

# **First Applicant Teleconference Questions and Answers for the Joint Solicitation for Statewide Clean Cars 4 All and Financing Assistance Project**

**March 3, 2023  
Fiscal Year 2022-23**

## **Introduction**

On March 3, 2023, California Air Resources Board (CARB) held an Applicant Zoom Teleconference to answer questions regarding the Fiscal year (FY) 2022-23 Joint Solicitation for the Statewide Clean Cars 4 All (CC4A) and Financing Assistance (FA) Project (solicitation). The solicitation is for an administrator to administer and implement a statewide CC4A and FA program for the FY 2022-23 Funding Plan for Clean Transportation Incentives (Funding Plan). The total funding available under this solicitation is \$205.5 million with an additional possibility of \$10 million to support the implementation of the Zero-Emission Assistance Program (ZAP).

The Statewide CC4A and FA projects will encourage and accelerate the adoption of on-road light-duty zero- and near-zero-emission vehicles in California lower-income households. These advanced technology vehicles have a higher upfront cost which can be a significant barrier to vehicle ownership for many lower-income consumers. The goal of these projects is to provide cash incentives (such as purchase price buydown), facilitate access to affordable financing options, and provide Electric Vehicle Supply Equipment (EVSE) home installation or charge card incentives for lower-income consumers throughout California to purchase or lease these vehicles by providing low-cost loans and vehicle price buy-down grants.

The questions answered in this document include those received via email before the teleconference and questions asked during the teleconference. The responses below provide more written detail than what was discussed at the teleconference. The following written responses take precedence over verbal responses provided during the teleconference.

## **Application Submission**

Please follow the instructions listed in the body of the joint solicitation to submit an application. The application package must be submitted, and CARB must receive it before March 24, 2023.

## **Questions and Written Responses**

The following questions have been categorized into four sections: Clean Cars 4 All, Zero-Emission Assurance Program, Financing Assistance Program, and Miscellaneous.

## Clean Cars 4 All

**Q. As the statewide CC4A program is only available to 10% of income-eligible consumers, due to geographic program restrictions, is the joint program expected to only coordinate outreach in those counties where the statewide CC4A program is available? Will outreach funded by the CC4A admin budget be restricted to the 10% of potentially eligible consumers statewide (based on geographic restrictions?)**

A. Currently there are implementing air districts expanding to serve all areas of their respective jurisdictions and the statewide program will serve areas of the state that are not represented by a participating air district. Funding for outreach should be focused on communities and households who will be eligible for the statewide program. Once the statewide program is open, there will no longer be any geographic restrictions on the program. There will still be a need for the program administrators to coordinate with the existing air districts that are currently implementing their Clean Cars 4 All programs.

**Q. What is the expectation that the administrator is expected to have with the Bureau of Automotive Repair (BAR)?**

A. As per statutory requirements, the Clean Cars 4 All program is directed to have participating scrap-designated vehicles go to a BAR-certified dismantler. The administrator will assure that there will be enough dismantler coverage throughout the state and work with BAR to facilitate dismantler coverage.

**Q. What is the needs-based model defined as and what implications and expectations does that have on the solicitation developments?**

A. During last year's public process, CARB identified and framed the key high-level criteria that should be the basis of the needs-based model. When it comes to implementation and execution, CARB will rely on the expertise and innovations of potential applicants to best demonstrate how their proposals will align with the needs-based model. Needs-based model implementation details and framework can be found [here](#).

## Zero-Emission Assistance Program (ZAP)

**Q. Please provide an overview of ZAP?**

A. ZAP was established by AB 193 (Cervantes, Chapter 363, Statutes of 2018) to help lower-income Californians reduce the risk of buying a used ZEV by providing a rebate or vehicle service contract for the replacement battery or fuel cell component. This new project will be funded by the \$10 million allocated by last year's State Budget and complements equity projects, such as Clean Cars 4 All and Financing Assistance, by helping to alleviate low-income residents' concerns about premature battery degradation resulting in reduced vehicle performance, vehicle depreciation, and costly repairs. CARB has not yet started designing the program but will do so over the next year. Given the nature of the joint solicitation and respective vehicles, there is an opportunity for possible integration of all three programs.

**Q. How far in detail does CARB expect potential applicants to address the ZAP component of the joint solicitation?**

A. CARB is not looking for applicants to design the program but there is a possibility that ZAP will be closely tied to both the Financing Assistance and statewide Clean Cars 4 All. Applicants should consider if ZAP can be accounted for within the proposed budget with the acknowledgment that there is potential for \$10 million to implement ZAP and that implementation costs are consistent even with ZAP's inclusion. If ZAP does become a more complex project, then CARB will issue a separate solicitation for ZAP.

## **Financing Assistance Program**

**Q. The previous statewide Financing Assistance program had a 23% admin budget. The new program will be considerably more labor-intensive given the community-based organization (CBO) needs-based model with a less than 20% admin budget. Given this, what is the purpose of Access Clean California?**

A. The previous FA projects were pilot and at the beginning and the implementation, costs were higher because the allocations were significantly smaller than what is included in this solicitation (\$1M for DCAPO and \$5M for CVAP versus \$205.5M in this solicitation.).

Outreach and education should be outsourced to CBOs where feasible. CARB recognizes that may result in higher implementation costs, which is why 20 percent was identified, as opposed to under 10 percent, which is what most of the larger statewide programs typically receive.

The purpose of Access Clean California (ACCess) is to streamline, coordinate and support community-based outreach for, and access to, all of CARB's consumer-focused clean transportation incentives for individuals and families. Through its statewide network of community-based outreach partners and centralized Benefits Finder application web tool, ACCess helps individuals learn about and kickstart applications to various incentive programs, which facilitates the stacking of multiple incentives to lower the overall cost of purchasing and driving an EV. A strong applicant will propose innovative and cost-effective solutions for coordination with other CARB programs including ACCess.

## **Miscellaneous**

**Q. How would CARB ensure fairness in the review process?**

A. All solicitations are built from a standardized template with the scope of work built to structure what CARB needs from potential applicants. CARB builds interdisciplinary and diverse teams that can include but are not limited to research and VMT-focused expertise to ensure non-bias scoring for this solicitation, CARB will have 5 staff from across different programs within CARB, 2 of whom have experience with incentive programs.

**Q. Is it possible to share the list of current attendees for possible collaboration purposes?**

A: CARB cannot provide the list as it was not announced in the notice. However, if there are interested parties, please reach out via email and CARB can share your contact information with other interested parties.