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NCSFA

# Press Release

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## Commonwealth of Virginia, Department of General Services wins,

### *2006 NCSFA Honda Environmental Leadership Award*

Savannah, GA, September 12, 2006: Mr. Scott Madsen, President of the National Conference of State Fleet Administrators, announced today that the NCSFA Executive Committee has selected the Commonwealth of Virginia's Department of General Services as the 2006 winner of its NCSFA Honda Environmental Leadership Award for 2006. Mr. Madsen along with Elizabeth Munger and Kelli Kammerer representing the Honda Motor Company's Natural Gas Vehicles Sales and Marketing presented the award to Mr. Don Unmussig in Savannah, Georgia on September 12, 2006.

In March 2006, Mr. Don Unmussig presented to a group of industry, State, Department of Defense, Virginia Department of Environmental Quality, and EPA officials a bold, new plan to build a sustainable bio-fueling infrastructure in Virginia. The effort would develop a course of action that would satisfy the President's goal of reducing this country's dependency on foreign oil. It would also accomplish the intended objectives with the Energy Policy Act of 1992 to reduced petroleum use, and with the Energy Policy Act of 2005 to increase the amount of bio-fuel that must be mixed with gasoline sold in the United States to triple the current requirement (7.5 billion gallons by 2012) by increasing the number of E85 fueling stations.

Mr. Unmussig, met with several stakeholders and agreed to scale-up his project to make it a joint Federal/State initiative, which would create an E-85 refueling network in our target area called the Virginia Crescent. The Crescent is a stretch of roadway running from Alexandria to Virginia Beach along interstates 1-95 and 1-64, and includes three areas of non-attainment (Alexandria, Richmond, and Virginia Beach).

As the National Conference of State Fleet Administrators (NCSFA) was established as a nation-wide effort to encourage communication between state officials involved in fleet administration, Mr. Unmussig took it one step further and involved the federal fleets in the initiative helped champion, and plans to share this effort with NCSFA members as a successful model on how to build a sustainable bio-fuel infrastructure. A partial list of our fleet management partners and number of vehicles garaged in the target area includes:

- Commonwealth of Virginia operates approximately 1,500 FFVs, acquired under federal Energy Policy Act (EPA) requirements for state fleets to procure alternative fuel vehicles in the target area.
- U.S. Department of Defense (DoD), likewise, operates approximately 1,000 FFVs along with several hundred GSA supplied vehicles to assist them in meeting their mission.
- U.S. General Services Administration (GSA) consists of two separate fleets, the GSA owned or assigned vehicles, and the GSA fleet of assigned vehicles to multiple Federal agencies with operations in Virginia and DC. GSA operates about 2,800 E-85 compatible vehicles in the target area. Mr. Unmussig will be working with GSA to modify the voyager cards to authorize refueling at E-85 pumps

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only for all GSA vehicles in our target area. A voyager card is currently supplied with each GSA vehicle on the road.

- The Virginia Army National Guard currently operates 300 GSA vehicles that will also be involved in the project and is committed to requiring that Guard vehicles will use E-85 fuel whenever possible.
- General Motors (GM) - GM has volunteered to join this initiative and is proposing to place up to E-85 pumps at private refueling stations. GM has over 1.5 million flex fuel vehicles on the road and plans to produce over 400,000 vehicles in 2006. GM launched a national advertising campaign in February 2006, "Live Green Go Yellow," as part of a broad effort to educate consumers and encourage the sales of flex fuel vehicles. In addition, they are working on select partnerships with states to promote E-85 and flex fuel vehicles. Thanks in large part to Mr. Unmussig, Virginia is now one of them. The directional elements of their involvement include state purchases of favorably priced flex fuel products, GM helping establish and identify ethanol suppliers and retailers and placing an emphasis on marketing and advertising the products and fuel.

In order to reduce our nation's dependence on import oil and to help clean up the air we breathe, Mr. Unmussig helped bring several other fleet and non-fleet partners to the table including, Clean Cities, the US Department of Energy, U.S. Department of Agriculture, U.S. EPA and the Virginia Department of Environmental Quality .To achieve the objective, the project will add up to 24 E-85 dispensers, with the majority being publicly accessible, and will be integrated with the E-85 fueling infrastructure. This coordinated effort will be overseen by a diverse board of project partners in private industry, fleet managers, divisions' of state and local government, non-profits, and civilian and military segments of federal government. This cooperative approach will help ensure that the E-85 fueling infrastructure is deployed in proximity to the highest concentrations of FFV vehicles, at the lowest cost.

Mr. Unmussig plan is to maximize use of the alternative fuel by government fleets and simultaneously offer widespread public access so that private operators of E-85 capable vehicles can conveniently purchase the "com-based" blend instead of conventional gasoline. Currently there are an estimated 11,000 Flex Fuel Vehicles under the jurisdiction of the partners within the Crescent, and they displace up to 460,000 gallons of petroleum gasoline on a monthly basis. Mr. Unmussig's project demonstrates a sound business approach that offers profit and revenue growth to help accelerate development of an alternative fuels market in an area capable of growth without further federal subsidy, and whose approach is transportable to other locations. Below are the plan objectives:

1. Reduced dependence on imported oil
2. Increased demand for ethanol, facilitates opportunities for local fuel production (Mr. Unmussig negotiated with two ethanol suppliers with plants in Virginia and South Carolina)
3. Provide farmers additional markets for products, such as providing new outlets for Virginia's tobacco farmers.
4. Significantly reduce Greenhouse Gas emissions
5. Compliance with intent of Energy Policy Act of 1992 (reduced petroleum use)
6. Under the Energy Policy Act of 2005, the goal is to increase the amount of biofuels (usually ethanol) that must be mixed with gasoline sold in the United States to triple the current requirement (7.5 billion gallons by 20 121, and several Presidential Executive Orders)
7. Build a solid infrastructure of E85 fueling stations to serve public and private vehicles.
8. Consistent, competitive pricing program for all locations
9. Pricing from the negotiated sources will be less than the retail cost of unleaded gasoline.
10. Contractual source of supply
11. Cost control through improved logistical management
12. Partnership approach minimizes run outs
13. Partnership approach minimizes rush loads
14. Tank monitoring for all tanks without investing in new equipment
15. Single system electronic dispersal monitoring and reporting

**CONGRATULATIONS!!!!**