



Transportation Electrification: Learning from Hartford's Experience

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Background



- Selectboard authorized the purchase of an electric vehicle **at the end of FY 18**
- Town Manager's vehicle
- Transportation goal: Support use of low-emissions vehicles
 - Become and remain a model for energy-efficient transportation
- Purchase vs. lease





Understanding a Municipal Lease



- Municipalities **MUST** have a non-appropriation clause
- Closed-end vs. open-end lease



RFP – Round 1



- Received 1 bid for a 2019 Nissan LEAF S (range of 150 miles)
- Proposal had open-end lease options with various term lengths

Vehicle Cost: \$33,345			
36-months			
Monthly lease payment	End of lease total	Residual Value	End of lease total plus Residual Value
\$599	\$21,564.00	\$8,500	\$30,064



RFP – Round 2



- Requested closed-end lease
- Minimum range of 200 miles
- Received 3 bids for a 2019 Chevy Bolt (range of 238 miles)

Vehicle Cost: \$38,245		
36-months		
	Monthly lease payment	Mileage
Local Dealership 1	\$445	12,000/year
Local Dealership 2	\$483	12,000/year
Fleet Management Company	\$725	15,000/year



Climate Mayors EV Purchasing Collaborative



- Partnership among Climate Mayors, Sourcewell, and The Electrification Coalition
- Competitively solicited contracts for purchase and leasing options available to any municipality (EV charging station infrastructure available as well)
- **driveevfleets.org**





Climate Mayors EV Purchasing Collaborative



- Open-end lease for a 2020 Nissan LEAF Plus

Vehicle Cost: \$38,625*			
36-months			
Monthly lease payment	End of lease total	Residual Value	End of lease total plus Residual Value
\$702.11	\$25,275.96	\$8,308.28	\$33,584.24



*Estimate based on 2019 pricing



Takeaways



- Climate Mayors EV Purchasing Collaborative
- Be prepared for an open-end/municipal lease
- If soliciting proposals, be sure to specify the need for a non-appropriation clause



Looking Ahead – Green Fleet Policy



- Purchase or lease the lowest emission vehicles or equipment possible, while still meeting operational requirements
 - Primarily focus on all-electric and secondarily hybrid-electric technologies
- Increase the fleet average fuel economy
- Minimize vehicle miles traveled (VMT)
- Optimize the fleet size
- Reduce vehicle size, weight, and other factors affecting fuel use when appropriate



Thank you!

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