

## **Fiscal Year 2017-18 Clean Off-Road Equipment Voucher Incentive Project Solicitation Applicant Teleconference Questions and Responses**

On February 14, 2019, California Air Resources Board (CARB or Board) staff held an Applicant Teleconference to answer questions regarding the Fiscal Year (FY) 2017-18 Clean Off-Road Equipment Voucher Incentive Project Solicitation (CORE Solicitation). Staff's responses to both the questions received via email before the Applicant Teleconference and the questions asked during the Applicant Teleconference are provided below. Staff encourages applicants to read this document and consider the responses when developing their applications. The following written responses take precedence over any verbal responses provided at the Applicant Teleconference.

**Question 1** (received via email): What is the California Air Resources Board's expectation for cost-share in this project?

### **STAFF'S RESPONSE**

There is no strict or specific requirement for cost-share; however, application scoring will reflect an applicant's cost-share commitment. The details on the scoring criteria are found in Section XI.B, *Proposed Project Budget*, of the CORE Solicitation.

**Question 2** (received via email): Are there page limits for Application Attachment 2: *Proposed Budget*, Attachment 4: *Project Schedule for Implementation*, Attachment 6: *Outreach and Education Plan*, and Attachment 7: *Responses to Additional Questions*?

### **STAFF'S RESPONSE**

No. These particular attachments do not have a page limit. However, applicants should focus on developing proposals that are clear, well-organized, and concise.

**Question 3** (received via email): Would a USB drive be an acceptable format for the electronic copy of the application?

### **STAFF'S RESPONSE**

No. As noted in Section VIII, *Application Instructions*, of the CORE Solicitation, only a DVD or CD will be an acceptable format for transmission of the electronic copy of the application.

**Question 4** (received via email): What is the intent in specifically referencing school districts in Application Attachment 6: *Outreach and Education Plan*? Is the idea to engage school districts as end users and rebate recipients or only outreach spaces?

### **STAFF'S RESPONSE**

School districts are only one of several examples provided as possible stakeholder targets of an Outreach and Education Plan; as such, their inclusion is at the discretion of the Applicant.

**Question 5** (received at Applicant Teleconference): With regard to this project, what type of criteria would I be looking for to apply for this?

**STAFF'S RESPONSE**

The criteria for applying to serve as the CORE *Administrator* are described in the CORE Solicitation package, posted February 1, 2019.

For potential fleet purchasers interested in receiving incentives through a CORE voucher, the application conditions have not yet been finalized. Such criteria will be finalized only after an Administrator has been selected through the current solicitation process. While funding is not yet available through CORE, interested fleet purchasers can review the draft conditions described in Appendix B, *Implementation Framework Document*, of the CORE Solicitation.

**Question 6** (received at Applicant Teleconference): A lot of my equipment is registered under the off-road emission program. So, would I be looking to replace those pieces because they are diesel powered, or is it all off-road equipment, gasoline powered and diesel or even propane?

**STAFF'S RESPONSE**

In order to broaden the market, CORE targets commercialized zero-emission products that have not yet achieved a significant market foothold. CORE will include the following types of equipment: on- and off-road terminal tractors, transportation refrigeration units, forklifts with a lift-capacity greater than 8,000 pounds, container handling equipment, airport cargo loaders, wide-body aircraft tugs, railcar movers, and rubber-tired gantry cranes. Other types of equipment that meet CORE requirements may also be added in the future.

It should also be noted that there will be no scrappage requirements in CORE. That is, an internal-combustion equipment piece will not need to be removed from a fleet in order for that fleet to purchase zero-emission equipment through CORE.

**Question 7** (received at Applicant Teleconference): So for this project, that list [provided in response to Question 6] is what I would be looking to source with electric-powered vehicles?

**STAFF'S RESPONSE**

Yes.

**Question 8** (received at Applicant Teleconference): The CORE Solicitation includes requirements for language-specific and culturally appropriate materials on page 6? Does CARB have a list of languages that materials are expected to be available in and does CARB have access to translators?

**STAFF'S RESPONSE**

No, CARB does not have a predetermined list of languages. CARB will evaluate the need for materials in languages other than English throughout the development and implementation of CORE. If, and when, such materials are required, they shall be developed by the Administrator (CARB will not provide translation services for such materials). All CORE materials developed by the Administrator will be evaluated by CARB staff for accuracy and appropriateness.

**Question 9** (received at Applicant Teleconference): Should project subcontractors complete Application Attachment 9, *Confidentiality Statement*, or Attachment 10, *Confidentiality Agreement*?

**STAFF'S RESPONSE**

No, this requirement is solely the responsibility of the applicant. However, subcontractors will be required to enter into a confidentiality agreement with CARB before an Administrator can enter into subagreements with those entities. The key distinction is that this step is not necessary at the time of application, but it is expected to take place after an Administrator has been selected.

**Question 10** (received at Applicant Teleconference): With regard to Application Attachment 7, *Responses to Additional Questions*, question number 4 refers to metrics to show progress towards commercialization for each equipment type that is eligible under CORE. What is CARB's expectations that the eligible equipment types included in CORE are expected to be commercialized?

**STAFF'S RESPONSE**

The purpose of CORE is to serve as a catalyst for adoption of early commercial technologies. While eligible equipment must be commercial ready, CORE's intent is to fund equipment that has not yet achieved a significant market foothold. In order to track the progress of CORE eligible equipment toward greater market availability, acceptance, and penetration, metrics of success must be identified by applicants in their CORE application.