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

Wednesday, July 1, 2015

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

DRAFT AGENDA (as of May 2015)

<table>
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<tr>
<th>Time</th>
<th>Session</th>
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<tr>
<td>8:15</td>
<td>Registration and Continental Breakfast</td>
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<td>8:45</td>
<td><strong>Welcome and Opening Remarks</strong></td>
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<td><em>Moderator: Sandy Fazeli, Program Director, National Association of State Energy Officials</em></td>
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<td><em>Ashley Duckman, Director, State Affairs, American Gas Association</em></td>
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<td><em>David Terry, Executive Director, National Association of State Energy Officials</em></td>
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<td><em>Linda Bluestein, National Clean Cities Co-Director, U.S. Department of Energy</em></td>
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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  | **The Role of New Business Models in Advancing Alternative Fuel Vehicles and Fueling Infrastructure** |
|       | *Moderator: Representative, Clean Cities Coalition* |
|       | *Nick Nigro, Senior Manager, Transportation Initiatives, Center for Climate and Energy Solutions* |

This session will present the key findings from C2ES’s research and analysis of strategies and business models to encourage 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: Representative, Clean Cities Coalition*  
*Representatives, State Energy Offices and Clean Cities Stakeholders*

This session will share insights from State Energy Office and other state government representatives 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: Representative, Clean Cities Coalition*  
*Nick Nigro, Center for Climate and Energy Solutions*

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, National Association of State Energy Officials (NASEO)*  
*Dan Welch, Center for Climate and Energy Solutions*

**Group B: Revenue Share Business Model**  
*Moderator: Ken Brown, Transportation Energy Partners*  
*Nick Nigro, Center for Climate and Energy Solutions*

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, National Association of State Energy Officials (NASEO)*

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: Representative, Clean Cities Coalition  
Nick Nigro, Center for Climate and Energy Solutions*

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, National Association of State Energy Officials (NASEO)  
Dan Welch, Center for Climate and Energy Solutions*

**Group B: Private Tractor-Trailers**  
*Moderator: Ken Brown, Transportation Energy Partners  
Nick Nigro, Center for Climate and Energy Solutions*

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, National Association of State Energy Officials (NASEO)*

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

*Discussion Facilitator: Sandy Fazeli, Program Director, National Association of State Energy Officials (NASEO)*

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

### 4:00 p.m. Adjourn