

Clean Energy for ALL is Good Business Sense



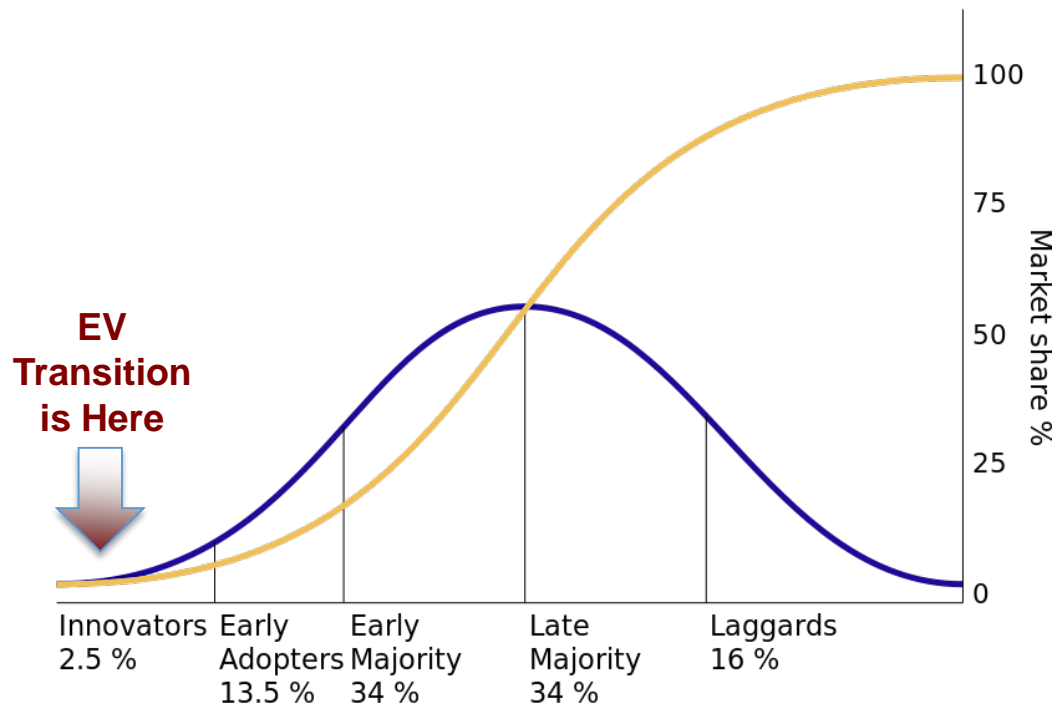
100% EV transit bus in Louisville, KY

**Clean Energy
WORKS**

Holmes Hummel, PhD, Principal
www.cleanenergyworks.org

Speed, Scale – and Avoiding Stranded Assets

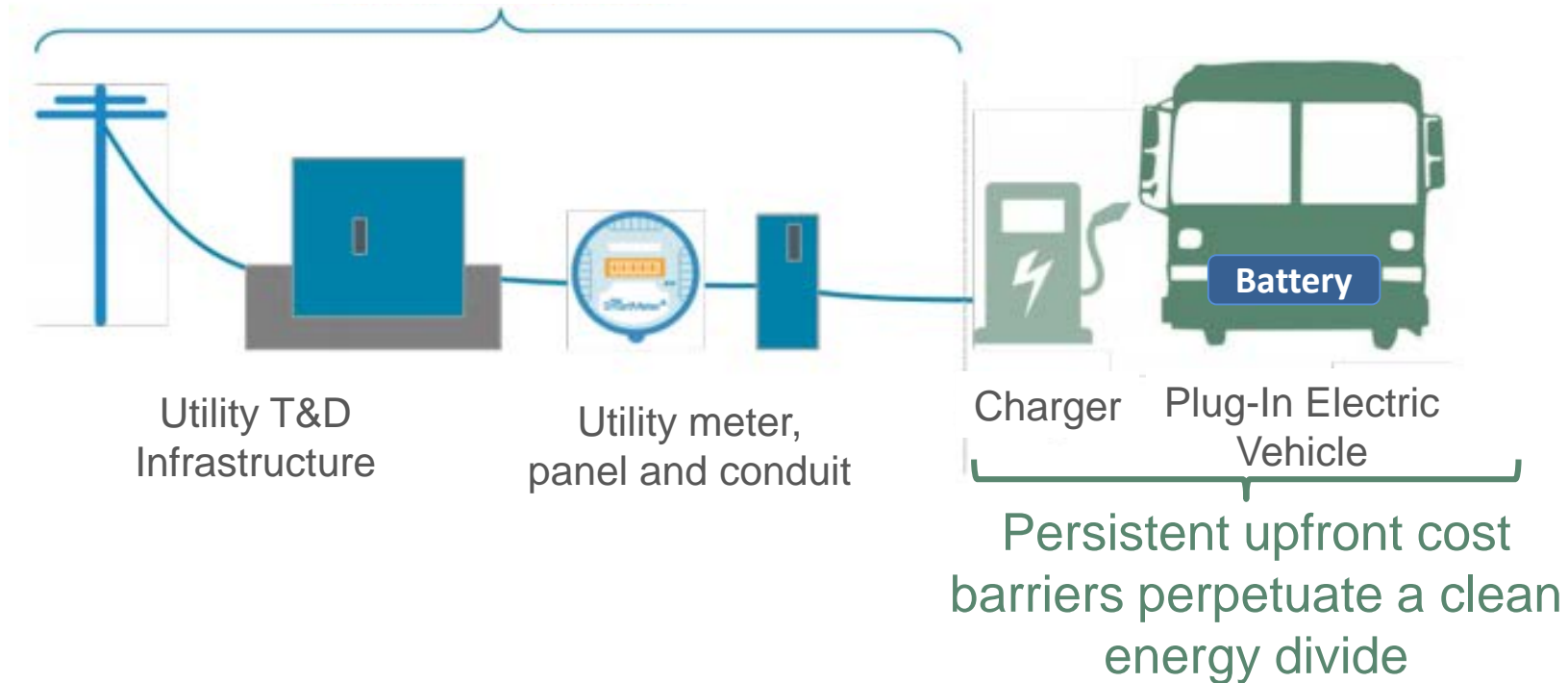
Innovation Diffusion Curves (Rogers)



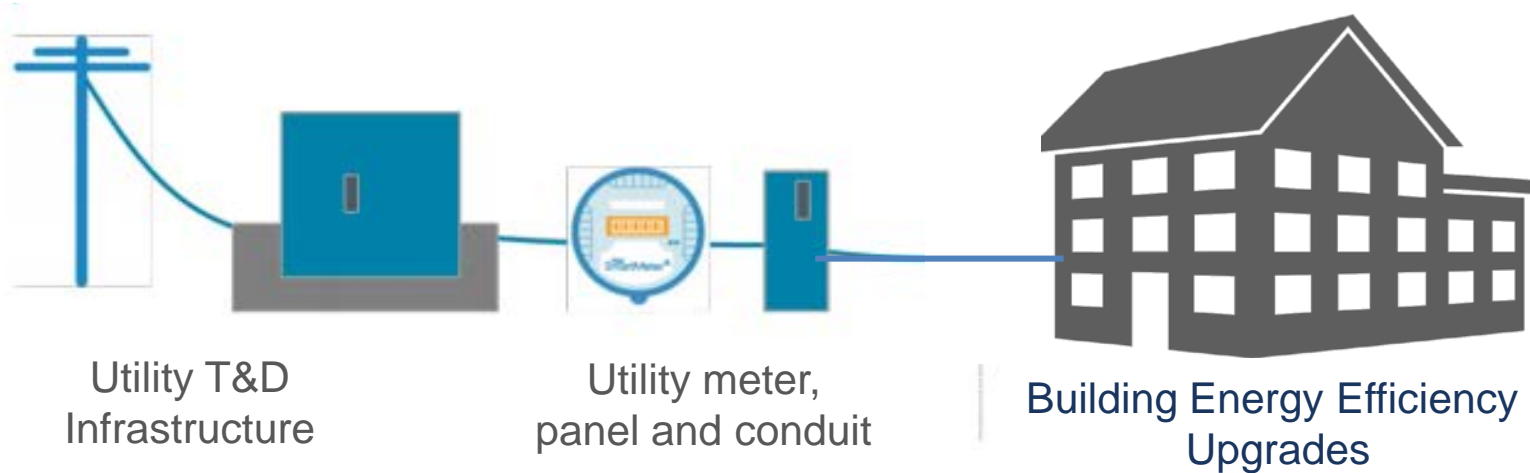
Sources: IEA, Global EV Outlook, 2017; BNEF, Electric Buses in Cities, 2018; McKinsey, Focused Acceleration, 2018.

How we invest affects who can invest.

“Make-ready” Infrastructure



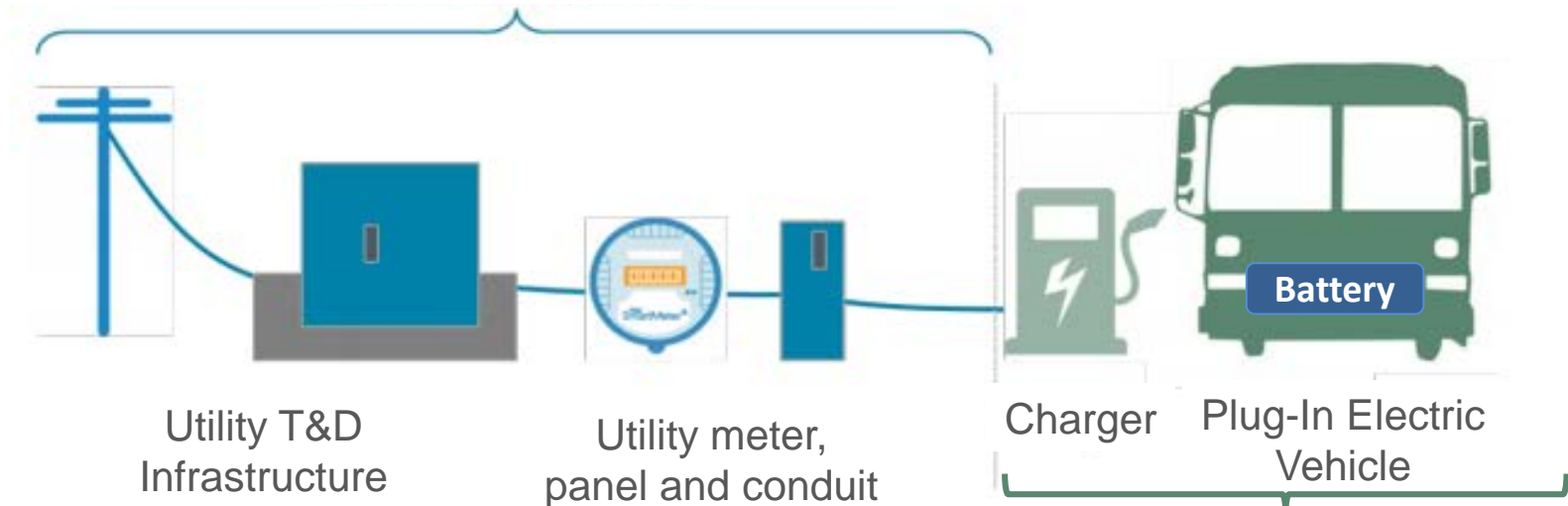
How we invest affects who can invest.



Inclusive financing can clear barriers for low-income households and renters

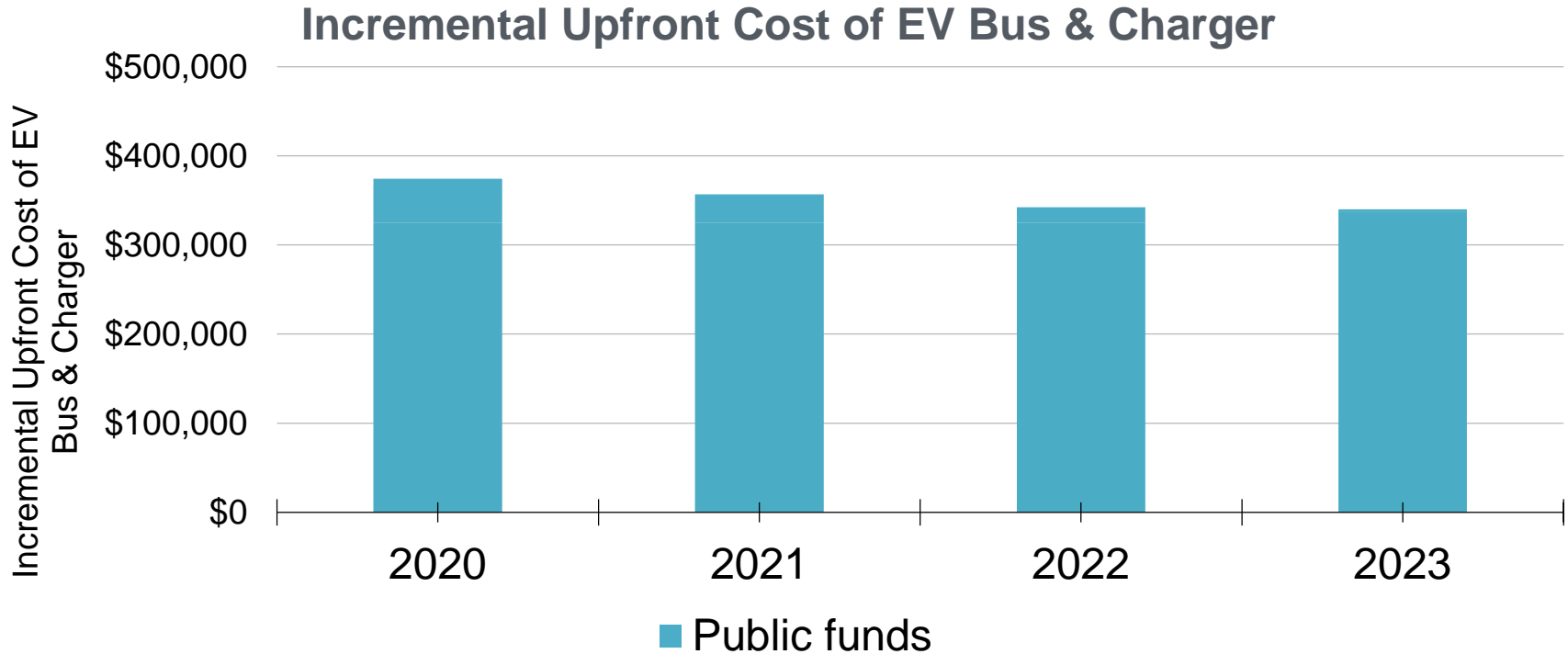
How we invest affects who can invest.

“Make-ready” Infrastructure

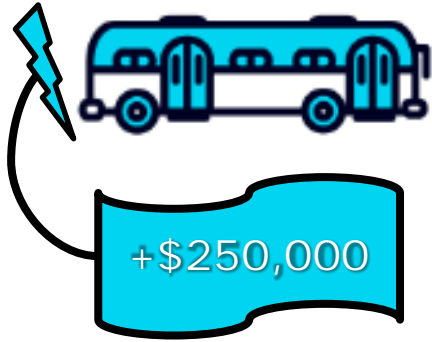


What if inclusive financing applied to on-board batteries and on-site charging stations for EVs?

Example: “Lake City Transit” sought grants for clean transit buses



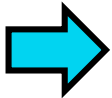
Example: Lake City Transit



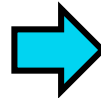
Utility Grid Co. invests \$250,000 in the on-board battery and charging station for **Lake City Transit**.



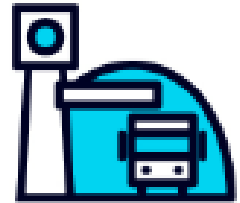
**Capital
Provider**



Utility

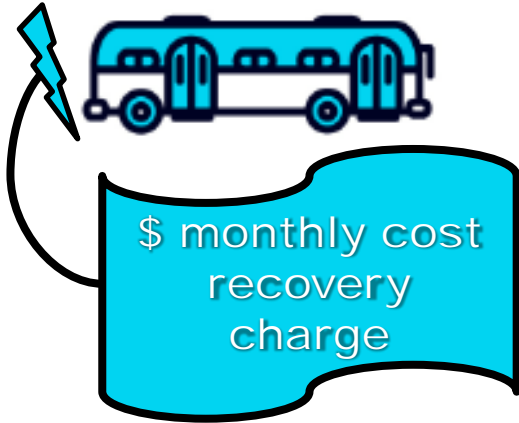


**Terms of
Service
Agreement**



**Transit
Agency**

Example: Lake City Transit



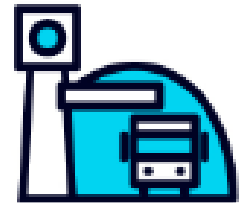
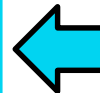
Utility Grid Co.'s cost recovery on the monthly bill spans the period of the battery warranty, and when the costs are recovered, the assets belong to **Lake City Transit**.



Capital Provider

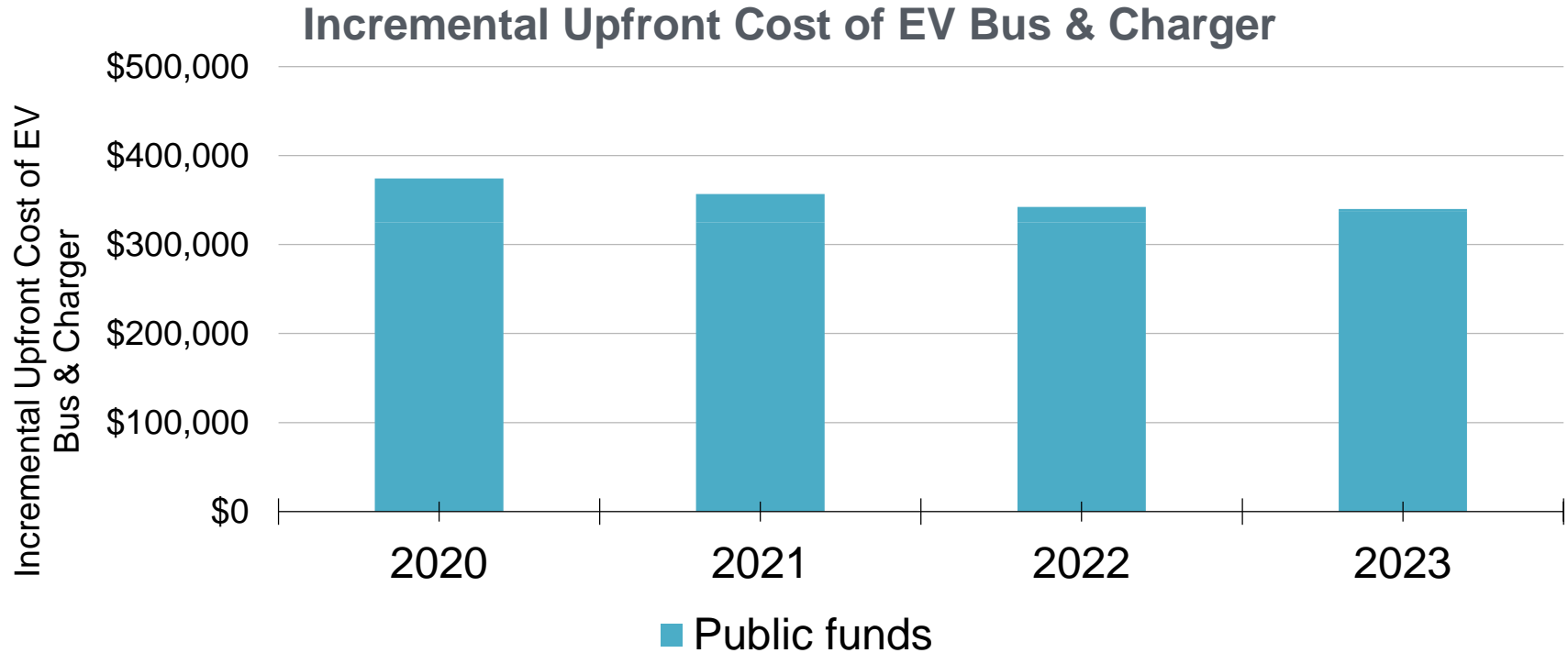


Utility

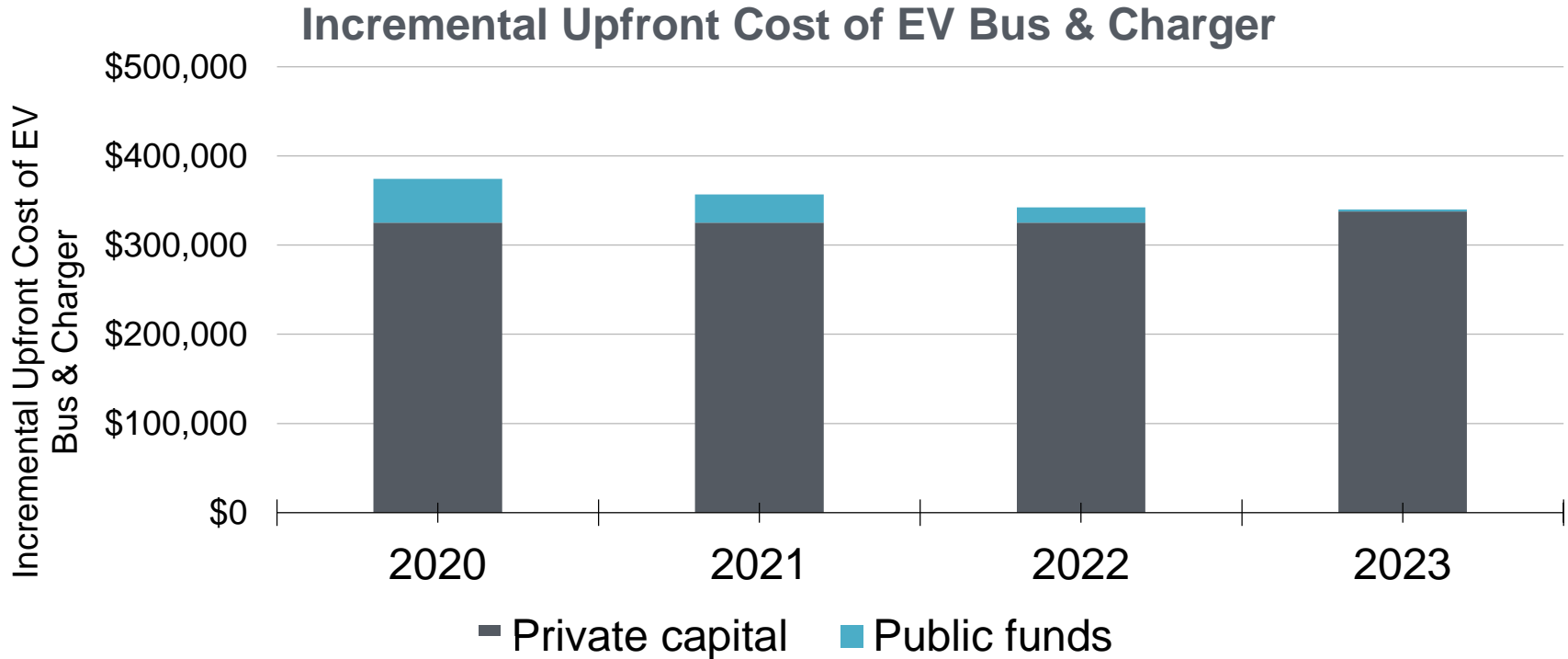


Transit Agency

Example: “Lake City Transit” sought grants for clean transit buses...



...and leveraging funds with financing
could stretch the grant funds 10 times farther



Good business sense:

Funding + Financing to benefit Frontline Communities First

For a \$1 million grant in 2020,
Lake City Transit could pay for the upfront
cost premium of **3 battery-electric buses...**



... or pay upfront for the premium
for the Total Cost of Ownership for
20 electric buses.

