



Staff Report

Date: January 28, 2026

Subject: Proposal for EV Charging Station Installation in the Evolutions Plaza East Parking Lot – Partnership with XLR8 America

Purpose

To update the Board on staff's efforts to identify alternative EV charging partners following the Board's direction in May 2025, and to request approval to enter into a partnership with XLR8 America for the installation of Level 3 electric vehicle (EV) fast-charging stations at Evolutions Plaza.

Background

On May 28, 2025, staff presented a proposal outlining a partnership opportunity with XLR8 America for the installation and operation of Level 3 DC fast-charging stations at Evolutions Plaza at no cost to the District. At that time, the Board directed staff to defer approval and seek additional partnership options from other potential EV charging providers that could offer a comprehensive solution at no cost to the District.

Follow-Up Outreach and Results

In response to the Board's direction, staff conducted outreach to multiple EV charging providers, including ChargerQuest, SolarPorts, Catalyze, and Turn On Green, seeking a partnership that could provide a comprehensive, turnkey EV charging solution—including equipment, installation, operations, and maintenance—at no cost to the District. None of the contacted companies responded with proposals or viable partnership options.

In addition, staff researched utility-based EV charging support programs offered by Southern California Edison (SCE), including the Charge Ready and Charge Ready Transport programs. These programs are designed to support EV charging deployment by offering electrical infrastructure upgrades, make-ready improvements, and rebates to help offset a portion of installation costs. However, under these programs, the site host remains responsible for procuring charging equipment, managing installation beyond utility infrastructure, and assuming ongoing ownership, operations, and maintenance responsibilities. As such, SCE programs reduce, but do not eliminate, District costs and do not provide a fully funded, turnkey EV charging solution comparable to the partnership model proposed by XLR8 America.

Based on this outreach and research, staff did not identify any alternative options that meet the District's objective of implementing EV charging infrastructure with no upfront capital cost or operational responsibility.

Proposal overview:

Partner: XLR8 America

Scope: Installation of 4 Level 3 DC fast chargers (with future expansion potential)

Investment: Over \$400,000 (fully funded by XLR8)

Cost to District: \$0 – XLR8 handles all capital, installation, and operational expenses

Agreement Term: 10 years, with an optional 5-year renewal

Location: Evolutions Plaza – 4 designated parking spaces on the east side of the building



Operational responsibilities:

Task	Responsible Party
Equipment, Installation, Permitting	XLR8 America
Engineering & Utility Coordination	XLR8 America
Operations, Maintenance, Support	XLR8 America
Site Branding/Promotion	XLR8 America / Shared (Optional)

Partnership Model Options:

Partnership Model	Description	Estimated Annual Income (4 chargers)	Financial Implications - Annual Estimate	Financial Implications - Risk Profile
Revenue Share	10% of net shareable revenue*	\$20,000+	\$20,000+	Performance-based
Space Rental	\$100 per space/month	\$4,800	\$4,800	Low risk, fixed income
Hybrid	\$50/space/month + 10% revenue share <i>above 20% utilization</i>	\$2,400 guaranteed + upside	\$2,400 guaranteed + upside	Moderate risk with performance upside

**Shareable revenue = Charging revenue – Direct power costs – Processing fees (~7%)*

All models assume approximately 6 uses per charger per day. US Average: Roughly 7 to 8 uses per day for a Level 3 DCFC charger, based on recent average utilization rates of around 16.8%. This can fluctuate, with lower past averages (3-4 uses in 2022) and higher peak uses (8-9 uses)

Power cost reimbursement: XLR8 is offering four reimbursement options to the District:

Reimbursement Model	How it Works	Pros	Cons
Direct Reimbursement Based on Actual kWh Usage	Each EV charger is equipped with a submeter that measures electricity consumed. The host is reimbursed per kWh at a pre-agreed rate.	<ul style="list-style-type: none"> - Highly accurate and fair - Transparent - Scalable - Provides useful energy data 	<ul style="list-style-type: none"> - Requires submeter installation - Administrative effort for readings and payments - Variable utility rates complicate budgeting
Tiered Reimbursement or Rate Adjustments	Reimbursement per kWh varies based on time of day (TOU rates) or energy volume.	<ul style="list-style-type: none"> - More accurately reflects actual electricity costs - Can encourage off peak charging behavior 	<ul style="list-style-type: none"> - More complex to administer and explain - Needs detailed metering and monitoring by time
Session-Based or Time-Based Reimbursement	Host is reimbursed a fixed amount per session or hour of charging, regardless of energy used.	<ul style="list-style-type: none"> - Simpler to calculate if session data is available 	<ul style="list-style-type: none"> - Not energy-cost accurate - May under/overpay host - Not recommended for covering electricity costs alone
Revenue Sharing (If Users Pay for Charging)	Host gets a percentage of revenue from user-paid charging sessions, intended to	<ul style="list-style-type: none"> - Potential for profit - Host and provider have aligned incentives 	<ul style="list-style-type: none"> - Income depends on unpredictable usage and pricing - May not cover costs if usage is low



	cover electricity and possibly generate profit.	- Revenue can offset infrastructure costs	- Requires transparent reporting and complex rate/revenue share setting
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Recommendation: Staff recommends the Board approve entering into a partnership with XLR8 America for the installation of EV charging stations at Evolutions Plaza. The **Revenue Share Model** is the recommended structure. For purely reimbursing electricity costs based on usage, the **Direct Reimbursement Based on Actual kWh Usage** is recommended as the most equitable and transparent. The use of smart meters that can be read remotely and provide detailed consumption data is highly advisable.

Next steps:

1. Board selection of partnership model and reimbursement model
2. Legal review of XLR8's Site Host Agreement (attached) and negotiation of reimbursement rates
3. Finalize site selection and technical planning
4. Schedule installation and rollout

The information presented in this report has been gathered/produced by District staff, and reviewed by/with the following consultant(s):

- Legal Review
- Financial Review
- Other: