



DRIVING IMPACT

*How EL ARCA Achieved Unprecedented Savings and Sustainability
with Ford E-Transits from Model 1 Commercial Vehicles*



A PIONEERING NON-PROFIT TRANSFORMS ITS TRANSPORTATION, REINVESTING MILLIONS INTO VITAL COMMUNITY SERVICES, ADVISED BY MODEL 1'S PUBLIC SECTOR SALES TEAM.

EL ARCA, founded in 1965, stands as an iconic pillar of support for intellectually and developmentally disabled youth and adults, primarily within Los Angeles's Latino/Mexican American communities. Born from the advocacy of the "Mothers of East Los Angeles" and instrumental in shaping the Lanterman Act, EL ARCA provides essential day programs, transportation, and family support services to over 220 families daily. Facing escalating operational costs and a commitment to environmental stewardship, EL ARCA embarked on a transformative journey to electrify its fleet, relying on Model 1 as its trusted advisor and partner for the conversion, and adopting Ford E-Transit vehicles.

THE CHALLENGE

Before their EV transition, EL ARCA operated a fleet of over 40 gas-powered vehicles, incurring monthly fuel costs exceeding \$30,000. This substantial expenditure, coupled with high maintenance costs, placed a significant strain on their budget, hindering their ability to expand critical programs. Furthermore, as California's emissions initiatives intensified, EL ARCA recognized the imperative to align its operations with broader sustainability goals. Funding challenges, particularly around the "day rate" for their programs, underscored the need for greater financial self-sufficiency.

THE SOLUTION

A STRATEGIC INVESTMENT IN EVS AND SOLAR

Under the visionary leadership of Dr. John Menchaca, EL ARCA proactively sought a long-term solution to both financial and environmental pressures. Their decision to "go electric, go green" was driven by the clear writing on the wall: initial investment would yield substantial long-term savings.

In partnership with Model 1, EL ARCA began transitioning its fleet to Ford E-Transits approximately three years ago. Model 1's Public Sector Sales team, led by Regional VP Steve Chung, worked closely with EL ARCA, advising on infrastructure requirements, vehicle specifications, and operational best practices learned from Model 1's experience as the nation's largest bus dealer. This expertise was crucial in navigating the complexities of EV adoption. Today, their fleet boasts 21 E-Transits supplied by Model 1, with plans to reach 24 in the short term and over 50 in the future, aiming for a 100% green fleet. Steve Chung has frequently highlighted EL ARCA's success as a prime example of non-profit EV adoption and its positive impact on rider experience.

Crucially, EL ARCA understood that vehicle electrification required a robust charging infrastructure. They invested \$800,000 in solar panels (220-250W) that power their entire building and currently charge 5-7 vehicles. They have strategically installed 37 Level II charging stations across their facilities, ensuring seamless operation for their growing EV fleet. This comprehensive approach represents a total investment of \$1.3 million in vehicles and \$800,000 in solar infrastructure.



EL ARCA
has installed

37

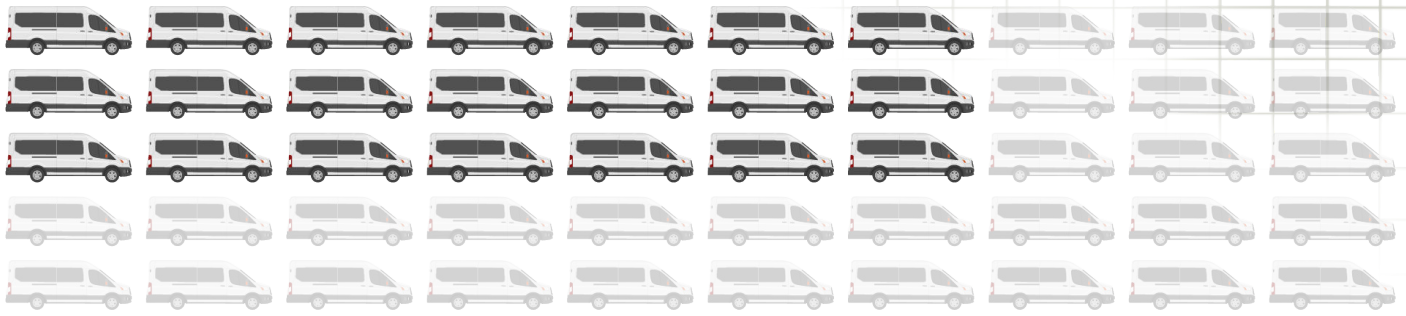
Level II charging stations
across their facilities

RESULTS & IMPACT

- **Unprecedented Cost Savings:** The transition to E-Transits has yielded dramatic financial benefits. EL ARCA now saves an astonishing \$35,000-\$40,000 per month in fuel and maintenance costs. Maintenance expenses alone have decreased by 70-80% compared to their previous gas vehicles. These savings directly help close funding gaps and support their bi-weekly payroll of \$220,000 for 54-56 employees.
- **Path to Net-Zero:** With their combined EV and solar investments, EL ARCA anticipates reaching net-zero operational costs within six years, a remarkable achievement for a non-profit.
- **Enhanced Sustainability:** The shift aligns EL ARCA with state emissions initiatives and propels them towards their vision of a 100% green operation, significantly reducing their carbon footprint.

\$35k-\$40k saved **per month** in fuel and maintenance costs

- **Operational Efficiency:** The Ford E-Transits have demonstrated comparable performance, payload capacity, and reliability to their gas counterparts, but with the added benefit of being significantly quieter. This noise reduction is a major benefit for their intellectually and developmentally disabled riders, enhancing communication and comfort during transportation, a benefit that Steve Chung and Model 1 often highlight as a key outcome for specialized transit services. While the 110-120 mile range is a factor, it comfortably accommodates their average 80-90 mile round trip routes. EL ARCA's proactive installation of charging infrastructure has been a key best practice, eliminating range anxiety and ensuring operational readiness.
- **Empowered Mission:** The financial gains from electrification allow EL ARCA to be more self-sufficient, less reliant on external donors for basic operational costs, and able to direct more resources towards enriching programs like art, computer education, and dance therapy for their consumers.



EL ARCA's current fleet consists of **21 Ford E-Transit vans**, supplied by Model 1, with plans to expand to **50** in the future.

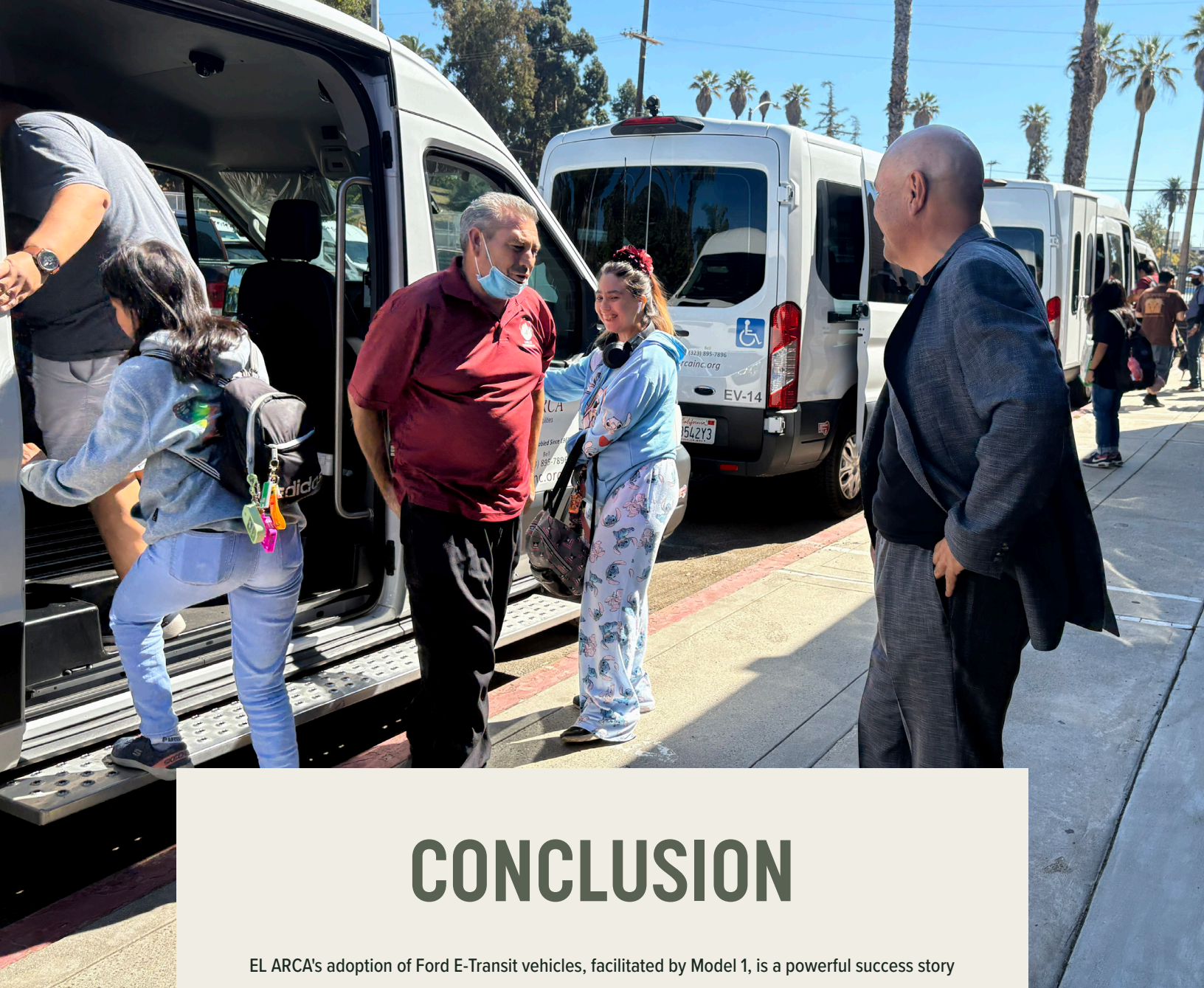


CHALLENGES & FEEDBACK

EL ARCA's experience has been overwhelmingly positive. Still, they have noted an unusual and significant tire wear and tear on the Ford E-Transits sooner than expected, leading to unplanned additional costs. This feedback has been shared with Model 1 and is intended for Ford's engineering team for further investigation.

FUTURE OUTLOOK

EL ARCA is committed to expanding its EV fleet and continues to advocate for increased range in future E-Transit models (a 160-200-mile range would be ideal for greater comfort). Model 1 continues to partner with EL ARCA, offering service and long-term support, reinforcing the "cradle to grave" partnership approach that is vital for successful fleet electrification. Their journey exemplifies how strategic, sustainable investments can empower non-profit organizations to thrive, innovate, and deepen their impact on the communities they serve.



CONCLUSION

EL ARCA's adoption of Ford E-Transit vehicles, facilitated by Model 1, is a powerful success story of how a mission-driven organization can embrace sustainability, achieve significant financial savings, and ultimately enhance its ability to serve its community. Their proactive approach to fleet electrification and charging infrastructure, supported by the advisory expertise of Model 1's Public Sector team, serves as a compelling model for other non-profits and businesses alike.

Now's the time to take the first step to total fleet electrification.

Learn more about the Ford E-Transit:

