Green Mobility Purchasing
Advisory Committee Meeting

Metropolitan Area Planning Council (MAPC)

October 26, 2017

Wifi: MAPC_Guest
Pword: access2mapc
Today’s Agenda

9:30 AM  Arrival & Coffee
10:00 AM  MAPC Overview of Agenda & Member Announcements
10:15 AM  Green Mobility Group Purchasing Program Updates
10:55 AM  Stretch/Break
11:00 AM  National Fleets for the Future Opportunities
11:15 AM  Wrap Up & Next Steps
Green Mobility Group Purchasing Program Updates

First Round Results & Second Round Plans
ROUND 1 PRICING

Accelerated Time-Based Discounts

- **DAY 1 – DAY 30**: 3%
- **DAY 31 – DAY 90**: 1.5%
- **DAY 91 – DAY 180**: 0%

Volume-Based Discounts

- **6+ vehicles**: 20+ vehicles 100+ vehicles
- **6+ vehicles**: 20+ vehicles 100+ vehicles
- **6+ vehicles**: 20+ vehicles 100+ vehicles
<table>
<thead>
<tr>
<th>VEHICLE TYPES</th>
<th>Class 2 Ford and GM Vans for Hybrid Electric Up-fit or Retrofit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ford Transit 150</td>
<td>Chevy Express</td>
</tr>
<tr>
<td>Ford Transit 250</td>
<td>GMC Savana 2500</td>
</tr>
<tr>
<td>Ford Transit 350</td>
<td>GMC Savana 3500</td>
</tr>
<tr>
<td>Ford Econoline</td>
<td></td>
</tr>
</tbody>
</table>
## VEHICLE TYPES

### Class 3-6 Ford, GM, Isuzu Chassis for Hybrid Electric Up-fit or Retrofit

<table>
<thead>
<tr>
<th>Chassis</th>
<th>Model</th>
<th>Chassis</th>
<th>Model</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ford</td>
<td>F59</td>
<td>GM</td>
<td>3500</td>
</tr>
<tr>
<td>GM</td>
<td>4500</td>
<td>Ford</td>
<td>E350</td>
</tr>
<tr>
<td>Isuzu</td>
<td>Reach</td>
<td>Ford</td>
<td>E450</td>
</tr>
</tbody>
</table>

### Class 2 Ford Pickups for Plug-In Hybrid Electric Up-fit or Retrofit

<table>
<thead>
<tr>
<th>Chassis</th>
<th>Model</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ford</td>
<td>F150</td>
</tr>
</tbody>
</table>
**PROCESS & TIMELINE**

**FEBRUARY – APRIL**  
- Public entities submit Letters of Interest & Vehicle Interest Lists

**MAY**  
- MAPC collects vehicle specifications for **ROUND 1**

**JUNE**  
- MAPC partners with OSD and DOER on **ROUND 1**

**JULY**  
- MAPC/DOER issue Statement of Work to XL Hybrids

**AUGUST**  
- 30 day accelerated discount window closed 8/25

**OCTOBER**  
- 60 day accelerated discount window closed 10/25

**JANUARY 2018**  
- Pricing Agreement with XL Hybrids closes 1/25/18
ROUND 1 RESULTS

- 26 vehicles
- 4 fleets
- 11-19% discounts
- 1-2k per vehicle
- 25-30% average fuel economy improvement
WHAT’S NEXT?

VEH102 – EV Charging Stations

Paired with OEM vehicle options off of VEH98

VEH102 – Aftermarket Conversion
Program Roll Out
Bid development with system specs
January – June 2018
Issue Bid
July 2018
Bid Process
July - August 2018

Communities submit Letters of Interest to MAPC for 2nd round of program
Survey initial interest
November – December 2017
GC Grants Awarded
Likely July 2018
Purchase Commitment
July 2018
Purchase Orders
August 2018 – January 2019

Public Fleet Timeline
POTENTIAL TIMELINE

GC Grant Deadline
Likely March 2018
GC Grants Awarded
Likely July 2018
ERG Grant Deadline
November 2017

MAPC Program Timeline

MAPC/Fleet Funding Opportunities

November 2017 – June 2018

November 2017

MAPC Metropolitan Area Planning Council
National Fleets for the Future
Procurement Opportunities

Update from the National Team & Q&A
Wrap Up & Next Steps

1. Committee Feedback Survey
2. State Fall Fleet Event – Nov 7
3. Efficiency & Regionalization Grant – Nov 16
4. Program Webinar – TBD (Dec – Jan)
5. Fleet Assessment Pilot with Natick
6. Next Meeting Date: TBD

Cammy Peterson
cpeterson@mapc.org

Megan Aki
maki@mapc.org

Mark Fine
mfine@mapc.org

Alison Felix
afelix@mapc.org