Drive Green California

Alternative Fuel Vehicles Available Through State of California Contracts

Now online at green.ca.gov/fleet
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 Vehicle .......................................................... 19

Ford C-Max SE
Hybrid Electric Vehicle .......................................................... 20

Ford Fusion S
Hybrid Electric Vehicle .......................................................... 21

Toyota Prius
Hybrid Electric Vehicle .......................................................... 22

Toyota Prius C
Hybrid Electric Vehicle .......................................................... 23

Chevrolet Malibu
Hybrid Electric Vehicle .......................................................... 24

Kia Optima
Hybrid Electric Vehicle .......................................................... 25

Toyota Camry
Hybrid Electric Vehicle .......................................................... 26

Trucks

Available to all state and local agencies

BYD T7 – Cab and Chassis
Electric Vehicle ................................................................. 28

BYD T7 – Cargo Van
Electric Vehicle ................................................................. 29

BYD T5 – Cab and Chassis
Electric Vehicle ................................................................. 30

Ford F-450
Compressed Natural Gas (CNG) Vehicle ........................... 31

Ford F-550
Compressed Natural Gas (CNG) Vehicle ........................... 32

Ram 2500
Compressed Natural Gas (CNG) Vehicle ........................... 33

Ford F-250
Compressed Natural Gas (CNG) Vehicle ........................... 34
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
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.
Toyota Mirai | Fuel Cell Vehicle

- 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

* Miles Per Gallon Equivalent  |  ** Miles Per Kilogram
Volkswagen e-Golf | Electric Vehicle

- Compact Hatchback
- Vehicle Contract Unit Price: $31,345
- Service Contract Price: $1,295
- Doors: 5
- Passenger Seating: 4
- Range: 125 miles
- CVRP Rebate: $2,500
- 119 MPGe*

* Miles Per Gallon Equivalent

Employee Pricing P.50
Hyundai Ioniq Electric Vehicle

- 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

* Miles Per Gallon Equivalent
Ford Focus | Electric Vehicle

- Compact Hatchback
- Vehicle Contract Unit Price: $27,936
- Service Contract Price: $499
- Doors: 5
- Passenger Seating: 5
- Range: 115 miles
- CVRP Rebate: $2,500

* Miles Per Gallon Equivalent
Kia Soul | Electric Vehicle

- 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

* Miles Per Gallon Equivalent
Nissan Leaf S | Electric Vehicle

- 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

Available to state and local agencies
Chevrolet Bolt  
Electric Vehicle

- 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

* Miles Per Gallon Equivalent

Available to state and local agencies

Employee Pricing P50
Honda Clarity | Plug-in Hybrid Electric Vehicle

- Midsize Car
- Vehicle Contract Unit Price: $33,548
- Service Contract Price: $499
- Doors: 4
- Passenger Seating: 4
- Range (miles): 48 electric, 292 gasoline
- CVRP Rebate: $1,500

* Miles Per Gallon Equivalent
**Hyundai Ioniq | Plug-in Hybrid Electric Vehicle**

- 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

* Miles Per Gallon Equivalent
Kia Optima | Plug-in Hybrid Electric Vehicle

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

* Miles Per Gallon Equivalent

Available to state and local agencies

Employee Pricing
P50

Plug-in Hybrid Electric Vehicle

California Clean Vehicle Rebate Project

Access On Clean Air Vehicle

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

* Miles Per Gallon Equivalent

Available to state and local agencies

Employee Pricing
P50

Plug-in Hybrid Electric Vehicle

California Clean Vehicle Rebate Project

Access On Clean Air Vehicle
Chevrolet Volt | Plug-in Hybrid Electric Vehicle

- 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

Available to state and local agencies

Employee Pricing P.50
Ford Fusion Energi | Plug-in Hybrid Electric Vehicle

- 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

* Miles Per Gallon Equivalent
Toyota Prius Prime Plus | Plug-in Hybrid Electric Vehicle

- 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 Rebate: $1,500

* Miles Per Gallon Equivalent

Available to state and local agencies
Hyundai Ioniq Blue | Hybrid Electric Vehicle

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

Available to state and local agencies
Kia Niro | Hybrid Electric Vehicle

- 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

Available to state and local agencies
Ford C-Max SE | Hybrid Electric Vehicle

- Large Hatchback
- Vehicle Contract Unit Price: $22,717

- Service Contract Price: $499
- Doors: 5
- Passenger Seating: 5

- 40 MPG
- Range: 540 miles

Available to state and local agencies
Ford Fusion S | Hybrid Electric Vehicle

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

Available to state and local agencies
Toyota Prius | Hybrid Electric Vehicle

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

Available to state and local agencies
Toyota Prius C | Hybrid Electric Vehicle

- Compact Hatchback
- Vehicle Contract Unit Price: $19,567

- Service Contract Price: $749
- Doors: 5
- Passenger Seating: 5

- 46 MPG
- Range: 437 miles

Available to state and local agencies
Chevrolet Malibu | Hybrid Electric Vehicle

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

Available to state and local agencies

Employee Pricing P.50
- Midsize Car
- Vehicle Contract Unit Price: $21,950
- Service Contract Price: $796
- Doors: 4
- Passenger Seating: 5
- 42 MPG
- Range: 668 miles

Kia Optima | Hybrid Electric Vehicle
Available to state and local agencies
Toyota Camry | Hybrid Electric Vehicle

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

Available to state and local agencies
Trucks
BYD T7—Cab and Chassis

- 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

Available to state and local agencies
BYD T7—Cargo Van | Electric Vehicle

- 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

Available to state and local agencies
BYD T5—Cab and Chassis

- 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

- 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.

Available to state and local agencies
Ford F-550 | Compressed Natural Gas (CNG) Vehicle

- 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

- 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

- 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

- 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

Available to state and local agencies

CALIFORNIA CLEAN VEHICLE REBATE PROJECT

ACCESS 40 CLEAN AIR VEHICLE PROGRAM

36
Mitsubishi Outlander

Plug-in Hybrid Electric Vehicle

- 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

- 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

Available to state and local agencies
Toyota Highlander | Hybrid Electric Vehicle

- 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

Available to state and local agencies

Employee Pricing P.50
Toyota RAV4 | Hybrid Electric Vehicle

- 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

Available to state and local agencies
Chevrolet Express 3500

- 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

Compressed Natural Gas (CNG) Vehicle

Available to state and local agencies
Chevrolet Express 2500 | Compressed Natural Gas (CNG) Vehicle

- 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

- 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.

Available to state and local agencies.
More Information
Electric Vehicle Supply Equipment (EVSE)
<table>
<thead>
<tr>
<th>Contractor</th>
<th>kW Charging Rate</th>
<th>Basic/Smart</th>
<th>Power Sharing Available</th>
<th>Price Starts At</th>
<th>Installation Price</th>
<th>Maintenance Price</th>
<th>DGS Contract Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pacific Lighting</td>
<td>Level 1</td>
<td>Basic</td>
<td>No</td>
<td>$1,147</td>
<td>$1,275</td>
<td>$400/year</td>
<td>1-14-61-13B</td>
</tr>
<tr>
<td>BTC Power</td>
<td>Level 1</td>
<td>Basic</td>
<td>Yes</td>
<td>$1,101</td>
<td>$360</td>
<td>$375/year</td>
<td>1-14-61-13C</td>
</tr>
<tr>
<td>BTC Power</td>
<td>Level 2</td>
<td>Smart</td>
<td>Yes</td>
<td>$2,025</td>
<td>$375</td>
<td>$10/monthly</td>
<td>1-14-61-14A</td>
</tr>
<tr>
<td>OpConnect</td>
<td>Level 2</td>
<td>Smart</td>
<td>Yes</td>
<td>$4,860</td>
<td>$350</td>
<td>$99/monthly</td>
<td>1-14-61-14C</td>
</tr>
<tr>
<td>Pacific Lighting Management</td>
<td>Level 2</td>
<td>Smart</td>
<td>Yes</td>
<td>$3,255</td>
<td>$1,600</td>
<td>$85/monthly</td>
<td>1-14-61-14D</td>
</tr>
<tr>
<td>Clean Fuel Connection</td>
<td>Level 2</td>
<td>Smart</td>
<td>Yes</td>
<td>$3,821</td>
<td>$850</td>
<td>$108/monthly</td>
<td>1-14-61-14H</td>
</tr>
<tr>
<td>Envision Solar International</td>
<td>Level 2</td>
<td>*</td>
<td>Yes</td>
<td>$41,650</td>
<td>$225/hour</td>
<td>$360/year</td>
<td>1-14-61-16</td>
</tr>
</tbody>
</table>

* 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.

<table>
<thead>
<tr>
<th>Vehicle</th>
<th>Fuel Type</th>
<th>Dealership</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Toyota Mirai</td>
<td>Fuel Cell</td>
<td>Toyota Sunnyvale</td>
<td>Cash discount of $500 in addition to any current retail offer by Toyota Sunnyvale</td>
</tr>
<tr>
<td>Nissan Leaf S</td>
<td>Electric</td>
<td>Selma Nissan/Honda</td>
<td>$200 over the factory invoice</td>
</tr>
<tr>
<td>Chevrolet Bolt</td>
<td>Electric</td>
<td>Winner Chevrolet</td>
<td>$500 over the factory invoice</td>
</tr>
<tr>
<td>VW e-Golf</td>
<td>Electric</td>
<td>Elk Grove Auto Group</td>
<td>$500 over the factory invoice</td>
</tr>
<tr>
<td>Hyundai Ioniq</td>
<td>Electric</td>
<td>US Fleet Source</td>
<td>Employees may purchase at the same price listed on the statewide contract</td>
</tr>
<tr>
<td>Toyota Prius Prime</td>
<td>Plug-in Hybrid</td>
<td>Toyota Sunnyvale</td>
<td>Cash discount of $500 in addition to any current retail offer by Toyota Sunnyvale</td>
</tr>
<tr>
<td>Volt</td>
<td>Plug-in Hybrid</td>
<td>Winner Chevrolet</td>
<td>$500 over the factory invoice</td>
</tr>
<tr>
<td>Hyundai Ioniq</td>
<td>Plug-in Hybrid</td>
<td>US Fleet Source</td>
<td>Employees may purchase at the same price listed on the statewide contract</td>
</tr>
<tr>
<td>Vehicle</td>
<td>Fuel Type</td>
<td>Dealership</td>
<td>Discount</td>
</tr>
<tr>
<td>---------------------</td>
<td>------------------</td>
<td>----------------------</td>
<td>---------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Kia Niro LX</td>
<td>Plug-in Hybrid</td>
<td>US Fleet Source</td>
<td>Employees may purchase at the same price listed on the statewide contract</td>
</tr>
<tr>
<td>Kia Optima</td>
<td>Plug-in Hybrid</td>
<td>US Fleet Source</td>
<td>Employees may purchase at the same price listed on the statewide contract</td>
</tr>
<tr>
<td>Mitsubishi Outlander</td>
<td>Plug-in Hybrid</td>
<td>US Fleet Source</td>
<td>Employees may purchase at the same price listed on the statewide contract</td>
</tr>
<tr>
<td>Ford Fusion Energi</td>
<td>Plug-in Hybrid</td>
<td>Downtown Ford Sales</td>
<td>$100 over the factory invoice</td>
</tr>
<tr>
<td>Ford Fusion S</td>
<td>Hybrid Electric</td>
<td>Downtown Ford Sales</td>
<td>$100 over the factory invoice</td>
</tr>
<tr>
<td>Kia Optima</td>
<td>Hybrid Electric</td>
<td>US Fleet Source</td>
<td>Employees may purchase at the same price listed on the statewide contract</td>
</tr>
<tr>
<td>Toyota Prius</td>
<td>Hybrid Electric</td>
<td>Freeway Toyota</td>
<td>$200 over the factory invoice</td>
</tr>
<tr>
<td>Toyota Prius C</td>
<td>Hybrid Electric</td>
<td>Freeway Toyota</td>
<td>$200 over the factory invoice</td>
</tr>
<tr>
<td>Toyota Camry</td>
<td>Hybrid Electric</td>
<td>Freeway Toyota</td>
<td>$200 over the factory invoice</td>
</tr>
<tr>
<td>Kia Niro</td>
<td>Hybrid Electric</td>
<td>US Fleet Source</td>
<td>Employees may purchase at the same price listed on the statewide contract</td>
</tr>
<tr>
<td>Toyota RAV4</td>
<td>Hybrid Electric</td>
<td>Freeway Toyota</td>
<td>$200 over the factory invoice</td>
</tr>
<tr>
<td>Toyota Highlander</td>
<td>Hybrid Electric</td>
<td>Freeway Toyota</td>
<td>$200 over the factory invoice</td>
</tr>
<tr>
<td>Chevrolet Malibu</td>
<td>Hybrid Electric</td>
<td>Winner Chevrolet</td>
<td>$500 over the factory invoice</td>
</tr>
<tr>
<td>Hyundai Ioniq Blue</td>
<td>Hybrid Electric</td>
<td>US Fleet Source</td>
<td>Employees may purchase at the same price listed on the statewide contract</td>
</tr>
<tr>
<td>Ram 2500</td>
<td>CNG</td>
<td>Elk Grove Auto Group</td>
<td>$500 over the factory invoice</td>
</tr>
</tbody>
</table>

**Note:** Discounts may be in addition to consumer retail incentives and rebates.
<table>
<thead>
<tr>
<th>Dealerships Offering Employee Pricing</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Downtown Ford Sales</td>
<td>Sandra Scott</td>
</tr>
<tr>
<td>525 North 16th Street</td>
<td>525 North 16th Street</td>
</tr>
<tr>
<td>Sacramento, CA 95811</td>
<td>Sacramento, CA 95811</td>
</tr>
<tr>
<td>(916) 442-6931</td>
<td>(916) 442-6931</td>
</tr>
<tr>
<td>Freeway Toyota</td>
<td>Pat Ireland</td>
</tr>
<tr>
<td>1835 Glendale Avenue</td>
<td>1835 Glendale Avenue</td>
</tr>
<tr>
<td>Hanford, CA 93230</td>
<td>Hanford, CA 93230</td>
</tr>
<tr>
<td>(559) 707-5735</td>
<td>(559) 707-5735</td>
</tr>
<tr>
<td>US Fleet Source</td>
<td>Roy Durham</td>
</tr>
<tr>
<td>979 S. Village Oaks Drive</td>
<td>979 S. Village Oaks Drive</td>
</tr>
<tr>
<td>Covina, CA 91726</td>
<td>Covina, CA 91726</td>
</tr>
<tr>
<td>(858) 525-5327</td>
<td>(858) 525-5327</td>
</tr>
<tr>
<td>Elk Grove Auto Group</td>
<td>Bill Kemery/Jerry Powers</td>
</tr>
<tr>
<td>8575 Laguna Grove Drive</td>
<td>8575 Laguna Grove Drive</td>
</tr>
<tr>
<td>Elk Grove, CA 95757</td>
<td>Elk Grove, CA 95757</td>
</tr>
<tr>
<td>(916) 429-4700</td>
<td>(916) 429-4700</td>
</tr>
<tr>
<td>Selma Nissan/Honda</td>
<td>Pat Ireland</td>
</tr>
<tr>
<td>2525 Highland Avenue</td>
<td>2525 Highland Avenue</td>
</tr>
<tr>
<td>Selma, CA 93662</td>
<td>Selma, CA 93662</td>
</tr>
<tr>
<td>(559) 896-5000</td>
<td>(559) 896-5000</td>
</tr>
<tr>
<td>Winner Chevrolet</td>
<td>Bill Kemery/Jerry Powers</td>
</tr>
<tr>
<td>8575 Laguna Grove Drive</td>
<td>8575 Laguna Grove Drive</td>
</tr>
<tr>
<td>Elk Grove, CA 95757</td>
<td>Elk Grove, CA 95757</td>
</tr>
<tr>
<td>(916) 429-4700</td>
<td>(916) 429-4700</td>
</tr>
<tr>
<td>Toyota Sunnyvale</td>
<td>Stan Wolowski</td>
</tr>
<tr>
<td>898 W. El Camino Real</td>
<td>898 W. El Camino Real</td>
</tr>
<tr>
<td>Sunnyvale, CA 95051</td>
<td>Sunnyvale, CA 95051</td>
</tr>
<tr>
<td>(408) 306-1960</td>
<td>(408) 306-1960</td>
</tr>
</tbody>
</table>
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
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

---

**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
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