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**To:** Mayor and Council

**From:** Terry Vachon, Parks, Culture & Recreation Department

**Date:** June 5, 2023

**Subject:** Report # PCR-012-2023 Car Charging Stations

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## Recommendation

Whereas Clearview Township is committed to contributing to improving local air quality, reducing noise pollution, reducing greenhouse gas emissions, reducing energy consumption, strengthening the local economy and increasing energy resilience; and,

Whereas by 2035, consumers will no longer have the option to purchase a new gas-powered passenger vehicle from a dealership in Canada; and,

Whereas Clearview Township was successful in receiving an approx. 47.5% rebate from the Government of Canada Energy Savings Rebate program;

Now Therefore Be It Resolved that Council of the Township of Clearview hereby:

- 1) Receive Report PCR-012-2023 (Car Charging Stations); and,
- 2) Approve the proposal submitted by Hypercharge in the amount of \$109,831.00 plus shipping and HST, sole sourcing for the corresponding specialized equipment including a 47.5% rebate; and,
- 3) Approve using the tax stabilization reserve to purchase the charging stations.

## Background

Staff and Council were approached by Hypercharge to consider owning and installing electric car chargers within Clearview Township.

Four locations were proposed within Stayner and Creemore being the Stayner Arena parking lot, Creemore Arena parking lot, new Brock Street parking area and Town Hall parking lot, that are strategically chosen to capture citizens and visitors who are planning to stay in Stayner and Creemore for a short period of time.

## Comments and Analysis

Hypercharge provided a presentation Council in March 2023 that provided details of the programs, hardware, software, potential rebates and recommendations for Clearview Township to consider.

The company applied for an energy efficient rebate on behalf of Clearview Township and they were pre-approved for approx. a 47.5% rebate for 10 charging stations. The rebate is already applied to the proposal (attached). The rebate is time sensitive and only good up to the month of June 2023 and will expire.

Following one of the Strategic Planning sessions in Creemore it was clearly communicated that the community wanted to see charging stations in the downtown area. This will be subject to the availability of power, but it is being recommended that charging locations be prioritized in the downtown core. This was one of the initiatives the Township was moving forward with in regard to the environment as a part of natural and manufactured capital, promoting electric vehicle charging. This is an important first step in listening to the community and bringing environmentally friendly initiatives forward.

Staff recommends the direct purchase model whereas no interest fees are applied.

### **Clearview's Strategic Plan**

The above initiative supports the following strategic pillars:

- 3.3 Focus on infrastructure improvement projects and initiatives across the Township.

### **Financial Implications**

Total proposal for 10 charging stations = \$209,831.00

Rebate 47.5% = \$100,000.00 (Capped at \$100k)

Non budgeted amount \$109,831 plus shipping and HST.

### **Report Appendices**

Appendix A – Clearview Township Hypercharge agreement

Appendix B – Hypercharge EV Charging Stations Overview 2022

### **Approvals**

**Submitted by:** Terry Vachon, Director of Parks, Culture and Recreation

**Reviewed by:** John Ferguson, CAO

**Financial Implications Reviewed by:** Kelly McDonald, Treasurer

**Approved by:** John Ferguson, CAO



**Order Form for Products and Services Agreement**

**Combine Energy - 7 YUfj JYk Hck bg\jd**

**A. Customer Information:**

Customer Name:	Combine Energy - Clearview Township		
Billing Address:	Combine Energy - TBD		
Email:	h LWcb4 WYUfj JYk HW		
Site Installation Address(es):	217 Gideon Street, Stayner Ont L0M 1S0		
Phone:	705.+\$.- " + (*		

Contacts	Primary	Invoicing/Shipping
Name:	Terry Vachon	269 Regina St, Stayner, Arena
Phone:	705.709.3746	
Email:	tvachon@clearview.ca	

**B. Charging hardware:**

Hardware	Quantity (#)	Unit (\$)	Total (\$)
JB3.0-402 40A Level 2 Dual Port Charger	10	8800	88,000.00
Juicebar Activation Fee (one-time) (per charging port)	20	100	2000
		<b>Total*:</b>	<b>90,000.00</b>

**C. Optional Extended Warranty**

Extended Warranty	Quantity (#)	Unit (\$)	Total (\$)
JuiceBar Gen 3 - 5 year extended Hardware Warranty (per unit)	10	3,000	30,000
		<b>Total:</b>	<b>30,000.00</b>

**D. Operation Fees**

Remote Monitoring, Reporting, Software & Telecommunications	Quantity (#)	Unit (\$)	Total (\$)
Hypercharge Cloud Platform (per year per port) includes: 24/7 monitoring & customer support, access control customer app, data, analytics & usage reports.	20	240	4,800.00
Cellular Data (per year per port)	20	84	1680
		<b>Total:</b>	<b>6480.00</b>

**E. Make Ready Work (Electrical/Civil/Installation):**

Electrical/Civil Work/Installation	Quantity (#)	Unit (\$)	Total (\$)
Electrical and Installation to be provided by others	10	0	89,831.00
		<b>Total:</b>	<b>89,831.00</b>

<b>Operation Fees:</b> Paid Annually	\$ <b>6480.00</b>
<b>Revenue processing fee:</b> Incl. banking, accounting, reporting and remittance costs	<b>12%</b>

<b>Option#1 Cost:</b> Hardware & Make Ready	\$ <b>179,831.00 - Rebate = 79,831.00</b>
<b>Option#2 Cost:</b> opt. #1 plus extended Warranty	\$ <b>209,831.00 - Rebate = 109,831.00</b>

- a. Taxes and shipping Extra (HST).
- b. 70% deposit provided at time of purchase.
- c. Balance due Net 30 upon delivery.

**Operations & Conditions**


Commercial units programmed at 40A  
Assumes units will operate on cellular (sim cost included)  
Chargers will be pedestal Mounted

<b>Warranty Opt Out</b>	
I do NOT wish to be covered under the 5 year extended warranty.	

**THIS ORDER FORM (THE "ORDER") IS GOVERNED BY THE TERMS OF THE MASTER PRODUCTS AND SERVICES AGREEMENT BY SIGNING THIS ORDER THIS WILL BE MADE PART OF THE AGREEMENT.** <https://hypercharge.com/mpsagreement/>  
**THE PARTIES AGREE TO BE BOUND BY THE TERMS AND CONDITIONS OF THE AGREEMENT. FURTHER, THE PARTIES AGREE THAT THE AGREEMENT (INCLUDING ALL EXECUTED ATTACHMENTS THERETO) IS THE COMPLETE AND EXCLUSIVE STATEMENT OF AGREEMENT BETWEEN THE PARTIES, WHICH SUPERSEDES ALL PROPOSALS OR PRIOR AGREEMENTS, ORAL OR WRITTEN, AND ALL OTHER COMMUNICATIONS BETWEEN THE PARTIES RELATING TO THE SUBJECT MATTER HEREOF.** Capitalized terms used but not defined herein will have the meanings given in the Agreement. In the event of a conflict between the terms herein and the Agreement, this Order will control but solely with respect to the subject matter herein. All other terms and conditions, including any purchase orders, will be per the Agreement. **EV GOVERNMENT FUNDING:** Customer commitment, as indicated by executing below, is conditional upon the final approval of government funding as previously discussed/outlined. If we are not successful in securing funding, we will notify the Customer in writing. Upon receiving notification that government funding is not available, the Customer will have the option to cancel this order, without penalty, within 3 business days, by providing written notice. If the Customer does not provide written notice to cancel the order, the order will be deemed final and binding. By their signatures below, the Parties hereto indicate their agreement to the terms and conditions set forth herein.

Hypercharge Networks Corp.:

Customer:

<p>By: </p> <hr/> <p>Name: Ian Hodgins</p> <hr/> <p>Title: Head of Growth &amp; Partnerships, Eastern Canada</p> <hr/> <p>Date: 2023-02-06</p>	<p>By:</p> <hr/> <p>Name:</p> <hr/> <p>Title:</p> <hr/> <p>Date:</p> <hr/>
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# Hypercharge

EV Charging Solutions | 2022

# About Hypercharge.

Hypercharge is a Canadian EV infrastructure company operating across North America.

We provide turn-key smart EV charging solutions that help our partners' grow their business, accelerating the adoption of electric vehicles and the shift towards a **carbon neutral economy**.

# Specialization.

We provide integrated EV charging hardware and networked software. Each install and operation is customized to the specific needs of our client. We specialize in servicing three main areas of the EV charging market.

Multi-Unit  
Residential

Trackable, reliable  
amenity

Public/  
Commercial

Relevance, revenue  
& perception

Fleet  
Owners

User-friendly, controlled  
& scalable

We believe EV adoption should be frictionless.

That's why Hypercharge is purposefully uncomplicated.

# Comprehensive Charging Solution.

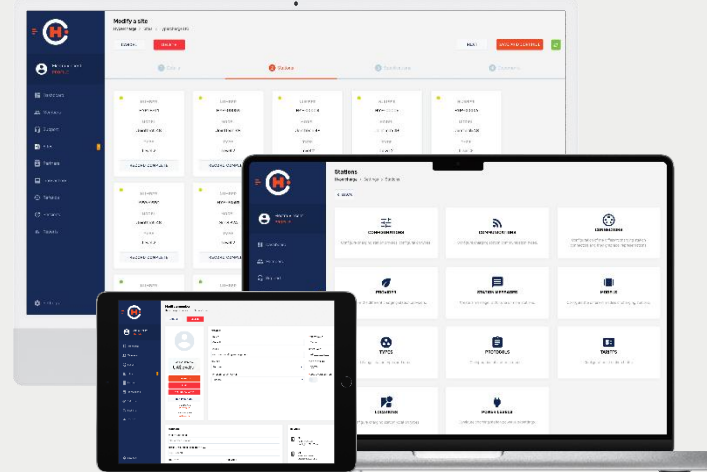
Our portfolio of hardware, software and services combine for a solution that **works for every use case.**

# Integrated **turnkey** solutions.

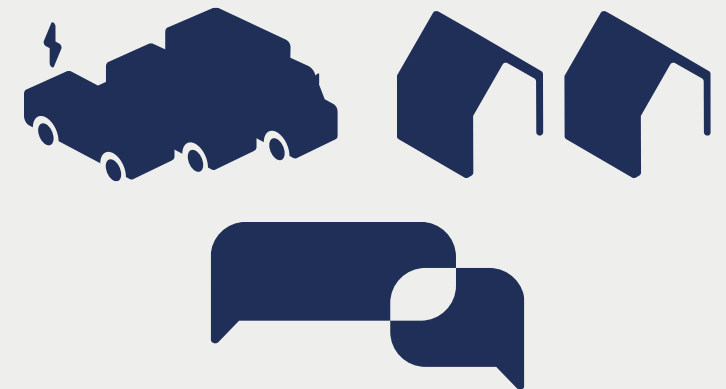
We unlock incremental value for our partners, integrating with your platform and **scaling with your business** as your electric vehicle charging installations grow.



**Comprehensive Hardware**



**Hypercharge Cloud Platform**



**Proactive Support Services**

# Comprehensive portfolio.

Our full lineup of equipment serves every setting and vehicle with outputs from 6kW - 350kW.



# Value charging hardware.

Affordable and Expandable Hardware for Residential and Light use Commercial Applications:

- Configurable 16-48 Amp Level 2 Charger
- Open Charge Point Protocol Compatible
- Suitable for indoor or outdoor use
- Mobile App and/or RFID Enabled
- Connectivity via Wi-fi, Cellular, or LAN
- Energy Management
- Standard 2-year warranty
- Options: pedestal mount, wall mount cable management



# Public & Fleet charging.

## Dependable, Durable Hardware for **commercial** Applications:

- North American Manufactured and Assembled
- Gen 3 Chargers: faster than the industry's standard Level 2 Charger
- 40 Amp, 48 Amp (Private & Public Charging)
- 80 Amp (Fleets, Commercial Vehicles, Buses)
- Open Charge Point Protocol Compatible
- Industry Leading Safety Features
- Options: white label custom wrap



# DC Fast charging.

## Rapid, Powerful Hardware for High Usage Applications:

- Smart Charging: 50kW, 120kW, 180kW, 350kW options with capability for load sharing
- Robust, 100% Aluminum enclosure
- RFID and Credit Card Readers (built-in)
- Supports both CCS and CHAdeMO connectors depending on applications and vehicles
- Standard 2-year warranty included in cost of station
- Options – white label custom wrap



# Hypercharge is open.

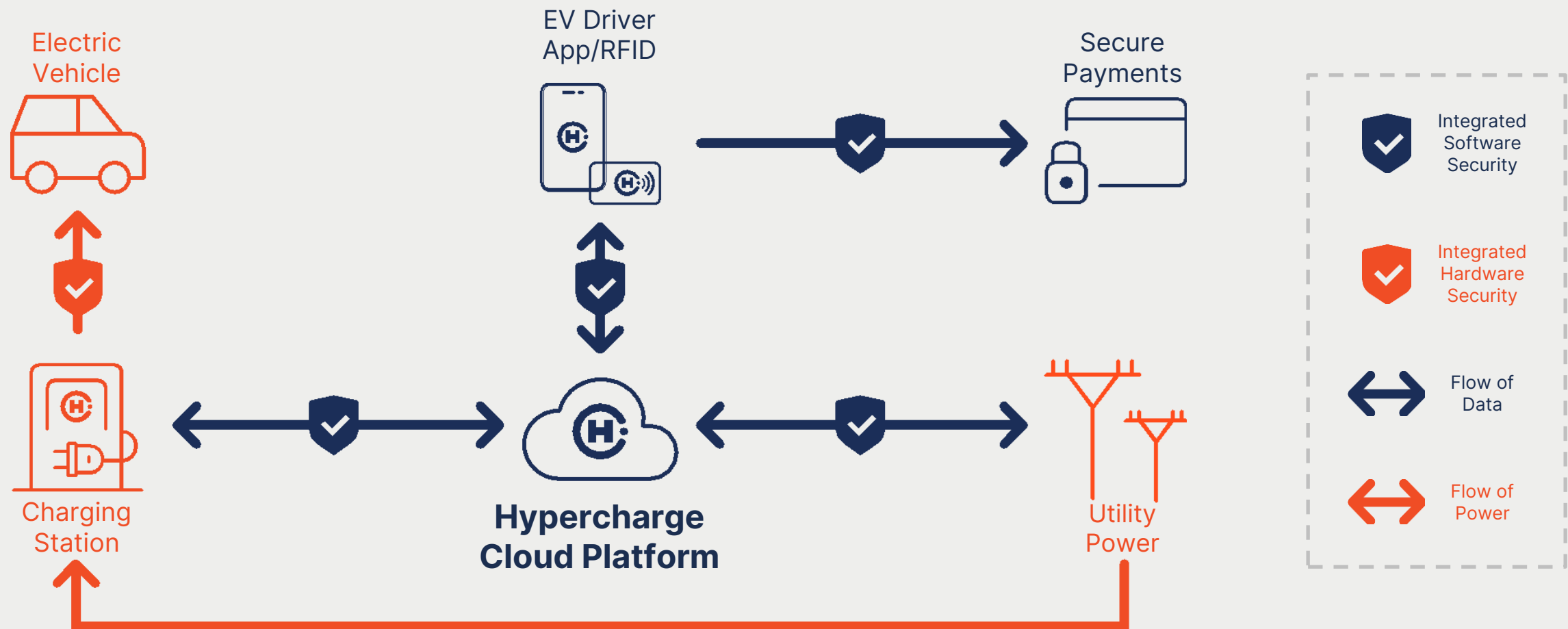
Our network is Open Charge Point Protocol (OCPP) compliant, which means **you're in control.**

OCPP allows Hypercharge to offer you a wide range of equipment that works with both our network and our roaming partners, **all without locking you into proprietary hardware.**



# The Hypercharge Network.

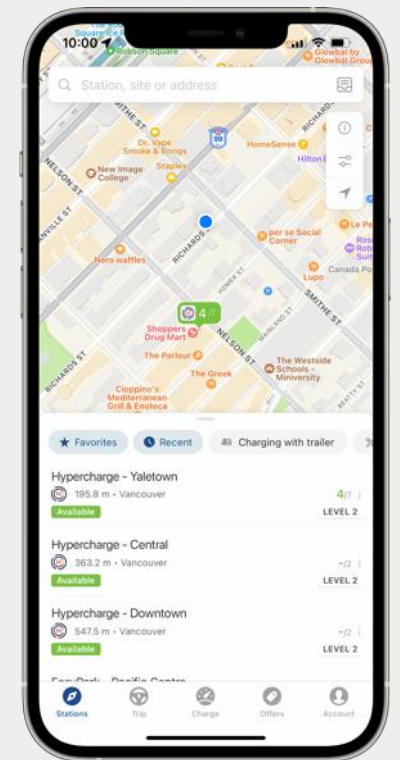
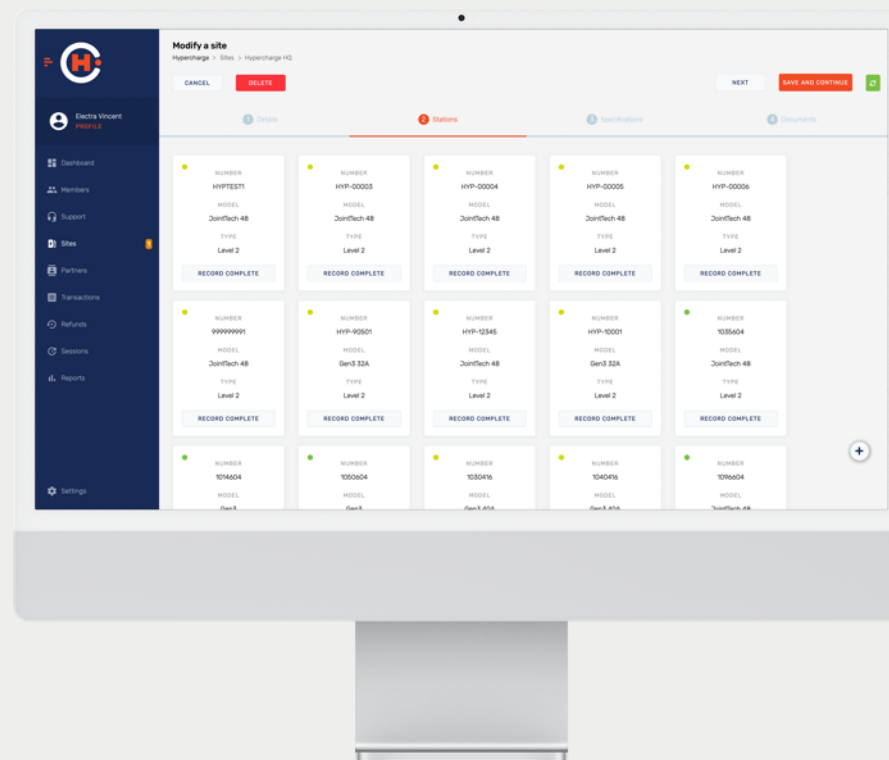
Fully Integrated, Scalable, Fully Managed **Secure Charging Network:**



# Hypercharge Cloud Platform.

## Complete Host & Driver Software Solutions:

- iOS and Android App for Drivers
- Comprehensive EV Network Platform
- Multi-Site Management
- Intuitive Mobile Application
- Payment & Billing Management
- Load Management
- Monthly Reporting & Site Analytics



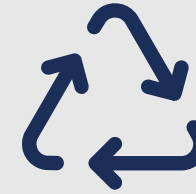
# Cloud Platform **features.**



Advanced Load Management



Utility Demand Response



Sustainability and Efficiency Metrics



User Groups



Monthly Reporting



Simple, Dynamic, and Time of Use Pricing



Real Time Analytics



Payment Processing



API and Platform Integration



Multi Site Management



Reservations



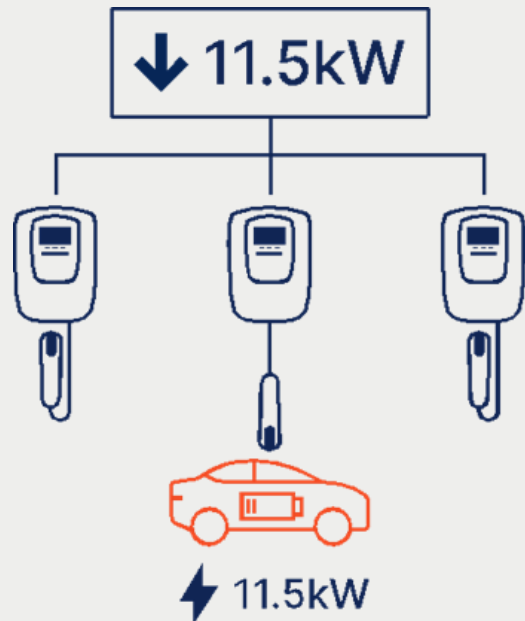
Access Control



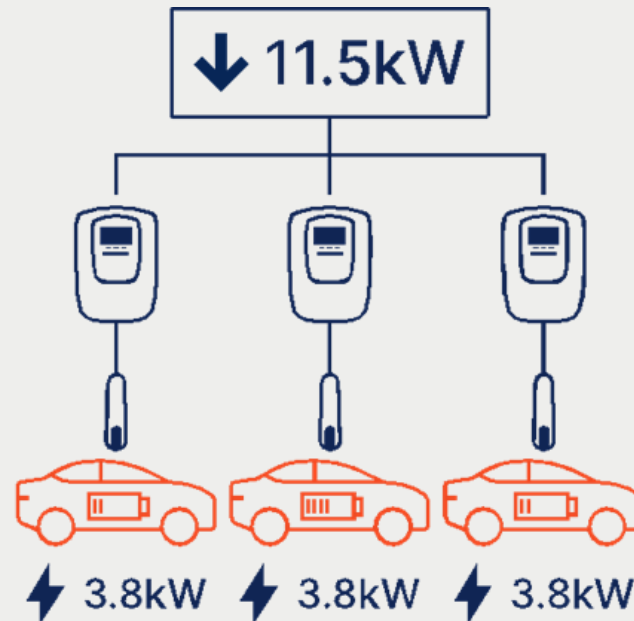
Proactive Monitoring

# Dynamic energy management.

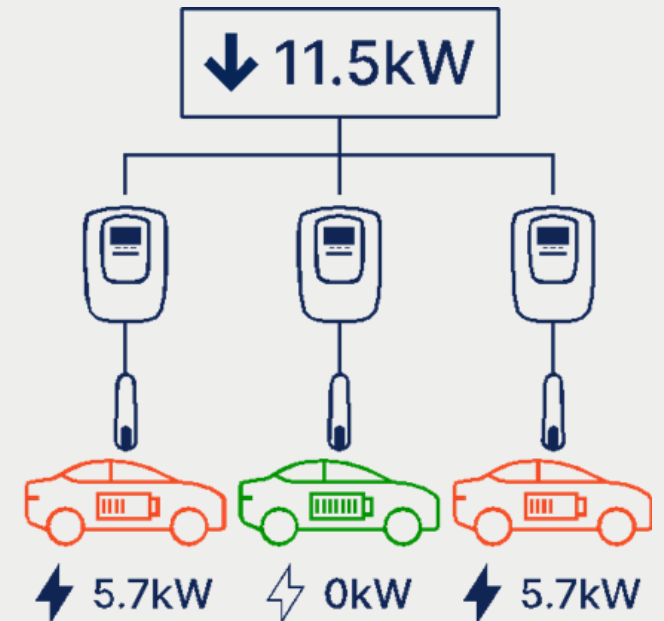
**Smart load sharing technology** enables multiple charging sessions across one circuit, safely balancing load and maximizing output:



The first driver starts charging - power is used solely for this vehicle only.



Other drivers arrive and start charging - power splits between all three vehicles.



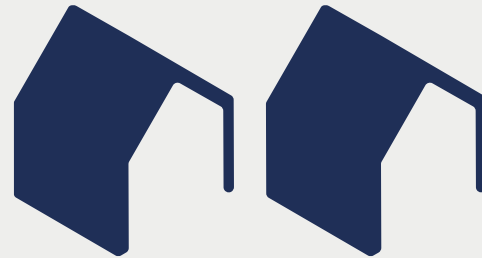
One of the vehicles becomes fully charged - power splits between the remaining cars.

# Fully managed support.



## Proactive monitoring.

- Hypercharge offers **automated station monitoring** to ensure maximum uptime for your fleet.



## In your neighbourhood.

- Localized product availability, spare parts, and feet on the ground for a **mission critical response**.



## Omni-channel support.

- Get help when you need it with **24/7 customer support** that assists both you and your drivers.

# Flexible Deal Structures.

On time and in budget, our deal structures are built for flexibility to **make EV charging accessible for all.**

# Flexible deals.

Make it **easy**. Make it **work**. Options for **owners & operators**.

## Deal Structure Options

Direct  
Purchase  
Model

(management  
included)

Flexible  
Lease  
Model

(reducing  
upfront costs)

Complete  
Turnkey  
Charging as  
a Service

(CaaS)

# Trusted Partners.

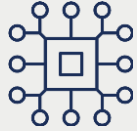
## Platforms / Hardware



## End-Clients



# Why Hypercharge.



## Advanced Technology and Open Standards

- Our industry leading solutions are built around the Open Charge Point Protocol
- Leverage our open ecosystem to create seamless integrations and provide frictionless driver experiences
- White-label solutions for brand consistency



## Comprehensive Service and Support Offering

- We provide fully managed service and support for drivers, property partners and fleet operators



## Flexible Business Model and Ownership Options

- Hypercharge will tailor our solution to meet your specific project needs and objectives
- Lease, Revenue Sharing, Purchase, etc.

Charging Forward Together.  
Please contact me to  
discuss next steps.



**Hyper**charge

**Contact:** Dave Farr

**E:** [dave@combineenergy.ca](mailto:dave@combineenergy.ca)

**P:** 705-627-8369