



Advice and Insights on Switching to Zero-Emissions Vehicles

What is CFA?



Cal Fleet Advisor Mission

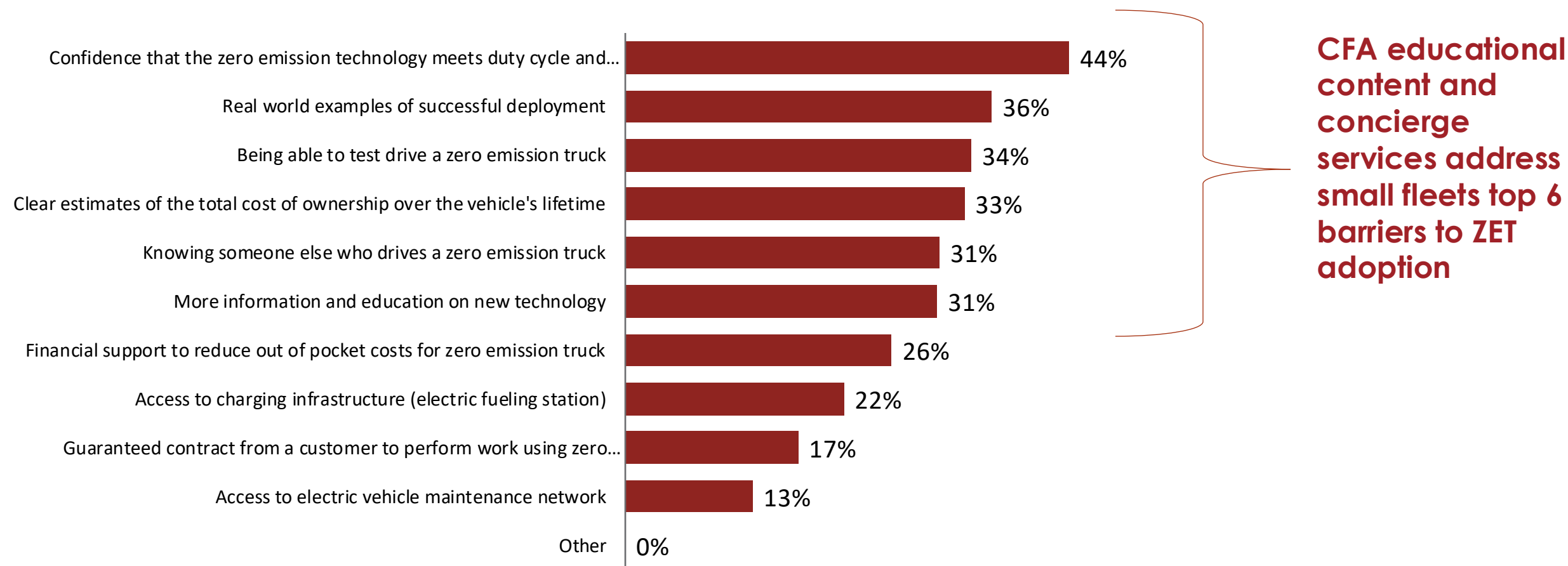


Cal Fleet Advisor's mission is to provide **no-cost education, technical assistance, and referrals** to enable **California's medium- and heavy-duty fleets of any size** to switch to **zero-emissions vehicles**.

What Assistance is Needed?



Over 400 small fleets were asked "which of the following would help you feel more comfortable adopting a zero-emission truck? The results:



Source: March 2022 the NGO Dream Corps Green for All published a report that focuses on the role that small fleets play in the Zero-Emission Trucks (ZETs) transition. Green for All evaluates 446 digital survey responses from small fleets

Cal Fleet Advisor



- Administered by CALSTART on behalf of CARB
- Funded by HVIP
- Provide Technical Assistance to all California MHD fleets
- Prioritize small fleets, drayage, and disadvantaged communities
- Collaborative approach to fleet assistance – learn about fleet needs and provide fleet-specific advice



How We Help



- **Provide** concierge-style assistance to help fleets overcome electrification challenges
- **Address** fleet's specific needs – not a one-size-fits-all approach
- **Focus** on straightforward solutions to stated issues
- **Apply** lessons to future fleet assistance
- “Everything they need, and nothing they don’t.”



Who We Serve



- Any on-road medium- or heavy-duty commercial fleet in California
 - 8,500lbs-82,000lbs
- Currently working with fleets from 0 trucks to 52,000
- Includes trucks, vans, and buses
 - Now with 100% more school bus!
- Emphasis on small fleets <20 and Disadvantaged Communities (DAC)

Benefits to Fleets



- **Gain** an understanding of how they can benefit from switching to ZEVs
- **Access** to financial, infrastructure, and logistical tools that can help the fleet make informed ZEV purchases
- **Learn** from experts in ZEV transition on incentives, technology, and regulations
- **Get quick answers** and referrals to:
 - Dealers
 - Utilites
 - Regulation resources
- **Access** to incentive funding & HVIP guidance

What Cal Fleet Advisor Does Not Do:



- Electrical Engineering/Planning/Permitting
 - We can help with total power needs and level 2 vs level 3 chargers
- Grant Writing
- Regulatory Compliance Determinations
 - Refer to CARB or appropriate agency
- Play favorites
 - Referrals are at fleet request
- Enforce Regulations

How to Use CFA



1. **Fill out** the simple form at calfleetadvisor.org
2. **Talk** about your fleet's needs with your advisor
3. **Get recommendations** for vehicles, charging, and incentives
4. **Ask** for referrals to utilities, dealers, and project partners
5. **Get incentives** tailored to your fleet
6. **Start using your ZEVs and save on fuel, maintenance, and more!**



Getting Started with ZEVs



All Fleets: Best Practices



- Contact utility early
- Use incentive programs before regulatory requirement
 - CARB generally incentivizes proactive steps, not compliance
- Select most cost-effective charging option that still gets the job done
- Review duty cycle - can changes be made to reduce charging/payload/range needs and still meet requirements?
- Check public charging/fueling options
 - Opportunity Charging during driver breaks, loading stops



- **Battery Electric MHD Vehicles**

- Typically weigh more
- Lower payload capability
- From 1-10 hrs to charge
- Typical Range 100-250 miles
- Less expensive to purchase and fuel than Hydrogen

- **Hydrogen Fuel Cell MHD Vehicles**

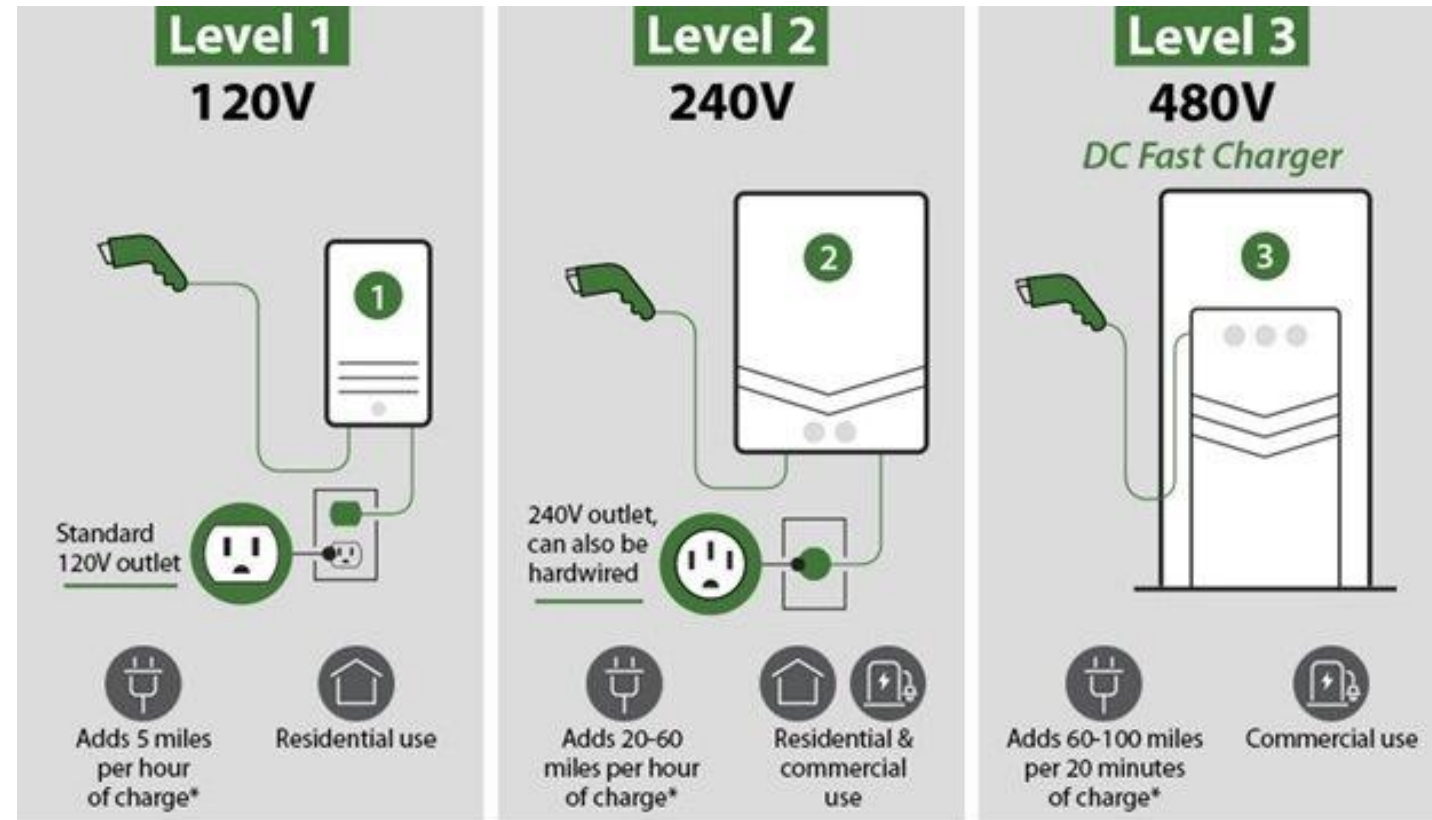
- Weigh more than diesel, but less than BEV
- Standard payload capability
- ~20min fueling time
- Range up to 400 miles
- More expensive to purchase and fuel
- Hydrogen sourcing concerns



ZEV Charging Considerations



- Cost
- Power supply (240v/480V)
- Electric rate structure
- Quantity of vehicles
- Time of use
- Sequential vs simultaneous
- Duty Cycle

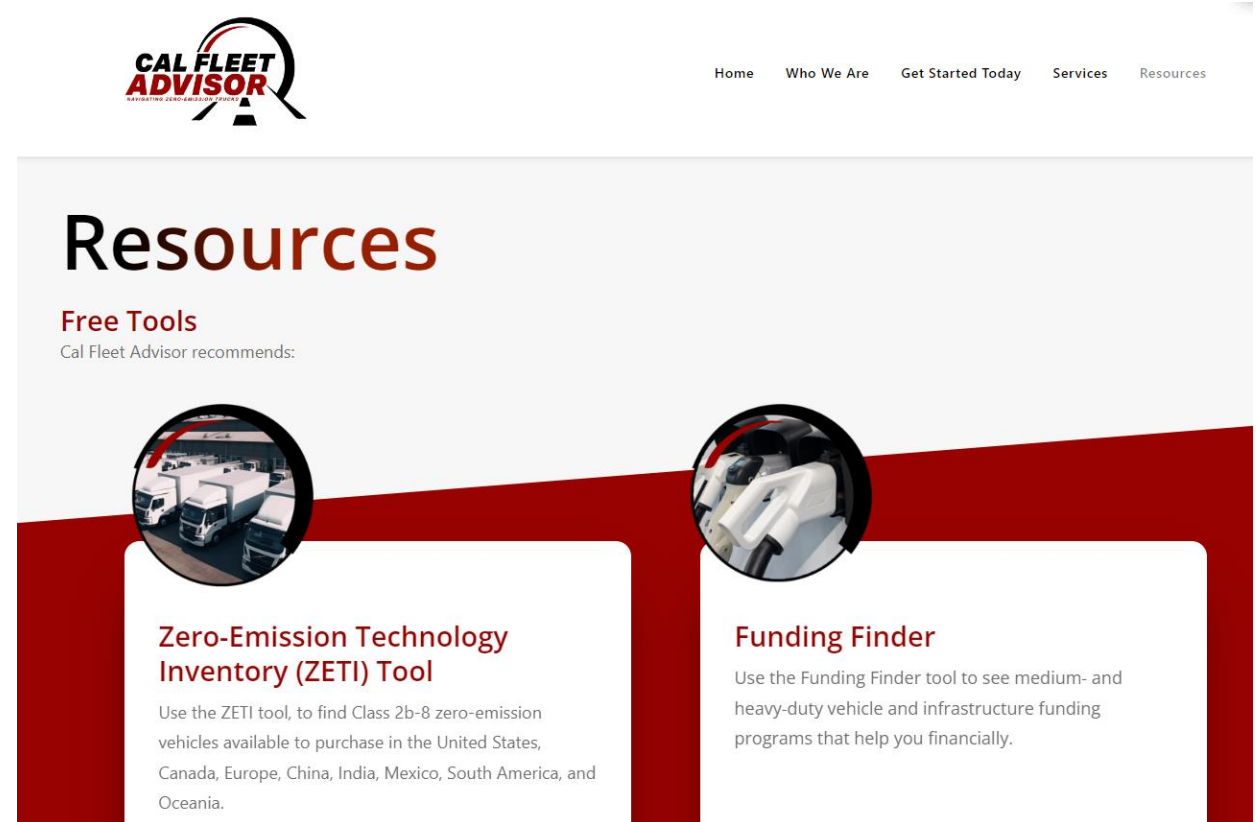


Graphic from <https://www.aedesign-inc.com/blog/2021/9/23/ev-charging-101>

Resources



- HVIP Vehicle Catalog
- ZETI Tool
- PG&E MSRP List
- SCE DRPEP Tool
- Funding Finder
- CARB Regulatory Resources
- MHD Infrastructure Map



Access a suite of resources at: <https://calfleetadvisor.org/resources/>

Popular Incentives



- **HVIP/ISEF**
 - “Cash on the hood”
 - Increased amounts for small fleets, DAC, drayage, and more
- **Carl Moyer**
 - Requires scrapping older diesel vehicle
 - Administered by AQMD
- **VW Diesel Fund**
 - Requires scrapping older diesel vehicle
 - Stackable with HVIP
- **Tax Credits (2025 tax year)**
 - Commercial clean vehicle credit up to \$40k
 - Up to 30% for infrastructure
 - Direct pay for municipalities
- **Funding Finder**



Resources for Switching



Q&A

Scan Here to enroll
at no-cost today!



www.CalFleetAdvisor.org

888-TRY-A-ZEV (888 879 2938)

CalFleetAdvisor@CaliforniaHVIP.org