

ADVANCED TRANSPORTATION OPPORTUNITIES IN THE SAN FERNANDO VALLEY

Presented by Jeff Joyner, Shareholder, Greenberg Traurig & Co-chair of the LAEDC e4Mobility Alliance



OVERVIEW OF THE E4MOBILITY ALLIANCE

- Founded in 2010.
- Over 650 leaders in advanced transportation
- Goal: Grow a robust advanced transportation industry cluster.
- What do we mean by advanced transportation:
 - Automotive design
 - Fleet and transit vehicles
 - Smart transportation
 - Connected car
 - Energy storage
 - Smart grid and charging infrastructure
 - Waste to energy
 - Logistics and goods movement
 - Alternative fuels
 - Car sharing

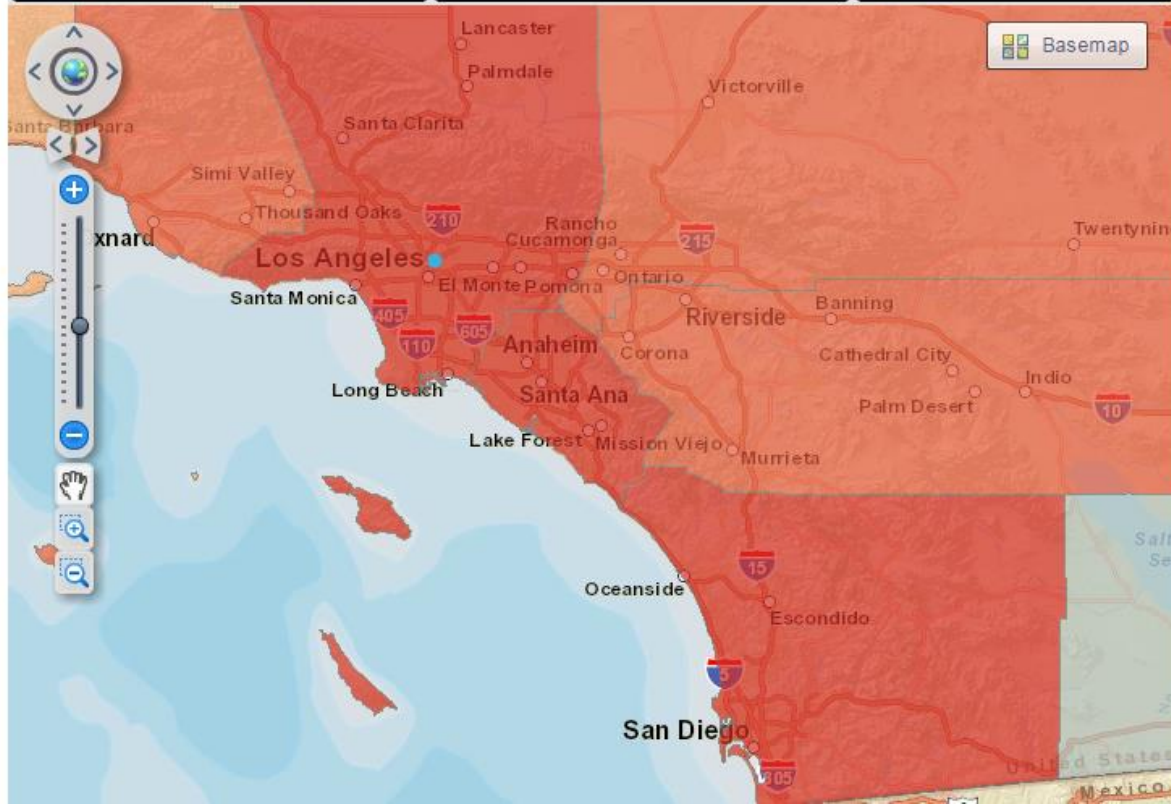
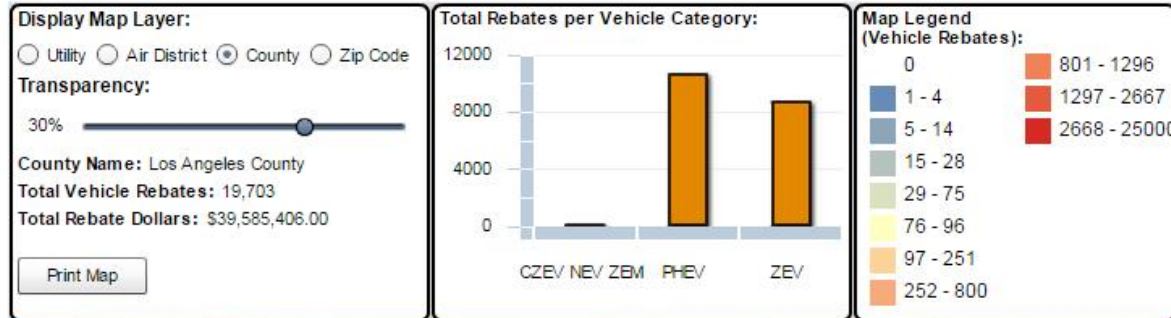


INFRASTRUCTURE DEPLOYMENT

Data from DOE & CSE

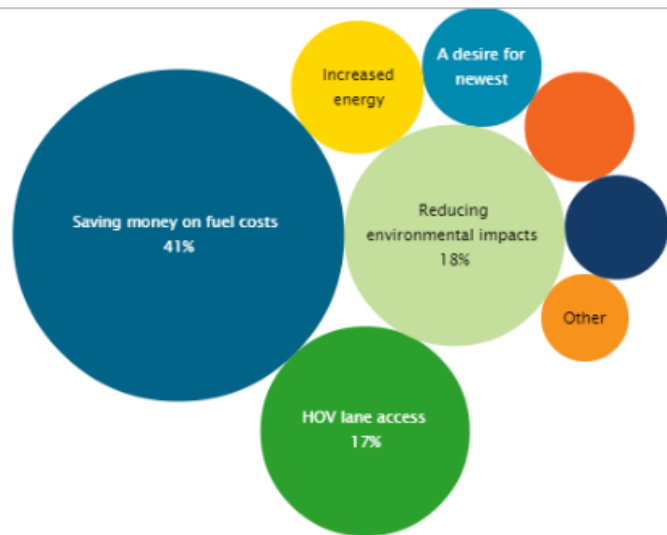
ELECTRIC VEHICLES: 19,703 "REBATED" IN LA COUNTY

LA & OC have more Plug-in Hybrid EVs than Zero Emission Vehicles, which is in contrast to San Diego & the Bay Area



CSE SURVEY TOOL IN SOUTH COAST: DECISION FACTORS

Most important reason to acquire an EV
Click the bubbles to use primary motivation as a filter



Filter by Geographic Area
South Coast

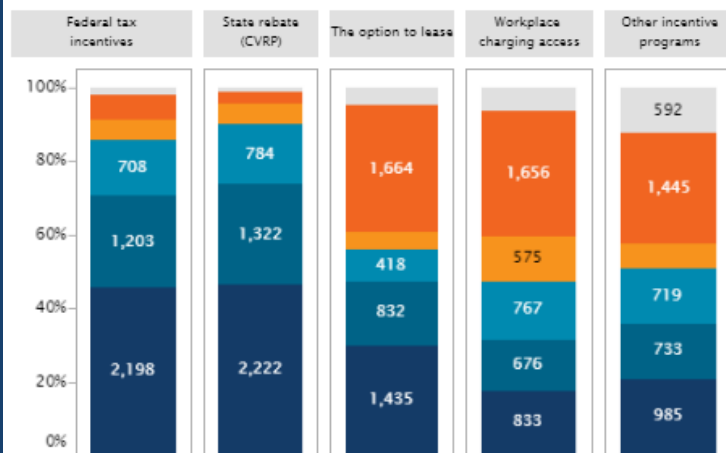
Filter Vehicle Type
 (All)
 BEV
 PHEV

Filter Purchase/Lease
 (All)
 Purchase
 Lease

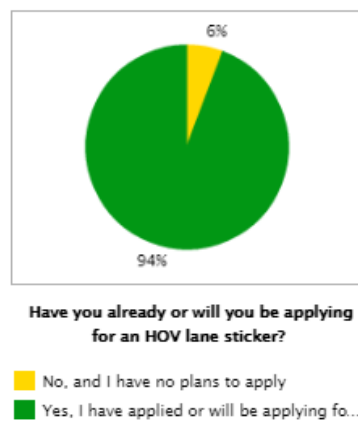
Filter Manufacturer
(All)

Survey respondents selected
4,809

Importance of factors that made it possible to acquire an EV



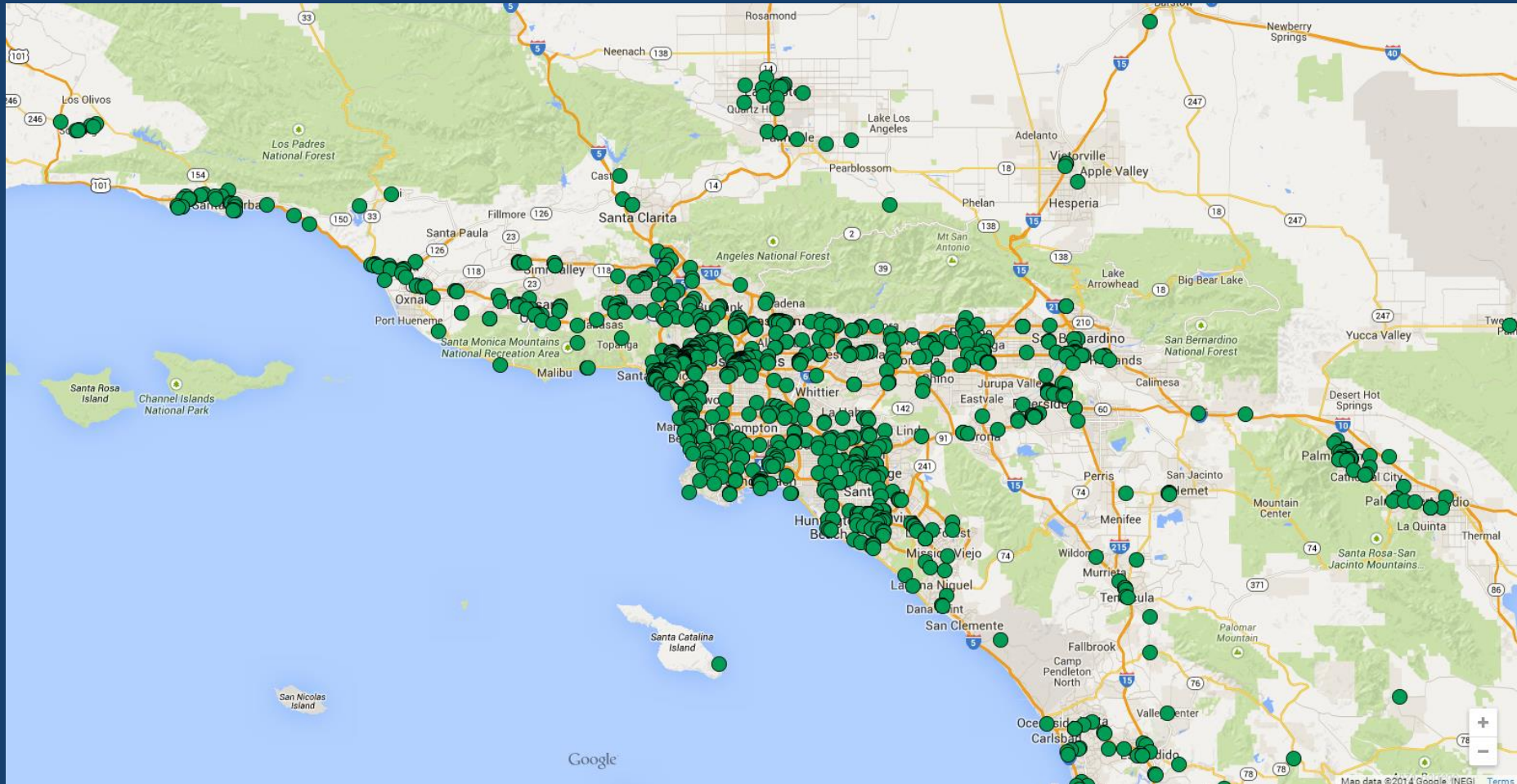
Displaying HOV lane access decal



Numbers represent raw respondent numbers. To exclude "No answer," hover over the gray portion of the bar charts and click "Exclude" in the pop-over. To reset the filters, click the revert button at the bottom of the tool.

- No answer
- Not at all important
- Slightly important
- Moderately important
- Very important
- Extremely important

PLUG-IN ELECTRIC VEHICLE INFRASTRUCTURE



PLUG-IN ELECTRIC VEHICLE INFRASTRUCTURE GAPS & OPPORTUNITIES

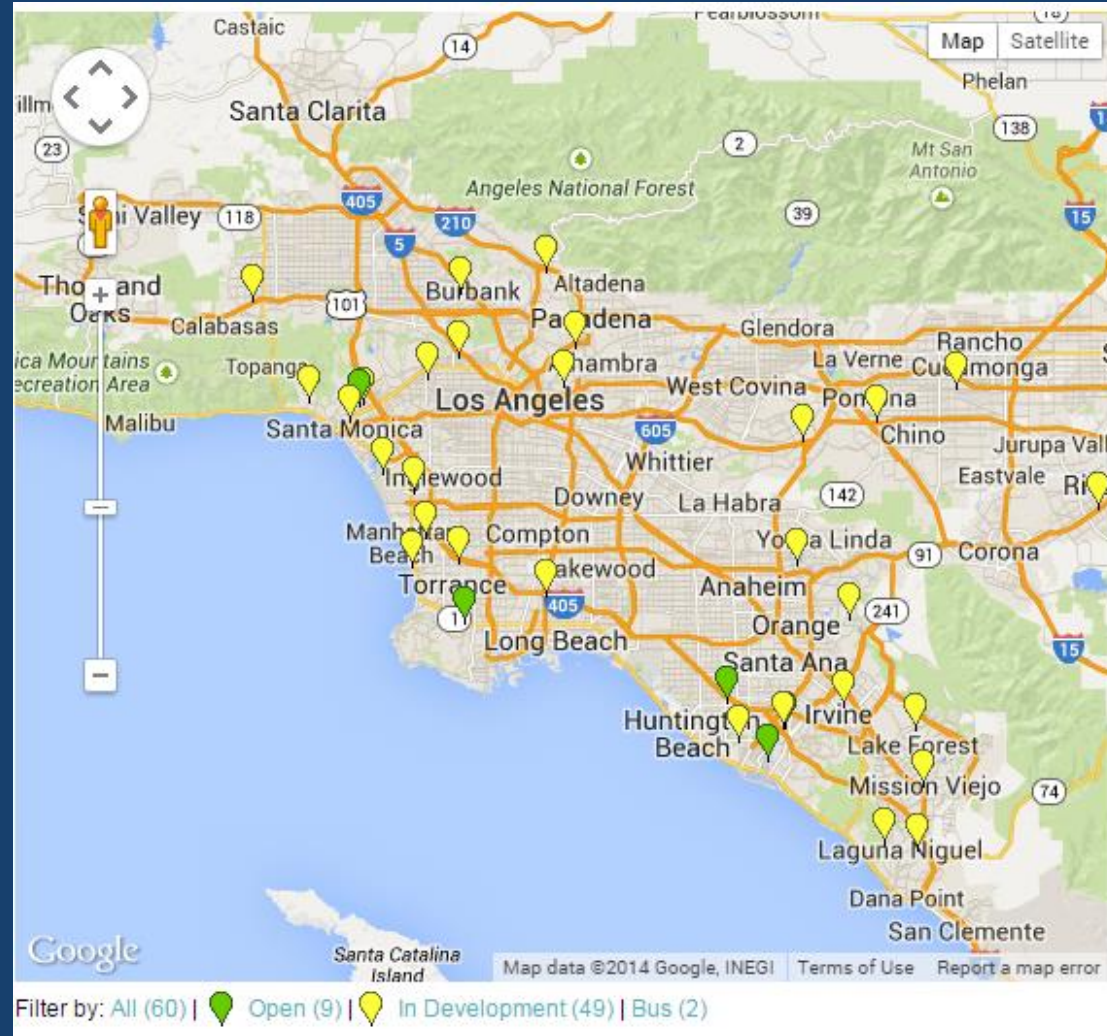
Challenges:

- Workplace charging
- Multifamily residential

Opportunities:

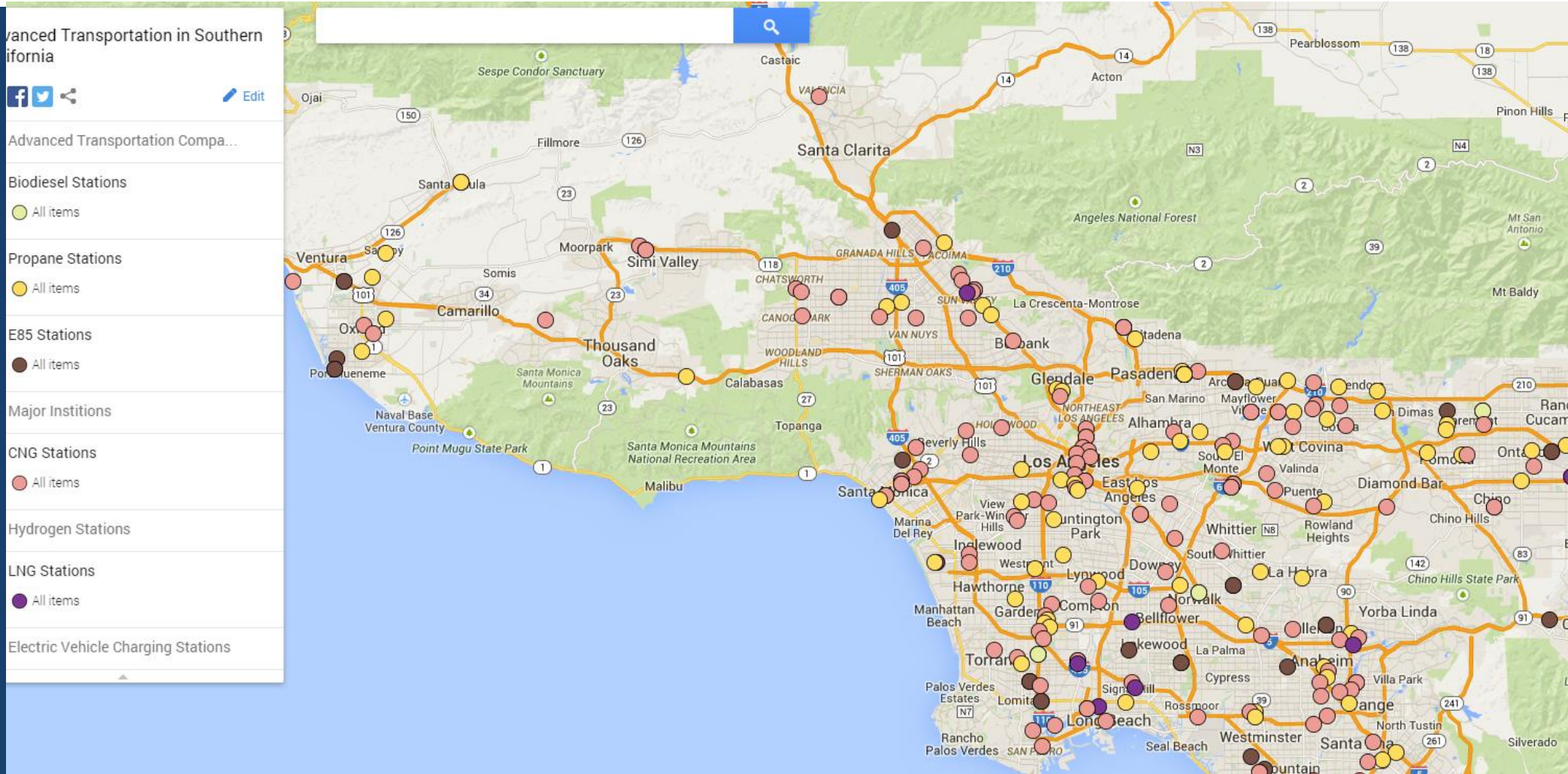
- NRG opportunity for FREE charger + installation at commercial sites; 50% in SCE territory for commercial and multifamily residential
- Planning grant opportunity at CEC
- Future EV infrastructure funding – federal and state
- New technology – multi charger, demand response/managed charging, vehicle to grid, other types of electrification of transportation
- Thinking beyond passenger vehicles

FUEL CELL ELECTRIC VEHICLE INFRASTRUCTURE



Source: CA Fuel Cell
Partnership

PROPANE, BIODIESEL, E85, NATURAL GAS INFRASTRUCTURE



WASTE TO ENERGY: KEY OPPORTUNITY AREA

Urgent need: We have no new landfills planned for Los Angeles County.

Jobs at risk in our waste management sector if we don't do *something*.

The LAEDC recently conducted an analysis on the waste to energy industry and found the following similar types of facilities and the number of jobs at each:

Commerce's Refuse to Fuel Facility has 39 full time equivalent employees (FTEs)

Long Beach Resource Recovery Facility has 36 FTEs

Stanislaus Resource Recovery Facility has 47 FTEs

Tracy's Biomass Conversion Facility has 24 direct jobs (with another 160 indirect)

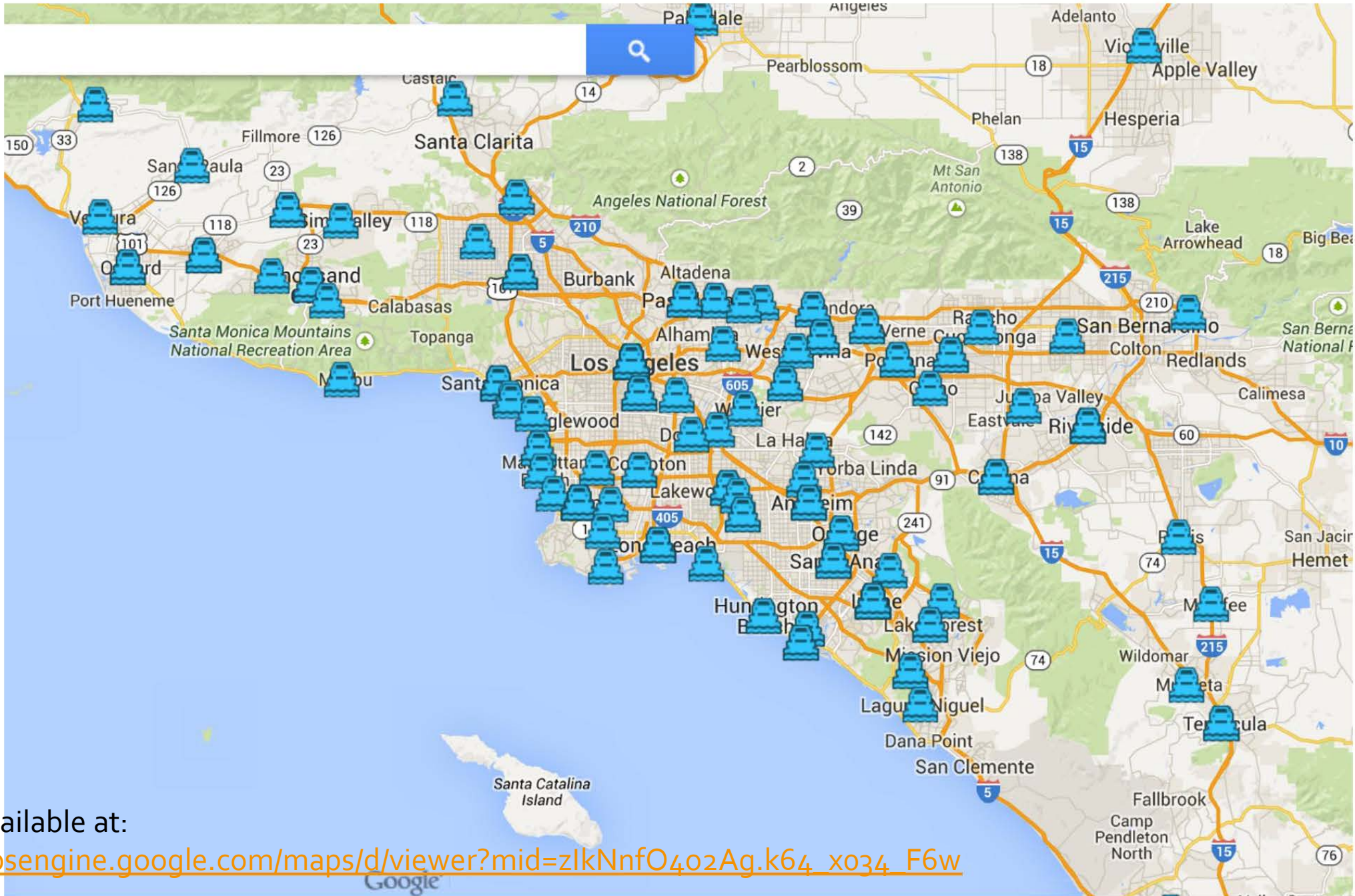
Gold River's Anaerobic Digester has 35 FTEs

The Los Angeles regional market for improved waste management is large.

LA Metro is converting natural gas fleet to renewable natural gas.

COMPANIES IN ADVANCED TRANSPORTATION

Data from CALSTART, EDF & LAEDC



Full map available at:

https://mapsengine.google.com/maps/d/viewer?mid=zIkNnfO4o2Ag.k64_xo34_F6w

CHALLENGES

Access to capital, especially contracts and grants.

Regulatory—CEQA, other permitting.

Land use.

Perception—California and Los Angeles.

Marketing needs.

Red carpet for companies.

HOW WE ARE HELPING

Targeted business assistance, completely free of charge.

Assistance and support on grants.

Referrals and relationships.

Information sharing.

- Weekly newsletters

- E4 meetings

E4 | Advanced Transportation Center of Southern California.

Contact us!

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