



City of Olympia Goes Electric





Why Electric?

1. Comprehensive Plan
2. Green Fleet Policy
3. 2018 Legislation



Barriers to Overcome

- Lack of Charging Infrastructure
- Cost to Transition to EVs
- Fleet Integration
- User Perceptions

EVs – “Then”



EVs – “Now”





Olympia's Fleet

Gas	125
Diesel	71
Hybrid	9
Electric	<u>1</u>
TOTAL	206

EVs – Lease v. Purchase

24 Month Lease

Local Dealer Lease Price = \$7,770

Annualized Purchase Price = \$3,035

Annualized Lease Price = \$3,885

Advantages

- \$7,500 Tax Credit Factored in Price
- Opportunity to Try EV Technology
- Take Advantage of Technology Advances at Lease End

The EV Plan

- 24 Month Pilot Program
- Lease 5 Nissan LEAFs
- Install EV Charging Infrastructure
- Track and Report Results

Nissan Programs

- Workplace Charging Initiative
 - Free Charging Stations for City
 - Removes Barrier to EV Conversion
 - Strengthens EV Charging Network



Nissan Programs

- *SignatureONE* Municipal Lease
 - Olympia First in Washington
 - One Payment Lease
 - 12,000 or 15,000 Mile Options
 - 48-Month Max Term



Pilot Program

EV Charging



Pilot Program – Getting Support





What We Want to Learn

- Charging Station Use
- Environmental Impact
- Cost
- EVs Meet Operational Needs
- Identify Additional Barriers

Getting Everyone Plugged In

NEW Electric Pool Cars Are Here | Get Plugged In

Demo & Test Drive

City Hall Pool Cars

Thursday, March 20th

[Sign Up Sheet Available Now](#)

Demos Start at Loading Dock

*6 people per session; Sessions every 1/2 hour;
[Sign up to attend.](#) Demo includes...*

- EV Features and Tips
- Charging Station 101
- Test Drive



Consumer Leasing





Consumer Purchase v. Lease

	Purchase	Lease
Vehicle Price	\$33,316	\$33,316
Rebates /Incentives/Discounts	\$3,984	\$8,200
Payment	\$519	\$334
Term	60 Months	36 Months
Mileage	Unlimited	12,000/Year

Based on Data from Bruce Titus Automotive Group - Olympia

Thank You

Questions & Discussion

