

Flex Fuel Vehicles and E85  
California Dreaming + Federal Realities

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# Pearson Fuels History and Present Day

- 1st E85 site on the West Coast
- Dual pressure CNG
- Five EV Chargers
- Propane for Vehicles
- Retail Biodiesel (B20)
  
- State's Largest E85 Supplier
  - 88 Retail Sites
  - 43 Government Sites
  - 31 Sites Under Construction



# What are costs and incentives for E85? \$.375 RIN example

Assumptions Ethanol & Unleaded= \$2.00

RINS = \$.375 (3/13/18)

## E85 Cost Factors

	Ethanol (83%)	\$1.66
+	Unleaded (17%)	\$ .34
-	<b>RINS</b>	<b>-\$ .31</b>
-	<b>LCFS</b>	<b>-\$ .11</b>

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E85 Cost \$1.58/gal

## Unleaded Cost Factors

	Ethanol (10%)	\$0.20
+	Unleaded (90 %)	\$1.80
+	<b>RINS</b>	<b>\$.04</b>
+	<b>LCFS</b>	<b>\$.05</b>

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Unleaded Cost \$2.09/gal

# FFV Credits drive FFVs, HOVs, and ONE NATIONAL AUTO STANDARD

- Automakers overall generated 9 g/mi GHG credit in 2014 at peak and manufactured 2.8M vehicles
- Big3 generated 15 g/mi credits at peak
- Industry swung to a deficit of 9 g/mi in 2016 and cut FFV manufacturing in half
- E85 use has tripled in California in 5 years, California loves E85, AB 558 is pro-FFV
- Same GHG/CAFE mechanisms- enable HOV crediting