



## Consent Item 10

**TO:** East Bay Community Energy Board of Directors

**FROM:** Jessie Denver, Senior Program Manager - Transportation Electrification

**SUBJECT:** Amendment to Consulting Services Agreement with CALSTART for Medium and Heavy-Duty Commercial Fleet Electrification Technical Assistance Services

**DATE:** June 15, 2022

---

### **Recommendation**

Adopt a Resolution authorizing the CEO to negotiate and execute a First Amendment to the August 15, 2020 Consulting Services Agreement (“CSA”) between EBCE and CALSTART to conduct services necessary to assist with medium and heavy-duty commercial fleet electrification pilot program implementation, to extend the term, to update the Compensation section and increase the compensation amount by \$150,000, for a total amount not to exceed \$350,000, to make necessary adjustments to hourly rates, and to update the Scope of Work.

### **Background and Discussion**

In 2019 EBCE joined the *Global Commercial Vehicle Drive to Zero Program* (“Drive to Zero”). Drive to Zero is a first-of-its-kind initiative led by CALSTART, a nonprofit organization recognized nationally and internationally for its industry leading medium and heavy-duty (“M/HD”) market and zero-emission vehicle technology expertise.

Drive to Zero is accelerating the growth of zero-emission commercial vehicles and is built upon a technology strategy that identifies the market segments where these technologies will succeed and help drive growth in other commercial vehicle segments. Together with CALSTART, EBCE aims to establish its service area as a first mover market for M/HD commercial fleet electrification.

CALSTART is also the administrator of California's M/HD incentive programs: The Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project ("HVIP"), the Clean Off-Road Equipment Voucher Incentive Project ("CORE") and the Energy Infrastructure Incentives for Zero-Emission Commercial Vehicles Program ("EnerglIZE"). EBCE's technical assistance pilot program also offers participants who decide to procure a zero-emission M/HD vehicle a concierge service, provided by CALSTART, that makes applying for these incentives simple.

This proposed Amendment to the CSA with CALSTART will allow EBCE to expand implementation of technical assistance to additional fleets and independent owner operators including but not limited to school districts and shuttle bus operators. The proposed Amendment will also extend the term, update the Scope of Work and Compensation section, and increase the compensation amount to account for an increased number of pilot program fleet participants. Thus, EBCE staff seeks to increase the compensation amount by \$150,000, for a total amount not to exceed \$350,000, to account for the additional cost of these services.

### **Fiscal Impact**

All program costs will be funded through budgets already authorized for this fiscal year to Local Development.

### **Attachment**

1. Resolution of the Board of Directors Authorizing the CEO to Negotiate and Execute an Amendment to the Consulting Services Agreement with CALSTART.

RESOLUTION NO. R-2022-\_\_

A RESOLUTION OF THE BOARD OF DIRECTORS  
OF THE EAST BAY COMMUNITY ENERGY AUTHORITY AUTHORIZING THE CHIEF  
EXECUTIVE OFFICER TO NEGOTIATE AND EXECUTE AN AMENDMENT WITH CALSTART TO  
PROVIDE TECHNICAL ASSISTANCE THAT WILL ACCELERATE MEDIUM AND HEAVY-DUTY  
COMMERCIAL FLEET ELECTRIFICATION

**WHEREAS**, The East Bay Community Energy Authority (“EBCE”) was formed as a community choice aggregation agency (“CCA”) on December 1, 2016, Under the Joint Exercise of Power Act, California Government Code sections 6500 *et seq.*, among the County of Alameda, and the Cities of Albany, Berkeley, Dublin, Emeryville, Fremont, Hayward, Livermore, Piedmont, Oakland, San Leandro, and Union City to study, promote, develop, conduct, operate, and manage energy-related climate change programs in all of the member jurisdictions. The cities of Newark and Pleasanton, located in Alameda County, along with the City of Tracy, located in San Joaquin County, were added as members of EBCE and parties to the JPA in March of 2020.

**WHEREAS**, On July 18, 2018, the Board approved the Local Development Business Plan (“LDBP”). The LDBP identifies a series of local development early actions, including electrifying medium and heavy-duty commercial vehicles in EBCE’s service area,

**WHEREAS**, supporting market transformation of medium and heavy-duty zero-emission commercial vehicles and charging infrastructure is critical to achieving the state’s goals, improving local air quality and the economy, and increasing EBCE’s load,

**WHEREAS**, in August 2020 the CEO executed a Consulting Services Agreement with CALSTART to assist with the development and implementation of a technical assistance pilot project offered to target commercial fleet operators,

**WHEREAS**, EBCE is aiming to offer this technical assistance to additional commercial fleets and independent owner operators of medium and heavy-duty vehicles including, but not limited to, school and shuttle buses. Thus, EBCE staff seeks to increase the not to exceed amount of this agreement by \$150,000 to account for the additional cost of these services,

**WHEREAS**, EBCE also desires to extend the termination date to January 31, 2024, and to update the Scope of Work.

**NOW, THEREFORE, THE BOARD OF DIRECTORS OF THE EAST BAY COMMUNITY ENERGY AUTHORITY DOES HEREBY RESOLVE AS FOLLOWS:**

Section 1. Authorize CEO to negotiate and execute a First Amendment to the Consulting Services Agreement with CALSTART dated August 15, 2020 to assist with the ongoing implementation of a medium and heavy-duty commercial fleet technical assistance pilot, to amend the termination date to January 31, 2024, to update the Scope of Work, to amend the Compensation section by increasing the total compensation by \$150,000, for a total amount not to exceed \$350,000, and by making and necessary adjustments to hourly rates. The Amendment must be approved by General Counsel.

ADOPTED AND APPROVED this 15<sup>th</sup> day of June, 2022.

---

Dianne Martinez, Chair

ATTEST:

---

Adrian Bankhead, Clerk of the Board