



Grants and Innovative Funding Approaches

NEDC Partners Meeting

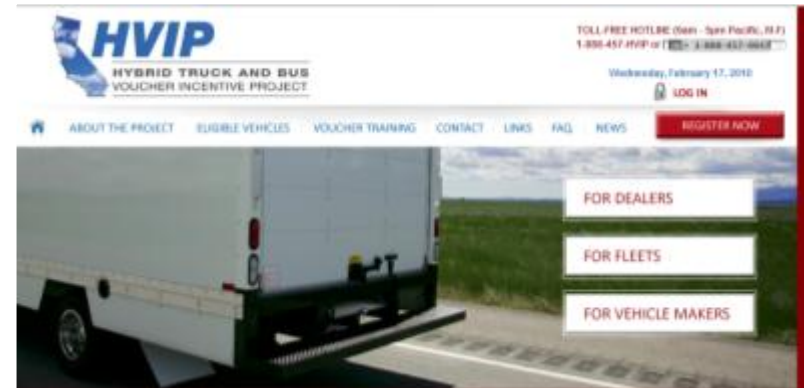
September 12, 2013

Tom Brotherton



Smart Incentives to Move the Market: States Leading

- Tax credits at federal level have expired
- BUT: California has vouchers for hybrid & electric trucks; rebates for NG and propane
- New York has \$19M voucher program for hybrid, electric and NG trucks
- Chicago launching \$11M voucher program for electric trucks



www.californiahvip.org



California – Hybrid and Electric Trucks

- » \$55 million in incentives over 3-1/2 years
- » Vouchers target ~ 50% of incremental cost
 - » Base vouchers from \$8-45k
- » 1,700 vouchers issued
- » Additional voucher funding coming in 2014
- » Major fleets have focused on CA for clean truck deployment because of funding

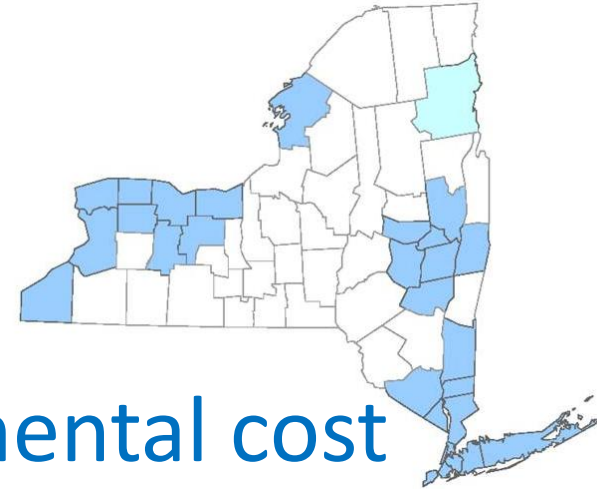
Real success requires broader coverage – CA market is getting “saturated”

California NG and Propane Incentives

- Administered by California Energy Commission
- \$12m solicitation expected spring 2013
- \$12m planned for 2014 also
- But solicitation process is cumbersome and fleets have uncertainty of funding availability

New York State - Electric Vehicle

- » Class 3-8 electric trucks
- » \$9 million in incentives
- » Vouchers for **80%** of incremental cost up to **\$60,000** per eligible vehicle
- » For 30 non-attainment counties
- » NYSERDA Program using CMAQ funding from NY State DOT
- » Administered by CALSTART
- » Available NOW!



New York City - Alt Fuel Vehicle

- » Class 3-8 CNG, hybrid, electric trucks
- » \$6 million in incentives
- » Vouchers for **80%** of incremental cost up to **\$40,000** per eligible vehicle
- » **Private fleets** only
- » Must operate 70%, domicile in NYC
- » NYSERDA Program using CMAAQ funding from NY City DOT
- » Administered by CALSTART
- » Will launch fall 2013

New York City - Diesel Retrofit

- » Diesel emission controls for Class 3-8
- » \$4 million in incentives
- » Vouchers cover **80% of cost**
- » **Private fleets** only
- » Must operate 70%, domicile in NYC
- » NYSERDA program using CMAAQ funding from NY City DOT
- » Administered by CALSTART
- » Will launch in 2013

Chicago E-Truck Vouchers

- » \$11m in voucher funding
- » Launches fall 2013
- » Voucher amount based on battery size
- » Targets 60% of incremental cost
- » Private and public fleets
- » Targets 250 vouchers

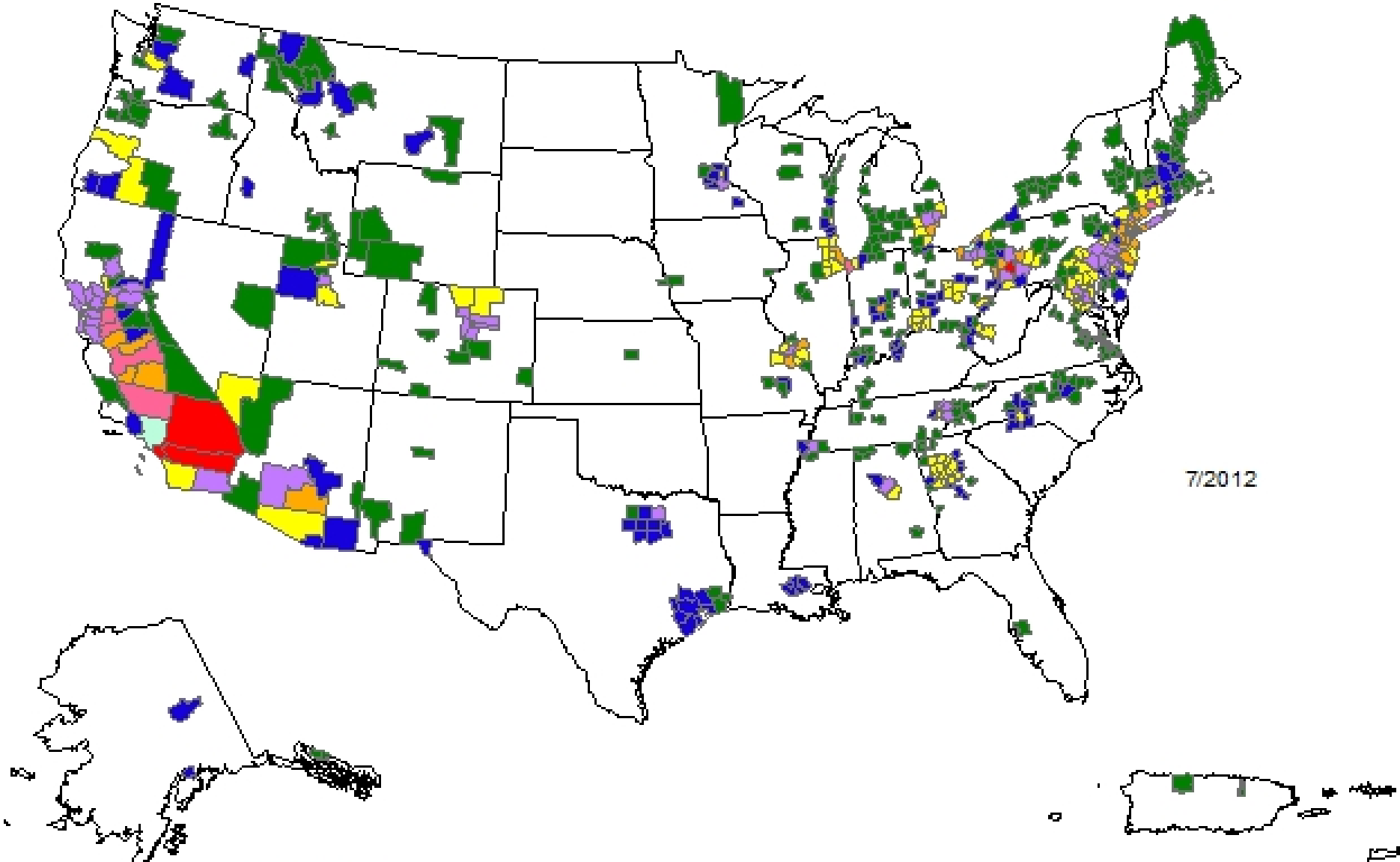
Why Vouchers over Tax Credits and Other Options?

- Change economics at point of purchase, effectively reducing purchase price
- All fleets can take advantage
 - Includes tax-exempt fleets
 - Directly impacts budget for fleet manager
- Simple and easy to understand!
- Industry surveys and studies confirm vouchers are best purchase incentive option

The New Model and Opportunity

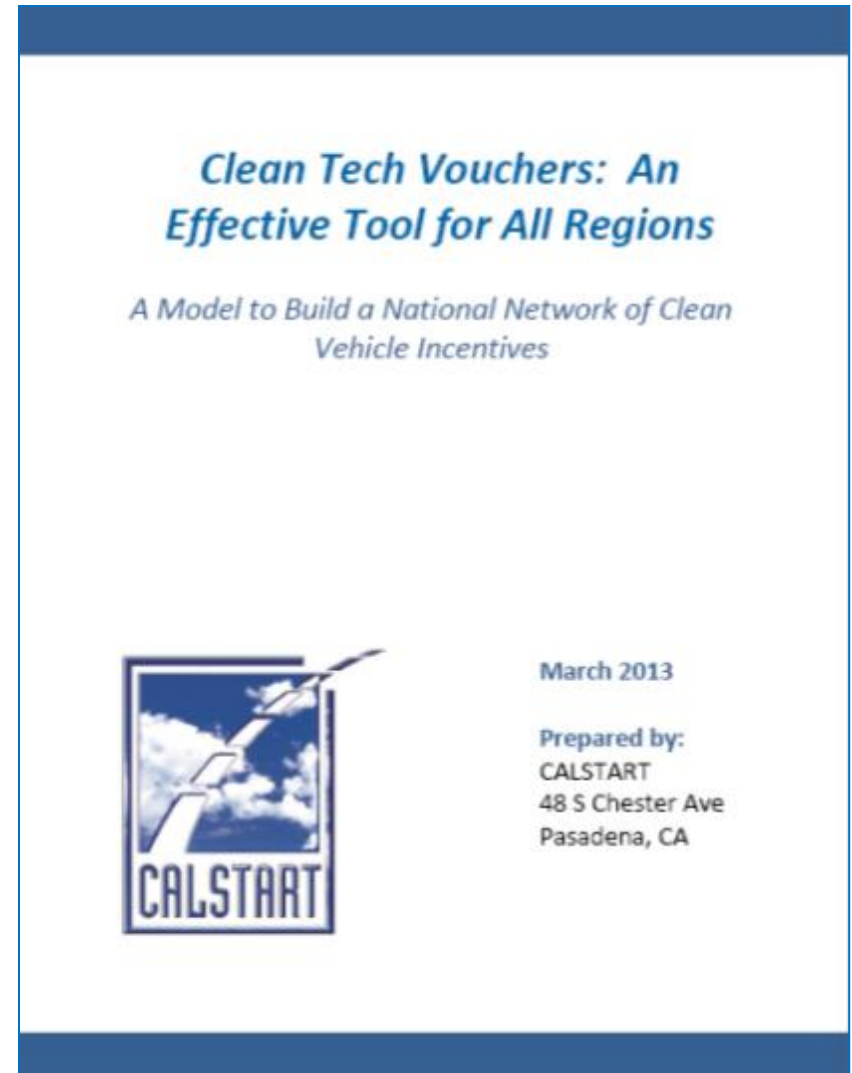
- CMAQ Funds can be used in a voucher program – makes it easier to start (do not need own funds)
- NY, Chicago using this approach
- They have now set the “template”
- Other regions (cities/states in some cases) can/should be encouraged to make use of this structure

Nonattainment Counties



Making the Case

- CALSTART white paper outlines value of vouchers
- Also provides case study of first voucher state; new voucher regions starting; identifies possible federal funds
- Outlines framework of national incentive network that could be made up of regional voucher programs



Contact

Tom Brotherton

CALSTART

303-825-7550 x1

tbrotherton@calstart.org

