

REQUEST FOR INFORMATION (RFI)**RFI 22-13MB:****Zero Emission Infrastructure for Heavy-Duty Trucks Serving Port of San Diego and the San Diego Region*****Procurement Services******San Diego Unified Port District
1400 Tidelands Avenue
National City, CA 91950***

IF YOU DID NOT DOWNLOAD, OR DIRECTLY RECEIVE THIS DOCUMENT FROM THE PORT OF SAN DIEGO WEBSITE AT WWW.PORTOFSANDIEGO.ORG, YOU ARE NOT LISTED AS AN OFFICIAL DOCUMENT HOLDER FOR THIS SOLICITATION AND WILL NOT BE NOTIFIED BY THE PORT OF ADDENDA ISSUED. YOU MUST ACKNOWLEDGE ANY ADDENDA ISSUED IN YOUR SUBMITTAL OR RISK BEING CONSIDERED NON RESPONSIVE. PLEASE BE SURE TO VISIT THE WEBSITE ABOVE TO REGISTER AS A DOCUMENT HOLDER FOR THIS SOLICITATION.

ALL INQUIRIES REGARDING THIS RFI SHALL BE DIRECTED TO:**Mike Bautista, Procurement Analyst II****Phone: (619) 725-6061****mbautista@portofsandiego.org****KEY RFI DATES****Issued: May 23, 2022****Submit Questions By: July 11, 2022, 12:00 PM****Submittals Due By: July 25, 2022, 2:00 PM****(All Times Listed are Pacific Time Zone)**

REQUEST FOR INFORMATION (RFI)

RFI 22-13MB: Zero Emission Infrastructure for Heavy-Duty Trucks Serving Port of San Diego and the San Diego Region

TABLE OF CONTENTS

I.	Introduction.....	1
II.	Information Requirements	12
III.	Instruction to Respondents.....	14

EXHIBITS:

Exhibit A: Proposed Sites and Regional Locations	4
Exhibit B: Proposed Sites on District Tidelands	5
Exhibit C: District Tidelands Site 1, Dirt Lot at TAMT.....	6
Exhibit D: District Tidelands Site 2, Pepper Oil.....	6
Exhibit E: District Tidelands Site 3, Parcel NW of 19th Street/Tidelands Avenue Intersection.....	7
Exhibit F: District Tidelands Site 4, Parcels SW of 19th Street/Tidelands Avenue Intersection.....	8
Exhibit G: Caltrans Otay Mesa Site	9
Exhibit H: Pasha Automotive Otay Mesa Site	9
Exhibit I: Caltrans I-5 Corridor Site	10

I. INTRODUCTION

A. General Background

1. The San Diego Unified Port District (commonly referred to as the “District”) is a public benefit corporation established in 1962 by an act of the California State legislature and ratified by the voters of the five member cities of the District. The enabling legislation and subsequent amendments conveyed certain tide and submerged lands within San Diego Bay and the oceanfront within the City of Imperial Beach to a District administration to further the development of commerce, navigation, fisheries and recreation on behalf of the state of California, which owns these lands. The lands are conveyed to the District as a trustee of the state.
2. The District’s five member cities are Chula Vista, Coronado, Imperial Beach, National City and San Diego. The District’s jurisdiction covers waterfront property within these cities and approximately 2,500 acres of land and 3,400 acres of water (commonly referred to as “District Tidelands”).
3. Additional information about the District can be found by visiting its web site at <http://www.portofsandiego.org>

B. Overview of Request for Information (RFI)

This RFI seeks information to facilitate the District’s deployment of infrastructure to support the transition to zero-emission (ZE) truck trips to and from the District’s marine cargo terminals in San Diego and National City (Tenth Avenue Marine Terminal and National City Marine Terminal, respectively). The District’s objective is to identify opportunities to deploy public-facing infrastructure for both battery electric and hydrogen fuel cell ZE technologies for Heavy Duty (HD) trucks. For this RFI the District has identified four (4) potential sites on District Tidelands. The District is also interested in opportunities on property not controlled by the District located throughout San Diego County along high volume freight corridors (indicated as “Regional Locations” in this RFI). These areas include, but are not limited to, areas adjacent to District Tidelands, Otay Mesa, and along the Interstates (I)-5, I-8, and I-15.

The District recognizes that the ZE truck industry is undergoing fast-paced changes with new participants and business alliances. The District will use the information provided through this RFI to better understand the current state of the industry, including but not limited to interest levels, technologies, costs, business cases, and schedule requirements unique to installing and operating infrastructure to support the deployment of ZE HD trucks serving the District’s marine cargo terminals. The information will help guide the development of public ZE infrastructure facilities both on District property and regionally, to serve the District’s marine cargo terminals prior to June 30, 2026.

Based on information submitted in response to this RFI, the District may issue a Request for Proposals (RFP) or the District may, at its discretion, select one or more RFI respondents and enter into discussions and/or negotiations, and may enter into agreements as a result of the RFI.

The District seeks the submittal of Information Packages from:

- (1) vendors and suppliers of battery electric and hydrogen fuel cell ZE infrastructure;
- (2) property owners interested in working with the District and others to build a network of hydrogen fuel cell and/or battery electric ZE truck infrastructure network on their property; and
- (3) entities interested in leasing, developing, and maintaining a site, as well as supplying, installing, and operating equipment, that will be part of the ZE HD truck infrastructure network that will serve the District's marine terminals and greater San Diego County.

The District is looking to gather the below information for the four ZE HD truck infrastructure sites that have been preliminarily identified as good candidates (for both battery electric and hydrogen fuel cell) on District Tidelands and Regional Locations:

- (1) Design concepts;
- (2) Business models and operational plans;
- (3) Technical barriers;
- (4) High-level costs; and
- (5) Proposed role of the District in such opportunities.

Respondents must submit their information packages no later than July 25, 2022, 2:00 PM. Packages must be submitted through the District's PlanetBids vendor portal. Information Package preparation guidelines and submittal instructions are discussed in Sections II and III, as well as procedures for submitting questions should you need additional information or clarification.

C. Maritime Clean Air Strategy – Purpose

Through this RFI, the District seeks to identify business entities interested in working with the District to implement the ZE truck goals and objectives identified within the Maritime Clean Air Strategy (MCAS). The MCAS is a strategic planning document the District's Board of Port Commissioners (Board) adopted in October 2021 to identify future projects and initiatives to reduce emissions while also supporting efficient and modern maritime operations within the District Tidelands.

The goals and objectives relevant to this RFI are aimed at transitioning to ZE trucks, including:

- 100% ZE trucks serving the District's marine cargo terminals by 2030
- 40% of truck trips serving the District's marine cargo terminals will be ZE by June 30, 2026
- Facilitate the deployment of infrastructure to support the transition to ZE truck trips to the District's marine cargo terminals
- Within the fourth quarter of calendar year 2022, present a concept plan to the District's Board for its consideration that identifies four (4) potential public-facing HD truck charging locations within the San Diego Region to

support deployment of ZE trucks, which may include locations in close proximity to or on the District's marine cargo terminals.

The District has conducted significant stakeholder outreach to help identify potential sites and areas on District Tidelands and in the San Diego Region. In addition, the District is completing the Truck Transition Plan to help identify the needs to achieve ZE trucking serving the District. For more information about the MCAS and the Truck Transition Plan, please visit the District's website at www.portofsandiego.org/MCAS.

D. Objectives

This RFI is intended to obtain information regarding the near-term development of publicly accessible ZE HD infrastructure (hydrogen fuel cell and/or battery electric) to support the transition of truck trips to ZE from the District's marine cargo terminals.

Definitions for the purposes of this RFI:

- *“near-term” is defined as a facility that is fully operational prior to June 30, 2026.*
- *“publicly accessible” is a facility where truck fueling and/or charging are available at least part of the day for public access to the facility.*

The RFI seeks to further understand the following issues related to publicly accessible HD electric charging and/or hydrogen fueling:

1. **Development Interest:** Identify third-party developers to construct and/or operate publicly accessible ZE HD truck infrastructure located on District Tidelands and Regional Locations throughout San Diego County no later than June 2026;
2. **Business Models:** Identify potential business models to deploy infrastructure, including, but not limited to, charging as a service / subscription-based models;
3. **District Support:** Role of the District to support the successful deployment of ZE HD infrastructure, including direct or indirect, financial or non-financial needs, need for public subsidy, etc., if applicable;
4. **Siting Preferences:** District Tidelands' site and Regional Location preferences identified in Section I.E (i.e., which sites and/or Regional Locations are most attractive to third-party developers);
5. **Configuration Potential:** Number of hydrogen fuel cell fueling stations and/or electric charging units that can be developed per site and potential configurations to maximize available land area;
6. **Capacity:** Projected dispensing capacity of hydrogen fueling stations (in kilograms) and/or total electricity capacity requirements for electric charging units (in kilowatts);
7. **Costs and Timelines:** Estimated construction costs and reasonable timeframes to deploy sites hosting ZE HD truck infrastructure;
8. **Term of Agreements:** Length of contract term proposed for site;
9. **Barriers:** Barriers and challenges to developing publicly accessible hydrogen fueling or charging for HD trucks at the District and/or Regional Locations, including financial, regulatory, permitting, operational, technological issues, and/or safety considerations; and

10. **Risks:** Any near- or long-term risks to the District associated with such a development.

Based on information submitted in response to this RFI, the District may issue a Request for Proposals (RFP) or the District may, at its discretion, select one or more RFI respondents and enter into discussions and/or negotiations, and may enter into agreements as a result of the RFI.

E. Proposed Sites and Regional Locations

This RFI solicits opportunities for the development of public-facing infrastructure for both battery electric and hydrogen fuel cell ZE technologies to support HD trucks. This RFI includes four (4) sites located on District Tideland and four (4) Regional Locations throughout San Diego County along routes frequented by trucks traveling to and from the District's marine cargo terminals.

Respondents may provide information about any or all of the sites identified in this RFI. There is no requirement to provide development concepts for all sites and Regional Locations. Respondents submitting information for more than one site are encouraged to rank the sites in order of preference for future development. Respondents may propose concepts that develop only a portion of a site.

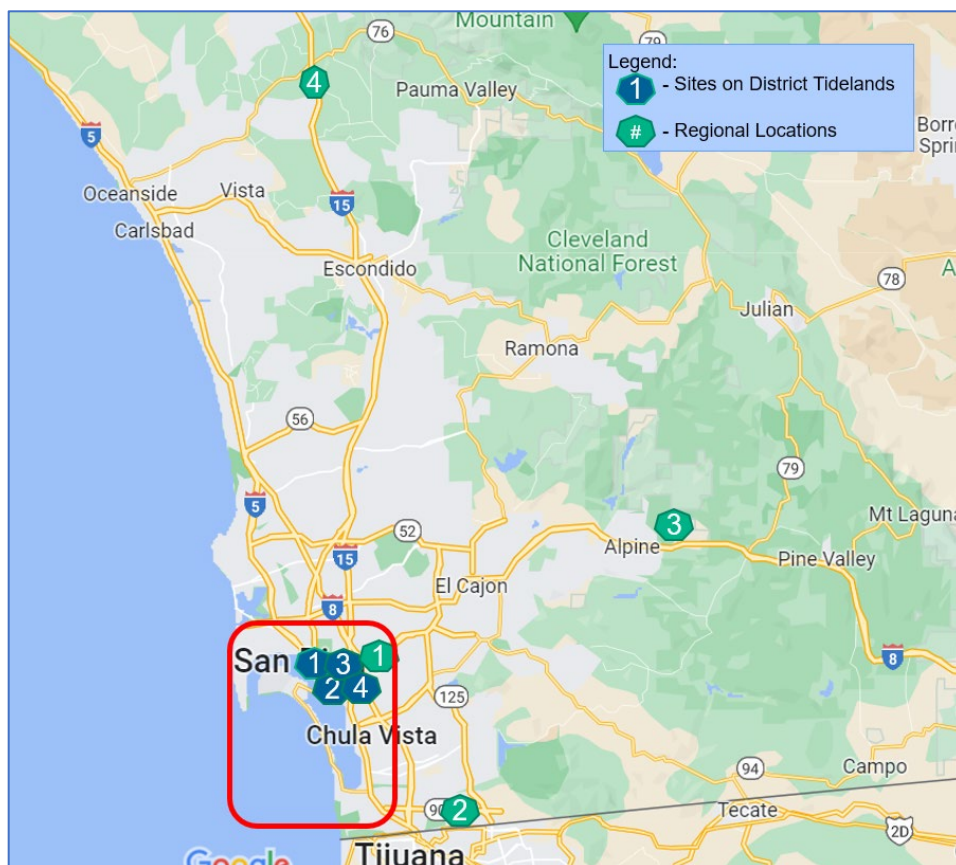


Exhibit A: Proposed Sites and Regional Locations

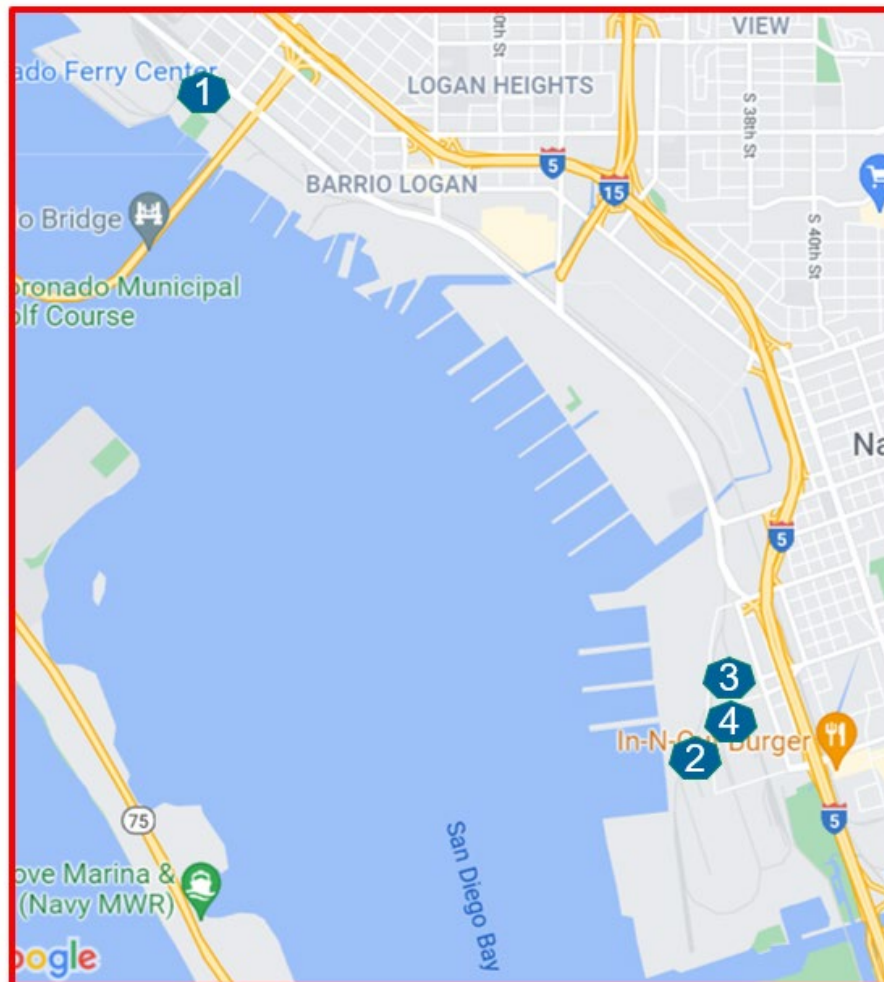


Exhibit B: Proposed Sites on District Tidelands

District Tidelands Site 1: Dirt Lot at TAMT (San Diego)

This site is owned by the District and located at the entrance to Tenth Avenue Marine Terminal (TAMT) at the intersection of Crosby Road and Water Street in the city of San Diego. It is vacant, unpaved as its name suggests, and offers approximately one (1) acre of available space. The site is owned by the District and currently unused. (Accessor Parcel No. (APN) 760-020-18)



Exhibit C: District Tideland Site 1, Dirt Lot at TAMT

District Tideland Site 2: Pepper Oil (National City)

This 2.75-acre paved site is owned by the District and located near the National City Marine Terminal (NCMT) at the intersection of Bay Marina Drive and Tideland Avenue in National City. The site is currently leased to a tenant via a month-to-month agreement, but the site may be made available to other interested parties for opportunities being solicited in this RFI. The site will need environmental remediation analysis prior to construction. (APN 760-044-16)

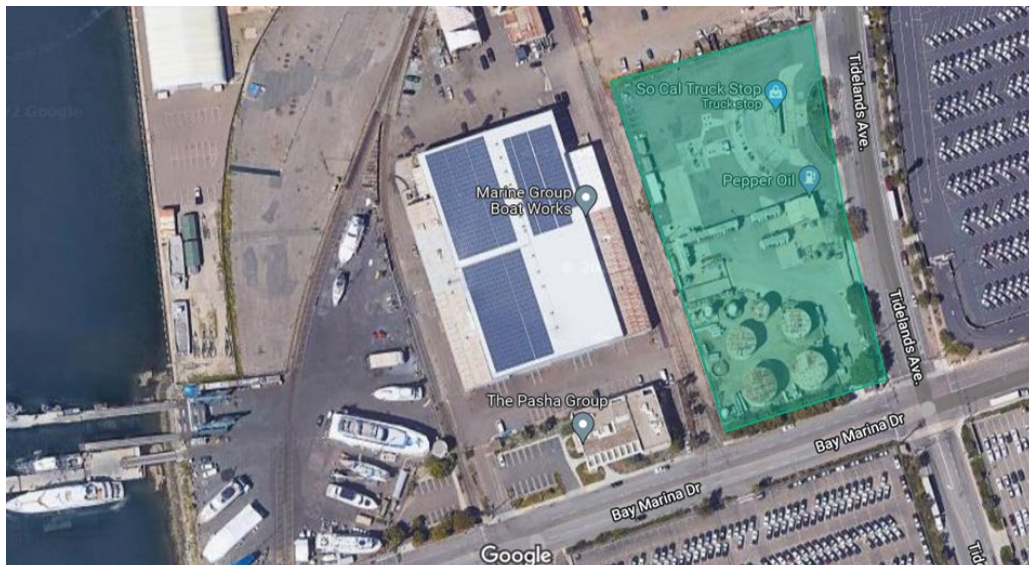


Exhibit D: District Tideland Site 2, Pepper Oil

District Tidelands Site 3: Parcel located northwest of the 19th Street/Tidelands Avenue Intersection (National City)

This 8.2-acre paved site is owned by the District and located northwest of the intersection of 19th Street and Tidelands Avenue in National City. The site is currently leased to a tenant via a month-to-month agreement, but the site may be made available to other interested parties for opportunities being solicited in this RFI.

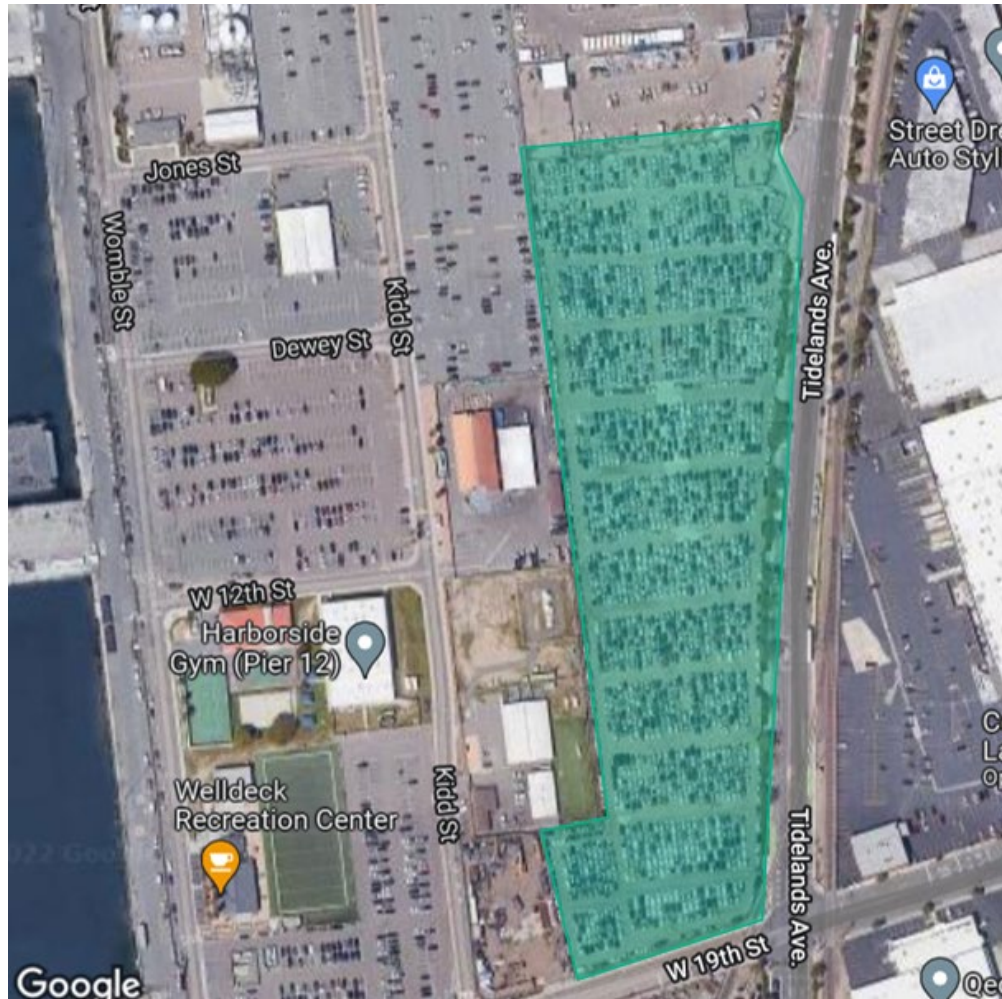


Exhibit E: District Tidelands Site 3, Parcel NW of 19th Street/Tidelands Avenue Intersection

District Tidelands Site 4: Parcel located southwest of the 19th Street/Tidelands Avenue Intersection (National City)

This site is located southwest of the intersection of 19th Street and Tidelands Avenue in National City. The roughly 5-acre site is comprised of two separate parcels, both owned by the District. The site is currently leased to a tenant via a month-to-month agreement, but the site may be made available to other interested parties for opportunities being solicited in this RFI. The north parcel of the site is gravel, and the south parcel of the site is paved. (APNs 760-044-43 and 760-044-45)

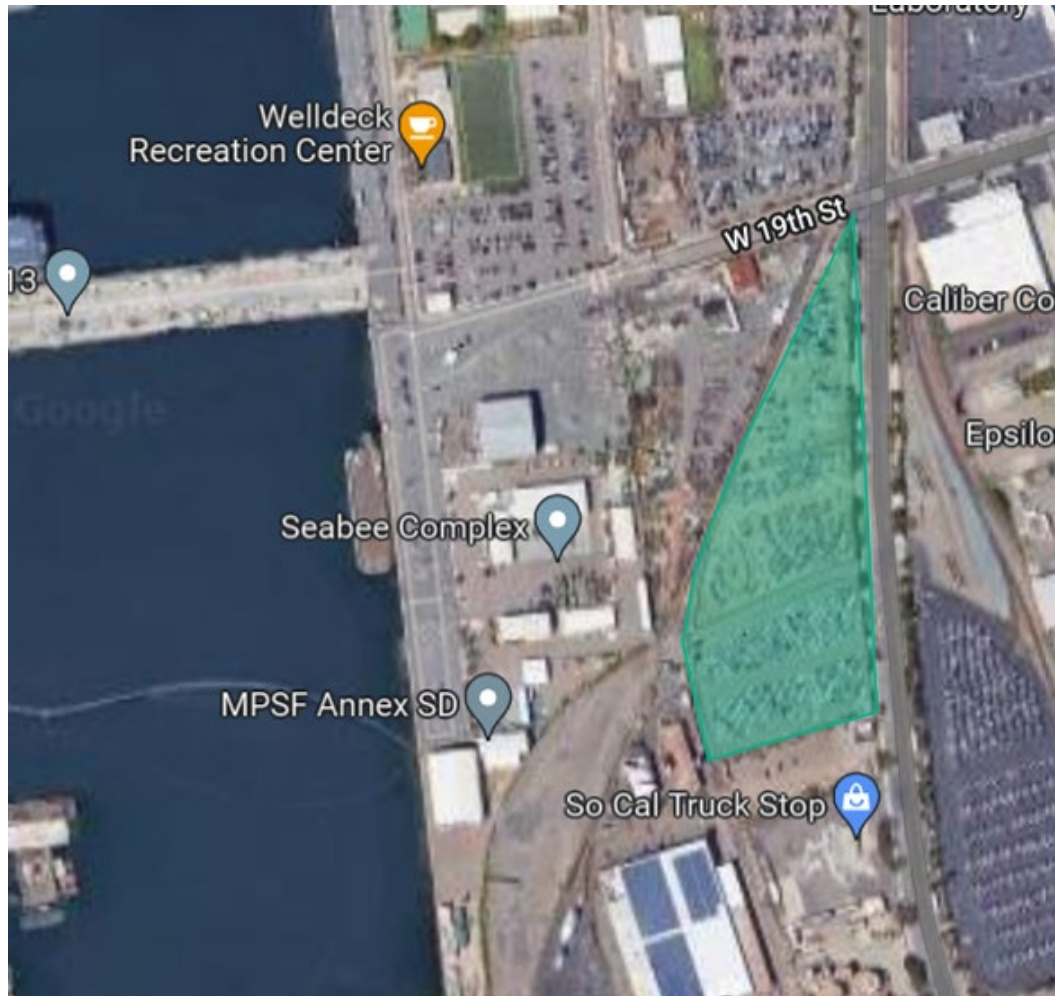


Exhibit F: District Tidlands Site 4, Parcels SW of 19th Street/Tidlands Avenue Intersection

Regional Locations throughout San Diego County

The below referenced Regional Locations have been preliminarily identified. The District invites concepts through this RFI for other strategic sites within San Diego County.

Regional Location 1: District Tidlands Adjacent, San Diego County

The District is interested in working with property owners within five (5) miles of the working waterfront section of Tidlands, from East Village to the North down to Sweetwater River, National City at the South end.

Regional Location 2: Otay Mesa, San Diego County

The District is interested in working with property owners in the Otay Mesa region of San Diego County.

a) Caltrans Otay Mesa Site:

Through collaboration with Caltrans, the District and Caltrans have identified a Caltrans property located adjacent to the Otay Mesa Border Crossing that is ripe for ZE Truck infrastructure development. The District is interested in this site, along with others at this Regional Location.



Exhibit G: Caltrans Otay Mesa Site

b) Pasha Automotive Otay Mesa Site:

Additionally, through collaboration with Pasha Automotive, the District and Pasha Automotive have identified an approximately 5-acre section of an approximately 40-acre site, currently under long-term lease to Pasha Automotive from de la Fuente Enterprises, that could be subleased for ZE truck infrastructure development. Presently, the surface of the site is gravel. The District is interested in this site, along with others at this Regional Location.



Exhibit H: Pasha Automotive Otay Mesa Site

Regional Location 3: I-8 Corridor, San Diego County

The District is interested in working with property owners along the Interstate 8 corridor in San Diego County.

Regional Location 4: I-15 Corridor, San Diego County

The District is interested in working with property owners along the Interstate 15 corridor in San Diego County.

a) Caltrans I-15 Corridor Site

Through collaboration with Caltrans, the District and Caltrans identified a second site on Caltrans Property located at the Northwest intersection of the I-15 and I-76 Park and Ride at Pala Mesa. This site is ripe for ZE HD truck infrastructure development and may already have all below ground infrastructure installed to support EV HD trucks.

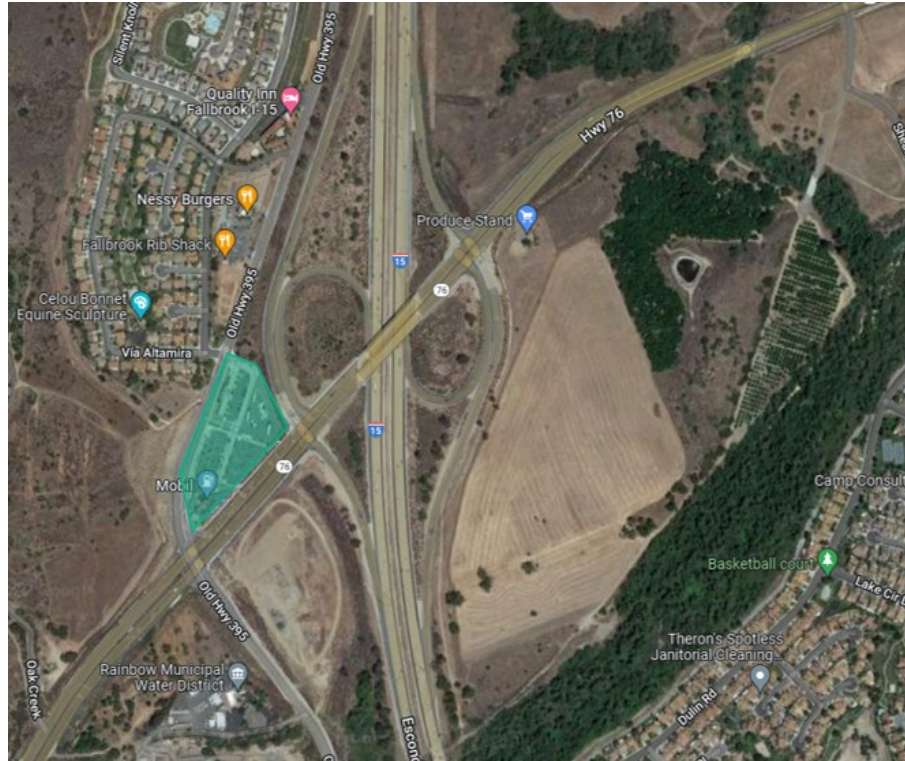


Exhibit I: Caltrans I-15 Corridor Site

Non-Interest in Identified Sites on Tidelands and/or identified Strategic Locations

Respondents that are interested in developing public-facing ZE HD Truck infrastructure, but do not see the feasibility in any of the sites identified in this RFI, are encouraged to submit information to that effect. Please clearly state why these sites are not desirable and/or other sites and Regional Locations we should consider. Such information will inform the District's future decisions around ZE HD truck infrastructure development and site selection.

F. Permitting

If any proposed development activity, within the District, were to move forward, an application for a Coastal Development Permit (CDP) for the proposed improvements must be submitted to the District, in accordance with requirements of the California Coastal Act of 1976 and the San Diego Unified Port Act. Additional types of permits may also be necessary.

G. Environmental Requirements

Under the California Environmental Quality Act (CEQA), an activity that may cause either a direct physical change in the environment or a reasonably foreseeable indirect physical change in the environment is a “project”. For development with the District on Tidelands, the issuance of a CDP constitutes a discretionary approval by the District, and as the Lead Agency, requires compliance with CEQA. CEQA requires public agencies, such as the District, to identify potential significant environmental impacts of proposed projects and to avoid or mitigate them, if feasible. District compliance with CEQA may include preparation of a Notice of Exemption or conducting an Initial Study and preparing a Negative Declaration, a Mitigated Negative Declaration, or, if there are potentially significant impacts, and Environmental Impact Report.

CDP filing fees and costs associated with the preparation of either a Negative Declaration, Mitigated Negative Declaration, or Environmental Impact Report, if required, would be the responsibility of the project applicant. The costs for preparation of the environmental review document are based on estimates of consultant and District staff time, depending on the overall scope and complexity of the proposed project. These costs do not include the costs/fees for other permits and entitlements that may be required by other agencies. Please note that if another public agency, other than the District, is the CEQA lead agency, the environmental review process above may differ.

H. Limitations

No submittals, including without limitation information contained in this RFI, received by interested parties, or any potential letter of intent (LOI), shall commit the District to approve a proposal; approve or enter into a letter of intent or similar non-binding proposal; approve or enter into a lease; assign, reserve, or commit any site to any party; or enter into any other course of action. The District retains all rights with respect to this RFI, any LOI, any lease, and all other matters and contracts concerning the sites. The District retains the sole discretion to reject a submittal at any time without explanation or cause and/or discontinue negotiations at any time, and may make any such decision without completing a CEQA determination.

Additionally, the District, as part of its normal business development process, may entertain development concepts outside of this RFI process for the sites in question, or other sites not identified in this RFI.

II. INFORMATION REQUIREMENTS

A. Content

The following items shall be included in your submittal:

1. Cover Transmittal Letter

Provide a narrative that introduces the firm and team, highlighting the special strengths of the firm to execute the proposed development concept. Please include an acknowledgment that the Respondent has received and reviewed the RFI and all addenda. The letter should be signed by an authorized representative of the submitting entity.

2. Qualifications, Experience, and References

Provide a narrative describing the entity's qualifications and at least two (2) client references with contact names and information. Include information regarding your entity's financial capacity and experience involving similar developments. Describe your entity's experience working with utilities on similar projects. If the entity's business plan includes grant funds, please describe your experience with grant programs and requirements, including past experience securing and managing such funds. Additionally, please describe your policies and programs regarding diversity, equity, and inclusion, as well as your company's approach to diversity in subcontracting. Qualifications and experience for proposed sub-consultants must also be included.

3. Description of Organization, Personnel, and Staffing

Provide a brief description of all key personnel (including vendors, partners, or sub-consultants) to be involved and their relationship to the services provided.

- Include names, titles, fields of expertise, and relevant experience.
- Identify the key manager(s) for the development concept.

4. Business Model and Financial Projections

Provide a description of your business model (i.e., charging as a service) including proposed revenue-generating mechanisms and cost-recovery strategies. Indicate any assistance anticipated from the District, including direct or indirect non-monetary assistance and in-kind or direct financial assistance, if applicable. If your business plan relies on grant funding, describe plans for securing such funds. Qualitatively, describe the resources and actions needed to ensure the long-term viability of the ZE HD Truck Infrastructure facility.

Please also indicate how your business may leverage grants, subsidies or District-supplied real property, services, or utilities that are assumed in your submittal. If your budget assumes direct financial or in-kind assistance from the District, please be specific, indicating the projected amount and length of time for such assistance.

5. Proposed Development Concept – Overview of Operational Model

Provide an overview of your entity's operational model, addressing the following topics:

- a. *Business model*: Describe your entity's conceptual business model to develop and operate ZE infrastructure site(s), e.g., charging as a service.
- b. *Customer service model*: Describe your entity's customer service model, e.g., payment processing, reservation scheduling, etc.
- c. *Data collection*: If applicable, describe any operational data that could be collected (e.g., volume of customers and time/duration of use) and shared with the District to facilitate tracking towards achieving MCAS objectives, emissions reductions, etc.
- d. *Barriers*: Identify any barriers and challenges to developing publicly accessible EV charging and/or hydrogen fueling for HD trucks at the District and/or Regional Locations, including, but not limited to, financial, regulatory, permitting, operational, technological issues, and/or safety considerations.
- e. *Risks*: Any near- or long-term risks to the District associated with such a development.

6. Site Design Concepts

Provide a description of the proposed development concept for each District Tideland site and/or site located within/near a Regional Location of interest. There is no requirement to submit interest for all District Tideland sites and/or Regional Locations, nor is there a requirement to propose development for the entire site acreage.

- a. *Conceptual design, capacity and configuration potential*: Describe a conceptual site design, indicating how the proposed site can be maximized, including the square footage required, number of EV charging stalls and/or hydrogen fueling units, and how the site will support overnight and opportunity charging if applicable. Identify proposed EV charging capacities (i.e., kilowatt capacity), connector type(s), and certifications (i.e., UL-listed); if proposing hydrogen fueling stations, please indicate the dispensing capacity of the site, if applicable.
- a. *Estimated costs*: To the extent feasible, please provide an estimated cost for the ZE Truck Infrastructure concept. The District is interested in estimated costs associated with the design and construction of a publicly accessible ZE Truck Infrastructure facility, whether it be EV charging facilities, hydrogen fueling facilities, or a combination thereof. Please list the assumptions used to derive the estimated capital costs. The District understands that these are preliminary costs and subject to change.
- b. *Estimated development schedule*: Provide a high-level estimated development schedule, including the timeframe for site design, permitting, construction, and commissioning.

- c. *Distributed energy resources, energy management, and energy storage*: If applicable, describe any distributed energy resources and energy management strategies that could be incorporated into the site to reduce energy costs and improve energy load management.

Provide a description of your business model (e.g., charging as a service), including proposed revenue-generating mechanisms and cost-recovery strategies. Indicate any assistance anticipated from the District, including direct or indirect non-monetary assistance and in-kind or direct financial assistance, if applicable. If your business plan relies on grant funding, describe the firm's plan for securing such funds. Qualitatively, describe the resources and actions needed to ensure the long-term viability of the ZE HD Truck Infrastructure facility.

Describe how the development and proposed use will meet the MCAS goals and objectives identified in Section I.C. Identify any barriers – financial, regulatory, technical, etc. – that could preclude your firm's ability to achieve these goals and describe ways to overcome them.

III. INSTRUCTIONS TO RESPONDENTS

- A. Questions. Questions or comments regarding this RFI must be submitted electronically to PlanetBids eBid system, where the RFI was downloaded, and must be received by District no later than July 11, 2022, at 12:00 PM. All electronic questions must be received by the date stated above. Responses from District will be communicated via the electronic PlanetBids system to all recipients of this RFI. Inquiries received after the date and time stated above will not be accepted.
- B. Addenda. If changes to the RFI are required, the District will issue an addendum to all Respondents via PlanetBids. All Respondents will receive an email notifying them that an addendum has been issued. All addenda, if any, must be acknowledged via PlanetBids.
- C. Information Package Preparation Checklist
The following are suggested components of an Information Package response to this RFI. The District understands that not all respondents will be able to provide all requested information and that some information will be withheld due to confidentiality concerns. The District appreciates any and all information that can be shared regarding your firm's interests and capabilities in developing ZE HD Truck Infrastructure.
- ☐ Cover Transmittal Letter
 - ☐ Qualifications, Experience, and References
 - ☐ Description of Organization, Personnel, and Staffing
 - ☐ Business Plan and Financial Projections
 - ☐ Proposed Development Concept – Overview of Operational Model

- ☐ Site Design Concepts
- ☐ Optional Materials: Brochures, Design Drawings, Marketing Information

D. Information Package Submittal Instructions

1. **All Respondents are required to submit their information electronically via the electronic PlanetBids system with which they downloaded this RFI.** The maximum file size for submittal submission is 150 megabytes, and the file type shall be Portable Document Format (PDF). The electronic system will close submission exactly at the date and time set forth in this RFI or as changed by addenda. An electronic copy of the firm's submittal must be attached to the electronic system.
2. Respondents are responsible for submitting and having their information accepted before the closing time set forth in this RFI or as changed by addenda. NOTE: Pushing the submit button on the electronic system may not be instantaneous; it may take time for the Respondent's documents to upload and transmit before the submittal is accepted. It is the Respondent's sole responsibility to ensure their document(s) are uploaded, transmitted, and arrive in time electronically. The District will have no responsibility for submittals that do not arrive in a timely manner, no matter what the reason.

E. Corporate Information and References

The District also requests the following information from respondents:

1. Briefly describe your company, products, services, history, ownership and any other relevant information. In particular, describe any projects with which you have been involved that are similar in concept to what is described in this RFI, including management and operations approach, methodologies, work effort and any relevant lessons learned.

E. Rights of District

1. Based on information submitted in response to this RFI, the District may issue a Request for Proposals (RFP) or the District may, at its discretion, select one or more RFI respondents and enter into discussions and/or negotiations, and may enter into agreements as a result of the RFI. This RFI does not commit the District to enter into an Agreement, nor does it obligate the District to pay for any costs incurred in preparation and submission of this RFI or in anticipation of an Agreement. The District reserves the right to accept, reject or use without obligation or compensation any information submitted in response to the RFI.

F. Withdrawal of Submittals. A Respondent may withdraw their submittal before the expiration of the time for submittals by going to PlanetBids and removing their submission.