

## DOCKETED

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## **Spot Solicitations - A Fresh New Approach**

Recommendation for Spot Solicitation Strategy for Grant Funding:

It is our belief that spot solicitation is the best and most productive way to have high impact projects which will benefit the industry and state in terms of data acquisition and increase in knowledge. Historically, most of the funding opportunities have been large and ambitious which has tended to favor larger more well funded entities who have the resources to participate. For smaller - innovative companies such as ours with less available resources at hand, these grant opportunities have tended to be just too big to manage.

It is for this reason we feel that the CEC should set a pool of funds aside for spot funding projects which can utilize the resources on smaller projects with a tenable scope of work. We understand that this is a reversal of the way things have been done in the past, where the CEC would design the projects and then send out solicitations. This case the CEC would approve funding and then ask the public to make recommendations for projects which can provide collaborative opportunities for industry and partners which can provide meaningful results which can then be designed into a cookie-cutter mold for other similar projects throughout the state. These spot funded projects can be small enough to be executed quickly and yet robust enough to provide invaluable data to the CEC, industry and public at large.

An example of a spot solicitation we would advocate for is one which would deploy the first 100% off-grid solar DC fast charger for a airport parking shuttle service currently operating one of the only all electric passenger shuttle services in California. This project has the ideal location located in the heart of a major population center, thoroughfares and is adjacent to a major international airport. In other words this location is also suited to provide access to DC fast EV charging for public access charging to help boost optimization and accelerate adoption of ZEVs.

We believe this is a good example of a spot funding project which can be quickly realized and one not requiring millions of dollars. The data which can be easily acquired can then help the CEC quickly ascertain whether or not this spot project could be a model to duplicate up and down the state and would allow for a faster roll out and acceptance of said infrastructure in those types of environments.