FLEETS FOR THE FUTURE:
ALTERNATIVE FUEL VEHICLE FLEET SURVEY

Note: For the purposes of this survey, please consider the following alternative fuels/technologies: Ethanol 85%, Biodiesel, Dedicated Electric, Plug-In Hybrid Electric, Compressed Natural Gas, Liquefied Natural Gas, and Propane.

CONTACT INFORMATION:
Name: _______________________________
Title: _______________________________
Organization: ___________________________
Email: _________________________________
Phone: ________________________________

FLEET PROFILE

1. How many on-road vehicles does your fleet operate/maintain in each of the following classes:
   - Check here if the following numbers are estimates
   - Light duty vehicles (Up to 8,500 lbs. GVW): ________________________________
   - Medium duty vehicles (8501 – 26,000 lbs. GVW): ________________________________
     (E.g. ranging from F-250/GMC 2500 to F-650/GMC C6500)
   - Heavy duty vehicles (Over 26,000 lbs. GVW): ________________________________
   - Motorized commercial mowers (excluding tractor attachments) __________________

2. Roughly how many vehicles of each of the following classes will your organization need to replace within the next 2-3 years?
   - Light duty vehicles (Up to 8,500 lbs. GVW): ________________________________
   - Medium duty vehicles (8501 – 26,000 lbs. GVW): ________________________________
   - Heavy duty vehicles (Over 26,000 lbs. GVW): ________________________________
   - Please note any specific vehicle models that are particularly important to your upcoming replacement needs: __________________________________________

3. Does your organization have any of the following alternative fuel vehicles in your fleet? Check all that apply and specify what types of vehicles (e.g. school buses, pickup trucks, etc.) are using the alternative fuel:
   - Ethanol 85%: ________________________________
   - Biodiesel: ________________________________
   - Dedicated Electric: ________________________________
   - Plug-In Hybrid: ________________________________
   - Compressed Natural Gas: ________________________________
   - Liquefied Natural Gas: ________________________________
   - Propane: ________________________________
4. For the alternative fuel vehicle type you expect your fleet is most likely to adopt in the next 2-3 years, what changes would need to happen in order to accelerate the fleet’s adoption of these vehicles? If you are considering adopting more than one alternative fuel, describe the one you expect more difficulty with.

☐ Circle the most likely type:

<table>
<thead>
<tr>
<th>Ethanol 85%</th>
<th>Bio-diesel</th>
<th>Dedicated Electric</th>
<th>Plug-in Hybrid Electric</th>
<th>Compressed Natural Gas</th>
<th>Liquefied Natural Gas</th>
<th>Propane</th>
</tr>
</thead>
</table>

☐ Rate the changes in conditions that would be most helpful: Very Important, Important, Somewhat Important, Indifferent, or Not Important.

☐ Better availability of alternative fuel packages for specialty vehicles _____________
☐ Better fleet evaluation tools ________________
☐ Change in driver attitudes _________________
☐ Change in local political climate ______________
☐ Improvement of public charging/refueling infrastructure ________________
☐ More data on maintenance savings, fuel savings, and/or reliability ______________
☐ Reduction in cost of the vehicle

5. Does your fleet have one or more of the following mandates or requirements? Check all that apply.

☐ Mandates or requirements to acquire alternative fuel vehicles? If yes, describe: __________
☐ Mandates or requirements to use alternative fuel? If yes, describe: __________
☐ Mandates or requirements to reduce the use of petroleum based fuels and/or reduce fleet based greenhouse gas emissions? If yes, describe: ______________

FLEET INFRASTRUCTURE & MAINTENANCE SUPPORT

6. If you handle maintenance onsite at a maintenance facility, does your organization currently have capacity and expertise to maintain the following alternative fuel vehicles? Check all that apply.

☐ Ethanol 85%
☐ Bio-diesel
☐ Dedicated Electric
☐ Plug-In Hybrid Electric
☐ Compressed Natural Gas
☐ Liquefied Natural Gas
☐ Propane
☐ Do not have capacity and expertise to maintain AFVs
☐ No onsite maintenance
7. What types of alternative fuel infrastructure does your fleet currently own or use? (enter Y/N in each cell)

<table>
<thead>
<tr>
<th>Alternative Fuel/Technologies</th>
<th>Own and/or Operate</th>
<th>Use (public infrastructure)</th>
<th>Would like to expand in next 2-3 years</th>
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</thead>
<tbody>
<tr>
<td>Electric vehicle charging stations (Level 2)</td>
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<tr>
<td>Electric vehicle charging stations (DC fast chargers)</td>
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<tr>
<td>Propane fueling station</td>
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<tr>
<td>CNG fueling station</td>
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<tr>
<td>LNG fueling station</td>
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<tr>
<td>Ethanol blends</td>
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<tr>
<td>Biodiesel blends</td>
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</table>

8. How readily available are each of the following alternate fuels are in your area? Select one of the following for each fuel type: I Don’t Know, Not Available, Available but Inconvenient, Available, or Other. If other, please specify.

- Ethanol 85 ____________________
- Biodiesel ____________________
- Public EV charging stations ____________________
- Compressed Natural Gas ____________________
- Liquefied Natural Gas ____________________
- Propane ____________________

9. For alternative fuel vehicles, does your fleet have experience bundling the procurement of the vehicle with the procurement of fueling infrastructure and/or fuel?

- Yes, for electric vehicles
- Yes, for propane vehicles
- Yes, for natural gas vehicles
- Yes, for ethanol vehicles
- Yes, for biodiesel vehicles
- No, but we would be interested in exploring such an approach
- No, and our policies prohibit such procurement strategies
FLEET FINANCING

10. Within your organization, what payback period of cost savings (fuel, maintenance, and life-cycle savings) would be enough to justify the up-front investment in alternative fuel vehicles?
   - [ ] 1-2 Years
   - [ ] 2-3 Years
   - [ ] 3-5 Years
   - [ ] 5-7 Years
   - [ ] 7+ Years
   - [ ] I Don’t Know
   - [ ] N/A: we have no way of justifying higher capital expenses through savings in fuel and maintenance.

11. Rate the following financing mechanisms by how commonly they are used within your fleet for AFVs and for conventional vehicles: Never, Uncommon, Common, or Very Common.

<table>
<thead>
<tr>
<th>Financing mechanisms</th>
<th>For conventional vehicles</th>
<th>For AFVs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct upfront purchase</td>
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<td>Commercial leases</td>
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<td>3rd party financing</td>
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<td>US General Services Administration</td>
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<td>State bid list</td>
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<tr>
<td>National cooperative procurement contracts (E.g. HGAC Buy, NJPA, National IPA, US Communities, NASPO ValuePoint, etc.)</td>
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<tr>
<td>Other (specify):</td>
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☐ If your organization feels strongly about not using one of the financing mechanisms listed above please comment: ________________________________

12. If Fleets for the Future could reduce the cost of one type of alternative fuel vehicle for your procurement needs, which vehicle would you want it to be? (Indicate the vehicle fuel type and function. E.g. CNG transit bus, propane school bus, electric pool vehicle, etc.)

   Vehicle function: ________________________________________________________________
   Vehicle fuel(s): _________________________________________________________________
   Comments: _____________________________________________________________________
**AFV FLEET BEST PRACTICES**

13. Fleets for the Future is writing best practice guidelines to aid fleet managers and procurement specialists in procuring AFVs. What topic areas would be most useful to you and your organizations? Specify: High, Medium, or Low interest for each area below.

<table>
<thead>
<tr>
<th>Topic Area</th>
<th>Electric vehicles</th>
<th>Propane vehicles</th>
<th>Natural gas vehicles</th>
<th>Ethanol vehicles</th>
<th>Biodiesel vehicles</th>
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<tbody>
<tr>
<td>Vehicle procurement decision support (e.g. suitability analysis, vehicle specs, etc.)</td>
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<tr>
<td>Fueling infrastructure procurement decision support (e.g. siting and needs assessment, usage of public/private stations, setting up payment systems, etc.)</td>
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<tr>
<td>Vehicle financing methods and incentives</td>
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<tr>
<td>Infrastructure financing methods and incentives</td>
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<td>Additional requirements to consider for inclusion in procurement documents (e.g. warranty, training, maintenance, and service agreements)</td>
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<td>Operations best practices (e.g. driver training, vehicle dispatching, optimization for fleet needs, etc.)</td>
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<tr>
<td>Maintenance best practices</td>
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<td>Other: ______________</td>
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14. Comments:
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