

# Unlocking Private Sector Financing for Alternative Fuel Vehicles and Fueling Infrastructure

Presentation to EIS 2013  
April 8, 2013



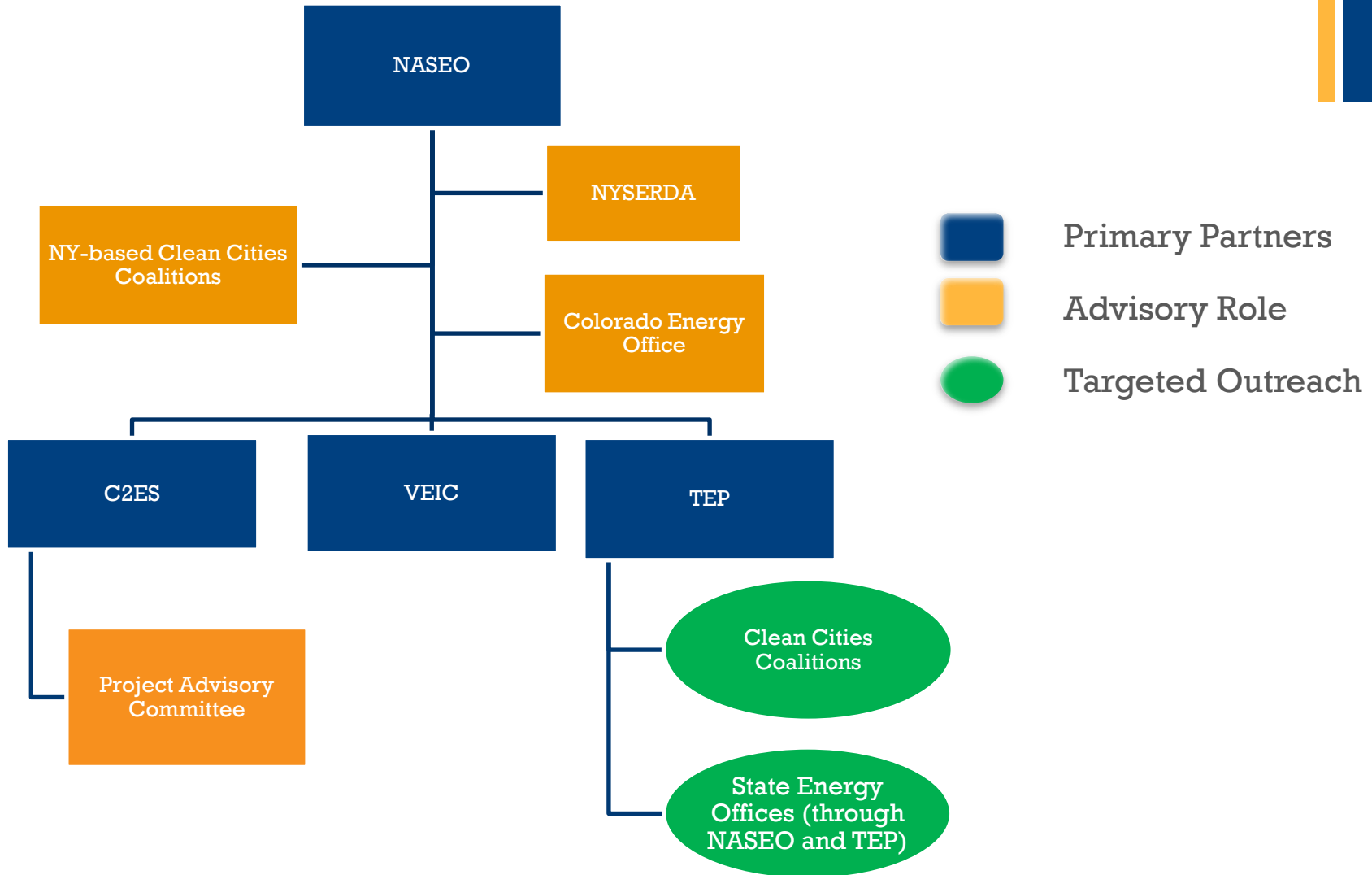
# NASEO and the State Energy Offices (SEOs)

- Membership includes the 56 Governor-designated energy officials from each state and territory
- State Energy Offices were formed in response to the energy crisis of the early 1970s. SEOs are important agents of change that:
  - Advance practical energy policies and support energy technology research, demonstration, and deployment
  - Partner with the private sector to accelerate energy-related economic development and enhance environmental quality
  - Administer \$7 billion of funds derived from ratepayers and state appropriations annually
- NASEO is organized through a committee and regional structure

# + Project Overview

- Objectives:
  - Develop innovative vehicle and infrastructure financing models to make AFVs more accessible to consumers and fleet operators;
  - Enable utilities and policy-makers to fund AFV and infrastructure incentives and investments with ratepayer dollars; and
  - Assist states in developing comprehensive energy plans that support private sector investments in AFVs and associated infrastructure.
- 2 Years (February 2013 – January 2015)
- Funded by the U.S. Department of Energy's Clean Cities program
- Electric, Natural Gas, Biofuels, and Hydrogen Vehicles and Infrastructure

# + Project Management



# + Project Deliverables

## ■ NASEO

- Policy guidance for state governments to consider when creating or revising their state's comprehensive energy plan that supports AFV and infrastructure deployment
- Transportation Committee (✓) comprised of State Energy Officials to provide input into work products and dissemination of final products

## ■ VEIC

- Document the role of electric vehicles in utilities' integrated resource plans
- Transportation Efficiency Technical Reference Manual
  - Quantifies the efficiencies of fuel-switching (gasoline to EV)
  - Quantifies the efficiencies of AC Level 1 and AC Level 2 charging relative to one another

## ■ C2ES

- Suite of innovative business models and implementation plans to support private sector vehicle and infrastructure financing pilot projects

## ■ TEP

- Presentations at the Energy Independence Summits in 2013 (✓) and 2014
- 2 Regional Trainings for State and Local Stakeholders in Year 2



Thank you!

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Nick Nigro

*Energy Independence Summit 2013*



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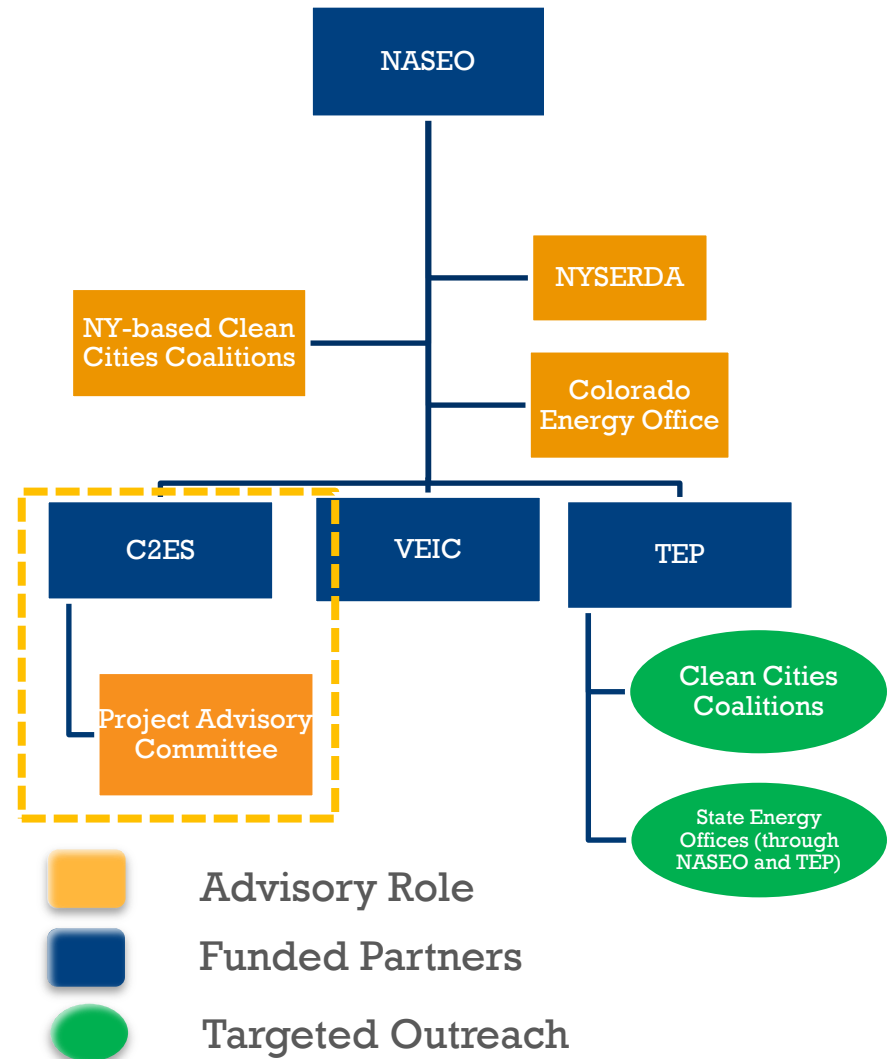
# About Center for Climate and Energy Solutions

- **Independent, nonpartisan, nonprofit organization**
- **Working to advance strong policy and action to address the twin challenges of energy and climate change**
- **Founded in 1998 as the Pew Center on Global Climate Change**
- **Became C2ES in 2011**



# Project Overview


- Develop new business models for financing alternative fuel vehicles and infrastructure
- Create strategic plans to try out new business models
- Work with NASEO, TEP, Clean Cities, and the Project Advisory Committee throughout on all project deliverables



# Project Motivation

- Public benefits of alternative fuels not captured today
  - Energy efficiency
  - Greenhouse gas reductions
  - Energy security
  - Local air quality
- Lack of available public funds for deployment; need new private funding mechanisms
- Exciting finance models are accelerating deployment of building efficiency and renewable energy technology

# Project Timeline



## Identify Financial Barriers to Realizing Public Benefits

Energy efficiency improvements

Fuel savings

Operating cost savings

Environmental & energy security benefits



## Prepare Case Studies

Existing AFVs or fueling infrastructure project

Apply mechanisms used to finance building energy efficiency to transportation



## Develop Innovative Business Models

Fuel & vehicle value proposition

Target market

Cost structures & revenue streams

Implementation and/or demonstration guidance

Test model with hypothetical examples



## Create Strategic Plans for Implementation

Identify location or market-specific challenges & opportunities

Apply business model to a particular market

Develop guidance including key players, policy actions, cost & benefit, & anticipated results

Year 1

Year 2

# Project Advisory Committee

- National, regional, and local stakeholders advisory group
  - Project Partners: NASEO, TEP, and Clean Cities
  - Public: state energy offices (New York, Colorado, Oklahoma) and California Governor's Office
  - Private: finance sector, vehicle and infrastructure purchasers, installers, and providers, etc.
- Committee will provide project team direction and feedback on private investment in AFV and fueling infrastructure related to:
  - Barriers
  - Possible solutions
  - Outreach activities
- Committee will disseminate lessons learned, enhance findings, and implement recommendations (e.g., pilot new business models)
- Communication among committee members and project team will occur throughout project
  - 2-3 in-person meetings
  - Frequent conference calls and/or webinars



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FOR MORE INFORMATION

[C2ES.ORG](http://C2ES.ORG)

[nigron@c2es.org](mailto:nigron@c2es.org)

# + YOUR INPUT PLEASE

- Recommendations on entities for Project Advisory Committee
- What types of businesses or financial institutions not currently involved in financing AFV projects should we target?
- What financing issues or barriers have you faced in your efforts to deploy AFVs and infrastructure?
- Are there specific business models that could work for this sector?
- What type of pilots would you like to see come from this project?
- How would you like to be kept informed?

