



Aggregated Purchase Initiative of EVs for Public Fleets

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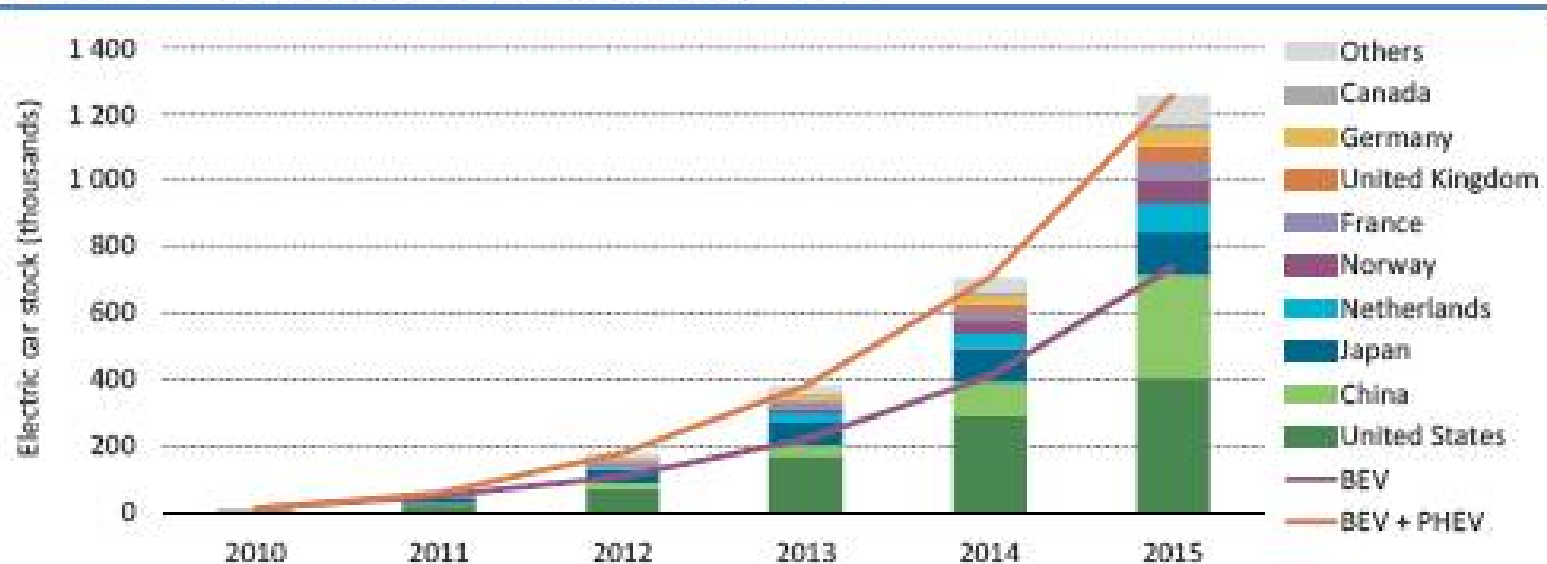


Growing Number of Models



Global Trends

Figure 1 • Evolution of the global electric car stock, 2010-15



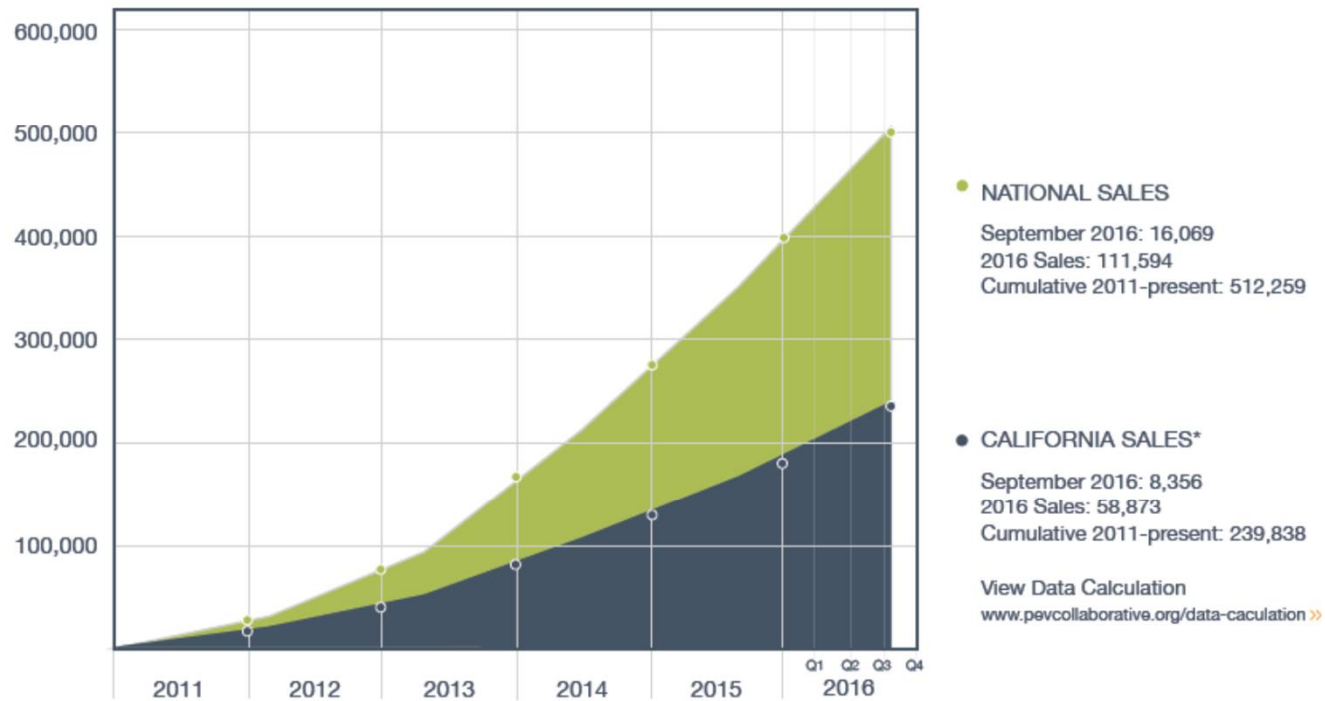
Note: the EV stock shown here is primarily estimated on the basis of cumulative sales since 2005.

Sources: IEA analysis based on EVI country submissions, complemented by EAFO (2016), IHS Polk (2014), MarkLines (2016), ACEA (2016a), EEA (2015) and IA-HEV (2015).

512,000 EVs in US



CUMULATIVE SALES



* Approximation assumes CA sales are 52% of National Sales
Reference: www.hybridcars.com

Public Fleets

Electrification challenges faced by public sector fleets:

- Knowledge of electric vehicle technology
- Experience with electric vehicles
- Purchase price differential
- Inability to benefit from federal tax credit
- Limited availability of models
- Need for charging infrastructure

- Fleets are interested!



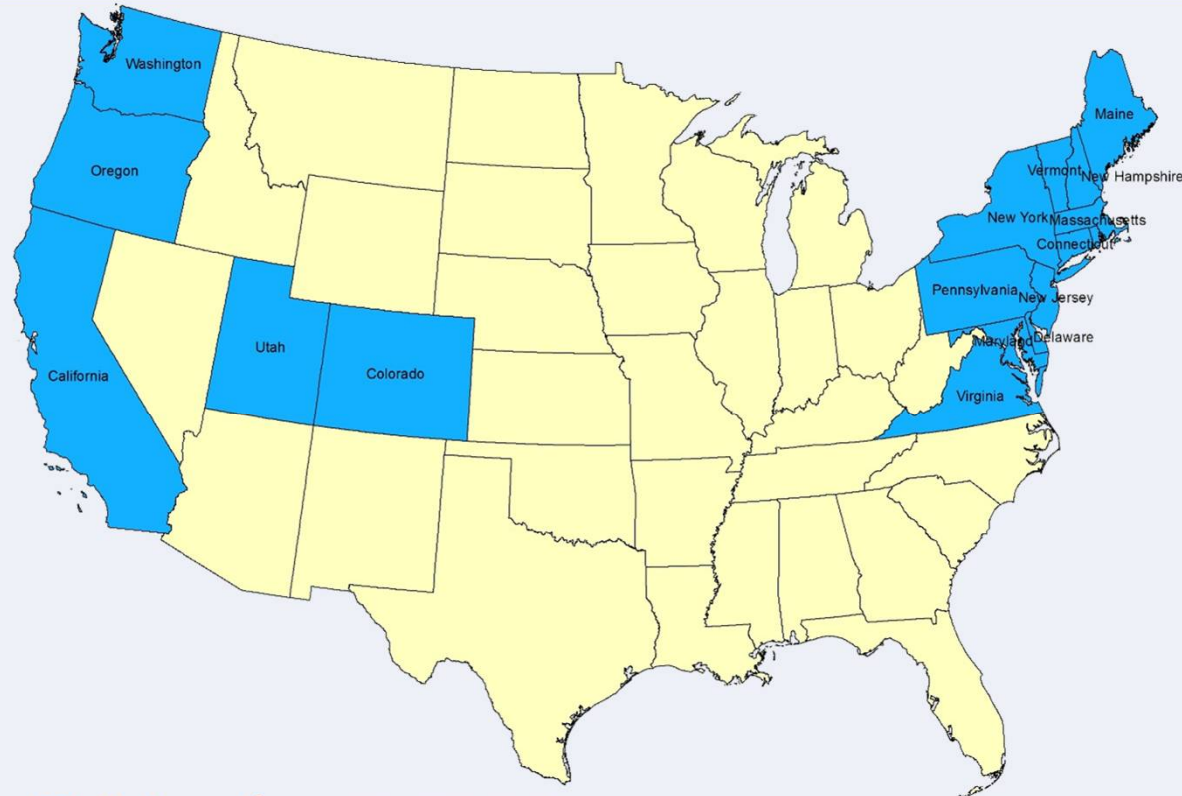
EV Smart Fleets – Project Overview

A new initiative to identify a compelling way for public fleets to purchase EVs

- Develop and implement a multi-state electric vehicle procurement through the National Association of State Procurement Officials (NASPO) ValuePoint Program open to all state and local governments
- Consider alternative purchase/ownership models that would give public fleets federal tax credit benefits



16 Target States



- **Pacific Coast Collaborative** - CA, OR, WA
- **Transportation & Climate Initiative:** CT, DE, ME, MD, MA, NH, NJ, NY, PA, RI, VT, Washington, D.C.
- **ZEV MOU states** - CA, CT, MD, MA, NY, OR, RI, and VT
- UT and CO



Project Goals

Increase public fleet EV penetration in key states through:

- Access to wider range of EV models
- Financing/ownership alternatives
- Price reduction
- Multi-state contract – state and municipal fleets
- Simplifying contracting process
- Support for good policy incentives



Project Partners



Strategic Broker for Clean Transportation Technology
(<http://calstart.org>)



A Leading Resource for State and Federal Policy
(<http://georgetownclimate.org>)



Northeast States for Coordinated Air Use Management
(<http://nescaum.org>)



California Department of General Services
(<http://dgs.ca.gov>)



Ross Strategic
(<http://rossstrategic.com>)



Atlas Public Policy
(<http://atlaspolicy.com>)



- Columbia-Willamette Clean Cities Coalition (<http://cwcleancities.org>)
- Denver Metropolitan Clean Cities Coalition (<http://denvercleancities.org>)
- Granite State Clean Cities Coalition (<http://granitestatecleancities.nh.gov>)
- Long Beach Clean Cities Coalition (<https://cleancities.energy.gov/coalitions/long-beach>)
- New Jersey Clean Cities Coalition (<https://cleancities.energy.gov/coalitions/new-jersey>)
- Greater New Haven Clean Cities Coalition (<http://nhcleancities.org>)
- Ocean State Clean Cities Coalition (<https://cleancities.energy.gov/coalitions/ocean-state>)
- Sacramento Clean Cities (<http://cleancitiessacramento.org>)
- Western Washington Clean Cities (<http://wwcleancities.org>)



Policy Incentives

- Financial Incentives
- Charging incentives
- HOV lane access
- Toll access
- Preferential parking
- Reduced registration
- Insurance



EV

Smart Fleets

Visit us at: <http://evsmartfleets.com>

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