

# STAFF REPORT

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**DATE:** March 10, 2025  
**TO:** Sacramento Regional Transit Board of Directors  
**FROM:** Laura Ham, Senior VP, Planning, Grants and Procurement  
**SUBJ:** APPROVING AN EXCLUSIVE NEGOTIATION AGREEMENT FOR ELECTRIC VEHICLE CHARGING PUBLIC PRIVATE PARTNERSHIP WITH LUMINACE SUNBEAM DEVELOPMENT HOLDINGS, LLC FOR 16 SACRT PARK AND RIDE LOTS

## RECOMMENDATION

Adopt the Attached Resolution.

## RESULT OF RECOMMENDED ACTION

Approving the Exclusive Negotiation Agreement will provide Luminace Sunbeam Development Holdings, LLC (Luminace) the exclusive right to negotiate with SacRT for a one-year period to move forward with electric vehicle (EV) charging projects at 16 park and ride lots. Once a conceptual design and feasibility analysis are completed, the parties may enter into a Charging Site License for a selected site. The development of EV charging will provide amenities for transit passengers and revenue for SacRT.

## FISCAL IMPACT

There may be minor incidental costs to SacRT as a result of entering into the Exclusive Negotiation Agreement, including staff time to provide required support and cooperation as Luminace is conducting its feasibility analysis and site planning, which will be absorbed within the Operating Budget. Luminace is expected to operate and maintain EV charging infrastructure at no cost to SacRT. Based on available grant funding and match, Luminace's proposal includes a 20% revenue share of all net project revenues for each site that is ultimately developed.

Grant opportunities from local, state and federal sources could be used as match with private funding by Luminace. The adoption of the resolution does not require SacRT to place and/or submit any capital/operational funds towards future agreements with Luminace, but only to commence exclusive negotiations towards execution of individual Charging Site License agreements, which will also specify that SacRT is not making a funding contribution to the development of the sites.

## DISCUSSION

On May 21, 2024, SacRT released a Request for Proposals (RFP) through PlanetBids for an Electric Vehicle Charging Public-Private Partnership, seeking a partner to plan, develop, fund, and operate EV chargers as a revenue-producing incidental use at SacRT owned/controlled locations. The RFP allowed proposers to offer development proposals for any or all of the 16 locations identified in the RFP.

The goal is to develop SacRT light rail stations into regionally-significant mobility hubs by providing EV chargers to SacRT customers as an amenity, with the use of competitive grants to “buy-down” the capital cost of installation. With this partnership model, SacRT hopes to achieve a low-cost charging rate to the community, while providing SacRT with a modest revenue stream.

On August 23, 2024, SacRT received 3 responsive proposals from Charge LLC, Luminace, and Skychargers LLC. The proposals were evaluated by 3 SacRT staff members, as well as one staff member from Sacramento Metropolitan Air Quality Management District (SMAQMD). SacRT held oral interviews with all 3 firms in October 2024. After evaluating written proposals and oral interviews, the evaluation team selected Luminace as the highest-scoring proposer. Luminace expressed interest in all 16 of the sites, with a proposed phasing approach to ramp up development of each site over a 13-year time horizon.

In collaboration with SacRT, Luminace will serve as the developer and long-term owner-operator of the proposed EV charging deployment. Luminace will manage and deliver all financing, planning, design, permitting, construction, installation, and ongoing operations and maintenance of each site. The Exclusive Negotiation Agreement will allow for coordination on a site-by-site basis, ensuring attention to detail and based on context of funding availability from competitive grants. Luminace will lead all development, finance, and long-term asset management under the Charge Site License Agreements that will be executed by the parties as a development proposal is finalized for each site.

Luminace will subcontract with EV Connect as the EV charging software and network provider, and will subcontract with Qmerit as a turnkey EV charger design-build, installation, commissioning and ongoing operations and maintenance.

Upon site plan development and negotiated terms for each agreed upon location and concurrence from the Federal Transit Administration, to the extent required for a particular site, Staff will return for Board approval of site-specific Charging Site License agreements.

RESOLUTION NO. 2025-03-021

Adopted by the Board of Directors of the Sacramento Regional Transit District on this date:

March 10, 2025

**APPROVING AN EXCLUSIVE NEGOTIATION AGREEMENT FOR ELECTRIC VEHICLE CHARGING PUBLIC PRIVATE PARTNERSHIP WITH LUMINACE SUNBEAM DEVELOPMENT HOLDINGS, LLC FOR 16 SACRT PARK AND RIDE LOTS**

NOW, THEREFORE, BE IT HEREBY RESOLVED BY THE BOARD OF DIRECTORS OF THE SACRAMENTO REGIONAL TRANSIT DISTRICT AS FOLLOWS:

WHEREAS, SacRT has undergone a competitive procurement and selected Luminace Sunbeam Development Holdings, LLC as the top-scoring proposer for an electric vehicle (EV) charging public private partnership to potentially develop up to 16 SacRT Park and Ride lots with EV charging equipment at no-cost to SacRT.

NOW, THEREFORE, BE IT HEREBY RESOLVED BY THE BOARD OF DIRECTORS OF THE SACRAMENTO REGIONAL TRANSIT DISTRICT AS FOLLOWS:

THAT, the Exclusive Negotiation Agreement by and between the Sacramento Regional Transit District (SacRT) and Luminace Sunbeam Development Holdings, LLC (Developer), whereby SacRT agrees to negotiate exclusively with Developer for a period of 1 year (“Exclusivity Period”) for development of electric vehicle charging infrastructure at 16 specified park and ride lots, which period of time will allow Developer to conduct feasibility analysis and conceptual site planning for the site to determine whether to enter into a Charging Site License Agreement with SacRT (which will later be brought to the Board of Directors for approval), is hereby approved.

THAT, the General Manager/CEO and/or his designee is hereby authorized and directed to execute the foregoing Exclusive Negotiation Agreement and execute any documents that may be required to fulfill SacRT’s responsibilities during the Exclusivity Period, including cooperating with Developer to obtain funding and government approvals for the EV charging infrastructure.

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RICK JENNINGS, Chair

A T T E S T:  
HENRY LI, Secretary

By: \_\_\_\_\_  
Tabetha Smith, Assistant Secretary