

ETDC



**BREATHE
CALIFORNIA**

GREEN TEAM

**Green Transportation Team
Of Silicon Valley**

VEHICLES

TRAINING

INFRASTRUCTURE

\$200,000,000 FINANCING

MY THREE VEHICLES

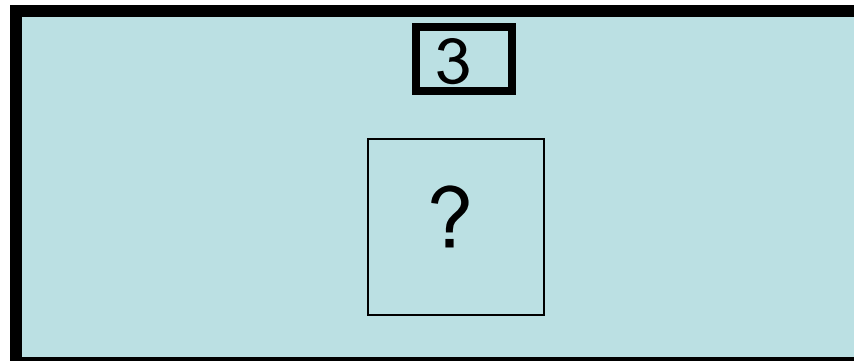
MY DAILY
TRANSPORTATION:

A Fleet of Three
for:

"17,816 Miles a year"

1. Sedan: City: 1,200
Miles year

2. Truck: Freeway
16,500 year



MY THREE VEHICLES

MY DAILY TRANSPORTATION:

"17,816 Miles a year"

Sedan: City: 1,200 Miles year

Truck: Freeway 16,500 year

(1) MY SEDAN is Electric

Plug-in overnight = \$.22 day

normal @25mpg gas = \$213

or \$80 in electric version

\$130 Savings

(2) MY TRUCK is CNG F-150

Fuel at PG&E & Airport:

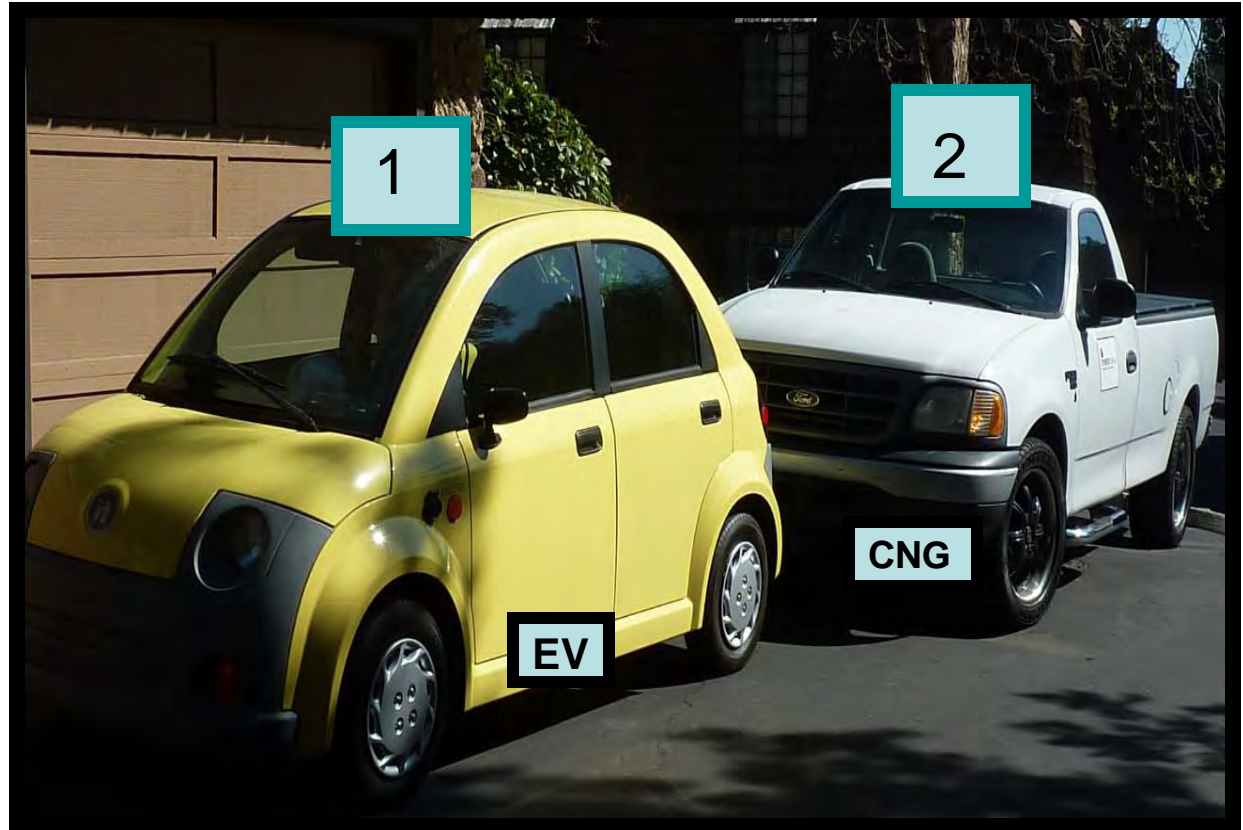
CNG \$2.25 Gallon
or Gas is \$4.40 gallon

18mpg or 916 gallons year

= \$4,030 gas / \$2,061 CNG =
\$1,969 Savings

□ My Sedan & Truck Fleet:

**Savings of
49%**



and

3

MY DAILY TRANSPORTATION:

“17,816 Miles a year”

Sedan: City: 1,200 Miles year

Truck: Freeway 16,500 Miles year

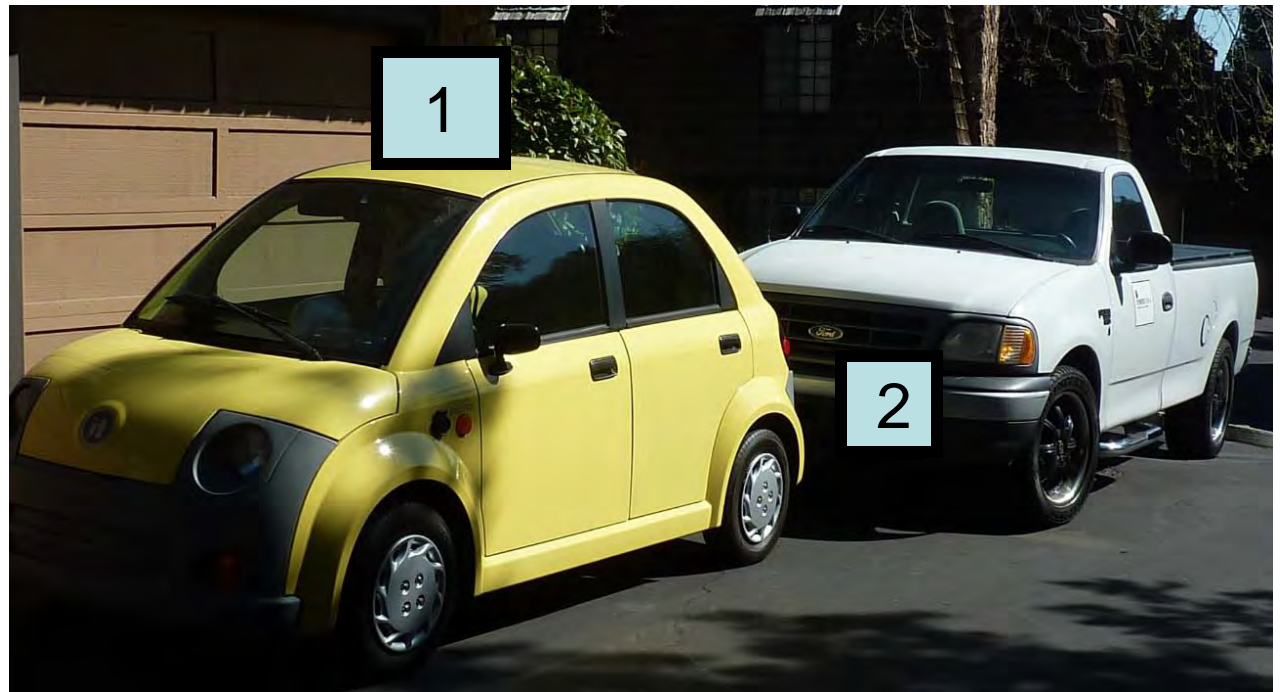
Sports: Cobra 351 Sports 270 Miles year

DIFFERENT FUELS FOR
DIFFERENT PURPOSES

1. EV
SEDAN
2. CNG
PICKUP
3. COBRA
351HP

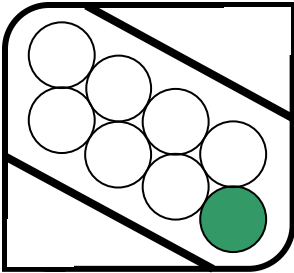
Fuel Cost Reduction &
Choice to meet Duty Cycle

FLEETS SHOULD APPROACH THEIR
ANALYSIS THE SAME WAY



Cobra is a 18
weekend a
year
fun car @
15 miles per
Weekend

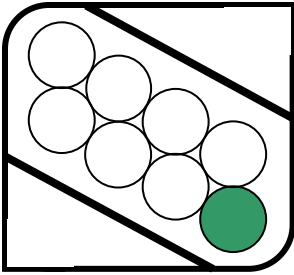
Cost \$116 yr.



HELP FLEETS AFFORD GREEN TRANSPORTATION ESSENTIALS “**Vehicles, Infrastructure & Training**”



- Want to be sure that the project always has the 3 essentials.
- Fleets do not want to have to pay for Green Transportation projects upfront.
- Want to borrow the funds for all three essentials at reasonable rate and pay back the debt from fuel and maintenance budget savings.
- Want to help the vehicle, infrastructure and training suppliers by offering advance payments to them.
- Want to help public grant funding sources like like CEC, BAAQMD, CARB & EPA by combining private funding dollars, to be able to fund more.



NEED FLEETS TO HAVE ENOUGH FUNDING
FOR GREEN TRANSPORTATION ESSENTIALS
“**Vehicles. Infrastructure & Training**”



10 Years ago we partnered with Government Capital Corporation to help a local municipality on purchasing an electric bus.



Specialists in Municipal Finance for Entities i.e. Public Schools, Cities, Counties, Transit Authorities, Colleges/Universities, Port Authorities, Parks, States, etc.



The GREEN TEAM is working with 3 other Financial Organizations in an effort to address Corporate Fleets.



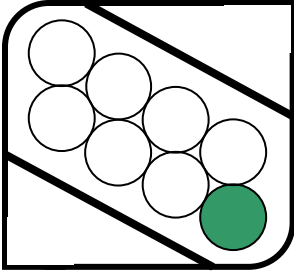
Over one billion dollars in transactions have been completed and we have almost \$11 million outstanding in offers.



June we are announcing a financing relationship with three vehicle companies.



Nationwide service Partner with Green Transportation-Synergy EV Financial working with Silicon Valley Clean Cities and Breathe California



NEED FLEETS TO HAVE ENOUGH FUNDING
FOR GREEN TRANSPORTATION ESSENTIALS
“**Vehicles, Infrastructure & Training**”

- Up to 100% Project Financing **\$200,000,000 Budgeted**
- Avoids Delays and Fuel Price Increases
- Flexible Payment Options (annually, semi-annually, etc)
- Leverages Operating Budgets and combines well with Grants
- Prompt and Efficient Documentation Process
- Compresses Purchasing Cycle and payments start next budget cycle.
- Hand Holding during Process for manufacturer and fleet customer

ALL TYPES OF ALT FUEL VEHICLES



FUEL NEUTRAL-GREEN TRANSPORTATION PROJECTS



**GREEN TEAM WORKFORCE DEVELOPMENT
VEHICLE TRAINING FACILITY**



TRAINING IS MANDATORY

**GREEN
TRANSPORTATION
WORKFORCE
DEVELOPMENT
CO.**

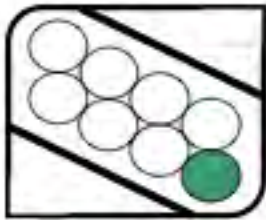


HANDS-ON



A Silicon Valley Edition, Inc. company

**ELECTRIC, SOLAR FUELED, CNG & PROPANE
TRAINING**



TRAINING

GREEN TRANSPORTATION WORKFORCE DEVELOPMENT

A Silicon Valley Edition, Inc. company



COURSES ALREADY STAFFED FOR 2,000 STUDENTS

FLEET TECH GARAGE TECHS NETS/BIAS MFG TRAINING CPC AZD FALCHION ELECTRA-DRIVE SKIP CLASSES SCHOOL DISTRICTS	ELECTRIC VEHICLE	HYBRID ELECTRIC	INFRASTRUCTURE	NATURAL GAS
	ADVANCED TRAINING 10 hours A.EV-1	ADVANCED TRAINING 10 hours A.HE-1	ADVANCED TRAINING 10 hours A.I-1	ADVANCED TRAINING 10 hours A.NG-1
	ADVANCED MAINTENANCE 20 hours B.EV-2	ADVANCED MAINTENANCE 20 hours B.HE-2	ADVANCED MAINTENANCE 20 hours B.I-2	ADVANCED MAINTENANCE 20 hours B.NG-2
	ADVANCED MAINTENANCE HANDS-ON 20 Hours C.EV-3	ADVANCED MAINTENANCE HANDS-ON 20 Hours C.HE-3	ADVANCED MAINTENANCE HANDS-ON 20 Hours C.I-3	ADVANCED MAINTENANCE HANDS-ON 20 Hours C.NG-3
	CLASS MANAGER: BRYANT INSTR: Team: Garzee, Prange, Brown, Porosky, Snyder, Landberg	CLASS MANAGER BRYANT: INSTR: DeAnza: Dave Ames, Pete Vernazai	CLASS MANAGER BRYANT: INSTR: Falchion: Ruggatto, Crayford	CLASS MANAGER BRYANT: INSTR: David Ames

ELECTRIC: Columbia Flatbed, Columbia Mega, Dynasty Sedan, Dynasty Pickup, Falchion ATV, Ford AZD, Volt CNG F-150- & CNG Taxi

The four GTWD Courses shown have already been taught by the GTWD staff members and the extended GTWD 50 Hour versions now have staff members assigned and will be ready by January 2012.. Vehicles have been secured where appropriate.

FORD- AZURE DYNAMICS,
COLUMBIA PAR CAR, EPC THINK,
FALCION, SCHOOL BUS

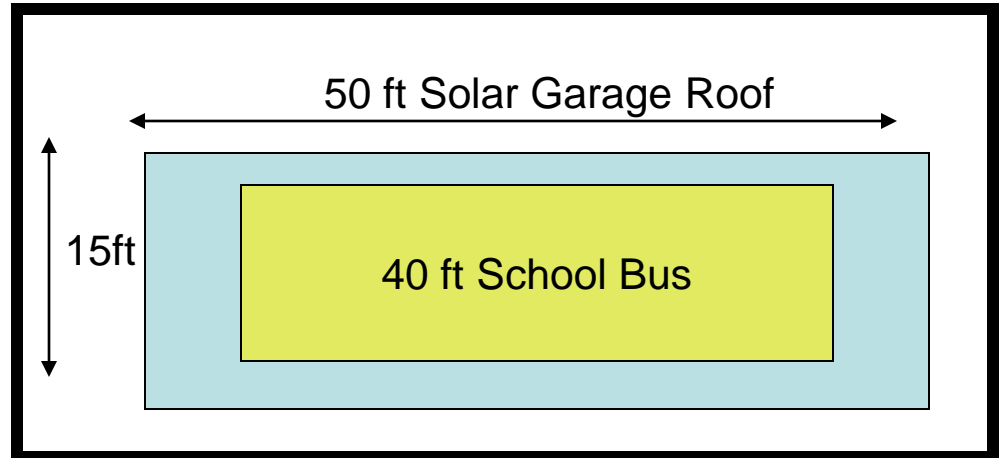
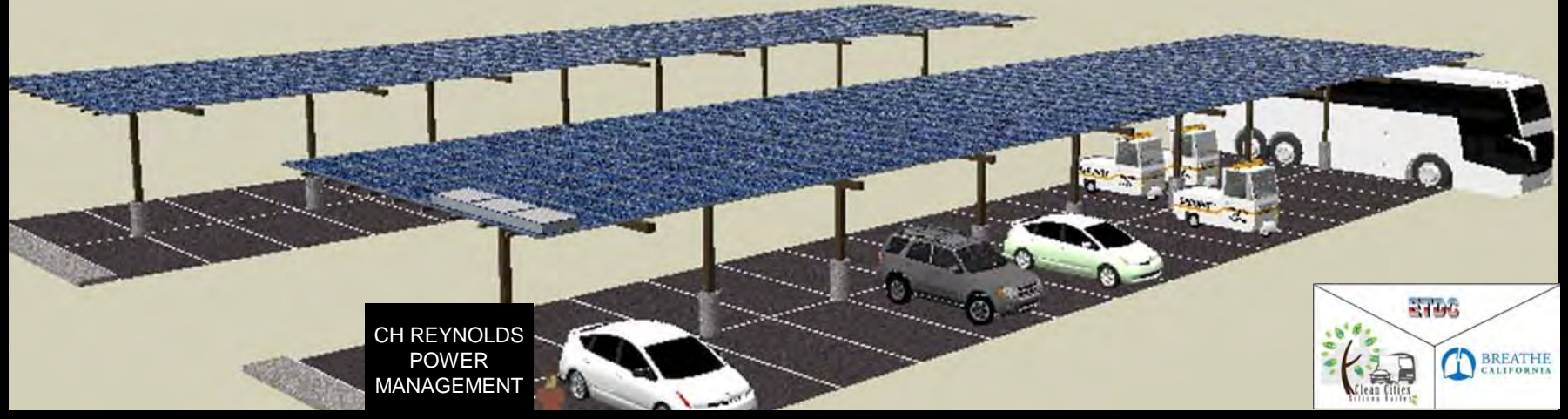
On April 28th, 2012 the California Environmental Training Panel approved a \$363,346 Grant to have GTWD-DeAnza train California fleet technicians on EV, CNG & Propane.

Financing of
INFRASTRUCTURE INSTALLED by

**GREEN
FLEETS
GROUP**

18 Turnkey Steps to free fuel

**SOLAR FUELING OF
ELECTRIC VEHICLES**



Example: Ford AZD Transit:

“Financing = Vehicle, Training, Infra.”

Electric Fleet Van, Training, and Solar Fueling Financial Package

Option 1 WITHOUT SOLAR

Cost reflects a vehicle unit price of \$54,350 less a \$12,000 purchase subsidy, vehicle charging infrastructure, plus a one-time fee for training (2 persons)

# Vehicles	Amount	Rate	5 Annual Payments
5 Vehicles	\$ 251,250	4.35%	\$ 48,827
10 Vehicles	\$ 487,500	4.15%	\$109,067
20 Vehicles	\$ 961,000	3.81%	\$213,507
30 Vehicles	\$ 1,434,500	3.70%	\$312,405

Note: Financing represents an example for illustrative purposes. It is an expression of intent, subject to credit analysis and mutually acceptable documentation, and is not a binding commitment. Actual rates, terms, etc. will be determined once specific requests are submitted.

Option 2 WITH SOLAR

GFG

Cost reflects a vehicle unit price of \$54,350 less a \$12,000 purchase subsidy, vehicle charging infrastructure, solar fueling platform, plus a one-time fee for training (2 persons)

# Vehicles	Amount	Rate	5 Annual Payments
5 Vehicles	\$ 362,750	4.35%	\$ 82,286
10 Vehicles	\$ 709,500	4.15%	\$160,045
20 Vehicles	\$1,403,000	3.61%	\$311,781
30 Vehicles	\$2,096,500	3.49%	\$464,204

GREEN
FLEETS
GROUP

CH REYNOLDS
ELECTRIC



Synergy EV Financial Services and Government Capital Announce Financing for a Solar Fueled Ford/Azure Dynamics Electric Transit Van

*Substantially Lower Your Operations Cost.
ROI 5 – 7 years
Then FREE FUEL for the life of your fleet!*

Financing is now available for California local governments, districts, or other political subdivisions, for the purchase of the Ford/Azure Dynamics Electric Transit Connect Van and all accompanying Solar Fueling infrastructure.

While Options 1 and 2 represent vehicle cost, charger and training for two (2) persons, cost for training additional persons may be included as needed. Training for both the vehicle and the Solar Fueling apparatus would be included in the financed amount.

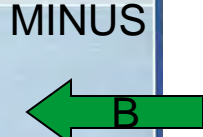
Subject to the number of vehicles ordered, progress payments may be made to the supplier upon approval by the local government for incremental delivery of vehicles.

Matching grant assistance may be available for vehicles, training, solar, etc. subject to allocation of funds and qualification by local government.

Fuel Cost Comparison

AN ACTUAL FLEETS EXPERIENCE AND ANALYSIS ON EV

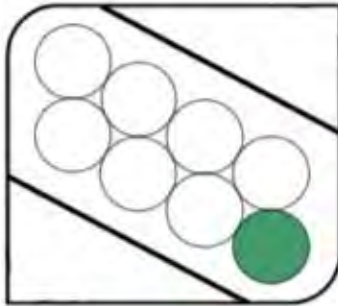
Vehicle	Fuel Cost	Avg. MPG	Cost per Mile	Cost/8000 miles
Compact	\$4.50	27	\$0.16	\$1,280
Intermediate	\$4.50	21	\$0.21	\$1,680
Full Size	\$4.50	12	\$0.37	\$2,960
Hybrid	\$4.50	37	\$0.12	\$960
EV-Peak	\$0.15 per kWh	100 miles per charge	\$0.036	\$288
EV-Off Peak	\$0.08 per kWh	100 miles per charge	\$0.019	\$152



MINUS

A-B: THE SAVINGS IN FUEL COST PAYS BACK THE LOAN





"Use our Green to Go Green"

**FOR ALTERNATIVE FUEL
VEHICLES PROJECTS
WITHIN THE SILICON
VALLEY CLEAN CITIES
COALITION ORGANIZATION**

**COMMITMENT
& VIDEO**

Go to WWW.GOVCAP.COM

Go to 2nd page and watch video

BOB GARZEE
GREEN TEAM LEADER
SynergyEV@yahoo.com

SYNERGY EV FINANCIAL

Partners in Public Finance
With

Government Capital Corporation

Government Capital Corporation has a successful history of providing tax exempt financing to local governments across the US with over 5500 completed transactions representing over one billion dollars in financings.

Financing has accommodated the purchase by local governments by spreading the payments over a period of time to allow the payment to fit since cash payment is not an option in many cases.

Vehicles i.e. fire engines, golf carts, helicopters, law enforcement vehicles, command vehicles and other rolling stock have been purchased through this financing methods.

Financing also allows the local government to finance up to 100%, generally over 5 years and deferred payments until their next budget year.

A \$200,000,000 ORDER FINANCING FUND TO BE USED TO SPREAD THE COST OF GREEN TRANSPORTATION PROJECTS THROUGH THE GREEN TEAM ORGANIZATION

WWW.SYNERGYEVFINANCIAL.COM

408-500-1740
Vehicles, Solar Fueling & Tech Training

GREEN TEAM

