



Department of
Environmental
Conservation



Climate Smart
Communities

Electric Vehicle Procurement: Guidance and Models for Municipalities

This webinar will begin shortly

November 12, 2015

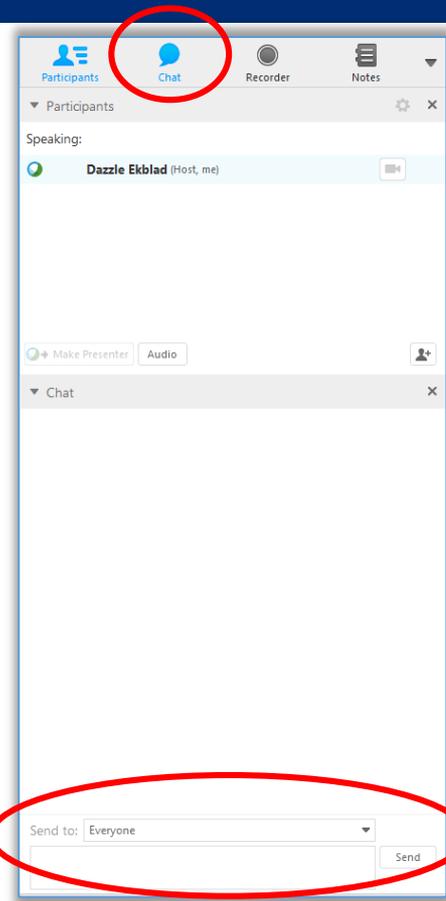
Welcome!

Today's topic:

Electric Vehicle Procurement

Questions for us?

Use WebEx chat function



Agenda

- I. Introduction & Announcements** - Dazzle Ekblad, NYSDEC
- II. Clean Fleets NY** - Pam Hadad-Hurst, NYSDEC
- III. Models for Municipal EV Procurement** – Ruthie Norton, City of Atlanta
- IV. NYS Vehicle Marketplace** – Matthew Jones, NYS Office of General Services
- V. Q & A** - Dazzle Ekblad

Announcements

- Ongoing: feedback to DEC re: power plants and the state's implementation of the Clean Power Plan to climatechange@dec.ny.gov
- Wed. Dec. 9, 10:30am-12pm: Climate Smart Communities Webinar **Innovative Financing Mechanisms** – Efficiency Service Agreements and NY Green Bank
- Through Dec. 28: Public comment period for DEC's regulation regarding projected sea-level rise, <http://www.dec.ny.gov/regulations/103870.html>



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Clean Fleets NY: Electric Vehicle Procurement: Guidance & Models for Municipalities

Pam Hadad-Hurst

Special Assistant to the Commissioner

November 12th, 2015

What are ZEVs?

Zero-emission vehicles (ZEVs) have an electric powertrain that produces zero tailpipe emissions.

- Battery electric vehicles (BEVs) that run solely on electricity
- Plug-in hybrid electric vehicles (PHEVs) that use both electricity and gasoline
- Hydrogen fuel cell vehicles (FCVs), which generate electricity from hydrogen.

Why ZEVs?

- Not every trip can be made by walking, biking, or taking transit
- Reduce air pollution where it is worst (cities)
- Reduce carbon emissions
- Dependent on the electricity source
 - NYS has one of the greenest electric supplies in the country
 - With RGGI, emissions for the electricity sector are capped and continue to decrease
- Reduce dependence on fossil fuels
- Save money on operational costs



ZEV Policy and Goals in NYS

ZEV Mandate

New York, eight other states and the District of Columbia have adopted a Zero Emission Vehicle mandate that was originated by the California Air Resources Board. The program is designed to achieve the state's long-term emission reduction goals by requiring manufacturers to sell specific numbers of the very cleanest cars available.

- Required percentage of sales increases through 2025
- Covers light duty vehicle manufacturers



8 State Memorandum of Understanding

- Signed by Gov. Cuomo in October 2013
- Goal of having 3.3 million ZEVs on the road by 2025
- Created working groups to promote collaboration across states to find what works

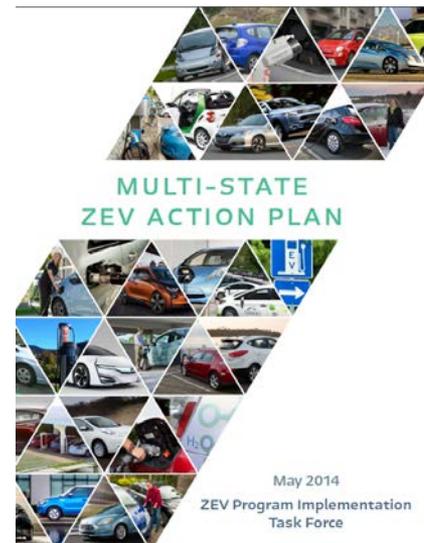


State Zero-Emission Vehicle Programs
Memorandum of Understanding



8 State ZEV Action Plan

- Released May 2014
- Sets up targets in 11 action areas that will allow the states to achieve the 3.3 million vehicle goal, including:
 - Allowing any state employee to charge at work by 2020
 - 25% of light duty fleet purchases be ZEVs by 2025



ChargeNY

- Program launched by Gov. Cuomo in 2013 and sets goals of:
 - 3,000 EVSE in NYS by 2018
 - 40,000 ZEVs on NYS roads by 2018
- Run jointly by NYSERDA and NYPA
- Provides grants to install EVSE at high visibility spots, such as airports and park and rides.



Clean Fleets NY

- In his 2015 Opportunity Agenda, Gov. Cuomo announced the start of Clean Fleets NY
- Initial goal: 50% of light duty sedan purchases at DEC, NYSERDA, and NYPA will be ZEVs in 2016
- Will explore cost effective ways to increase the number of ZEVs in our fleet
- Will be important towards meeting our 2025 ZEV MOU goals



EV Procurement for State and Municipal Fleets



More ZEVs in State and Municipal Fleets

- State and local governments are looking for ways to bring down the cost
- Leasing models
- Aggregate purchasing
- Using the NYS Vehicle Marketplace for state and municipal purchasing



Thank You

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City of Atlanta

Electric Vehicle Fleet Integration

Ruthie Norton
Mayor's Office of Sustainability

November 12, 2015



p2catl.com

Agenda

1. Overview – Office of Sustainability
2. Power to Change
3. Electric Vehicle Fleet Pilot
4. Q & A

Goal

“Atlanta will become a top-tier city for sustainability.”

2010

Mayor Kasim Reed,



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Office of Sustainability

Overview



The Mayor's Office of Sustainability is focused on **embedding sustainability best practices into Atlanta city government and across the community.**

For more information about Atlanta's efforts to create a more sustainable city, please visit the Office of Sustainability's page at <http://p2catl.com>.

Mayor's Offices
Communications
Constituent Services
Contract Compliance
Cultural Affairs
Entertainment
Facilities (OEAM)
Human Services
Innovation Delivery
Special Events
Sustainability

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Power to Change

Overview



Impact Areas

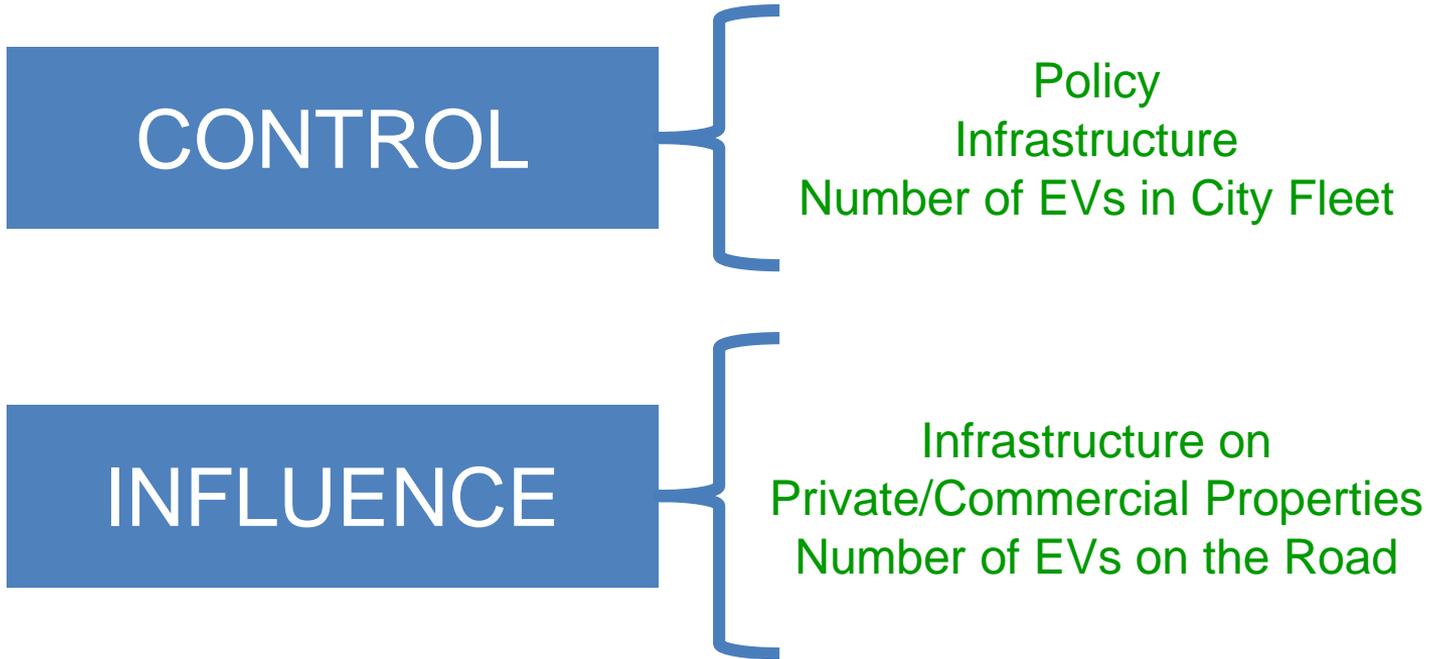
- Air Quality
- Land Use
- Sustainability Planning
- Transportation & Mobility
- Education
- Growing Business
- Energy Efficiency & Renewables
- Community Health & Vitality
- Materials Management
- Water Management

Key Stakeholders

- Government
- Business
- Academia
- Non-profits
- Residents

Ownership

Power to Change



Ongoing Activities

Overview

CONTROL

EV Fleet Program
Policy Analysis
DOE Workplace Charging
EVSE for Public Parking

INFLUENCE

Ride & Drive
Stakeholder Workshops
Incentives through
Permitting

EV Fleet Program Overview

Why fleet electrification?

- City Goals:
 - Improve air quality
 - Support local green job creation
 - Increase infrastructure for AFV
- Fleet Objectives:
 - Right-size fleet
 - Decrease fuel
 - Reduce operational costs
- Community Engagement:
 - Atlanta is leading by example
 - Support for local businesses

EV Fleet Program Overview

Of the 351 Atlanta sedans for which reliable data is available:

- 65 sedans over 100,000 lifetime miles
- 89 sedans over 10 years of age
- 54 sedans with greater than \$18,000 of lifetime maintenance costs
- 59 sedans with fuel efficiency less than 15 mpg
- 60 sedans with total cost of ownership >\$8k per year

EV Fleet Program Overview

Why fleet electrification?

➤ Procurement:

- No other groups that offer same package
- Therefore, able to do a Special Procurement

➤ Terms:

- Replace 50 vehicles
- 3 year lease with 3 2-year renewal terms

➤ Partners:

- *Internal* - Mayor's Office of Sustainability, Department of Public Works
- *External* – Vision Fleet, EVSE installer, maintenance

EV Fleet Program Overview

What's included in the Vision Fleet Package?

**HANDS-ON
OPERATIONS
SUPPORT**

**AFV- SPECIFIC
TELEMATICS &
ANALYTICS**

TAX CREDITS

**CHARGING
INFRASTRUCTUR
E**

**FUEL:
ELECTRICITY &
GASOLINE**

**CARSHARING
TECH & SUPPORT**

**PREVENTATIVE
MAINTENANCE**

**NORMAL WEAR
& TEAR
MAINTENANCE**

EV Fleet Program Overview

What is the City's timeline?

Development Phase

- Program Design
- Initial Data Analytics
- Procurement
- Contract Negotiations

Execution Phase

- Finalize vehicle lists/locations
- Order Vehicles
- Schedule Deployment
- Driver Training

M&V Phase

- Monitor Usage
- Verify Savings

EV Fleet Program Overview

What's next?

City's Fleet

- Identify opportunities to continue to expand the AFV fleet.

Public Infrastructure

- Identify key locations for charging needs.
- Identify funding opportunities to install Level 2 & Fast Charging stations.

Policy

- Explore & implement innovative policy options to remove barriers and/or create incentives for EVSE.

Questions?

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/AtlantaSustainability



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**Office of
General Services**

New York State Vehicle Marketplace

Driven by the Office of General Services

Electric Vehicles for purchase on the New York
State Vehicle Marketplace



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General Services

New York State Vehicle Marketplace

Driven by the Office of General Services

The New York State Office of General Services is pleased to announce an entirely new way to purchase green vehicles to include hybrids and all-electric vehicles, the New York State Vehicle Marketplace!

The Fleet Team has brought Governor Andrew Cuomo's vision to life.



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New York State Vehicle Marketplace

Driven by the Office of General Services

Until November of 2014, it was not possible for the 10,063 Authorized Users in New York State to purchase alternatively-powered, high-speed vehicles.

- Golf carts and turf utility vehicles, yes;
- hybrids and electric vehicles, no.



New York State Vehicle Marketplace

Driven by the Office of General Services

Recognizing that this is what the future looks like, Governor Cuomo tasked the Office of General Services to vastly increase the choices the customer will be offered.

With the creation of the Vehicle Marketplace

- there are now triple (with more in the pipeline) the number of dealerships on contract and
- triple the choices of vehicle makes available.



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New York State Vehicle Marketplace

Driven by the Office of General Services

One of the many positives to come out of the Vehicle Marketplace is that

- Authorized Users now are afforded the opportunity to purchase either all-electric, gasoline/electric hybrid or alternative-fueled vehicles.
- As of today, the Authorized User can choose from the following:



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New York State Vehicle Marketplace

Driven by the Office of General Services

Ford:

Full Electric:

- Focus
Electric

Gas/Electric:

- C-Max Hybrid
- C-Max Energi
Plug-In
- Fusion Energi



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New York State Vehicle Marketplace

Driven by the Office of General Services

Chevrolet:

Full Electric:

- Spark EV

Gas/Electric:

- Volt
- Malibu Hybrid



New York State Vehicle Marketplace

Driven by the Office of General Services

Honda

Full Electric:

- Fit EV

Gas/Electric:

- Civic Hybrid
 - (until stocks of 2015 vehicles are depleted)
- Insight
- Accord Hybrid
- CRZ, Accord Plug-In

Other/Alternative Fuels:

- Civic Natural Gas
- FCX Clarity Hydrogen (limited availability of fueling stations)



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New York State Vehicle Marketplace

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Toyota:

Gas/Electric:

- Camry Hybrid
- Avalon Hybrid
- Prius
- Prius Plug-in
- Prius C
- Prius V



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New York State Vehicle Marketplace

Driven by the Office of General Services

Subaru:

Gas/Electric:

- XV Crosstrek

Nissan:

Full Electric:

- Leaf



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New York State Vehicle Marketplace

Driven by the Office of General Services

Hyundai

Gas/Electric:

- Sonata Plug-in
- Sonata Hybrid

Other/Alternative fuels:

- Tucson Fuel Cell



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New York State Vehicle Marketplace

Driven by the Office of General Services

Cadillac:

Yes, we have them on contract and you can purchase the ELR; this is the exact same vehicle as the Chevrolet Volt.



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New York State Vehicle Marketplace

Driven by the Office of General Services

Chrysler, Dodge, Jeep and Ram:

- No Hybrids or alternative-fueled vehicles are offered.



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General Services

New York State Vehicle Marketplace

Driven by the Office of General Services

The Vehicle Marketplace offers the Authorized User a choice in purchasing a green vehicle: off-the-lot or built-to-specifications, greatly increasing the likelihood of securing the vehicle they might need with the options they might desire.

The percentage savings, in aggregate, average greater than twenty percent.



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New York State Vehicle Marketplace

Driven by the Office of General Services

The Authorized User also has the option of folding their request(s) into an Aggregate Buy: the Vehicle Marketplace Team will consolidate several requests into a large order of like vehicles to leverage maximum savings.

This also allows several dealerships to place responses and does not limit their response in terms of what they have and what they can get.



New York State Vehicle Marketplace

Driven by the Office of General Services

The Fleet Team encourages everyone attending this webinar to visit the New York State Vehicle Marketplace website at:

<https://www.vehicles.nyspro.ogs.ny.gov/> for a listing of all Mini-Bids, both current and archived.

We would encourage everyone to visit the OGS website at:

<http://ogs.ny.gov/purchase/spg/awards/4045122898CAN.HTM> and here for

Contractor information:

<http://ogs.ny.gov/purchase/spg/pdfdocs/4045122898ContractorInfo.pdf>



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New York State Vehicle Marketplace

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We are here to help you make educated consumer decisions: please do not hesitate to contact the Fleet Team at: <mailto:nyspro.vehiclemarketplace@ogs.ny.gov>

Or contact me directly at: matthew.jones@ogs.ny.gov or (518) 474-4163.

Thank you for your time and interest.

Climate Smart Communities Webinar

Thanks for joining us!

Website for webinar slides and recordings:

<http://www.dec.ny.gov/energy/84359.html>

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