



New Jersey Department of Environmental Protection
Bureau of Mobile Sources
P.O. Box 420 / Mail Code 401-02E
401 E. State Street
Trenton, NJ 08625

eMobility Proposal Form

The New Jersey Department of Environmental Protection is seeking proposals for electric car sharing and ride hailing services ("e-mobility projects") that will benefit low or moderate income communities disproportionately impacted by air pollution. Interested parties can use this form to submit eMobility project proposals. Questions and project proposals can be directed to VWcomments@dep.nj.gov. You will be notified if and when funding become available for eMobility projects.

CONTACT INFORMATION

Company/Organization	Zapp Electric Incorporated
Address	101 Hudson Street, Jersey City, NJ 07302
Contact Person	Ariel Tehrani
Title/Position	President
Phone	(718)752-9500
E-mail	ari@zappfast.com

PROJECT INFORMATION

Project Name	Newark Airport Zapp DC Fast Charge Site
Project Location (City/County)	City of Newark / Essex County

Project Budget (Total budget and breakdown of all associated costs)

Total Cost (NOT INCLUDING SERVICE UPGRADE; 5000KVA/480V SERVICE UPGRADE):

Project Cost Share (Budget % that will be covered by project applicant)

20%

Project Type

- Electric car sharing projects
- Electric ride hailing projects
- Other DC Fast Charge for public and EV Ride Share Vehicles

Project Description (The project should aim to provide access to e-mobility in low or moderate income communities disproportionately impacted by air pollution. The emobility services should be safe, reliable, convenient, and affordable while at the same time reduce greenhouse gas emissions and other air pollutants.. The project should also be based on identified community transportation and mobility needs.)

This project will offset the cost of infrastructure required for Zapp's 7.5 million dollar investment in an all electric ride share fleet. Zapp has ordered 400 Nissan Leafs; 250 of them will be delivered in 2020; these vehicles will be owned/insured by Zapp, and leased to drivers who work through Uber and Lyft. These drivers, by and large live in multi-unit dwellings and will not have access to overnight charging. DC Fast Charge is necessary for the operation; and the public access charge site; adjacent to Newark Airport is in an environmental justice area. Based upon DOE/AFLEET Calculations, each vehicle will remove 46,560 lbs of carbon dioxide/year. The 250 vehicles operate 60,000 miles/annually; 6 times the national average. The fleet total Carbon reduction is: 5,820 Tons. Additionally, the all-electric fleet will remove 4.78 Tons of NOx annually; 264.49 pounds of Particulate Matter annually, and 5.63 Tons of Hydrocarbons. We urge the NJ DEP to support this important location of a DC Fast Charge network, which will ensure reduction in greenhouse gases and provide reliable transportation for people who live in areas with poor air quality. Zapp Electric, Inc. also intends to prioritize its' hiring efforts to focus on employees who live within the immediate area. Zapp owns a mobile hiring station (photo attached); and will continue their involvement with hiring military veterans, creating local commerce and providing a meaningful wage for their employees.

Who are the intended users/riders for this project?

General public, commuting to and from airports; train stations; doctors' appointments, cc

Estimated size of population benefiting from the project? 23,000,000 million people in the tri-state area.

Describe your strategies for maintaining the proposed service(s) for a minimum of 5 years.

While Zapps' drivers will enjoy no fee charging; the general public and future commercia

Number and types of vehicles included in the project?

400 Vehicles (250 in 2020); combination of Nissan Leaf and Tesla Model 3 and Model S.

What types of trips or destinations will be served?

Airport/train/bus passengers in the tri-state area; work commuters, local shoppers in the

Estimated vehicle usage (vehicle miles traveled/year or number of trips per week)

50,000 - 70,000 miles/annually ; 120 trips/week ; at buildout 2020/2021; with 400 vehicle



Type and number of electric vehicle charging stations included in the project?

Level 1

Level 2

DCFC 20

I have submitted an application for a charging station grant to *It Pay\$ to Plug In* for this project.

I plan to submit an application for a charging station grant to *It Pay\$ to Plug In* for this project.

I do not plan to seek a charging station grant from *It Pay\$ to Plug In* for this project.

Visit the *It Pay\$ to Plug In* webpage for more information

Will the project benefit one or more communities that are disproportionately impacted by air pollution? If so, please describe?

Certainly, the area adjacent to the Newark International Airport does not meet federal air quality standards. Additionally many people in this community do not own vehicles and rely upon public transportation (normally diesel buses) and will now have access to cleaner transportation alternatives. This includes immediate towns adjacent to the site (Newark, Elizabeth); heavily traveled corridor routes radiating from Port of Newark to Greater NYC.

Describe your plan for community engagement to identify needs and gaps and to generate interest for the new service.

We will have a mobile driver interview/sign up vehicle that will allow local potential drivers to become qualified. We are also working with "Wounded Warriors" in an effort to provide employment opportunities for a group of people who have served their country and will benefit both Zapp and the veterans. As you are aware; we are also in talks with the State of NJ to institute an electric taxi/ride share service for the City of Trenton, NJ.

Shovel ready projects will be prioritized. Please list project partners. If project partners have not yet been secured, please describe the process you will use to secure any necessary project partners

Project partners include:

- Zapp Electric Inc.
- Nissan Motor Company
- Powercharge EVSE
- NJ Clean Cities
- Clean Communities of CNY
- Greener by Design
- PSE&G
- JLee Electrical Contractors

Estimated timeframe for implementation? Include a project timeline that identifies start and end dates, as well as the timeline for key milestones.

- The site is under contract at 160-162 Frontage Street in Newark, NJ. We expect the entire project to take 12-16 months from date of approval. We understand and are seeking to collaborate with the DEP, NJ Clean Cities, and PSE&G to shorten the permitting phase of the project.

To be clear; Zapp Electric has already committed, and has begun to take delivery of their vehicles; so initially they will be seeking existing infrastructure to operate their EV fleet.

Demonstrated success in implementing similar projects.

- While there are no known projects of this scope to date; our group members have the following experience:
- Clean Communities of CNY: Currently working on a 30 Unit DCFC project in Orange County, CA; partners are: NFI Trucking, Calstart, and Southern California Edison. We are also advising Dade County FL Transit on the installation of 30 DCFC units
- Zapp Electric Principles have over 100 years of experience in the livery business and over 20 years experience in alternative fuel vehicle fleets
- NJ Clean Cities has worked on multiple EV and EV Charging projects.
- Greener by Design has provided support to multiple EV, EVSE, Utility, and EV policy projects.

Has your organization been approved to receive and expend any other grant funds related to this project? If so, please provide details.

No.

Additional space has been provided to expand answers to any of the questions above.

Supplemental Page 1

Background: Zapp Electric, Inc. a NJ Based Corporation was formed earlier this year as an operating unit of Livery Trader; an existing company that currently operates over 3,800 taxi/limo/ride share vehicles. Zapp ownership has over 100 years of experience in providing quality, affordable transportation to the masses. They have been working with the US Department of Energy's Clean Cities program through local Coalitions in NJ and NY to collaborate with the NJ DEP, the Port Authority of NY/NJ, and other groups to accelerate the deployment of zero emission vehicles in the Tri-State area.

Greener by Design is a NJ based transportation and alternative fuel vehicle planning and deployment company. GbD is providing consulting, engineering, and project management expertise to Zapp's efforts in NJ. Formed in 2007, GbD principals and staff have played integral roles in some of the most significant environmental, engineering, and construction projects in the Mid-Atlantic and Northeast regions of the US.

Future Plans: Once in operation; Zapp Electric, Inc. will be marketing the site to commercial fleets in the immediate area; and will be investigating the addition of solar panels, battery storage, and micro-grid support for adjacent buildings. We look forward to working with the State of New Jersey on this and future projects.

Pricing: Presented for Option 1: 20 Total 150 KW DC Fast Charge Units with 2 hose dispensers; Option 2: 12 Total 150 KW DC Fast Charge Units with 2 hose dispensers.

- 20 -150 KW DC Fast Charge Controllers/dispensers: \$1,714,600

- 12 -150 KW DC Fast Charge Controllers/dispensers: \$1,028,760

- Installation/trenching for the proposed 20 station Option: \$1,173,930

- Installation/trenching for the proposed 12 station Option: \$ 704,040

- Engineering/Architectural Drawings/Design; 20 station Option: \$130,000

- Engineering/Architectural Drawings/Design; 12 station Option: \$ 97,000

- Permitting Fees: \$15,000

- Building Construction (Bath/vending/prayer room): \$40,000

- Paving/Concrete Curbing: \$98,000

- Canopy/Lighting/Security; 20 station Option: \$200,000

- Canopy/Lighting/Security; 12 station Option: \$160,000

- Backup Generator @ 50% Capacity; 20 station Option: \$390,000

- Backup Generator @ 50% Capacity; 12 station Option: \$320,000

- Total Cost of Project; Option 1: 20 DC Fast Charge: \$3,761,530.00 (\$188,076.50/unit)

- Total Cost of Project; Option 2: 12 DC Fast Charge: \$2,462,800.00 (\$205,233.33/unit)

Pricing does NOT include the cost of upgrading power to the facility; we require a 5,000 kVA, 480 volt service. Thank you for this opportunity, please direct questions to: Barry Carr, (315)278-2061 ; Coordinator@ccofcny.com

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Supplemental Page 2

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- Paving/Concrete Curbing: \$98,000

- Canopy/Lighting/Security; 20 station Option: \$200,000

- Canopy/Lighting/Security; 12 station Option: \$160,000

- Backup Generator @ 50% Capacity; 20 station Option: \$390,000

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