



Fleet analysis & structured electric vehicle benefits program overview to reduce fuel expense for employees and residents of Easthampton.

Prepared for: **City of Easthampton**



# Agenda:

- 1. Work we have done.**
- 2. About your fleet.**
- 3. Suggested conversion timeline discussion.**
- 4. Next steps**
  - **Employee commuting & vehicle survey**
  - **Software implementation**
  - **What else can we do to support making electric vehicles benefits and electric fleet conversion a reality.**
- 5. Other discussion**
  - 1. How we offer to broader community**
  - 2. Any event stuff to chat about.**



# Work we have done.

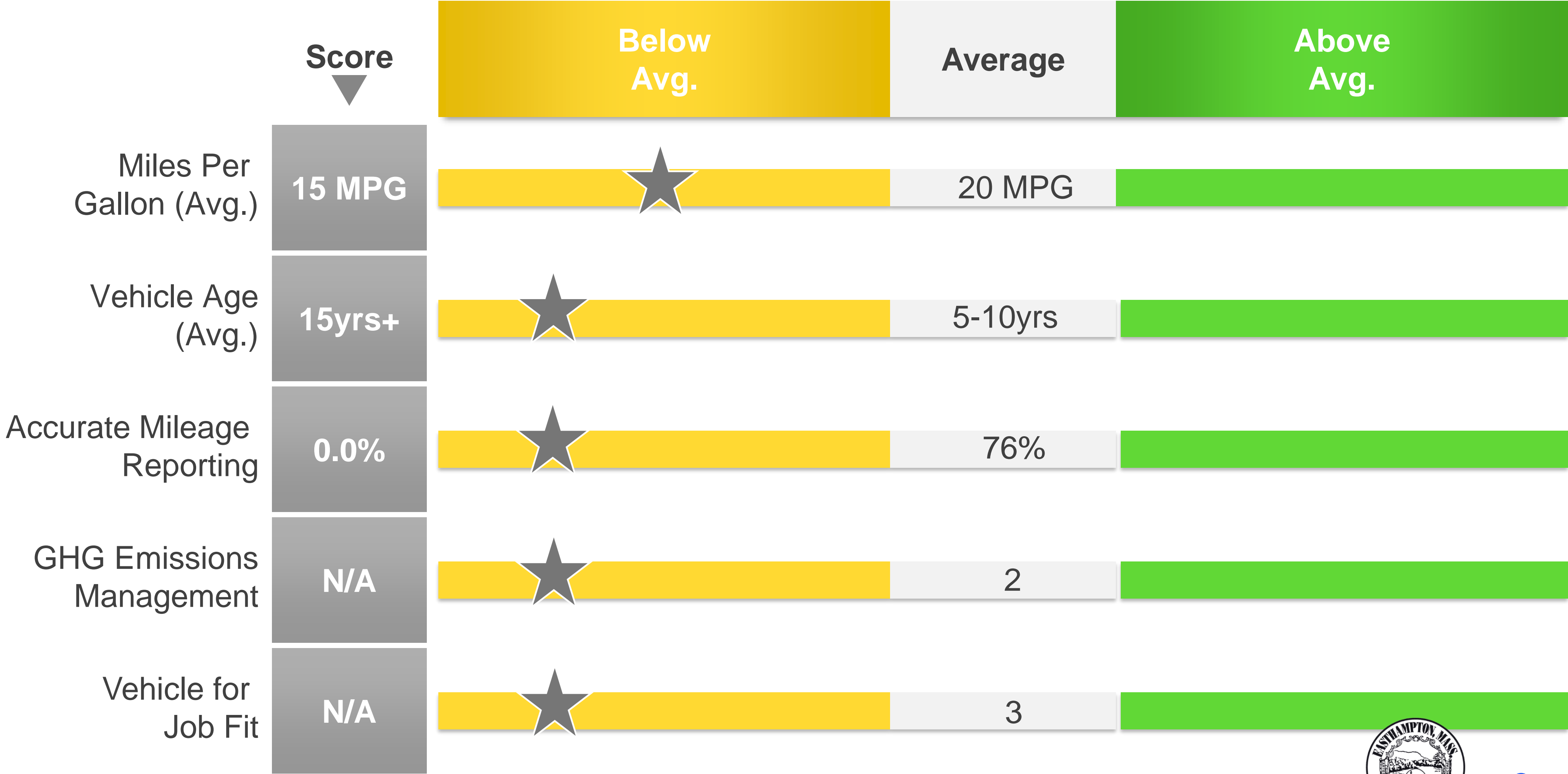
1. Reviewed and analyzed primary fleet census data for City of Easthampton provided by the mayors office.
  - a) Where data was unavailable we used industry benchmarks & best practices to inform estimates.
2. We then added publicly available data sources, as well as our proprietary data tables information, benchmarks and scoring data.
3. We then compared to proprietary benchmarks to Fleet.
  - Visibility & control
  - Spend efficiency
  - Carbon Emissions
4. Provided suggested spend savings & decarbonization strategy for Easthampton fleet vehicles.
5. Projected impact of program extending to city employees
6. Projected impact of program across all residents of Easthampton



# Fleet overview & opportunities.

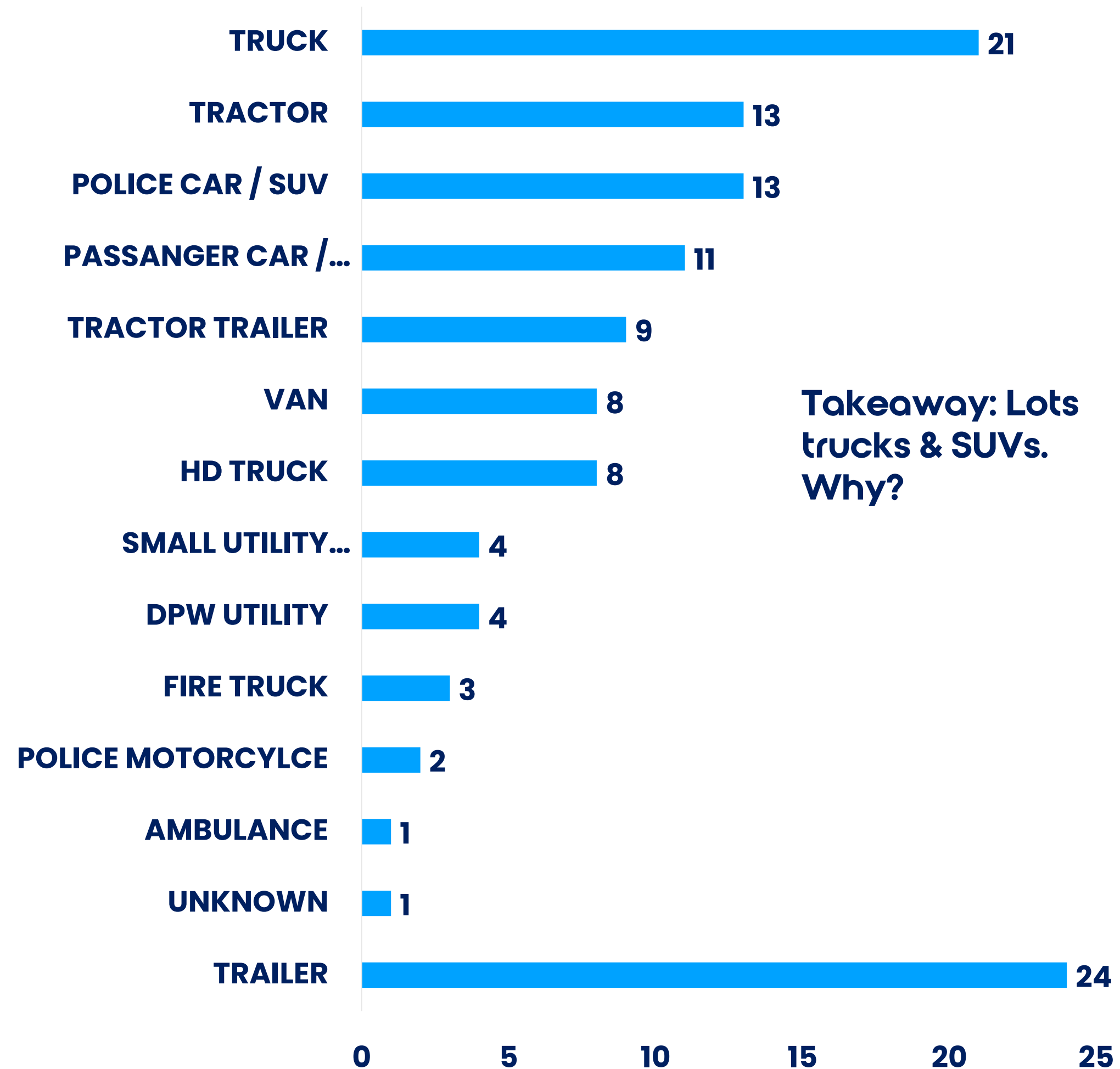


# Overall fleet score city of Easthampton.



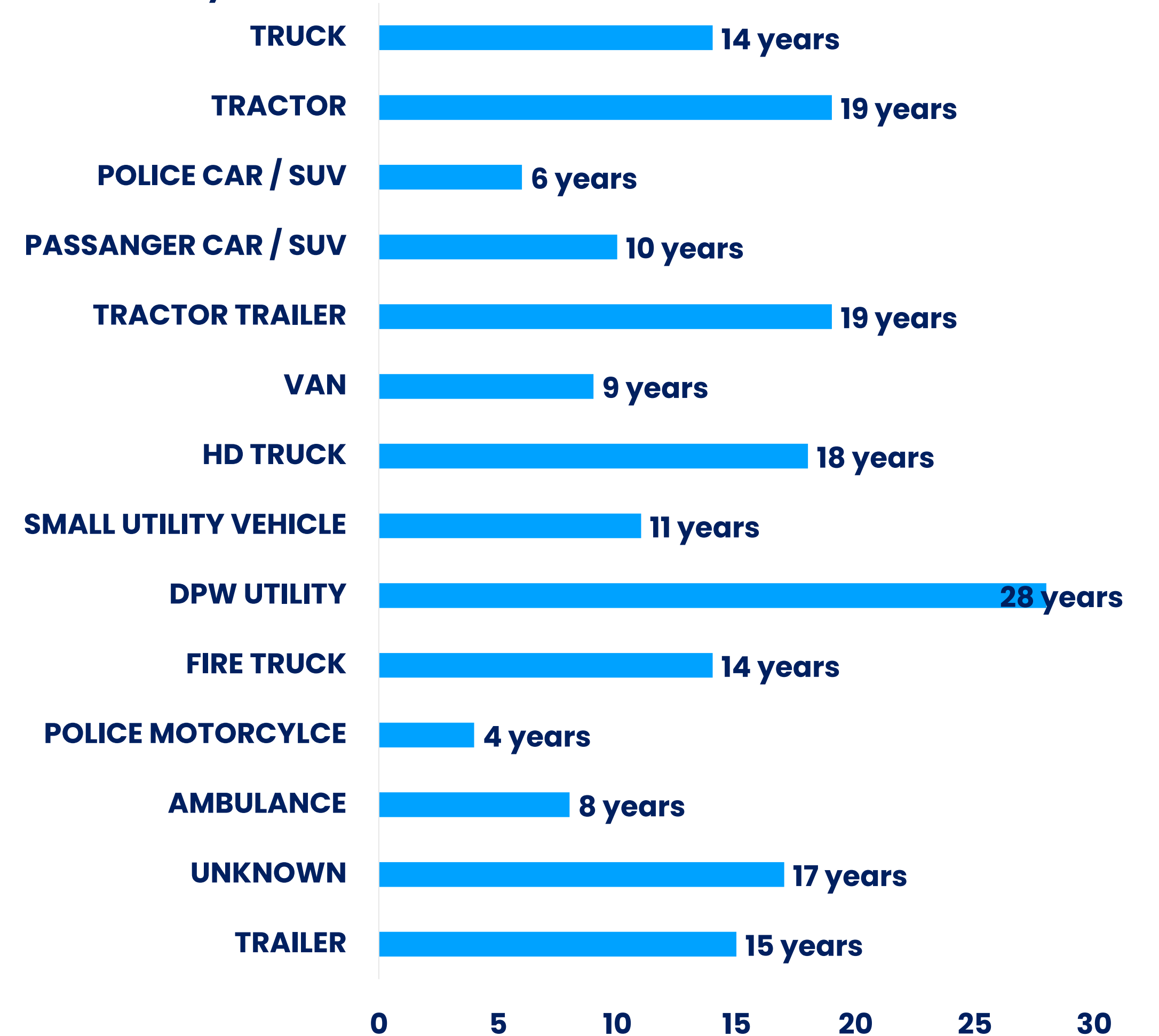
# Easthampton fleet at a glance:

## Vehicles by Category

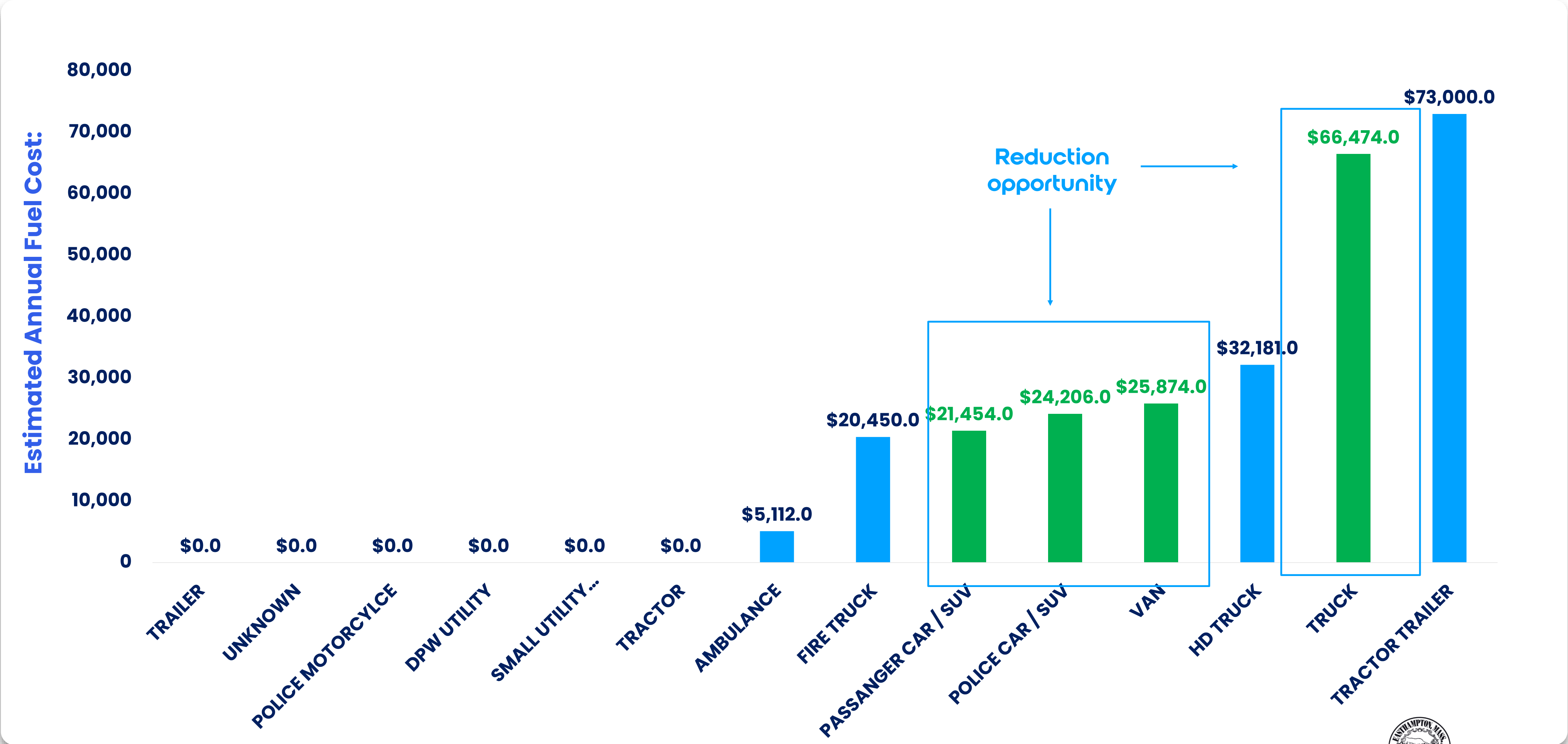


Takeaway: Very old fleet. Why?

## Average Age Of Vehicle:



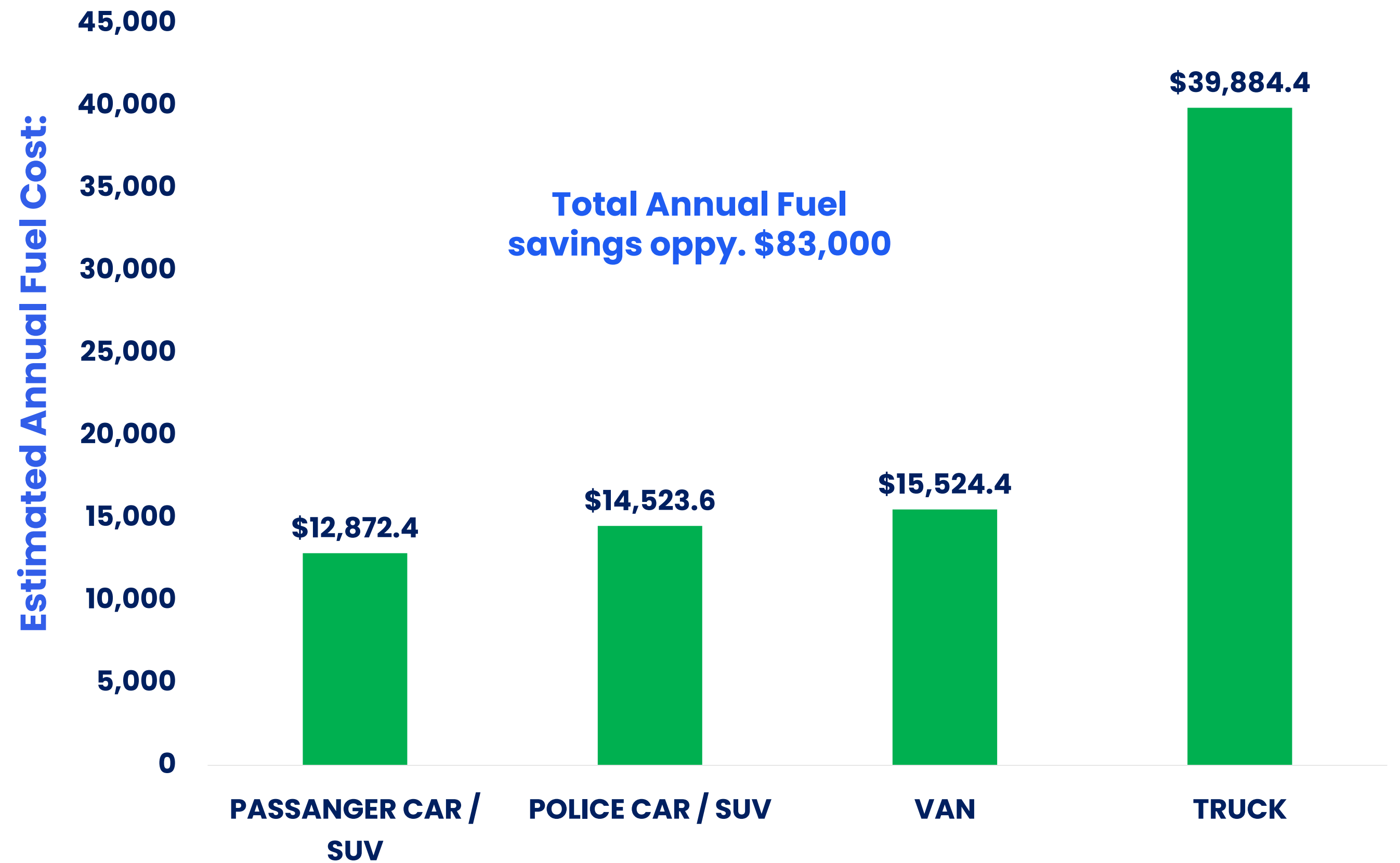
# Estimated fuel spend & opportunity:



# Fuel savings opportunity today.

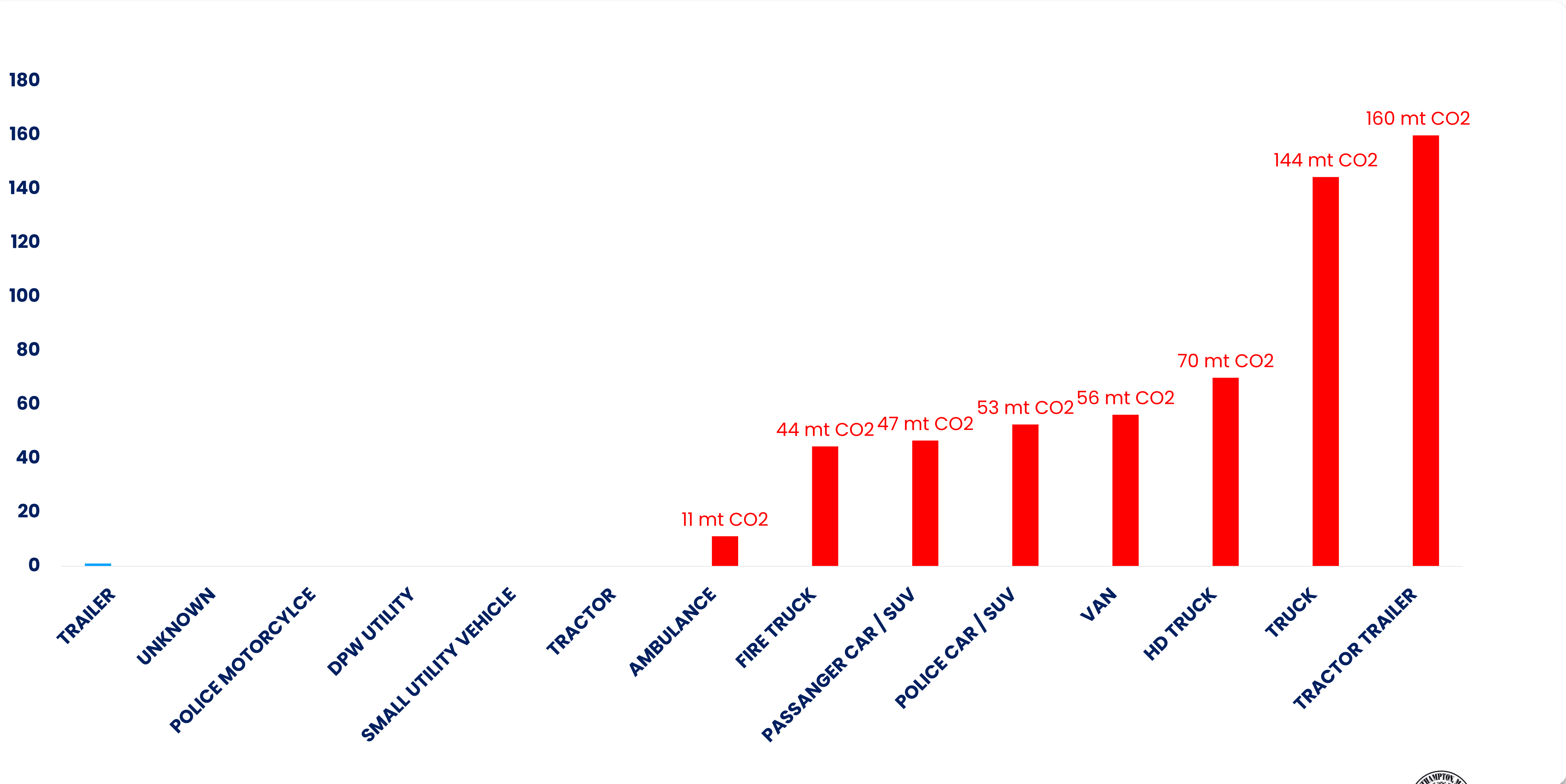
## Today's fuel savings opportunity.

- Start converting to electric vehicles where there are viable alternatives in the market.
- Trucks, Vans, Police Cars, Passenger Cars
- Total fuel savings opportunity is estimated at \$83,000 annual
- Electricity is ~60% less the cost of unleaded fuel in Easthampton per mile.





# Estimated current fleet CO2 Impact.



**City employee commuting savings opportunity.**

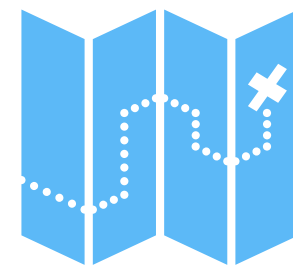


# Your 200 employees, at-a-glance



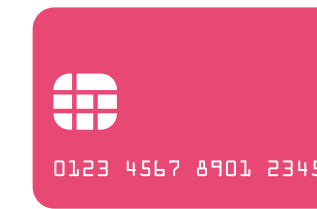
**Average Commute**

64 miles daily



**Annual total miles**

12,000 miles



**\$2,887.0**

**Fuel Spend**



**\$2,000,000**

**Fed. & state incentives  
available**



**\$346,000**

**Annual fuel savings**



**920 MT CO2**

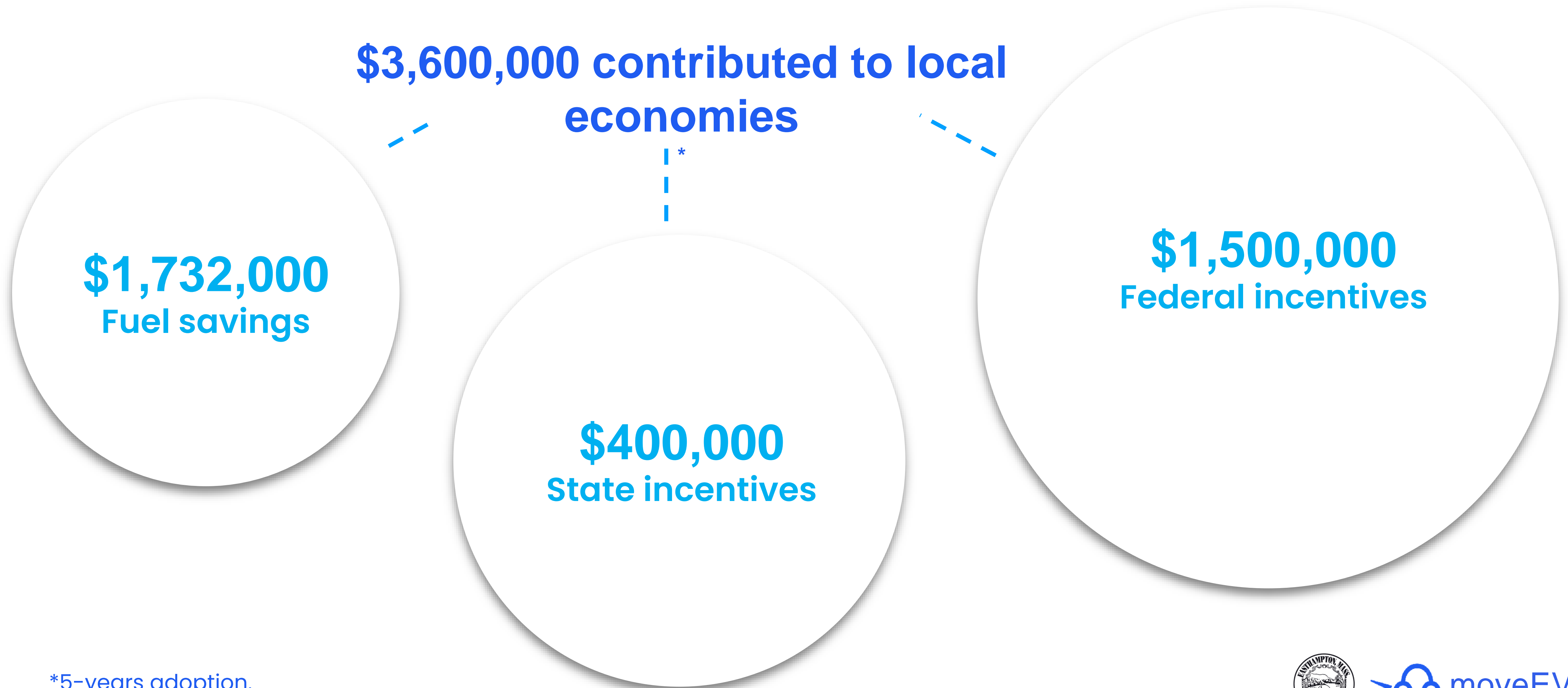
**Annual carbon removal  
from Easthampton air**

# What's the opportunity to drive EV?

1. Save employees money \$346,000 in annual fuel spend.
2. Funnel \$2,000,000 federal & state incentive dollars into your employees communities (Easthampton).
3. Reduce carbon released into Easthampton air by your employees by 25%.
4. Eliminate your HQ's annual emissions in perpetuity by 920 mt CO2 annually.
5. City of Easthampton makes sure its employees don't get left behind and can benefit from the electric vehicle transition transition.



Easthampton will facilitate big federal & state dollars & fuel savings back into their local economies.



\*5-years adoption.



**Community wide savings opportunity.**

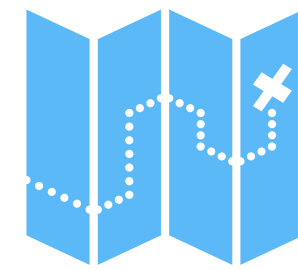


# Your 7,500 households, at-a-glance



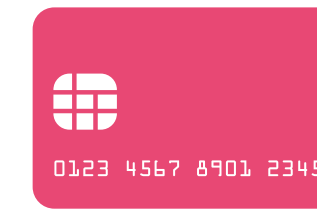
**Average Commute**

64 miles daily



**Annual total miles**

12,000 miles



**\$2,887.0**

**Fuel Spend**



**\$75,000,000**

**Fed. & state incentives  
available**



**\$13,000,000**

**Annual fuel savings**



**34,500 MT CO2**

**Annual carbon removal  
from Easthampton air**

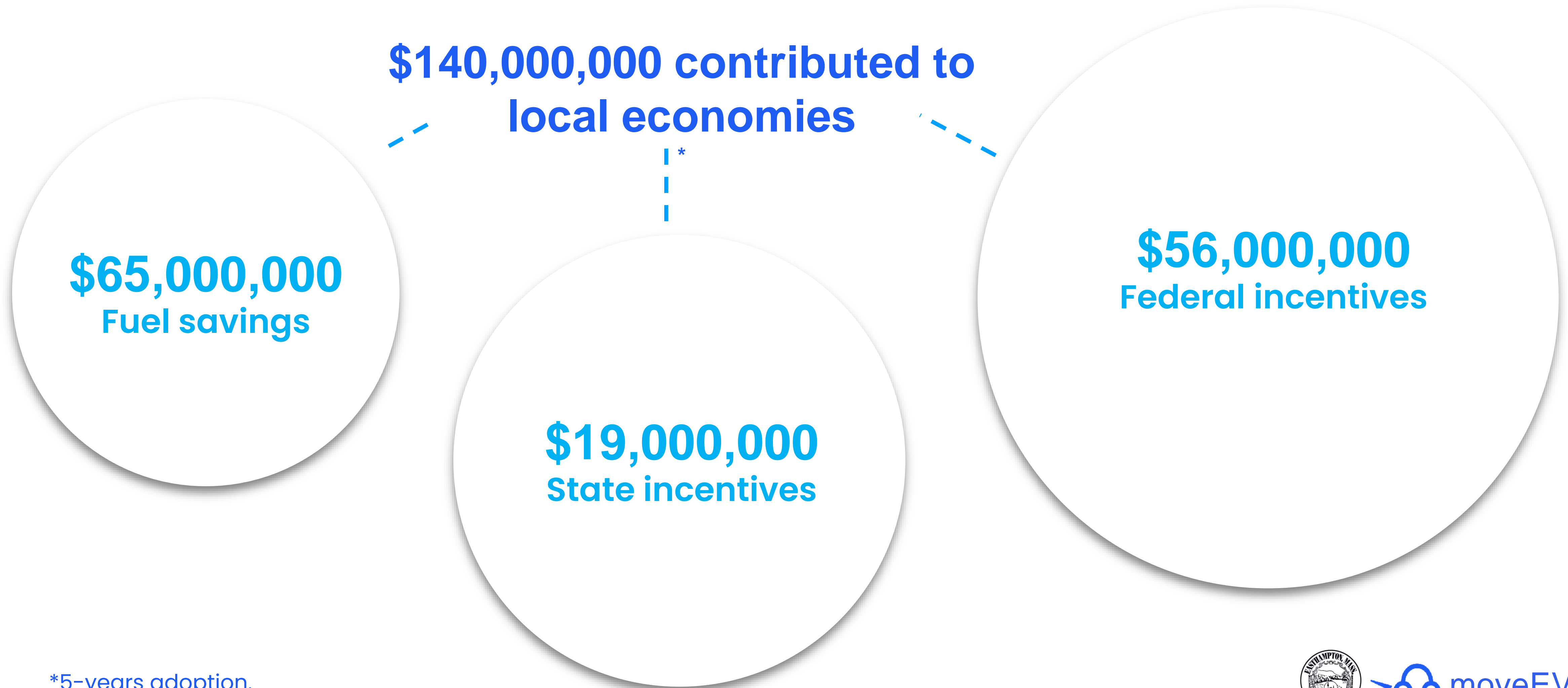
# What's the opportunity to drive EV?

1. Save residents money \$13,000,000 in annual fuel spend.
2. Funnel \$75,000,000 federal & state incentive dollars into your employees communities (Easthampton).
3. Reduce carbon released into Easthampton air by your employees by 25%.
4. Eliminate your HQ's annual emissions in perpetuity by 34,500 mt CO2 annually.
5. City of Easthampton makes sure its residents don't get left behind and can benefit from the electric vehicle transition transition.





Easthampton will facilitate big federal & state dollars & fuel savings back into their local economies.



\*5-years adoption.



# Discussion.

