



## GREEN MOBILITY PURCHASING ADVISORY COMMITTEE



### Meeting Summary

*October 26, 2017, 10:00 - 11:30am  
MAPC, 60 Temple Place, 3<sup>rd</sup> Floor Conference Room*

### MEETING ATTENDEES

Eli Goldman, CMRPC; Ellen Katz, City of Cambridge; Joanne Bissetta, DOER; Donald Pettey, MassDOT; Vithal Deshpande, City of Somerville; Brian Sewell, Mass Municipal Wholesale Electric Company (MMWEC); Philip Kreycik, Meister Consultants Group; Meg Aki, Alison Felix, and Cammy Peterson, MAPC.

### MEETING RESOURCES

- Advisory Committee Meeting PowerPoint
- MAPC Green Mobility Group Purchasing Program FAQ Handout
- Fleets for the Future National Procurement Opportunities Handout
- MAPC ERG Application Details

### NEXT STEPS

- MAPC to schedule a workshop for December/January to kick-off recruitment for the second round of the program.
  - MAPC will look into opportunities to highlight the work of local fleet managers to integrate alternative fuels into their fleets.
- Members to provide any recommendations for MAPC's upcoming workshop on potential venues with ample space for vendor displays, fleet managers in the region to highlight, and topic areas to focus on.
  - Additionally – members can let MAPC know if they would like to be more actively involved in the event and/or planning.
- Members invited to provide MAPC with general committee feedback using this survey: <https://www.surveymonkey.com/r/GX7KKLF>
- Members who are interested in participating in MAPC's Efficiency & Regionalization Grant application to continue the group purchasing program work should contact MAPC **by the end of the week (November 3)**.

## MEETING NOTES

### Meeting Overview

- Member Announcements
- Green Mobility Group Purchasing Program Updates
  - 1<sup>st</sup> Round Results
  - 2<sup>nd</sup> Round Ideas
- National Fleets for the Future Opportunities
- Group Discussion & Feedback

### Member Announcements

- Eli Goldman – CMRPC is looking into opportunities to support member municipalities in pursuing green school buses.
  - Donald Pettey recommended MassDOT and DOER study on electrification of buses.
  - MAPC communities interested in pursuing these opportunities as well, looking into the leasing model used and the options for municipalities to influence RFP language.
  - Ellen Katz noted that school department RFP might be issued in the near-term as an opportunity to add language about green buses.
  - Cammy Peterson mentioned the need to better understand the leasing model for school buses.
- Donald Pettey – four DCFC stations are now up and running on I-90. Natick station is the most active. There are plans to add a charging station at Charlton. Expansion along I-90 is currently limited by availability of funding (CMAQ & VW Settlement), but MassDOT is exploring other funding options.
  - DCFC average cost of \$50-60K if piggy-backing on existing infrastructure, up to \$150-170K for new sites. Since the many of the sites are considered new, having service stations contribute to the costs could be explored.
  - There has been positive feedback overall.
  - Electrify America's charging station program is looking at the 495 belt.
- Ellen Katz – the City of Cambridge is doing a clean fleets study with the Volpe Center to understand the different departments' operational needs. Also in the midst of installing GPS on DPW vehicles (the first stage was rolled out with snow operations) and Volpe Center will analyze this data using the DOE AFLEET tool to provide recommendations. The data will also be used as part of the City's 2030 GHG emissions target.
  - The School Department applied for and received a grant to purchase an electric bus which is currently being used. Charging takes place at the high school.
  - Cambridge also participated in MAPC's Green Mobility Group Purchasing Program to retrofit 2 building maintenance vans, 1 senior special needs shuttle bus, and 1 rubbish packer. Install anticipated by Nov/Dec 2017.
  - Opportunities to connect with fleet managers who have done aftermarket conversions to learn from their perspective would be helpful in the decision making process.
  - Need/Challenge Identified: would like to right-size more, but many fleet vehicles are also used for snow removal. It is also critical to know what the operational needs are of each department.
  - Meg Aki mentioned that Natick will be conducting a fleet assessment. Ellen Katz expressed an interested in learning more.
- Brian Sewell – interested in learning about opportunities to engage with municipal members on clean vehicle opportunities, particular interest in electric vehicle charging stations and vehicle to grid integration.

- Vithal Deshpande – Somerville currently has six electric vehicles as part of their fleet and four public EV charging stations. The City has plans to install three more charging stations.
- Joanne Bissetta – while charging stations have been funded in the past, it is likely competitive grant funding through the Green Communities Program will no longer be available for electric vehicles & charging stations due to a legal/statutory issue related to program funding.
  - DOER also hoping to secure assistance from graduate students to do a study on anti-idling technology and vehicle up-fits. Students would also review the Green Communities fuel efficient vehicle policy for any needed updates.

### **Green Mobility Group Purchasing Program Updates**

MAPC provided an update on the first round of the Green Mobility Group Purchasing Program. Round 1 started in July 2017 and will run until January 2018. MAPC negotiated a pricing agreement with XL Hybrids in partnership with DOER and OSD. The pricing agreement offers both accelerated time-based discounts and volume-based discounts for purchase orders that occur during the six month time frame. The volume discounts are determined by the aggregate number of vehicles that result from the purchase orders submitted. The agreement includes hybrid electric conversions for Class 2 vans and Class 3-6 chassis and plug-in hybrid conversions for Class 2 pickups.

In the first time window of the program, MAPC had 4 fleets participate with 26 vehicles which resulted in discounts of 11-19% from the MSRP (1-2k per vehicle). The most commonly retrofitted vehicle types were Ford Transit 150, 250, and 350. Committee members inquired about how MAPC will track the impact of the installs and return on investment. MAPC plans to follow up with participating fleets to identify information that could be collected to provide these results to committee members.

Following the program update, MAPC highlighted a few options for further discussion and input from the committee for the next round of the Program. These options include: electric vehicle charging stations and/or plug-in electric OEM vehicles using VEH102 and VEH98 and additional purchases of aftermarket conversion technologies, potentially paired with OEM vehicle purchases off of VEH98 to encourage vehicle up-fits.

### **Fleets for the Future National Procurement Opportunities**

Philip Kreycik from Meister Consultants Group presented on the national opportunities through the Fleets for the Future (F4F) grant. Meister Consultants group is the technical lead on F4F grant. The team is working on a national public purchasing opportunities in partnership with the National Joint Powers Alliance (NJPA). NJPA is a government agency with over 50,000 members. Through this partnership, the F4F team and NJPA held discounted pricing during the month of October for a select set of vehicles, including several full battery electric vans offered through Zenith Motors. The team anticipates to make additional opportunities like this available through the partnership. Currently they are working on a contract for fleet management services as well.

Ellen Katz inquired about how cities and towns can become a member of NJPA. Becoming a member is a simple registration process and can be done at [www.njpacoop.org](http://www.njpacoop.org). Once registered, members can log in and view available contracts and offers. Contact Philip at [philip.kreycik@mc-group.com](mailto:philip.kreycik@mc-group.com) with any additional questions.

### **Group Discussion & Feedback**

The group then discussed how MAPC can best support communities moving forward and what the most pertinent next steps would be for the program. Discussion points that rose to the top:

- Level of Charge Station and Need for a More Robust Charging Network – primarily demand is for level 2 charging but is rapidly changing over to level 3 (DCFC).
- Value of Peer Learning – Cambridge identified a need for comfort and familiarity for the products that are high upfront capital investments, could be achieved by showcasing relevant examples of fleet managers implementing technologies.
- Outreach Venues – DOER suggested engaging with the Massachusetts Association of Public Works. Somerville suggested a targeted ride and drive for alt. fuel police response vehicles. There was overall consensus around the value of a workshop targeted toward fleet managers.
- Opportunity – City of Cambridge does a cooperative procurement for Biodiesel that uses waste oil every fiscal year with a solicitation in the winter. Currently, only Newton is a participant but the City is open to including other interested communities.
- Opportunity – interest from MMWEC in vehicle to grid integration, potential for municipal light plants (MLPs) to pilot something that cities and towns are not yet asking for but will be important down the road.