



## UNLOCKING PRIVATE SECTOR FINANCING FOR ALTERNATIVE FUEL VEHICLES AND FUELING INFRASTRUCTURE

The National Association of State Energy Officials (NASEO), the Center for Climate and Energy Solutions (C2ES), the Vermont Energy Investment Corporation, Transportation Energy Partners (TEP), and other project partners, will develop innovative business plans and policy-tools to stimulate private sector and utility investment in alternative fuel vehicles (AFVs) and fueling infrastructure, including electricity for batteries, natural gas, propane, and hydrogen. The suite of resources developed will capture the public benefits of AFVs and associated infrastructure including, but are not limited to, energy efficiency gains, reductions in greenhouse gas emissions, improvements in local air quality, and enhanced energy security. The work will consider alternative fuels and markets for government and business fleets as well as individual consumers. It is all part of a 2-year effort funded by the U.S. Department of Energy’s Clean Cities program.

Project deliverables include:

- Business models and strategic implementation plans for pilot projects to explore innovative financing solutions;



### Identify Financial Barriers to Realizing Public Benefits

Energy efficiency improvements  
Fuel savings  
Operating cost savings  
Environmental & energy security benefits



### Prepare Case Studies

Existing AFVs or fueling infrastructure project  
Apply mechanisms used to finance building energy efficiency to transportation



### Develop Innovative Business Models

Fuel & vehicle value proposition  
Target market  
Cost structures & revenue streams  
Implementation and/or demonstration guidance  
Test model with hypothetical examples



### Create Strategic Plans for Implementation

Identify location or market-specific challenges & opportunities  
Apply business model to a particular market  
Develop guidance including key players, policy actions, cost & benefit, & anticipated results

- First-ever transportation efficiency technical reference manual for fuel-switching (gasoline to electric vehicles) and AC Level 1 versus AC Level 2 charging stations;
- Analysis of utilities’ treatment of electric vehicles in their integrated resource plans;
- Recommendations for language to include in states’ comprehensive energy plans that supports AFV and infrastructure deployment; and
- State and local stakeholder trainings on all deliverables created through the project.

The business model and strategic implementation plan development work will be informed by the Project Advisory Committee – a group composed of state energy offices and other relevant public agencies, companies in the finance sector, and vehicle and infrastructure purchasers, installers, and providers.

*For more information on the project, contact Julia Friedman ([jfriedman@naseo.org](mailto:jfriedman@naseo.org)).*

*Questions about the business model development or Project Advisory Committee can be directed to Nick Nigro ([nigron@c2es.org](mailto:nigron@c2es.org)).*