WGA Transportation Council
Leveraging Private Funds & Creating Partnerships

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State of Colorado
“Right Size” the fleet
Reduce VMT
  – Mass transit, carpool, bike, walk, telecommute
Replace Fuels
  – Biofuels, Natural Gas, Propane, Hydrogen, Electricity
Reduce Vehicle Fuel Consumption
  – All vehicles
    • Reduce mass, aerodynamic drag, rolling resistance
  – Conventional vehicles
    • Cylinder deactivation, 6-speed transmissions
  – Advanced powertrains
    • Hybrid-electric vehicles
    • Plug-in HEVs
    • Fuel cell vehicles
Idle reduction technologies and policies
Consider replacing light duty gasoline vehicles with more efficient clean diesel/ biodiesel vehicles
Program Goals

- Increase use of alternative fuels and alternative fuel vehicles (AFVs)
- Establish or expand the Biofuels infrastructure
- Increase public awareness
- Stimulate Colorado biofuels industry
• Project funding is 35% of net cost after tax incentives or a maximum of $25,000 for E85 and $10,000 for biodiesel
• First-Come, First Serve
• Applicants fill out interest form on GEO website
• Steering committee reviews applications
• Monthly meetings allow for committee votes
• If awarded, purchase order is created
• Final Report is submitted with invoices and receipts and is paid
• Station owners submit quarterly reports on volume
Successes To Date

• 111 stations to date (only expected 11)
• Market demand is spurring investment w/o grants
• Multiple stations grown shows business case:
  - Acorn Petroleum: 5
  - Cenex: 2
  - Chief Petroleum: 2
  - Kum & Go: 3
  - Pester Marketing: 10
  - Western Convenience: 24
• *Over 30M gallons (reported to date)
Leveraging Private Funds: Needs to Know

- Must create a Win/Win/Win
- Government can reduce risk but not remove it
- Stations need:
  - research/data
  - support on regulations/reporting
  - recognition for the investment
  - to be told when it’s a bad idea
- Best for Gov’t to stay out of:
  - business decision making
• Find the right partner (not too big/not too small)
• Research best industry partner
• Align missions and business opportunities
• Date before marrying
• Be transparent/up front about Gov’t business
• Minimize reporting to most crucial data needed
• Recognize- Recognize- Recognize!
• Make the application short, relevant and concise
Online form that includes questions pertaining to:

- Proposed pump/tank location
- Current unleaded volume
- Traffic volume
- Proposed tank and pump configuration (underground, above ground, blending dispenser, # of nozzles)
- Number of tanks
- Other alternative fuels offered (E85, B20, CNG, LPG, Hydrogen)
- Biofuel provider and projected pricing structure
- Timeframe for the project (Detailed quote required)
- Cost of project
- Description of project
- Project champions (station owners, fuel providers, anchor fleets, dealerships)
- Biofuel marketing plan
Partners Need Info

- GEO & GBC Resources
- Education to public, station owners and fleets
- Funding Support
- Case Studies
- NREL Top 50 Station Report
- Technical Resources
  1. FFVs Maps
  2. Station Locators
  3. Media outreach support
  4. Promotional Materials
  5. Technical Review of Proposal
  6. Tax incentive information
Station Siting

Colorado - Proposed E85 Infrastructure
Top 51, with 2 mile exclusion radius

Gasoline Stations
Neighbor exclusion radius of 2 miles.
- Existing E85
- Primary Station
Colorado Flex Fuel Vehicle Population

Incentives
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