Show Me the Money: Collaborative Strategies for Securing Funding

April 8, 2019
Provides policy support to the nation’s Clean Cities Coalitions & our 15,000 stakeholders

Keeps coalitions & stakeholders informed of key policies, programs, & funding opportunities

Educates decision makers about the importance of advancing markets for clean vehicles and fuels
Today’s Presenters

Lori Clark, Dallas-Fort Worth Clean Cities

Colleen Crowninshield, Tucson Clean Cities

Ken Brown, Transportation Energy Partners
Thank You to Our Sponsor

EXPO APRIL 26-28 / CONFERENCE APRIL 25-28 / FILM APRIL 19-28
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For more information & FREE admission, register at EarthX.org by March 31st.
Clean Transportation Workshop at EarthX

Sirens, Schools and Shippers: Solutions for Fleets that Serve our Community

Friday April 26, 2019
8:00 am – 12:00 Noon central time
Fair Park, Dallas Texas
Clean Transportation Workshop at EarthX

*Sirens, Schools and Shippers: Solutions for Fleets that Serve our Community*

Friday April 26, 2019
8:00 am – 12:00 Noon central time
Fair Park, Dallas Texas
Dallas Workshop Agenda

8:30-8:45 Welcome and Opening Remarks
8:45-10:15 Break-out Sessions
   School Buses
   Emergency Response Vehicles / Delivery Vehicles
10:15-10:30 Networking Break
10:30-11:15 Decision Making Tools for Fleet Managers
11:15-12:00 Show Me the Money
12:00-1:15 Lunch with Special Guest Speaker (in Partnership with The Nature Conservancy)
1:15-3:00 Opportunity to View vehicles and products and talk to vendors
Dallas Workshop Agenda

Speakers

DOE NREL
US EPA
Dallas-Fort Worth Clean Cities
Massachusetts Clean Cities
Louisiana Clean Fuels
Texas Commission on Environmental Quality
Roush CleanTech
Pepsico
Stealth Power
Rio Rico, AZ Fire Dept.
Polk Co., FL Sheriff’s Dept.
GPS Insight

HGAC Buy
EarthX
Transportation Energy Partners
Clean Energy
Federal Funding Sources

DOE Clean Cities Deployment Funding
• Concept papers due 5/1/19
• Full applications due 6/19/19

EPA Diesel Emissions Reduction Grants
• 2020 grants to open in December 2019

DOT CMAQ Funding
• Work with your MPO and State DOT
Clean Cities Grants Areas of Interest

1. Alternative Fuel Vehicles and Infrastructure for Resiliency and Emergency Preparedness
2. New Mobility Services in Rural America
3. Alternative Fuel Proof-of-Concept in New Communities and Fleets
4. EV Data Collection
5. Open Topic
State Funding

- State Energy Offices
- State Environmental Offices
- State Transportation Offices
- State Governor’s Offices
Foundation Funding

- Typically fund research, education, outreach, policy analysis
- Occasionally will contribute funding to research and demonstration projects of innovative technologies
- Some community foundations will fund alternative fuels in response to natural disasters (floods, hurricanes, fires, etc.)
Collaborations for EPA Funding

Transportation Energy Partners Webinar

Lori Clark
April 8, 2019
Clean Cities was created by the Department of Energy (DOE) to Address the Requirements of the Energy Policy Act (EPAct) of 1992:

- To advance the nation’s economic, environmental, and energy security by supporting local practices that contribute to affordability, economic growth, and national security
- Partners with public and private fleets
- Alternative fuel neutral

www.dfwcleancities.org
NCTCOG Role

Regional Planning Agency

North Central Texas Council of Governments

Metropolitan Planning Organization (MPO)

Host Agency of the DFW Clean Cities Coalition
NCTCOG Approach to DERA

Third-Party Administration
- Prioritize Regional Needs
- Secure External Resources
- Subgrant Funds
- Ensure Equitable Distribution

Project Prioritization
- Focus on Nonattainment
- Consider Multipollutant Benefits
- Complement Other Efforts
- Evaluate Funding Gaps

Source: NCTCOG
Source: Southeastern Freight Lines
NCTCOG Approach to DERA

NCTCOG DERA Awards by Project Type (14 Awards to Date)

- School Bus: $5,218,575
- Construction Equipment: $896,674
- Idle Reduction/Electrified Parking Infrastructure: $1,250,000
- On-Road Replacement/Repower: $1,550,157
- Airport Ground Support Equipment: $661,834
- SmartWay Technology: $1,250,000
- Airport Ground Support Equipment: $2,550,700

**DERA = Diesel Emissions Reduction Act National Clean Diesel Funding Assistance Program**
# Prepare for Partnership

## Know the Fleet

- **Model Year**
- **Fuel Type**
- **Gross Vehicle Weight**
- **Mileage**

<table>
<thead>
<tr>
<th>Year</th>
<th>Description</th>
<th>Gas or Diesel</th>
<th>GVW</th>
<th>Eligible Project Types</th>
<th>Grant Program: Clean Fleets North Texas</th>
<th>Texas Natural Gas Vehicle Grant Program</th>
<th>Texas Clean Fleet Program</th>
<th>Emissions Reduction Incentive Grants Program</th>
<th>Project Status</th>
<th>Expected to open Spring 2019</th>
<th>Expected to open Spring 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>Ford 1 Ton Van</td>
<td>Gas</td>
<td>9,100</td>
<td>Replace heavy-duty diesel vehicle</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Replace or repower with natural gas or propane</td>
<td>Open</td>
<td>Eligible</td>
<td>Eligible</td>
</tr>
<tr>
<td>2005</td>
<td>Ford 1 Ton Van</td>
<td>Gas</td>
<td>9,100</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Replace or repower light-duty or heavy-duty diesel vehicles with alternative fuel</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
</tr>
<tr>
<td>2005</td>
<td>Ford 1 Ton Van</td>
<td>Gas</td>
<td>9,100</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Replace, repower, (new) purchase or lease, or retrofit or add-on of emission-reduction technology, heavy-duty vehicles</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
</tr>
<tr>
<td>2004</td>
<td>Ford 1 Ton Van</td>
<td>Gas</td>
<td>14,400</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Replace or repower heavy-duty diesel vehicles</td>
<td>Eligible</td>
<td>5-Year Activity Life: $6,286</td>
<td>Eligible</td>
</tr>
<tr>
<td>2004</td>
<td>Ford 1 Ton Van</td>
<td>Gas</td>
<td>14,600</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Replace or repower heavy-duty diesel vehicles</td>
<td>Eligible</td>
<td>7-Year Activity Life: $7,669</td>
<td>Eligible</td>
</tr>
<tr>
<td>1997</td>
<td>Ford 1 Ton Van</td>
<td>Gas</td>
<td>9,000</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Replace or repower heavy-duty diesel vehicles</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
</tr>
<tr>
<td>1997</td>
<td>Ford 750 BUCKER Truck</td>
<td>Diesel</td>
<td>33,000</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Replace or repower heavy-duty diesel vehicles</td>
<td>Eligible</td>
<td>5-Year Activity Life: $5,087</td>
<td>Eligible</td>
</tr>
<tr>
<td>1997</td>
<td>Ford 550 BUCKER Truck</td>
<td>Diesel</td>
<td>15,100</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Eligible</td>
<td>Replace or repower heavy-duty diesel vehicles</td>
<td>Eligible</td>
<td>7-Year Activity Life: $7,122</td>
<td>Eligible</td>
</tr>
</tbody>
</table>
Welcome To **AFLEET**

The Department of Energy’s Technology Integration Program has enlisted the expertise of Argonne to develop a tool to examine both the environmental and economic costs and benefits of alternative fuel and advanced vehicles (AFVs). Argonne developed the **Alternative Fuel Life-Cycle Environmental and Economic Transportation (AFLEET)** Tool to help stakeholders estimate petroleum use, greenhouse gas (GHG) emissions, air pollutant emissions, and cost of ownership of light-duty and heavy-duty vehicles.

**AFLEET Tool (xls)**

The AFLEET spreadsheet provides detailed energy, emission, and cost data for light- and heavy-duty AFVs. It has the following 4 calculators depending on...

**AFLEET Online**

AFLEET Online replicates the spreadsheet’s Simple Payback Calculator with a user-friendly interface and analyzes the following metrics:

**HDVEC**

The Heavy Duty Vehicle Emissions Calculator (HDVEC) is an AFLEET-based online tool that compares NOx, PM, GHGs and funding cost-

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**Prepare for Partnership**

**Have a Plan**

- Fleet Priorities
- Investment Options
- Alternative Fuel Benefits!

https://afleet-web.es.anl.gov
Prepare for Partnership

Find Your Friends

Councils of Government:  www.narc.org
Metropolitan Planning Organizations:  http://www.ampo.org/
Clean Cities Coalitions:  https://cleancities.energy.gov/coalitions/
Past DERA Recipients!  https://www.epa.gov/cleandiesel/clean-diesel-national-grants-awarded
Prepare for Partnership

Demonstrate Organizational Capacity & Commitment

- Previous Grant Experience
- Policies, Procedures, Accounting Practices
- Air Quality-Friendly Practices

Understand Grant Requirements & Motivations

- Federal Funds
  - CFR 200 (aka the SuperCircular)
  - Purchasing
  - Property Management
  - Reimbursement Process
- State Funds
- Local Funds
- Foundations
Key Tips

- Understand the funding agencies -- their motivations and interests.
- Follow the grant instructions and answer all of the grant questions.
- Write in plain English and tell the story of your project, its uniqueness and what it will deliver.
- Do not assume funder understands your community and your project (do not use local jargon).
- Clearly define each partner’s roles and responsibilities.
Key Tips

- If at first you don’t succeed:
  - Get a debrief from the funding agency.
  - Learn where your grant fell short.
  - Submit a stronger grant the next time.
For More Information

Attend EarthX Transportation!
April 26, 2019
Fair Park in Dallas, TX
www.dfwcleancities.org/earthx

Lori Clark
Program Manager & DFW Clean Cities Coordinator
lclark@nctcog.org
817-695-9232

Websites
www.nctcog.org/airquality
www.nctcog.org/AQfunding
www.dfwcleancities.org
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For More Information

Frank Granados, Rio Rico Medical & Fire District
FGranados@rioricofire.org

Marcela Arizpuro, Amphitheater Public Schools
marizpuro@amphi.com

Mike Sullivan, Central Freight Lines
msullivan@centralfreight.com

Nancy Luong, Dallas-Fort Worth Clean Cities
NLuong@nctcog.org

Karen Fleig, EarthX
karen.fleig@earthx.org

Ken Brown, Transportation Energy Partners
ken@akbstrategies.com 202.674.7777

Transportation Energy Partners