Implementation of Multi-State NGV MOU

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Mission statement:
The CEO’s mission is to improve the effective use of all of Colorado’s energy resources and the efficient consumption of energy in all economic sectors, through providing technical guidance, financial support, policy advocacy and public communications.

Department Vision
The CEO’s vision is to help Coloradoans live more prosperous and healthy lives by promoting innovative energy production and efficient energy consumption practices that are beneficial to the economic and environmental health of the state.
Starting with Colorado and Oklahoma, 16 governors have signed an MOU to use CNG vehicles in each fleets.

There are at least 11 CNG vehicles on the Colorado state pricing agreement. Local governments can purchase vehicles off the agreement.
MOU & State Pricing Agreement Impact

- Aggregate state vehicle procurement in a Joint RFP; utilize local distribution networks.
- Include local governments in procurement.
- Reach out to OEM manufacturers to engage participation and low prices.
- Encourage private investment in NGV infrastructure.
- Participation by bipartisan group of Governors

Driving the CNG market forward by our purchases and the scale and demand they provide.
Additional Pricing Details (Colorado)

All vehicles with state pricing agreements are available to local governments in Colorado

<table>
<thead>
<tr>
<th>Vehicle Awarded</th>
<th>Previous Contract Option &amp; Post-RFP Option</th>
<th>Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Honda Civic GX (d)</td>
<td>Retail Price: $27,095</td>
<td>$1,788</td>
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<td></td>
<td>MOU Award: $25,557</td>
<td></td>
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<tr>
<td>Ford Transit Connect (b)</td>
<td>Retail Price and Conversion: $33,765</td>
<td>$1,374</td>
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<td></td>
<td>MOU Award: $32,391</td>
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<tr>
<td>Ford F-250 Extended Cab (b)</td>
<td>Retail Price and Conversion: $42,885</td>
<td>$8,025</td>
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<td></td>
<td>MOU Award: $34,860</td>
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<tr>
<td>Ford F-250 Crew Cab (b)</td>
<td>Retail Price and Conversion: $44,245</td>
<td>$7,827</td>
</tr>
<tr>
<td></td>
<td>MOU Award: $36,418</td>
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</tbody>
</table>

Notes:
(b) bifuel
(d) dedicated

For more information, please visit: [https://www.ok.gov/dcs/solicit/app/solicitationDetail.php?conID=410](https://www.ok.gov/dcs/solicit/app/solicitationDetail.php?conID=410)
Vehicles in Colorado State Fleet

• The state purchased 80 NGVs this year on an abbreviated cycle.

• They were a mixture of Civics, F-250s, and vans.

• The vehicles were placed all over the state in different agency fleets.

• With a full year of planning and the availability of a half-ton truck, we should be able to buy many more this year.
Refuel Colorado

- DOE Grant
- Add alternative fuel vehicles to State Purchasing Agreements
- Train and deploy Energy Coaches
- Audit State fleet – Identify opportunities for AFVs
- Develop policy and regulatory roadmap for alternative fuel vehicles
## How do we get a sustainable market?

| Medium and heavy-duty fleets are best sources of demand | Station corridors are essential | Build working relationships with communities, fleets, marketers, advocates, consumers, and others |
NGV Implementation – What It Takes

- Public Policy
- Government Commitment
- State Agency Commitment
- Coalitions
- Local Governments
- Tax Incentives
- Light/Medium Duty Vehicles
- Heavy Duty Vehicles
- Stations
CMAQ Funding Program

$30M over four years; $10M in first year with roughly even installments over following three years

CEO leads administration and station grants; vehicle grants handled by RAQC/local governments, with counties able to aggregate if interested

Initial year - $7M to stations, $3M to vehicles to jumpstart stations; latter years lean more towards vehicles
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