

Cost differential between hybrid and non-hybrid equiv. Ford Escape plus emissions and gasoline reduction benefits including NOx, SO₂, CO₂ and gallons/year with average gas price to show economic benefit.

Projections based on EPA and county fleet data for vehicles already in the fleet

CY 2007 Virginia state contracts (expired 12/16/07)

Purchase prices on VA state contracts (CY 2007, base price, 4WD, no options):

MY 2007-2008 Ford Escape Hybrid: **\$26,947.00**

MY 2007-2008 Ford Escape (non-hybrid, 3.0L engine, prior to 12/17/07)¹: **\$19,317.60**

Regulated pollutants – EPA emissions certifications² gm/mi:

<u>Model Year 2008</u>	Escape Hybrid 4WD \$26,947	Escape 4WD (3.0L) \$19,317.60
EPA Tier 2 Certification	Bin 3	Bin 5
NOx – 50K mi	0.01	.02
NOx – 120K mi	0.01	.03
NMOG – 50K mi	0.01	.044
NMOG – 120K mi	0.01	.074
CO – 50K mi	0.1	0.3
CO – 120K mi	0.1	0.5

Fuel Economy – Fairfax County (limited) experience with MY 2008 Escape Hybrid and Escape (non-hybrid, 3.0L engine):

	Escape Hybrid 4WD	Escape 4WD (3.0L)	Net improvement (hybrid over non-hybrid)
Fuel economy, mpg ³	26.5	17.9	
Projected annual fuel use, gal. (12,500 mi)	472	698	226
Projected annual fuel cost (\$2.8744/gal ⁴)	\$1357	\$2007	\$650
Projected annual CO ₂ emissions, lb. (19.4 lb CO ₂ /gal)	9,157	13,541	4,384

¹ Fairfax County has one MY 2008 Escape (non-hybrid, 3.0L engine) purchased under the 2007 state contract.

² SO₂ is not regulated in vehicle emissions. No standard is set and certification data do not include it.

³ Based on four 2008 Escape Hybrids and one 2008 Escape (non-hybrid). The fleet also has two 2007 Escapes (non-hybrid), which averaged 17.6 mpg in CY 2007.

⁴ Fuel cost to DVS as of 3/17/08, plus \$0.12 markup. This rate is used rather than the last 12-month average because fuel prices have been on a generally steady upward trend with no indication of significant decline in the near future.

Projection based on EPA data only, for vehicles entering the fleet

CY 2008 Virginia state contracts

Purchase prices on VA state contracts (CY 2008, base price, 4WD, no options):

MY 2008 Ford Escape Hybrid: **\$26,745.00**

MY 2008 Ford Escape (non-hybrid, 2.3L engine, beginning 12/17/07)⁵: **\$16,556.60**

Regulated pollutants – EPA emissions certifications⁶ gm/mi:

Model Year 2008	Escape Hybrid 4WD \$26,745	Escape 4WD (2.3L)⁷ \$16,556.60
EPA Tier 2 Certification	Bin 3	Bin 5
NOx – 50K mi	0.01	0.02
NOx – 120K mi	0.01	0.04
NMOG – 50K mi	0.01	0.028
NMOG – 120K mi	0.01	0.05
CO – 50K mi	0.1	0.4
CO – 120K mi	0.1	0.7

Fuel Economy – EPA certification for MY 2008 Escape Hybrid and Escape (non-hybrid, 2.3L engine)⁸:

	Escape Hybrid 4WD	Escape 4WD (2.3L)	Net improvement (hybrid over non-hybrid)
Fuel economy, mpg	28	21	
Projected annual fuel use, gal. (12,500 mi)	446	595	149
Projected annual fuel cost (\$2.8744/gal ⁹)	\$1282	\$1710	\$428
Projected annual CO ₂ emissions, lb. (19.4 lb CO ₂ /gal)	8,652	11,543	2,891

⁵ Fairfax County has one of these vehicles on order as of 3-27-08.

⁶ SO₂ is not regulated in vehicle emissions. No standard is set and certification data do not include it.

⁷ The 4-cylinder, 2.3L engine is the only engine offered in the non-hybrid Escape on the Virginia state contract beginning Dec. 17, 2007. Before that date, Fairfax County bought non-hybrid Escapes with the 3.0L engine on the state contract. We expect the 2.3L non-hybrid to be less similar in driving performance to the Hybrid than the 3.0L was, although it will likely be satisfactory for most missions.

⁸ EPA-certified fuel economy is derived from testing over a standard driving profile intended to represent nationwide driving patterns. Fairfax County generally experiences fuel economy lower than the EPA-certified levels. Proportionally lower fuel economy in both vehicles would return a greater fuel (and therefore also CO₂) saving than that based on the EPA fuel economy.

⁹ Fuel cost to DVS as of 3/17/08, plus \$0.12 markup. This rate is used rather than the last 12-month average because fuel prices have been on a generally steady upward trend with no indication of significant decline in the near future.

