**Procurement, Ownership, and Operation – Guiding Questions**

**Background**

These guiding questions can help you start to develop approaches to electric vehicle (EV) charging infrastructure ownership structures and procurement strategies. Answering these questions can serve as a first step. Next, use the request for proposals (RFP) questionnaire activity in this module to dive into more detail if you will be issuing an RFP.

**EV Charging Infrastructure Needs**

* Think about future EV charging needs. How many publicly accessible Level 2 and DC fast chargers will be needed in 2030? How many will be needed in 2035? Complete the [EV Infrastructure Needs Baseline Assessment](https://www.driveelectric.gov/files/c2c/M1-EV-Infrastructure-Needs-Baseline-Assessment.docx) in Module 1 to inform your projections.
* How are you prioritizing sites for charger installation?
* What quantity and level of chargers are you considering at each site? Work with your utility to determine electrical facility upgrades that would be required to support the chargers.

**Ownership and Operation Considerations**

* Does the funding source you will use to purchase the charging equipment have any requirements related to ownership and operational structures?
* What percentage of publicly accessible chargers would be publicly owned and operated? Consider the following:
	+ *Potential advantages*: When a public entity installs, owns, and operates charging infrastructure, they can lead site selection, fill gaps in the charging infrastructure network to increase access in areas with less utilization, and benefit from revenue streams from charger use.
	+ *Potential disadvantages*: The public entity will need to fund and manage all ongoing operation, maintenance, and upgrades and will carry all risk of investment, including that of rapidly evolving charging technologies. In addition, this would miss an opportunity to stretch the value of public dollars by leveraging private investment or exploring formal public–private partnerships.
* What percentage of publicly accessible chargers or make-ready sites will be installed through partnerships with private charging providers, a utility (municipal, cooperative, or investor-owned), or other private entities (e.g., grocery stores, retail centers, parking operators)? Consider the following:
	+ *Potential advantages*: When private charging providers install, own, and operate the infrastructure, that provider assumes most of the responsibility of network operation, maintenance, and operating costs (e.g., electricity), and the local government bears less risk. Depending on the selected revenue structure, the local government might still have access to some revenue-sharing options.
	+ *Potential disadvantages*: Reduced income share for a public entity compared to full ownership,[[1]](#footnote-1) contracting might take longer, private vendors might not be interested in the RFP terms, and vendors might be limited in their ability to fill low-utilization sites.
* For chargers that will be publicly owned and operated:
	+ Which department will be responsible for charger maintenance, repairs, and uptime?
	+ Which department will be responsible for data collection and analysis?
	+ Which department or entity will enforce parking requirements related to drivers using chargers?
	+ Who are the qualified technicians locally available to repair charging equipment?
* For chargers that are located on public property and owned/operated by a private vendor:
	+ Are you, as the site host, interested in pursuing a revenue-sharing model with the owner or operator? If so, are you willing to share in any of the revenue risk in exchange for a share of revenue? Are private operators interested in pursuing revenue-sharing models given the other terms of your contract?
	+ Do you need a separate RFP for installation and/or operation and maintenance of the charging equipment?
	+ Would the model for ownership and operation be different for stations in the public right-of-way (curbside) than for stations on other municipally owned property?
	+ Will a fee be charged to operate from the public right-of-way or on other publicly owned land, or will that be foregone as an incentive for charging providers? (For more resources on fees and revenue, see Module 8.)

**Procurement Considerations**

* Determine if you need separate RFPs for installation, operation, and/or maintenance of charging equipment. Use the [RFP questionnaire](https://www.driveelectric.gov/files/c2c/M7-RFP-Checklist.docx) in Module 7 for specific RFP considerations.
1. Revenue generated by EV chargers will vary based on factors including, but not limited to, location, charging technology, utilization, and pricing. The profitability of any given charger will vary further based on factors like operating costs (e.g., electricity rates). [↑](#footnote-ref-1)