

LOS ANGELES CLEANTECH INCUBATOR (LACI)

EXPRESSION OF INTEREST

VOLUNTARY NEIGHBORHOOD ZERO EMISSIONS DELIVERY ZONE

RESPONSES DUE

by

5:00 PM Pacific Time

on

April 8, 2020

GENERAL REQUEST

The Los Angeles Cleantech Incubator (LACI) is seeking expressions of interest from qualified applicants to deploy a neighborhood-based voluntary zero emissions delivery zone focused on utilizing zero emissions goods movement solutions in a specific zone within the County of Los Angeles.

EXECUTIVE SUMMARY

LA is one of the most traffic-choked cities in America, and suffers from some of the worst [air pollution](#) in the nation. This has been exacerbated by a recent [threefold rise in e-commerce deliveries](#), with diesel-powered delivery trucks exacerbating both congestion and pollution.

LACI and many other organizations are working on revolutionizing transportation and mobility in LA—and one of the major steps they have taken together is to create the Transportation Electrification Partnership (TEP). In order to meet the aggressive targets of the partnership, [TEP released its Roadmap 2.0](#) report in November 2019, articulating how to achieve an additional 25% reduction in GHG emissions and air pollution in the LA region by 2028. In particular, the Roadmap calls for 60% of medium-duty delivery trucks in LA County to be electric by 2028.

To help Los Angeles achieve this target, LACI has proposed to pilot a voluntary [zero emissions delivery zone](#), the first of its kind in the US. A pilot of this nature should jumpstart progress towards the TEP 2028 goal. Intended outcomes are focused on:

- Reduction in air pollution
- Reduction in traffic congestion via smaller footprint vehicles (e.g., e-cargo bikes)
- Reduction in noise
- A source for cities in Southern California to develop policies on zero emissions goods deliveries

LACI has secured \$350,000 in funding for this pilot and is pursuing additional funding sources that will support technology procurement, deployment, and operations; zone enforcement; local outreach; and project management led by LACI.

Communities, particularly business improvement districts (BIDs), in the County of Los Angeles are eligible to apply along with two co-applicants representing a Community Based Organization (CBO) and a Real Estate Partner. All submissions must be submitted by 5pm Pacific Time on April 8, 2020 [here](#).

ABOUT LACI

LACI's mission is to create an inclusive green economy by unlocking innovation, transforming markets, and enhancing community. LACI aims to build a regional innovation ecosystem that supports the discovery and commercialization of clean technologies by creating new companies, de-risking the cleantech commercialization process, and helping companies successfully deliver market-ready cleantech solutions along with accompanying jobs. Founded by the City of Los Angeles and its Department of Water & Power (LADWP) in 2011, LACI is a nonprofit organization focused on energy, transportation, and sustainable cities. LACI was formed as an economic development initiative to transform a traditional blue collar industrial area into a thriving cleantech corridor. The organization utilizes a unique and integrated approach to spur the green economy to reduce statewide greenhouse gas emissions, improve air quality, create jobs, and generate local economic impact. LACI serves entrepreneurs, students, and job seekers around the world, but primarily in the greater Los Angeles region throughout LA County, with a focus on sustainable solutions for underserved communities.

In May 2018, LACI launched an unprecedented multi-year, multi-sectoral partnership, including the City of LA, the County of LA, CARB, SCE, LADWP, and LA Metro, along with leading industry players such as Greenlots, BYD and Nissan. This visionary [Transportation Electrification Partnership](#) set an aggressive goal to achieve an additional 25 percent emissions reduction—beyond existing commitments—in Los Angeles County through transportation electrification by 2028, the year that the Olympic and Paralympic games arrive in Los Angeles. And we committed to prioritize the communities that disproportionately feel the impacts of vehicle pollution and can benefit the most from the clean air and cost-saving benefits of EVs.

BACKGROUND

With this Expression of Interest, LACI is soliciting information from communities capable of assisting LACI and its Transportation Electrification Partnership in executing a minimum [12 month voluntary zero emissions delivery zone](#) within a specific district of the County of Los Angeles.

WHO IS ELIGIBLE TO APPLY?

Project Lead

The Project Lead is the entity responsible for coordinating with LACI on the Project's execution. Project Leads may be, but are not required to be, Business Improvement Districts (BIDs) or

relevant city authorities. The Project Lead will be responsible for submitting the Expression of Interest.

Co-Applicants

1. Applications should include **Community Based Organizations (CBOs)** as the Co-Applicant who will work alongside the Primary Applicant providing outreach and engagement to local businesses and community residents, which will include but not be limited to:
 - Educating local businesses and community residents about the overall goal and intent of the project as well as the execution process and timeline
 - Serving as the main point of contact for any and all questions, comments and feedback that local businesses and community residents may have about the general functionality and impacts of the pilot
2. Applications should also include **Large Real Estate** host(s) as the Co-Applicant who are open to participating in various elements of the pilot, including engaging with relevant authorities on innovative policies for improving delivery (e.g., preferential pick up/drop off zones for zero emissions vehicles).

KEY OBJECTIVES/SCOPE OF WORK

To build confidence in the feasibility of zero emissions goods delivery and provide key learnings to city officials, funders, and corporations, LACI proposes for a trial period (e.g. 12 months) to fund a voluntary zero emissions delivery zone in Los Angeles.

A project objective is to prove and demonstrate innovative technologies. The final suite of deployed technologies will be a mix of startup innovations and innovative offerings from established players.

In particular, the Zero Emissions Delivery Zone will aim to test:

- Technology and Operations:
 - Deployment of a zero emissions delivery zone in a **designated area**
 - Utilization of **electric medium-duty trucks** to better understand the use cases for specific types of goods, charging needs, and routing configurations
 - Utilization of stationary and non-stationary **charging solutions**
 - **Community-oriented solutions** for local business to partake in zero emissions delivery
- Community Benefit:
 - Deployment of **electric cargo bikes** to replace truck trips to reduce congestion
 - **Localized air and noise pollution monitoring** to demonstrate improved health benefits

- **Model policies** that could be considered in zones such as: zone access controls, road/usage access and pricing, curb access and pricing (based on congestion, time of use, pollution, vehicle dimension, etc.)

SUBMITTAL OF EXPRESSIONS OF INTEREST

The Project Lead shall be required to submit a cover page and three (3) exhibits, plus an optional exhibit including: (A) Map of Proposed Zone, (B) Community Based Organization Commitment(s), (C) Real Estate Partner Commitment(s) and (D-optional) Concept Outline.

The Cover page should articulate Lead applicant organization, contact, email/phone; Sub app, contact, email/phone, Community, and Project Title.

A. MAP of proposed zone with accompanying narrative, delineating the specific territory to be part of this zone and total square mileage. Map and narrative should outline the following:

- Describe proposed areas and corridors within the community for deployment, including how the pilot(s) can address gaps or needs
- Protected bicycle lanes
- If available, coverage of top 5% and 10% of Disadvantaged Communities (DACs) from [CalEnviroScreen](#)
- If applicable, existing loading zones
- If applicable, potential location of shared e-cargo bike facilities
- If applicable, location of shared medium-duty EV charging facilities, and whether public or private

B. COMMUNITY BASED ORGANIZATION COMMITMENTS to participate in the form of a letter of intent demonstrating commitment and responsibilities as a co-applicant. We are expecting to see expressions of interest including, but not limited to, the following types of community-based organizations:

- Environmental Justice Organizations
- Mobility Development/Transportation Advocacy Organizations

C. REAL ESTATE PARTNER COMMITMENTS in the form of a letter of intent from organizations who intend to participate. We are expecting expressions of interest to contain the following types of real-estate partner commitments:

- Willingness to support policy mechanisms such as preferential curb access and pricing (based on congestion, time of use, pollution, vehicle dimensions, etc.), etc.
- If applicable, providing land that could be used to store, maintain and rent a fleet of e-cargo bikes
- If applicable, providing the site of shared charging infrastructure including Level 1, Level 2, and DC fast charging equipment (EVSE) for opportunistic and overnight charging of electric medium-duty vans/trucks, depending on the needs of the applicant

D. (OPTIONAL) CONCEPT OUTLINE (2-3 pages max) that includes the community needs or pain points that a zero emission delivery zone could address, description of the pilot concept, and how the pilot would be executed. Note that this is not required before submission deadline, but is required for the final decision making by LACI; LACI is willing to work with shortlisted entities to complete the following. The concept outline should include:

- Community needs:
 - Community or district description including characteristics such as number of residents, types of local businesses, key economic drivers
 - Community goals or policies that call for zero emissions transportation and/or zero emissions corridor development
 - Key pain points as they relate to goods delivery and mobility
- Description of the Pilot concept:
 - Types of technologies, operations, and policies proposed
 - Primary customers/users of the technologies
 - Key stakeholders and partners on the pilot including roles and responsibilities
- Pilot Execution
 - Timeline (including launch date and duration of pilot)
 - Daily hours of operation (e.g., 24/7 or only during certain hours/days)
 - Role of preferential curb access in the pilot for zero emissions delivery, if any, and, if so, a proposed mechanism for engagement and enforcement (including linkage with official City policies and procedures)
 - Expected evolution of voluntary zero emissions delivery in the zone following the end of LACI's pilot engagement and funding

REVIEW OF EXPRESSIONS OF INTEREST

Expressions of interest will be internally reviewed and scored by LACI staff using the below scoring matrix. Applicants will be notified via email of the evaluation decision.

Evaluation Factor	Points
Concept Outline: Robustness of plan continuing at end of LACI's 12 month funding engagement	10
Concept Outline: Ambition and feasibility of model policies (zone access controls, road/usage access and pricing, curb access and pricing, etc) including identification of relevant permitting authorities, timeline for approvals, etc.	20
Buy-in from Real Estate partner(s): Letters of support from select businesses and large real estate partners located within specified voluntary zero emissions delivery zone	20

Buy-in from Local Community: Letters of support from community groups located within specified voluntary zero emissions delivery zone	20
Demonstrates impact for top 5% and 10% of Disadvantaged Communities (DACs)	20
Delivery Density: Demonstrates dense delivery routing within specific voluntary zero emissions delivery zone	20
Concept Outline: Medium Duty Charging Needs <ol style="list-style-type: none"> 1. Charging infrastructure is readily available near or within planned location of zone 2. Locations for additional charging infrastructure are already identified 3. Ability to integrate technology from startups and corporate innovation 	10
Concept Outline: e-cargo bikes Plan for scaling deployment of e-cargo bikes is ambitious and feasible, including the ability to integrate technology from startups and corporate innovation	10
Total - All Evaluation Points	130

AWARD OF AGREEMENT

LACI anticipates awarding one agreement for this Project by approximately July 2020. No expression of interest or agreement for this Project shall be binding upon LACI until the Contract is signed by the selected community and LACI.

PROPOSED CALENDAR OF EVENTS

	Action	Date
1.	Issuance of Expression of Interest	Feb 28, 2020
2.	Request for Clarification Workshop*	March 18 & 19, 2020
3.	Submission of Expression of Interest	April 8, 2020
4.	Evaluation of Expression of Interest	April 2020

5.	Award of Contract	July 2020
6.	Pilot Implementation	July 2020-June 2021

***REQUESTS FOR CLARIFICATION OF THE EXPRESSION OF INTEREST**

If any respondent has questions regarding the meaning of any part of this expression of interest, the respondent shall submit a written request to pilots@laincubator.org.

LACI will also provide in-person opportunities to pose questions and seek out further information through scoping workshops with the TEP partners hosted at LACI on March 18 & 19. Please email pilots@laincubator.org to schedule a session.

FAQ

Is there a specific type of geography that is preferred over others for a last-mile zero emissions delivery zone? What are the requirements for minimum and maximum radius of the zone?

Likely a 1-3 mile radius, depending on density of neighborhood and amount of deliveries.

A high density commercial and residential landscape with large B2B and B2C delivery drop volumes would be preferred in order to extract the most useful data. Additionally, this would have a larger impact on measurement of air quality due to larger volumes of diesel vans/trucks trips replaced by electric vans/trucks and e-cargo bikes. E-cargo bikes have a 1-2 mile radius for daily deployment (~15 mile driven daily).

Will all transportation operating in the voluntary last-mile zero emissions delivery zone be required to be zero emissions?

No, only those from delivery companies who commit to engaging the pilot. LACI will work to engage delivery companies in the pilot.

How will the impact of this pilot be measured?

LACI is targeting funding for measurement and verification, including air quality monitoring (general and hyper-local), noise levels and congestion. Applicants are encouraged to articulate what impact measures should be tracked.

How will costs be covered?

LACI will manage issues relating to restrictions on the use of budget dollars, reimbursement, procurement rules, etc. directly with subcontractors on this project.

NOTE: We do not expect to be able to support the procurement of medium-duty electric trucks for this pilot, as many leading parcel delivery companies have already started adopting electric trucks for delivery in various markets.

What does success look like for this pilot?

We expect a successful pilot will improve local air quality, and reduce noise pollution and congestion for communities. Furthermore, a successful pilot will provide best practices on policies, deployments, and enforcement for cities in Southern California and across the nation to develop the confidence to send market signals on zero-emissions goods deliveries.

Confidentiality Statement:

In connection with the Pilot Project Engineering Services and Construction Management RFI (the "**Purpose**"), either Party ("**Disclosing Party**") may disclose Confidential Information (as defined below) to the other Party ("**Recipient**"). Recipient shall use the Confidential Information solely for the Purpose, and shall not disclose such Confidential Information other than to its affiliates and its or their employees, officers, directors, members, managers, investment committee members, agents, attorneys, accountants, and financial advisors (collectively, "**Representatives**") who: (a) need access to such Confidential Information for the Purpose; (b) are informed of its confidential nature; and (c) are bound by confidentiality obligations no less protective of the Confidential Information than the terms contained herein. Recipient shall safeguard the Confidential Information from unauthorized use, access, or disclosure using no less than a commercially reasonable degree of care. Recipient will be responsible for any breach of this Agreement caused by its Representatives. Recipient agrees to notify Disclosing Party in writing of any misuse or misappropriation of Confidential Information of Disclosing Party that may come to Recipient's attention.

"**Confidential Information**" means all non-public proprietary or confidential information relating to Disclosing Party and the Purpose, in oral, visual, written, electronic, or other tangible or intangible form, whether or not marked or designated as "confidential" and all notes, analyses, summaries, and other materials prepared by Recipient or any of its Representatives that contain, are based on, or otherwise reflect, to any degree, any of the foregoing ("**Notes**"); provided, however, that Confidential Information does not include any information that: (a) is or becomes generally available to the public other than as a result of Recipient's or its Representatives' breach of this Agreement; (b) is obtained by Recipient or its Representatives on a non-confidential basis from a third-party that was not legally or contractually restricted from disclosing such information; (c) was in Recipient's or its Representatives' possession prior to Disclosing Party's disclosure hereunder; or (d) was or is independently developed by Recipient or its Representatives without using any Confidential Information. Confidential Information also includes (x) the facts that the Parties are in discussions regarding the Purpose (or, without limitation, any termination of such discussions) and that Confidential Information has been disclosed; and (y) any terms, conditions, or arrangements discussed.