



2019 Climate Mayors EV Purchasing Collaborative

General Talking Points – June 27, 2019 Press Conference

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- **What is the Climate Mayors EV Purchasing Collaborative?** The Collaborative is an unprecedented cooperation of Climate Mayors cities across the country leveraging their collective buying power and accelerating the conversion of municipal fleets to electric—sending a powerful signal to the global car market and helping America maintain its commitment to the Paris Climate Agreement. It is a turnkey, one-stop online procurement portal providing municipalities equal access to competitively bid electric vehicles and accompanying charging infrastructure, innovative financing options, and access to policy guidance and expert resources. More information can be found at www.DriveEVfleets.org.
- **How was this collaborative developed and how many cities are involved?** In January 2017, the City of Los Angeles released an Electric Vehicle Request for Information (EV RFI) with 30 other cities across the country, which helped to aggregate and better understand municipal demand for EVs. Since then, cities have received feedback and suggestions that led to the development of the Climate Mayors EV Purchasing Collaborative (the Collaborative). The development of the Collaborative was funded through a grant from Bloomberg Philanthropies.

As part of today's announcement, 142 government agencies have committed to purchase 2,139 EVs, representing approximately \$75 million in EV-related investment. The Collaborative also encourages other cities to join this effort. For more information, visit www.DriveEVfleets.org.

- **What is the benefit of this collaborative for cities and taxpayers?** The Collaborative cities work together to leverage the buying power of the Climate Mayors cities to reduce the costs for EVs and charging station acquisition for all cities in the U.S. to accelerate city fleet transition. The Collaborative also provides training, best practices, educational materials, and analysis support, creating a one-stop location to support EV transition. The large-scale commitment today by 142 government fleets will provide a pathway for a smooth and cost-effective transition to the electrification of municipal vehicles helping America maintain its stated climate goals from the Paris Climate Agreement by lowering emissions.
- **How impactful is transitioning city fleets for climate goals?** Transportation is now the single largest contributor to greenhouse gas emissions, the Collaborative is an effort to reduce carbon emissions by accelerating the transition of city fleets to electric vehicles. The program is not only helping to transform our nation's city fleets, it is also providing a highly-visible proof of concept to drive consumer adoption.



Nationally, each plug-in will cut the CO2 footprint by more than half (when using a full battery electric vehicle – see Figure 1).

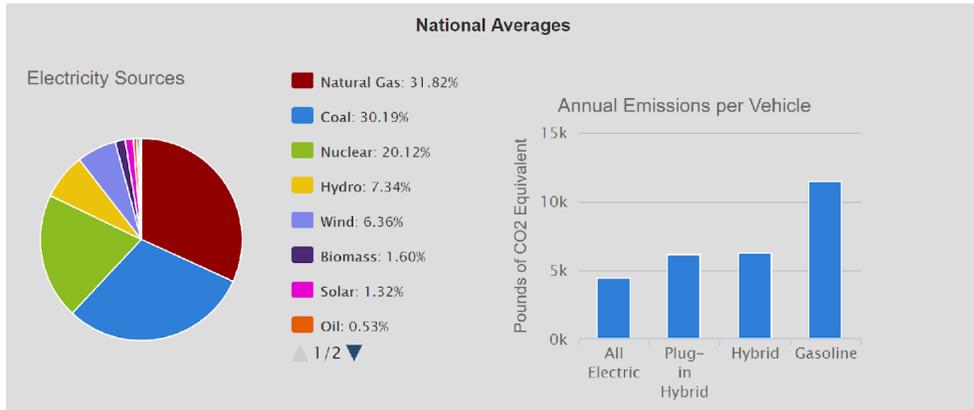


FIGURE 1: National averages of emissions per vehicle and sources of electricity
Source: U.S. Department of Energy Alternative Fuels Data Center. https://www.afdc.energy.gov/vehicles/electric_emissions.php

- **Who is leading the purchasing effort and how long will it be until city fleets will transition?** The Collaborative is led by [Climate Mayors](#), with support and technical expertise provided by lead implementation partner the [Electrification Coalition](#) (EC) and procurement provided via [Sourcewell](#). Many purchases have already been made and it is expected that the purchasing commitments made today by cities across the country will largely occur before December 31, 2020 with more cities making purchases as needed going forward.
- **Can cities get a better price for vehicles through other purchasing/procurement options?** It is certainly possible that prices on specific vehicle options might be available through other options and cities may end up purchasing through other options, but no other effort offers access to the same price for all cities across the U.S., and an unbiased resource center and training tools that is led by a city consortium dedicated to transitioning city fleets to reduce transportation-based carbon emissions.
- **Who are the program partners?** The Collaborative was spearheaded by [Climate Mayors](#) when Mayor Garcetti and 30 cities issued an Electric Vehicle Request for Information (EV RFI) to demonstrate demand for over 114,000 electric vehicles, trucks, and equipment. Climate Mayors, founded in 2014, is a bipartisan, peer-to-peer network of U.S. mayors working together to demonstrate leadership on climate change through meaningful actions in their communities, and to express and build political will for effective federal and global policy action. The Climate Mayors coalition has emerged as a key voice and demonstration of the ongoing commitment of U.S. cities to accelerate climate progress.

Partners include:

[Sourcewell](#) is a self-supporting government organization, partnering with education and government agencies throughout North America. Sourcewell operates under the enabling authority of Minnesota Statute 123A.21. They offer a cooperative purchasing program with over 300 awarded vendors on



contract. On behalf of its 50,000 members, Sourcewell conducts competitive solicitations, awarding to the most responsive and responsible vendors. The result of this cooperative effort is a high-quality selection of nationally leveraged, competitively solicited contract solutions to help create efficiencies and meet the ever-challenging needs of our current and future member agencies.

The [Electrification Coalition](#) (EC) is a nonpartisan, not-for-profit group of business leaders committed to promoting policies and actions that facilitate the acceleration of electric vehicle adoption on a mass scale in order to combat the economic, environmental and national security dangers caused by our nation’s dependence on oil. The EC works through several approaches to accelerate the adoption of electric vehicles including consumer education, fleet electrification, public-private partnerships, comprehensive EV accelerator communities, policy advocacy, and innovative program development. Since 2008, the EC has been developing leading best practices to help cities, states, and the private sector influence the adoption of EVs by consumers and fleets. Please see www.DriveEVFleets.org for additional partners and vendors.

- **How is this collaborative funded?** The funding for technical experts and ongoing city engagement to provide cities resources to make more efficient and effective purchasing decisions is provided by Bloomberg Philanthropies as part of the America’s Pledge.

- **Who are the founding cities participating in the Collaborative from the September 2018 launch?**

Aspen, CO	Houston, TX	Pittsburgh, PA
Austin, TX	Jersey City, NJ	Portland, OR
Burlington, VT	Long Beach, CA	Rochester, NY
Cleveland, OH	Los Angeles, CA	San Diego, CA
Chula Vista, CA	Los Angeles County, CA	Santa Monica, CA
Cuyahoga County, OH	Orlando, FL	Washington, DC
Fayetteville, AR	Phoenix, AZ	Yonkers, NY

- **Why are only 142 governments participating?** The founding cities and counties were able to move quickly to make a commitment to purchase EVs when the program initially initial program launch on September 11, 2018. The Collaborative is a brand-new option for EV procurement/purchasing and those decisions often require additional approvals or need additional analysis (e.g. budgetary or specific vehicle applications) before finalizing a commitment. The official launch and online platform will make it easy for more cities and other governmental agencies to procure vehicles through the Collaborative. The partners will work to recruit further city participation and help streamline the process to transition to EV fleets in our cities. The commitments under the Collaborative have increased more than five-fold in the last 9 months.
- **What resources do the participating cities receive to make city fleet purchasing decisions?** Participating cities are provided technical expertise and resources from program partners, the Electrification Coalition,



a nonprofit working to accelerate the mass adoption of EVs to reduce U.S. oil dependence, and Sourcewell, experts in competitively solicited government purchasing and procurement, to most effectively shift vehicle fleets to electrification. The online platform provides the same price and one-stop shop for EV fleet solutions for any city in the U.S. that wants to purchase or lease a wide variety of EVs and charging stations. This online toolkit centralizes expert resources and information that allows for a more efficient and rapid conversion of city fleets, in turn helping to curb fleet CO2 emissions and decrease the operational costs for fleets. Fleets can also access telematics analysis that will be presented in fleet suitability analysis report.

- **How is the Collaborative better than other purchasing options/consortiums that cities are using?** The Collaborative is the first EV-only purchasing collaborative which provides a one-stop shop for unbiased EV procurement/purchasing information and options. By combining the buying power and interest of some of the nation's largest cities, it has established collective volume-based pricing options that is available to all cities and provides options that might not otherwise exist for medium/smaller cities located in areas with a still-growing EV market (such as leasing, services, technical assistance, greater vehicle variety and options for charging infrastructure).

The Collaborative provides a unique forum provided by cities to access specific EV-curated tools and resources that can reduce the burden of research: finding vendors to supply certain vehicles and connection to experts/advocates that can help provide support as cities work to transition their fleets.

- **Why is the Collaborative needed?** Many cities don't have access to a large variety of EV options or the infrastructure available to purchase in their communities. The Collaborative has leveraged the buying power and interest of hundreds of fleets to help reduce the soft costs of vehicle acquisition, reduce the need for an individualized competitive bidding process, and to provide electric vehicle specific expertise to cities around the country through city partners (peers), NGO leadership, and mechanism that streamlines procurement and purchasing processes.
- **Can only Climate Mayors cities use the platform?** No, any public agency can use the Collaborative to procure vehicles and infrastructure. All have access to the same prices, the same vehicle variety, and the same procurement options (buy, lease, contracted services) along with the opportunity to access select vendors for infrastructure. Any entity using the Collaborative's platform has access to technical expertise from the Electrification Coalition. Counties have already ordered vehicles through the platform.
- **Where can fleet and facility managers turn for assistance with technical questions around EV adoption and charging infrastructure installation?** Participating cities are provided with technical expertise and resources from program partners the Electrification Coalition, whose staff and partners are adept at working with fleets and facility managers to navigate the procurement and incorporation of EVs. This includes operational analyses, recommendations on the number and level of chargers to procure at particular locations and selecting the right EVs based on operational and budgetary constraints.



- **Is the Collaborative only for light-duty vehicles?** Currently, the Collaborative is only offering passenger vehicle options and charging stations but on June 27, 2019 it announced that the Climate Mayors procurement partner, Sourcewell, will be releasing a new national solicitation for electric school buses by the end of the year. With more than 470,000 school buses operating across the country, lower prices and reduced administrative work will help school systems with smaller budgets provide their students with zero-emission transportation.
- **How are the vehicles selected that are available through the Collaborative?** Sourcewell is the cooperative procurement organization that has a long history of providing public agencies with the opportunity to purchase a variety of goods and services. They have long-perfected an open and transparent solicitation process for volume-based purchasing and have applied that same rigor to this by securing a wide variety of the best available electric vehicles and charging station options. The vehicle and charging station options are based on the specific responses that have come through the same bid and selection process.
- **Why aren't all plug-in vehicles offered on the purchasing platform?** Sourcewell, and the entities were awarded the bids, manages the vehicle availability. Sourcewell facilitated a competitive bidding process that meets most state and local agencies requirements which invited all OEMs, fleet sales groups and dealerships to provide vehicle options, and not all manufacturers responded or are providing every specific vehicle they make as an option under the competitive solicitation.
- **Are cities eligible for tax credits and other incentives that support low emissions vehicle adoption?** This is often a challenge as non-taxed entities are not eligible for tax credits directly. The Collaborative provides several options for cities to capture the Federal Tax Credit of up to \$7,500 through capital/municipal leasing or via fleets as contracted service. Those options are all available through the Collaborative and create significant savings options for cities that use the Collaborative.
- **Can private businesses or individuals use the platform/join the Collaborative?** Not at the present time. At present the Collaborative is only available to public sector agencies. The partners hope to establish a similar collaborative that can provide EV fleet solutions for faster and easier private sector fleet transition.