



Innovative Small E-Fleet Pilot Project (ISEF) New Options Workgroup

June 13, 2025

Agenda

- Background
- Timeline
- Used Truck Voucher Pilot Concept
- Advanced Fleet Management Assistance
- Insurance
- Public Feedback/ Comments

Background

- Launched 2021
- Reduces the purchase price of zero-emission technologies for small fleets
- Provides fleets innovative solutions such as all-inclusive leases, truck-as-a-service, and other mechanisms
- Transactions have involved three primary parties – ISEF Provider, HVIP approved dealer, and an eligible small fleet participant

Timeline

- November 2024: Funding Plan
- January - February 2025: Request for Information
- June 13, 2025: ISEF New Options Workgroup
- Anticipated August 2025: Updated IM Release & Reopen

Exploring New Options

Used Truck Voucher Pilot Concept: Voucher Amounts

- Structure:
 - Percentage of sales price (minus original voucher amount?)
 - Ex: 30%
 - Prorate by miles, battery state of health, total available range, etc.
 - Flat amount (based on vehicle class?)
- What other voucher structures should be considered?

Used Truck Voucher Pilot Concept: Certification

- Verify vehicle condition
 - Battery state of health
 - Available range
 - Physical condition (powertrain)
- Third party process
 - CARB develop criteria
 - Dealers to conduct test and certify

Used Truck Voucher Pilot Concept: Warranty

- Require a warranty
 - Ex. 1 year, 2 years, etc.
 - Require additional mileage under warranty
 - Same additional mileage across weight classes
 - Additional mileage requirement increases based on weight class
 - Additional battery state of health requirement
- Option for extended warranty or service plan - partially paid for by ISEF

Used Truck Voucher Pilot Concept: Fleet Size Cap & Revenue Cap



- Small fleets that own or operate 20 or less vehicles
- Less than \$15 million in revenue

Advanced Fleet Management Assistance

- Technical Assistance post adoption of MHD ZEV
 - Telematics
 - Driver Education
 - Safety
 - Breakdown Assistance
 - Logistics
- What additional assistance should be considered? What is a reasonable cost for this assistance?

Insurance

- Cover initial insurance
 - 6 months, 12 months, etc.
- Other solutions

Data Collection and Strategy to Address ZET Insurance Gaps

CDI collaboration with CARB

- 🚚 CDI Data Collection from admitted commercial auto insurers (*in response to AB 844, 2023*):
 - As of May 2024, around 60 insurers underwrite Drayage Trucks
 - Insurers did not have underwriting restrictions or rating factors specific for ZETs
 - Insurers had not tracked loss data for ZETs
- 🚚 Devised and published a Strategy to address the insurance affordability challenges of MHD ZETs, highlights include:
 - Publish accessible insurance resources
 - Expand data collection and oversight capabilities
 - Engage with international insurance regulators



Strategy to Understand and Address Potential Insurance Gaps for Zero-Emission Medium and Heavy-Duty Truck Technologies

January 2025



Feedback and Ideas



Use the raised hand function (#2 if calling in by phone)



Please state your name and affiliation, if any, before asking a question or making a comment

Contacts

Brianneth Rocha- ISEF Implementation Lead
Brianneth.Rocha@arb.ca.gov

Brandon Rose - ISEF Case by Case Lead
Brandon.Rose@arb.ca.gov