



**Agency Priority Goal | Action Plan | FY 2022 – Q4 Progress Update**

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# Address the Climate Crisis through Zero-Emission Fleet Vehicles

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**Goal Leader(s):**

Sonny Hashmi, Federal Acquisition Service Commissioner

# Goal Overview

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## 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 vehicle acquisitions 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 1 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 Targets

Achievement statement		Key indicator(s)	Quantify progress			Frequency
By...	GSA will...	Name of indicator	Target value	Starting value*	Current value**	Update cycle
9/30/2022	Provide access to ZEV models to be deployed across the Federal Government.	Number of ZEV models available for Government customers to purchase or lease.	50	34	65	Quarterly
9/30/2022	Ensure that the GSA leased fleet that is not yet ZEV-eligible is as efficient as possible.	Percent increase in miles per gallon for the GSA leased fleet.	21%	18.49%	25.29%	Annual
9/30/2022	When practical from a cost and mission fulfillment perspective, support the replacement of conventional vehicles with ZEVs.	Percent of new vehicle orders that are ZEVs compared to the total number of vehicles procured in the FY where an affordable ZEV was available.	10%	6.74%	20.27%	Annual

\*Value as of 10/1/2021

\*\*Value as of 9/30/2022

- 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 Team

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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

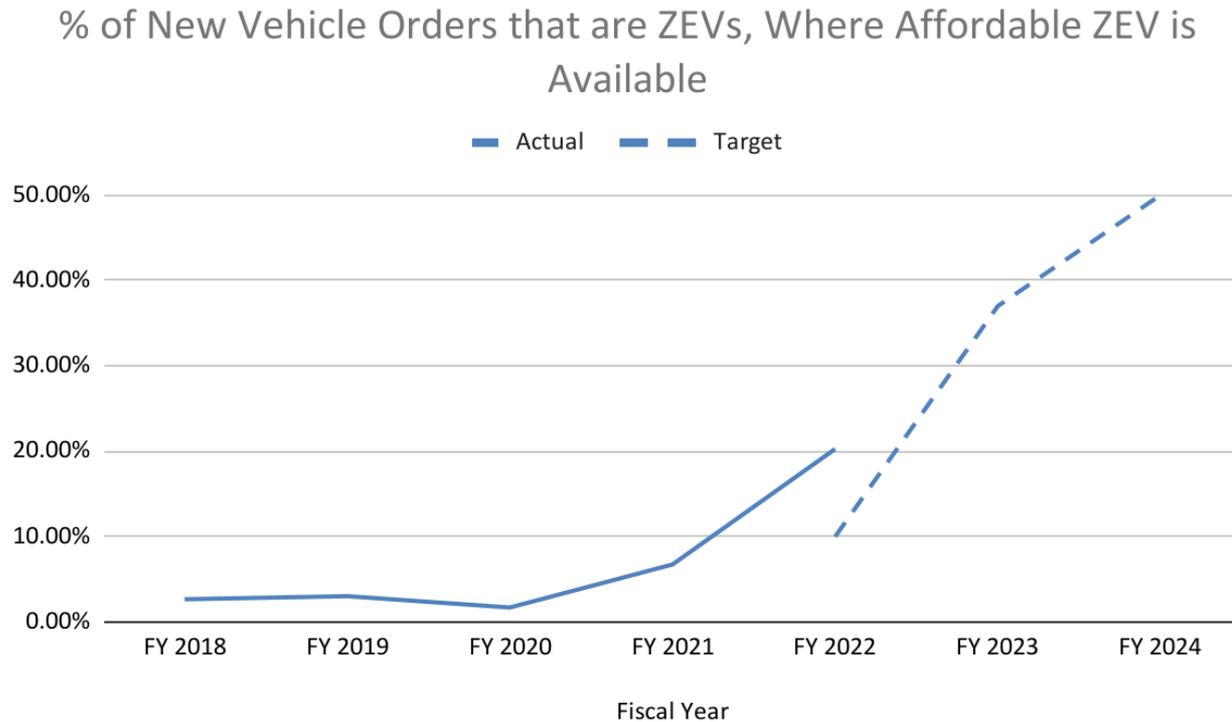
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- GSA works with the automotive industry on a continuous basis and is aware of new technologies and offerings as they come to market. GSA Fleet utilizes contracting practices that allow for new technology offerings to be made available for purchase 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.

# Key Indicators

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.



# Key Milestones

## Milestone Summary

Key Milestone	Milestone Due Date	Milestone Status	Change from last quarter	Comments
Addition of new ZEV offerings to GSA purchasing channels	9/30/2022	Ahead	3 new offerings added in Q4 FY22	<p>In FY22, available ZEV offerings increased by 91.2% compared to FY21, jumping from 34 to 65 ZEV models allowing for availability across the sedan, SUV, light truck, vans, and medium and heavy duty vehicles to include stake trucks, cargo and dry vans, shuttle, and school and transit buses.</p> <p>The vast majority of vehicle contracts are awarded in Q1 each fiscal year, however we incorporate provisions to bring on new technology models throughout the year. This year, global supply issues are plaguing the industry, and many vehicle models closed early. In Q4, we were able to add 3 new offerings - a sedan and SUV available exclusively in Europe and a Motorcoach bus. Although specialty offerings, these vehicles ensure more agency missions can be met with ZEVs.</p>
Development of Implementation Plan to execute any additional appropriated funds	120 days after appropriated funds	On track	No change, additional funding has not been provided	If/when additional funding is passed, GSA will issue an implementation plan to include engagement with agencies on the electrification of vehicles they use.
Work with agencies to execute FY22 orders and maximize the number of ZEVs in the Federal Fleet	End of Q4 FY 2022	On track	Budget Passed 3/11/2022	With agencies having clarity of FY 2022 appropriations, GSA is working closely with agencies to maximize orders for ZEVs this fiscal year. Agencies ended the year with 3,567 ZEV orders placed representing 9% of total orders and 20.27% of total orders when an affordable comparable ZEV was available. This resulted in a published light-duty MPG improvement of GSA leased fleet of 25.29% over the light-vehicle being replaced.
Awarded contracting vehicles for Turnkey Electric Vehicle Supply Equipment (EVSE) Solution	End of Q4 FY 2022	On track	PBS IDIQ Design/Build Installation contracts were awarded	GSA's EVSE BPAs, 16 in all, were awarded in Q3 to include hardware, software, warranty, solar and portable stations and services such as site assessments and consulting services. All four EVSE IDIQ contracts for general construction, including design-build capabilities, to support the installation of EVSE were awarded in Q4, covering the entire U.S. Now agencies in space under GSA's jurisdiction, custody or control or non GSA-controlled space can access a full turnkey solution of a wide array of station options from GSA's BPA and design, construction, and installation services to ensure these stations are established.

## Narrative – FY 2022 Q4

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At the end of Q4, **3,567** ZEVs had been ordered across Government in FY 2022. This is a major accomplishment, as previous year orders were 222 in FY 2020 and 643 in FY 2021. These new vehicles orders contribute to a greener fleet.

GSA and agencies achieved these significant results despite unprecedented supply chain challenges in the form of limited vehicle allocations, quantity restrictions, microchip and key parts shortages, order cancellations, and other hurdles. GSA Fleet anticipates that these conditions will continue into FY 2023 and possibly into FY 2024.

In FY 2022, overall vehicle orders were lower than normal. To mitigate challenges in FY 2023, GSA is strengthening relationships with suppliers through closer communication on short- and long-term demand, as well as improving processes that enhance GSA's value to suppliers. GSA is also encouraging agencies to order vehicles early. Replacing vehicles on schedule is a key component to achieving operational efficiencies, ensuring safety, and generating capital to fund future ZEVs through vehicle sales. To aid in this effort, prior to FY 2023, GSA sent every agency a list of leased vehicles eligible for replacement with the vehicle's ZEV "like for like" replacement that will be available, along with a field indicating if the vehicle is a good candidate to replace with a ZEV, based on prior use.

Focusing on charging infrastructure first is a critical strategy to ensure success of Fleet electrification. In Q4, GSA launched [gsa.gov/ElectrifytheFleet](https://gsa.gov/ElectrifytheFleet) to serve as a "one stop shop" for federal fleet electrification needs. With the award of PBS's general construction, including design-build capability IDIQ contracts in Q4 of FY 2022, GSA now has a complete EVSE solution available to federal agencies. Agencies in GSA-controlled space or non-GSA controlled space can access a turnkey solution to get EVSE installed. In addition, agencies in non-GSA controlled space can receive contract or project management support or request a GSA delegation of procurement authority to use GSA's IDIQ contracts or purchase directly from GSA's EVSE BPAs. Through GSA's EVSE BPAs, agencies have access to hardware, software, warranties, network services, solar and portable stations and services such as site assessments and consulting support. GSA will continue marketing this complete solution into FY 2023.

In Q4, GSA launched an EVSE Executive Steering Committee in collaboration with PBS to coordinate a One-GSA approach to support the infrastructure needed for governmentwide transition to an all-ZEV fleet. GSA continues to meet with agencies to discuss ZEV and charging station deployment plans for FY 2023 and provide acquisition support. Inter- and Intra-agency collaboration is key to overall success of this initiative.

# Data accuracy & reliability

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## 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.