

**From:** [Gustafson, Brian](#)  
**To:** [Williams, Teresa](#)  
**Cc:** [Regynski, Barb](#)  
**Subject:** FW: South Dakota and the upcoming Volkswagen funding  
**Date:** Tuesday, December 06, 2016 1:53:35 PM  
**Attachments:** [Tollefsrud Tim.vcf](#)  
[image004.png](#)

---

FYI – If calls come in on VW settlement, I'll take them for now and eventually they will go to Barb.

---

**From:** Tollefsrud, Tim  
**Sent:** Tuesday, December 06, 2016 1:32 PM  
**To:** Gustafson, Brian  
**Subject:** FW: South Dakota and the upcoming Volkswagen funding

Be aware I will be forwarding any calls on this issue to you. I already told Vicki and Deanna to give you the calls directly. You might want to tell Theresa as well. Thanks.

---

**From:** Roberts, Hunter  
**Sent:** Tuesday, December 06, 2016 12:40 PM  
**To:** 'Brianna Lawrence'; Tollefsrud, Tim  
**Cc:** Joe Annotti; Konenkamp, Matt  
**Subject:** RE: South Dakota and the upcoming Volkswagen funding

Hello Ms. Lawrence,

Thank you for reaching out in regards to the Volkswagen settlement. The South Dakota Department of Environment and Natural Resources is the lead agency for the State of South Dakota on this matter. I've included Tim Tollefsrud with SD DENR should be a good point of contact. I've included his contact information below.

Regards,  
Hunter Roberts



---

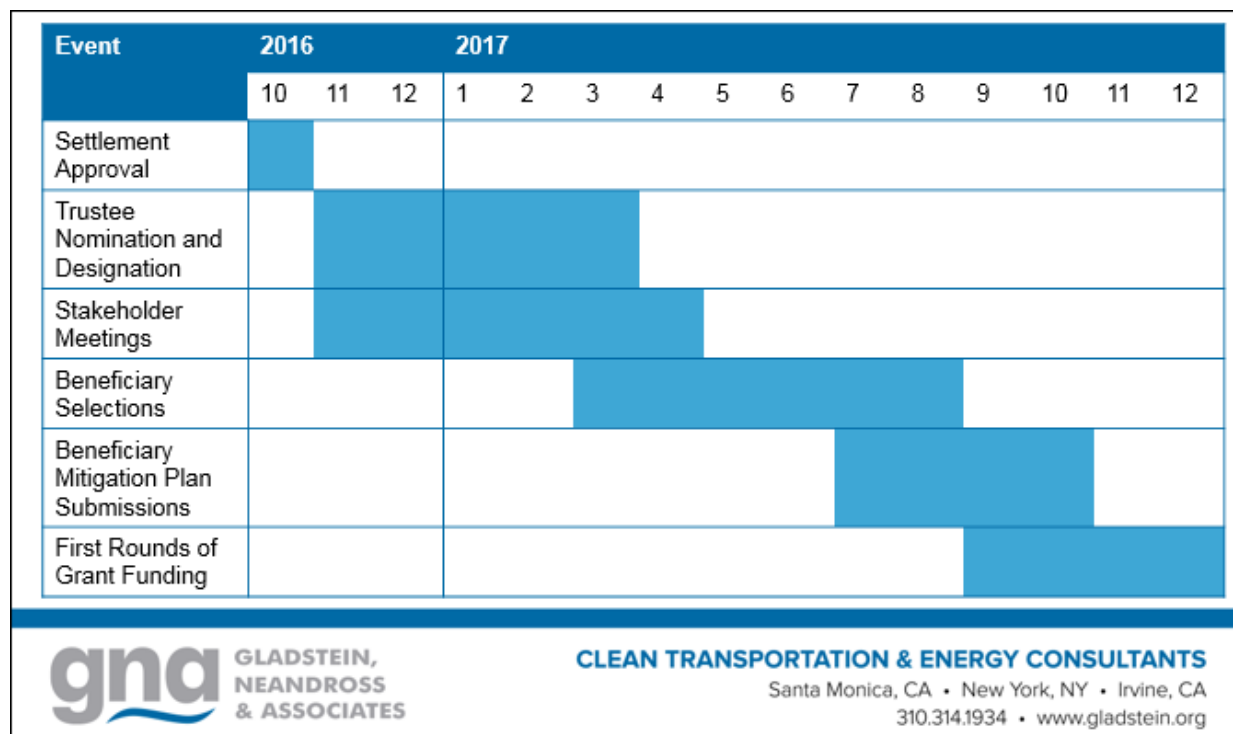
**From:** Brianna Lawrence [<mailto:brianna.lawrence@gladstein.org>]  
**Sent:** Friday, December 02, 2016 1:50 PM  
**To:** Roberts, Hunter  
**Cc:** Joe Annotti  
**Subject:** South Dakota and the upcoming Volkswagen funding

Dear Hunter –

I recently joined the Gladstein, Neandross & Associates team, and I believe you've worked with my teammates around alternative fuel vehicle/infrastructure projects. Given your clean transportation initiatives, I would like to introduce you to my colleague Joe Annotti (cc'd here), who has been leading efforts surrounding the recent Volkswagen Partial Consent Decree. You may recall Joe from a leading role he played in EPA's DERA Program or have seen him featured recently in

[FleetOwner](#) regarding the potential impacts of the VW funds on green trucking efforts.

Our goal is to work with your state's Beneficiary and, given your transportation grant program expertise, was hoping you could point us in the right direction. Please feel to forward this email as you see fit. We fully realize that, based on our expected timetable shown below, you may not yet be able to identify the Beneficiary. In that case, we hope this email serves to get the conversation started.



While we have worked with you over the past several years on grant programs, our company – Gladstein, Neandross, & Associates (GNA) – has tremendous experience in the multiple areas covered by the Partial Consent Decree. Specifically, we can support your state's Beneficiary with the following:

Program Development & Administration	Grant Services	Marketing & Outreach
<p>GNA has developed and administered several of the nation's largest funding programs. We understand agencies' needs to create cost-effective programs that deliver substantial emissions benefits.</p> <p>Our services include:</p> <ul style="list-style-type: none"> <li>• Creation of program parameters, forms and materials</li> <li>• Development and execution of the</li> </ul>	<p>Over the last two decades, GNA's resume of end-user clients and partners comprises some of the largest and most aggressive and progressive alternative fuel vehicle adopters and promoters in the nation.</p> <p>We have extensive experience with helping fleets, technology companies, and infrastructure developers secure funding.</p> <p>GNA will help your agency's</p>	<p>GNA has as a full-service communications team that has on-the-ground experience working with clean transportation and energy stakeholders throughout North America on strategic outreach campaigns.</p> <p>Our services include:</p> <ul style="list-style-type: none"> <li>• Website Development</li> <li>• Event Production</li> <li>• Webinars</li> <li>• Branding &amp; Outreach Materials (Digital &amp; Print)</li> </ul>

<p>customer interface</p> <ul style="list-style-type: none"> <li>• Development and/or review of funding applications</li> <li>• Facilitation of applicant questions</li> </ul> <p><a href="#">Learn More &gt;</a></p>	<p>programs fund only the best projects by bringing only the best applications to your door.</p> <p><a href="#">Learn More &gt;</a></p>	<ul style="list-style-type: none"> <li>• Media Relations</li> <li>• Strategic Partnership Development</li> </ul> <p><a href="#">Learn More &gt;</a></p>
---	---	---

In sum, GNA can help South Dakota develop a cost-effective and innovative funding program that meets the state's environmental and air quality goals. GNA can also support your programs by identifying well-qualified applicants, which will make your review process substantially more efficient. We look forward to working with you and the state's Beneficiary.

Thank you very much, and I look forward to hearing from you soon!  
 Brianna

**Brianna Lawrence**

Associate

424.744.4482 direct

661.917.9687 cell

[Brianna.Lawrence@gladstein.org](mailto:Brianna.Lawrence@gladstein.org)



**CLEAN TRANSPORTATION & ENERGY CONSULTANTS**

[Rethink Methane Symposium](#) | February 21-22, 2017 – Sacramento, CA

[Advanced Clean Transportation "ACT" Expo](#) | May 1-4, 2017 – Long Beach, CA