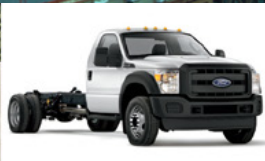


2018 Drive Green California



DGS
GENERAL SERVICES



Alternative Fuel Vehicles Available Through State of California Contracts

Explore

Explore the latest alternative fuel vehicles available to state and local agencies through contracts with the Department of General Services. From electric to compressed natural gas, these vehicles will help your agency meet Governor Brown's alternative fuel vehicle goals.



Greening Your
Government Fleet 2

Cars

Available to all state and local agencies

Toyota Mirai
Fuel Cell Vehicle 4

Volkswagen e-Golf
Electric Vehicle 5

Hyundai Ioniq
Electric Vehicle 6

Ford Focus
Electric Vehicle 7

Kia Soul
Electric Vehicle 8

Nissan Leaf S
Electric Vehicle 9

Chevrolet Bolt
Electric Vehicle 10

Honda Clarity
Plug-in Hybrid Electric Vehicle 11

Hyundai Ioniq
Plug-in Hybrid Electric Vehicle 12

Kia Optima
Plug-in Hybrid Electric Vehicle 13

Kia Niro LX
Plug-in Hybrid Electric Vehicle 14

Chevrolet Volt
Plug-in Hybrid Electric Vehicle 15

Ford Fusion Energi
Plug-in Hybrid Electric Vehicle 16

Toyota Prius Prime Plus
Plug-in Hybrid Electric Vehicle 17

Hyundai Ioniq Blue
Hybrid Electric Vehicle 18

Kia Niro

Hybrid Electric Vehicle19

Ford C-Max SE

Hybrid Electric Vehicle20

Ford Fusion S

Hybrid Electric Vehicle21

Toyota Prius

Hybrid Electric Vehicle22

Toyota Prius C

Hybrid Electric Vehicle23

Chevrolet Malibu

Hybrid Electric Vehicle24

Kia Optima

Hybrid Electric Vehicle25

Toyota Camry

Hybrid Electric Vehicle26

Trucks

Available to all state and local agencies

BYD T7 – Cab and Chassis

Electric Vehicle28

BYD T7 – Cargo Van

Electric Vehicle29

BYD T5 – Cab and Chassis

Electric Vehicle30

Ford F-450

Compressed Natural Gas (CNG) Vehicle31

Ford F-550

Compressed Natural Gas (CNG) Vehicle32

Ram 2500

Compressed Natural Gas (CNG) Vehicle33

Ford F-250

Compressed Natural Gas (CNG) Vehicle34

Vans/SUVs

Available to all state and local agencies

Chrysler Pacifica	
Plug-in Hybrid Electric Vehicle.....	36
Mitsubishi Outlander	
Plug-in Hybrid Electric Vehicle.....	37
Nissan Rogue	
Hybrid Electric Vehicle	38
Toyota Highlander	
Hybrid Electric Vehicle	39
Toyota RAV4	
Hybrid Electric Vehicle	40
Chevrolet Express 3500	
Compressed Natural Gas (CNG) Vehicle	41
Chevrolet Express 2500	
Compressed Natural Gas (CNG) Vehicle	42
Ford Transit 150	
Compressed Natural Gas (CNG) Vehicle	43

More Information

Electric Vehicle Supply Equipment (EVSE)	
At-a-glance options for available electric vehicle supply equipment (EVSE)	46
How to Buy Vehicles and EVSE from a State Contract	
Guidance on how your agency can acquire the vehicles featured in this brochure	48
GS \$Mart–How to Finance Your Vehicle Purchases	
State and local governments can use GS \$Mart financing to buy vehicles in this brochure	49
Pricing for State and Local Government Employees	
Many vehicles in this brochure are eligible for employee purchase at discounted prices	50
Rebates and Incentives	
Find out more about rebate programs and high-occupancy vehicle (HOV) lane access	54
Resources for Fleet Managers and Electric Vehicle Purchasers	
Check these resources to help incorporate alternative-fuel vehicles into your fleet	55

Greening Your Government Fleet

In 2012, Governor Brown set forth goals for the state of California to embrace alternative fuel vehicles in its fleet purchases. In Executive Order B-16-12, he ordered that by 2015 at least 10 percent of state light-duty vehicle fleet purchases be zero-emission, and that by 2020, at least 25 percent of new light-duty vehicle purchases be zero-emission vehicles (ZEVs).

In Governor Brown's 2016 ZEV Action Plan, he expanded upon those goals by ordering that by 2025 at least 50 percent of the state light-duty vehicle fleet purchases be zero-emission and added an additional goal to provide plug-in electric vehicle workplace charging availability for 5 percent of all state-owned parking facility spaces.

Together, we have met the first challenge—state agency data show that during fiscal years 2014–15, 2015–16, and 2016–17 ZEVs comprised 14.86 percent, 21.17 percent, and 24.86 percent of the state's new light-duty vehicles, respectively. State agencies also exceeded the mandate of 50 percent pure ZEVs, with pure ZEV purchasing exceeding the mandated amount by 63 percent.

While the state has made tremendous efforts to integrate ZEVs within its fleet, it also has employed a ZEV/Hybrid Vehicle First

purchasing policy to ensure that vehicles with the highest fuel efficiency are purchased in a given fleet application. Fortunately, the state of California has a wide variety of fuel-efficient vehicles on state contract that help reduce petroleum use and minimize our impact on the environment.

Help keep the momentum going and embrace the latest technology in alternative fuel vehicles. Here you will find cars, trucks, vans, SUVs and electric vehicle charging stations that are available to purchase through existing state contracts. Both state and local agencies are encouraged to take advantage of the volume discounts achieved under these contracts.

At the end of this booklet you'll find links to information about rebates and high-occupancy vehicle (HOV) lane access, and learn how to acquire these vehicles through the state contracts. Some vehicles are available for state and local government employees to purchase at contract prices.

For state agencies seeking assistance with installing EV infrastructure, please contact DGS' Office of Sustainability.

We are well on our way to the zero-emission vehicle fleet envisioned by Governor Brown, and these contracts enable state and local government agencies to lead by example in California's effort to combat climate change.



A long-exposure photograph of a winding cobblestone street at dusk. The street curves from the bottom left towards the center, with light trails from cars creating vibrant orange and red streaks. In the background, several houses are visible, including a prominent blue and white Tudor-style house and a white modern house. A street lamp is lit, casting a warm glow. The word "Cars" is overlaid in a large, white, sans-serif font in the center of the image.

Cars



Toyota Mirai | Fuel Cell Vehicle



Available to state and
local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Subcompact Car
- Vehicle Contract Unit Price: \$41,500
Includes three years of free fuel up to \$15,000, three years of free maintenance, and three years of roadside assistance

- Service Contract Price: \$2,950
- Doors: 4
- Passenger Seating: 4

- 66 MPGe* or 66 MPK**
- Range: 312 miles
- CVRP Rebate: \$5,000



Volkswagen e-Golf | Electric Vehicle



Available to state and
local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Compact Hatchback
- Vehicle Contract Unit Price: \$31,345
- Service Contract Price: \$1,295

- Doors: 5
- Passenger Seating: 4
- 119 MPGe*

- Range: 125 miles
- CVRP Rebate: \$2,500

* Miles Per Gallon Equivalent



Hyundai Ioniq | Electric Vehicle



Available to state and
local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Midsize Hatchback
- Vehicle Contract Unit Price: \$26,939

- Service Contract Price: \$810
- Doors: 5
- Passenger Seating: 4

- 136 MPGe*
- Range: 124 miles
- CVRP Rebate: \$2,500



Ford Focus | Electric Vehicle



Available to state and
local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Compact Hatchback
- Vehicle Contract Unit Price: \$27,936
- Service Contract Price: \$499

- Doors: 5
- Passenger Seating: 5
- 107 MPGe*

- Range: 115 miles
- CVRP Rebate: \$2,500

* Miles Per Gallon Equivalent



Kia Soul | Electric Vehicle



Available to state and
local agencies



- Small Station Wagon
- Vehicle Contract Unit Price: \$28,322
- Service Contract Price: \$499

- Doors: 5
- Passenger Seating: 5
- 108 MPGe*

- Range: 111 miles
- CVRP Rebate: \$2,500



Nissan Leaf S | Electric Vehicle



Available to state and local agencies



- Midsize Hatchback
- Vehicle Contract Unit Price: \$26,414
- Service Contract Price: \$499

- Doors: 5
- Passenger Seating: 5
- 112 MPGe*

- Range: 151 miles
- CVRP Rebate: \$2,500

* Miles Per Gallon Equivalent



Chevrolet Bolt | Electric Vehicle



Available to state and local agencies



- Small Station Wagon
- Vehicle Contract Unit Price: \$32,206
- Service Contract Price: \$749

- Doors: 5
- Passenger Seating: 5
- 119 MPGe*

- Range: 238 miles
- CVRP Rebate: \$2,500



Honda Clarity | Plug-in Hybrid Electric Vehicle



Available to state and
local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Midsize Car
- Vehicle Contract Unit Price: \$33,548
- Service Contract Price: \$499
- Doors: 4
- Passenger Seating: 4
- 42 MPG, 110 MPGe*

- Range (miles): 48 electric, 292 gasoline
- CVRP Rebate: \$1,500

* Miles Per Gallon Equivalent



Hyundai Ioniq | Plug-in Hybrid Electric Vehicle



Available to state and local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Midsize Hatchback
- Vehicle Contract Unit Price: \$22,950
- Service Contract Price: \$1,079
- Doors: 5
- Passenger Seating: 4
- 52 MPG, 119 MPGe*

- Range (miles): 29 electric, 601 gasoline
- CVRP Rebate: \$1,500



Kia Optima | Plug-in Hybrid Electric Vehicle



Available to state and
local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Midsize Car
- Vehicle Contract Unit Price: \$29,450
- Service Contract Price: \$796

- Doors: 4
- Passenger Seating: 4
- 40 MPG, 103 MPGe*

- Range (miles): 29 electric, 581 gasoline
- CVRP Rebate: \$1,500

* Miles Per Gallon Equivalent



Kia Niro LX | Plug-in Hybrid Electric Vehicle

- Small Station Wagon
- Vehicle Contract Unit Price: \$25,706
- Service Contract Price: \$796

- Doors: 5
- Passenger Seating: 4
- 46 MPG, 105 MPGe*



Available to state and
local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Range (miles): 26 electric, 534 gasoline
- CVRP Rebate: \$1,500



Chevrolet Volt | Plug-in Hybrid Electric Vehicle



Available to state and local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Compact Hatchback
- Vehicle Contract Unit Price: \$29,972
- Service Contract Price: \$749

- Doors: 5
- Passenger Seating: 5
- 42 MPG, 106 MPGe*

- Range (miles): 53 electric, 367 gasoline
- CVRP Rebate: \$1,500

* Miles Per Gallon Equivalent



Ford Fusion Energi | Plug-in Hybrid Electric Vehicle



Available to state and local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Midsize Car
- Vehicle Contract Unit Price: \$27,153
- Service Contract Price: \$499
- Doors: 4
- Passenger Seating: 5
- 42 MPG, 97 MPGe*

- Range (miles): 21 electric, 589 gasoline
- CVRP Rebate: \$1,500



Toyota Prius Prime Plus | Plug-in Hybrid Electric Vehicle



Available to state and
local agencies



- Midsize Hatchback
- Vehicle Contract Unit Price: \$26,096
- Service Contract Price: \$1,082

- Doors: 5
- Passenger Seating: 5
- 54 MPG, 133 MPGe*

- Range (miles): 25 electric, 618 gasoline
- CVRP: \$1,500

* Miles Per Gallon Equivalent



Hyundai Ioniq Blue | Hybrid Electric Vehicle



Available to state and local agencies

- Large Car
- Vehicle Contract Unit Price: \$20,350
- Service Contract Price: \$1,079
- Doors: 5
- Passenger Seating: 4
- 58 MPG
- Range: 690 miles



Kia Niro | Hybrid Electric Vehicle



Available to state and
local agencies

- Small Station Wagon
- Vehicle Contract Unit Price: \$21,990
- Service Contract Price: \$796
- Doors: 5
- Passenger Seating: 4
- 50 MPG
- Range: 583 miles
- CVRP Rebate: \$1,500



Ford C-Max SE | Hybrid Electric Vehicle



Available to state and
local agencies

- Large Hatchback
- Vehicle Contract Unit Price: \$22,717
- Service Contract Price: \$499
- Doors: 5
- Passenger Seating: 5
- 40 MPG
- Range: 540 miles



Ford Fusion S | Hybrid Electric Vehicle



Available to state and
local agencies

- Midsize Car
- Vehicle Contract Unit Price: \$23,036
- Service Contract Price: \$499
- Doors: 4
- Passenger Seating: 5
- 42 MPG
- Range: 588 miles



Toyota Prius | Hybrid Electric Vehicle



Available to state and
local agencies

- Midsize Hatchback
- Vehicle Contract Unit Price: \$21,894
- Service Contract Price: \$749
- Doors: 5
- Passenger Seating: 5
- 52 MPG
- Range: 588 miles



Toyota Prius C | Hybrid Electric Vehicle



Available to state and
local agencies

- Compact Hatchback
- Vehicle Contract Unit Price: \$19,567
- Service Contract Price: \$749
- Doors: 5
- Passenger Seating: 5
- 46 MPG
- Range: 437 miles



Chevrolet Malibu | Hybrid Electric Vehicle



Available to state and
local agencies

- Midsize Car
- Vehicle Contract Unit Price: \$25,284
- Service Contract Price: \$749
- Doors: 4
- Passenger Seating: 4
- 46 MPG
- Range: 598 miles



Kia Optima | Hybrid Electric Vehicle



Available to state and
local agencies

- Midsize Car
- Vehicle Contract Unit Price: \$21,950
- Service Contract Price: \$796
- Doors: 4
- Passenger Seating: 5
- 42 MPG
- Range: 668 miles



Toyota Camry | Hybrid Electric Vehicle



Available to state and local agencies

- Midsize Car
- Vehicle Contract Unit Price: \$25,385
- Service Contract Price: \$749
- Doors: 4
- Passenger Seating: 5
- 52 MPG
- Range: 676 miles

Trucks

A wide-angle photograph of a long, straight dirt road stretching from the foreground into the distance. The road is flanked by dry, scrubby vegetation and small green trees. In the background, a range of rugged mountains with significant snow cover rises against a clear blue sky. The word "Trucks" is superimposed in large, white, sans-serif font across the center of the image.



BYD T7—Cab and Chassis | Electric Vehicle



Available to state and
local agencies



- Cab and Chassis
- Vehicle Contract Unit Price: \$170,000
- Doors: 2
- Passenger Seating: 2
- Wheel Base: 167.3 inches
- Gross Vehicle Weight Rating (GVWR): 23,600 lbs.
- Range: 124 miles
- HVIP Rebate: \$90,000



BYD T7—Cargo Van | Electric Vehicle



Available to state and
local agencies



- Cargo Van
- Vehicle Contract Unit Price: \$170,000
- Doors: 2
- Passenger Seating: 2
- Wheel base: 167.3 inches
- Gross Vehicle Weight Rating (GVWR): 23,600 lbs.
- Maximum Cargo Capacity: 918 cubic feet
- Range: 124 miles
- HVIP Rebate: \$90,000



BYD T5—Cab and Chassis | Electric Vehicle



Available to state and
local agencies



- Cab and Chassis
- Vehicle Contract Unit Price: \$165,000
- Doors: 2
- Passenger Seating: 2
- Wheel Base: 132.3 inches
- Gross Vehicle Weight Rating (GVWR): 16,000 lbs.
- Range: 155 miles
- HVIP Rebate: \$80,000



Ford F-450 | Compressed Natural Gas (CNG) Vehicle



Available to state and
local agencies

- Cab and Chassis 4x2
- Vehicle Contract Unit Price: \$42,542
- Regular Cab
- Doors: 2
- Passenger Seating: 3
- Wheel Base: 145 inches
- Gross Vehicle Weight Rating (GVWR): 16,500 lbs.



Ford F-550 | Compressed Natural Gas (CNG) Vehicle



Available to state and
local agencies

- Cab and Chassis 4x2
- Vehicle Contract Unit Price: \$44,947
- Regular Cab
- Doors: 2
- Passenger Seating: 3
- Wheel Base: 169 inches
- Gross Vehicle Weight Rating (GVWR): 19,500 lbs.



Ram 2500 | Compressed Natural Gas (CNG) Vehicle



Available to state and local agencies

- Full-size Pickup 4x2
- Vehicle Contract Unit Price: \$27,942
- Regular Cab
- Doors: 2
- Passenger Seating: 3
- Box: 8 feet
- Wheel Base: 140 inches
- Gross Vehicle Weight Rating (GVWR): 9,200 lbs.



Ford F-250 | Compressed Natural Gas (CNG) Vehicle



Available to state and
local agencies

- Full-size Pickup 4x2
- Vehicle Contract Unit Price: \$32,251
- Regular Cab
- Doors: 2
- Passenger Seating: 3
- Box: 8 feet
- Wheel Base: 142 inches
- Gross Vehicle Weight Rating (GVWR): 9,950 lbs.



Vans/SUVs



Chrysler Pacifica | Plug-in Hybrid Electric Vehicle



Available to state and
local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Van
- Vehicle Contract Unit Price: \$39,514
- Service Contract Price: \$499
- Doors: 4

- Passenger Seating: 7
- 32 MPG, 84 MPGe*
- Range (miles): 33 electric, 537 gasoline
- Wheel Base: 121.6 inches

- Gross Vehicle Weight Rating (GVWR): 6,300 lbs.
- Maximum Cargo Capacity: 141 cubic feet
- CVRP Rebate: \$1,500

* Miles Per Gallon Equivalent



Mitsubishi Outlander | Plug-in Hybrid Electric Vehicle



Available to state and local agencies



CALIFORNIA
CLEAN VEHICLE
REBATE PROJECT



- Sport utility – 4-wheel drive
- Vehicle Contract Unit Price: \$31,219
- Service Contract Price: \$844
- Doors: 4
- Passenger Seating: 5
- 25 MPG, 74 MPGe*
- Range (miles): 22 electric, 288 gasoline

- Wheel Base: 105.1 inches
- Gross Vehicle Weight Rating (GVWR): 5,225 lbs.
- Maximum Cargo Capacity: 78 cubic feet
- CVRP Rebate: \$1,500

* Miles Per Gallon Equivalent



Nissan Rogue | Hybrid Electric Vehicle



Available to state and
local agencies

- Small Sport Utility
- Vehicle Contract Unit Price: \$27,251
- Service Contract Price: \$499
- Doors: 4
- Passenger Seating: 5
- 34 MPG
- Wheel Base: 106.5 inches
- Gross Vehicle Weight Rating (GVWR): 4,720 lbs.
- Maximum Cargo Capacity: 61 cubic feet



Toyota Highlander | Hybrid Electric Vehicle



Available to state and
local agencies

- Sport Utility
- Vehicle Contract Unit Price: \$33,378
- Service Contract Price: \$749
- Doors: 4
- Passenger Seating: 7
- Wheel Base: 110 inches
- 28 MPG
- Gross Vehicle Weight Rating (GVWR): 6,000 lbs.
- Maximum Cargo Capacity: 42 cubic feet



Toyota RAV4 | Hybrid Electric Vehicle



Available to state and local agencies

- Sport Utility
- Vehicle Contract Unit Price: \$25,540
- Service Contract Price: \$749
- Doors: 4
- Passenger Seating: 5
- Wheel Base: 105 inches
- 32 MPG
- Gross Vehicle Weight Rating (GVWR): 4,960 lbs.
- Maximum Cargo Capacity: 38 cubic feet



Chevrolet Express 3500 | Compressed Natural Gas (CNG) Vehicle



Available to state and local agencies

- Cargo Van, High Ceiling
- Vehicle Contract Unit Price: \$42,978
- Doors: 3
- Passenger Seating: 12
- Wheel Base: 139 inches
- Gross Vehicle Weight Rating (GVWR): 9,901 lbs.
- Maximum Cargo Capacity: 455 cubic feet



Chevrolet Express 2500 | Compressed Natural Gas (CNG) Vehicle



Available to state and local agencies

- Cargo Van
- Vehicle Contract Unit Price: \$36,012
- Doors: 3
- Passenger Seating: 2
- Wheel Base: 135 inches
- Gross Vehicle Weight Rating (GVWR): 8,600 lbs.
- Maximum Cargo Capacity: 154 cubic feet



Ford Transit 150 | Compressed Natural Gas (CNG) Vehicle



Available to state and
local agencies

- Cargo Van, High Ceiling
- Vehicle Contract Unit Price: \$37,242
- Doors: 4
- Passenger Seating: 2
- Wheel Base: 130 inches
- Gross Vehicle Weight Rating (GVWR): 8,600 lbs.





More Information

Electric Vehicle Supply Equipment (EVSE)



Contractor	kW Charging Rate	Basic/ Smart	Power Sharing Available	Price Starts At	Installation Price	Maintenance Price	DGS Contract Number
Pacific Lighting	Level 1	Basic	No	\$1,147	\$1,275	\$400/year	1-14-61-13B
BTC Power	Level 1	Basic	Yes	\$1,101	\$360	\$375/year	1-14-61-13C
BTC Power	Level 2	Smart	Yes	\$2,025	\$375	\$10/monthly	1-14-61-14A
OpConnect	Level 2	Smart	Yes	\$4,860	\$350	\$99/monthly	1-14-61-14C
Pacific Lighting Management	Level 2	Smart	Yes	\$3,255	\$1,600	\$85/monthly	1-14-61-14D
Clean Fuel Connection	Level 2	Smart	Yes	\$3,821	\$850	\$108/monthly	1-14-61-14H
Envision Solar International	Level 2	*	Yes	\$41,650	\$225/hour	\$360/year	1-14-61-16

* Either configuration available depending on the charging unit installed.

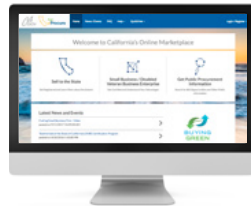
Note: The contracts listed above are anticipated to expire in fall of 2018. See page 48 for directions on how to access current contracts.

How to Buy Vehicles and EVSE from a State Contract

Each contract issued by the Department of General Services Procurement Division includes user instructions for ordering agencies. All relevant contract information (including ordering procedures, pricing pages, product details, usage guidelines) is outlined within each contract's user instructions.

Steps for Ordering Agencies

The state of California fleet vehicle and electric vehicle supply equipment (EVSE) contracts are available to state and local government agencies. Contract information (e.g., user instructions, pricing pages, product details, and more) is available on Cal eProcure at www.dgs.ca.gov/caleprocure



Once there, follow these steps to locate contracts:

1. Click on "Quicklinks" at the top of the page.
2. Click on "View/Search Contracts."
3. Enter a term in the "Description" field, such as "Fleet vehicles" or "EVSE." Then choose any of the contracts listed in the search results.
 - Under "Attachments," select "View" to download the contract user instructions, pricing pages, or any other available attachments.
 - Review the contract user instructions to determine which contract best suits your needs.
 - Follow the appropriate ordering procedures as outlined.

Vehicle and EVSE availability and pricing subject to change.

GS \$Mart—How to Finance Your Vehicle Purchases

State or local government agencies that need help financing their alternative fuel vehicle acquisition goals can take advantage of the Department of General Services' Procurement Division's Golden State Financial Marketplace (GS \$Mart) program. The GS \$Mart program offers financing for essential fleet purchases for state and local governments, and allows government entities to purchase more vehicles sooner from a state contract—with the same budget dollars—to be paid over time with minimal cost. GS \$Mart is designed to facilitate California state and local government installment purchases while meeting all requirements of a competitive bid process.

Working with GS \$Mart to finance alternative fuel vehicles:

- **Saves the department money**—refreshing fleet vehicles lowers the overall operating costs of the fleet.
- **Is quick and convenient**—it takes less than 15 days to close most financing deals and does not delay your procurement process.

- **Offers competitive interest rates**—GS \$Mart works with a pool of prequalified lenders that offer the most competitive, tax-exempt rates.

GS \$Mart has financed millions of dollars in vehicle purchases for various state departments, with purchase financing resulting in substantial savings for these departments. Let us help you more effectively and rapidly meet the governor's order to drive green!

How to get started:

- Call the GS \$Mart manager: (916) 375-4617
- Visit our website: <http://www.dgs.ca.gov/pd/Programs/StateFinancialMarketplace>

Interest rates and prices are subject to change based on market conditions.

Pricing for State and Local Government Employees

The vehicles identified on pages 50–51 have employee pricing or discounts available to state and local government employees. Purchases must be coordinated through the Government Fleet Manager of the contracted dealership; please see page 52 for dealership contact information.

Vehicle	Fuel Type	Dealership	Discount
Toyota Mirai	Fuel Cell	Toyota Sunnyvale	Cash discount of \$500 in addition to any current retail offer by Toyota Sunnyvale
Nissan Leaf S	Electric	Selma Nissan/Honda	\$200 over the factory invoice
Chevrolet Bolt	Electric	Winner Chevrolet	\$500 over the factory invoice
VW e-Golf	Electric	Elk Grove Auto Group	\$500 over the factory invoice
Hyundai Ioniq	Electric	US Fleet Source	Employees may purchase at the same price listed on the statewide contract
Toyota Prius Prime Plus	Plug-in Hybrid	Toyota Sunnyvale	Cash discount of \$500 in addition to any current retail offer by Toyota Sunnyvale
Chevrolet Volt	Plug-in Hybrid	Winner Chevrolet	\$500 over the factory invoice
Hyundai Ioniq	Plug-in Hybrid	US Fleet Source	Employees may purchase at the same price listed on the statewide contract

Vehicle	Fuel Type	Dealership	Discount
Kia Niro LX	Plug-in Hybrid	US Fleet Source	Employees may purchase at the same price listed on the statewide contract
Kia Optima	Plug-in Hybrid	US Fleet Source	Employees may purchase at the same price listed on the statewide contract
Mitsubishi Outlander	Plug-in Hybrid	US Fleet Source	Employees may purchase at the same price listed on the statewide contract
Ford Fusion Energi	Plug-in Hybrid	Downtown Ford Sales	\$100 over the factory invoice
Ford Fusion S	Hybrid Electric	Downtown Ford Sales	\$100 over the factory invoice
Kia Optima	Hybrid Electric	US Fleet Source	Employees may purchase at the same price listed on the statewide contract
Toyota Prius	Hybrid Electric	Freeway Toyota	\$200 over the factory invoice
Toyota Prius C	Hybrid Electric	Freeway Toyota	\$200 over the factory invoice
Toyota Camry	Hybrid Electric	Freeway Toyota	\$200 over the factory invoice
Kia Niro	Hybrid Electric	US Fleet Source	Employees may purchase at the same price listed on the statewide contract
Toyota RAV4	Hybrid Electric	Freeway Toyota	\$200 over the factory invoice
Toyota Highlander	Hybrid Electric	Freeway Toyota	\$200 over the factory invoice
Chevrolet Malibu	Hybrid Electric	Winner Chevrolet	\$500 over the factory invoice
Hyundai Ioniq Blue	Hybrid Electric	US Fleet Source	Employees may purchase at the same price listed on the statewide contract
Ram 2500	CNG	Elk Grove Auto Group	\$500 over the factory invoice

Note: Discounts may be in addition to consumer retail incentives and rebates.

Dealerships Offering Employee Pricing | Contact Information

Downtown Ford Sales

Sandra Scott

525 North 16th Street
Sacramento, CA 95811
(916) 442-6931

Elk Grove Auto Group

Bill Kemery/Jerry Powers

8575 Laguna Grove Drive
Elk Grove, CA 95757
(916) 429-4700

Freeway Toyota

Pat Ireland

1835 Glendale Avenue
Hanford, CA 93230
(559) 707-5735

Selma Nissan/Honda

Pat Ireland

2525 Highland Avenue
Selma, CA 93662
(559) 896-5000

Toyota Sunnyvale

Stan Wolowski

898 W. El Camino Real
Sunnyvale, CA 95051
(408) 306-1960

US Fleet Source

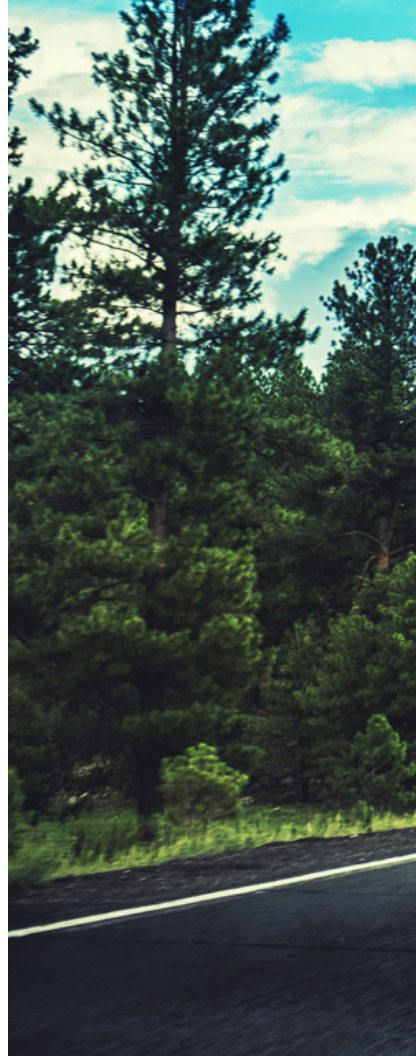
Roy Durham

979 S. Village Oaks Drive
Covina, CA 91726
(858) 525-5327

Winner Chevrolet

Bill Kemery/Jerry Powers

8575 Laguna Grove Drive
Elk Grove, CA 95757
(916) 429-4700





Rebates and Incentives



California Clean Vehicle Rebate Project (CVRP)

Rebates up to \$7,000 are available for public agencies to purchase new, eligible zero-emission and plug-in hybrid light-duty vehicles. Whether your fleet is planning to acquire an eligible vehicle, has ordered a vehicle or has already taken delivery, you can apply to the Clean Vehicle Rebate Project (CVRP). Learn more about standard and increased CVRP fleet incentives at:

www.cleanvehiclerebate.org/fleet

Administered by the Center for Sustainable Energy for the California Air Resources Board



Hybrid Truck & Bus Voucher Incentive Project (HVIP)

Rebates up to \$110,000 (per vehicle) are available to help fleets purchase hybrid and battery-electric trucks and buses. The Hybrid Truck & Bus Voucher Incentive Project (HVIP) provides point-of-sale discounts on zero-emission, hybrid, ePTO (electric power takeoff) and NOx (low nitrogen oxide) trucks and buses. HVIP uses vouchers that reserve the incentive at the time of vehicle order, and are paid when the vehicle is delivered. HVIP dealers handle the required paperwork, and there are no lengthy applications or long waits for reimbursement. HVIP rebates are offered on a first come, first served basis. Learn more at:

www.californiahvip.org

Administered by Calstart with Tetra Tech for the California Air Resources Board



HOV Lane Access

Some vehicles listed in this brochure may be eligible for access to the high-occupancy vehicle (HOV) lane in California. For more details:

www.arb.ca.gov/msprog/carpool/carpool.htm



California Climate Investments is a statewide initiative that puts billions of Cap-and-Trade dollars to work reducing greenhouse gas emissions, strengthening the economy, and improving public health and the environment—particularly in disadvantaged and low-income communities. Funding comes from Cap-and-Trade auction proceeds, which the Legislature appropriates to agencies that administer California Climate Investments programs. Projects include public transportation, zero-emission vehicles (including CVRP and HVIP programs), affordable housing, renewable energy, environmental restoration, sustainable agriculture, recycling, and much more. Learn more at: www.caclimateinvestments.ca.gov

Resources for Fleet Managers and Electric Vehicle Purchasers

Integrating electric vehicles into your government fleet requires planning, communication, buy-in, continuous improvement and reinforcement. Electric vehicle integration must engage both management and staff, and be an organizational priority with ongoing support and promotion. You can measure success by tracking electric vehicle miles traveled (eVMT), benchmarking eVMT against peers, and monitoring costs.

The California Clean Vehicle Rebate Project, administered by the Center for Sustainable Energy for the California Air Resources Board, offers assistance for public fleets to improve performance. Request a consultation by emailing publicfleets@energycenter.org.

West Coast Electric Fleets

Electric vehicle integration resources for fleet managers
www.westcoastelectricfleets.com

Plug-in Electric Vehicle Resource Center

<http://driveclean.ca.gov/pev/Costs/Vehicles.php>

EDMUND G. BROWN JR. | Governor

MARYBEL BATJER | Secretary, Government Operations Agency

DANIEL C. KIM | Director

Department of General Services
707 3rd Street
West Sacramento, CA 95605-2811

www.dgs.ca.gov



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