



**California
Natural Gas Vehicle
Coalition**

Partnerships

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Reasons for Partnerships

- Funding
- Know-how, Expertise and Experience
- Collaboration
 - Other fleets with similar interests/needs



Funding

- Large funding sources
 - SCAQMD
 - MSRC
 - CEC
 - DOE
 - Other APCDs
- Fuel Providers
 - ENRG
 - Pinnacle CNG/Trillium
 - Others



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Other Ways to Partner

- Cities (AB2766)
- Other fleets



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Utilities

- Aware of other customers in same position
- Potential to find another fleet customer nearby



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Caution

- Don't try to go it alone
- Don't think it is an either or proposition
- Market wants/needs collaboration to provide public access
- Willing to partner for public access



What You Should Try and Do

- Determine if fuel provider is right way for you
- Determine how much money is potentially available for stations from agencies, etc.
- Determine if you can partner with other fleets



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What You Shouldn't Do

- Go it alone
- Install private vs public access station



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Caution Against Installing Small stations

- Capital costs higher per capacity
- Need to anticipate growth demand
- Precludes public access
 - Dollars available to develop public access