Address the Climate Crisis through Zero-Emission Fleet Vehicles

Goal Leader(s):
Sonny Hashmi, Federal Acquisition Service Commissioner
## Goal Targets

<table>
<thead>
<tr>
<th>Achievement statement</th>
<th>Key indicator(s)</th>
<th>Quantify progress</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>By…</td>
<td>GSA will…</td>
<td>Name of indicator</td>
<td>Target value</td>
</tr>
<tr>
<td>9/30/2022</td>
<td>Provide access to ZEV models to be deployed across the Federal Government.</td>
<td>Number of ZEV models available for Government customer to purchase or lease.</td>
<td>50</td>
</tr>
<tr>
<td>9/30/2022</td>
<td>Ensure that the GSA leased fleet that is not yet ZEV-eligible is as efficient as possible.</td>
<td>Percent increase in miles per gallon for the GSA leased fleet.</td>
<td>21%</td>
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<tr>
<td>9/30/2022</td>
<td>When practical from a cost and mission fulfillment perspective, support the replacement of conventional vehicles with ZEVs.</td>
<td>Percent of new purchases/leases that are ZEVs compared to the total number of vehicles procured in the FY where an affordable ZEV was available.</td>
<td>10%</td>
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*Value as of 10/1/2021  
**Value as of 3/31/2022

- Key Indicators and targets above demonstrate a balanced approach to supporting the Federal Government’s response to the climate crisis and reducing greenhouse gas emissions from the operation of motor vehicles to deliver agency missions.
- These indicators focus on the following:
  - Bringing market offerings to the Government
  - Increasing efficiency of the Fleet that cannot be converted to ZEVs immediately
  - Supporting the purchase of ZEVs to replace existing non ZEVs. While FY 2022 has a 10% target, the target grows rapidly to 37% in FY 2023 and 50% in FY 2024.
Goal Overview

Goal statement
- As part of GSA’s efforts to tackle the climate crisis, the agency will support near-term global reductions in greenhouse gas emissions and a long-term goal of net-zero global emissions by helping agencies increase their conversions to clean- and zero-emission fleet vehicles (ZEVs). In line with E.O. 14057, GSA will help agencies achieve 100% of all acquisitions of light-duty vehicles purchased as ZEVs by 2027 and 100% of all vehicles as ZEVs by 2035. GSA will work with customer agencies to maximize the replacement of conventionally fueled vehicles that are eligible to be replaced with ZEVs, increasing the presence of ZEVs in the Federal Fleet each fiscal year. (Note: The speed of ZEV deployment and the number of ZEVs purchased will be influenced by funding and market availability.)

Problem to Be Solved
- The use of conventionally fueled motor vehicles by agencies to execute their missions is a contributing source of Scope 3 greenhouse gas emissions from the Federal Government.
- The majority of vehicles in the Federal Fleet are conventionally fueled. GSA will assist the Federal Government in replacing conventional vehicles with ZEVs that will drastically reduce vehicle emissions generated by agencies.

What Success Looks Like
- Actions aligned to this goal will prepare agencies to meet Executive Order goals related to acquiring all light-duty vehicles as ZEVs by 2027.
- Interim success will be realized through a meaningful increase in the percentage of ZEVs purchased and operated within the Federal Fleet and the build-out of supporting infrastructure.
Goal Team

The team that supports this goal is dispersed within current GSA operations. Current business practices and business models will be leveraged. The composition of the team may change, should additional resources be appropriated through Congressional action.

- GSA Administrator and FAS Commissioner
- FAS Assistant Commissioner for Office of Travel, Transportation and Logistics (TTL)
- GSA Fleet Director
- GSA Fleet
  - Purchasing Division
  - Business Management Division
  - Offering Support Division
  - Marketplace and Innovation Division
  - Vehicle Management Division
  - Zonal Operations Division
- GSA TTL Office of Acquisition Operations Director
  - Center for Vehicle Acquisition
- PBS Office of Design and Construction
- PBS Office of Facilities Management
- FAS Office of Policy and Compliance
- OGP Acquisition Policy Division
- OGP Asset and Transportation Management
Goal Strategies

- GSA works with the automotive industry on a continuous basis and is aware of new technologies and offerings as they come to market. GSA Fleet utilizes contracting practices that allow for new technology offerings to be made available for purchase or lease by agencies throughout the fiscal year. This ensures that agencies have access to the most recent ZEV models that are available to meet mission requirements.

- Whenever a ZEV alternative is not available to replace a replacement-eligible vehicle, GSA Fleet Leasing will ensure the vehicle purchased for its fleet is more fuel efficient than the existing vehicle. This will reduce the overall emissions from vehicles being used by agencies and will support efficiency of operations as the projected miles per gallon rating of the replaced vehicles increases. It is important to balance efficient operations of the fleet that is conventionally fueled as ZEVs are deployed.

- When agencies are purchasing vehicles for agency-owned operations or selecting replacements for GSA leased vehicles, GSA will support the procurement of ZEVs when economically feasible and when a ZEV can meet the agency requirement. Tracking the purchase of ZEVs relative to conventionally fueled vehicles will assist in monitoring progress in meeting out-year ZEV acquisition targets. While agencies have the ultimate decision on the type of vehicle they purchase or lease, GSA provides the ability for agencies to meet Administration electrification goals.
The table below represents the “Percent of new vehicle orders that are ZEVs compared to the total number of vehicles ordered in a fiscal year where an affordable ZEV is available”.

This indicator tracks progress over time of converting vehicles to ZEVs and shows the aggressive targets that have been established in FY 2022 and FY 2023.

% of New Vehicle Orders that are ZEVs, where affordable ZEV is available.
### Key Milestones

**Milestone Summary**

<table>
<thead>
<tr>
<th>Key Milestone</th>
<th>Milestone Due Date</th>
<th>Milestone Status</th>
<th>Change from last quarter</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Addition of new ZEV offerings to GSA purchasing channels</td>
<td>Ongoing</td>
<td>On track</td>
<td>7 new offerings added in Q2 FY22</td>
<td>The vast majority of vehicle contracts are awarded in Q1 each fiscal year, however we do have provisions to bring on new technology models throughout the year. 7 new models were added in Q2.</td>
</tr>
<tr>
<td>Development of Implementation Plan to execute any additional appropriated funds</td>
<td>120 days after appropriated funds</td>
<td>On track</td>
<td>No change, additional funding has not been provided</td>
<td>If/when additional funding is passed, GSA will issue an implementation plan to include engagement with agencies on the electrification of vehicles they use.</td>
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<tr>
<td>Work with Agencies to execute FY22 orders and maximize the number of ZEVs in the Federal Fleet</td>
<td>Q3 FY 2022</td>
<td>On track</td>
<td>Budget Passed 3/11/2022</td>
<td>With agencies now having clarity of FY 2022 appropriations, GSA will work with agencies to maximize orders for ZEVs this fiscal year.</td>
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- GSA Fleet will leverage existing business processes to achieve this Agency Priority Goal. Traditional milestones such as the award and maintenance of purchasing contracts that offer ZEVs will be managed as well as the fulfilment of orders to support customers.

- Should additional appropriated funds be enacted, GSA will revisit what milestones should be established to execute those funds.
GSA Fleet brought **7 new ZEV models** onto contract during the second quarter of FY22. Although the vast majority of models are brought onto contract in the first quarter, additional models will continue to be added throughout the year as they become available.

As of the end of Q2, 1267 ZEVs have been ordered across Government. In FY22 GSA’s vehicle acquisition cycle is significantly impacted by the supply limitations in the vehicle industry. As such, ordering is behind the normal schedule. Additionally, with the budget passage in the final weeks of Q2, ZEV funding remained largely uncertain. In Q3 we will access new model year vehicles, wrap up the majority of the Leasing program’s annual replacement ordering, and agencies will have a clear understanding of funding available.

GSA Fleet continues to meet with agencies to discuss ZEV and electric vehicle supply equipment (EVSE) deployment in the future. Interagency collaboration is key to overall success of this initiative.

GSA Fleet and GSA’s Public Buildings Service both continued to collaborate and work toward the award of complementary EVSE offerings in their respective business areas. This work will continue into Q3.
Data accuracy & reliability

Measures:
- Number of ZEV models available for Government customers to purchase or to lease
- Percent increase in miles per gallon for the GSA leased fleet
- Percent of new vehicle orders that are ZEVs compared to the total number of vehicles ordered in FY where an affordable ZEV was available

GSA will leverage its business systems and processes to capture the data required to calculate and track these measures.

Given that this information is contained in a controlled environment to support GSA Fleet operations that are subject to annual financial audits and oversight, there is high confidence in the accuracy and reliability of the data being used for these metrics.