



Date: March 24, 2026

Honorable Mayor and Council Members:

Author and title: Danielle McHugh, Transportation Program Coordinator and Alfred Knotts, Assistant Public Works Director

Title: **Electric Vehicle Charging Station License Agreement with GoodFinch EV CHPT CA Corridor I SPV, LLC**

Jen Callaway, Town Manager

Recommended Action: That Town Council authorizes the Town Manager to execute an Electric Vehicle (EV) Charging Station License Agreement with GoodFinch EV CHPT CA Corridor I SPV, LLC (GoodFinch) or a related entity for the continued operation of existing public EV Charging Stations in the Railyard Lot, in a form approved by the Town Attorney.

Executive Summary: In 2018, the Town Council authorized a Charging Station License Agreement with ChargePoint, Inc. to install, operate, and maintain public EV charging stations in the Downtown Railyard Parking District. The agreement, with an initial license term of about five years, provided for six initial charging spaces (with a potential phased expansion of up to 16 spaces) and required a per-space annual lease payment. In 2025, when staff approached ChargePoint regarding a renewal for the expiring agreement, ChargePoint shared that it is transitioning away from operating EV charging stations and that GoodFinch would like to assume responsibility for operating and maintaining the existing EV charging stations. To ensure continuity of public charging services, staff recommends entering into a new agreement with GoodFinch and eliminating the fixed annual lease fee, as it has been cost prohibitive for the operator, resulting in higher charging rates for the customer.

This staff recommendation ensures continued access to public EV charging in the Downtown core and directly supports the Town's General Plan Policies and Action Elements related to greenhouse gas reduction, clean and sustainable transportation, and EV infrastructure expansion, as well as Council-adopted priorities related to climate action and sustainability.

Discussion:

On January 22, 2018, the Town Council authorized the Town Manager to execute a Charging Station License Agreement with ChargePoint, Inc. following a competitive Request for Proposals (RFP) process. The RFP, issued in July 2018, sought an experienced and qualified vendor to install and maintain EV charging stations within the Downtown Parking District located in the Railyard redevelopment area. Two proposals were received, and ChargePoint was selected based on its hardware, software offerings, and comprehensive networking solutions.

At the expiration of the prior contract term, ChargePoint informed the Town that the company is transitioning away from operating and maintaining charging stations and is instead focusing primarily on the sale of charging hardware and related products. As part of this transition, ChargePoint has sought third-party operators, including GoodFinch, to assume responsibility for ongoing station operations and management.

The original agreement required ChargePoint to pay \$2,600 per space annually, with a 4% annual increase each year. This fee structure was based upon the parking rates of the parking spaces, assuming

100% occupancy of the spaces and escalated annually regardless of changes to Town parking rates. The reason for charging for 100% occupancy of the spaces was to account for the fact that the EV spaces cannot be used by non-EV vehicles, thereby reducing their utility and ability to generate revenue in the Parking District. Under this arrangement, ChargePoint's lease payment effectively compensated the Town for the parking spaces, and customers using the charging stations were not required to pay a separate parking fee. Instead, customers paid only the charging fee at the station to cover the cost of electricity and related charging services. Recent parking utilization data indicates that average annual occupancy rate in the Town's Value Lots, is approximately 36%. The prior lease structure therefore does not reflect actual parking demand and GoodFinch has indicated that the current lease costs have become cost prohibitive even with consideration for charging rate adjustments.

Under the proposed agreement, GoodFinch will assume responsibility for operating and maintaining the existing EV charging stations but will not pay a lease fee for the parking spaces. Instead, GoodFinch will generate revenue from the charging fees paid by customers based on electricity usage (per kilowatt-hour). Vehicles utilizing the EV charging stations will now also be required to pay the hourly parking rates established in the Town's adopted Downtown Parking District fee schedule, which will be collected by the Town. This approach aligns EV charging spaces with standard parking practices throughout the Downtown Parking District.

Town staff has worked closely to negotiate the following terms with GoodFinch:

- Eliminate the existing annual lease fee for six EV-designated parking spaces;
- Require vehicles utilizing the EV charging stations to pay the hourly parking rates established in the Town's adopted Downtown Parking District fee schedule, which will be collected by the Town; and
- Maintain GoodFinch's responsibility for operation, maintenance, electricity costs, and associated equipment, consistent with the framework established under the original agreement.

Preserving access to EV charging infrastructure encourages EV use and is consistent with and advances several adopted goals and policies of the Town of Truckee 2040 General Plan, such as:

- Reduction of greenhouse gas emissions;
- Infrastructure that advances clean transportation; and
- Fostering sustainability and renewable energy use in and near public facilities, rights-of-way, and commercial centers.

The EV charging stations in the Downtown Parking District directly support these policies by providing accessible charging infrastructure in the downtown core, a high-visibility and high-demand area for residents, employees, and visitors. This new pricing structure also supports economic vitality by encouraging longer stays for charging at lower rates while still ensuring cost recovery by continuing payment of adopted parking rates based on actual duration of stay.

Maintaining affordable and operationally viable EV charging infrastructure reduces barriers to EV adoption and supports regional and statewide climate goals. If the Town were to retain the previous fee structure, the financial burden could result in the removal or reduction of charging infrastructure, which would be inconsistent with adopted General Plan objectives.

As such, Staff recommends that Council authorize the Town Manager to execute the agreement with GoodFinch to ensure continuity of service and advancement of the Town's commitment to clean transportation and greenhouse gas reduction. Although removing the fixed annual lease fee will reduce Parking Fund revenue, applying the adopted hourly parking rates will align revenue with actual parking utilization and maintain consistency with the fee structure used throughout the Downtown Parking District. Therefore, Staff is not recommending free parking while charging at this time.

Priority:

Enhanced Communication Climate and Greenhouse Gas Reduction Housing
 Infrastructure Investment Emergency and Wildfire Preparedness Core Service

Fiscal Impact: Under the prior agreement, the Parking Fund received lease revenue of \$2,600 per space annually, with a 4% annual escalation, equating to \$15,600 in the first year (FY20/21) and \$19,574 in the final year of the prior contract (FY24/25).

Under the proposed agreement, the Parking District will no longer receive a fixed per-space lease fee and will receive revenue only from hourly parking fees pursuant to the Downtown Parking District rates in the adopted Town fee schedule.

While fixed lease revenue will no longer be received, the proposed License Agreement better reflects actual utilization and continues implementation of the Town's adopted General Plan goals.

Public Communication: None beyond this Staff Report and associated agenda posting.

Attachments:

None