



# *Clean Energy*<sup>SM</sup>

North America's leader in clean transportation

## *Public/Private Partnerships*



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Airport (LAX)

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## Overview

- ▶ Benefits of Partnering with a Third Party Fuel Provider
- ▶ How to Implement a Proactive NGV Program
- ▶ Fueling Commitment from an “Anchor Tenant”
- ▶ Questions



City of Burbank CNG Station

# Benefits of Partnering with a Third Party Fuel Provider

- ▶ Rely on their experience to consult, design, build, operate and maintain the natural gas fueling station
  - Familiar with permitting requirements
  - Ability to expedite construction window
    - As little as six months from start to finish
  - Understand capacity needed to efficiently fuel vehicles
    - Number of vehicles/fueling window desired
  - Experienced team of Service Techs to operate and maintain a reliable station



## Benefits of Partnering with a Third Party Fuel Provider

- ▶ Leverages capital for the purchase of NGV's as opposed to \$1 million+ for the fueling facility
- ▶ Ongoing customer support for the term of the agreement (typically 10 years)
  - Grant Writing
  - Customer billing for all users
- ▶ Allows for smooth transition to cleaner fuels



# How to Implement a Proactive Natural Gas Vehicle Program

- ▶ Discuss Natural Gas benefits to other city officials
- ▶ Work with fuel provider to establish clean air policies for city vehicles and contracted fleets
  - Take advantage of available grant funding and vehicle tax credits
- ▶ Begin natural gas replacement schedule on current fleet of light, medium and heavy-duty vehicles



Waste Management CNG  
Time-Fill Station

## Fueling Commitment from an “Anchor Tenant”

- ▶ Total fuel consumption of 15,000 – 20,000 gallons per month is needed to justify a CNG Fueling Station
  - Can be achieved by any one of the following:
    - 10 transit buses
    - 15 refuse trucks
    - 23 shuttle buses
    - 60 school buses
    - 200+ light-duty vehicles



## Fueling Commitment from an “Anchor Tenant”

- ▶ Build station at no cost to the anchor tenant
  - Provide fixed fuel price below the cost of diesel/gasoline
    - Inclusive of all station capital, O/M, parts, and natural gas commodity cost
  - Provide public access retailing services to other users at a favorable price
  - Ten-year operations and maintenance agreement



# Testimonials

- ▶ City of Burbank
- ▶ City of Irvine
- ▶ City of Santa Clarita
- ▶ Foothill Transit
- ▶ Phoenix-Sky Harbor Airport
- ▶ Port of Oakland
- ▶ Sanitation Districts of Los Angeles County
- ▶ SeaTac Airport
- ▶ Southern California Gas Company
- ▶ Waste Management



Foothill Transit Buses



Moreno Valley Unified School Bus



City of Pasadena Refuse Truck

# Questions?



San Francisco International Airport (SFO)



Phoenix-Sky Harbor Rental Car Center