GOALS

Reduce Carbon Footprint

Reduce Fuel Consumption

Reduce Variable Maintenance Costs

Positive Brand Image

Benchmarking + Increased ROI
Monetizing Incentives & Credits

- Federal Government – $7500 tax credit
  - Municipalities are tax-exempt
  - Startups do not have adequate tax liability
  - Pass through $6,000 in cap cost reduction
  - Mike Albert takes on administrative burden

- Local and State Incentives can be stacked
Vehicle Financing

- Open and Closed End Lease Structure
  - Up to 60 months

- Can accommodate municipal short-term budgets
  - Single-Pay Lease (combines all payments into one transaction)
  - $1 buyout

- Pay only for what you use (see next slide)
Optimal Vs. Industry

Depreciation to Remaining Book Value

Depreciation to $0.00

Optimal $40K
Industry $32K
Optimal $24K
Industry $16K
Optimal $8K
Industry $0
Consultation & Reporting

- Reporting of MPGe and carbon footprint reduction
- Proper vehicle selection and lifecycle strategy
- ROI on investment
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