# **Accelerating Alternative Fuel Vehicle and Infrastructure Deployment with Innovative Finance Mechanisms**

February 22, 2016, 8:30 am – 4:30 pm ET

U.S. Department of Transportation Headquarters, Washington, DC

1200 New Jersey Ave., SE

DOT Conference Center - Oklahoma Room

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| **Meeting Objective**: The objective of this meeting is to identify opportunities to accelerate AFV and fueling infrastructure deployment through the use of innovative finance mechanisms. The workshop will cover the challenges facing AFV deployment and the potential role of public finance programs in encouraging greater private investment in technology deployment. Workshop participants will use hypothetical case studies to address real-world problems facing AFVs through the lens of public-private partnerships and other innovative finance mechanisms. The workshop will identify innovative finance programs that could address specific, real-world challenges to AFV deployment. Key questions addressed by the workshop include:* What challenges facing alternative fuel vehicle and fueling infrastructure deployment can be addressed with public finance programs?
* How can public finance programs improve the business case for electric vehicle fast charging along corridors?
* What kinds of private sector business models can ease a fleet’s transition to alternative fuels?
* What are good practices for (1) designing and (2) implementing finance mechanisms?
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## ***Draft Agenda***

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| 8:30 am | **Arrival and Registration** |
| 9:00 am | **Welcome and Introductions***VIP from Administrator’s Office*, U.S. Department of Transportation *(Tentative)**Art James*, Oregon Department of Transportation *Mark Sullivan*, U.S. Department of Transportation*Jen Brickett*, AASHTO*GSA contact (Tentative)* |
| 9:30 am | **The Role of Public Finance Programs in Encouraging Private Investment in Alternative Fuel Vehicles and Infrastructure** Nick Nigro, Atlas Public PolicyPhilip Quebe, The Cadmus GroupState-level contact (TBD) Stephanie Stuckey Benfield, City of Atlanta Mayor's Office of Sustainability, DirectorModerator: Diane Turchetta, FHWA |
| 10:30 am | ***Break*** |
| 10:45 am | **Getting Corridors Ready for Long-Range EVs**Automakers are beginning to offer vehicles with much longer electric ranges, which is increasing the need for an expansive fast charging infrastructure. For this breakout session, participants will explore the role of public finance programs, such as public-private partnerships, green infrastructure banks, ESCOs for transportation, State Infrastructure Banks, etc., in helping to finance a major corridor project in the Northeast United States. Breakout groups will focus on different market conditions as defined below, and participants will apply innovative financing models, and any additional ideas, to address the market conditions.**Objective:** Identify methods to leverage existing public finance programs to electrify a major corridor in the next five years.Discussion Questions* Who are the key benefactors of the project and how can a public-private finance program encourage them to participate?
* What deployment barriers can a public-private finance program address?
* What other public programs, incentives, or policies may be needed in order to make the project financially feasible?
* What are the key challenges of using a public-private finance program for a corridor project?
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| **Group A: Favorable** | **Group B: Neutral** | **Group C: Challenging** |
| 12:00 pm  | **Breakout Groups Report Back to All Attendees**Breakout Groups will report back to all attendees their findings, including lessons learned, major opportunities, or key information gaps.  |
| 12:30 pm | **Lunch** |
| 1:30 pm | **Displacing Petroleum with Alternative Fuels in Public Fleets****The government is a unique vehicle market participant, because it does not require a prompt return on investment and can internalize the public benefits of an investment, unlike the private sector. On the other hand, the private sector is less risk averse and generally more adept at trying new business models. For this breakout session, participants will explore three business models that could be applied to public fleet projects.****Objective:** Identify promising roles for the private sector in accelerating a public fleet’s transition to alternative fuels.Discussion Questions* What is the nature of the public-private partners under each given model?
* Which barriers do the models help address?
* What is the business case/finance case for fleet conversion? What is the net benefit to the public entity?
* What conditions make the given model successful?
* How does each model impact the state’s budget (i.e. is it off-balance sheet)?
* Is there a minimum fleet size or a specific vehicle type in which the model makes sense?
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| **Group A: Fuel Savings Guarantee Model** | **Group B: Fleet Vehicle and Infrastructure Lease Model** | **Group C: Public Benefit Finance Model**  |
| 2:45 pm  | **Breakout Groups Report Back to All Attendees**Breakout Groups will report back to all attendees their findings, including lessons learned, major opportunities, or key information gaps.  |
| 3:15 pm | *Break* |
| 3:30 pm | **Identify, Develop, and Refine Promising Solutions**Participants will discuss the most promising solutions raised throughout the day. Following the discussion, the Cadmus Group and Atlas Public Policy will summarize its findings and offer next steps.Discussion Questions* What are the key information gaps?
* Why aren’t these ideas already happening?
* How can the success/failure of the financing mechanisms we discussed be best monitored over time?
* What are the good practices for applying each of the financing mechanisms we discussed?
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| 4:30 pm | **Adjourn** |