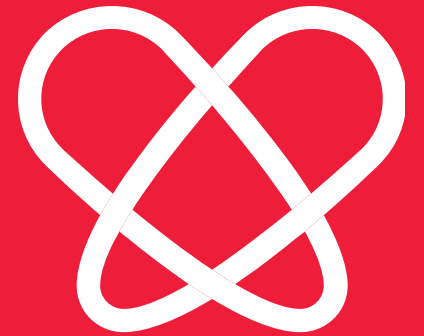


GASOLINE SUPERUSERS

Presentation to the Washington State
Transportation Commission

Matthew Metz
Co-Executive Director, Coltura



COLTURA

FOR A GASOLINE-FREE AMERICA

Should My Mom & Ed Get the Same EV Incentive?

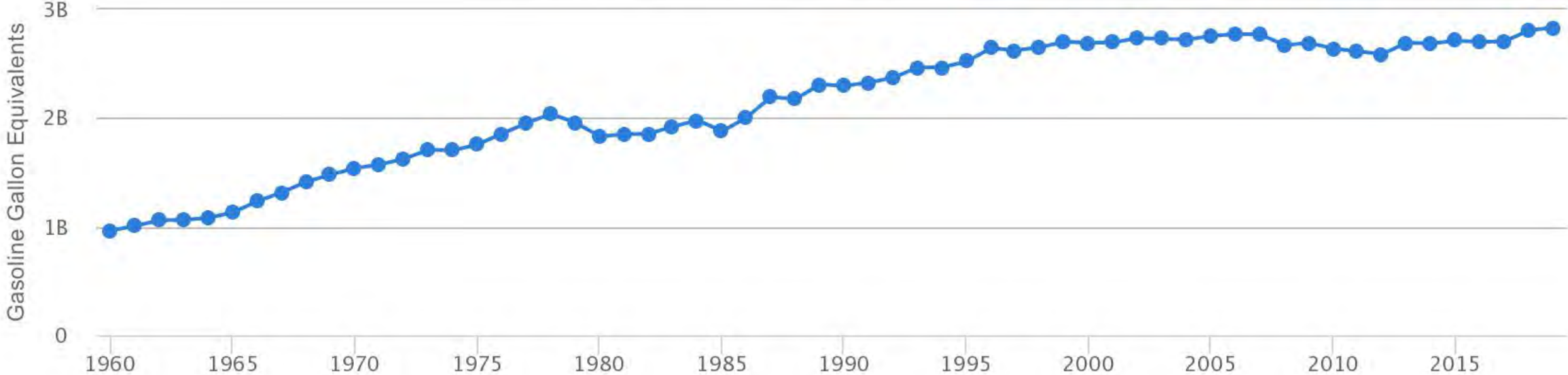


Used 100 gallons per year



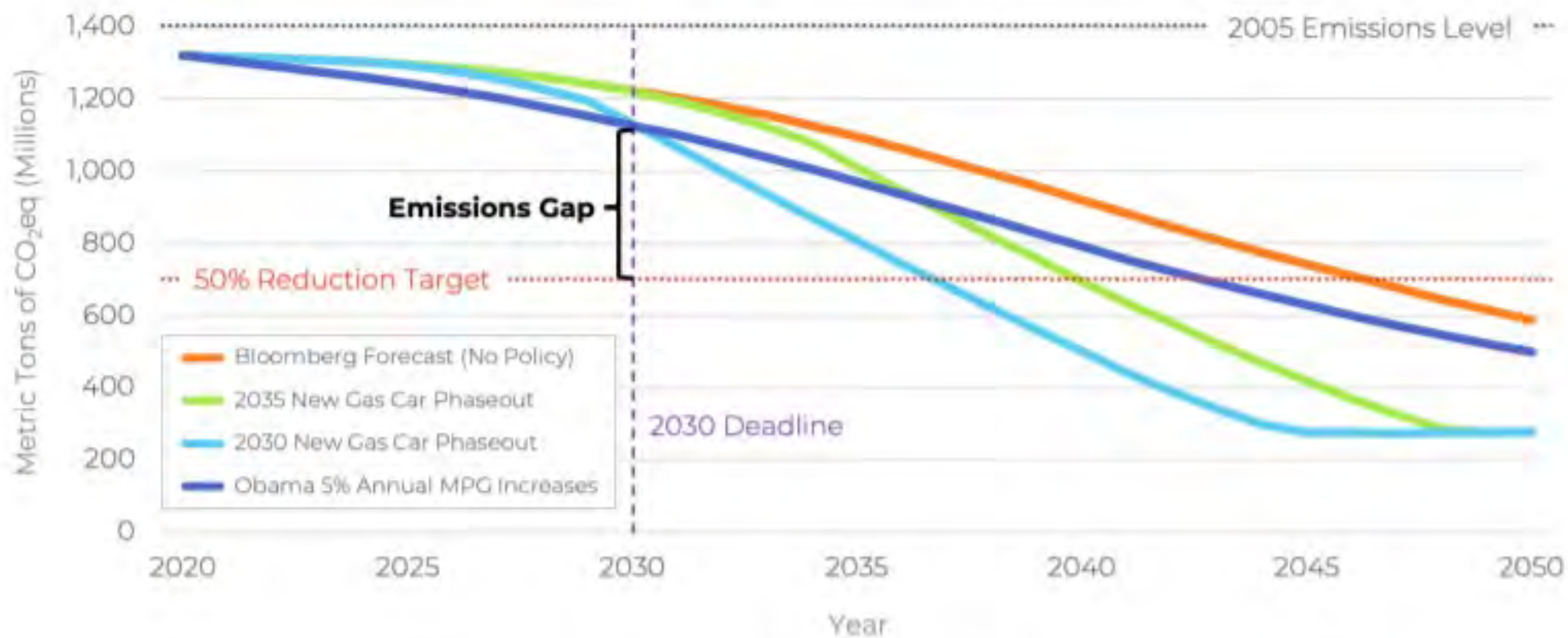
Uses 1200 gallons per year

Gasoline Fuel Consumption in Washington

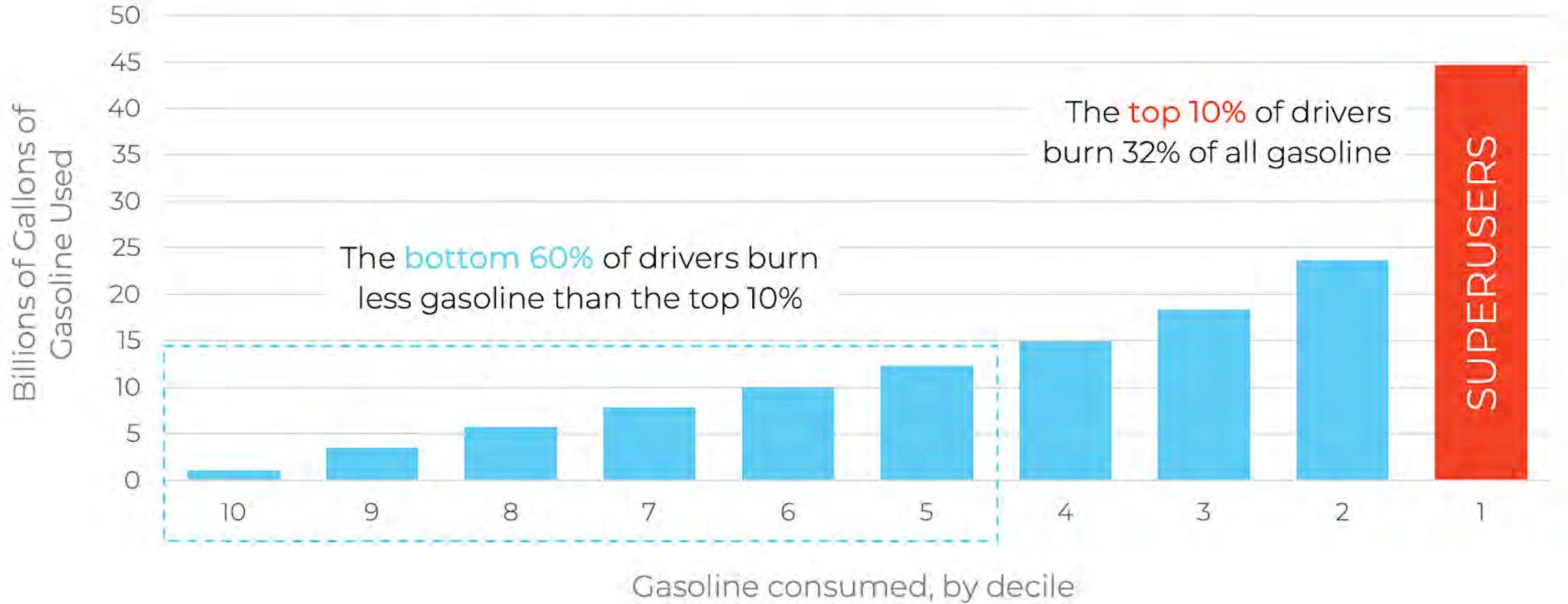


Source: U.S. Energy information Administration

Failure of EV/Fuel Economy Policies to Hit Emissions Target by 2030

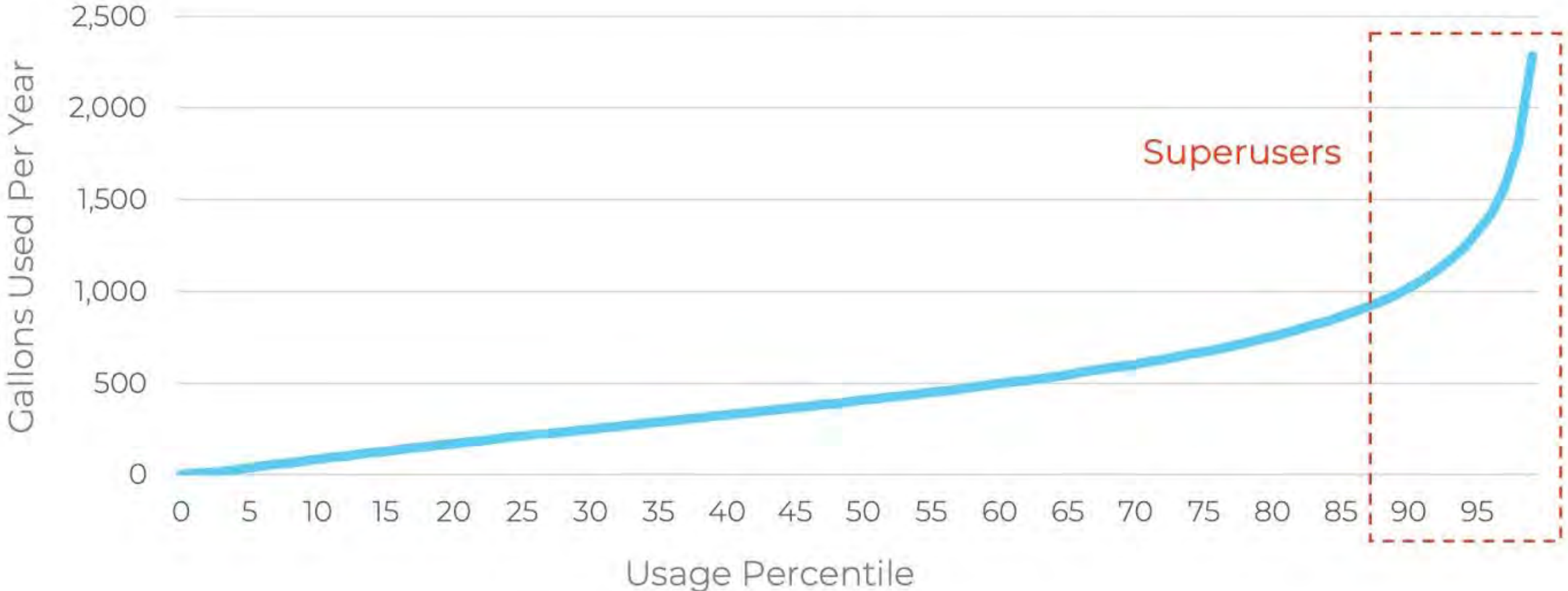


Superusers Burn the Most Gasoline



Source: National Household Travel Survey, Coltura analysis

Annual Gasoline Use by Usage Percentile



Source: National Household Travel Survey, Coltura analysis

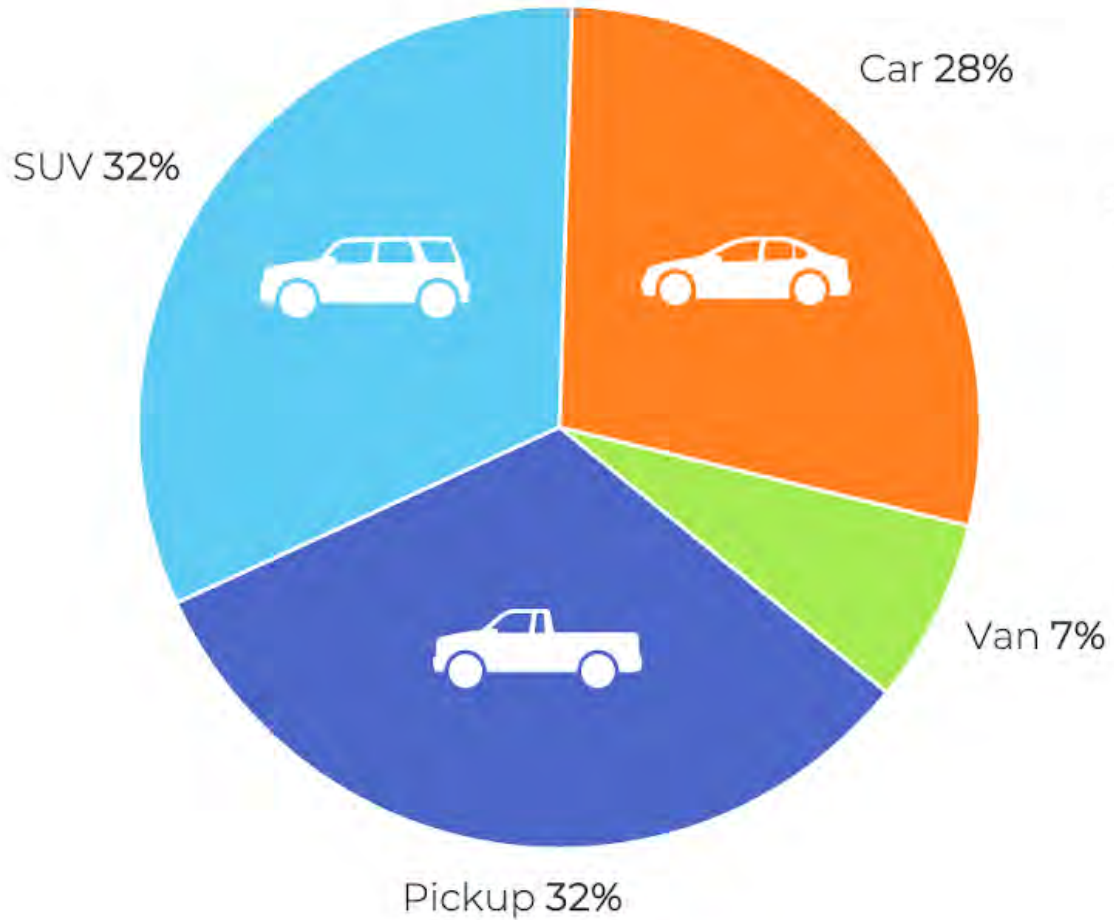
Annual Mileage



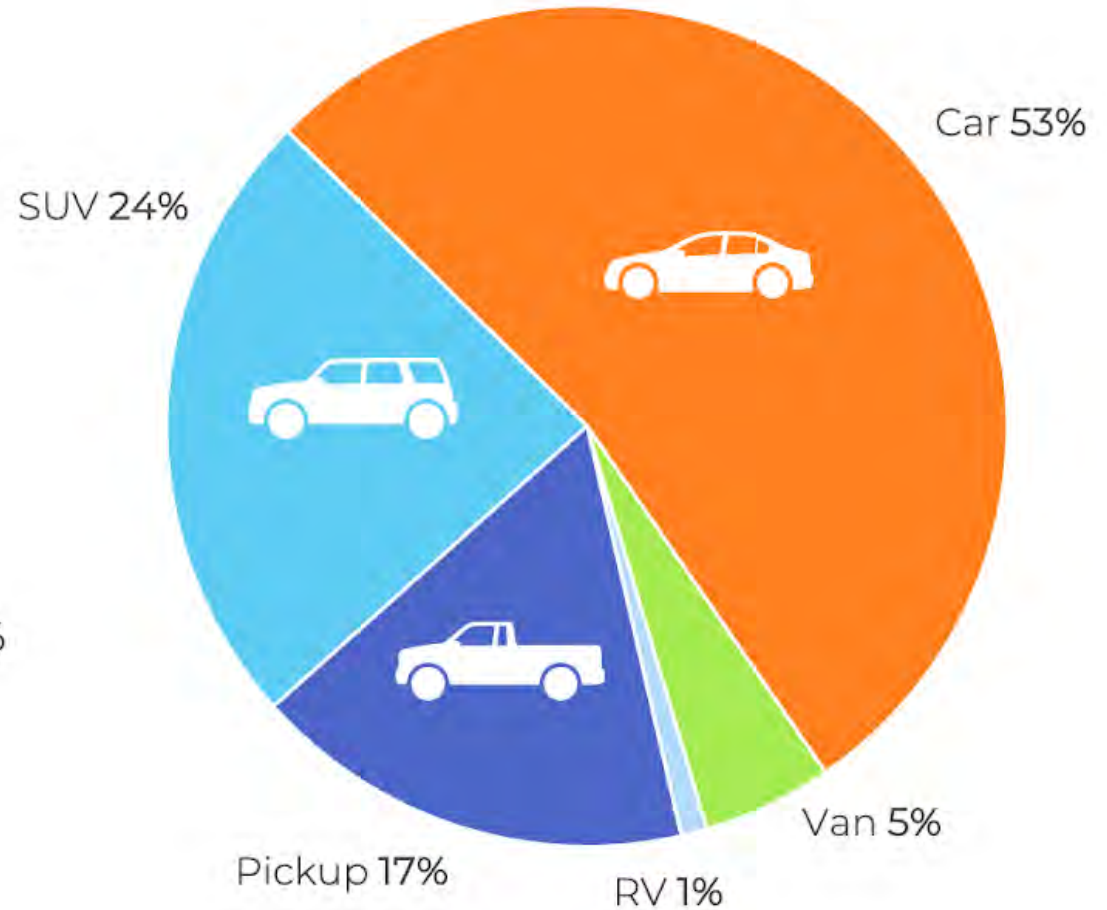
Source: National Household Travel Survey, Coltura analysis

Types of Vehicles

Superusers



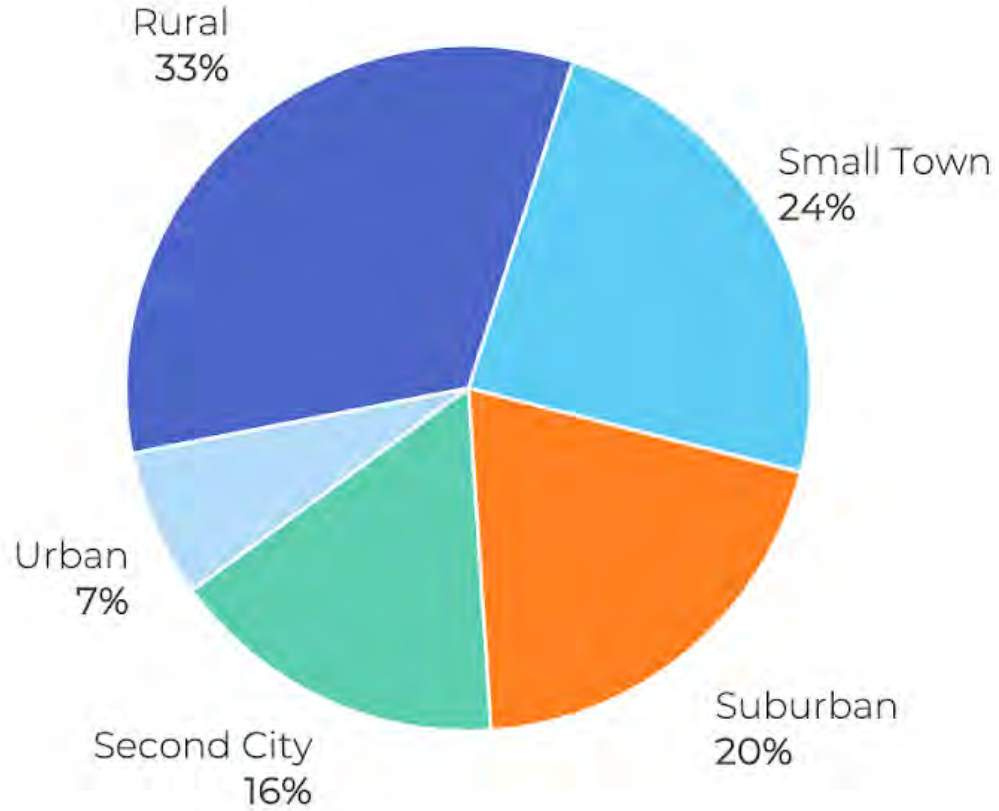
Other Drivers



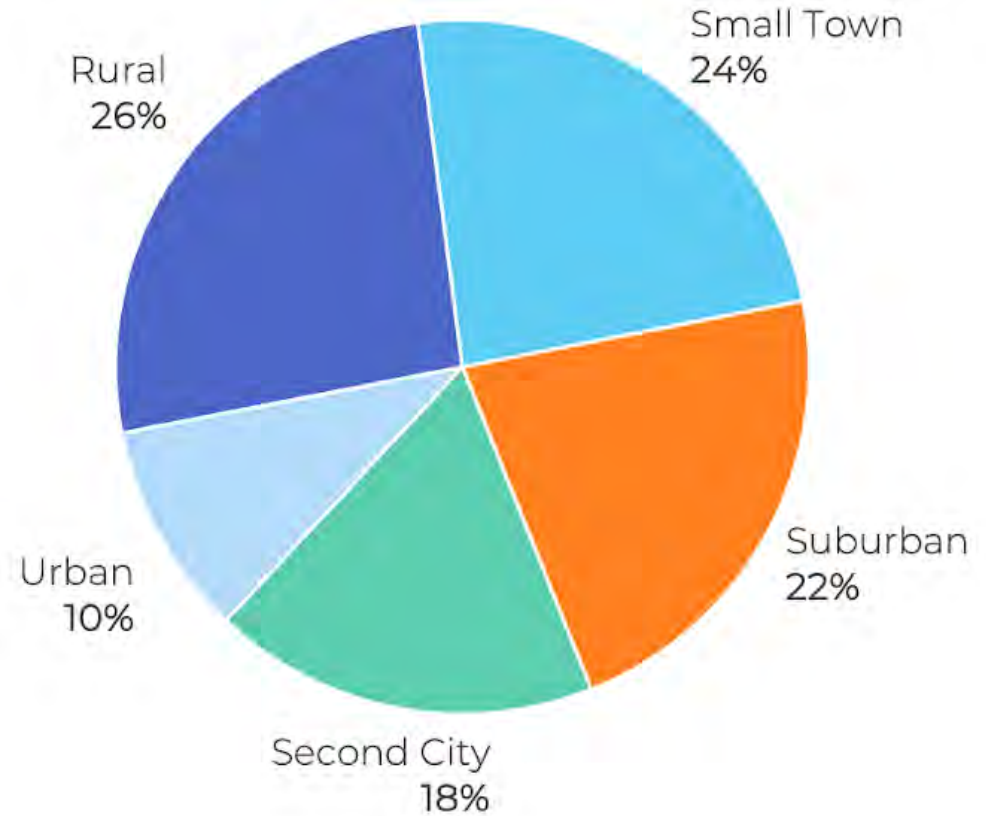
Source: National Household Travel Survey, Coltura analysis

Geographical Distribution

Superusers

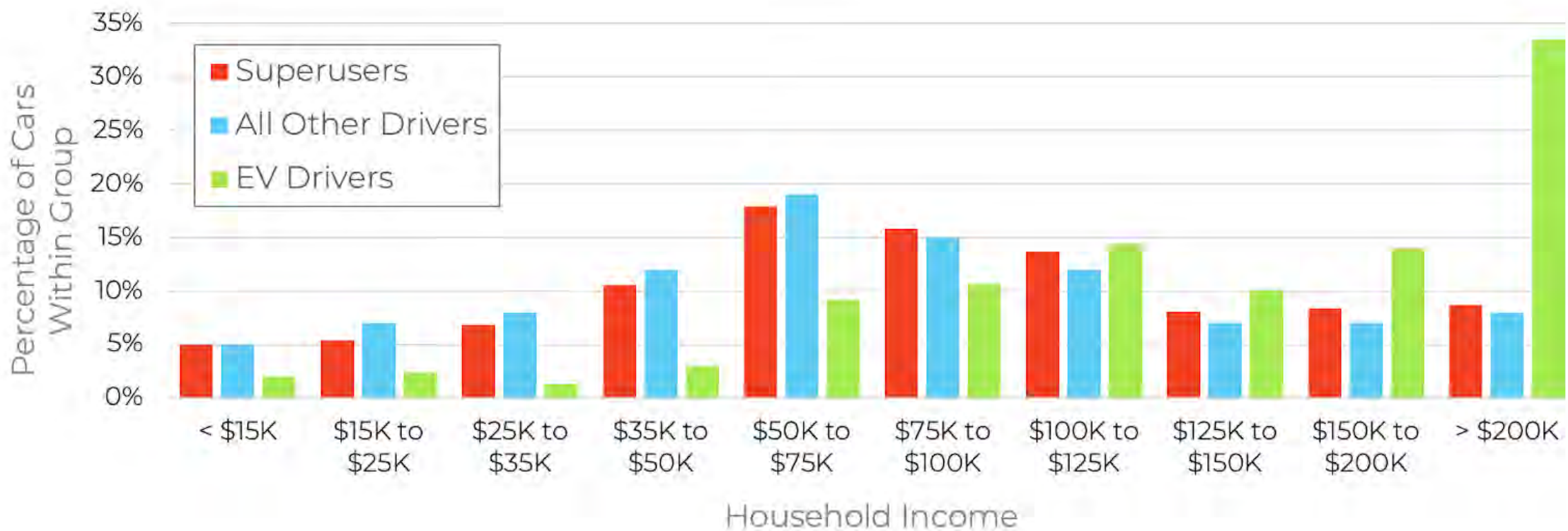


Other Drivers



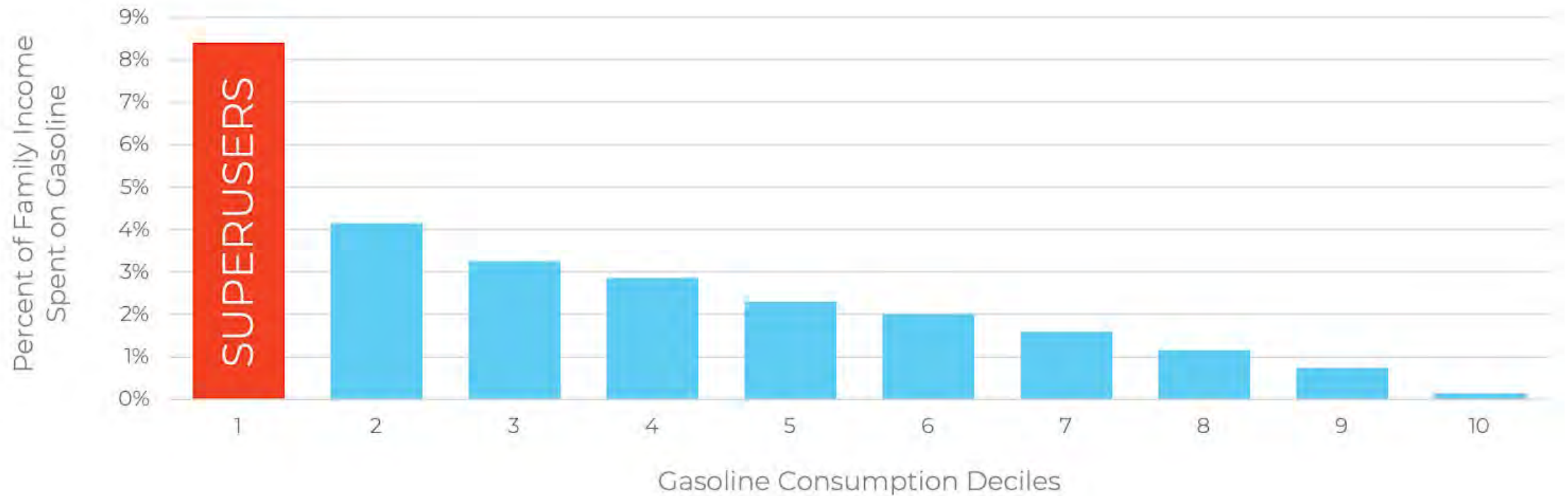
Source: National Household Travel Survey, Coltura analysis

Household Income Distribution



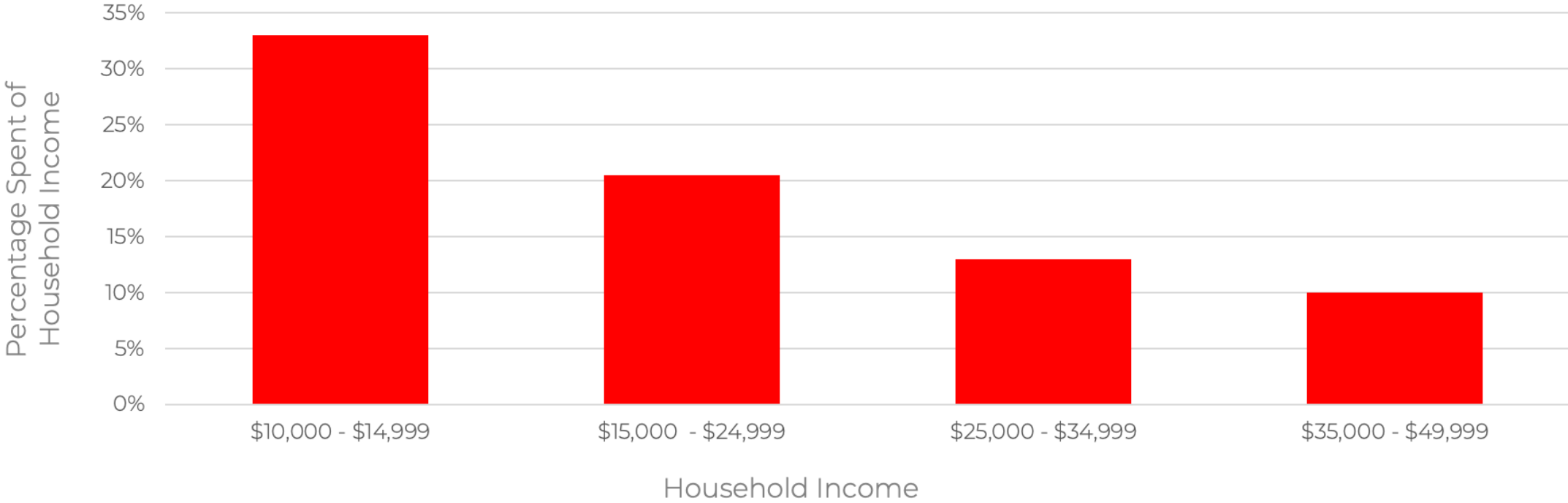
Source: National Household Travel Survey, Coltura analysis

Gasoline Expenditures as Share of Family Income

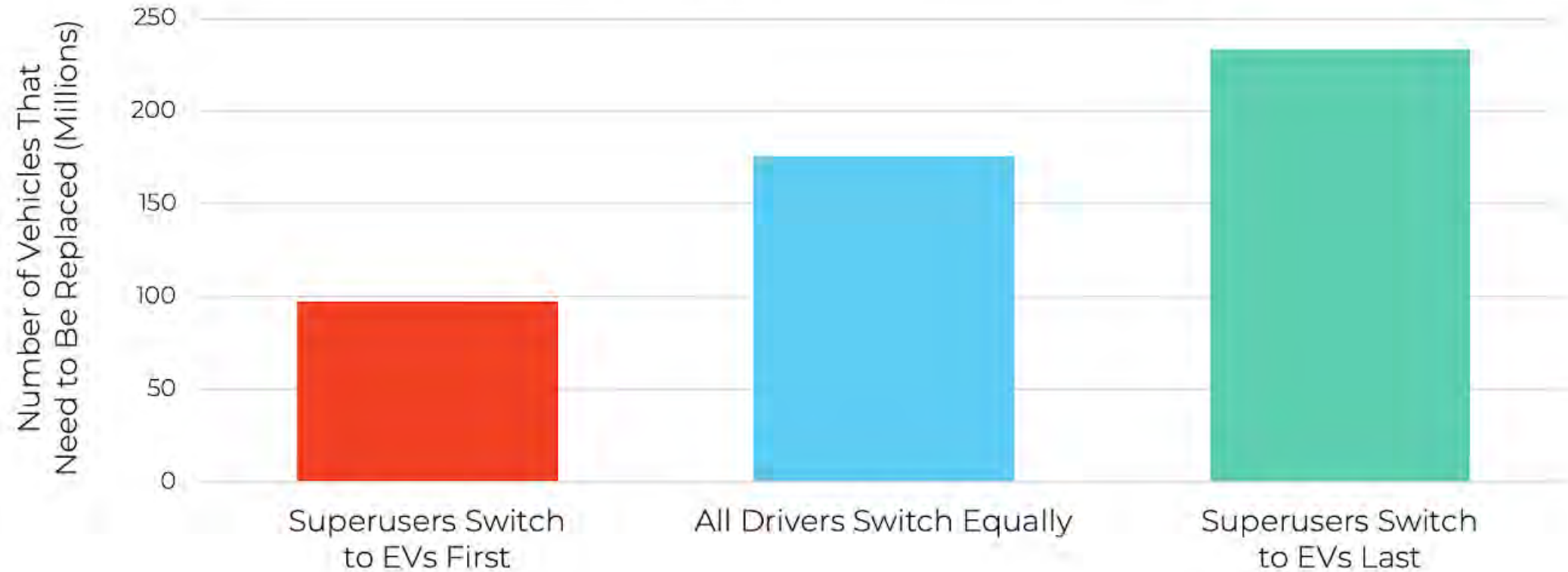


Source: National Household Travel Survey, Coltura analysis

Gasoline Costs Burden Lower-Income Superusers

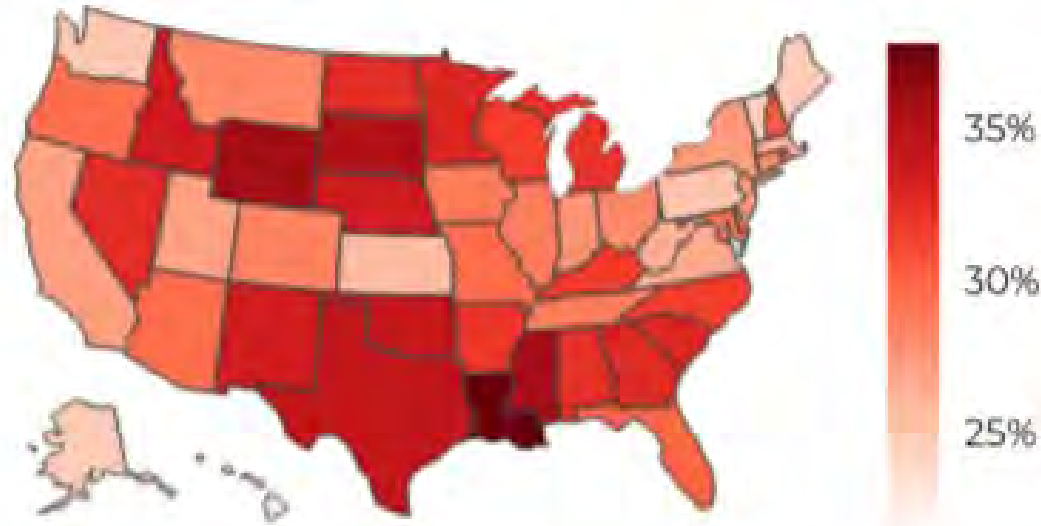


Number of Vehicles That Must Switch to EVs for 50% Emissions Cut



Source: National Household Travel Survey, Coltura analysis

Superusers' Share of State's Gasoline

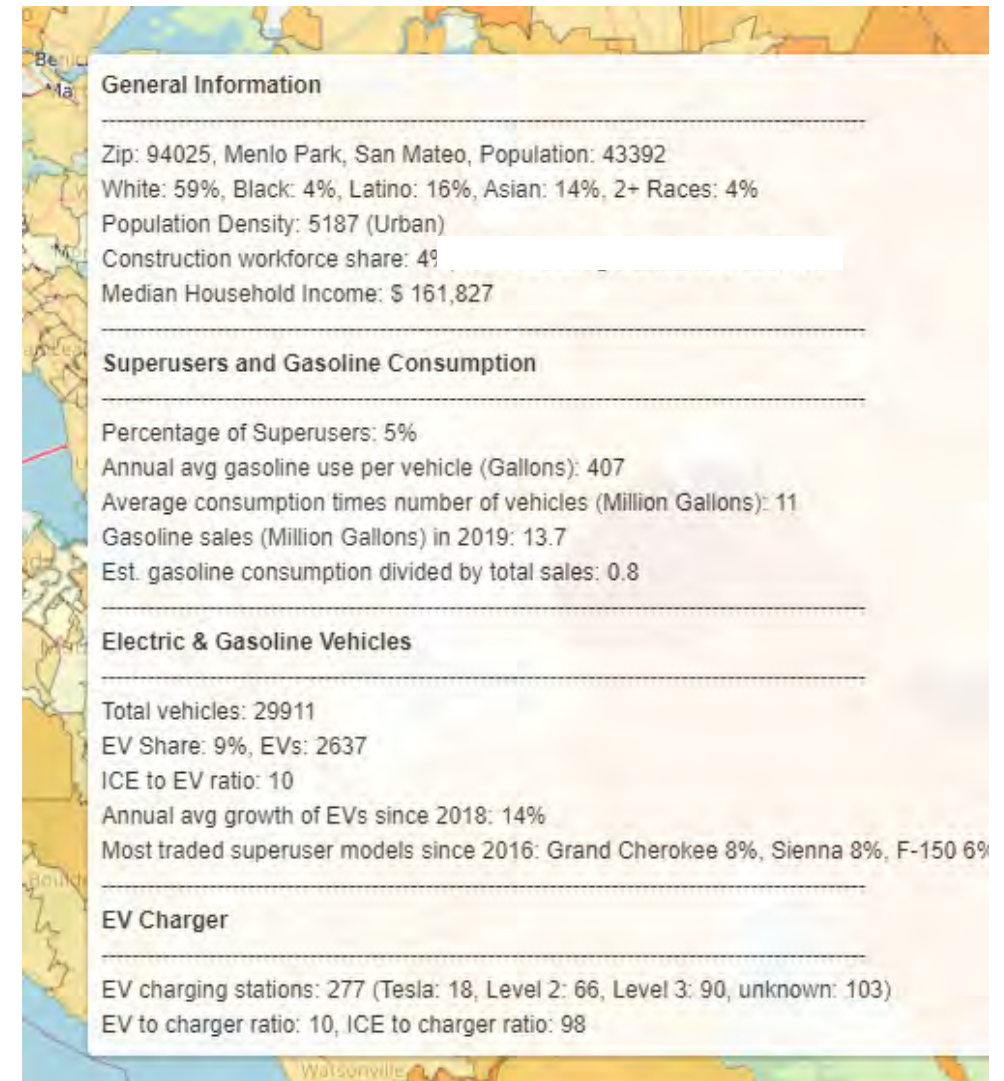
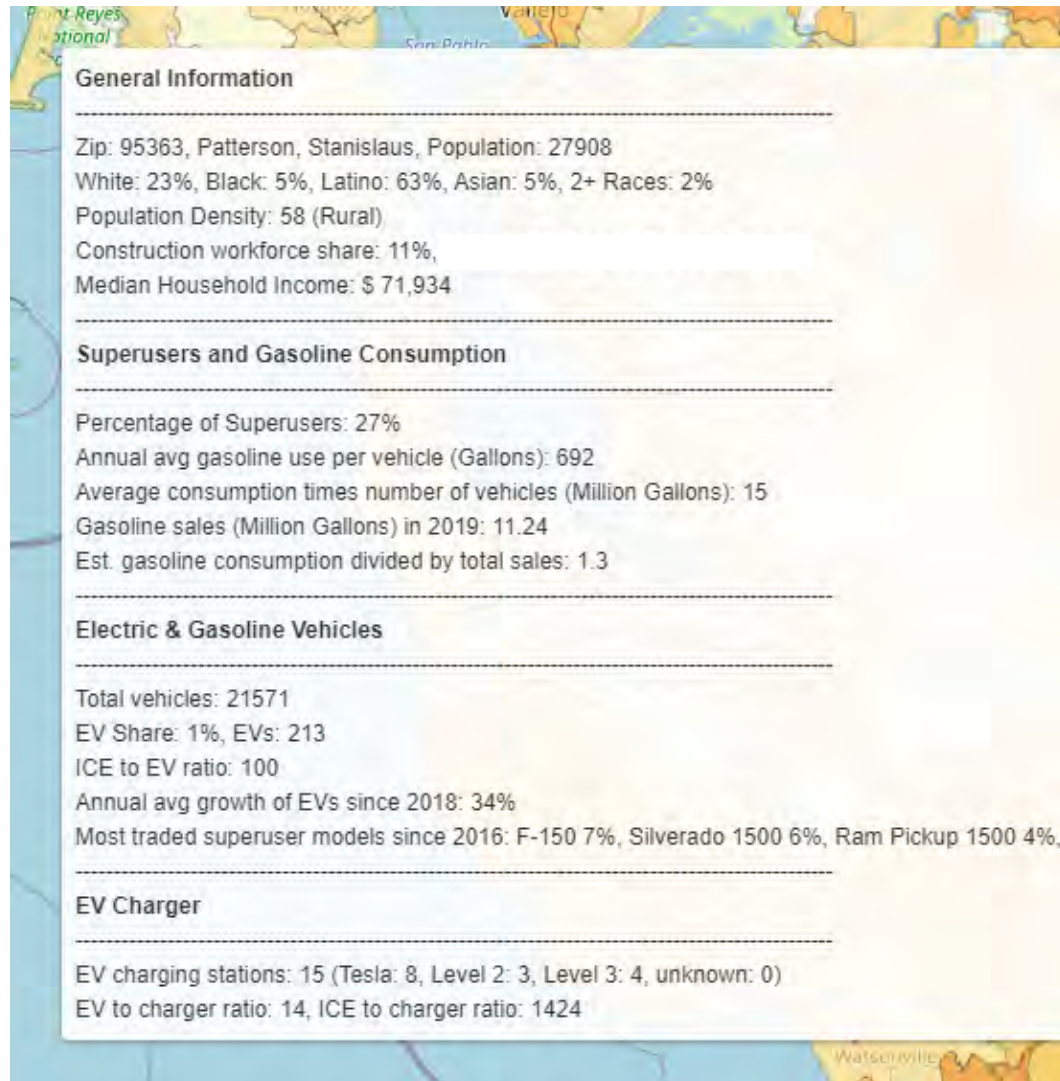


Share of EVs Registered Per State

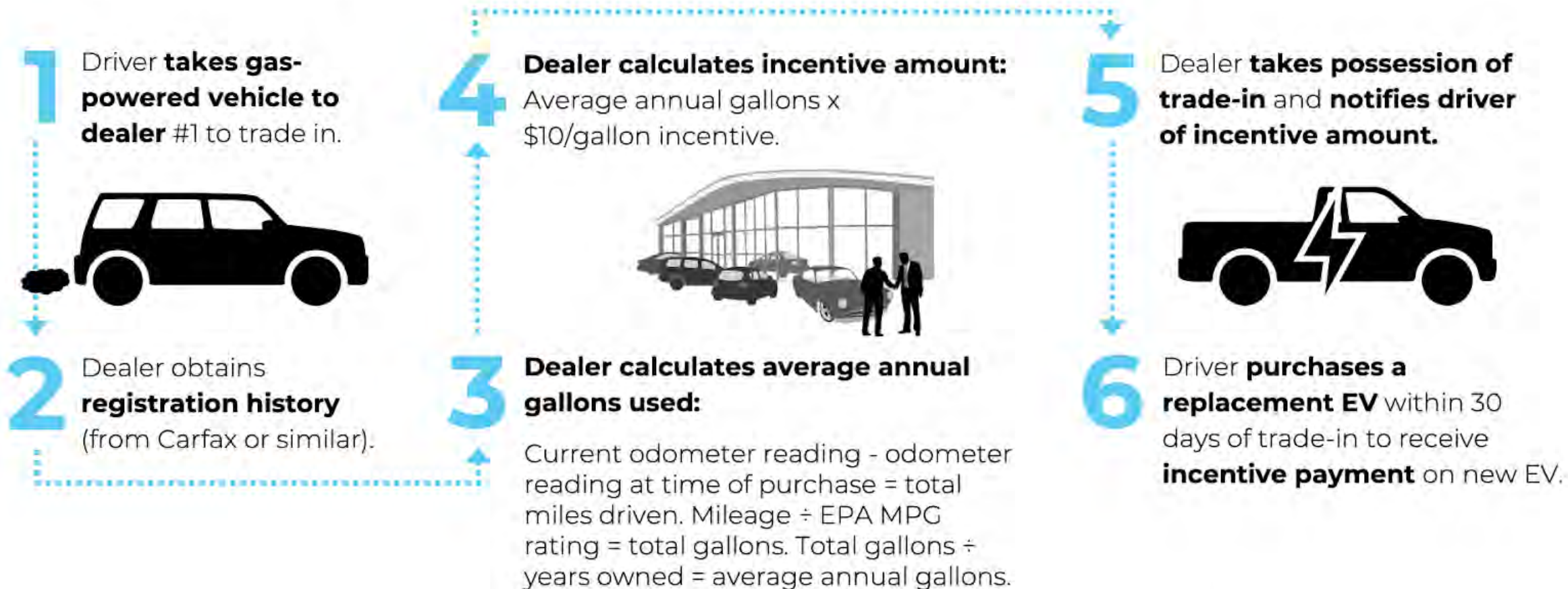


Source: National Household Travel Survey, Coltura analysis

Superusing Exurb v. Wealthy EV Suburb

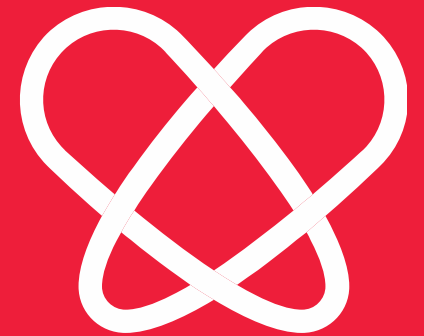


How the Gasoline Displacement Incentive Could Work



THANK YOU!

Matthew Metz: matthew@coltura.org

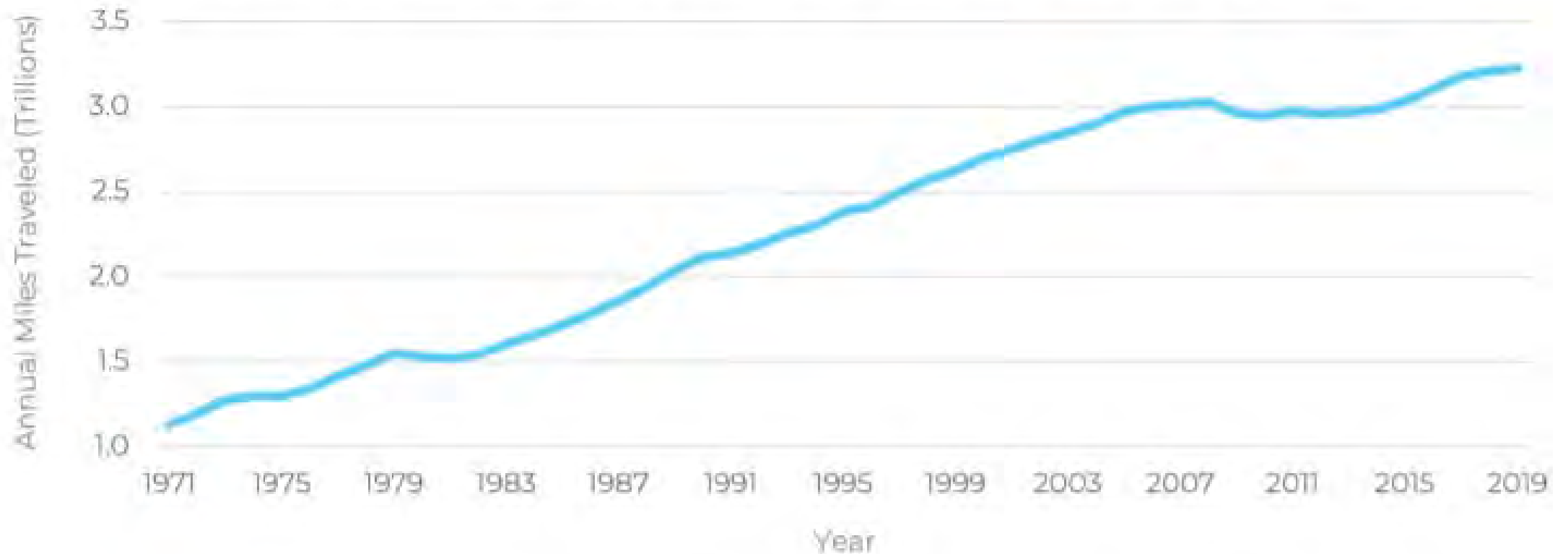


COLTURA

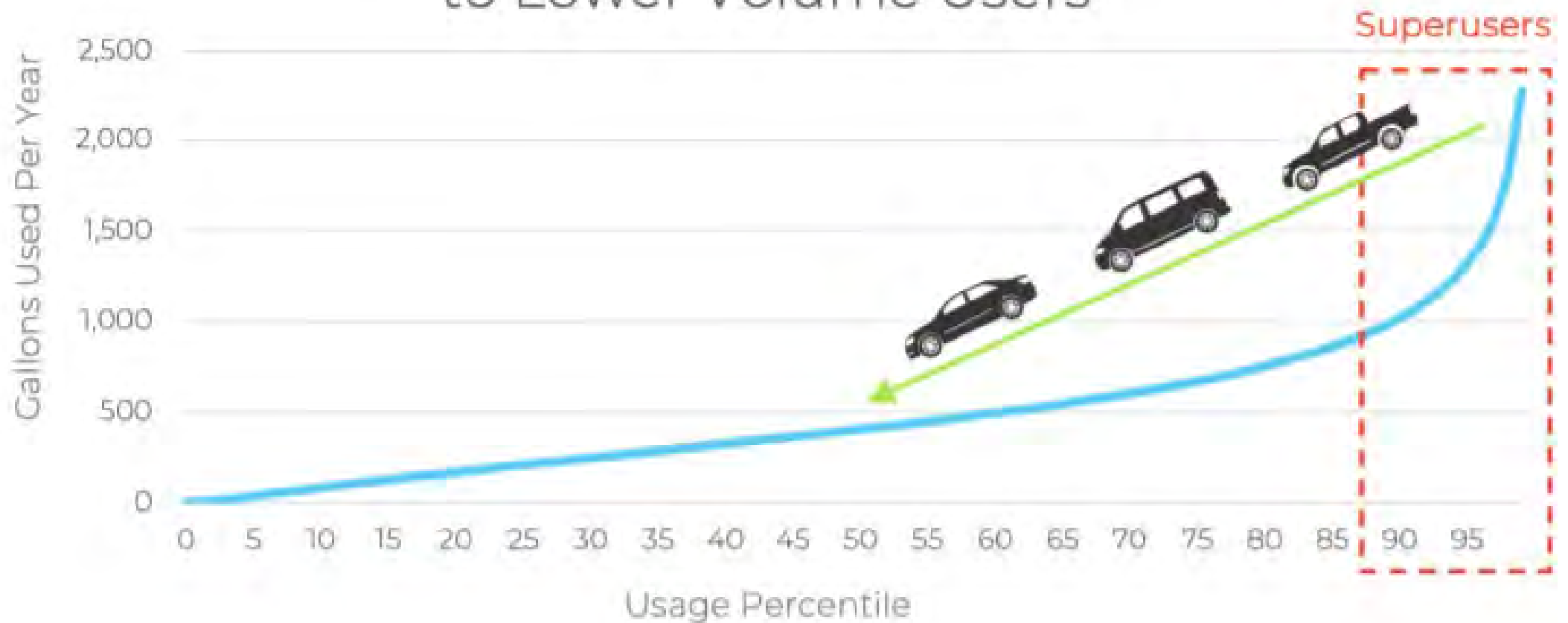
FOR A GASOLINE-FREE AMERICA

ADDITIONAL SLIDES for Q & A

Annual Vehicle Miles Traveled in the U.S.



Superuser Trade-ins Likely to Go to Lower Volume Users



Superusers' Preferred Vehicles

Rank	Make	Model	Percentage of Superusers Driving Model	Percentage of Model Drivers That Are Superusers
1	Ford	F-Series pickup	9%	21%
2	Chevrolet	C, K, R, V-Series pickup/Silverado	6%	18%
3	Dodge	Ram Pickup	4%	20%
4	GMC	C, K, R, V-series pickup/Sierra	2%	17%
5	Chevrolet	Fullsize Blazer/Tahoe	2%	22%
6	Toyota	Tundra	2%	21%
7	Toyota	Camry	2%	5%
8	Toyota	Tacoma	2%	11%
9	Honda	Accord	1%	5%
10	Ford	Explorer Sport Trac	1%	16%

Vehicle	2011 Nissan Rogue	2005 Toyota Highlander	2010 Toyota Tacoma
Annual mileage	6,000	10,000	45,000
Annual gallons displaced	259	468	2,335
EV incentive @ \$10/gallon displaced	\$2,590	\$4,680	\$23,350
Monthly fuel savings with EV	\$50	\$93	\$475
Monthly maintenance savings with EV	\$15	\$25	\$113
Trade-in value (per Consumer Reports)	\$5,185	\$3,090	\$10,425
Similar EV	Hyundai Kona EV	Tesla Model Y	Ford F-150E
Price of EV	\$40,000	\$55,000	\$44,000
Net EV cost after incentive and trade-in	\$32,225	\$47,230	\$10,225
Monthly car payment on EV (assume 6 years @ 5%)	\$529	\$775	\$168
Monthly cost (savings) to switch to EV	\$464	\$658	(\$420)
Taxpayer cost per gallon displaced under existing flat \$7,500 tax incentive	\$29	\$16	\$3