



November 27, 2023

To: Karen Oaks, Contracting Officer
Georgia Department of Transportation
From: Megan Charles, Authorized Proposer Representative
Francis Energy Charging, LLC
Re: Georgia National Electric Vehicle Infrastructure Deployment Program: Round 1,
Executive Summary

Dear Karen Oaks:

Francis Energy Charging, LLC is pleased to submit a response to the Georgia National Electric Vehicle Infrastructure Deployment Program: Round 1 Request for Proposals, issued by the Georgia Department of Transportation (GDOT) on July 25, 2023 (as amended).

Enclosed, please find an Executive Summary of our proposal, submitted in accordance with guidance provided in *Instructions to Proposers, Final RFP*, released November 8, 2023.

We thank GDOT for the opportunity, and look forward to providing safe, fast, and reliable electric vehicle charging to communities across Georgia.

Sincerely,

A handwritten signature in cursive script that reads "Megan Charles".

Megan Charles
Chief of Staff
Francis Energy Charging, LLC

Enc: Executive Summary



Georgia National Electric Vehicle Infrastructure (NEVI) Deployment Program: Round 1

Proposer: Francis Energy Charging, LLC

EXECUTIVE SUMMARY

Francis Energy Charging, LLC (Francis Energy) is an award-winning leader in the development of electric vehicle (EV) charging infrastructure, with the 4th largest network of direct current fast charging (DCFC) ports in the country. The majority of Francis Energy's network is in rural, Tribal, or disadvantaged communities, reflecting the company's commitment to providing safe, fast, accessible, and reliable EV charging solutions that leave no community behind. Francis Energy is a turnkey service provider who partners with a site host through a leasing agreement, provides the non-federal cost match for NEVI funding, and fully develops every aspect of the project, including design, construction, electric vehicle service equipment (EVSE) procurement, installation, commissioning, and long-term maintenance and operation.

Part A: Overview of Georgia NEVI Location(s) Selected

- **Fort Valley:** Wendy's Calhoun-Byron (Restaurant), 318 GA-49, Byron, GA 31008

Part B: General Approach to Design & Construction, and Operations

Our approach to the project site design starts with a clear understanding of the rules and regulations established in 23 CFR Part 680, *National Electric Vehicle Infrastructure (NEVI) Standards and Requirements*, and the additional standards included by the Georgia Department of Transportation (GDOT) in this solicitation. Our site acquisition team secured a site that has the proper geography, physical space, and utility infrastructure to qualify for NEVI funding in Georgia. We have secured EVSE that meets or exceeds the NEVI requirements and the requirements of this solicitation, including, but not limited to, number of ports, power output, connector type, Buy America compliance, user interface accessibility, network interoperability, cybersecurity, and payment options. Finally, we worked closely with our site host to ensure the EV station design was accessible to all users and located in a safe area of their property.

Our experienced construction team uses proprietary pre-construction and construction techniques that streamline the process for permitting, utility coordination, EVSE procurement, environmental review, and other stages of the construction process. We practice a "dig once" philosophy, which will future proof our site and allow for low-cost future expansion. Our construction team makes safety a top priority, following all GDOT and OSHA standards and those outlined in our Employee Environmental Health and Safety Handbook. A safety coordinator is assigned for each site, will have daily job hazard analysis meetings, and will be prepared to respond to any emergency.



Francis Energy provides all operation and maintenance services over the lifetime of our lease agreements, which extend well beyond the 5-year scope of NEVI projects. This includes securing warranties for EVSE and ensuring parts and labor are readily available to repair any damaged or malfunctioning assets to meet the uptime requirements of the NEVI standards. In addition, we have regularly scheduled maintenance routines for each of our sites. We utilize software on our networked stations to collect and report all necessary data and to respond in real-time to any irregularities that are detected or reported. Our commitment to safety extends to the operating period and includes elements to ensure our customers have a safe and reliable experience, such as wayfinding, clearly marked stalls, parking bollards, proper lighting, security cameras, surge protection, and emergency shutoffs. Customers at all sites have access to our 24/7, toll-free customer service hotline.



Part C: Proposed Project Site Design, Fort Valley

Our Fort Valley location is proposed in partnership with our site host, Wendy's, and is located at 318 GA-49, Byron, GA 31008. Wendy's is an iconic and nationally recognized brand in the quick service restaurant industry, offering fresh-made food to drivers across America since 1969. This site is strategically located at the intersection of I-75 and SH-4 and there are multiple options for food, shopping, and hotels onsite or within a short, safe walking distance. Wendy's offers ADA-accessible restrooms and Wi-Fi access during business hours. Adequate lighting already exists, and Francis Energy will install an additional security camera for added customer safety.

Francis Energy will install two (2) SK Signet DCFC dual port Combined Charging System (CCS) dispensers at this location. The EV charging system can charge one (1) vehicle at 400kW, two (2) vehicles simultaneously at 400kW and 200kW, three (3) vehicles at 200kW, or four (4) vehicles at 150kW, or will dynamically distribute the remaining power across the remaining ports for additional drivers plugging in.