



Financing Strategies for Fleets Vehicles, Infrastructure, and Facilities

October 22, 2025

Thank you for joining Sacramento Clean Cities today for our Webinar on Fleet Financing Strategies.

- Tim Taylor - Co-director of Sacramento Clean Cities - Host
- Keith Leech - Co-director of Sacramento Clean Cities - Moderator

Today's Speakers:

- Brian Figenshow, Infrastructure Partner and Strategist, Sustainability Partners
 - Kristopher Bianchini, Finance Specialist, State Financial Marketplace/GS \$Mart
 - Marissa Campbell, Co-Founder/Head of Commercial, Mitra EV
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- *Sacramento Clean Cities Rebranding as NorCal Clean Cities And Communities*
 - *Our mission is the reduction of the use of fossil petroleum in the transportation and energy sectors*

www.cleancitiessacramento.org



We would like to thank



Our sustaining sponsors



NAPA is your trusted source for automotive parts, accessories & know how for your car, truck or SUV.



From Expense to Opportunity - Turning EV Adoption into ROI

Our most recent sponsors



Managing the County's air quality in a manner to protect and promote public health.



A Thomas Built Bus dealership with expertise in bus and truck parts distribution.

Our most recent member



Enoven Truck Body + Equipment is the premier work truck body builder in the Western United States.

Our most recent event partners

RIVIAN

An American automotive manufacturer that develops and builds category-defining electric vehicles



Providing no-reserve internet auctions for buying and selling new and used equipment and vehicles

SLATE

An American customizable electric pickup truck that can change into a van or SUV.

Highland

North America's leading provider of Electrification-as-a-Service

UPCOMING EVENTS

- **National Association of Fleet Administrators (NAFA)**
 - Wednesday October 29, 10:30 – 1:30
 - 909 12th Street, Sacramento (Registration Required)
- **School Bus Consortium**
 - Thursday November 6, 10:30 – 1:30pm
 - Roseville Highschool (Registration Required)
- **Lucid Display & Presentation**
 - Thursday, November 13, 12noon – 2pm
 - 1700 National Drive, Sacramento (Registration Required)
- **Fleet Data Analytics Webinar**
 - Monday, December 8, 11am – 12noon
 - (Registration Required)
- **Fleet Academy**
 - Wednesday February 4, 9:30 – 2:30
 - Veterans Hall, Yuba City (Registration Required)
- **Fleet Academy and Equipment Expo**
 - April 28,29,30 8am – 4pm
 - Cal Expo (Registration Required)

Moderator- Keith Leech, multi award winning fleet manager having served with both the City of Sacramento & County of Sacramento fleets.

Electric Vehicles as a Service™ -Transforming Government Fleets



Brian Figenshow
Sustainability Partners (SP)
a Public Benefit Company



Sustainability Partners At a Glance



- Founded in 2016
- Public Benefit Company that provides reliable, safe, and improving essential infrastructure
- Customers include states, municipalities, hospitals, schools, universities, HOAs, and utilities
- Hundreds of millions of dollars in essential infrastructure projects
- Nationwide capabilities with over 20 diverse infrastructure asset types currently deployed
- > 150 vendor partnerships





STATEWIDE ELECTRIFICATION

HAWAI'I'S JOURNEY TO FULL IMPLEMENTATION



BACKGROUND

Hawai'i selected SP to convert its full government fleet to EVs and deliver supporting infrastructure (chargers, solar, storage, microgrids)

Through SP's **M-USA contract**, the State can easily add vehicles and infrastructure as needed with a simple contract addendum.



CITY AND COUNTY OF
HONOLULU

PROJECT SCOPE

SP's EV as a Service™ provides:

- **Statewide EV deployment:** SP provides full-service EV + charging infrastructure across all islands.
- **\$200M+ funded for diverse assets:** cars, trucks, buses, ATVs, shuttles, microgrids, storage, facilities upgrades.
- **Funding mix:** SP-funded /SP+federal grants/state funds. Available to agencies, cities, counties, schools, and hospitals.



Electric Vehicles as a Service™

Simplifies Fleet Electrification



We fund infrastructure and partner with you to keep it reliable, safe, and improving.

- Zero upfront costs
 - 100% of design, materials, and installation
 - Expedited funding and project rollout
 - Monthly fee based on actual usage
 - 10-page, month-to-month agreement
 - Asset use is entirely in your control
 - Anytime option to own assets
 - No termination penalties
- No markup on equipment or services
 - Robust Engineering vs. Value Engineering
 - Maintenance and upgrades over time
 - Open book accounting, contracts, warranties, designs and documentation
 - 24/7 IoT monitoring, real-time alerts, compliance reporting
 - Deferred payments as needed



STATEWIDE ELECTRIFICATION

HAWAI'I'S JOURNEY TO FULL IMPLEMENTATION



KEY DELIVERABLES



Turnkey solution: EVs, chargers, training, upfitting, detailing, and maintenance



Zero-emissions assets reduce carbon footprint and cut reliance on imported fuels



Usage-based contract: If it's not working, you don't pay for the service until it does



Lower Operating Costs with IoT monitoring, lower maintenance & upgrade options



Online dashboard shows real-time data on asset health, fuel savings, and service logs



Flexible agreement allows HI to expand fleet and infrastructure as needed



SP ELECTRIC VEHICLE FLEETS & CHARGING
Infrastructure as a Service®

EV as a Service™ *Mitigates Risk & Adds Value*



On the Road & On the Way



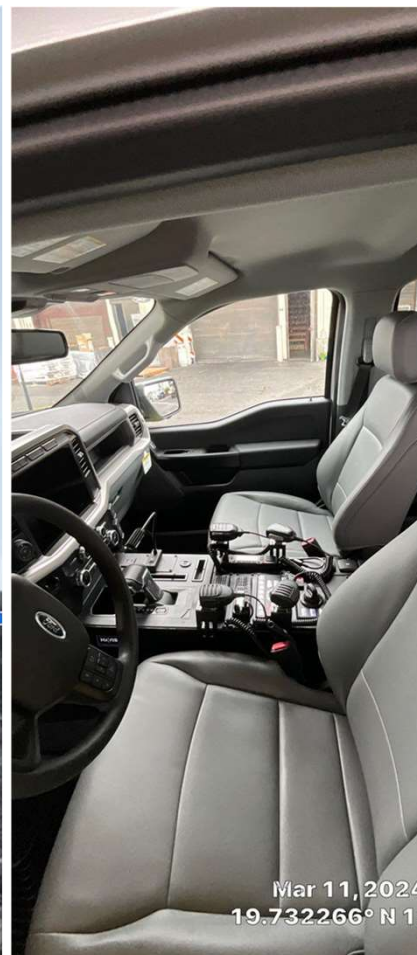
HDOT, Airports Division

Fully Upfitted: F150 Extended Range with Level 2 Chargers

Upfitting package incl. push bars, lights, radios, tool boxes, hotspot, fleet management, telematics



SUSTAINABILITY
PARTNERS



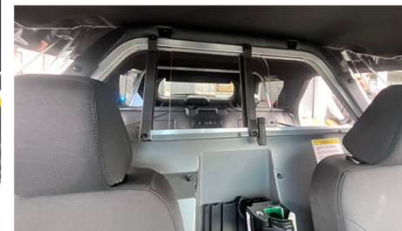
Sheriff's Pursuit Vehicles

Fully Upfitted: Ford Interceptor Hybrid Utility PPV

Upfitting package incl. lights, radios, prisoner containment, bumpers, ceramic film, paint protection, floor mats, stickers/decals, telematics



SUSTAINABILITY
PARTNERS



HDOT, Highways Division

Fully Upfitted: F150 Extended Range with Level 2 Chargers & 120kw Fast Chargers



SUSTAINABILITY
PARTNERS

Varying customizations include:

- Radio uplift
- Liftgate package
- Hitch mount package
- Surveyor package
- USB drive
- Custom paint colors + protection
- Ceramic paint film
- Rear fender wrap
- Telematics
- Hotspot equipment
- LED Lighting, multi-colors
- Roof racks
- Stickers/decals
- Detailing, etc.



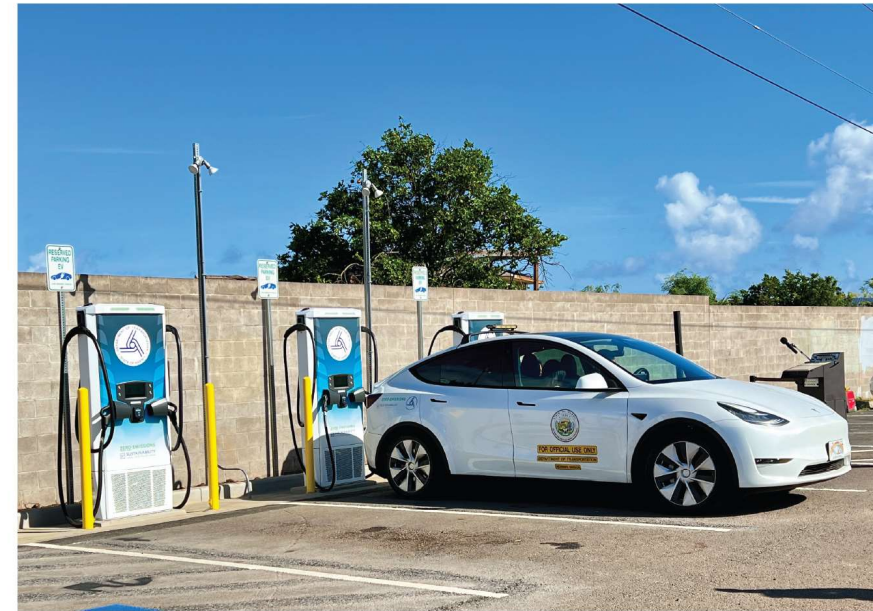


STATEWIDE ELECTRIFICATION

HAWAI'I'S JOURNEY TO FULL IMPLEMENTATION



SUSTAINABILITY PARTNERS



HDOT Airports Division
HDOT Harbors Division
HDOT Highways Division



HAWAI'I
STATE
ENERGY
OFFICE



CITY AND COUNTY OF
HONOLULU



SP-HAWAII.COM



Strictly Confidential. Not for Distribution.

Honolulu International Airport



HDOT Airports Division



How to Procure SP's Services

✓ Cooperative Purchasing

SP has "as a service" contracts awarded for essential infrastructure and water meters by:

PCA *Purchasing Cooperative of America*

✓ Direct Contracting

When applicable legal authorities allow direct contracting for:

1. Utility-like services;
2. SP is deemed a sole source solution;
3. A declaration of emergency; or
4. Other local infrastructure procurement enabling statutes.

✓ Request for Proposals or Qualifications (RFP/RFQ)

SP's "as a service" model has been procured many times through RFP/RFQ submissions

A sample RFP template is available on SP's website at www.s.partners/how

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Golden State Financial Marketplace

GS \$Mart

Kimberley Hettrick
Kristopher Bianchini
Sam Longhofer



Procurement Division/Acquisitions Branch/GS \$Mart

Golden State Financial Marketplace – GS \$Mart

GS \$Mart is an innovative acquisition finance program designed to facilitate State of California agencies and local governments with installment or lease purchases, while meeting all requirements of a competitively bid process.

(CA Gov Code Section 14930 et seq)



Procurement Division/Acquisitions Branch/GS \$Mart

Golden State Financial Marketplace

Only program of its kind
in the 50 states, winning
several awards

Provides qualified, well-
known lenders with
competitive rates

Offers pre-approved
financing plans and pre-
negotiated terms and
conditions with lenders

Streamlined
procurement financing
process since 1996

Experienced program -
over \$2 Billion in
executed financings

Available to CA local
governments, per CA
GC Section 14930 et seq



What We Do?

Broker and act as financial consultants for governments agencies!

Help you purchase goods/services now and pay for it over future fiscal years from your appropriation.

Help you acquire **funds up front** upon work/deliverable commencement.

Work with you on a budget-friendly loan payment structure.

Create a competitive environment where lenders propose their best federally tax-exempt government rates.

Facilitate documentation, loan funding, and ensure federal legal requirements are met.

Include baseline terms with non-appropriation clause; non-debt.



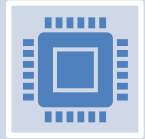
2024-2025 Financing Summary



- Financed \$71,500,150
- Average interest rate of 2.334%
- Several 0% financings



What Can GS \$Mart Finance?



IT HARDWARE,
SOFTWARE,
MAINTENANCE,
AND RELATED
SERVICES



FLEET VEHICLES
(ZEVs),
FIRETRUCKS,
AIRCRAFT,
YELLOW IRON



HEAVY
EQUIPMENT



LAB AND OFFICE
EQUIPMENT



ENERGY SAVINGS
CONTRACTS FOR
STATE BUILDINGS
(GC 4217.11 AND
PUC SECTION 388
FOR AGENCIES)



Procurement Division/Acquisitions Branch/GS \$Mart

Financing Fleet Vehicles

GS \$Mart has financed over \$20 million in fleet vehicles for Department of Alcoholic Beverage Control, Department of Transportation, and several local government agencies.



Procurement Division/Acquisitions Branch/GS \$Mart

Benefits of GS \$Mart

- \$ Budget relief – installment or deferred payments over multiple fiscal years.
- \$ Critical purchases can be made when there is not enough in your current budget.
- \$ Great rates! Sometimes as low as 0% to the agency.
- \$ Multi-year savings! Lock in contract pricing and save by avoiding annual markups on software maintenance.





MITRA

EV



From Expense to Opportunity

Turning EV Adoption into ROI with Mitra



Immediate Savings

- Save 30–50% on maintenance and fuel.
- Reduce downtime.



Free Cash Flow

- No upfront costs—free up capital for other business priorities.
- Mitra takes on the risk of adopting new technology, so you don't have to.



Revenue Opportunities

- Earn passive income through shared fleet charging.
- Monetize empty parking spaces for additional cash flow of \$100K+.

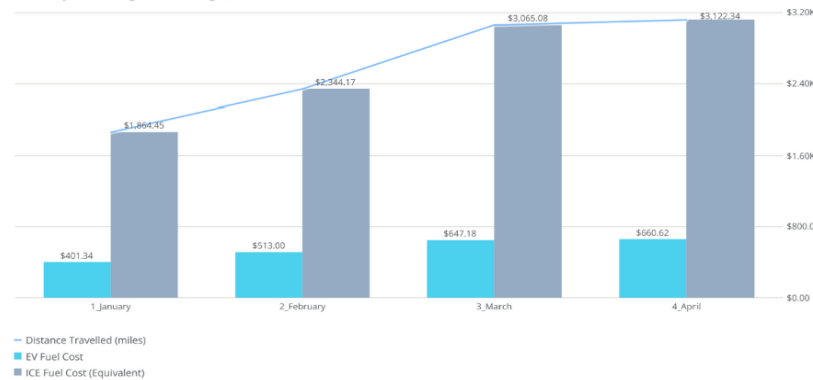


Leveling the Playing Field for SMBs

- Access the same efficiencies and cost-saving options used by large corporations.
- Streamline operations without taking focus away from your core business.

Real Results from Day One: Sacramento Fleet Sees Bigger Than Expected Fuel Savings with Mitra EV

Monthly Refueling Cost Savings (EV vs ICE)



- Fuel Savings average of \$2,200+ per month reducing spend by more than 76%
- Realize savings starting from day one
- No upfront costs – affordable monthly payments
- Mitra handles all the complexities of construction



Mitra EV is EASY!

Mitra streamlines fleet electrification for **Small and Medium sized Fleets** through flexible leasing, charging, and hosting options that reduce costs and headaches



Mitra partners with leading manufacturers like GM and Ford to provide cutting-edge electric truck options for leasing

Simplified Fleet Electrification with 3 Flexible Services



Turnkey EV Leasing

We provide the **EVs, on-site chargers** exclusive for your fleet, **AND access to our fast charging network**, all for a **single monthly lease payment.**



EV Charger Hosting

Turn empty parts of your lot into profit by hosting Mitra, owned EV chargers. We cover all costs while you **earn passive revenue** from network charging sessions.



EV Charging Subscriber

Join our rapidly expanding fleet only charging **network.** Avoid public charging crowds and **pay low metered rates.**

Mitra eliminates the complexities of fleet electrification so you can realize savings immediately.

- Realize ROI savings day one
- No upfront costs – affordable monthly lease payments
- We handle all the complexities of permitting and utilities
- Reserve charging times to avoid dead-heading



Mitra Metro Hub's

Modular Fleet Offering

Mitra Zones

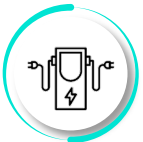
Charging Network



Utility Vans



L2 Chargers



2 Dual Port DCFCs



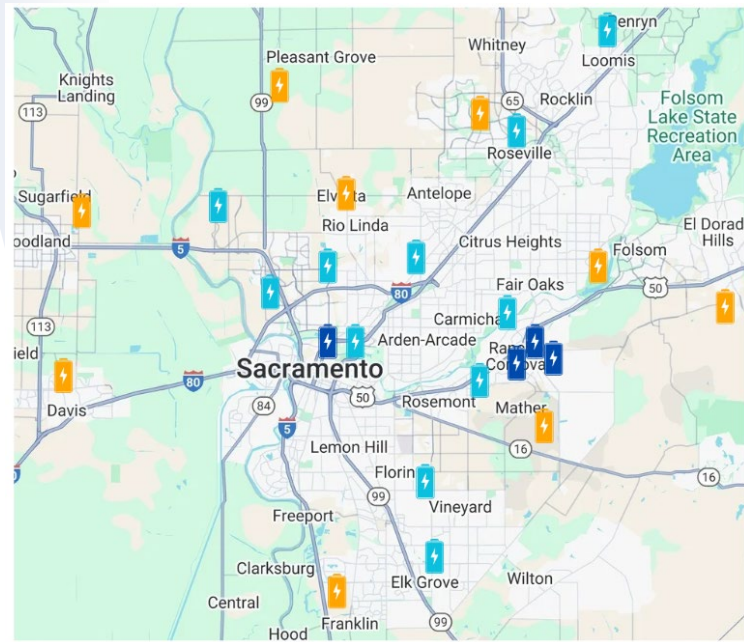
BESS

Distributed network of quickly-deployed charging stations

- 6-9-month deployment time
- Customers host DCFC on site
- Share DCFC with local fleets
- Reduces range anxiety



- 1 Sacramento
- 2 Oakland/East bay
- 3 Inland Empire
- 4 Fresno
- 5 LA Metro



- Active Sites under Construction
- Sites in Preliminary Site Design
- Key Areas Identified



Best-in-Class for Your Business



Meet Bob

The GM BrightDrop Zevo 600: the ultimate EV solution for home services companies.

With industry-leading range, cutting-edge technology, and advanced safety features, BOB delivers unmatched performance.

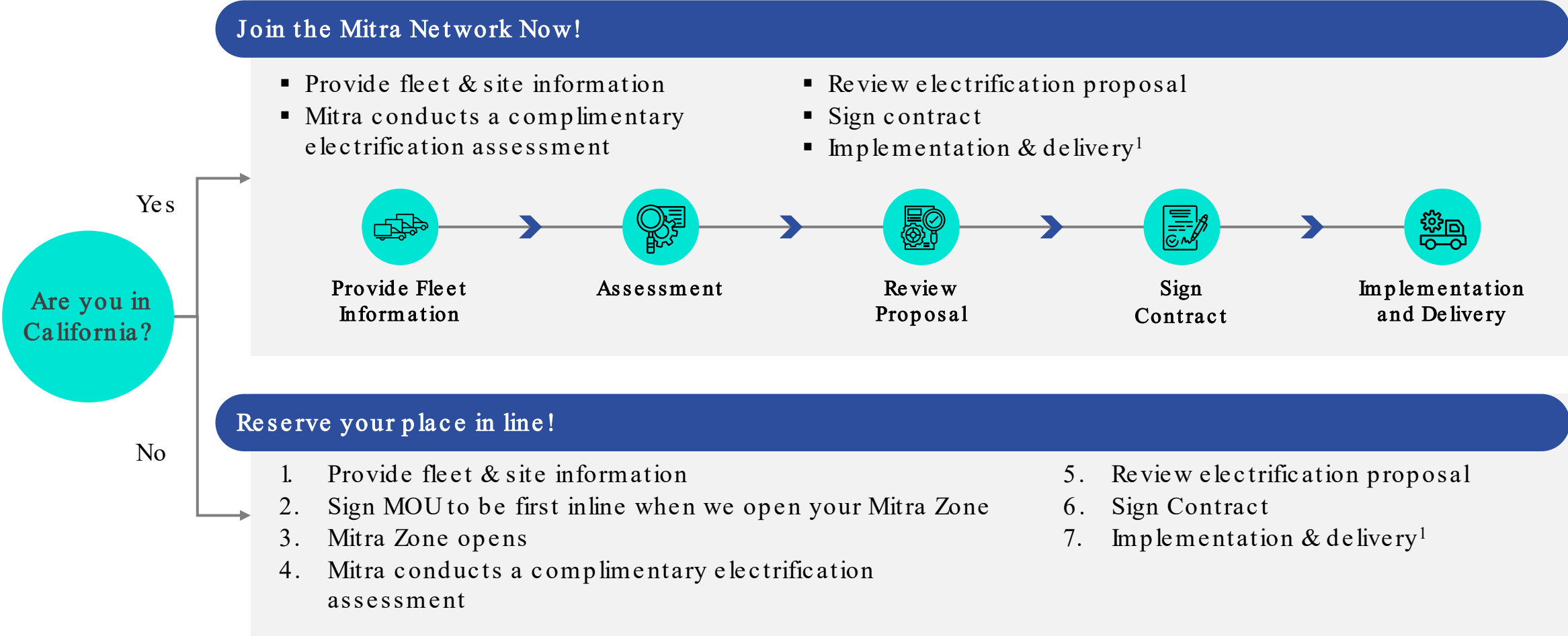
Designed for comfort and efficiency, he's the perfect partner to keep your team productive and your business ahead of the curve.

| KEY SPECS | GM Bright Drop Zevo 600 | Ford F-150 Lightning Lariat ER |
|--------------------------|---|---|
| Model Year | 2024 | 2023 |
| Native or Converted EV | Native | Conversion |
| Truck Class | 3 | 2b |
| GVWR (lbs.) | 11,000 | 8,550 |
| Battery Size (kwh) | 178 | 131 |
| Driving Range (mi) | 250 | 320 |
| Max Payload (lbs.) | 2,440 | 1,952 |
| Dimensions (in) | 290"L X 107.93"H X 106.13"W | 232.7"L X 78.3"H X 80"W |
| Back Door Clearance (in) | 71.59 | N/A |
| # of front seats | 2 | 2 |
| Lift Gate | N | N |
| HVIP Eligible | Y | N |
| Warranty | 3-yr / 36,000 Miles B-to-B 8-yr / 100,000 M Electric Component | 3-yr / 36,000 Miles B-to-B 8-yr / 100,000 M Electric Component |
| Estimated 5 –Yr. Lease | \$1,500 | \$1,000 + Up fit |





Ready to Electrify?



¹ Implementation & delivery times can vary from 6-24 months based on utility infrastructure upgrade and vehicle delivery
www.mitra-ev.com



Thank you!