



U.S. Department of Energy
Energy Efficiency
and Renewable Energy



Recent Accomplishments & Future Goals

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Coalition Status and Sustainability

- Current Status
 - Full-time
- Membership Structure / Strategies
 - 4 Levels:
 - Coalition Stakeholder \$600
 - Gold Sponsor & Strategic Sponsor \$1,800
 - Diamond Sponsor & Strategic Partner \$3,000
 - Platinum Sponsor & Strategic Partner \$5,000
 - No real active recruiting, usually gain on project specific basis
 - Historically, dues always challenging
 - Found best service we can provide (that people will pay for) is grant app package assistance/finding funding/meeting grant reporting requirements
 - Also accept in-kind contributions in place of dues (i.e. meeting space) 2



Coalition Status and Sustainability

- Steps to Become Self-Sustaining
 - Depends on what definition of “self-sustaining” is
 - Relationship building!!!
 - SEO, EPA, DEQ, MARAMA, industry groups (sponsor meetings/events), stakeholders
 - Producing high quality work
 - Nonprofit structure helps
 - Providing reliable and desired learning opportunities
 - Working your butt off!
 - Passion



Significant/Noteworthy Projects & Activities

Directly Managing Currently:

- VA-MD-DC E85 Infrastructure Project
- State Clean Diesel Grant Program 2009
 - Idle reduction pilot, propane school bus pilot, VA Biodiesel Grant Program
- EPA NCDC 2009
 - DPF transit bus retrofit, hybrid refuse trucks, propane school buses, natural gas refuse trucks
- Green Operators (GO) Pilot (SmartWay Drayage Pilot)
- Hydrogen Education for Decision Makers
- Natural Gas Fleet Conversion Tool Development
- USB Biodiesel Workshops / Webinars
- NREL/DOE State & AF Provider Fleet Program EPAct Workshop



Lessons Learned

- Develop metrics and systems to track/report
- MotorWeek partnership
- Unsolicited proposals work sometimes
- Two is better than one
- Have a plan to support projects that aren't funded at start
- Stakeholders will pay for grant writing support



Goals for 2009 & Beyond

- Increase capacity: Hire Coordinator, Interns, Contractors, Beef up Board
- Implement tracking & reporting mechanisms mirroring ARRA - appears to be our future
- Work with mandated fleets & fuel providers to increase infrastructure
- Open at least 2 new E85 stations (Norfolk, Richmond)
- Help bring all partners together for biggest natural gas project in state
- Propane is going to be big player



Goals for 2009 & Beyond

- Propane is going to be big player
- Increase membership
- Successfully manage multitude of projects
- EV Road Show, First Annual Advancing the Choice Expo
- Launch Virginia Green Fleets (thanks to Sam S & Ohio Green Fleets for guidance)
- New Logo / Website Launch

