



October 1, 2017

State of Arkansas

Dear Sir / Madame,

We are a collection of Louisiana born and raised Aerospace engineers who decided in 2007 to tackle compression, storage and distribution of any gas but notably natural gas and hydrogen for fuel cell cars. During these years we have been working in stealth to develop a product line of systems that are completely unlike those currently being used to fuel natural gas vehicles. We have units that deliver cold gas not hot, and fast fill not just slow fill. They have a minimum of 20 years lifespan rather than less than six, are as quiet as a dishwasher (not as loud as a clacking multi stage compressor) and can run on 110 volts instead of 220+ volts. They are installable anywhere minimal power and natural gas are available at the street or as renewable gas on rural farms.

We have been in stealth mode working amongst the industry giants who were also trying to achieve what we have, but have seen the likes of GE, Eaton, Whirlpool and many others fail over these years. There are only a few officials in the State of Louisiana (LDEQ and the DNR) who know of us. We have been diligently working over the past 10 years developing the system designs, patents (starting to receive) and developing U.S. based industry partnerships. We have been design analyzed and validation tested by the U.S. natural gas consortium Gas Technology Institute (GTI), and our own Louisiana partner Audubon Engineering. Our technology is valid and near ready for deployment. With the recent changes in the U.S. for the need to be far more energy independent and environmentally friendly, we are now preparing to finally move towards any one of a myriad of options we have available as laid out in our business plan. We therefore desire to proceed towards a low level production run for certification of the units to the U.S. and International listing standards along with placement of in-field units supporting various state initiatives and industry corporations who have professed a desire for the units. Therefore in our efforts to help our Gulf South secure its future, the attached proposal was also tailored and sent to LA, TX, MS, AL, FL, and GA.

We are the answer to the lagging U.S. infrastructure for fueling natural gas cars and trucks at your home, at your business and at commercial stations, delivering cold gas to the vehicles at costs as low as \$0.80 per gallon equivalency.

We therefore would like to urgently come and brief you and your team about the dramatic differences we can make for your state's benefit and for the entire Gulf South.

On Behalf of Our Team,

Carl T. Guichard Jr.

*Carl Guichard Jr.*

CTGuichard@Gmail.com

(985) 960-7089

903 Winona Dr., Mandeville, LA 70471



## NGI-LA, LLC PROPOSAL

# ARKANSAS— FIRST VW FUNDING FOR EMISSIONS MITIGATION

**CROSS INDUSTRY PLAN FOR Arkansas FUELING & REVENUE SAVINGS INTO THE FUTURE**

PROPOSAL FROM:  
CARL GUICHARD  
GLOBAL-E ENGINEERING  
FOR: NGI-LA, LLC  
MANDEVILLE, LA  
(985) 960-7089

FOR:  
ARKANSAS RFP  
VW MITIGATION FUNDING  
LITTLE ROCK, AR  
ADEQ, ANRC, ArDOT





**The Enclosed Focuses on Arkansas-First**

- Gives Arkansas first and foremost a more secure energy policy
- Gives Arkansas State and Local Governments a reduced operating budget now and into the future
- Gives Arkansas's a true first chance at purchasing affordable and fuelable CNG vehicles
- Gives Arkansas the first shot at new technology that is about to be introduced to the rest of the world, NGI
- Gives Arkansas agriculture and livestock business their first chance to reduce operating costs with RNG
- Gives Arkansas the ability to gain first fruits from the natural gas resources that come from your state

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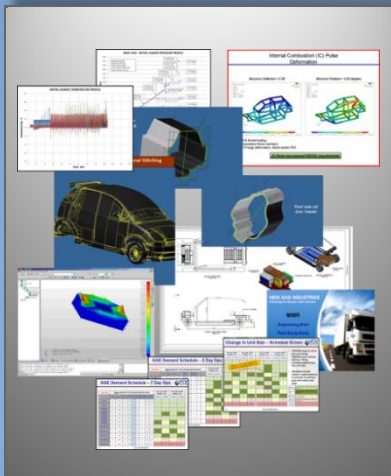
## WHO WE ARE AND WHAT WE HAVE TO HELP ARKANSANS

Thank you for giving us the opportunity to submit this proposal on behalf of our team. We can far exceed the desired goals for your RFP. First though, we would like to share with you who we are, and share some valuable insight that we have been privy to over the past 10 years of our existence as an electric and hybrid electric vehicle engineering firm.

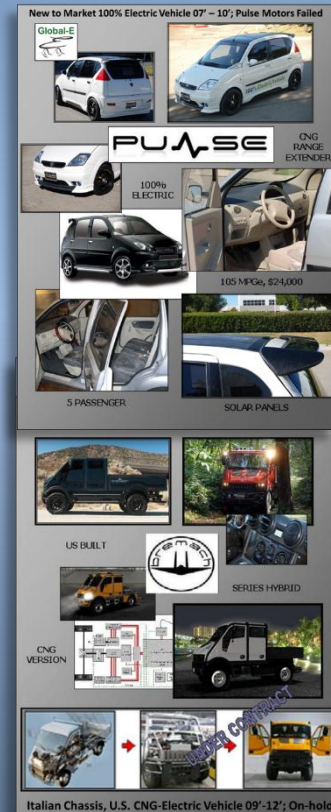
In 2007 we, 15 Aerospace Engineers and businessmen entered the burgeoning new fuel efficient vehicle movement. Our principle focus was on the electric vehicle industry during the early years of lithium ion battery usage. We had designed, built and tested three 100% electric four passenger vehicles for a California company called Pulse Motors, built and campaigned an 80 MPG hybrid full size new to the world car to finish in the top five of an international competition, and also worked on new high-tech compressed natural gas hybrid electric Class IV trucks for Bremach USA.

The electric car movement in 2007 was just getting started and with a great deal of resistance, so the amazing growth it has seen in only 10 years is due to the private sector push-back against the established automotive industry and their parts-sales based business above a vehicle-sales marketing plans. Electric vehicle designs are approximately one-third the number of total parts and the electric motors should last well past 50 years of service. However, the electric vehicle market is only as good as the battery health and the amount of energy stored, repeatedly day after day for at least 8 years (average current life of a gasoline vehicle.)

Once the United States suffered the economic plight starting in 2009 we focused our attention on a patentable system that would have complimented the Bremach USA truck project. We therefore launched New Gas Industries, LLC (NGI) a Louisiana based business focused on the technology needed to efficiently fuel compressed natural gas (CNG) vehicles. The previous technology created relatively expensive to build, and install CNG commercial stations.



The NGI technology that was in part created by and now majority owned by Global-E Design, LLC compresses, stores and distributes natural gas or any other flammable or nonflammable gas, quietly and for substantially less cost. The international patent applications are a game-changer for the way the entire world currently compresses natural gas (CNG.) The hardware patents compliment the process patents by allowing for the elimination of system complexity which makes it more economical for the sale of at-home, service station or fleet truck facility systems. The NGI technology, dramatically reduces the energy needed for the compression cycle, it is greatly more economical to fabricate, it operates as quietly as a refrigerator, it offers the ability to fast-fill or slow-fill a vehicle when current home and fleet systems can only slow-fill a vehicle, improves safety by reducing the overall heat transfer during compression, and both the process and hardware are 'scalable' which means our products can be made larger or smaller, as the market warrants which was previously not cost effectively plausible.





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 (71) Applicant: NEW GAS INDUSTRIES, LLC (US);  
 825 Ashbury Drive, Mandeville, Louisiana 70471 (US)  
 (72) Inventors: KILLEEN, Walter, H., 580 Lotus Drive  
 North, Mandeville, Louisiana 70471 (US); KILLEEN,  
 Bryan, 1411 Anglin Street, Abbeville, Louisiana 70002 (US);  
 GUICHARD, Carl, 900 Wisconsin Drive, Mandeville,  
 Louisiana 70471 (US)  
 (74) Agents: NORTH, Brett et al., 3838 North Causeway  
 Boulevard, Suite 1250, Metairie, Louisiana 70002 (US)  
 (58) This METHOD AND APPARATUS FOR COMPRESSING GAS IN A PLURALITY OF STAGES TO STORAGE TANK  
 ARRAY HAVING A PLURALITY OF STORAGE TANKS

FIG. 1

(57) Abstract: A method and apparatus for compressing gases and supplying compressed gaseous fuel to a consuming device, such as a gaseous fueled vehicle or the like. One embodiment includes a gas compressor for compressing the gaseous fuel to an array of tanks having predetermined initial set points which are increasing for tanks in the array. One embodiment provides a selecting valve having first and second families of ports wherein the valve can be operated to select a plurality of ports from the first family to be fluidly connected with a plurality of ports with the second family, and each fluid connection can be changed by operation of the valve.

## \* Patent Protected Technology

The development of the NGI systems has been timely as the market for CNG technology in the United States began to rapidly grow due to a multiplicity of reasons, but principally due to the need for more inexpensive and far less polluting fuels. Additionally, there are very large strides being made to switch all government vehicles to CNG. The Pickens Plan is to move the whole U.S. economy towards sustained CNG energy usage, there is a need for the working-men and women to reduce their costs, and now we have states like California, Texas, Pennsylvania, Florida, Georgia, Oklahoma, Utah... now pushing to swap every vehicle of any class or size to CNG or electricity.

We are therefore able to install inexpensive, small systems when and where the larger commercial stations cannot. Our systems can be deployed individually at homes or business, individually retrofitting an existing gas station, grouped for small fleets, or used to build a small scale inexpensive station. And, this is not just a scaling down of current cumbersome technology.



Note: This picture is only a sample rendering to be used as a visual for production.





**Carl Guichard (Acting Director)** has spent 30 years in Aerospace Engineering for the McDonnell Douglas and Boeing Corp. on the MD-80 and C-17 flight test programs, design engineering for Boeing's Evolved Expendable Launch Vehicle (EELV) program, as Project Manager for the Boeing Delta IV Launch vehicle's booster test firing project. He was part of the Space Shuttle Program's Return to Flight effort after the Columbia accident and has lead interdisciplinary teams of corrective/preventive actions, safety, process and design reviews and investigations. Founder of Global-E, Florida State University and Florida University, Aerospace Engineering.

**Roger Nagy (In Memorium)** was a Retired Director of Consolidated Natural Gas Inc.

which was one of the leading natural gas supply companies throughout the 70's, 80's and 90's. With a Masters from the University of Pittsburgh Engineering College, he led the company into the digital age and helped continually improve the company's performance by keeping them ahead of the competition. He also resided on the board of directors for the Pittsburgh-based 130 year-old William Penn Association.



**William Hamp Stewart (Assembly Operations Management)** has been managing production assembly operations for The Boeing Company and Rockwell Aerospace with over twenty years centered on team assembly of high tech launch vehicle components. His team will define and maintain control of assembly level processes, procedures, maintaining foreign object damage control and still maintaining the same production rates for assembly operations.



**Dr. Jeffery Guichard (Engineering Director)** was Test & Evaluation Engineering for Boeing's C-17, B-2 bomber program and F/A-22 fighter programs. As adjunct professor, Dr. Guichard has taught business and organizational leadership at the graduate and undergraduate levels for ethics, corporate & social responsibility, organizational change, and global entrepreneurship. He was also involved with the International Conference on Autonomous Learning and Self-Directed Learning at Oxford University, United Kingdom.

**Blair Touchard (Marketing)** has been the CEO/Owner since 1994 of Blare Inc., a Marketing and Branding Company. Has worked with various local, regional and international companies on web-based solutions, marketing, and advertising campaigns. Some of these include: Binora Pharmaceutical, Pat Benatar, and Delacombaz Motos (Switzerland). Blair was previously Director of Marketing of Sports & Recreation Inc in Florida and a manager at Hilton Hotels in New Orleans. University of New Orleans.





## Global-E Design, LLC

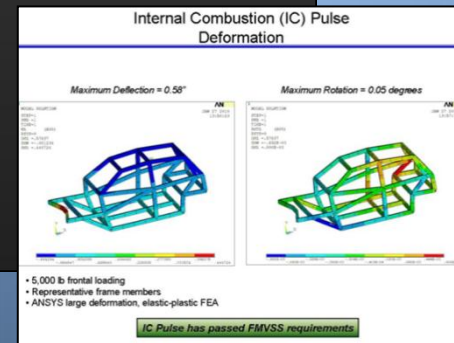
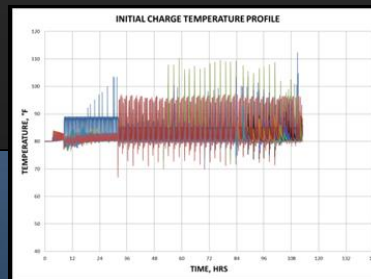
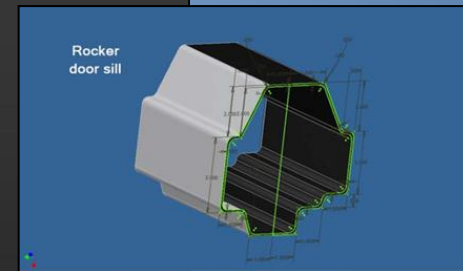
- ENGINEERING FIRM FOR DESIGN, FABRICATION AND TESTING
- U.S. AND INTERNATIONAL PATENT CREATION AND MAINTENANCE
- SUPPLIER & ASSEMBLY OPS MANAGEMENT
- MAJORITY STAKEHOLDER IN NGI

## NGI Louisiana, LLC

- CNG FUELING SYSTEMS
- IN STATE LICENSING
- SYSTEM SALES
- INSTALLATION
- SERVICING

### TEAM

- Carl Guichard –Management / Engineering
- Ryan Thiel – Engineering / Management
- Jeffery Guichard – Engineering / Management
- Blair Touchard – Marketing
- Nathan Henderson – Engineering
- Daryl Marse – Engineering / Standards
- William Stewart –Assembly Ops / Quality
- Miro Cutura – Manufacturing
- Eric Zeringue – Purchasing
- Mark Sanborn – Finance
- Dan Slezack – Finance
- Charles Swift – Engineering
- Andrew Roberts – Designer



PULSE





## Home Unit, NGI-15

- Sizes 5 – 50 GGE / week
- Only 120 VAC, ¼ psi Suction
- Approx. 90 cents/GGE over life of unit
- 20 year+ life, Very Quite
- Less than \$4,000

## Fleet & Large Units NGI-30 - NGI-250

- Fleet and Island units sized to meet demand or cost needs
- 110 or 220 VAC, ½ psi – 60 psi suction capable, 30 – 150 GGE/Wk.
- Very inexpensive and 20+ year life
- Solves the U.S. lagging CNG fueling issue

## Worldwide licensing to:

- Natural gas providers | Oil companies | Private Station Owners
- Federal, State, and Local Governments
- Vehicle Manufacturers
- Service Industry Businesses (sales, installation, service)
- Fleet Companies
- Home / Private Usage



\*Home Unit

# E F F I C I E N T   G A S C O M P R E S S I O N   |   S T O R A G E   |   D E L I V E R Y

New Gas Industries is the solution to immediately solve the United States' lack of natural gas sales due to lagging infrastructure.

With the U.S. poised for explosive growth over the next 30 years in natural gas vehicles, and also with hydrogen and specialty gases determined to be a billion dollar market, New Gas Industries provides an **efficient, smart solution** utilizing the natural gas infrastructure that is currently in place.

## **110 VAC**

Just Plug In | No 220 VAC retrofit needed, 220 VAC faster

## **1/2 PSI or Greater Supply**

Higher supply pressure refreshes system linearly faster

## **FOR:**

**Individual private vehicles**

**Fleet cars, trucks and vans**

**Renewable Natural Gas (RNG) from waste products, farms...**

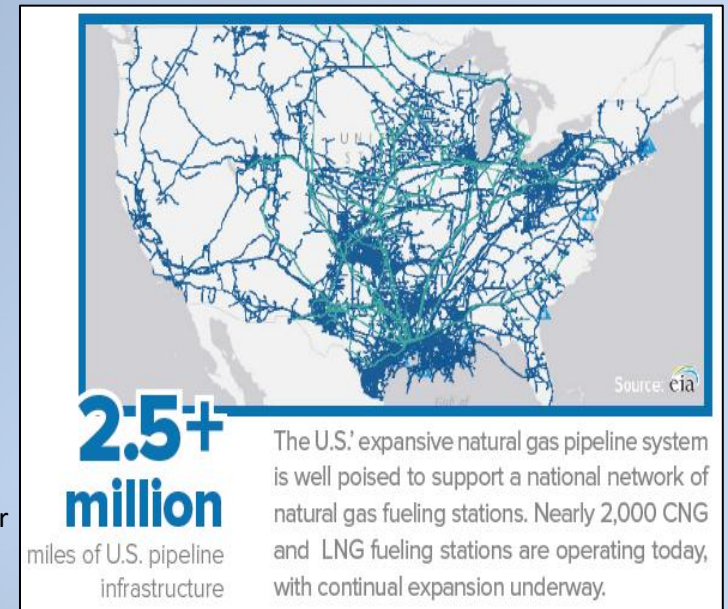
**Retrofit of gasoline station for CNG on island or off island**



\*Fleet or Existing Gasoline Pump Replacement Unit

Given the fact that Arkansas and your neighboring states Texas and Oklahoma are the primary U.S. states delivering natural gas to the rest of the country, and given the fact that you are now privy to our existence, the knowledge that would change the way compression, storage and delivery of gas can be accomplished, the state can take advantage of the existing resource it already has, its natural gas and our burgeoning technology.

Therefore, we intimately know the electric vehicle and CNG vehicle markets and we assuredly can say that for states like ours, with natural gas as a principle commodity, a geographically rural based topography with only a few major cities, a lower median income per constituent, more vast distances between where we live and where and how we work, the electric vehicle argument is more difficult to enact, more costly to implement and not a likely candidate that will drive a new Arkansas-First energy based plan for economic security. With Arkansas being the tenth largest producer and the twenty-eighth largest consumer of natural gas, you should be focused on CNG as a your primary use for driving your economy and fueling your vehicles.



## THE ROOT CONCERN OF WHAT WE SEE IN THE AUTOMOTIVE AND TRANSPORTATION SECTOR

The dilemma of how to effectively spend incoming funding and the ultimate plan is far more reaching than the simple acceptance and use of the Volkswagen settlement funds, and it impacts all the citizens of Arkansas for generations to come if we act prudently now.



To first understand the true root dilemma helps to then understand why the current actions and the development of a 25 year Arkansas-First vehicle fuel energy transformation plan is so important to be acted upon. What Volkswagen did is far more telling than just a blatant disregard for the laws of United States. It is far more telling than the obvious EPA and court agreed to funding of the lion's share of the restitution funds principally to just a few states. The outcome of the settlement is a telltale sign of what Volkswagen, Audi and Bosch, three of the most powerful automobile conglomerates are actively doing with the future of transportation, as well as their country of German's plans. They are not only going to change the transportation landscape in only a few select noted States of America but will be globally making similar dramatic changes over the next 10 years. And, please be mindful that 10 years ago was a blink of your eye so what is about to occur will leave Arkansas behind.



For over 10 years the country of Germany and many other nations have been successfully implementing energy independence plans that are second to only Saudi Arabia. Their companies with their 50-year forecasted business plans in hand were making movements to change not only the landscape of vehicle manufacturing and sales within their own countries but knew that the domino effect would soon grab the attention of the whole world, and thus see the movement of all other countries as well. Germany, Norway, the middle east... started by being the number one purchasers of solar panels. They are now mandating that their countries will convert to fully electric vehicles before 2030, only 13 years from now. Therefore, why Germany do what they did violating emissions testing with your EPA, they rolled the dice and won. The profits they gained from selling non-compliant diesels are now the profits they are about to use to majorly transform only a few states in the U.S. onto zero emission vehicles, electric vehicles.

They turned their sights onto California (nearly 1 Billion dollars from the settlement + additional electric vehicle funds) and similar for such states as Washington, Oregon, New York and Colorado where the adoption of electric vehicles is more easily possible due to the very short commute distances, already emerging infrastructure being placed there over the past 10 years via private and U.S. federal dollars through Tesla and other such self-interest serving electric car charging station companies, and most importantly due to already adopted State led initiatives. Thus, there is an evident movement to radically change the transportation sectors within specifically those states, and it will therefore only directly benefit all of their consumers, businesses, constituents by lowering their fuel and maintenance costs to less than one-third their current cost, and therefore places all of those financial savings back into individual's pockets that can then be used within that state for other purchases. In those select states vehicle sales will rise, financing will rise, job growth will rise... their economies will be greatly stimulated while the rest of the states remain stagnant and burdened with higher fuel costs due to the loss of sales of gasoline and diesel in those privileged states and by fluctuating prices of oil which are controlled outside of your borders.

You and all of the Gulf South States will feel the brunt of not only the financial benefits then held by other states not using oil as fuel but also be burdened by the impact felt from all countries in the world becoming more energy independent. The wisdom-based free will choices you make today, to safeguard your citizens and way of life will be far more impacting than can be imagined, if your choices are based on sound wisdom of implementing a Arkansas-First transportation energy plan.

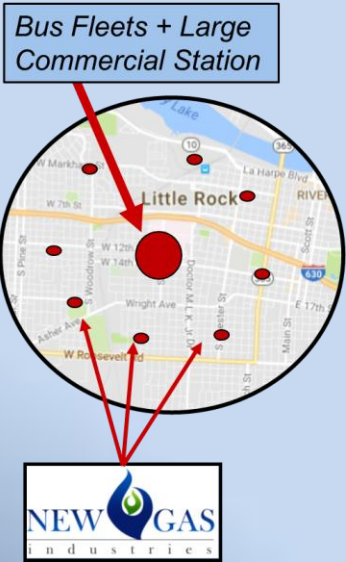
Therefore, the below proposal focuses on a plan that will quickly lead Arkansas towards the mid-century as one of the most energy independent states in America, and it will do such at minimal cost. It will leverage your number one asset, the energy industry product that you are the tenth largest state in production of, natural gas. You are also one of only a few liquid natural gas port facilities in the U.S. and thus capable of exporting the commodity. However, you should be taking advantage of these assets, as the rest of the world is already doing. There are nearly thirty million natural gas vehicles in the world, yet only one hundred thousand in the U.S. Additionally, your state has the benefit of having the latest CNG fueling technology right here with us at NGI. Arkansans should be taking advantage of YOUR resources.

**\*\* NGI NEEDED TO OFFER YOUR STATE FLEETS THE ABILITY TO EASILY FUEL, AND AT THE SAME TIME MAKE IT POSSIBLE FOR ALL CITIZENS TO SHARE IN THE SAME BENEFITS. EVERYONE WINS.**



**THIS IS HOW WE EQUALIZE THE ELECTRIC VEHICLE MARKET MOVEMENTS , WITH JUST AS ENVIRONMENTALLY BENEFICIAL AND INEXPENSIVE OF A FUEL, Arkansas CNG**

We focused our design efforts on solving the fueling infrastructure dilemma and have thus created systems that can be inexpensively deployed in any location and thus remove fueling anxiety



**I “CERTAINLY WOULD” CONVICTIONS:**

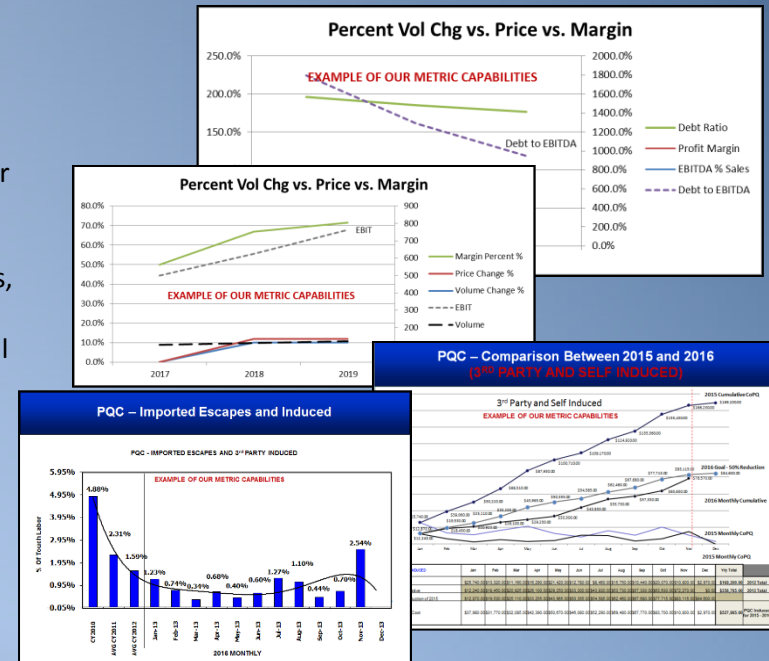
- I definitively would buy a CNG car or truck if I can fill up at the house, especially at \$1 / gallon equivalency
- I would buy a CNG car or truck if I can then add fuel within 25 miles of my home
- I would buy a CNG car or truck if I can get fuel along the major freeways every 70 miles

**OUR BUSINESS PLAN IS FOR THE INTRODUCTION OF NGI PRODUCTS WORLDWIDE**

- |   |                                                                                                                                                                                                                                      |
|---|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | World is the market for NGI products and patent licensing because the world has already adopted over 25 million CNG vehicles in the past 20 years while the U.S. has not                                                             |
| 2 | We have no competitors for fast fill residential nor small fleet systems. The only competitors are for much more expensive slow fill noisy compressors that take a long time to fuel the vehicle, much like the electric car dilemma |
| 3 | The United States has been pushing hard to change either the car or truck fleets, and government cars, vans, and trucks to CNG. The natural gas suppliers desire our Home Refueling Appliance for direct fueling at your home.       |
| 4 | Electric vehicles are not viable for the majority of states, only very short trip congested cities. Thus, CNG reduction to only 1/3 <sup>rd</sup> current emissions is the same green house gas output as electric vehicles          |
| 5 | Gasoline, Diesel and even electricity will NEVER go down to \$1/gallon equiv. Our inexpensive, long life, fast fill, residential units give fuel at less than \$1/GGE (Gas Gallon Equivalency)                                       |

# WHY WE CAN DO WHAT WE PROPOSE

We are qualified to accomplish the noted proposal as based on our years of engineering and cost account managing experience within the Aerospace industry for complex government and commercial projects. We are additionally intimately involved with this CNG fueling industry with the expertise garnered over the past 10 years of the NGI project with our design and development of the equipment, patents, testing validation with national natural gas agencies, associations and our close relationship with the U.S. Gas Technology Institute (GTI.) We have the direct, internal ability to leverage additional engineering support through Audubon Engineering and an additional third party associated engineering firm. Because we were the principal driving company over the past four years creating the two CSA agency national and internationally recognized Listing Standards specifically for this new burgeoning technology, we are also able to lead industry certification changes. With our vast aerospace industry background we are naturally very attention-to-detail oriented, financially responsible, schedule driven, quality plan focused, and we take the high-road with ethics.



To further enhance our team we have supplemented it with support from the Gas Technology Institute (GTI). GTI is an independent not-for-profit organization serving research, development, and training needs of the natural gas industry and energy markets for over 75 years. Nearly 250 of GTI's professional staff is based at their headquarters located on an 18-acre campus in the Chicago suburb of Des Plaines, Illinois. Over 70% of our personnel are technically trained engineers and scientists. GTI has over 280,000 square feet of office, laboratory, shop, library, and training space with over 110,000 square feet devoted to laboratory, fabrication and testing facilities. GTI provides programs and services (contract R&D, collaborative R&D, technical services, and education programs) to industry, government and consortia that seek competitive advantages through the development and implementation of technology. GTI programs help organizations outsource and leverage technology investments. GTI also operates offices and facilities in Washington, D.C., Houston, Texas, Dallas, Texas, Sacramento, California, Needham, MA, Pittsburgh, Pennsylvania, and Birmingham, Alabama.



GTI currently manages approximately \$60 million in government and industrial research and development contracts per year (over 100 projects), and has been managing contracts of this type since the 1940's. GTI's RD&D (Research, Development, and Demonstration) project management process has been recommended as a model for other RD&D management agencies, and has been used successfully to commercialize more than 500 products. GTI has almost 1200 patents and has entered into 750 licensing agreements by applying its research, development, and demonstration processes.





We are confident that we can greatly stretch the VW settlement funds of \$18MM by planting the seeds for a Arkansas-First CNG plan for the future. While our CNG based plan, on these limited funds won't seem to be nearly as impactful as California's \$500MM installation of electric charging stations, at first glance, we need to realize that **CNG access is to Arkansas as is electric car charging stations are to California.** Your state industries have the commodity of natural gas, and we NGI have the quick fix for the lagging CNG infrastructure for the entire United States. Coupled with large scale commercial station partners we can secure Arkansas's low emissions, lower cost transportation fueling future.



WHOEVER THE  
STATION AND  
VEHICLE  
SUPPLIERS ARE,  
WE ARE HERE TO  
INTEGRATE IT PER  
PROPOSAL 'A'



## PROPOSAL PRE-REQUISITS

We fully appreciate and understand the denoted approach from the state officials regarding a project target of replacing public school bus fleets, and with updating the engines of existing Arkansas DOT vehicles. This approach has been used before across the nation with regards to improving air quality and reducing State and local jurisdiction costs for fueling and maintenance. However, through Clean Fuels we understand the state may be considering spending funds to swap diesel engines for new diesel engines. Merely replacing engines of older diesel vehicles with new diesel engines falls into the trap that VW, Audi and Germany wants us to fall into. It ties your hands for the next 10 years to old energy and money wasting technology. It doesn't address the root problem of higher fuel costs, and it actually causes the implementation of the newly imposed use of DEF additive and far more complex emissions standards hardware on the vehicles. This doesn't improve the life of the vehicle, it adds cost to the aggregate cost of operations, increases the maintenance cycle costs. It becomes a major state cost burden. See the attached supplemental article and reference all of the readily available public data regarding aggregate cost burdens associated with diesel maintenance, life and cost burdens.

What we envision is that the state jointly negotiates with one, two or more commercial station installers such as Trillium or Clean Energy, and with the CNG bus manufacturers such as Blue Bird and/or Thomas Built for six each sets of 15 or more each buses coupled with one each station subsidized for \$1MM each. This coupled with our Proposal 'A' will be the first wise steps to take.

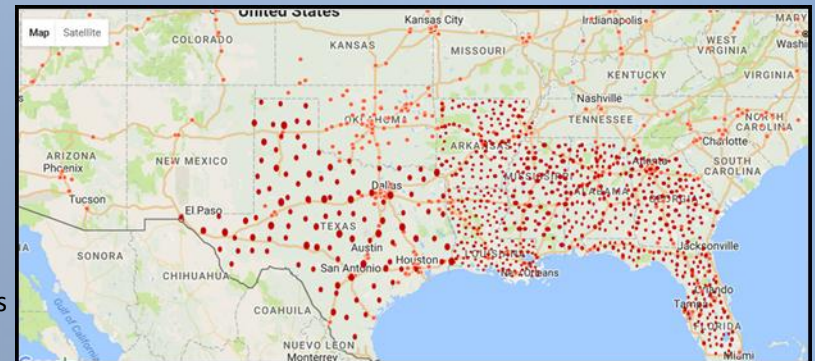
If the State needs your support, coupled with our partner GTI then we can surely assist with that aspect as well.

If the above mentioned major bus and commercial station providers do not extend value-added-propositions, please consider NGI-LA, LLC for making that proposal, coupled with a loosely associated commercial station provider. Additionally, if preferred, we can enact some level of our mentioned "organic growth" plan now, rather than later

# OVERVIEW OF OUR PROPOSAL GOALS:

## Poise your great state for the future with our team integrating across all participants:

- o State agencies and the CNG industry private sector will formulate a plan of action for deployment of CNG school bus or truck fleets across the state
  - NGI and Gas Technology Institute (GTI) cross-industry support and knowledge base leading with integration
  - Several Commercial Station Installation companies
  - The principal U.S. based automotive CNG car, truck and van companies such as Westport, Ford, GM, PSI will be invited
  - Our Arkansas energy companies CenterPoint Energy, Entergy, and Atmos Energy are aware and been very supportive of NGI for 10 years
  - State supporting divisions such as ADEQ, ALNRC, and ALDOT
- o A plan of action for the commercial station fueling systems
- o A plan of action that includes the deployment of NGI smaller systems to boost vehicle sales in the areas near the commercial stations
- o Roll these plans into a comprehensive Arkansas-First vehicle fueling plan that will benefit all constituents and move us into the mid-century securely
- Deploy select sets of well placed school bus or truck fleets as defined per the developed plan
- Deploy several larger commercial station installations, principally cost burdened by the station installation companies and partly subsidized by very limited VW funding, but principally by the installation companies who will offer the state a greatly reduced rate for CNG fuel
- Deploy NGI systems in the relative vicinity of the larger commercial station installations also giving greatly reduce pricing on fuel for state vehicles. This will help promote the ready availability of fuel in the outlying areas. This will more quickly help turn Arkansas into a CNG Corridor, and the U.S's principal user of natural gas
- o NGI smaller system installations all supporting the derived plan
- o Commercial station installations all supporting the derived plan
- o We envision organic, indirect support from such companies as Westport, Ford, PSI, GM family of vehicles more readily available
- Work with your sister Gulf South states to promote the same approach
- React and be supportive of additional organic growth across the state
- Promote the movement through social media, national news media and events





# NGI PROPOSAL 'A'

We NGI will lead a series of first-six-month's Kaizen events (short duration trade study / improvement project planning sessions; typically a week long led by a facilitator for the benefit of team defined goal of defining strategy, design, implementation and success criteria.)

The NGI installations will quickly aid in the organic future growth of CNG use throughout the state, and therefore consequently freely support the state's ability to further convert all of its other vehicle assets to a much more inexpensive and far less polluting fuel. All three aspects of our proposed plan will place your great state of Arkansas into a fiscally beneficial position and economically driven economy centered around your state's principal commodity of natural gas. In parallel, NGI will be introducing its at-home, residential CNG fueling system in such ways that consumers will be able to bundle the purchase price of the relatively inexpensive, 20 year life span, approximately \$1/gas gallon equivalent system along with the purchase price of the CNG vehicle.



*\* Proposal 'A' Anticipated Timing, Key Milestones*

This will further drive Arkansas economic growth by:

1. Creating jobs producing a Arkansas based product line that is exportable worldwide
2. Places fuel savings dollars back into the pockets of your citizens who then spend it on Arkansas taxable purchases
3. Creates jobs for new to the industry sales, installation and maintenance of residential, fleet and commercial fueling systems



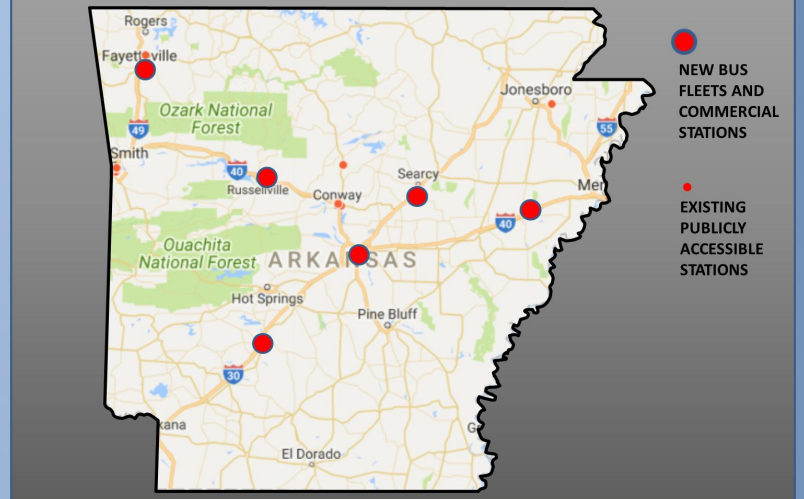
In parallel, each of the private sector and state departments will be independently working on their individual planning, scheduling and purchasing the needed equipment, property... for the subsequent implementation phase. The second and third years of the project will be the implementation phase as based on the jointly developed Kaizen built plan. We will perform a three yearlong study / cross team integration role, coupled with the state's three appointed departments DOT, NRC, and DEQ, along with support from the Gas Technology Institute, and the selected large commercial station companies to strategically identify the locations for the changes. As any good marketing team for growth of any product, service or capability will tell you it's all about location, location, location. Therefore it is imperative that we first use sound and wise judgment to build the implementation plan based on correct germination points. This overall plan of attack will undoubtedly include a lot of engineering study as based on currently utilize fuel consumption, maintenance costs, bus schedules and off use schedules. It will additionally review and plan for any augmented maintenance and training as appropriately needed.

Both Westport and PSI are independently constantly making plans to support needed sales of CNG vehicles via the Ford and GM monikers. They are already heavily focused on growing the deployment of such vehicles and are only awaiting the installations of the fueling systems. Therefore while much of the funding will go towards the replacement costs of subsets of state vehicles and buses throughout the state, a smaller balance of the VW settlement funds will help augment the installation of fueling stations throughout the state in such a manner that the commercial station installation companies will maintain and operate the stations for the joint benefit of lowering fueling costs for the state owned new CNG fleets, and additionally make the stations commercially accessible by local constituents who also assuredly can benefit from the inexpensive cost of CNG. This level of partnering with commercial station installation companies gives your state the benefit of not having to personally own, operate and manage the maintenance of the stations yet still gives the state needed reduced fueling cost benefits. It most assuredly also now allows for organic growth within the located cities for Boudreaux, Rose Marie and Pierre to purchase CNG delivery trucks, pickup trucks, vans or cars for their own businesses or personal use.

Even though we NGI are not proposing the estimated costs for the implementation of the CNG bus fleets or the ability of the state to broker a shared burden for the installation of publicly accessible CNG stations we can only approximate that to be a projected expense of \$15MM. Couple that with our estimated cost for NGI Proposal 'A' overall project management at an NGI proposed \$630K gives an aggregate of approximately \$16MM expenditure.

NGI's marketing department will help coordinate a cross state marketing campaign to support the Arkansas-First CNG Movement plan. As other Gulf South states also move in this direction and as organic growth occurs, the marketing plan will also grow to include the intertwined support of those states.

AUGMENT EXISTING INSTLNS BY ADDING 6 NEW SUBSIDISED \$1MM EACH LARGE STATIONS, SUPPORTING 6 NEW BUS FLEETS AT \$1.5MM EACH ≈ \$15MM + NGI PROJECT MANAGE / INTEGRATE/LEAD ALL TEAMS THROUGH A LOUISIANA-FIRST PLAN CREATION AND ENACTMENT



*\* Proposal 'A' Possible Commercial System Installation Locations*

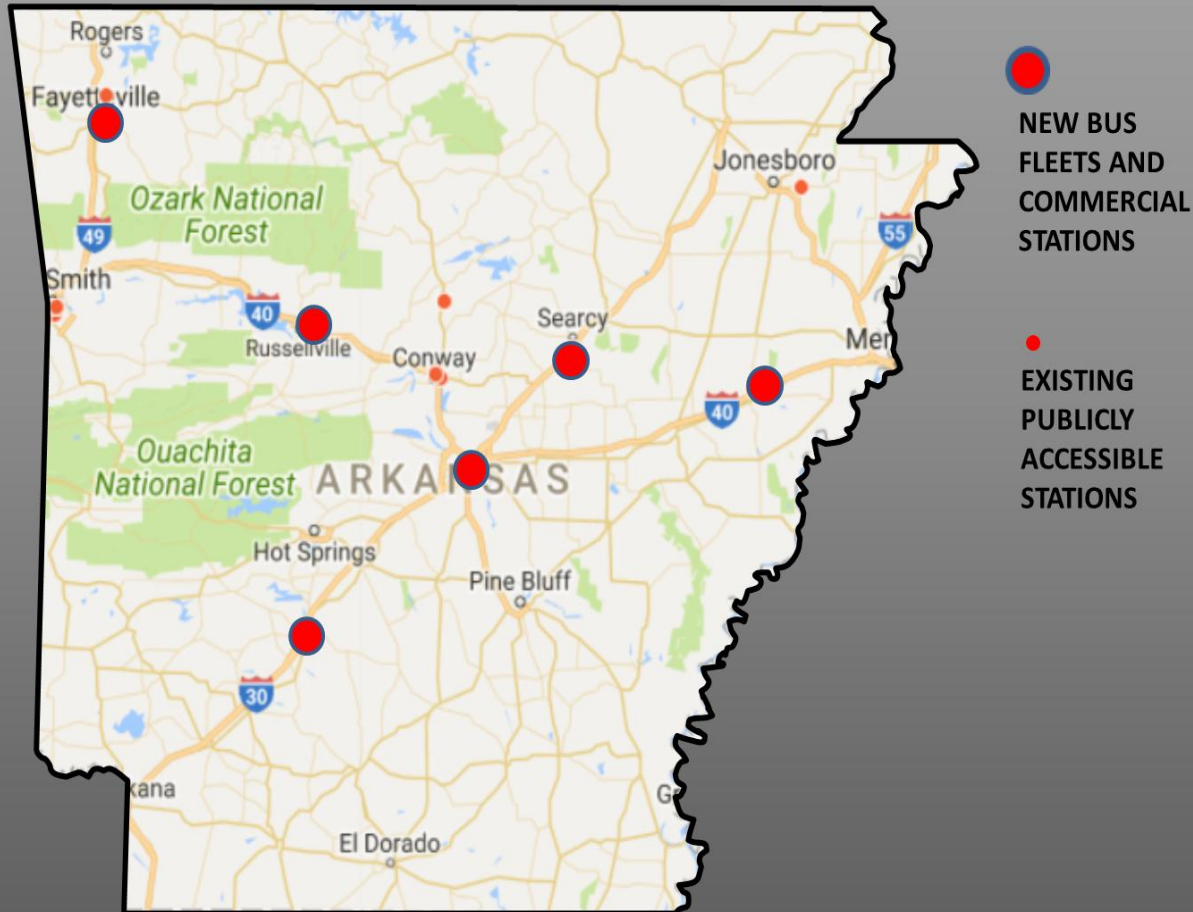
**\*\* We are fully capable of supporting Proposal 'A' right now.**





# ***PROPOSAL 'A' – NGI TO HELP INTEGRATE THE STATE'S PLAN TO REPLACE OR RETIRE THRU ATTRITION STATE / MUNICIPALITY BUSES OR TRUCKS AS ABLE***

AUGMENT EXISTING INSTLNS BY ADDING 6 NEW SUBSIDISED \$1MM EACH LARGE STATIONS, SUPPORTING 6 NEW BUS FLEETS AT \$1.5MM EACH ≈ \$15MM + NGI PROJECT MANAGE / INTEGRATE/LEAD ALL TEAMS THROUGH A LOUISIANA-FIRST PLAN CREATION AND ENACTMENT



BUILDS AR  
CNG  
COORIDORS

BUILDS  
WORKING  
RELATIONSHIP  
BETWEEN  
STATE AND NGI

INITIATES THE  
ARKANSAS –  
FIRST LONG  
TERM PLAN



# NGI PROPOSAL 'B'

While replacement of your state vehicles and of several key Public School bus systems with CNG versions helps those specific locations and those specific school districts, a slightly augmented plan needs to be imparted for the greater good of the rest of the state. We would like to augment Proposal 'A' with installing diversified sizes of smaller NGI systems around the cities and rural areas as chosen per the team based plan locations. Installation of our smaller systems at strategic state and publicly accessible gasoline stations or other locations will give CNG access outside of the normally marketable range of the newly installed larger commercial stations. This gives the state and citizens the ability to replace their singular cars, pickup trucks, and/or fleets vehicles.

Enactment of this proposal additionally gives fueling assurances for when vehicles venture away from the primary installed commercial sized fueling stations. Through attrition other state and municipality vehicles can be slowly replaced with the CNG versions.

NGI will make available for installation 25 each of the pump island versions which will have approximately 150 GGE available per week for fast-fill dispensing. Additionally, four each of the larger, what we call Rural Systems at approximately 400 GGE per week, for installation in strategic locations as identified by the joint plan. Thus local gasoline stations, convenience stores will get the opportunity to install a paid for system, under contract to NGI for the benefit of lower state fuel costs and giving access to CNG for local private vehicles.

***\*\*The challenge, the Business RISK that we NGI have is that we have not yet launched our business operations and unit certification process. While we are moving forward well towards that goal, we are carrying risk. Therefore we would like to call attention to the created proposal RISK charts. In order to be in full support of our Proposal 'B' we need to mitigate our business operations \$7MM financial risk by November this year, 2017. We are urgently working to those ends.***



*\* Proposal 'B' Anticipated Timing, Key Milestones*



# PROPOSAL 'B' – INSTALL NGI TECHNOLOGY SYSTEMS IN THE AREAS THAT MAKE MOST SENCE PER THE PLAN

NGI UNITS  
TO AUGMENT  
COORIDORS  
FAR MORE  
INEXPENSIVELY

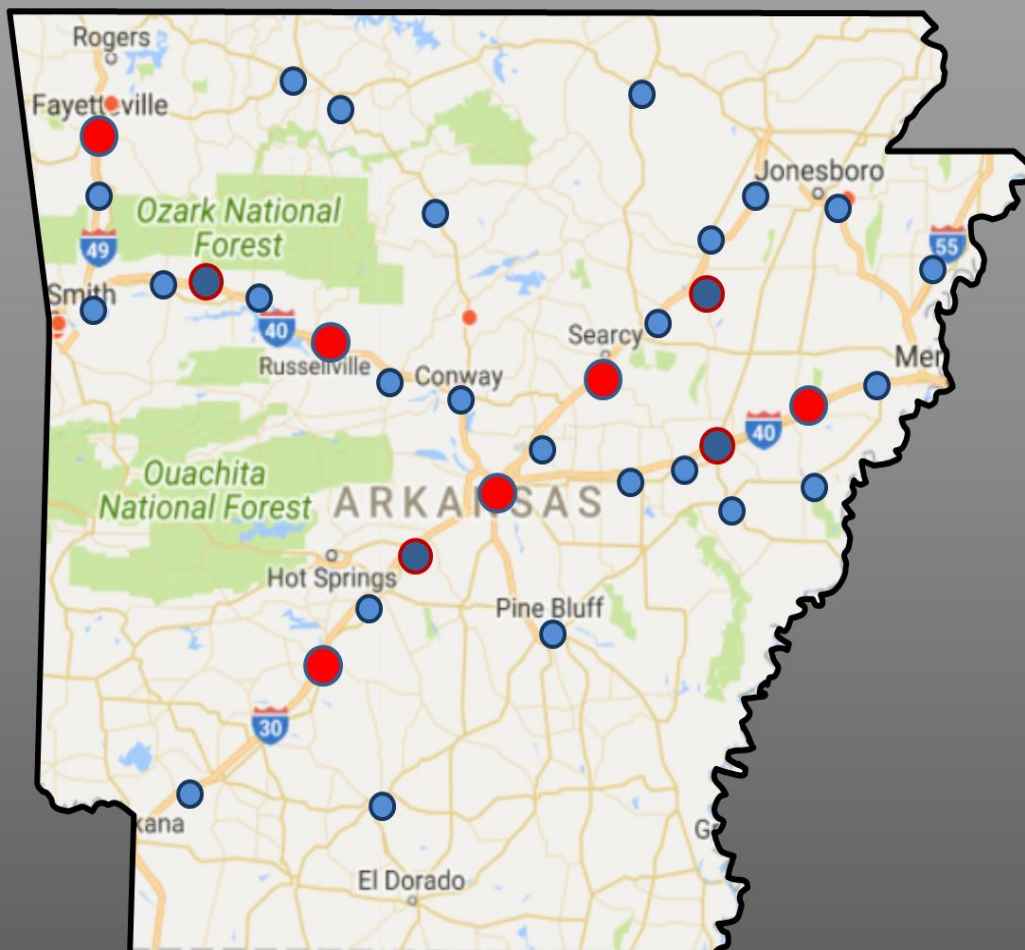
CAN BE SPREAD  
ACROSS THE  
EXPANSE  
BETWEEN LG  
SYSTEMS

CAN BE  
CLUSTERED,  
CENTERED  
ABOUT THE  
LARGER SYSTEM  
LOCATIONS

REDUCED  
FUELING  
COSTS FOR  
EVERYONE

AUGMENT WITH 25 NGI PUMP ISLAND SYSTEMS + 4 NGI RURAL STATIONS

• 25 AT \$ 35K EACH  $\approx$  \$875,000 + 4 AT \$110,000 = \$440,000 = \$1.32MM





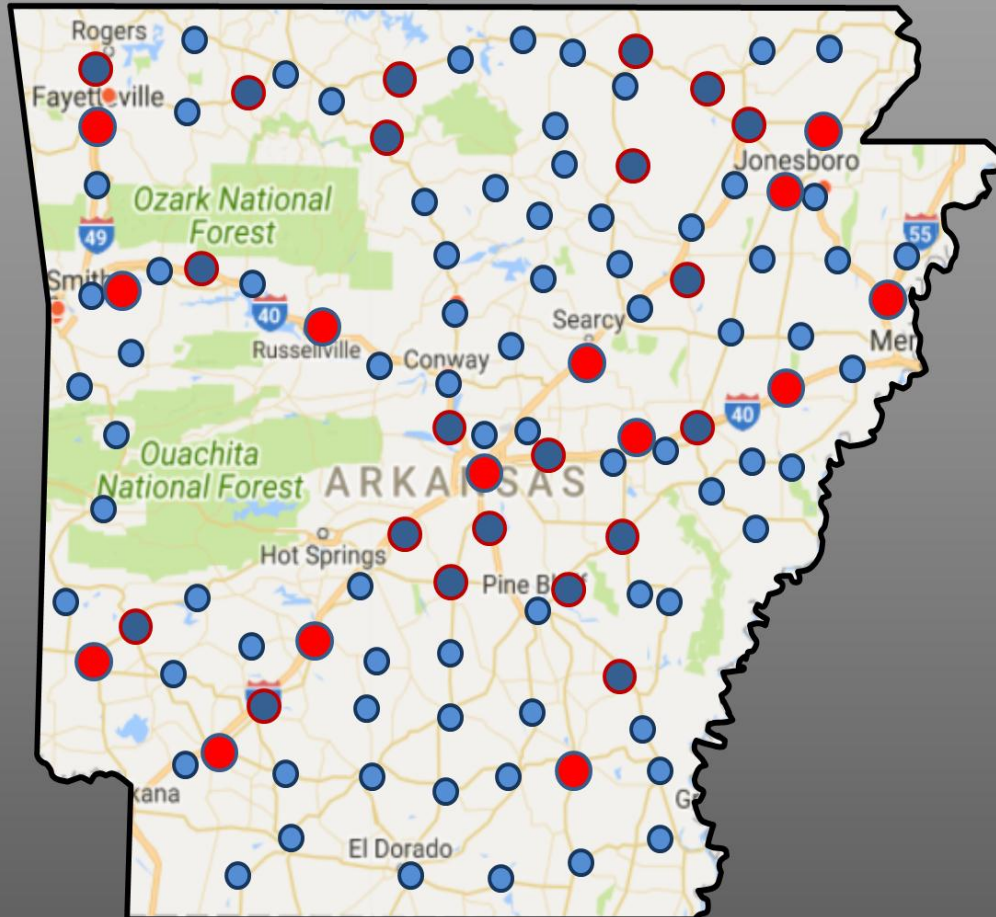
# ORGANIC GROWTH, POST VW FUNDED PLAN INITIATION

NGI ARKANSAS, LLC WILL BE IN THE BUSINESS OF POPULATING THE STATE WITH ADDITIONAL UNITS (RESIDENTIAL, PRIVATE BUSINESS FLEET, GASOLINE STATION RETROFITS, RURAL COMMERCIAL UNITS)

## ORGANIC GROWTH OR FUTURE INVESTMENT

ADDITIONAL 8 EA LARGE NON SUBSIDIZED ● \$2MM STATIONS = \$16MM

+ 75ea. NGI ● AT \$ 35K EACH ≈ \$2.63MM + 21ea. NGI ● AT \$110,000 = \$2.31MM = \$4.94MM



TOTAL =  
\$21MM

PUBLIC  
DEMAND /  
DESIRE

FED AND STATE  
FURTHER FLEET  
GROWTH

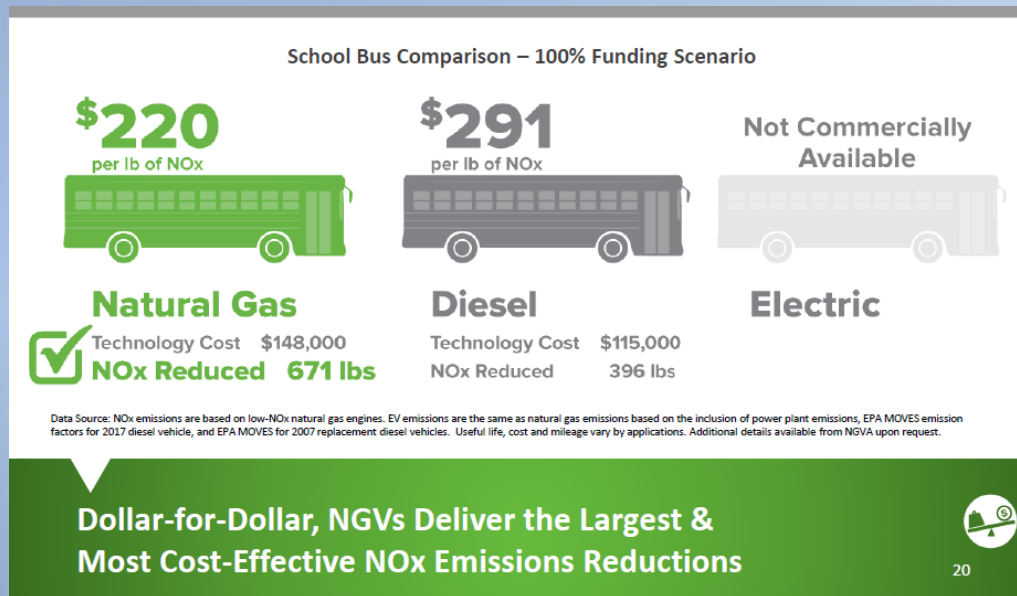
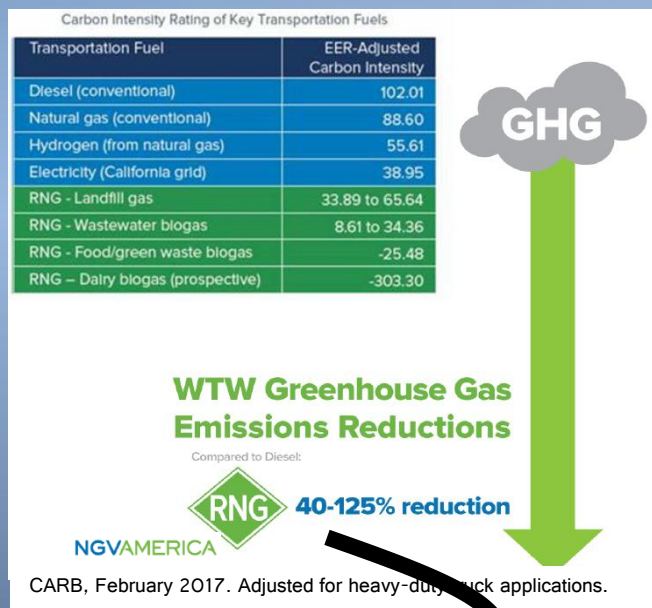
PRIVATE  
FLEET  
GROWTH

LICENSING  
PRIVATE  
INVESTMENT

GASOLINE  
STATION  
ADOPTION



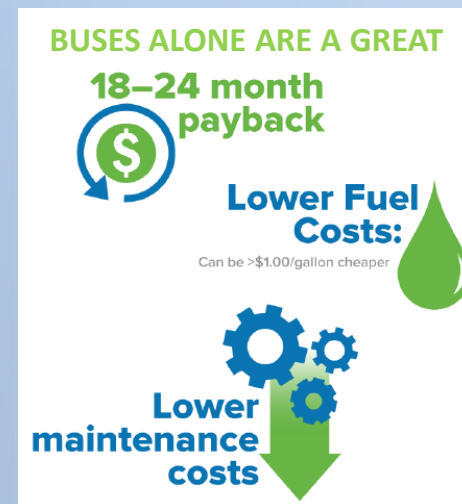
**\*THE SCIENTIFIC COMMUNITY, FEDERAL AGENCIES (DOE, ARPA-E, ARGONE ... ) AND STATE ANALYSEES, SHOUT THE BENEFITS OF CNG OVER DIESEL AND GASOLINE. PLEASE SEE THE ATTACHED REFERENCE MATERIALS. CURRENTLY THERE IS NO REQUEST FOR RNG SYSTEMS, HOWEVER SINCE YOUR STATE IS POISED FOR SUCH USE OF VIRTUALLY FREE ENERGY, WE WILL POINT OUT THAT OUR NGI TECH IS PERFECT FOR SUCH**



**ARKANSAS  
PRIVATELY  
PRODUCABLE  
RENEWABLE  
NATURAL  
GAS (RNG)**

**NEW GAS**  
industries  
LOUISIANA, LLC

**ALLOWS FOR THE INEXPENSIVE,  
LONG LIFE SYSTEM  
COMPRESSION, STORAGE AND  
USE OF RNG. WE ARE A GAME  
CHANGER FOR THE SMALL FARM  
AND RURAL USE OF RNG**



**\*\* SEE THE ACCOMPANYING OAK RIDGE NATIONAL LAB WELL-TO-WHEEL ANALYSIS, PAGE 202, BUT CHANGE THE CNG COST TO LESS THAN \$.060/GGE**

## PROPOSAL 'B' ANNUAL ENVIRO BENIFITS

DEPLOYMENT OF PROPOSAL 'B' NGI SYSTEMS WILL GIVE ACCESS TO NOT ONLY STATE FLEET CARS AND TRUCKS BUT COULD ALSO SPURN LOCAL INDIVIDUALS AND LOCAL BUSINESSES TO ADDITIONALLY PURCHASE VEHICLES, USE THE GAS AND THUS REDUCE EMMISIONS

25 EACH NGI PUMP  
ISLAND UNITS = 3,750 GGE/WK  
UTILIZED FOR APPX.  
150 GGE PER WEEK

4 EACH NGI RURAL  
SYSTEMS UTILIZED = 1,600 GGE/WK  
FOR APPX. 400 GGE  
PER WEEK

= 5,350 GGE/WK = 278,000 GGE/YR

= AT \$2.15/DGE vs. PAYING \$1.50/GGE  
= SAVINGS OF \$181,000 /YR

= GHG  
SAVINGS OF  
735 METRIC  
TONS

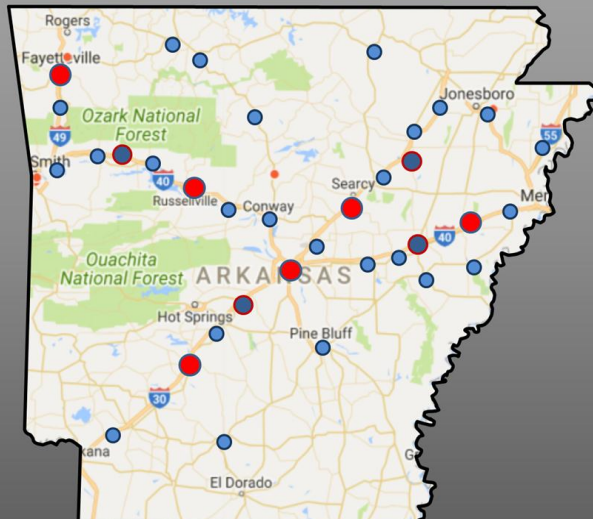
= STATE COST  
SAVINGS  
\$181,000

= 263 TONS  
OF WASTE  
RECYCLED

= PLANTING  
18,800  
TREES

AUGMENT WITH 25 NGI PUMP ISLAND SYSTEMS + 4 NGI RURAL STATIONS

• 25 AT \$ 35K EACH ≈ \$875,000 + 4 AT \$110,000 = \$440,000 = \$1.32MM



SMALL WISE DECISIONS TODAY  
LEAD ARKANSAS TOWARDS



# ORGANIC GROWTH ANNUAL ENVIRO BENIFITS

## ORGANIC GROWTH BENEFIT ESTIMATES

**ORGANIC GROWTH** VIA FURTHER STATE OR PRIVATE INVESTMENT TO DEPLOY ADDITIONAL NGI UNITS

75 EACH NGI PUMP  
ISLAND UNITS = 11,250 GGE/WK  
UTILIZED FOR  
APPX. 150 GGE PER  
WEEK

21 EACH NGI  
RURAL SYSTEMS = 8,400 GGE/WK  
UTILIZED FOR  
APPX. 400 GGE  
PER WEEK

= 19,650 GGE/WK = 1,022,000 GGE/YR  
= AT \$2.15/DGE vs. PAYING \$1.50/GGE  
= SAVINGS OF \$181,000 /YR

= GHG  
SAVINGS OF  
2,700 METRIC  
TONS

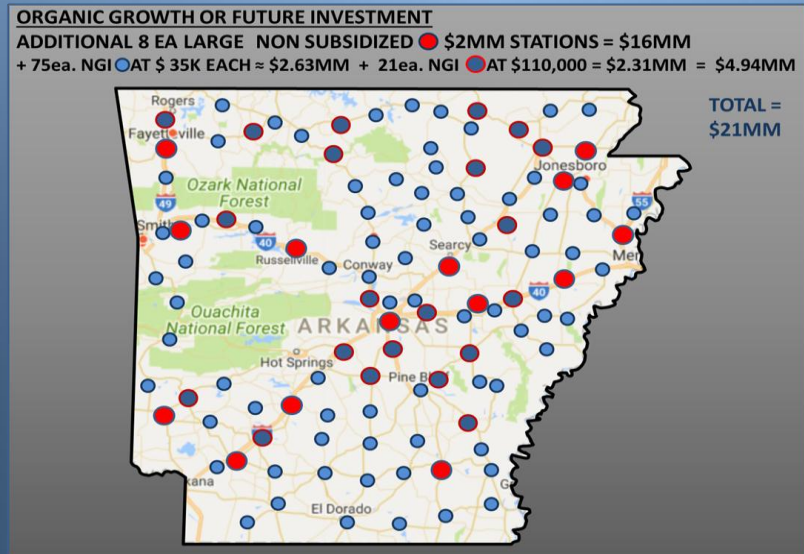
= STATE COST  
SAVINGS  
\$181,000

= 970 TONS  
OF WASTE  
RECYCLED

= PLANTING  
70,000  
TREES

DEPLOYMENT OF SMALLER SYSTEMS BRIDGES THE GAP, THE OUTREACH TO PROMOTE CHANGE

A BETTER PREPARED FUTURE





# PROPOSAL FINANCE PLAN

## - PLANNING & PURCHASING PHASES -

REMAINDER OF 2017		YR. 1 ≈2018			
		1 <sup>ST</sup> QTR	2 <sup>ND</sup> QTR	3 <sup>RD</sup> QTR	4 <sup>TH</sup> QTR
PROPOSAL 'A'	<ul style="list-style-type: none"> <li>- STATE PROPOSAL REVIEWS</li> <li>- FEDERAL APPROVALS</li> </ul>	\$70,000	\$70,000	\$70,000	\$70,000
		KEIZEN EVENTS, INTEGRATION SCHEDULING, LA-PLAN CREATION, TRAVEL... LOOSELY 1 HEAD @ \$70/HR. + 2 HEADS @\$35/HR			
PROPOSAL 'B'	<ul style="list-style-type: none"> <li>- STATE APPROVAL PROCESS</li> </ul>	\$110,000	\$110,000	\$110,000	\$110,000
		PURCHASING, SEEKING SPECIFIC INSTALLATION SITES, LICENSING AND CONTRACTS, SYSTEM AND SITE ENGINEERING, CERTIFICATION EFFORTS, OVERHEAD			

# PROPOSAL FINANCE PLAN

## - INSTALLATION PHASES -

YR. 2 ≈2019				YR. 3 ≈2020				
1 <sup>ST</sup> QTR	2 <sup>ND</sup> QTR	3 <sup>RD</sup> QTR	4 <sup>TH</sup> QTR	1 <sup>ST</sup> QTR	2 <sup>ND</sup> QTR	3 <sup>RD</sup> QTR	4 <sup>TH</sup> QTR	PROP. 'A'
\$52,500	\$52,500	\$52,500	\$52,500	\$35,000	\$35,000	\$35,000	\$35,000	\$630,000
INTEGRATED REPORTING TOOL, FINAL REPORTS, METRIC DATA 2 HEAD @ \$35/HR.				INTEGRATED REPORTING TOOL, FINAL REPORTS, METRIC DATA 2 HEAD @ \$35/HR.				
\$110,000	\$110,000	\$110,000	\$110,000	\$110,000	\$110,000	\$110,000	\$110,000	PROP. 'B'
ENGINEERING, FABRICATION, TESTING, CERTIFICATION				ENGINEERING, FABRICATION, CERTIFICATION, INSTALLATION, OPERATIONAL TESTING				\$1.32MM

**BOTH PROP. 'A' & 'B' = \$1.95MM**

# A MOMENT TO ADDRESS BIAS

Let us take a moment to address the biases to replacing vehicles to operate on any of the other alternative fuels. There are statements regarding there is a place in the market for all alternative fuels, and this is true only because we love a free market society. However, in that free market economy there are products that fail and products that don't give the best return on the investment as the other choice. There is assuredly a chance for everyone to enter the market with a product. However, if you are the end user of a given product then you should be focused on what the best alternative is. You are looking to get the best long term value. Therefore you should be trying to choose the product that will outlast all of the others, will give the best benefit to your current budget and also to your future long term goals. Your choices today influence all of your future choices and expenditures. Therefore let's look at some of the alternatives:

## PROPANE

- a. No cross country pipelines and thus needs to be delivered via a truck, thus added cost
  - i. This is the old gasoline paradigm of truck delivery cost, schedules and emission releases by those delivery trucks adding to the state's pollution
- b. Of all fuels, it is the least produced. Since it is the 'wet' part of the natural gas coming out of the ground along with butane and ethane, it is only 1/10<sup>th</sup> the quantity of natural gas or oil coming out of the ground. Thus eventually you could have shortages
- c. It's amount of energy (BTU's) per equivalent gallon is very low, and thus the MPG of the vehicle is affected by approximately 20% fewer miles per gallon used
- d. Electricity and natural gas are delivered to consumers doorsteps, to businesses, along freeways for the establishment of commercial stations

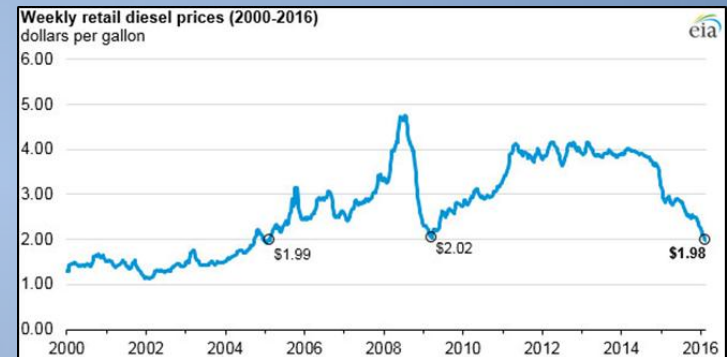
## ELECTRIC VEHICLES – VERY EXPENSIVE, BATTERY RANGE LIMITED, STILL NEW TECH

- a. Its still very new technology, expensive for battery replacement if needed and range limited to less than 150 miles for most models
  - a. That's equivalent to the range of approximately only 4 gallons of CNG
- b. Fueling the vehicle (charging) has the vehicle 'tied' to the electrical plug, non-operable until the battery system is full. You can't drive the vehicle unless you wait for it to be completed.
  - i. 4 hour – 10 hours for charging of the battery, yet you can fast fill CNG car within less than 10 minutes, and now at your home
  - ii. Oak Ridge labs have shown (see attached report) that electric vehicle vs. CNG is nearly an equal proposition regarding efficiency, GHG emissions... once you look at the energy to create the vehicles, maintenance, charging stations, grid losses...
  - iii. EV's can find charging stations along the highways but again are tied to the plug
  - iv. Cost of the EV's are far outweighing the added cost of a CNG vehicle
  - v. If you own an electric vehicle you need to own, maintain and store an additional vehicle just for trips that go past your allowed range.



## DIESEL – THE CAUSE OF THE FEDERAL SUIT

1. Not even the best engineering companies in the world are able to get diesel to burn cleanly, and they therefore instead had to cheat the system because it's unachievable. This was the cause of the whole lawsuit.
2. The complexity of the total system (engine and all the newly added components, DEF fluid ...) just became extremely costly, added direct and indirect cost to every gallon used.
3. It's one of the worst polluting fuel we as a planet ever devised, and thus we are now in a world that is switching entirely away from diesel, hence VW, Audi and possibly GM were cheating because they can't make it work.
4. Nuclear and clean coal electricity generation is cleaner
5. CNG use is 1/3<sup>rd</sup> the pollutants
6. Prices of diesel will never drop down to or below \$1.50 ever again



## FLAMMABILITY – THE FUEL FOR ARKANSAS'S FUTURE SHOULD BE THE SAFEST

- a. Of all the fuels, natural gas is the least likely to be ignited, to just create a flame is difficult
- b. Of all the fuels, natural gas is least likely to cause an explosion
- c. Of all the fuels diesel, gasoline, and propane are the more likely

Fuel Gas	"Lower Explosive or Flammable Limit"	"Upper Explosive or Flammable Limit"
	(LEL/LFL)	(UEL/UFL)
	(% by volume of air)	(% by volume of air)
Diesel fuel	0.6	7.5
Gasoline	1.4	7.6
Propane	2.1	10.1
Hydrogen	4	75
Natural Gas	4.4	16.4

## **PROPOSAL POINTS OF CONTACT**

We Global-E Design, LLC have received an RFP regarding the state's potential use-plan of federally acquired Volkswagen settlement funds. This proposal is based upon our estimated budgets for us to support that plan by A) assisting with project management of the plan, B) installing New Gas Industries compressed natural gas fueling systems and/or C) both A and B simultaneously over the funding implementation period, approximately October of 2017 through approximately January of 2021.

During the proposal fiscal years, no significant changes are anticipated, such as to the our business capabilities, the technology capabilities, our accounting system, or to the definition or to the accounting treatment of any expense category (e.g. a change in building/equipment costing methodology, capitalization level, or a change in charging an expense from direct to indirect or visa versa).

The individuals to contact in regard to this proposal are:

Mr. Carl Guichard  
Project Manager  
903 Winona Dr.  
Mandeville, LA 70471  
Tel (985) 960-7089  
Email: [CGuichard@Global-E.US](mailto:CGuichard@Global-E.US)  
[NewGasDownload@Gmail.com](mailto:NewGasDownload@Gmail.com)

Mr. Hamp William Stewart  
Operations Manager  
Tel (228) 861-9749  
Email: [NewGasDownload@Gmail.com](mailto:NewGasDownload@Gmail.com)

## **ASSURANCE**

This is to clarify that we have reviewed the proposal submitted cost herewith and to the best of our knowledge and belief:

All costs included in this proposal 6-27-17 to establish billing schedules for project on-going cost reimbursement, for work completed to and approximated denoted bill period from project start (2017/2018) through approximately EOY 2021 are to the best of our abilities accurate

All costs included in this proposal are on the basis of a beneficial or causal relationship between the expenses incurred and the agreements to which they are allocated in accordance with applicable internal requirements. Further, our indirect costs have been assumed as part of the denoted fixed price to accomplish the proposed. The State Government will be notified of any accounting changes that would affect the predetermined rate.

*Carl T. Guichard Jr.*  
Signature

Carl T. Guichard Jr.

Print Name

LLC Manager

Title

6-27-17

Date

## REFERENCES & CASE STUDIES

(PLEASE SEE ATTACHED SUPPLEMENT)

We helped our prior clients develop their plans for growth, budget restricted by their limited means, focused on slow growth building towards the future. We will bring the same talent and skill sets to help you achieve a very lofty goal, of making Arkansas-First with a transportation Energy Plan, and additionally help spurn that growth with the installation of our smaller far more cost effective systems.

The below case studies are indications of only a very few movements within other states, market, and supporting studies. You should be as bold as your sister states.

- 1 - WYOMING NGV SCHOOL BUSES
- 2 - KANASAS CITY REPLACED DIESEL
- 3 - MISSOURI SCHOOL BUSES
- 4 - CHESAPEAKE PRESENTATION TO LA
- 5 - ARGONNE LAB – RNG WHEELS-WELL
- 6 - FARM WASTE TO NAT GAS (RNG)
- 7 - FED CNG COST COMPARE 2017
- 8 - NGV AMERICA CHARTS
- 9 - LA WETLAND DNR REPORT
- 10 – DIESEL ALL-AROUND LOOSING COSTS

### + Environmental Mitigation Trust

- \$2.7 billion will be placed in an Environmental Mitigation Trust, and will be allocated to beneficiaries (states, tribes, and certain territories) based on the number of impacted VW vehicles in their jurisdictions
- The Trust will support projects that reduce NOx emissions where the VW vehicles were, are, or will be operated

This table reflects the amount of funds included in the 2.0 liter settlement. An additional \$225 million was added to the Environmental Mitigation Trust from the 3.0 liter settlement and allocated to states using the same formula as the 2.0 liter settlement.

Eligible Beneficiary	Initial Allocations	Eligible Beneficiary	Initial Allocations	Eligible Beneficiary	Initial Allocations
Puerto Rico	\$ 7,500,000	Louisiana	\$ 18,009,993	Colorado	\$ 61,307,576
North Dakota	\$ 7,500,000	Kentucky	\$ 19,048,080	Wisconsin	\$ 63,554,019
Hawaii	\$ 7,500,000	Oklahoma	\$ 19,086,528	New Jersey	\$ 65,328,105
South Dakota	\$ 7,500,000	Iowa	\$ 20,179,540	Oregon	\$ 68,239,143
Alaska	\$ 7,500,000	Maine	\$ 20,256,436	Massachusetts	\$ 69,074,007
Wyoming	\$ 7,500,000	Nevada	\$ 22,255,715	Maryland	\$ 71,045,824
District of Columbia	\$ 7,500,000	Alabama	\$ 24,084,726	Ohio	\$ 71,419,316
Delaware	\$ 9,051,682	New Hampshire	\$ 29,544,297	North Carolina	\$ 87,177,373
Mississippi	\$ 9,249,413	South Carolina	\$ 21,636,950	Virginia	\$ 87,589,313
West Virginia	\$ 11,508,842	Utah	\$ 32,356,471	Illinois	\$ 97,701,053
Nebraska	\$ 11,528,812	Indiana	\$ 38,920,039	Washington	\$ 103,957,041
Montana	\$ 11,600,215	Missouri	\$ 39,084,815	Pennsylvania	\$ 110,740,310
Rhode Island	\$ 13,495,136	Tennessee	\$ 42,407,793	New York	\$ 117,402,744
Arkansas	\$ 13,951,016	Minnesota	\$ 43,638,119	Florida	\$ 152,379,150
Kansas	\$ 14,791,372	Connecticut	\$ 51,635,237	Texas	\$ 191,941,816
Idaho	\$ 16,246,892	Arizona	\$ 53,013,861	California	\$ 381,280,175
New Mexico	\$ 16,900,502	Georgia	\$ 58,105,433	Tribal Subaccount	\$ 49,652,857
Vermont	\$ 17,801,277	Michigan	\$ 60,329,906	Trust Cost Subaccount	\$ 27,000,000
				Tribal Cost Subaccount	\$ 993,057
				<b>Total</b>	<b>\$ 2,700,000,000</b>



# CONCLUSION

Your state has the ability to protect its own financial future and thus the future of your constituents, all of your children. That realization starts with recognizing that the world is rapidly changing, most of the U.S. states are initiating major changes, and that your hope is right below your feet. We focus on positioning your state such that your most valuable resource is made available as our very low emissions fuel of your future.

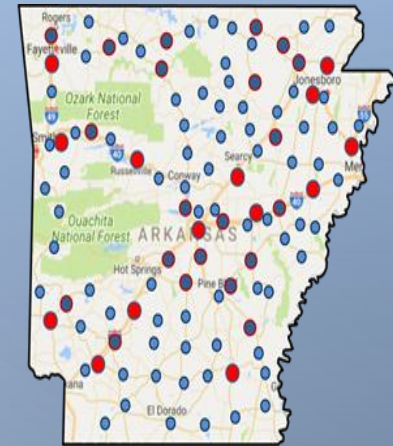
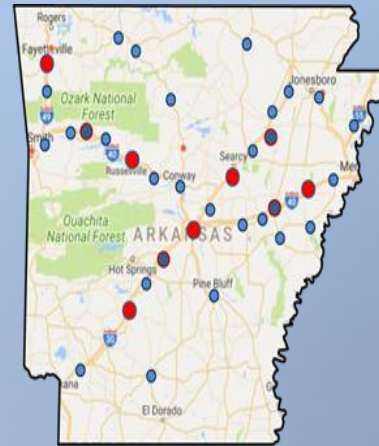
1. It solves the VW raised issue that diesel is so difficult to deploy as a low emissions fuel that it requires cheating.
2. It helps Arkansas circumnavigate the VW and EPA created weighted move to assist other states with moving to an electric and natural gas infrastructure based economy
  - a. We secure Arkansas-First
  - b. Gather the whole Gulf South together and plan for the future
  - c. Electric cars can come along via organic growth rather than trying to force it.
    - i. Protect or people and livelihoods of citizens first
    - ii. The future will be bright,
    - iii. do nothing and we fall backwards
    - iv. are too rural and lack funding otherwise to initiate
    - v. Environmental improvement will be huge and give the U.S. leverage at the table due to the Gulf South's foresight
  - d. Needs to start sometime and now is the time because the rest of the world are moving forward without us.
- a. Small changes are going to spark the needed macro changes and having NGI in Arkansas's back yard helps get our state converted first, faster...

*Make Arkansas-First*

# TRANSFORM THE STATE



- LETS BE PREPARED FOR THE FUTURE; DON'T LET IT PASS US BY.
- ARKANSAS-FIRST PLAN WILL POSITION YOUR STATE AS LEAD IN THE MOVEMENT TO LOWER STATE COSTS, LOWER COSTS FOR YOUR CONSTITUANTS, 1/3<sup>RD</sup> VEHICLE EMISSIONS AND THUS COMPERABLE TO ELECTRIC VEHICLES.



**EXISTING 12  
EACH PUBLIC CNG  
STATIONS**

**PROPOSAL 'A'  
ARKANSAS-FIRST  
PLAN INTEGRATION**

**PROPOSAL 'B'  
NGI SYSTEM  
DEPLOYMENT**

**ORGANIC GROWTH /  
FUTURE PLAN  
ADDITIONS**



