

Charging Ahead of ACF: Strategies to Accelerate the Shift to Zero-Emission Government Fleets

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Meet Your Speakers



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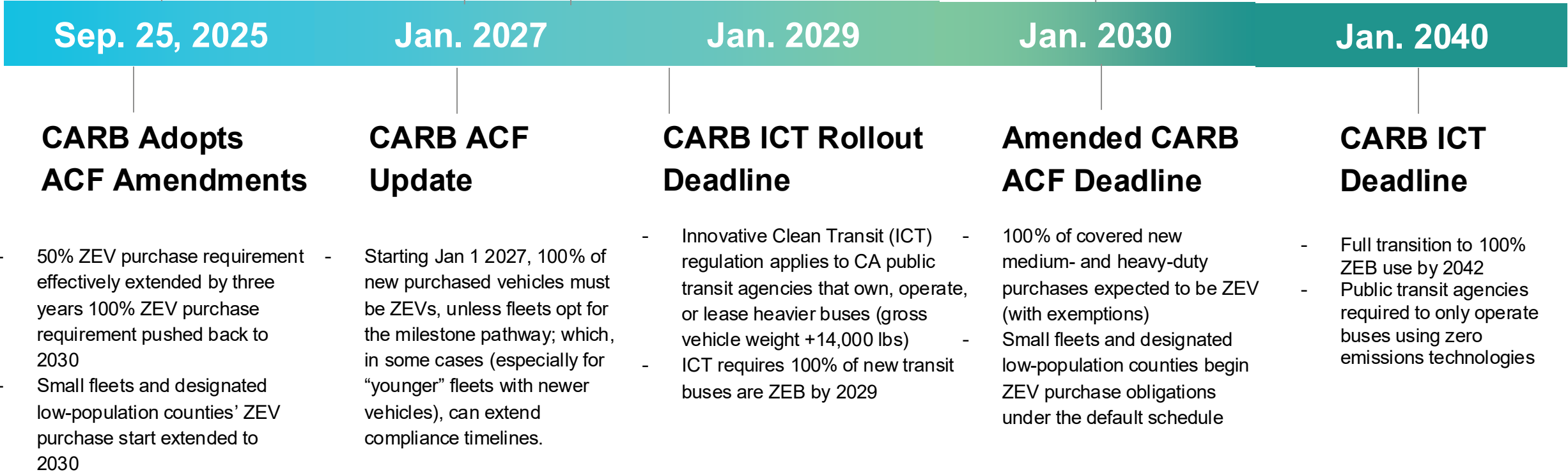
Electrification Regulatory Landscape

CARB ACF Amendments Take Effect

AB 39: Local Electrification Planning Act

CARB is expected to update ACF
by Jan. 2027

Cities and counties must prepare and adopt an electrification
plan on or after Jan. 1, 2027, but no later than Jan. 1, 2030



Public Agency Fleet Snapshots

Town of Apple Valley



Pilot Phase

- Fleet size: 68 vehicles; 36 subject to ACF regulations.
- Heavy emergency-response duties (streets, wastewater) that must be ready 24/7.

Early-stage Projects

- Planned L3 chargers to support MD/HD ACF electrification + L2 Public Chargers for community

County of San Diego



Scaling & Optimization

- Fleet size: ~4,500 vehicles across hundreds of locations.
- Currently ~700 ports at 43 sites, mix of L2 and some DCFC; centralized monitoring via ChargePoint portal.

Years into EV Roadmap

- Charging since 2014, EV Roadmap adopted 2019

Government Fleet Electrification Journey



Shared Challenges: Utility, Hardware, Operations

- **Utility coordination & timelines** (new service, upgrades, energization deadlines)
- **Hardware & siting** (charger locations vs ideal parking, vandalism, tech reliability)
- **Operations & reliability** (maintenance, uptime, integrating EVs into daily workflows)
- **User engagement & buy-in** (range anxiety, vehicle suitability, parking/charger habits)



Electrification Funding and Creative Financing



Tax Credits



Rebates



Vouchers



Reimbursement



Funding Sources
Federal Programs
California Programs
Utility Programs
Air District Funding
General Funds

What's Covered	
Hard Costs	Soft Costs
Vehicles	Planning Work
Chargers	Software
BTM Infrastructure	Maintenance
Utility Upgrades	Warranties

Benefits of Cooperative Purchasing Contracts

Reduce Procurement Timelines by Up to 75%

- ✓ **Save time** - a streamlined buying process
- ✓ **Save money** - a lower total cost of ownership
- ✓ **Reduce risk** - improved contract terms and conditions
- ✓ **Reduce complexity** - expert planning and experienced teams
- ✓ **Awarded vendor expertise** - project scope optimization and dealing with local distribution utilities and ADA compliance



Lessons Learned & Looking Ahead

- Start with a realistic EV roadmap – consider which vehicles **can't** be EV yet and which are mandated to electrify
- Address range anxiety **upfront** with data, pilots, and clear charging plans.
- Secure top-down support and build trust: leadership directives + credible communication.
- Plan early for funding, procurement, and utilities; timelines are longer than you think.





Q&A

The background of the slide features a light gray, semi-transparent image of a fleet of white delivery vans parked in a row. On the right side, a black electric vehicle charging station with a charging cable is visible. The overall aesthetic is clean and professional, suggesting a focus on logistics or fleet management.

Thank You!

Breakout Discussions

Break into two groups:

- Group 1: Small fleets / just starting / pilots → Guy Eisenbrey
- Group 2: Large complex fleets / scaling / optimizing → Charley Marchesano

Group Prompts

- What's your biggest constraint right now: utility, hardware, funding, or operations?
- What's one decision you must make in the next 12–18 months?
- What's one thing you've tried that worked (or failed) at your stage?