<div align="center">**Trenton E-Mobility Project – Request for Information**</div>

Project Overview

The purpose of this RFI is to solicit information from the vendor community to inform a suitable business model to reach the project goals. The information we collect in response to this RFI will inform an RFP for a partner vendor to be released early in 2021.

The Trenton E-Mobility Pilot is an electric vehicle solution that will work to improve low-income residents' mobility in the City of Trenton and increase access to jobs, healthcare, and new opportunities. In addition to expanding low-cost transportation options for low-income communities, the program will address public health challenges by reducing greenhouse gases and air pollution.

Isles Inc., Charge EVC-NJ, Environment New Jersey, NJ Clean Cities Coalition, and the City of Trenton have worked together for over a year on this project. Additionally, the project team was selected to spend a week with Rocky Mountain Institute (RMI) as part of its e-Mobility lab in August 2019 workshopping the project. The project team had the benefit of RMI staff and technical faculty that are still working with us on bringing the project to fruition. The work done to date has been thoughtful, collaborative and draws from a wide range of experience from across the county.

Isles, Inc. has worked with the City of Trenton to acquire electric vehicle infrastructure to support this project. The city has submitted an application for the "It Pay$ to Plug In" program to the Department of Environmental Protection requesting 14 Level-2 and 4 DCFC charging stations across the city at 11 identified site locations and is awaiting approval. These locations were determined through an in-depth feedback process that include community residents and stakeholders, industry experts, and the Trenton City planning board. Because the program aims to reach residents who lack access to reliable transportation, the selection process prioritized locations that has a population density of more than 7,000 people per square mile to ensure charging infrastructure would be accessible to as many people as possible and were centered in areas where more than 40% of the households made less than $35,000 per year. An award from the program will offset infrastructure costs and any additional expenses will be the responsibility of the chosen vendor.

While the charging infrastructure will be owned by the city, Isles Inc. will spearhead the program development and operations of the project in collaboration with Charge EVC, Environment New Jersey, NJ Clean Cities Coalition, and the City of Trenton, and will use its platform to address the needs of community stakeholders. The program is planned to be implemented in phases. When fully operational, it will offer three transportation services, each addressing a specific need.

1. EV Carshare: For residents looking to use a car for an extended period of time/multiple uses;
2. EV Rideshare: For residents looking for an affordable mode of travel within the city or nearby;
3. EV Shuttle: Will connect major points of interest and essential services that will run on a consistent schedule with flexible routing.

Goals

Isles and the other project partners see an opportunity to promote economic revitalization in one of the state's most economically challenged cities. In addition to improving residents' mobility and increasing access to jobs and essential resources, the pilot will build a local workforce to operate the program

while encouraging community cooperation. New jobs will include drivers, program operators, community ambassadors, customer service, and maintenance. In conjunction with an aggressive education and outreach plan, the program will simultaneously connect diverse Trenton stakeholders and residents to new services and provide a platform for collaboration.

<u>Addressing Barriers for Low-Income Residents</u>

For one or more of the program's transportation services listed above, we are looking for vendor partners that can offer solutions to challenges that low-income residents face when accessing traditional electric vehicle mobility solutions.

1. Some residents will not have access to a smart phone. Project partners' plan must provide a means to connect residents to both the carsharing and ridesharing services. Potential solutions to ensuring these residents can use the app include public kiosks and pre-loaded RFI cards.
2. Some residents will not have access to bank accounts and won't be able to make automatic payments through an app.
3. The program and its project partners must build trust within the community. From background checks on drivers and trusted transactions, to safety of the vehicles and compliance with CDC guidelines, all services must ensure that residents feel safe and secure throughout their experience with the project.

Project Timeline

<u>2020</u>

December: RFI distributed

<u>2021</u>

January: RFI application due

February: RFP distributed

March: Charger Procurement complete; Vehicle & Shuttle Procurement complete

April: EV Infrastructure installed in conjunction with the City of Trenton

May: EV Infrastructure available to the public

June: E-Mobility Carshare Program Public Launch; E-Mobility Shuttle Service Launch

September: E-Mobility Rideshare Program Soft Launch

October: E-Mobility Rideshare Program Public Launch

This timeline is subject to change.

How to Answer this RFI

Isles and the project team will be seeking answers to the following questions. All submissions must be received by email no later than 5 p.m. EST on January 27, 2021. Please send your response to this RFI electronically to Katharina Miguel at <u>kmiguel@isles.org</u>.

All responses will be considered non-binding and are for informational purposes only. Your responses shall become the property of Isles, Inc. upon submission and will remain anonymous to the extent allowable under decision-making processes. You must indicate what responses you wish to be kept confidential.

Note: This request for information shall not be interpreted as a replacement for a request for proposals (RFP). Isles, Inc. expects to issue either combined or separate RFPs for each of the program components described above based on the information received in the RFI responses.

<u>System Details</u>

1. Describe the service(s) you provide and how it would benefit the Trenton E-Mobility Project. Please describe any features that provide solutions to details described under "Addressing Barriers for Low-Income Residents".
2. If your service provides vehicles, please provide information for the following:
    a. Make and model
    b. Maintenance overview and costs
    c. Operations overview
    d. Battery charging plans
3. Does your mobility business model manage all back-end operations? Please describe.
4. Does your service operate through an app? If so, please provide an overview of its capabilities.
5. What data is your service able to collect? If your service does collect user data, please describe what you've learned from operating in other cities?
6. How does your service address the barriers that prevent low-income residents from accessing affordable transportation options?
7. If you have operated this service in other communities:
    a. Describe the typical process for deploying your service, including the time leading up to launch and the wind-down time as the pilot concludes.
    b. Describe how it has benefited those communities.
    c. Provide at least one reference that is familiar with the services you provide.
8. Describe strategies you use to onboard first-time riders.
9. What features and operative measures does your company implement in response to COVID-19. Please provide an overview on the impacts of those safety measures.
10. Are there other general safety precautions that your service provides? If relevant, how do you evaluate drivers and vehicles so that riders are safe?
11. Process for hiring local staff/drivers, training, insurance, background checks, etc.
12. License to do business in NJ, or ability to get quickly.
13. If applicable, please describe any micro-mobility solutions you offer.