



Unlocking Private Sector Financing for Alternative Fuel Vehicles and Fueling Infrastructure

Workshop for State Energy Offices and Clean Cities Coalitions

July 1, 2015



Agenda

- Introductions
- Opening Remarks
- New Business Models to Advance AFVs
- Current State Action to Advance AFVs
- EV Demonstration and Breakout Groups
- NGV Demonstration and Breakout Groups
- Takeaways and Next Steps

+ About this project

- Guide states in developing energy assurance plans and policy frameworks that support investment in AFVs and associated infrastructure.
- Create strategies that enable utilities, policy-makers, and regulators to invest in alternative fuel measures.
- Develop innovative vehicle and infrastructure financing models to make AFVs more accessible to consumers and public and private fleet operators.
- Communicate findings and lessons learned to State Energy Offices and Clean Cities stakeholders



+ AFV Finance Initiative



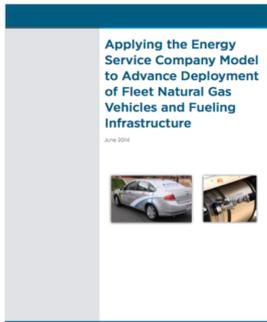
+ Resources – Available Now



Alternative Fuel Vehicle and Fueling Infrastructure Deployment Barriers and the Potential Role of Private Sector Financial Solutions

April 2014

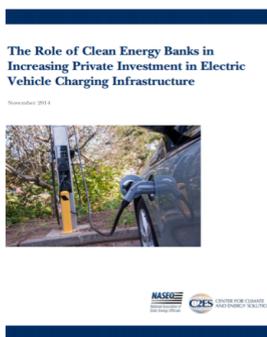
This white paper examines how private financing can address the barriers to demand facing electric, natural gas, and hydrogen fuel cell AFVs and their related fueling infrastructure. Starting with a review of the state of the market, it covers significant barriers to market demand and barriers for private investors and concludes with a review of innovative finance options used in other sectors that could be applied to the AFV market.



Applying the Energy Service Company Model to Advance Deployment of Fleet Natural Gas Vehicles and Fueling Infrastructure

June 2014

Innovative service contracts that incorporate features of the Energy Service Company (ESCO) business model could help reduce the barriers to vehicle fleet investment in natural gas vehicles (NGVs) and fueling infrastructure. This report explains how ESCOs reduce barriers faced by energy efficiency and cost savings projects, demonstrates how some of the features of ESCOs are being employed in cutting-edge NGV fleet projects, and explores how these features could be incorporated into innovative business models.



The Role of Clean Energy Banks in Increasing Private Investment in Electric Vehicle Charging Infrastructure

December 2014

When combined with other policies and incentives, publicly-supported financing programs, such as those offered through Clean Energy Banks (CEBs), could significantly accelerate deployment of EV charging infrastructure and facilitate EV market development. This report details the range of financial tools available to CEBs and examines these tools' potential to reduce barriers to EV infrastructure investment. The report also explores how lessons learned from existing CEBs and other relevant organizations could be applied to the EV charging market.



Upcoming Resources

■ EV Charging Guide

- What are the key market factors that could affect an EV charging project's financial viability?
- How do upfront costs and uncertainty about station utilization impact project viability and investor decisions?
- Are there business models that can improve the financial viability of publicly available charging projects?
- Can the public sector improve the financial viability of publicly available charging stations in the near term resulting in more private investment in the medium?

■ NGV Fleets Guide

- What is the potential to reduce petroleum use and emissions by incorporating NGVs into fleets?
- What key factors affect the financial performance of using NGVs in fleets?
- Under what conditions will NGV fleet projects result in net cost savings and how much of the cost savings can be shared with an energy service provider while maintaining project net cost savings?
- What services can energy service providers offer that help address barriers to adoption of NGVs for different types of fleets?