

# Commonwealth Alternative Fuel Vehicle Program

Office of Fleet Management Services

**Background**

- 1980 Vehicle in Use Fee
- 1988 in DCS Contribution Fee
- 1988 B&E Fee
- 1988 CNG AL Fuel



Virginia's Alternative Fuel Future

Propane

Natural Gas

Commonwealth Alternative Fuel PPEA

Timeline



# Commonwealth of Virginia

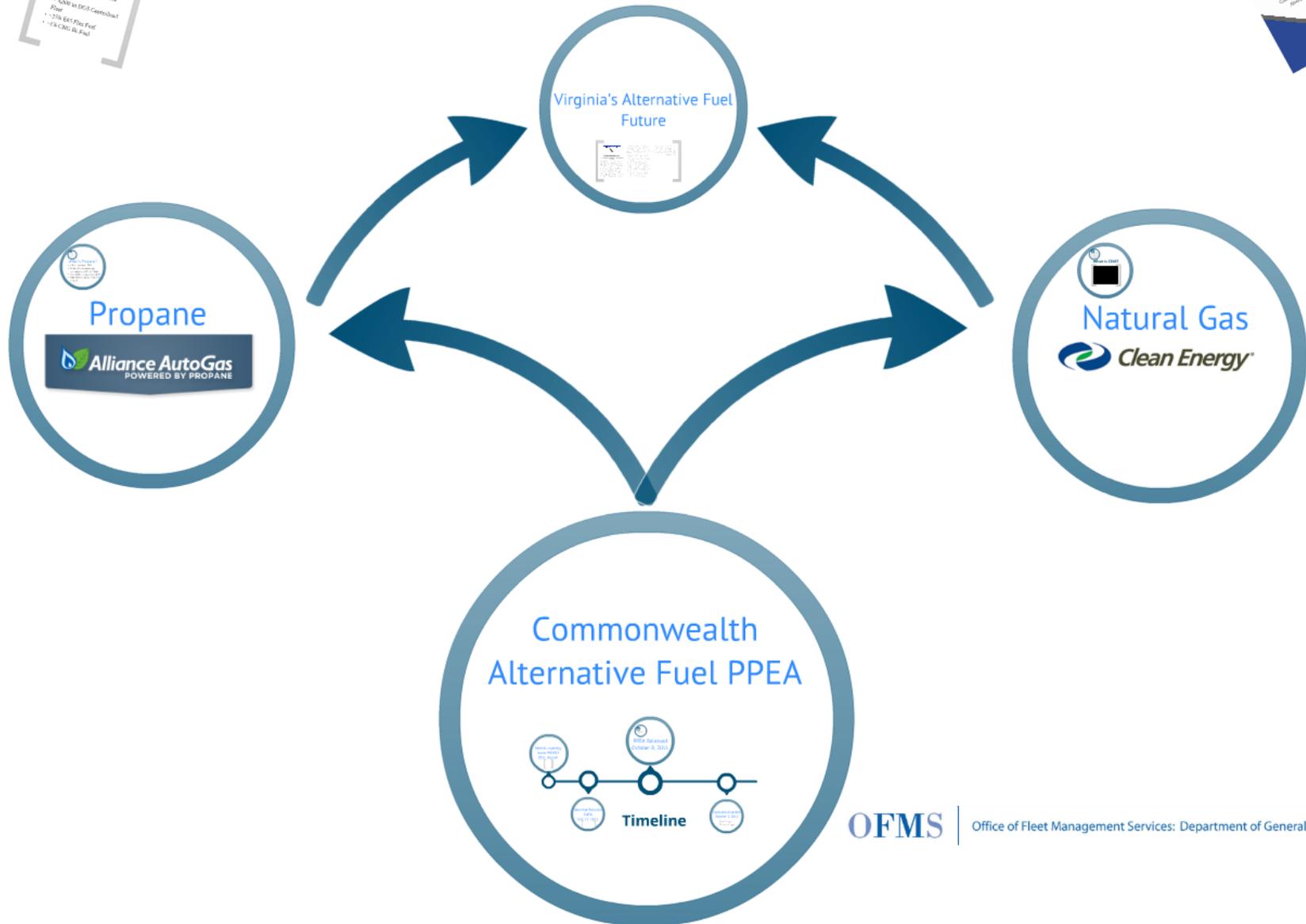
## Alternative Fuel Vehicle Program

**Presented By:**  
**Michael Bisogno, CAFM**  
**Office of Fleet Management Services**

**FORUM2012**  
GO FOR THE GOAL

# Commonwealth Alternative Fuel Vehicle Program

Office of Fleet Management Services

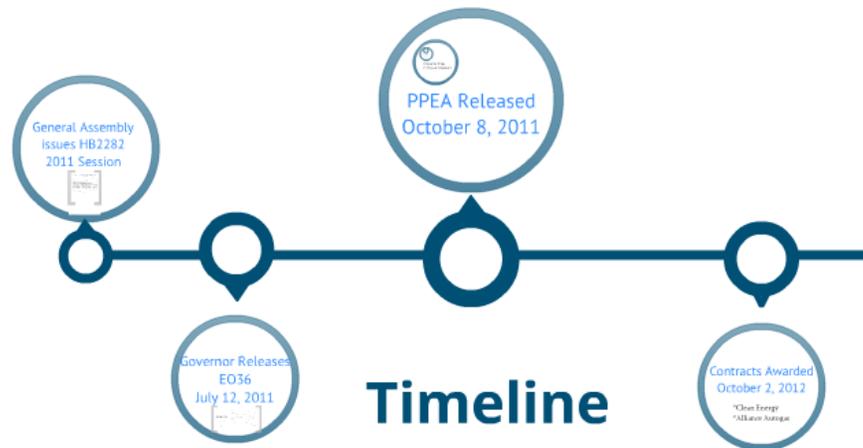


OFMS | Office of Fleet Management Services: Department of General Services

# Background

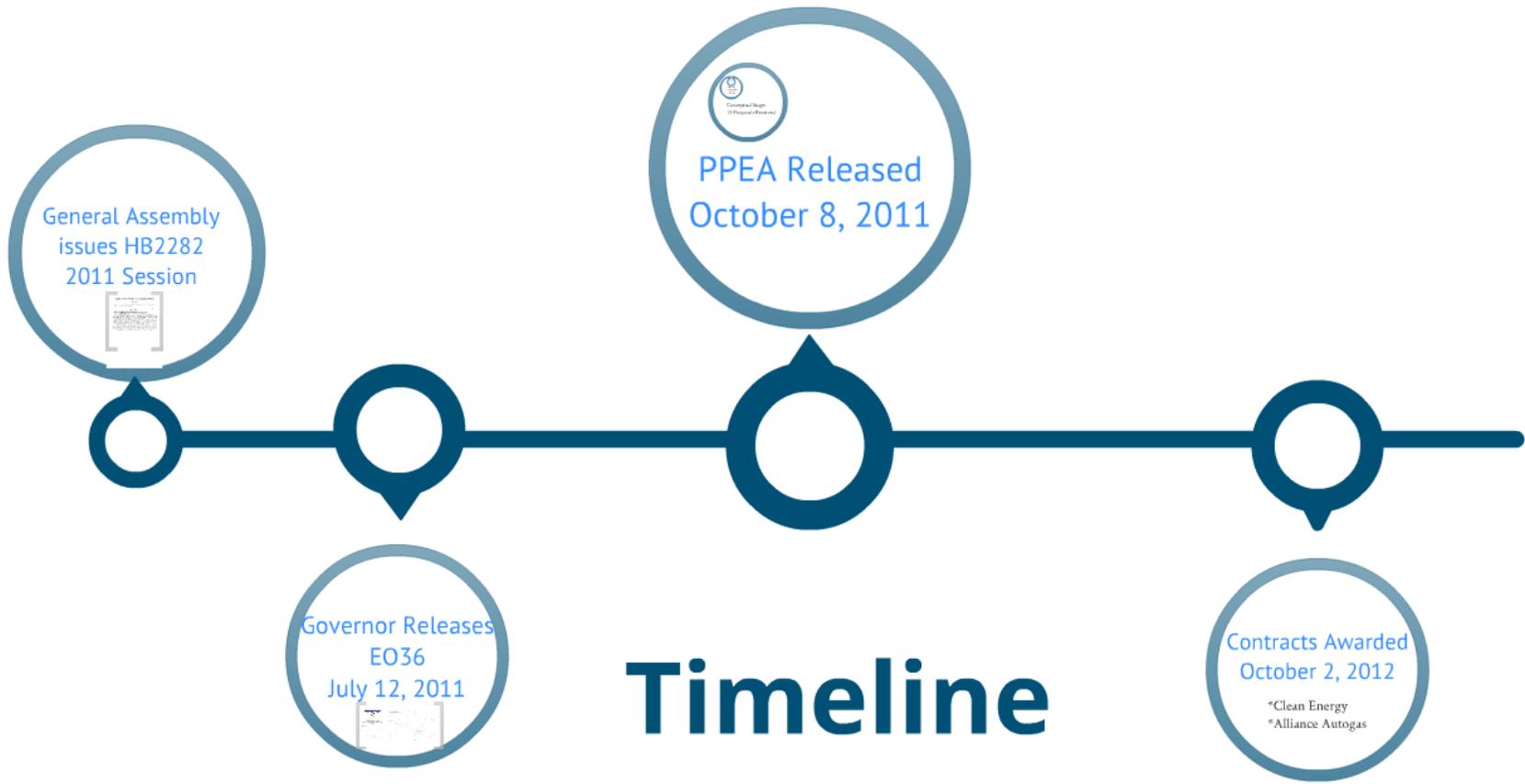
- ~15,000 Vehicles in State Fleet
- ~ 4,000 in DGS Centralized Fleet
- ~25% E85 Flex Fuel
- ~1% CNG Bi-Fuel

# Commonwealth Alternative Fuel PPEA



OFM

# ALTERNATIVE FUEL PPEA



## Timeline

# General Assembly issues HB2282 2011 Session



# VIRGINIA ACTS OF ASSEMBLY -- 2011 RECONVENED SESSION

## CHAPTER 813

*An Act to amend and reenact § 2.2-1176 of the Code of Virginia, relating to Department of General Services; centralized fleet; alternative fuels.*

[H 2282]

Approved April 6, 2011

**Be it enacted by the General Assembly of Virginia:**

**1. That § 2.2-1176 of the Code of Virginia is amended and reenacted as follows:**

§ 2.2-1176. Approval of purchase, lease, or contract rental of motor vehicle.

A. No motor vehicle shall be purchased, leased, or subject to a contract rental with public funds by the Commonwealth or by any officer or employee on behalf of the Commonwealth without the prior written approval of the Director. No lease or contract rental shall be approved by the Director except upon demonstration that the cost of such lease or contract rental plus operating costs of the vehicle shall be less than comparable costs for a vehicle owned by the Commonwealth.

Notwithstanding the ~~foregoing~~ provisions of this ~~section~~ subsection, the Virginia Department of Transportation shall be exempted from the approval of purchase, lease, or contract rental of motor vehicles used directly in carrying out its maintenance, operations, and construction programs.

B. *Notwithstanding other provisions of law, on or before January 1, 2012, the Director, in conjunction with the Secretary of Administration and the Secretary of Natural Resources, shall establish a plan providing for the replacement of state-owned or operated vehicles with vehicles that operate using natural gas, electricity, or other alternative fuels, to the greatest extent practicable, considering available infrastructure, the location and use of vehicles, capital and operating costs, and potential for fuel savings. The plan shall be submitted to the Governor for his review and approval. Once the plan is approved by the Governor, the Director shall implement the plan for the centralized fleet. All state agencies and institutions shall cooperate with the Director in developing and implementing the plan.*

# Governor Releases

## E036

### July 12, 2011



COMMONWEALTH OF VIRGINIA



OFFICE OF THE GOVERNOR

## Executive Order No. 36 (2011)

### Moving Toward Alternative Fuel Solutions for State-Owned Vehicles

#### Importance of the Issue

The Commonwealth of Virginia owns thousands of vehicles powered primarily by gasoline or diesel fuels blended from foreign oil. In addition to contributing to our nation's dependence on foreign sources of oil, they also release emissions into our environment.

Today, there are vehicles on the market, and others in design and testing for entry into the market in the near future, that can operate on fuels other than gasoline and diesel fuel. These alternative fuel vehicles can and should be used by the Commonwealth to reduce the Commonwealth's dependence on foreign oil and increase reliance on domestic fuel sources with reduced emissions.

Although alternative fuel vehicles, such as natural gas, propane, electric, biodiesel, and ethanol, are available and operating on our roads today, the available refueling infrastructure for these vehicles is limited. Without sufficient infrastructure to provide adequate refueling options to alternative fuel vehicle owners, our ability to make a meaningful difference in our consumption of foreign oil is similarly limited.

In order to support expansion of alternative fuel vehicle markets and to reduce Virginia's dependence on foreign oil, I proposed legislation to the 2011 session of the General Assembly that passed unanimously to require a plan for moving the state's vehicles to alternative fuels. The plan must be completed for my review and approval on or before January 1, 2012, must address alternative fuel infrastructure, and set out a path for reducing the Commonwealth's reliance on foreign oil.

An effective strategy for achieving the goals set by the plan should include participation by industry and businesses that are leading the research and innovation in alternative fuel technology, infrastructure, and vehicle manufacturing. A Commonwealth-wide alternative fuel solution will not only benefit state and local public entities but, if positioned properly, will also benefit citizens

and visitors to the Commonwealth that own alternative fuel vehicles and would like to use them as they travel throughout our beautiful state. We may also be able to partner in support of Virginia businesses that would like to make a similar transition to alternative fuel vehicles.

#### Plan for Moving Toward a Statewide Alternative Fuel Solution

In April 2011, I directed the Department of General Services (DGS) and the Department of Mines, Minerals, and Energy (DMME) to develop a survey document to collect data on state-owned vehicles, including information on the types, locations, uses and fueling habits of those vehicles. I asked that they work closely with the Virginia Municipal League (VML) and the Virginia Association of Counties (VaCO), to survey local governments to gather similar information concerning local government fleets across the Commonwealth. At my request, DGS and DMME also investigated fuel infrastructure availability around the Commonwealth, types and costs of alternative fuel vehicles available in the marketplace, the availability and cost efficiency of alternative fuels (natural gas, propane, electricity, biodiesel, ethanol, and hydrogen), and interest from private sector alternative fuel providers, infrastructure vendors, vehicle manufacturers, commercial fleet operators and other industry experts in investing in alternative fuels solutions.

#### Specific Directives

As a result of this investigation and analysis, in fulfillment of the obligation created by HB2282's amendment of Virginia Code § 2.2-1176 B, and by this Executive Order, I hereby direct release of a Public-Private Partnership solicitation, in accordance with the Public-Private Education Facilities and Infrastructure Act (PPEA) of 2002 (§§6.575.1), no later than July 22, 2011. At a minimum the PPEA solicitation should set out:

- the Commonwealth's interest in partnerships with and among alternative fuel source providers, infrastructure developers, vehicle manufacturers, and other industry leaders to expand alternative fuels refueling infrastructure, and provision of alternative fuel vehicles to support the Commonwealth's vehicle pools and fleets;
- the need for short- (within next 2 years), mid- (between 2 and 5 years), and long- term (5 to 10 years) alternative fuel solutions;
- that state-owned vehicles and other state resources may be available as part of a public-private partnership aimed at expansion of alternative fuel solutions;
- that private sector teams may provide any variety of project elements, including planned conversion or purchase of vehicles, addressing specific vehicle fleets and uses, at individual, several or all locations across the Commonwealth;
- that proposals must include a plan for maintenance of infrastructure equipment, fuel sources, and vehicles or means to guarantee proposed solutions will remain in operational state for at least the time period of the alternative fuel proposal;
- the need for training and certification opportunities for personnel working with alternative fuel technologies;
- a request for strategies that will be used to rollout proposed solutions to targeted fleets including an implementation timeline;
- that proposals should provide a plan for fueling for the life of the vehicles and if a bi-fuel system is proposed, a strategy should be included to compel use of cleaner, cheaper domestic fuels over imported fuels when financially viable;

- that local public entities and other fleets such as federal government and business fleets might be included in a partnership to enhance the effectiveness and benefits of any proposal;
- how citizens of the Commonwealth and visitors passing through the Commonwealth that operate alternative fuel vehicles might benefit from alternative fuel solutions proposal;
- the need to address the environmental advantages and disadvantages of the proposed solution;
- that each proposal must provide detailed operational and cost feasibility analysis of implementing the proposed partnership; and
- a description of the data gathered about current state and local vehicle inventories and uses, and available infrastructure, together with directions for accessing that data to support the development of proposals.

I am also directing the Department of General Services and the Department of Mines, Minerals, and Energy to brief my Secretary of Administration, Senior Advisor on Energy and the Secretary of Finance monthly on the progress of this initiative, beginning in August 2011 and to make a recommendation(s), pursuant to the PPEA process, no later than the end of May 2012, on the best available path ahead for moving state vehicles to alternative fuels and whether the goal should be accomplished through a formal PPEA agreement.

If it is determined that implementation of a proposed PPEA solution is practicable and financially viable, considering available infrastructure, the location and use of vehicles, capital and operating costs, and potential for fuel savings, negotiations towards a PPEA agreement(s) will commence with a target completion date of July 2012.

Finally, I direct all agencies, institutions and offices of the Commonwealth to cooperate in every way possible with this effort, contribute their ideas and lend their support and resources as we move forward with this ground breaking initiative.

This is an opportunity for the Commonwealth's public and private sectors, industry leaders and innovators to work collaboratively to move state government away from vehicles fueled by gasoline and diesel fuel and reduce our dependence on foreign oil. Virginia has an opportunity to lead the nation as the first state fully committed to making a substantial contribution to our nation's energy independence from foreign oil.

#### Effective Date of the Executive Order

This Executive Order shall become effective upon its signing and shall remain in full force and effect until January 31, 2014, unless amended or rescinded by further executive order.

Given under my hand and under the Seal of the Commonwealth of Virginia this 12<sup>th</sup> day of July, 2011.

/s/ Robert F. McDonnell, Governor

#### Attest:

/s/ Secretary of the Commonwealth

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# COMMONWEALTH OF VIRGINIA



## OFFICE OF THE GOVERNOR

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Today, there are vehicles on the market, and others in design and testing for entry into the market in the near future, that can operate on fuels other than gasoline and diesel fuel. These alternative fuel vehicles can and should be used by the Commonwealth to reduce the Commonwealth's dependence on foreign oil and increase reliance on domestic fuel sources with reduced emissions.

Although alternative fuel vehicles, such as natural gas, propane, electric, biodiesel, and ethanol, are available and operating on our roads today, the available refueling infrastructure for these vehicles is limited. Without sufficient infrastructure to provide adequate refueling options to alternative fuel vehicle owners, our ability to make a meaningful difference in our consumption of foreign oil is similarly limited.

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An effective strategy for achieving the goals set by the plan should include participation by industry and businesses that are leading the research and innovation in alternative fuel technology, infrastructure, and vehicle manufacturing. A Commonwealth-wide alternative fuel solution will not only benefit state and local public entities but, if positioned properly, will also benefit citizens

and visitors to the Commonwealth as they travel throughout our beautiful state to businesses that would like to make

##### Plan for Moving Toward a Statewide Alternative Fuel

In April 2011, I directed the Department of Minerals, and Energy (DMME) to investigate alternative fuel vehicles, including information on the availability of alternative fuels. I asked that they work closely with the Virginia Association of Counties (VaCO) and the Virginia Association of Local Governments concerning local government fleet vehicles. I also investigated fuel infrastructure for alternative fuel vehicles available in the Commonwealth, including alternative fuels (natural gas, propane) and private sector alternative fuel infrastructure for commercial fleet operators and other

##### Specific Directives

As a result of this investigation and the amendment of Virginia Code § 2-2-10, the Public-Private Partnership solicitation and Infrastructure Act (PPEA) of 2011, the PPEA solicitation should set out:

- the Commonwealth's interest in alternative fuel infrastructure developers, vehicle manufacturers, alternative fuels refueling infrastructure, and the Commonwealth's vehicle fleet;
- the need for short- (within five years) alternative fuel solutions;
- that state-owned vehicles should be converted to alternative fuel partnership aimed at expanding the Commonwealth's alternative fuel infrastructure;
- that private sector teams may be formed for the conversion or purchase of alternative fuel infrastructure at several or all locations across the Commonwealth;
- that proposals must include a timeline for the conversion of vehicles and means to guarantee the minimum, at least the time period of the alternative fuel infrastructure;
- the need for training and certification of personnel in alternative technologies;
- a request for strategies that address the needs of the Commonwealth, including an implementation plan;
- that proposals should provide for the conversion of the state fleet system is proposed, a strategy for the conversion of alternative fuels over imported fuels w

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and visitors to the Commonwealth that own alternative fuel vehicles and would like to use them as they travel throughout our beautiful state. We may also be able to partner in support of Virginia businesses that would like to make a similar transition to alternative fuel vehicles.

**Plan for Moving Toward a Statewide Alternative Fuel Solution**

In April 2011, I directed the Department of General Services (DGS) and the Department of Mines, Minerals, and Energy (DMME) to develop a survey document to collect data on state-owned vehicles, including information on the types, locations, uses and fueling habits of those vehicles. I asked that they work closely with the Virginia Municipal League (VML) and the Virginia Association of Counties (VaCO), to survey local governments to gather similar information concerning local government fleets across the Commonwealth. At my request, DGS and DMME also investigated fuel infrastructure availability around the Commonwealth, types and costs of alternative fuels (natural gas, propane, electricity, biodiesel, ethanol, and hydrogen), and interest from private sector alternative fuel providers, infrastructure vendors, vehicle manufacturers, commercial fleet operators and other industry experts in investing in alternative fuels solutions.

**Specific Directives**

As a result of this investigation and analysis, in fulfillment of the obligation created by HB2282's amendment of Virginia Code § 2.2-1176 B, and by this Executive Order, I hereby direct release of a Public-Private Partnership solicitation, in accordance with the Public-Private Education Facilities and Infrastructure Act (PPEA) of 2002 (§56.575.1), no later than July 22, 2011. At a minimum the PPEA solicitation should set out:

- the Commonwealth's interest in partnerships with and among alternative fuel source providers, infrastructure developers, vehicle manufacturers, and other industry leaders to expand alternative fuels refueling infrastructure, and provision of alternative fuel vehicles to support the Commonwealth's vehicle pools and fleets;
- the need for short- (within next 2 years), mid- (between 2 and 5 years), and long- term (5 to 10 years) alternative fuel solutions;
- that state-owned vehicles and other state resources may be available as part of a public-private partnership aimed at expansion of alternative fuel solutions;
- that private sector teams may provide any variety of project elements, including planned conversion or purchase of vehicles, addressing specific vehicle fleets and uses, at individual, several or all locations across the Commonwealth;
- that proposals must include a plan for maintenance of infrastructure equipment, fuel sources, and vehicles or means to guarantee proposed solutions will remain in operational state for at least the time period of the alternative fuel proposal;
- the need for training and certification opportunities for personnel working with alternative fuel technologies;
- a request for strategies that will be used to rollout proposed solutions to targeted fleets including an implementation timeline;
- that proposals should provide a plan for fueling for the life of the vehicles and if a bi-fuel system is proposed, a strategy should be included to compel use of cleaner, cheaper domestic fuels over imported fuels when financially viable;

- that local public entities and other entities should be included in a partnership to operate alternative fuel vehicles
- how citizens of the Commonwealth can be encouraged to operate alternative fuel vehicles
- the need to address the environmental impacts of alternative fuel vehicles
- that each proposal must provide a detailed plan for implementing the proposed partnership
- a description of the data gathered and available infrastructure, together with a description of development of proposals.

I am also directing the Department of Energy to brief my Secretary of Administration and Finance monthly on the progress of the recommendation(s), pursuant to the PPEA, and the available path ahead for moving state-owned vehicles accomplished through a formal PPEA.

If it is determined that implementation is not financially viable, considering available infrastructure, costs, and potential for fuel savings, the implementation with a target completion date of July 2011.

Finally, I direct all agencies, institutions, and organizations to do, in any way possible with this effort, contribute to this effort forward with this ground breaking initiative.

This is an opportunity for the Commonwealth to encourage innovators to work collaboratively to develop alternative fuel and diesel fuel and reduce our dependence on foreign oil as the first state fully committed to energy independence from foreign oil.

**Effective Date of the Executive Order**

This Executive Order shall become effective on January 31, 2011, and shall remain in effect until January 31, 2014, unless a later date is specified.

Given under my hand and under the Seal of the Commonwealth of Virginia, this 22nd day of July, 2011.

**Attest:**

/s/ Secretary of the Commonwealth

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Conceptual Stage:  
15 Proposals Received

# PPEA Released October 8, 2011



Contracts were negotiated with both vendors

Same Commercial Contract a Proposed and Natural Gas Solution

Detailed Stage:

2 Proposals Selected

- Clean Energy
- Alliance Autogas

Conceptual Stage:  
15 Proposals Received



**Contracts were  
negotiated with both  
vendors**

Gave Commonwealth both a Propane and  
Natural Gas Solution

Detailed Stage:

2 Proposals Selected

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# **Contracts were negotiated with both vendors**

Gave Commonwealth both a Propane and  
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# Contracts Awarded October 2, 2012

\*Clean Energy

\*Alliance Autogas



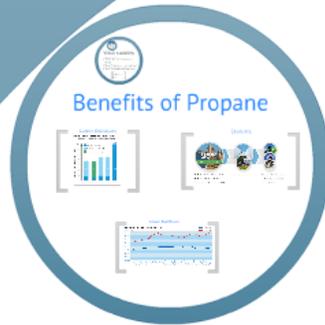
#### What is Propane?

- A.K.A - Autogas / LPG
- Produced from natural gas processing or crude oil refining
- Stored under pressure as a liquid
- Liquid turns to gas as pressure is released.

# Propane



**Alliance AutoGas**  
POWERED BY PROPANE



# What is Propane?

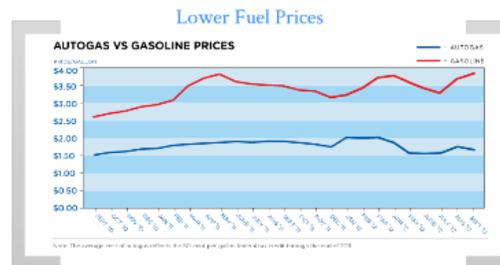
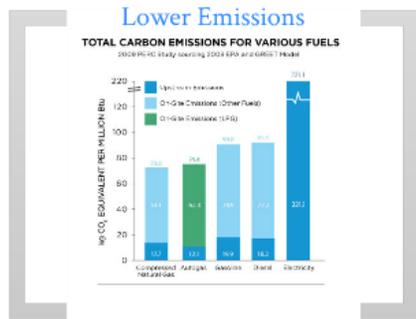
- A.K.A - Autogas / LPG
- Produced from natural gas processing or crude oil refining
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**Vehicle Availability**

- PRINS Bi-Fuel Conversion - \$5,200
- Roush F-250 Starting @ \$10,350
- Roush E-150/250/350 \$10,950

[www.officialpropane.com/](http://www.officialpropane.com/)

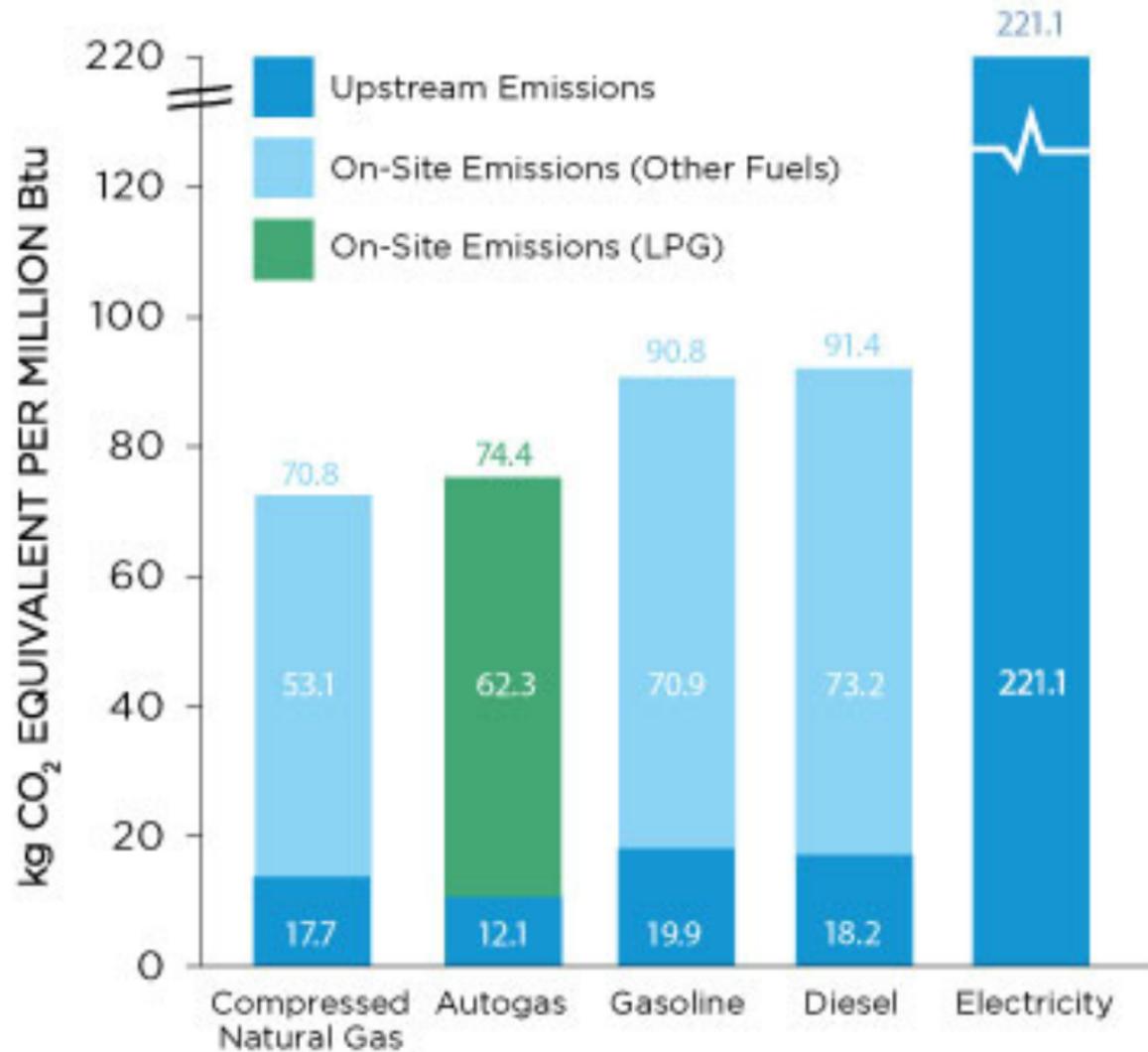
# Benefits of Propane



# Lower Emissions

## TOTAL CARBON EMISSIONS FOR VARIOUS FUELS

2009 PERC Study sourcing 2009 EPA and GREET Model



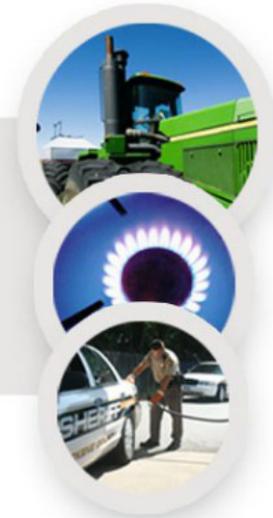
# Domestic



- 68%** US Natural Gas Processing
- 30%** US Petroleum Refineries
- 2%** Canadian and Other Imports



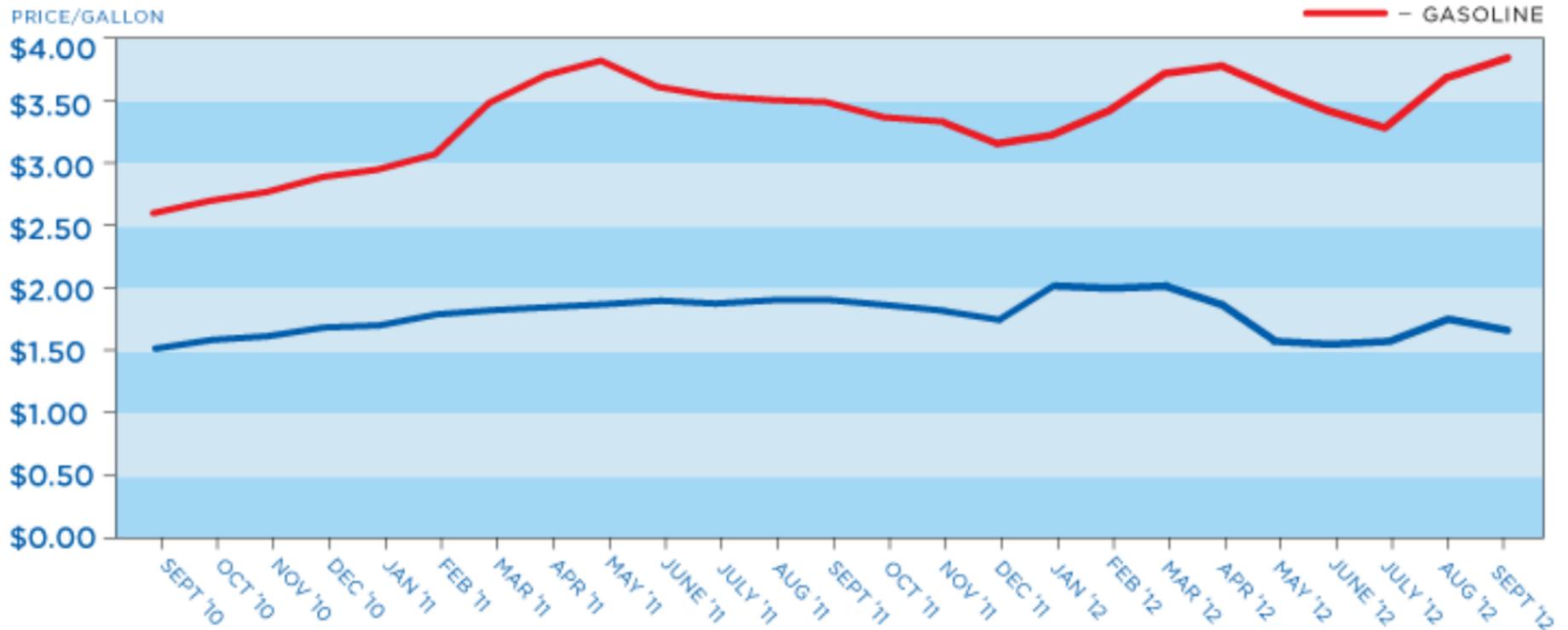
Storage & Transport



Residential & Commercial  
Industrial & Agricultural  
Autogas Fleets

# Lower Fuel Prices

## AUTOGAS VS GASOLINE PRICES



Note: The average cost of autogas reflects the 50-cent-per-gallon federal tax credit through the end of 2011.



Fuel Pricing

- Avg. Apex, NC Terminal Price
- \$0.14 Transportation Cost
- \$0.38 Contractor Fee
- Adjusted Weekly
- State-wide Price

# Vehicle Availability

- PRINS Bi-Fuel Conversion - \$5,200
- Roush F-250 Starting @ \$10,350
- Roush E-150/250/350 \$10,950

[www.allianceautogas.com/certifications](http://www.allianceautogas.com/certifications)

#### Fueling Locations

1. Blossman Propane Gas/Weyers Cave, VA
2. Blossman Propane Gas/Powhatan, VA
3. Blossman Propane Gas/Bedford, VA
4. Blossman Propane Gas, Berryville, VA
5. Blossman Propane Gas, Gordonsville, VA
6. Tidewater Imports/Virginia Beach, VA
7. Phillips Energy/Glooucester, VA
8. DGS OFMS / Richmond, VA

#### Fuel Infrastructure

Contractor to provide fueling infrastructure at no cost with commitment of 20 vehicles

## Fuel Pricing

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7. Phillips Energy/Gloucester, VA
8. DGS OFMS / Richmond, VA

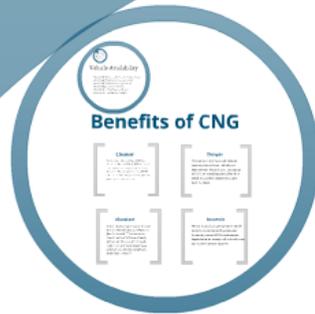
# Fuel Infrastructure

Contractor to provide fueling infrastructure at no cost with commitment of 20 vehicles



# Natural Gas





# What is CNG?





You Tube



## Vehicle Availability

- 2013 Ford Transit Connect - Starting @ \$9,500
- 2013 Ford E250/350 - Starting @ \$9,600
- 2013 Ford F250/350 Starting @ \$9,500
- 2013 Dodge Caravan - \$13,500
- 2009-2011 Chevy Impala - \$11,500
- See contract for additional models

# Benefits of CNG

## Cleaner

Compressed Natural Gas (CNG) and Liquefied Natural Gas (LNG) are two of the cleanest burning alternative fuels available. Natural gas vehicles (NGVs) emit up to 30% less greenhouse gas than gasoline or diesel vehicles.

## Cheaper

The use of natural gas fuel reduces costs significantly for vehicle and fleet owners. Natural gas averages up to \$1.50 or more less per gallon than diesel or gasoline (depending upon local markets).

## Abundant

North America has at least a 120-year supply of natural gas, according to a June 2008 study. There are more than 13 million NGVs worldwide, with about 112,000 on U.S. roads today. 25% of all new transit buses currently on order nationwide are natural gas-powered.

## Domestic

98% of natural gas consumed in North America is domestically-produced. Increasing use of NGVs reduces our dependence on foreign oil and enhances our nation's energy security

# Cleaner

Compressed Natural Gas (CNG) and Liquefied Natural Gas (LNG) are two of the cleanest burning alternative fuels available. Natural gas vehicles (NGVs) emit up to 30% less greenhouse gas than gasoline or diesel vehicles.

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The use of natural gas fuel reduces costs significantly for vehicle and fleet owners. Natural gas averages up to \$1.50 or more less per gallon than diesel or gasoline (depending upon local markets).

# Domestic

98% of natural gas consumed in North America is domestically-produced. Increasing use of NGVs reduces our dependence on foreign oil and enhances our nation's energy security



### Fuel Pricing

- NG Index Price - As Charged by Area Utility
- Compression Fee - \$1.10

# Vehicle Availability

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Fueling Locations

• Maury St. Richmond, VA

# Fuel Pricing

- NG Index Price - As Charged by Area Utility
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# Fueling Locations

- Maury St. Richmond, VA

# Virginia's Alternative Fuel Future



COMMONWEALTH OF VIRGINIA



OFFICE OF THE GOVERNOR

## Executive Directive No. 5 (2012)

### Assessment of State Agency Fleets for Transition to Alternative Fuel Vehicles

On July 12, 2011, I signed Executive Order 36 directing the Department of General Services and the Department of Mines, Minerals and Energy to issue a Public-Private Partnership solicitation, pursuant to the Public-Private Education Facilities and Infrastructure Act (PPEA), to obtain proposals for transitioning the Commonwealth's vehicles from gasoline to alternative fuels, as directed by legislation passed by the General Assembly. As a result of that solicitation, the Commonwealth has entered into contracts with Clean Energy and Blossman Gas to provide compressed natural gas (CNG) and liquid propane gas (LPG) fuel, refueling infrastructure, vehicle conversions, maintenance and training. In addition, we have partnered with 21 other states in a Request for Proposals issued by the National Association of State Procurement Officers that seeks favorable prices on new natural gas vehicles from vehicle dealers.

As the chief executive officer for the Commonwealth of Virginia, I hereby issue this Executive Directive to the Executive Branch Cabinet members, agency heads, managers, supervisors, and employees in order to implement a plan for using the contracts to accomplish our goal of transitioning the Commonwealth's vehicles from gasoline to CNG and LPG.

The contracts with Clean Energy and Blossman Gas give the Commonwealth the flexibility to react to changes in the alternative fuel market, whether in gasoline prices or vehicle model availability. They provide a no-cost option for alternative fuel infrastructure (CNG and LPG), state-wide pricing for CNG and LPG, vehicle conversion pricing for identified available vehicles and the ability to lock-in pricing for future motor vehicles. These solutions are available to all Commonwealth public bodies and local governments, and access to alternative fueling sites will be open to all citizens. It is the goal of this program to substantially replace as many state-owned conventional gasoline and diesel powered vehicles as soon as practicable and financially viable with an alternative fuel option. In determining which vehicles should be replaced or up-fitted for alternative fuel use, consideration must be given to the location and use of vehicles, capital and operating costs, and the potential for fuel cost avoidance and emission savings. These factors are agency specific. Therefore,

each of the Commonwealth's state agencies must develop and implement its own plan for using these contracts to convert or replace their vehicles with alternative fuel vehicles.

There are a number of criteria that must be analyzed to evaluate an agency's vehicles for conversion to alternative fuel. Currently, only certain vehicle models are available for conversion, either new or aftermarket. Agencies must evaluate the vehicle options to ensure they meet their operational requirements. Agencies must evaluate whether there is adequate fueling infrastructure nearby, whether the vehicle can be regularly operated within the driving range of that infrastructure, and whether the cargo capacity is adequate for the mission of vehicle. The alternative fuel vehicle market is quickly evolving and over the next few years the types of available vehicles is expected to increase steadily. To ensure the Commonwealth is ready to utilize as many alternative fueled vehicles as possible and to be prepared for any market changes, an annual review of agency implementation plans will be required.

Accordingly, I direct that:

1. Every state agency conduct an in-depth survey of their current fleet, including the model year, make, model, mileage, and useful life remaining (in years) of each of their vehicles, where each of their vehicles are located and used, how they are used, how many miles the vehicle drives per month, and where each vehicle currently refuels.
2. Each state agency use the information gathered in their survey to identify those vehicles they can convert with vehicles or conversions available on the market today, and propose a conversion or replacement plan for their vehicles. Our contract vendors are available to assist with the analysis necessary to develop the plan.

Agency plans should be submitted to the Department of General Services Office of Fleet Management Services (DGS OFMS) by December 1, 2012. Each plan should include an explanation concerning any vehicles not proposed for conversion or replacement.

3. The Department of General Services and the Department of Mines, Minerals and Energy are directed to use the agency conversion/replacement plans to identify locations within the Commonwealth with the highest concentration of state-owned vehicles proposed by state agencies to be converted/replaced. The Department of General Services and the Department of Mines, Minerals and Energy will use that information to identify the most immediate opportunities for building alternative fuel infrastructure and to identify opportunities for partnerships with local governments to support infrastructure development.
4. The Department of General Services and the Department of Mines, Minerals and Energy work with Clean Energy and Blossman Gas to identify localities, transit authorities and commercial fleets interested in converting portions of their fleet in areas with medium-low concentration of state vehicles to be converted/replaced to identify additional potential opportunities for building alternative fuel infrastructure.
5. Agencies review their plans for transitioning to reliance on alternative fuels annually, in light of current gasoline prices, and available vehicle models and conversion kits, and submit an updated plan as part of their annual vehicle status report to DGS OFMS. DGS OFMS will provide instructions for reporting the required information in their annual request for vehicle data, including specific reasons agencies may choose not to use a particular alternative fuel vehicle. A
6. The Department of General Services and the Department of Mines, Minerals and Energy

conduct an annual evaluation of updated vehicle conversion/replacement plans and local/commercial interest in conversions to identify additional areas where opportunities for building infrastructure should be explored.

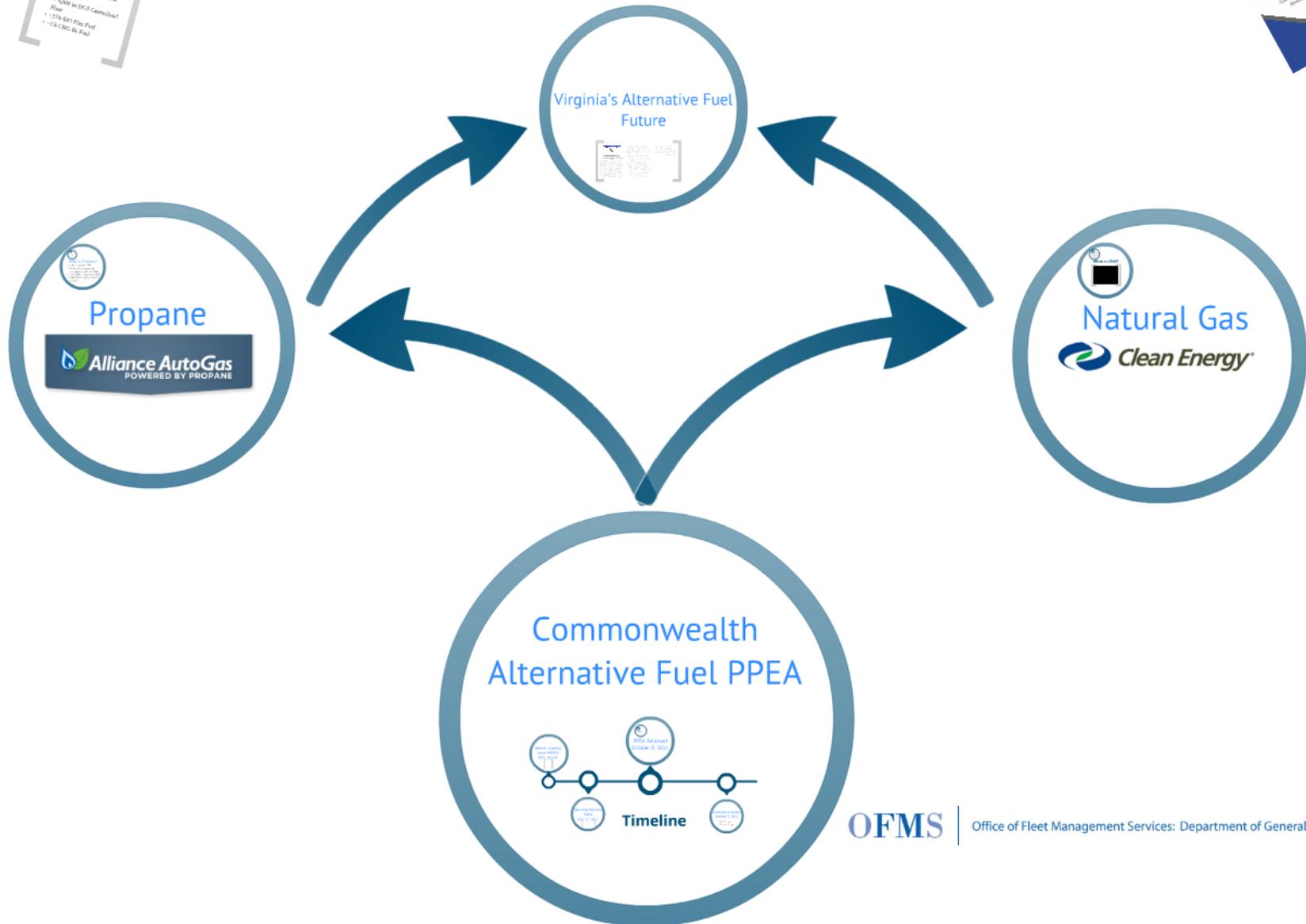
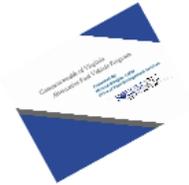
7. The Department of General Services and the Department of Mines, Minerals and Energy vigorously pursue funding opportunities that can be managed using the Alternative Fuel Vehicle Conversion Fund established in Code of Virginia section 2.2-1176.1

The Department of General Services, the Office of Fleet Management Services report the progress of the Alternative Fuel Vehicle Program outlining the numbers, types, locations and use of vehicles transitioned to natural gas or propane, new infrastructure available to the Commonwealth, localities and the public, any updates or revisions to agency vehicle conversion plans, and any other successes or challenges in the implementation of this program in its Annual State of the Fleet Report.

/s/ Robert F. McDonnell, Governor

# Commonwealth Alternative Fuel Vehicle Program

Office of Fleet Management Services



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