



**Session #9: Funding and Creative Financing
for Alternative Fuel Vehicles**

October 12, 2021



Sessions through December 09, 2021



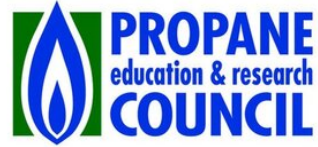
Sessions September 09, 2021 – October 19, 2021

<https://www.sustainablefleetexpo.com/>

SFT Conference Series Upcoming Sessions

- **10/12: Funding Sources and Creative Financing for Sustainable Fleet Deployment**
- **10/14: Hydrogen as a Transportation Solution**
- **10/19: Future Proofing Electric Vehicle Charging Infrastructure**
- **10/21: Best Practices of the Top Green Fleet Winners 2021**
- **11/04: Product Feature--Sustainability Starts Here: XL Fleet Electrified Drivetrains**
- **11/09: Electric Vehicle Use Case Deployment Examples**
- **12/02: EPA SmartWay Technologies and Success Stories**
- **12/09: Green Garage Winners Announcement 2021**

2021 SFT Conference Series Sponsors



Format

- Q&A at the end
- Submit questions and comments to “Panelists”
- Scheduled for 2:00p-3:30p
- Handout
- Recording



<https://awards.nafa.org/>

Accepting applications through October 29th.



Funding and Creative Financing for Alternative Fuel Vehicles October 12, 2021

2:00-2:07 **Rick Sapienza NCCETC**--Introduction & Welcome

2:07-2:20 **Joe Annotti, GNA**—Incentives Landscape State and Federal

2:20-2:33 **Nick Nigro, Atlas Public Policy**—VW Settlement Summary and Work on the Hill

2:33-2:40 **Mike Domin, Sourcewell**—Your Government Source for Cooperative Contracts

2:40-2:53 **Bob Crowe, Doering Fleet Leasing** —Understanding Leasing and Leasing Options

2:53-3:06 **Kate Lam, Ideanomics**—Innovative EV Financing Solutions

3:06-3:30 Q&A





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NC Clean Energy Technology Center
Clean Transportation Program
www.cleantransportation.org

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twitter.com/nccleantech





Joe Annotti

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310.525.0469

- Vice President of Programs with Gladstein, Neandross & Associates
- Oversees a diverse team of program management, policy, and incentive specialists who drive innovative projects forward across the clean transportation industry
- 360 Funding Program, offers a comprehensive suite of grant tracking, writing, and management services to our clients
- Previous experience in energy and transportation with the US EPA



Let's work together to **drive a more sustainable future.**



Looking Ahead at Our Incentives Landscape



An Introduction to Gladstein, Neandross & Associates



CLEAN TRANSPORTATION & ENERGY CONSULTANTS

- **North America's Leading Clean Transportation Consulting Firm**
- **Established in 1993**
- **HQ in Santa Monica, CA**
 - AZ, LA, NC, NY, OR, and TX
- **Diverse Staff of 70+**
 - Financial Incentives
 - Market Analysis & Strategy
 - Technical Services
 - Regulatory Compliance
 - Public Affairs & Government Relations
 - Creative Services: Marketing, Communications & Experiential



What We Do

GNA works with clients to build the market for advanced transportation technologies and clean fuels.

Here's a snapshot of our consulting services:

Market Analysis & Development

Assess the market landscape for clean transportation and energy products and services.

Funding & Incentives

Maximize the financial benefits of advanced vehicles and clean fuels.

Clean Fleet Strategy & Execution

Achieve economic and environmental sustainability goals for public and private fleets.

Policy & Regulatory Support

Navigate regulatory and legislative initiatives that impact the commercial transportation sector.

Sustainability Planning & Programs

Establish a comprehensive sustainability strategy to future-proof your operations.

Creative & Events

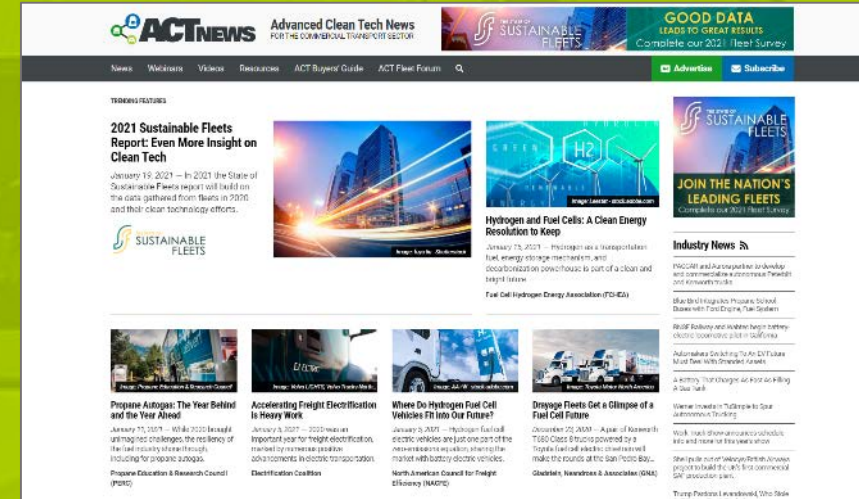
Build brand awareness, influence key decisionmakers, and increase your market share.



Advanced Clean Transportation Expo:

GNA produces the largest advanced transportation and clean fleet event, hosted at the Long Beach Convention Center:

- 5,000+ registered attendees
- 1000+ commercial fleet operators
- 250+ sponsors & exhibitors
- 10+ co-located events



Advanced Clean Transportation News:

GNA publishes a digital media publication that covers the trends and technologies driving the future of the transportation sector:

- 35,000+ subscribers
- 60% public and private fleet operators
- 20+ content partners
- 1st clean tech industry buyers' guide



SAN PEDRO BAY PORTS
CLEAN AIR ACTION PLAN

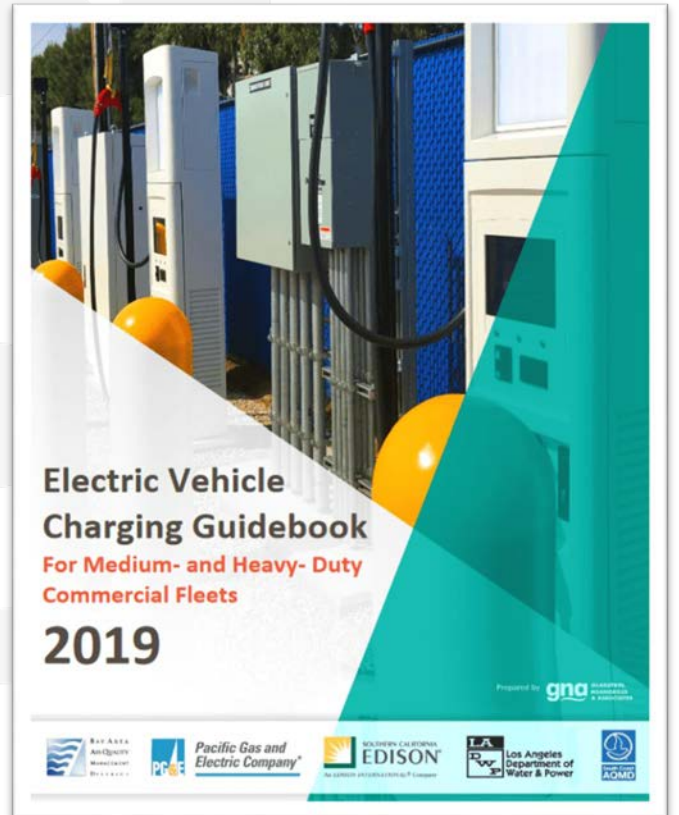
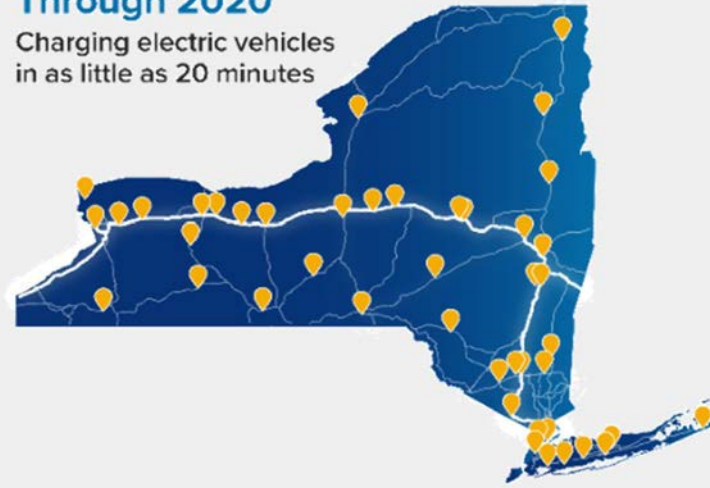
DRAFT 2018 FEASIBILITY ASSESSMENT
for DRAYAGE TRUCKS

DECEMBER 2018

Comments may be emailed to caap@cleanairactionplan.org by January 23, 2019

**EVolve NY Fast Charger Expansion
Through 2020**

Charging electric vehicles
in as little as 20 minutes



**Electric Vehicle
Charging Guidebook**
For Medium- and Heavy-Duty
Commercial Fleets
2019

Prepared by **gna** CONSULTANTS & ENGINEERS



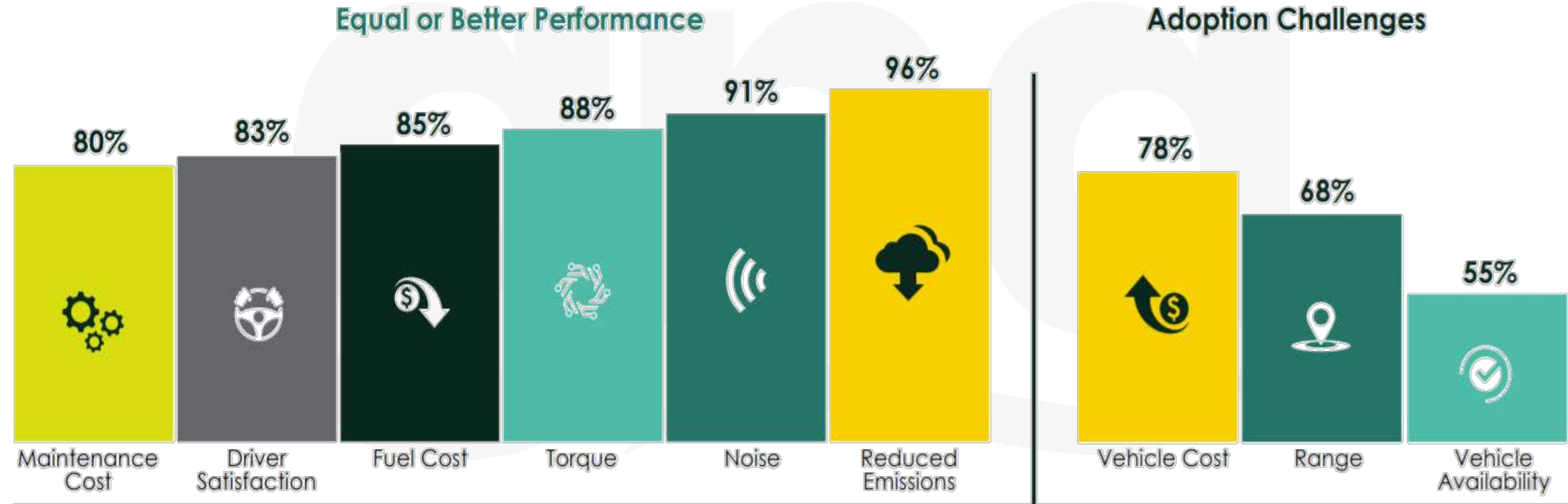
EV Fleet Project Development & Deployment Guidebooks

Impactful Resource for Market Trends

- Publicly available annual report
 - <https://www.stateofsustainablefleet.com/>
- Sponsorship provided by:
 - Daimler Trucks North America,
 - Penske Transportation Solutions,
 - Shell Oil Company,
 - DTE Energy,
 - Geotab,
 - Cummins, Inc.



What Fleets are Saying about BEVs



Source: Percent of surveyed early adopter fleets that have either piloted or purchased BEVs who cite a criteria as either equal/better or a challenge from the State of Sustainable Fleets 2021 survey.



Incentives Landscape

Grant Writing Support

Support your fleet customers in submitting winning grant funding applications.

Fleets are not experts at government grants and tend to get frustrated with the process. They want as much done for them as possible and just want the savings passed on without having to interface with the agency. GNA can provide grant writing and grant reporting assistance for Greenlots and its fleet customers.

550+

Grant Applications Submitted

90%+

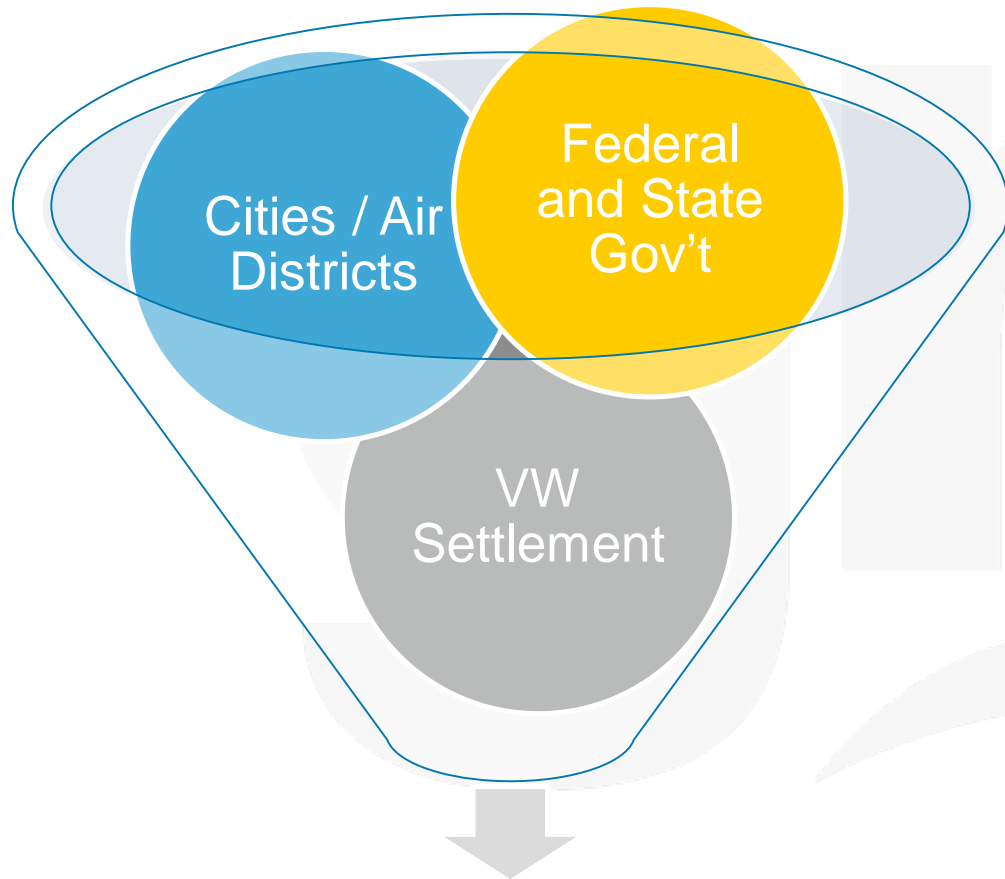
Application Success Rate

\$850+

Million in Secured Funding for Clients



Major Funding Opportunities

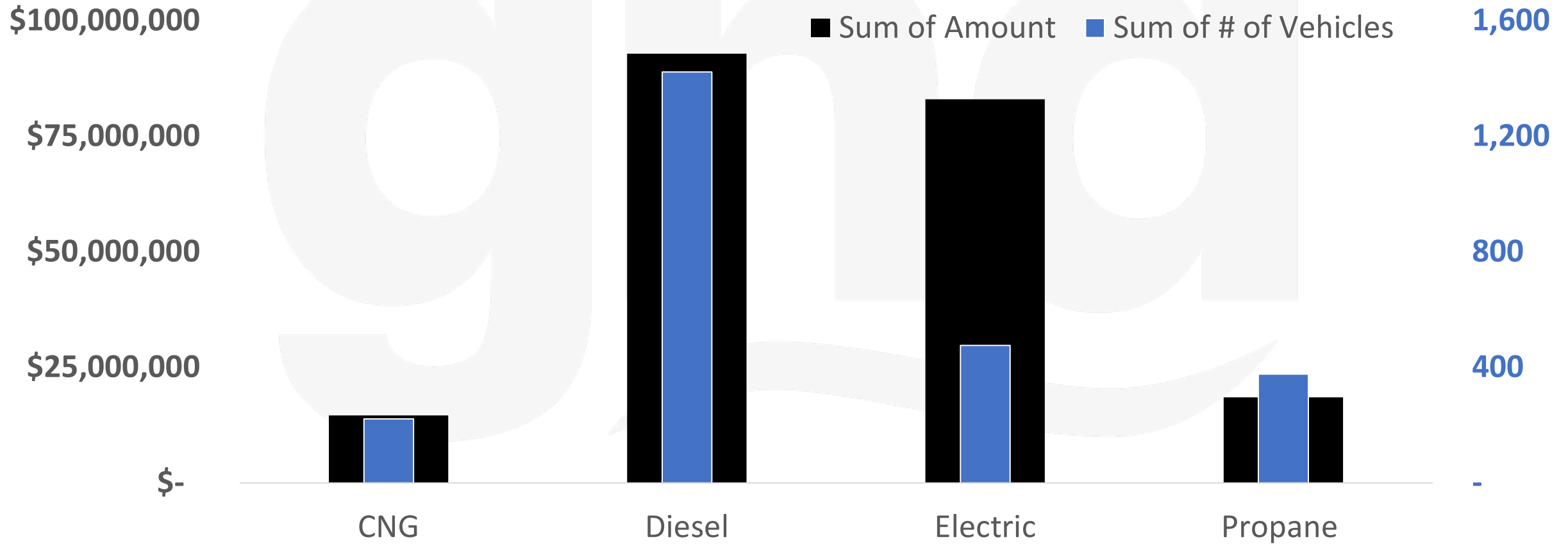


~ \$3 billion per year

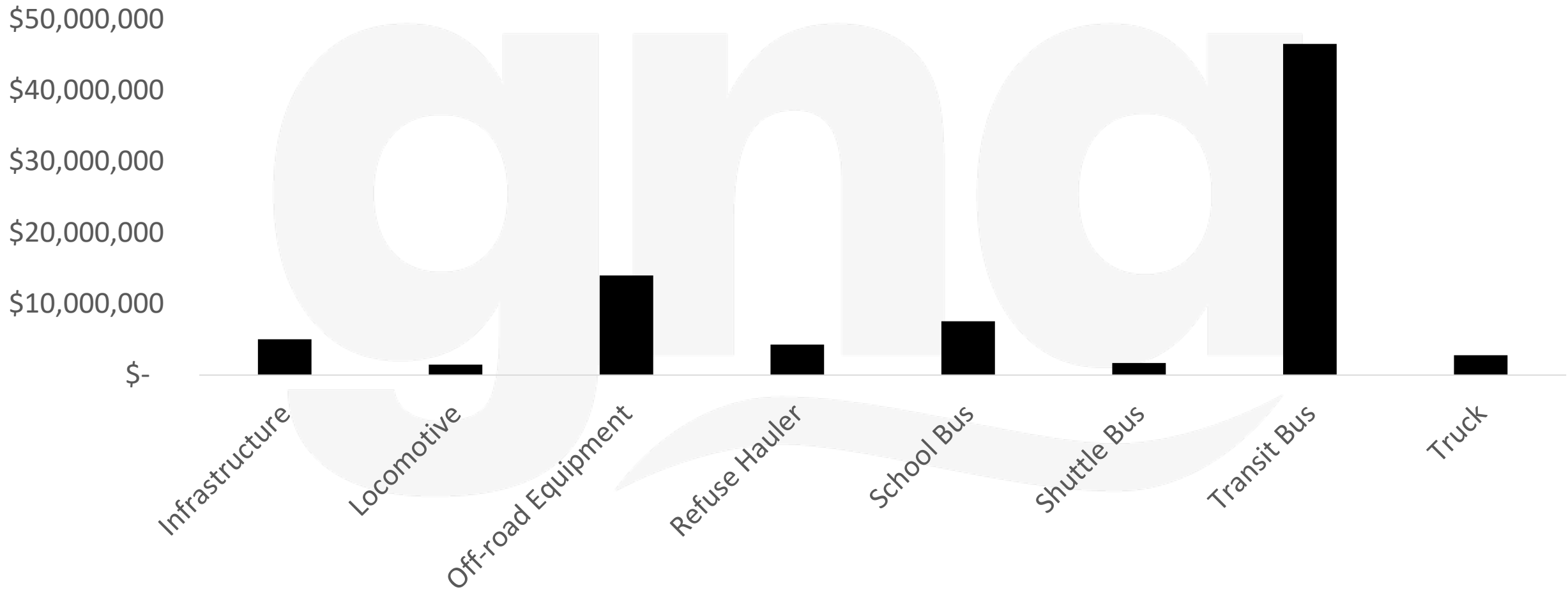
GNA helps clients track, evaluate, and apply for 500+ US and Canadian funding programs for clean commercial vehicles

FUNDING
360

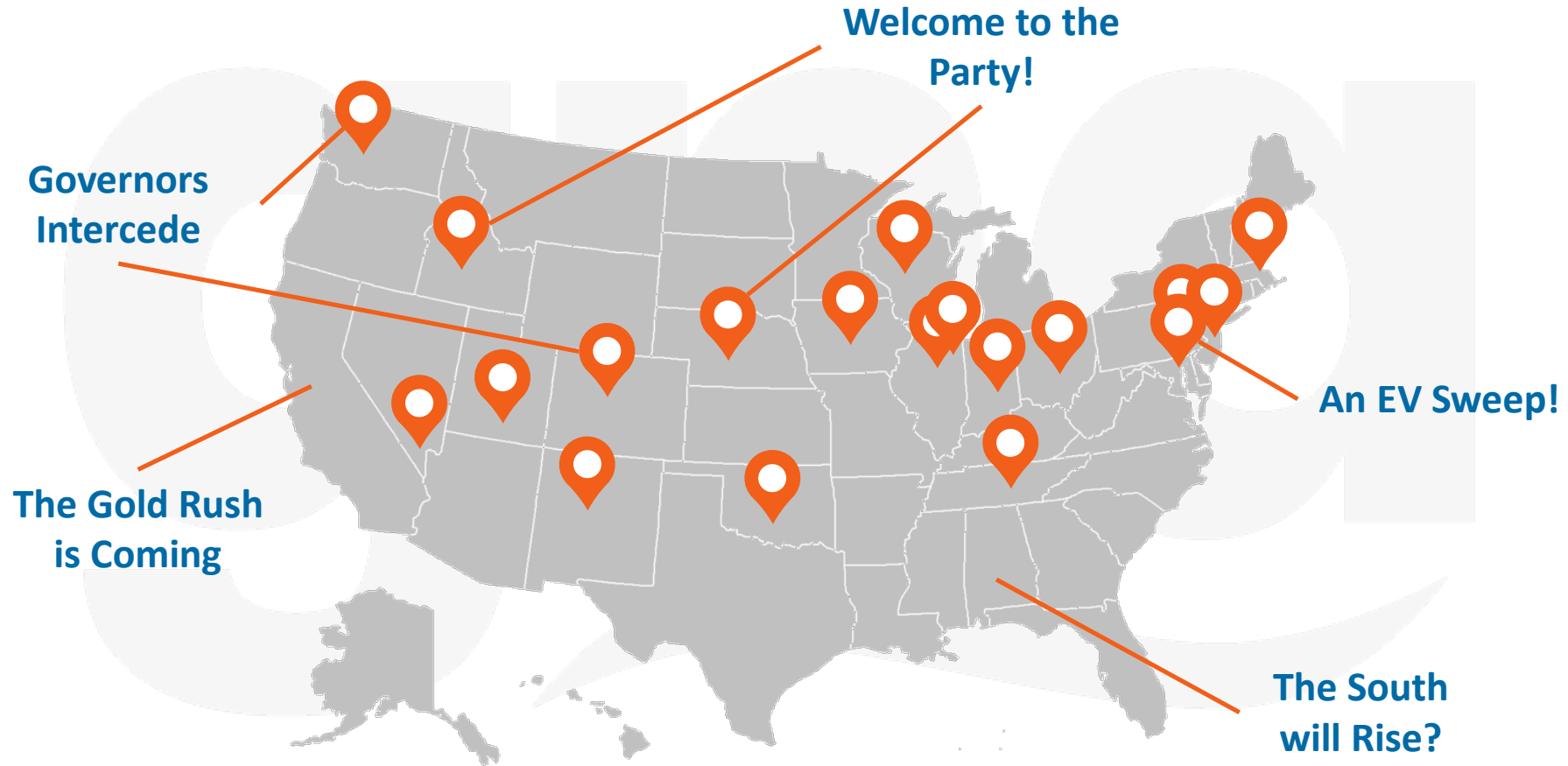
VW Awards thus far...



ZEVs in the VW Winner's Circle



ZEVs in the VW Winner's Circle



Other Key Opportunities

Colorado

- ALT Fuels Colorado recently shifted to only ZEV and RNG
- Beyond VW, substantial focus on ZEV infrastructure

Federal

- DOE VTO Program and EPA Targeted Air Shed emerge as frontrunners for innovative ZEV projects

Northeast Corridor

- NJ and NY have funded or plan to fund large-scale EV projects
- Don't overlook Connecticut, Maryland, Massachusetts, and Pennsylvania, who have each funded EV projects with VW funds thus far

Utilities

- Beyond California, utilities increasingly play role of funding agencies
- Dominion Energy's 50 electric school bus deployment
- Entergy's Power Drive Initiative

Electric Utility Investments



\$343 million

- Construct 870 recharging stations
- Incentivize deployment of 8,490 additional vehicles
- + *special EV rates and waived demand charges*



\$236 million

- Construct 700 recharging stations
- Incentivize deployment of 6,500 additional vehicles
- + *special EV rates and subscription based options*



\$137 million

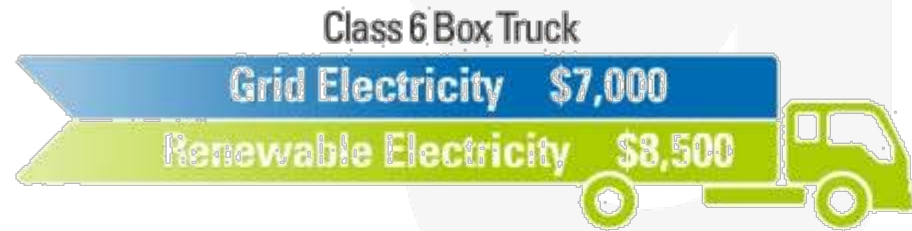
- Implement a 5-year program to issue 60,000 EVSE rebates
- Focus on residential charging

Low Carbon Fuel Standards



Low Carbon Fuel Standard (LCFS)

- The Low Carbon Fuel Standard is a California program that allows operators of alternative fuel equipment the opportunity to generate money from the use of low carbon fuels.
- Examples of annual credit revenue a fleet can generate with EVs:



Example at \$196/credit using average CA grid carbon intensity ([Source](#))



28



Let's work together to **drive a more sustainable future.**

Joe Annotti, Vice President

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Nick Nigro
nick.nigro@atlaspolicy.com

- Founder of Atlas Public Policy
- 20 years of experience managing teams of various disciplines and sizes with a focus on innovation and value creation
- Nationally known expert on climate change policy, transportation electrification, and the greater use of data in policy analysis
- Frequent public speaker on energy and environmental issues
- Master of Public Policy from the University of California Berkeley's Goldman School of Public Policy and a Bachelor of Science in Electrical and Computer Engineering from Worcester Polytechnic Institute

SUSTAINABLE FLEETS: TRANSPORTATION ELECTRIFICATION

Transportation electrification around the country

Nick Nigro, Atlas Public Policy

October 2021



ABOUT ATLAS PUBLIC POLICY

DC-based policy tech firm started in 2015

We equip businesses and policymakers to make strategic, informed decisions that serve the public interest

Our Key Focus Areas

- **Access:** Collect and disseminate publicly available information.
- **Interpret:** Create dashboards and tools to spur insights and conduct data-driven analyses.
- **Empower:** Strengthen the ability of policymakers, businesses, and non-profits to meet emerging challenges and identify opportunities that serve the public interest.



THE RECONCILIATION BILL: MORE THAN \$34 BILLION DEDICATED FOR EVS

SEPTEMBER 20, 2021

Committees in the U.S. House of Representatives are marking up the Build Back Better Act (aka Budget Reconciliation). We've collected the EV-related provisions throughout the committees' respective bills and gathered them in one spot.

EV HUB LIVE PODCAST

OUR RECENT TWEETS

- The deluge of electric truck news continues - @nprigno #EVHubWire Ford Expands Electric-Truck Factory in Michigan...
twitter.com/web/status/1...
4 days ago
- #EVHubWire GM Extends Chevy Bolt Production Halt Amid Battery Pack Shortage - Bloomberg buff.ly/3tQCqjM
4 days ago
- That's some serious range! - @nprigno #EVHubWire Lucid's Debut Sedan Awarded 520-Mile EPA Rating, Eclipsing Tesla...
twitter.com/web/status/1...
4 days ago

Follow @atlasevhub


WEEKLY DIGESTS & NEWS ALERTS

WEEKLY DIGESTS
NEWS ALERTS



MORE THAN \$34 BILLION FOR EVS. HERE'S WHAT ELSE WE KNOW SO FAR ABOUT THE RECONCILIATION BILL.

SEPTEMBER 20, 2021



THE ADVANCE OF THE ADVANCED CLEAN TRUCK (ACT) RULE

SEPTEMBER 13, 2021



WHAT CAN WE LEARN FROM THE 2009 STIMULUS?

SEPTEMBER 7, 2021



EVS GROW STRONG IN THE SOUTHEAST

AUGUST 30, 2021

ABOUT THE ATLAS EV HUB

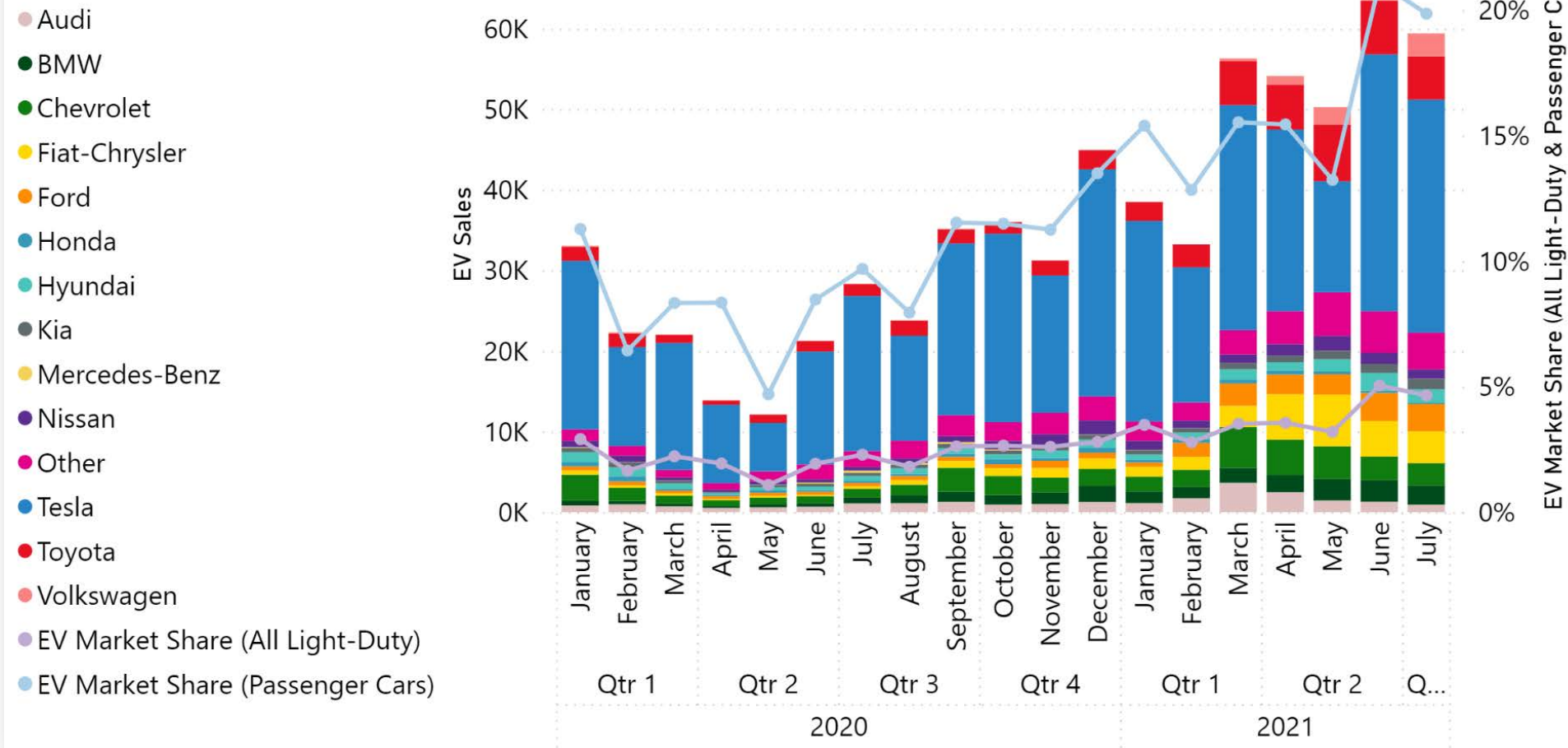
- The EV Hub gives stakeholders from across the EV industry quick access to key data and information on the market, policies and regulations, and activities by the EV community
- A one-stop shop for businesses, policy professionals, and the advocacy community to learn more about what's going on in the EV market
- A comprehensive platform for the EV community: www.atlasevhub.com
- Data drawn from the EV Hub unless otherwise noted
- **Free access for public agencies and Clean Cities Coordinators!**



ABOUT TRANSPORTATION ELECTRIFICATION

Status of transportation electrification around the
country

EV Sales and EV Market Share Over Time



U.S. EV SALES UP 160% IN Q1+Q2

- Monthly sales records in each month of 2021
- Considerable growth in 2021 across the industry
- ~5% of all light duty vehicle sales in June and July 2021

PRIVATE INVESTMENT IN EVS



LARGE
INCREASES
IN
INVESTMENT
IN EVS
AROUND THE
WORLD
TOTALING
\$577 BILLION



\$143 BILLION
IN
INVESTMENT
DIRECTED
TOWARDS
THE U.S.

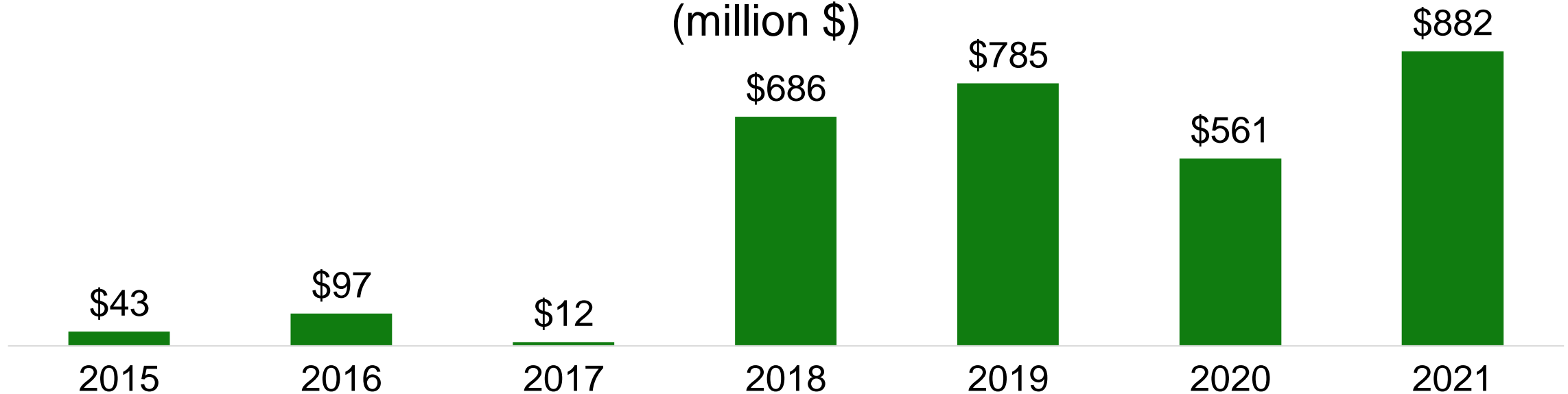


FORD
PLEGGED **\$11
BILLION** IN
SEPTEMBER
TO BUILD EVS
IN THE US
INCLUDING IN
KENTUCKY
AND
TENNESSEE

LARGE INCREASE IN PUBLIC FUNDING FOR TRANSPORTATION ELECTRIFICATION

- Public funding for transportation electrification has increased dramatically
- More than \$881 million awarded so far in 2021
- Transit bus, charging stations and school buses are the top three funded initiatives

Public funding for transportation electrification 2015 to present
(million \$)

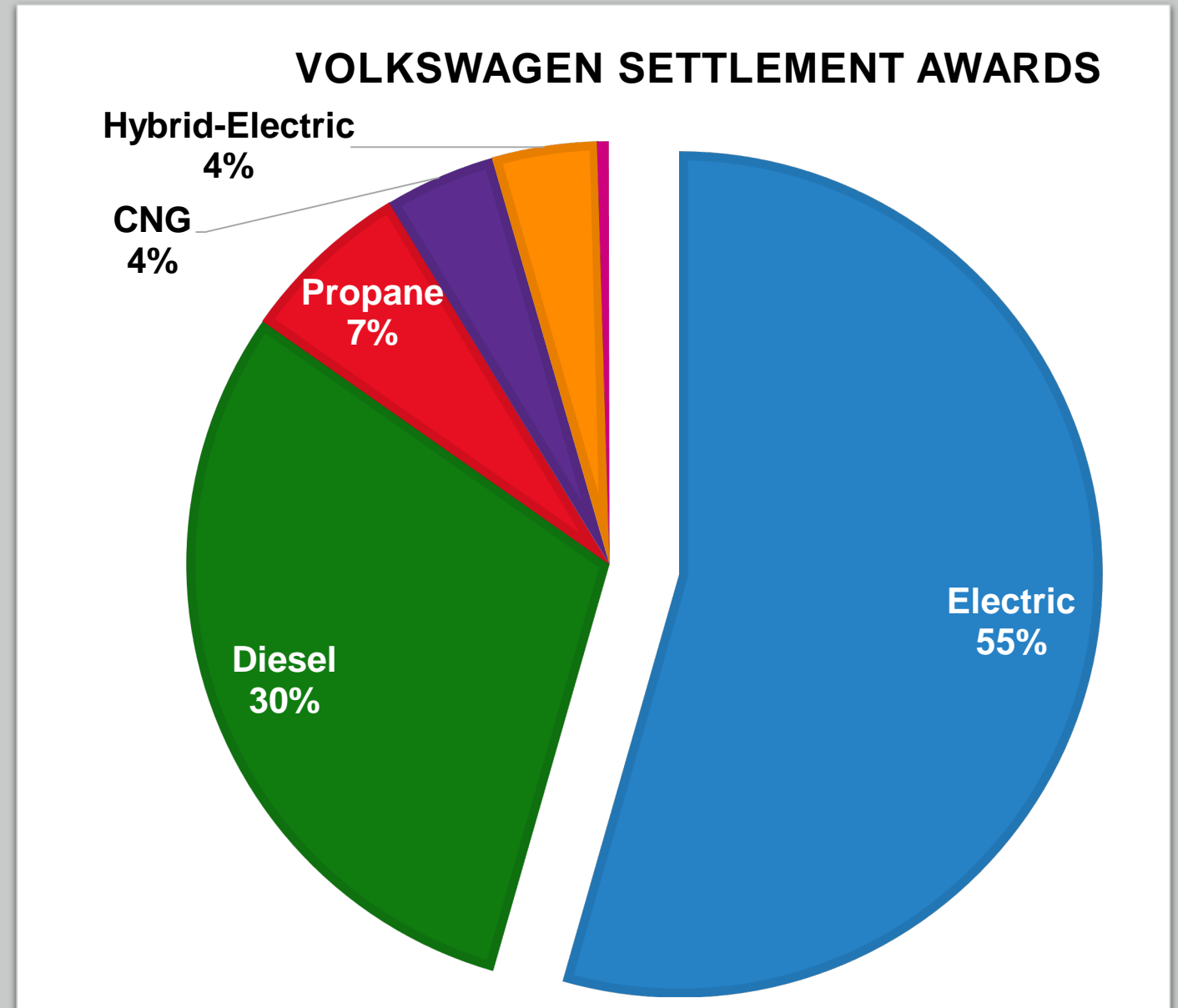


VOLKSWAGEN SETTLEMENT

About the elements of the Volkswagen
Settlement and funding to be allocated

61% OF VOLKSWAGEN SETTLEMENT FUNDS NOT YET AWARDED

- \$1.18 of \$2.9 billion awarded
- EVs more than 54% of all awards
- 7 states made electric funding announcements in Q2 worth \$32 million
- Three states yet to make an award
 - Kansas
 - Mississippi
 - West Virginia



WHERE DID THE VW FUNDING GO?

- \$608 million directed towards electric initiatives
- Majority of electric initiatives awarded to buses
- Largest single electric awards to date:
 - Florida electric school bus (\$57 million)
 - California ZEV bus Program (\$19 million)
 - New York Truck Incentive Voucher (\$18 million)

VW Funding for Electric Initiatives: Breakdown

A horizontal bar chart with green bars representing the funding amount for each category. The bars are ordered from highest to lowest funding. The funding amounts are displayed in black boxes at the end of each bar.

Class 4-8 School Bus, Shuttle Bus, or Transit Bus	\$374,697,926
Light-Duty Zero Emission Vehicle Supply Equipment	\$146,430,604
Class 8 Local Freight Trucks and Port Drayage Trucks (Large Trucks)	\$36,157,289
Airport Ground Support Equipment	\$17,578,206
Freight Switchers	\$12,103,864
Forklifts and Port Cargo Handling Equipment	\$10,648,274
Class 4-7 Local Freight Trucks (Medium Trucks)	\$10,532,200
Diesel Emission Reduction Act (DERA) Option	\$631,034

TWO BILLS IN CONGRESS

INVEST in America Act (also known as the Bipartisan Infrastructure Framework)

Build Back Better Act (also known as the Reconciliation Bill)

INFRASTRUCTURE INVESTMENT AND JOBS ACT

- The Bipartisan Bill (HR 3684) is *under negotiation*
- Total funding
 - \$30.7 billion in EV *eligible* funding
 - \$7.7 billion for EV *dedicated* funding

INFRASTRUCTURE INVESTMENT AND JOBS ACT: SUMMARY

- **\$5 billion** for the National Electric Vehicle Formula Program
- **\$2.5 billion** for Clean School Bus Program (zero-emission buses only)
- **\$2.5 billion** for Clean School Bus Program (zero-emission buses or lower emission buses)
- **\$2.5 billion** in Grants for charging and fueling infrastructure
- **\$3 billion** for Deployment of Technologies to Enhance Grid Flexibility
 - Includes Vehicle to Grid technologies



SUMMARY BY DEPARTMENT IN MILLIONS (\$)

	DOT	DOE	EPA	Total
Dedicated to Zero Emissions Vehicles	\$5,000	\$200	\$2,500	\$7,700
"Clean" Vehicle Eligible	\$9,188	\$1,000	\$2,500	\$12,688
Grid & Batteries	\$400	\$9,885	\$0	\$10,285
Total Funds EV-Eligible	\$14,588	\$11,085	\$5,000	\$30,673

THE BUILD BACK BETTER ACT

- The Reconciliation Bill is *under negotiation*
- Total funding for TE
 - \$34.5 billion for EV *dedicated* funding
 - \$117.1 billion for EV *eligible* funding

BUILD BACK BETTER: FLEET ELECTRIFICATION

- **\$10 billion** for qualified electric transportation projects
 - charging infrastructure
 - battery recycling
 - shipside or shoreside electrification at ports
- **\$5 billion for federal fleet electrification**
 - Inc non-tactical defense vehicles
- **\$7 billion for USPS** to electrify federal fleets
 - Half for vehicles and half for charging infrastructure

BUILD BACK BETTER: MDHD AND EQUITY

- **\$5 billion for the EPA** to purchase clean heavy-duty vehicles
- **\$3.5 billion for the EPA** to install zero-emission technology at ports
- **\$2 billion for DOE's Electric Vehicle Supply Equipment Rebate Program**
 - EV infrastructure at workplaces, multi-unit housing structures, and publicly accessible locations



BUILD BACK BETTER: TAX CREDIT

- **\$5,000** Expansion of the EV tax credit
 - \$4,500 to union made vehicles
 - \$500 domestic batteries
 - In addition to existing \$7,500
- **\$1 billion for the DOE** to establish an Electric Vehicle Charging Equity Program

FUNDING SUMMARY BY DEPARTMENT

Lead Department	ZEV Only	Other Clean Funding	Total
Department of Energy	\$4,000	\$29,878	\$33,878
Environmental Protection Agency	\$18,500	\$32,670	\$51,170
United States Postal Service	\$7,000	\$0	\$7,000
General Services Administration	\$5,000	\$0	\$5,000
District of Columbia	\$10	\$0	\$10
Department of Transportation	\$0	\$21,350	\$21,350
Department of Housing and Urban Development	\$0	\$6,000	\$6,000
Department of Labor	\$0	\$10,000	\$10,000
Department of Treasury	\$0	\$4,000	\$4,000
Department of Commerce	\$0	\$13,195	\$13,195
Total	\$34,510	\$117,093	\$151,603

NEXT STEPS: TIMELINE IS NOT FIRM!

Underway:
Negotiations on
Build Back
Better

TBC
Congress to
vote on both bills



By End of October:
Senate plans to vote on the
Build Back Better bill



ATLAS
PUBLIC POLICY

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WASHINGTON, DC USA

Nick Nigro
nick.nigro@atlaspolicy.com



Mike Domin

mike.domin@sourcewell-mn.gov

218-895-4148

- Supplier Development Administrator at Sourcewell
- Coordinates contract awards education, training and marketing to maximize exposure and benefit of awarded contracts, as well as supports effective vendor/customer interaction
- 20 plus year School Board Member of the Crosby-Ironton Independent School District

Sourcewell

Your government source for
cooperative contracts

October 12, 2021

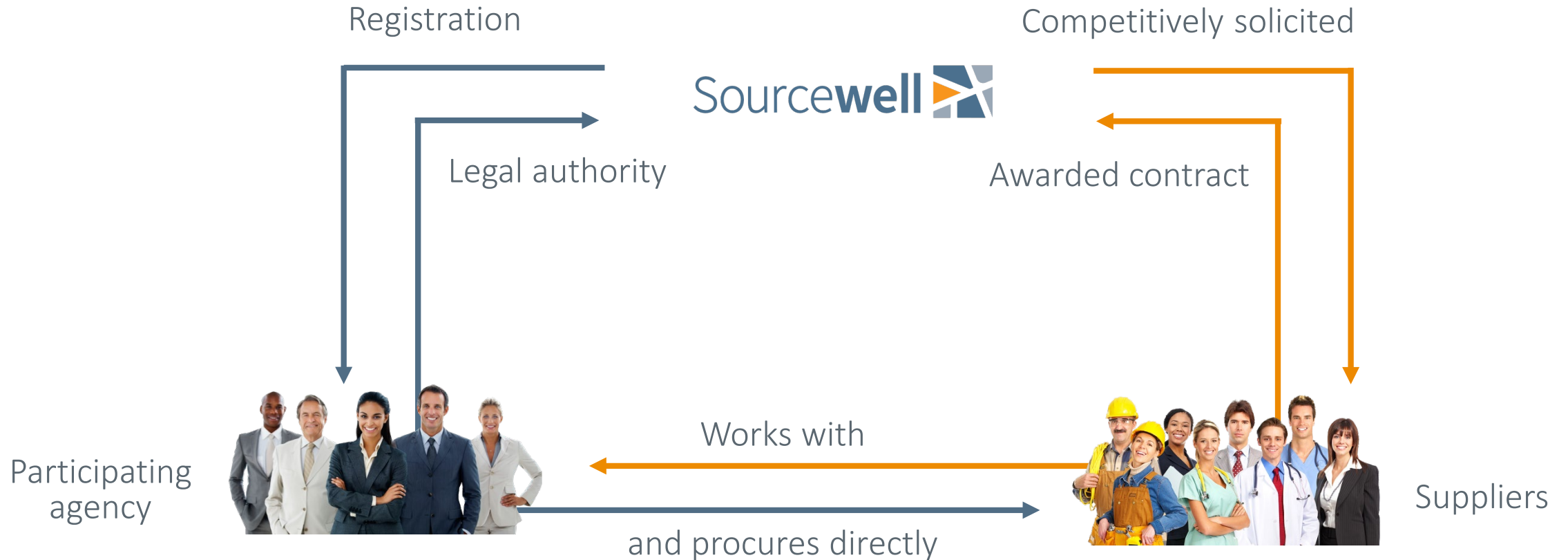
Who is Sourcewell?

Sourcewell is a government agency...

- Legislative authority to competitively solicit and award; we are the lead agency
- Acceptance and comfort always comes down to local policy and interpretation



How it works?



A legal contracting pathway between buyers and suppliers.

Purchasing using Sourcewell

Identify prospect and sell your value

Traditional Bid

- ✓ • Spec out equipment
- ✓ • Advertise tender/bid
- ✓ • Respond to tender/bid
- ✓ • Tender/bid opening
- ✓ • Bid evaluation
- ✓ • Award lowest bidder
- ✓ • Protest period
- P.O. issued
- Deliver equipment
- Receive payment

Sourcewell Contract

- ✓ **Done by Sourcewell**
- P.O. issued
- Deliver equipment
- Receive payment

VS.

Value of Cooperative Purchasing

FLEET BENEFITS

Increase uptime, reduce labor hours, standardization, lower cost of ownership.



Access full line of products & services you want and need.



Work with suppliers/ reps you want.



Choose value and quality.



Leverage established not-to-exceed pricing.



Save Time & Money

Full-line of Contracted Solutions

Trust and Relationships

Low-bid, Low-quality Responses

U.S. and Canada Volume Pricing

PROCUREMENT BENEFITS

No need to duplicate the competitive RFP process. Reduces the impact of: agency staff, budget cuts, & protests.

No need to write up complicated specs.

Use a legal pathway to satisfy procurement requirements.

Avoid non-compliant vendors.

Keep tax payer dollars local.

The Climate Mayors EV Purchasing Collaborative

- The Collaborative is a partnership designed to help accelerate the electrification of municipal fleets across the country
- Check out: driveevfleets.org



Summary

- Look at the Sourcewell contract as the pathway to get to your solutions
- BEFORE you start the bid process, consider Sourcewell cooperative purchasing
- You have a choice to satisfy the competitive processes: Bid it or buy it off contract
- Register and view contracts at sourcewell-mn.gov

Don't Hesitate to Reach Out



Mike Domin

Supplier Development Administrator
mike.domin@sourcewell-mn.gov



Thank you!



Bob Crowe

bob.crowe@doeringfleet.com

407-456-1561

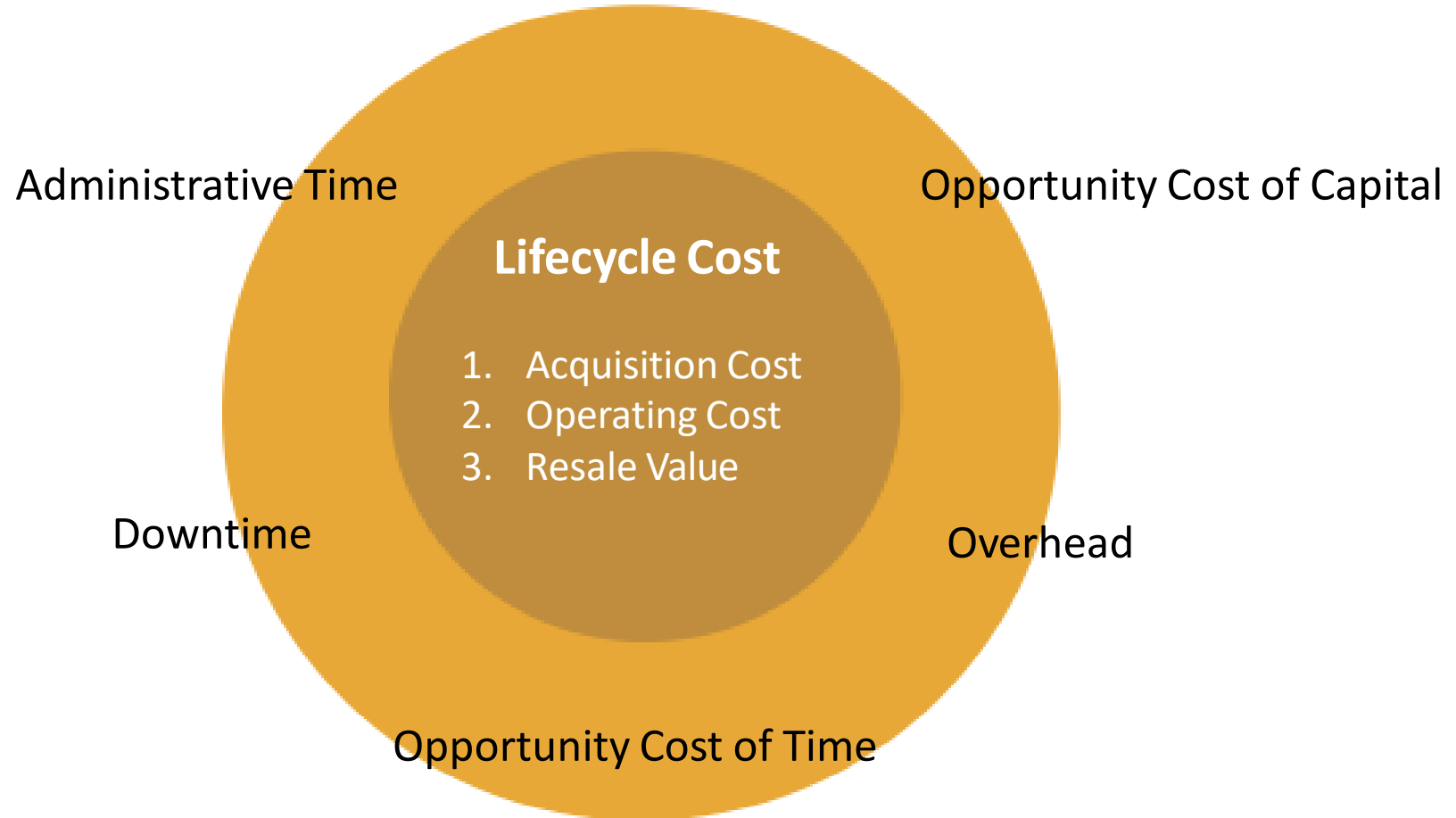
- Senior Manger Government Fleet Sales & Leasing with Doering Fleet
- Rental and Leasing since 1982 – 39 Years
- Partnered with Joanne Cornier – 1987 – 34 years
- Work with Government and Commercial Accounts
- Doering Fleet Leasing
 - One of largest owners of EV's in US
 - Been providing fleet management options to commercial accounts since late 1980's
 - Small, privately owned company

Creative Financing: Understanding Leasing and Leasing Options

October 12, 2021



Total Cost Management





ACQUISITION OPTIONS

- Purchase
- **Finance**
- **Lease**
- Rent
- Confiscate
- Inherit



BUDGET vs REALITY



dreamstime.com

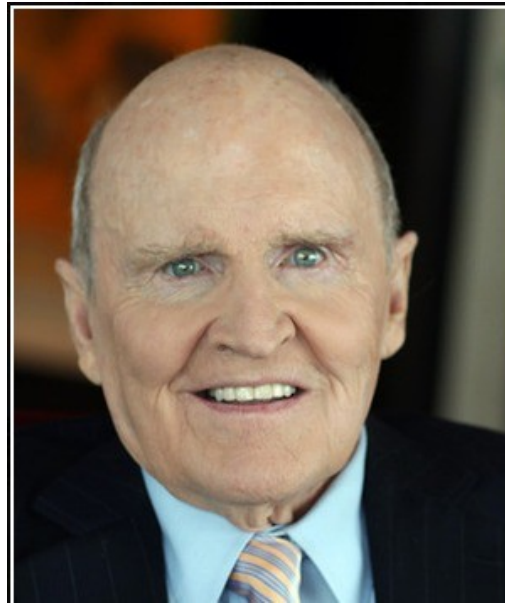




WHY EV ADOPTION?

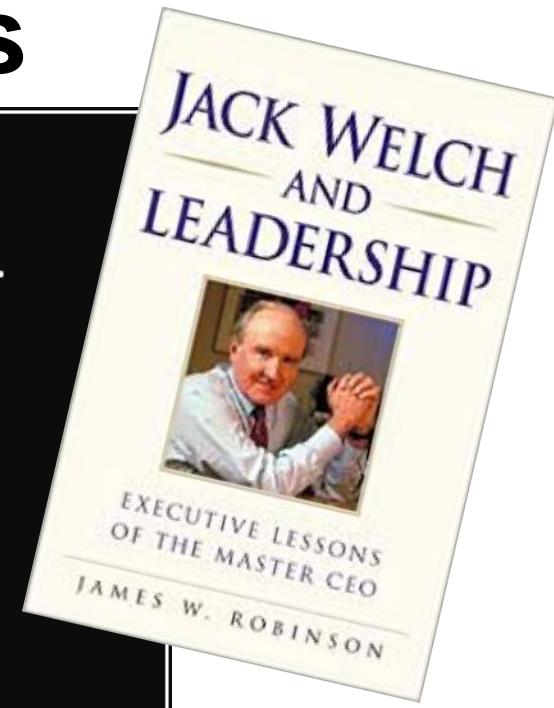
- “Want my agency to be part of the future and not the past.”

Qualifications



Change before you have to.

— *Jack Welch* —



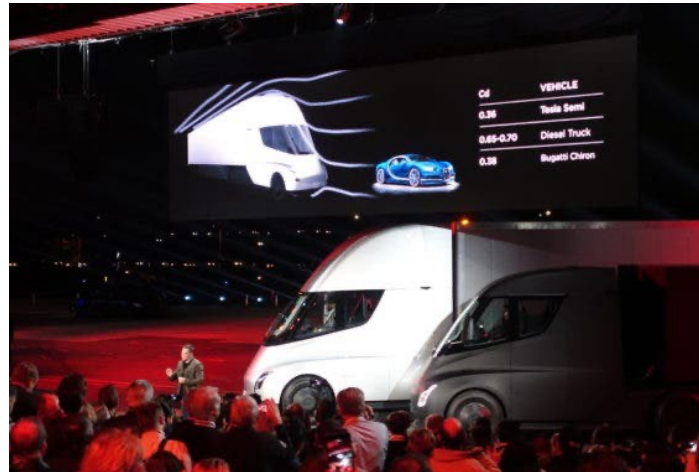


EV Wave is Here

Amazon ordered 100,000 electric delivery vans



Companies are also ordering long-range delivery trucks:



- Walmart
- FedEx
- Anheuser-Busch
- Pepsi
- Sysco
- UPS
- DHL
- Meijer
- Ryder
- J.B. Hunt



Why EV's in Fleet?

- Holding Period is 1.5 – 2 times longer
- Operating Cost is 1/3
- Downtime is 1/5 → 1/3
- Power



Start with End Value in Mind

- Perspective on resale values
- Data and rationale
- Lease structure for fleets



Lesson

- Buy with the end in mind
- New does not mean danger
- Buy new today what buyers will want used tomorrow
- Be in-phase with buying trends



Cost of an EV

- Buy with the end in mind – what does that mean?

Depreciation Mindset

Fleet Option A:
Cost = \$30,000
Resale = \$10,000
Depreciation = \$20,000

Fleet Option B:
Cost = \$32,000
Resale = \$14,000
Depreciation = \$18,000

Fleet Option C:
Cost = \$30,000
Resale = \$ 2,000
Depreciation = \$28,000

Acquisition Cost

-- Resale Value

-- Depreciation



EV Resale Drivers

- Technology Product 75/25
- Brand Equity
- Design (Model 3 vs Leaf or Bolt)
- Range
- Tech
- Safety



Residual Strategy

- Open-end
 - Equity refund at lease-end
 - Losses billed to lessee based on actual loss
 - Upside and Downside
- Closed-end
 - Bills at lease-end
 - Bills based on mileage, damage, excess wear
 - No equity
 - Downside only



Safe EV Fleet Residuals

- Interesting conundrum with lifecycles. Lifecycles are much longer but not rewarded today
- Fleets can purchase used EV's in the future and run them for an additional 300-400 k miles with minimal maintenance costs
- Resale values are mortal – vehicles are not!!



- Tesla Model S reaches 400,000 miles in 3 years
- Total Maintenance = \$19,000
 - \$12,200 Reg Maint/Tires/Brakes
 - \$ 6,700 Immediate Maintenance

- Cost to operate = \$0.05/mile





Familiar with leasing?

- Closed-end Lease
- Open-end Lease
- Municipal Tax-exempt Lease
- Finance Lease



CLOSED – END LEASE

- Leasing Company owns the vehicle
- 1, 2, 3, 4 or 5 year lease period
- Leasing company responsible for resale of vehicles at the end of the lease
- Basically paying for a portion of the vehicle
- No ownership interest



CLOSED – END LEASE

- Undercover Programs
- Administrative Vehicles
- Federal Task Forces – HIDTA, JTTF, Safe Streets

- ** ELECTRIC VEHICLES

ONLY PAYING FOR PORTION OF VEHICLE THAT YOU ARE USING



OPEN – END LEASE

- Different from a closed-end in that you, the lessee, are responsible for the value of the vehicle at lease termination.
- Sometimes a lower monthly payment but the risk of a balloon payment at lease termination.
- Most commercial companies have this type of lease because it enables them to make the best use of their available funds \$\$.
- More and more government agencies leaning in this direction.



MUNICIPAL TAX-EXEMPT FINANCE LEASE

- A Municipal-Tax Lease is considered a finance lease or a capital lease. The vehicle (or equipment) is the property of the municipality
- Low, Competitive **Tax-Exempt** rates.
- Flexible payment terms – monthly, quarterly, semi-annual and annual – in advance or in arrears.
- \$1.00 Buyout at Lease end or, in order to lower your payments, we can increase the balloon payment at lease end up to 20% of the cost.



FINANCE LEASE

- Used by larger counties, cities, states.
- A Finance Lease is considered a capital lease.
- Low, Competitive rates.
- Flexible payment terms – monthly, quarterly, semi-annual and annual – in advance or in arrears.
- \$1.00 Buyout at Lease end or, in order to lower your payments, we can increase the balloon payment at lease end up to 20% of the cost.



OPEN-END, MUNI and FINANCE LEASE

- No Mileage Charges at Lease end.
- No Damage Charges at Lease end.
- No Prepayment Penalties
- We have the vehicles/equipment built to your specs.
- We can order through the dealer of your choosing.



ADVANTAGES OF LEASING

- Leasing allows you to stretch your department's funding allocation.
- Leasing is flexible. **We** can structure your lease to meet both budget and mileage requirements.
- Leasing reduces your repair costs and down time by allowing you to rotate your vehicles more often.
- **We do not require a down payment** and, where applicable, will include sales tax fees in your monthly lease payment.



ADVANTAGES OF LEASING

- Short Term Leasing is not considered debt when computing statutory debt.
- Short Term Leasing does not require a bid in most cases. Often, Municipalities may “piggyback” on another contract in order to avoid going out to bid.
- Leasing enhances your fleet image and improves the moral of your drivers. Keep the vehicles on the road and out of the shop!



OFFERED UNDER OPEN-END, MUNICIPAL FINANCE and FINANCE LEASES

- Marked Patrol Vehicles –with up-fitting – if requested.
- Motorcycles.
- Administrative Vehicles.
- Unmarked Vehicles for surveillance and/or undercover operations.
- Unmarked Vehicles for Administrative Needs.
- Marked Vehicles for Administrative Needs.



OFFERED UNDER OPEN-END, MUNICIPAL FINANCE and FINANCE LEASES

- Cars, Trucks, SUV's, Vans – Gasoline, Diesel, Alternative Fuel, Hybrid and ELECTRIC Vehicles
- Medium and Heavy-Duty Trucks
- UAV's
- Fire Trucks / Ambulances / Rescue Units
- Other Emergency Response Vehicles – including Bomb Trucks, SWAT Trucks, HAZMAT Trucks



Acquisition Cost

- Purchase – Contract Price
- Lease
 - Various contracts available, state, Co-operative Purchasing groups (Sourcewell, HGAC, BuyBoard, E&I, NASPO ValuePoint, TXMAS, GSA)
 - Federal Tax Credits (\$7500)
 - State and Local Incentives & Grants
 - Trade-ins – sale of older fleet as a cap cost reduction



Infrastructure

- FuelForce: Tom Bates, Warren Williams and Lisa Marasco
 - Structure Cost \$20k → \$60k
 - Combined cost with 1 → 10 Vehicles (average \$30k)
 - 10 Vehicles w/ federal tax credits - \$725/m each
 - Structure - \$550/m → \$60/m depending on number of vehicles – 48 months
 - 10 vehicles w/o federal tax credit - \$875/m each

Charging Stations



We are here to be your partner and assist you with lowering your costs!!



Basic Finance or Municipal Lease Rule of Thumb:

- For every one vehicle that you have the funds to purchase.....



- You can typically finance three or four for the same price.....





NOT JUST FOR POLICE FLEETS

- Driver Education Vehicles
- Buses
- Refuse Trucks
- Dump Trucks
- Street Sweepers
- Hospital Equipment

- **Any integral piece of equipment and vehicles needed by a Municipality**





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- Managing Director of Financial Products at Ideanomics
- Leads the financing arm of the Sales-to-Financing-to-Charging (S2F2C) business model, helping partners find innovative solutions in the EV space
- More than 25 years finance experience
- Previous senior management positions at
- Deutsche Bank, Bear Stearns and Standard Chartered Bank
- Frequent speaker fintech, digital financial products, and digital transformation



Ideanomics

Driving the Sustainability Transformation

Ideanomics Overview

NASDAQ: IDEX

October 2021

Disclosure and Forward-looking Statements

This presentation contains certain statements that may include 'forward looking statements' within the meaning of federal securities laws. All statements, other than statements of historical facts, included herein are 'forward-looking statements.' Although the Company believes that the expectations reflected in these forward-looking statements are reasonable, they do involve assumptions, risks and uncertainties, and these expectations may prove to be incorrect. You should not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation.

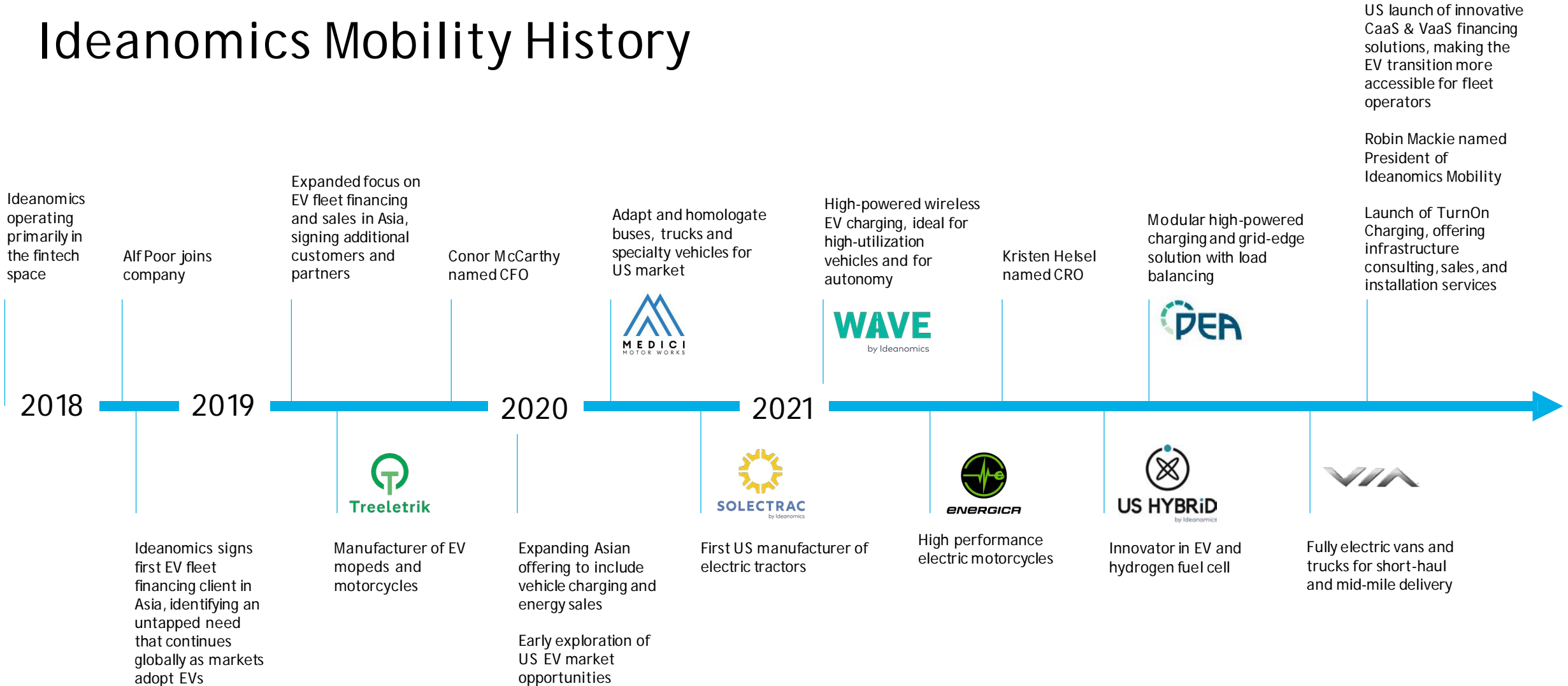
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Ideanomics Mobility History



Ideanomics is positioned to Accelerate Fleet Electrification and capture market share

The companies within the Ideanomics family are synergistic, with proven technologies, and provide commercial fleet operators with turnkey solutions, supported by flexible financing programs such as CaaS and Vaas.

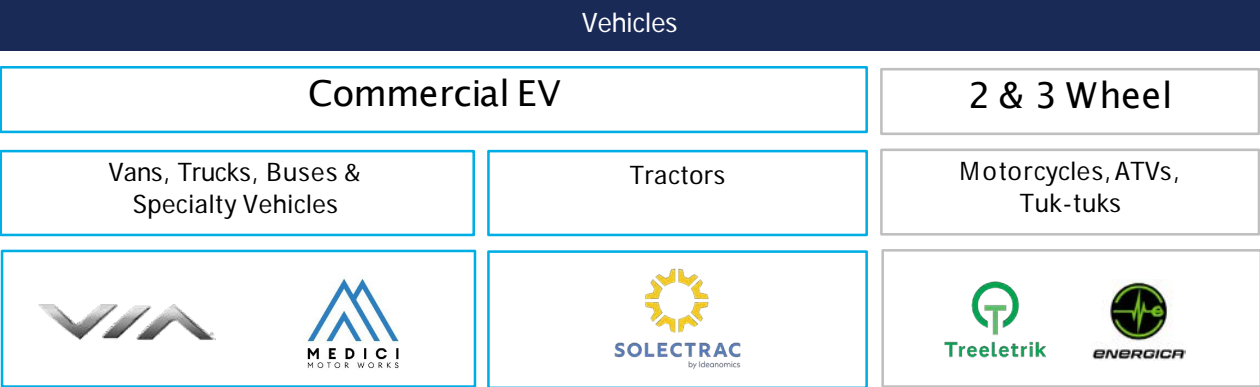
 <p>Financing</p> <p>CapEx-to-OpEx models to make the transition achievable.</p>	 <p>Infrastructure</p> <p>Expertise and products in charging, energy storage and renewables.</p>	 <p>Components</p> <p>Innovation and advanced engineering to stay at the cutting edge.</p>	 <p>Vehicles</p> <p>Expertise and products across the full range of zero-emission vehicles.</p>
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Our customers include [public transit agencies](#), [ports](#), [cities](#), and [commercial fleets](#).



An EV business servicing the real-world needs of fleet operators

From Energy Storage and Charging Equipment, through to Vehicles, Ideanomics Mobility is making it easy for customers to transition to EV.



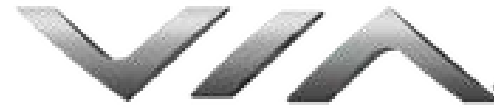


Tying together the entire Ideanomics ecosystem

TurnOn Charging will work with customers to define their charging infrastructure needs, recommend, sell, and install the right equipment, and manage day-to-day operations of their charging infrastructure.

Ideanomics is currently building TurnOn Charging's founding team.





Modular Vehicle Platform for the High-Growth Local Delivery Market

VIA Motors* develops and will manufacture electric vans and trucks for short-haul and mid-mile delivery using a proprietary skateboard platform that will allow the company to produce Class 2-5 vehicles. The company is led by auto industry legends, with experience at GM, Ford, BMW, and other leading Auto OEMs and Tier 1 suppliers. Vehicle production is scheduled for 2023.

*Deal signed in Sept 2021, subject to shareholder approval





*Image edited to replace old WAVE logo with new logo

WAVE

by Ideanomics

Powering the Largest Electric Bus Fleet in the U.S.

WAVE's high power wireless charging systems (125kW to 500kW) operate across a broad range of commercial applications, including mass transit, ports, warehouse and distribution centers. Differentiated charging solution, future proof, and ideal for autonomous vehicles.

Live deployments include Universal Studios Hollywood, Port of L.A., and various transit authorities. WAVE has integrations with leading bus and truck OEMs.

2,265MWh
Power Delivered

322,650gal
Diesel Fuel Saved

7,666,154lbs
CO₂ Saved



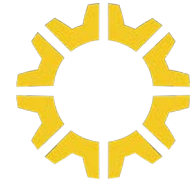


Unlocking Medium- and Heavy-Duty EV

Medici Motor Works is working with strategic OEM partners to develop a line of Medium- and Heavy-Duty buses, trucks and off-road vehicles to provide commercial fleet operators new, differentiated vehicle options in the US and beyond.

Initial vehicles currently in homologation, expected 2023.





SOLECTRAC
by Ideanomics

America's First Manufacturer of Electric Tractors

With a range of 100% battery powered tractors, and a 100+ unit order backlog, Solectrac is leading the transition to zero emission agriculture and utility operations with best-in-class technology for a safer, cleaner and healthier future. EV Tractors are much cheaper to run than diesel, with none of the noise or emissions.

Live deployments include Old School Vineyards in Napa, Arroyo Lindo in Sonoma, and Jack Johnson's Kokua Learning Farm in Hawaii





*Image edited to add US Hybrid Logo



US HYBRiD
by Ideanomics

Leading Innovator in Clean Transportation Technology

US Hybrid has pioneered clean transportation technologies for more than 20 years. The company is recognized as a leading innovator in the space, and its American-made, zero-emission, products reliably demonstrate proven powertrain technology, power electronics and hydrogen fuel cells.

US Hybrid Fuel Cells are in active use with commercial and military fleet operators.





Treeletrik

Shaping the Future of Sustainable Micromobility

Treeletrik is a Malaysian EVmaker with a strong focus on electric scooters and motorbikes. The company has been a key leader in promoting electric mobility in the ASEAN region, and other parts of the world.

Customers include DHL Malaysia, Local delivery operators in ASEAN region, and Malaysia Police





ENERGICA

The World's Leading Manufacturer of High-Performance Electric Motorcycles

Energica has combined zero emission EV technology with the pedigree of high-performance mobility synonymous with Italy's Motor Valley to create a range of exceptional products for the high-performance motorcycle market.

Energica is the sole provider of electric motorcycles for the MotoE World Cup.





Thank you!



Sessions through December 09, 2021



Sessions September 09, 2021 – October 19, 2021

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