



Fiscal Year 2018-2019 Low Carbon Investments Grant Solicitation



Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP)

List of Applications Received

December 2, 2019

The Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) solicitation was open for applications October 4, 2019 through November 18, 2019. Materials are available for reference online at https://ww2.arb.ca.gov/our-work/programs/low-carbon-transportation-investments-and-air-quality-improvement-program/low. CARB received two applications. Applicant information listed below is in alphabetical order.

Table with 2 columns: Applicant Name, Requested Amount for Project Administration. Rows include CALSTART (\$7,838,113) and Center for Transportation and the Environment (\$5,240,422).

Project Summaries are provided by applicants and are not reviewed, edited, or endorsed by the California Air Resources Board.

Applicant Name: CALSTART

Who we are: CALSTART, a national clean transportation nonprofit organization and its partner Tetra Tech, have led HVIP's first decade of success in transforming the transportation market to the cleanest medium- and heavy-duty vehicles while advancing progress toward California's climate change goals.

Our Vision: Through its rapid growth, resonance and leadership, HVIP has become – and must continue to be – the tip of the spear that builds market demand and increased commercialization for advanced vehicle technologies, in California and by example, worldwide.

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improvements to address barriers via outreach, implementation and administration. At the same time our deep experience allows us to reduce administrative costs by \$2M, funds which can be reallocated to support additional vouchers and new initiatives.

Project Goals and Target Outcomes: The overall goal is to cost-effectively and efficiently manage HVIP with the mission of transforming the marketplace for near to zero-emission vehicles. The administration of HVIP is organized into five main tasks: 1) Program Planning and Development; 2) Education and Outreach; 3) Voucher Distribution and Planning; 4) Record-Keeping and Reporting; and, 5) Transition. CALSTART has a verifiable record of implementing within these tasks all the required elements of CARB policies and procedures into its administration of HVIP and will continue to do so, while continuing to look for areas to enhance and improve. In FY 2019-20, program enhancement activities will include:

- Conducting: a) market demand and needs analysis to inform funding and investment plans; b) a market penetration study by sector; c) a component cost study; d) a zero-emission vehicle infrastructure heatmap and,
- Working with: a) CARB to evaluate and adjust voucher funding levels; b) Air Districts and other funding partners to secure funding for demand not met by HVIP in FY 19-20; c) Environment Justice organizations, government and industry partners to enhance DAC outreach and engagement;
- Developing: a) an economic report of companies and jobs for the next funding plan; b) strong business case resources; c) a new Three-Year Plan and "dashboard" to track its progress; d) an online Funding Finder with all available MHD funding, and
- Launching: a) new HVIP Champions initiative to enhance outreach; b) redesigned Voucher Processing Center; c) Transforming Trucks Campaign; d) Infrastructure Support Initiative; e) a multi-stakeholder Infrastructure Working Group; f) a Digital Outreach and Engagement Initiative; g) an All-Inclusive Lease Option Initiative for potential adopters; h) Workforce Development Workgroup and,
- Evaluating: a secondary lease market for ZEVs that may provide a less expensive solution for fleets.

Our Partners: Tetra Tech is CALSTART's trusted and reliable partner in voucher administration. Environmental Defense Fund (EDF) will collaborate with CALSTART to launch an HVIP Champions Initiative to build project ambassadors for targeted industry and community outreach in DACs. Green Information Network will support the new 3 year-plan dashboard and data visualization. Sikich will redesign the Voucher Processing Center integrating Salesforce. Ravin Energy will provide infrastructure consultation as part of our Infrastructure Support Initiative. Industrial Economics will serve as our market intelligence partner to evaluate market development and growth needs.

Implementation Budget: The requested project implementation budget is \$7,838,113 (5.6%).

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Applicant Name: Center for Transportation and the Environment (CTE)

Project Team Partner: Center for Sustainable Energy (CSE)

Project Title: *Center for Transportation and the Environment HVIP Application FY19-20*

Project Scope and Objective: To efficiently administer an effective voucher incentive program.

Project Description

Methods to be employed: CTE and CSE are seeking to administer CARB's HVIP as an effective voucher incentive program intended to encourage and accelerate the deployment of zero-emission and other clean medium- and heavy-duty vehicles and technologies. The project's strength lies in its team member experience in the advanced heavy-duty vehicle market, in its relationships with the advanced medium- and heavy-duty vehicle industry stakeholders, in its involvements in advanced medium- and heavy-duty vehicle and component commercialization, and in its demonstrated ability to effectively administer CARB's Clean Vehicle Rebate Project (CVRP).

CTE and CSE will lead a collaborative process with CARB to update the Implementation Manual and Terms and Conditions, similar to the iterative process CSE manages with CARB staff for CVRP. The ultimate outcomes of this program are the efficient and effective administration of this incentive program in order to significantly increase the acceptance and deployment of hybrid and zero-emission medium- and heavy-duty vehicle technology and to support the HVIP goal of at least 50 percent of HVIP funding supporting vehicles domiciled in disadvantaged communities. Program administration, public outreach, and education of stakeholder groups are critical components to sustaining an effective HVIP program and will build off of the success and lessons learned of CVRP. As such, CTE and CSE's outreach efforts will provide strategic education and necessary resources to equipment dealers, manufacturers, fleets, and fuel partners in order to maximize voucher usage.

Potential benefits and outcomes: Funding through the HVIP Program will allow:

- end-users to purchase advanced medium- and heavy-duty vehicles at a price that is competitive with conventionally-fueled equivalents;
- end-users to purchase larger quantities of advanced technology vehicles and take advantage of supply chain benefits, such as economies-of-scale cost reductions;
- vehicle and component manufacturers to gain market share in industries where advanced medium- and heavy-duty vehicles are not widely adopted.

Additionally, the project:

- supports and advances California's long-term air quality and climate change goals;
- provides hybrid and zero-emission vehicle options for end-users in targeted deployment zones, like Disadvantaged Communities (DACs);
- keeps California funds local (CTE and CSE have facilities and staff in California).

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Major participants: Center for Transportation and the Environment (CTE) is partnering with Center for Sustainable Energy (CSE) and California Air Resources Board (CARB).

Requested amount for project administration: \$5,240,422