

# Climate Mayors

## Electric Vehicle Purchasing Collaborative



Electrification  
Coalition

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Fleet Electrification Specialist

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**ASU Sustainable Cities Network**



# Electrification Coalition

## EV Adoption Programs Around the U.S.

### The EC National Presence

EC Staff Locations and Programs Around the U.S.



- Technical Lead: **Climate Mayors EV Purchasing Collaborative**
- Electrification Advisor: **Bloomberg American Climate Cities Challenge**
- Lead Electrification Partner: **Smart Columbus**
- Electrification Advisor: **City of Atlanta Partnership**
- Project Lead: **Drive Electric Northern Colorado**
- Project Lead: **Rochester EV Accelerator**

**NEW!**

State EV Policy Accelerator: **NC, NV, MI, PA, VA**

# The Climate Mayors EV Purchasing Collaborative

The Climate Mayors EV Purchasing Collaborative (the Collaborative) is a non-profit initiative designed to accelerate the electrification of public fleets across the country.

Through our website ([www.DriveEVfleets.org](http://www.DriveEVfleets.org)), procurement option and staff support, the Collaborative works to reduce the costs and barriers to electrifying fleets, making it easy for public fleets to go electric.

Partners:



Electrification  
Coalition



# Driving EV Fleet Transition

Reducing barriers to transition for ALL public fleets (non-profit orgs, school districts, counties, universities) -- not just Climate Mayors cities!

- Increasing procurement choice – including innovative leasing options
- Reducing administrative time
- Aggregating national demand to lower costs
- Helping with pre/post-deployment planning and training
- Offering cooperative purchasing/bundling for EV charging stations



# Staffing and Support Resources

- Electrification Coalition staff and expertise
- Analysis of current fleet
- Best practices and connections to leading cities/vendors
- Parity of vehicle offerings and technical support across the U.S.
- Cohort of public agencies
- Addition of more light duty models and new classes of medium and heavy duty vehicles





# The Climate Mayors EV Purchasing Collaborative Reach

## Commitments by 2022:

- **215** cities, counties, ports, universities, and transit agencies
- **3,680** light-duty electric vehicles and buses

## Progress so far:

- **1,757** EVs procured
- **729** chargers installed
- Continuing to add commitments daily and working on university inclusion.



Electrification  
Coalition

Sourcewell 



# Fleet and Procurement Tools

HOME

VEHICLES

PROCUREMENT

POLICY GUIDANCE

ABOUT

CONTACT US

COMPARE

Q

FLEET MANAGEMENT

Vehicles

Electric Vehicles

Charging Stations Solutions

Fleet Management

FAQs

Resources

Electric Vehicle/Pricing Questions?

National Auto Fleet Group  
fleet@nationalautofleetgroup.com  
855-289-6572

Leasing Questions?

Overview

A city's Fleet Manager is the primary actor in municipal fleet operations, ensuring safe and reliable transportation for city employees, residents, and visitors. The cost to taxpayers; repair, fueling and adoption of EV technology; existing operational services to its residents; adding EVs to the management practices; coordinate and coordinate sustainability/resilience.

Fleet Management Questions?

Electrification Coalition  
evfleets@electrificationcoalition.org  
800-267-7830

Charging 101

Charging

Current

EV Market

EV Sales

Analysis

Drive Electric

an EV Accelerator

The Electric

HOME

VEHICLES

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COMPARE VEHICLES

FORD FUSION ENERGY TITANIUM

\$32,709

36 MONTH LEASE

48 MONTH LEASE

60 MONTH LEASE

CLASS

YEAR

ELECTRIC RANGE

DRIVE

EXTERIOR COLOR

INTERIOR COLOR

\$736/Month

\$626/Month

\$544/Month

Sedan

2019

21-miles

FWD

Oxford White

Ebony

NISSAN LEAF

\$26,528

\$489/Month

\$423/Month

\$381/Month

Hatchback

2019

225-miles

FWD

Glacier White

Black

ADD CAR TO COMPARE

Sourcewell

Formerly NJPA

www.DriveEVfleets.org

# Light-Duty Vehicle and EVSE Options



**Chevy Bolt Cutoff  
date is August 20!**



2020 CHEVY BOLT

**\$33 785**

10 Hours at 220V 🏠 259-Miles 🚗



2020 KIA NIRO

**\$39 993**

9.5 Hours at 240V 🏠 239-Miles 🚗



2020 KIA NIRO PLUG-  
IN HYBRID

**\$29 135**

2.25 Hours at 240V 🏠 26-Miles 🚗



2020 BMW i3-CLICK HERE FOR  
PRICING ...



2020 FORD ESCAPE PLUG-IN  
HYBRID-CLI ...



2021 HONDA CLARITY PLUG-IN  
HYBRID-C ...



# Other Vehicle Offerings:

## Blue Bird Electric School Buses, Electric Street Sweepers



# Municipal EV Leasing

## Leasing Options through the Collaborative:

- National Cooperative Leasing
  - D&M Leasing
  - Enterprise
- 
- Defer payments for up to a year
  - Great option during budget tightening times



2019 Nissan LEAF



## Lease vs Buy Analysis

CLIMATE MAYORS  
Nissan Leaf

Acquisition Price \$26,528.00  
Federal Tax Credit \$7,500.00

Lease Term	24 Month	36 Month
Per month lease payment	\$599	\$489.08
Full lease cost (Payment multiplied by term)	\$14,377	\$17,606.88
Residual value %	30%	25%
Residual value buy-out price	\$7,958.40	\$6,632.00
Total Cost to own the vehicle	\$22,335.36	\$24,238.88
Cash Price of Vehicle	\$26,528.00	\$26,528.00
Lease vs Buy Savings	\$4,192.64	\$2,289.12

\*Maintenance, repairs, licensing/registration, and insurance costs are NOT included

\*\*Sales Tax will be charged on the monthly lease payment at the appropriate rate

[www.DriveEVfleets.org](http://www.DriveEVfleets.org)



# Case Studies

More coming every month!

Find them at:

[www.driveevfleets.org/media/](http://www.driveevfleets.org/media/)



# After this Presentation



1. Reach out to me about making a meaningful commitment to fleet electrification
2. Check out [DriveEVFleets.org](https://DriveEVFleets.org) to see vehicle/infrastructure options and resources
3. Talk to EC fleet experts about guidance and support you need



# Climate Mayors EV Purchasing Collaborative

Contact:

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*Thank You!*

website:

**[www.DriveEVFleets.org](http://www.DriveEVFleets.org)**



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