



Unlocking Private Sector Financing For Alternative Fuel Vehicles and Fueling Infrastructure: Workshop on Innovative Financing Strategies

Wednesday, July 1, 2015

American Gas Association
400 North Capitol Street Northwest, Fourth Floor
Washington, DC 20001



8:15 a.m. **Continental Breakfast**

8:45 a.m. **Welcome and Opening Remarks**

*Moderator: Sandy Fazeli, Program Director, National Association of State Energy Officials
Ashley Duckman, Director, State Affairs, American Gas Association
David Terry, Executive Director, National Association of State Energy Officials
Linda Bluestein, National Clean Cities Co-Director, U.S. Department of Energy*

This introductory session will set the stage for the workshop. Speakers will provide an overview of NASEO's two-year project with the Center for Climate and Energy Solutions and Transportation Energy Partners to explore innovative business and policy models for alternative fuel vehicles and fueling infrastructure. It will highlight ways that workshop attendees (including Clean Cities stakeholders and State Energy Offices) can convene and organize conversations about this topic in their own communities.

9:15 a.m. **The Role of New Business Models in Advancing Alternative Fuel Vehicles and Fueling Infrastructure**

*Moderator: Fred Hoover, Energy Programs Director, Maryland Energy Administration
Nick Nigro, Founder, Atlas Public Policy*

This session will present the key findings from C2ES's research of strategies to spur private investment in publicly available electric vehicle (EV) charging infrastructure and the use of natural gas in vehicle fleets.

9:45 a.m. **Current State Action to Advance Alternative Fuel Vehicles and Fueling Infrastructure**

Moderator: Stephen Russell, Alternative Transportation Program Coordinator, Massachusetts Department of Energy Resources

Ruth Horton, Senior Advisor for Strategic Initiatives, NYSERDA (former)

Maria Redmond, Senior Analyst, Transportation Fuels, Wisconsin State Energy Office

Wes Maurer, Transportation Program Manager, Colorado Energy Office

This session will share insights from State Energy Offices on efforts by states to advance alternative fuel vehicles and fueling infrastructure, with a focus on electric vehicles (EVs) and natural gas vehicles (NGVs). The discussion will cover a wide range of actions that states have taken in their efforts to advance the market, including policy, subsidy, and financing mechanisms.

10:45 a.m. **Part 1 Demonstration: Capturing Indirect Revenue Sources for Publicly Available Charging Infrastructure**

Moderator: Sean Reed, Executive Director, Clean Energy Coalition

Nick Nigro, Founder, Atlas Public Policy

This session will provide a demonstration of the EV Charging Financial Analysis Tool and its application in sample use cases.

11:15 a.m. **Part 1 Breakout Groups: Exploring Two EV Charging Business Models**

Discussion-driven breakout groups will explore the EV charging projects illustrated in Washington and New York as two potential business models to consider implementing in their states and communities. Members of these breakout groups will examine potential challenges with the models and identify the key drivers that affect the financial performance of AFV projects, including those that are market-based, those dependent on private sector partners, and those dependent on public sector interventions. AFV financing experts from C2ES will participate in both discussion groups to help steer the conversation and address questions.

Group A: Sales Boost Business Model

Moderator: Sandy Fazeli, Program Director, National Association of State Energy Officials

Dan Welch, Transportation Fellow, Center for Climate and Energy Solutions

Group B: Revenue Share Business Model

Moderator: Ken Brown, Transportation Energy Partners

Nick Nigro, Founder, Atlas Public Policy

12:15 p.m. **Networking Lunch (boxed lunches to be provided)**

1:00 p.m. **Part 1 Group Discussion and Morning Recap: Business Models for Publicly Available Charging Infrastructure**

Discussion Facilitators: Ken Brown, Transportation Energy Partners and Sandy Fazeli, Program Director National Association of State Energy Officials

The groups will reconvene to discuss takeaways from the morning breakout groups and key considerations for implementing EV business models in local markets and communities.

1:30 p.m. **Part 2 Demonstration: Applying the ESCO Model to Public and Private Fleet Natural Gas Vehicles**

*Moderator: Sam Spofforth, Executive Director, Clean Fuels Ohio
Nick Nigro, Founder, Atlas Public Policy*

This session will demonstrate the Department of Energy's VICE Model and showcase its application to support decision making for natural gas vehicle fleets.

2:00 p.m. **Part 2 Breakout Groups: Exploring Two Fleet Types**

Discussion-driven breakout groups will explore the application of the ESCO model to natural gas vehicle projects for two fleet types. Groups will identify the key drivers that affect the financial performance of the projects, including those that are market-based, those dependent on private sector partners, and those dependent on public sector interventions.

Group A: Public School Buses

*Moderator: Sandy Fazeli, Program Director, National Association of State Energy Officials
Dan Welch, Transportation Fellow, Center for Climate and Energy Solutions*

Group B: Private Tractor-Trailers

*Moderator: Ken Brown, Transportation Energy Partners
Nick Nigro, Founder, Atlas Public Policy*

3:00 p.m. **Part 2 Group Discussion and Afternoon Recap: Applying the ESCO Model to Fleet Projects**

Discussion Facilitators: Ken Brown, Transportation Energy Partners and Sandy Fazeli, Program Director, National Association of State Energy Officials

The groups will reconvene to discuss takeaways from the breakout groups and key considerations for implementing the ESCO model for each fleet type in local markets.

3:30 p.m. **Summary Discussion: Moving Ahead and Next Steps**

*Moderator: Barry Carr, Coordinator, Clean Communities of Central New York
Sandy Fazeli, Program Director, National Association of State Energy Officials*

Workshop participants will discuss ideas and strategies for moving these and other innovative financing strategies forward in their communities.

4:00 p.m. **Adjourn**
