) Pismo Beach Placerville Pleasanton 2 (US680) Rancho Cucamonga / Fontana (US10 / US15 / Foothill Blvd) Richmond (US80 / US580) San Bernardino San Marcos / Escondido 2 Santa Maria Union City (US880) Vacaville</p>
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