

Green Mobility Group Purchasing Program

Metropolitan Area Planning Council (MAPC)

February 14, 2017

Program Launch Webinar



Webinar Goals

1

Provide background on MAPC, our partners, and the Fleets for the Future Project

2

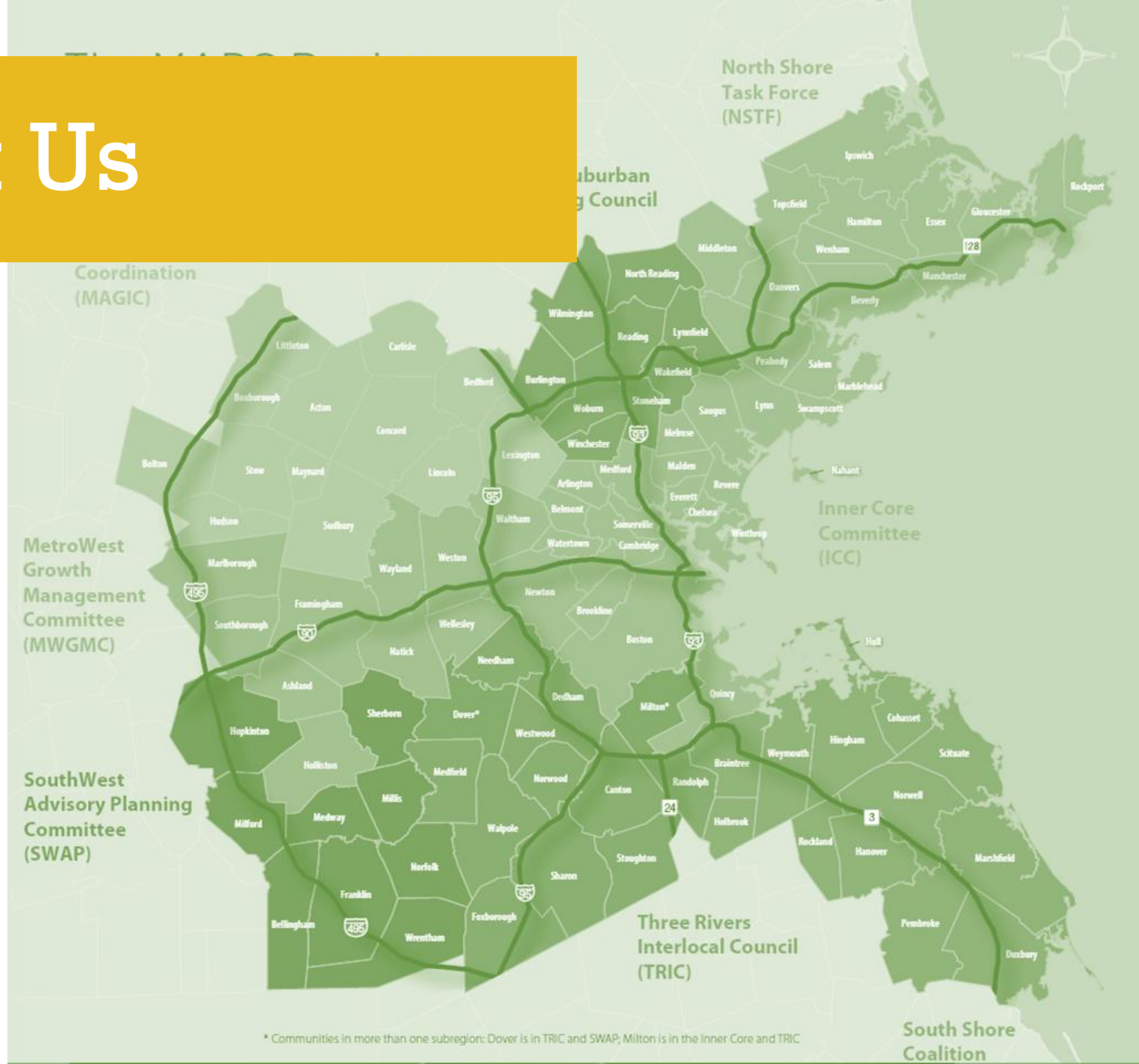
Explain the opportunities available through the Green Mobility Group Purchasing Program & VEH102

3

Help communities understand how to participate & the timeline to do so

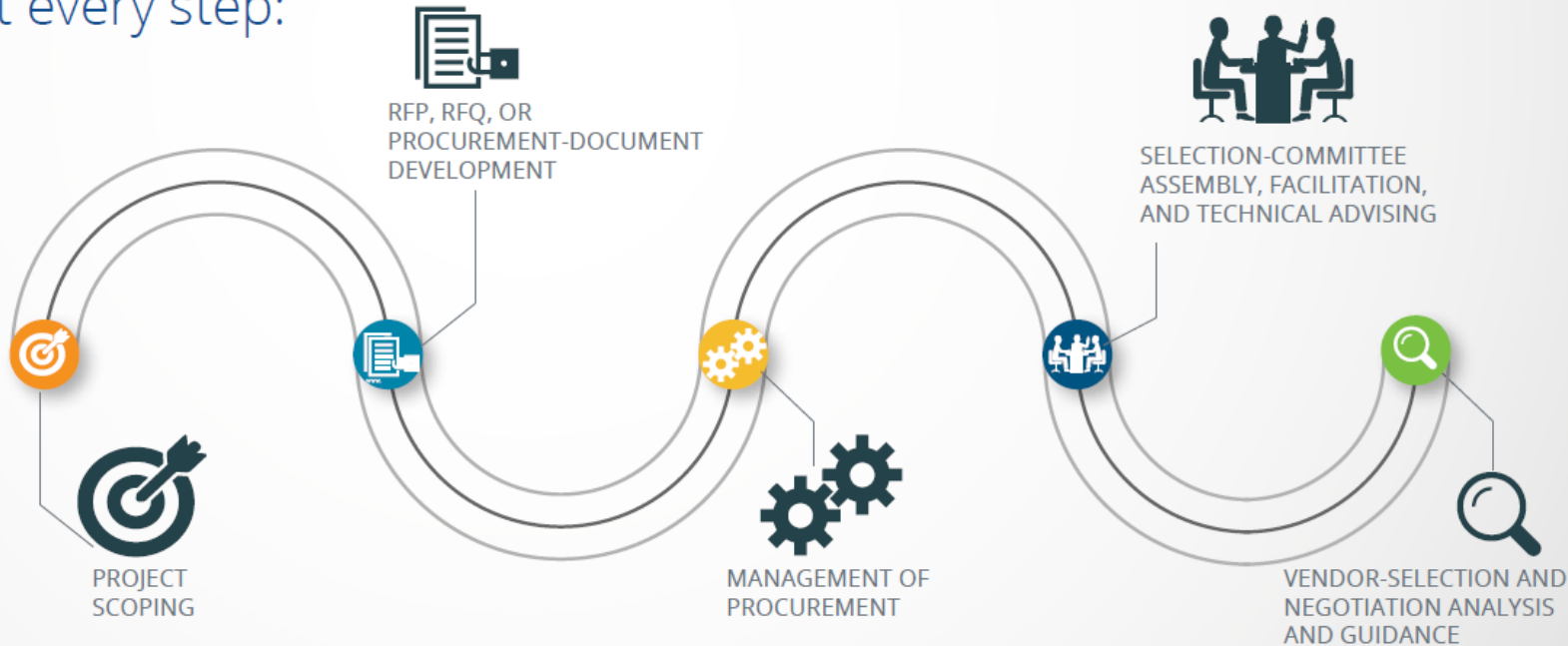
MAPPC: About Us

- ▶ Regional Planning Agency
- ▶ 101 cities and towns
- ▶ 80+ employees
- ▶ Wide range of planning expertise



MAPC: Group Purchasing

We provide help — as much or as little as you need — at every step:



And ongoing advice and support throughout the process.



- ▶ **Police Vehicle Cooperative Purchasing**
- ▶ **Fire Apparatus Group Purchasing**
- ▶ **Clean Energy Group Purchasing**
 - LED streetlights
 - ESCOs
 - Solar development
 - Aggregation

Program Partners

- ▶ **Department of Energy Resources & Operational Services Division:** partners in developing the VEH102 Statewide Contract for Advanced Vehicle Technology
- ▶ **National Association of Regional Councils:** partners in the D.O.E. funded Fleets for the Future project
- ▶ **Green Mobility Group Purchasing Advisory Committee:** Mix of state, regional and municipal entities with varying expertise in alt. fuels



VEH102 Contract Service Categories

Service Category 1: Electric Vehicle Supply Equipment (EVSE), Hardware, Software, and Ancillary Services

Service Category 2: Idle Reduction Technologies for Heavy, Medium, and Light Duty Vehicles; and Heavy Duty Equipment

Service Category 3: After-market conversion technologies– all vehicle classes



Scituate, MA – EVIP vehicles and charging stations

Fleets for the Future



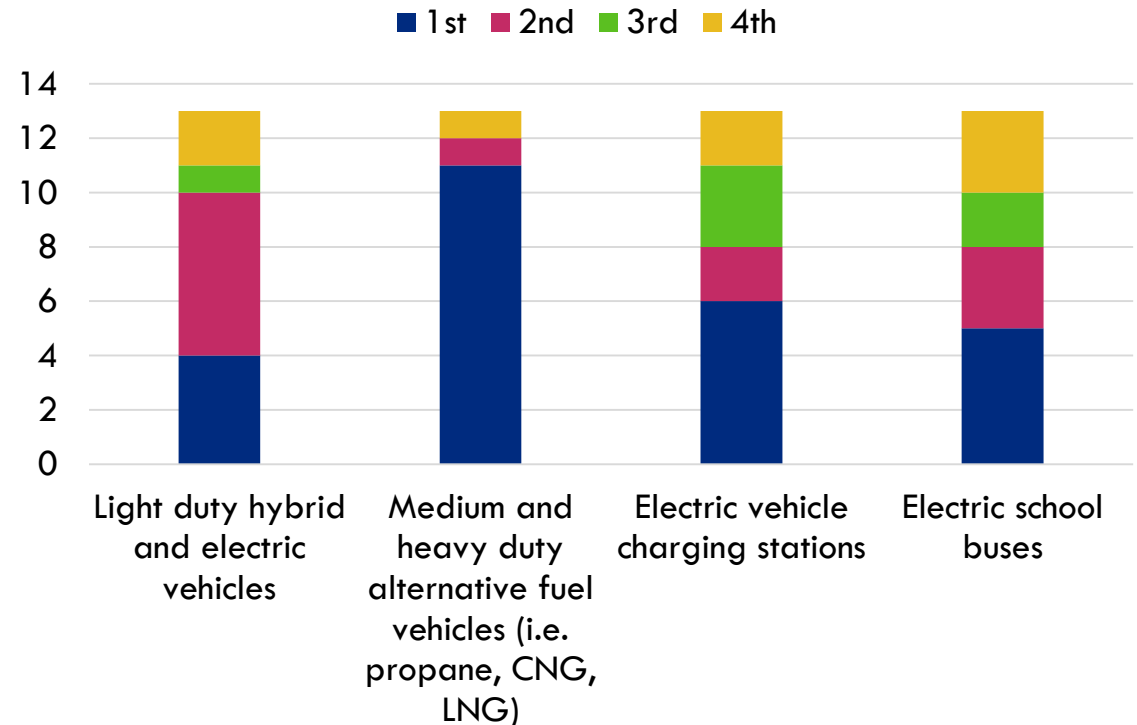
- ▶ Accelerate the deployment of **alt fuel vehicles (AFVs)** by reducing their incremental costs and building fleet capacity to plan procurements.
- ▶ Propane, electric, and natural gas vehicles and infrastructure

Stakeholder Input

Which alternative fuel vehicle types are you likely to purchase in next 2-3 years?

- ▶ Majority of F4F Survey respondents indicated they would be purchasing Dedicated Electric and Electric Plug-In Hybrid

Which green mobility technologies do you think municipalities need the most assistance to purchase?



Fitting F4F into the Landscape

- Vehicles only
- Infrastructure only
- Both

PLANNING

- MA ZEV MOU 2025 Target
- U.S. Alt. Fuel Corridor Designation
- Utility Rate Cases for EVSE Build Out

PURCHASING

- VEH98 – light duty vehicles
- VEH102 – advanced vehicle technology
- Drive Green – group buy

Green Mobility Group Purchasing Program

FUNDING

- EVIP – Fleets
- Green Communities
- DOER Clean Vehicle Grants
- VW Settlement
- EVIP – Workplace Charging
- MOR-EV
- Federal Tax Credits

Options Currently on VEH102 (Category 3)

Retrofit of existing vehicles OR Up-fit of new purchases

<i>Convert to</i>	CNG	Hybrid Electric	Hydraulic Electric
<i>Vehicle type</i>	Pickup Trucks	Pickup Trucks, Cargo Van, Box Truck, Utility Body, Passenger Van, Shuttle Bus, Walk In Van	Trash Truck, Box Truck, Step Van, School Bus, Shuttle Bus, Mechanical Street Sweeper
<i>OEMs</i>	Ford	Ford, GM, Isuzu	Autocar, Crane Carrier, Ford, Freightliner, GM, International, Mack Peterbilt
<i>Re-fueling Considerations?</i>	Yes	No	No

Municipal Fleet Characteristics

Nearly 50% of municipal fleet vehicles are



Other popular **makes** include

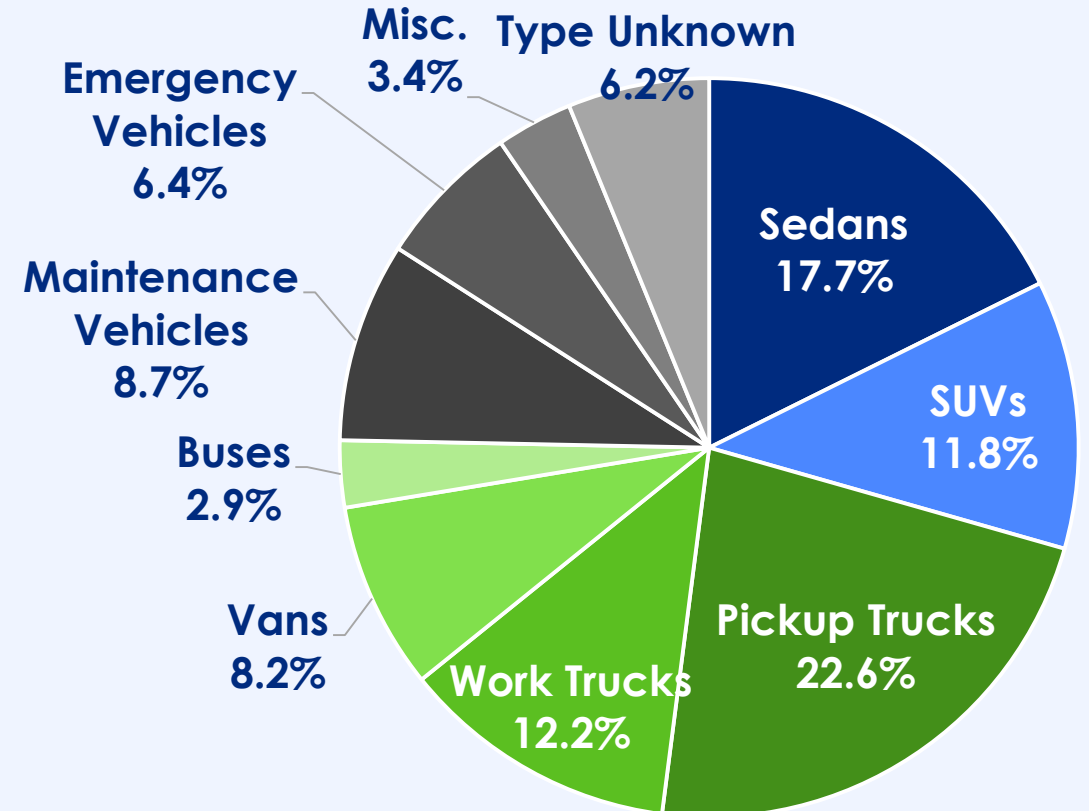


BLUE BIRD



A NAVISTAR COMPANY

Green Communities - Common Vehicle Types



Poll Time!

If you represent a municipality, which vehicle types in your existing fleet would you be interested in **retrofitting** to an alternative fuel?

If you represent a municipality, which vehicle types do you plan to purchase in the coming year that you would be interested in **up-fitting**?

Bulk Savings Scenario

50

10 communities
5 trash trucks each

Avg. \$

\$20k per unit
(turnkey solution)

22%

Avg. guaranteed
bulk discount
(31-50 count range)

Program Roll Out

MAPC PROGRAM TIMELINE

Bid Development with Vehicle Specs
January – June 2017

Issue
Bid
July
2017

Bid Process
July - August
2017

Implementation/Evaluation
September – March 2018

MUNICIPAL TIMELINE

Communities submit Letters of Interest (LOI)
to MAPC for 1st round of program

Purchase
Commitment
July 2017

Vendor installs and delivers
retrofit and/or up-fit kits
Fall 2017

Program Roll Out

MAPC PROGRAM TIMELINE

Bid Development with Vehicle Specs
January – June 2017

Issue
Bid
July
2017

Bid Process
July - August
2017

Implementation/Evaluation
September – March 2018

MUNICIPAL TIMELINE

Communities submit Letters of Interest (LOI)
to MAPC for 1st round of program

Purchase
Commitment
July 2017

Vendor installs and delivers
retrofit and/or up-fit kits
Fall 2017

FUNDING OPPORTUNITIES

GC Grant
Deadline
March 3, 2017

DOER Clean
Vehicle Grants
TBA 2017

GC Grants
Awarded
June/July 2017

Green Mobility Group Purchasing Program

Q & A

Wrap Up & Next Steps

1. MAPC to send out template LOI to webinar attendees
2. Return completed LOI to MAPC
3. MAPC to determine specifications with communities throughout the spring to develop RFQ

Megan Aki
maki@mapc.org

Cammy Peterson
cpeterson@mapc.org

Alison Felix
afelix@mapc.org

Heidi Anderson
handerson@mapc.org