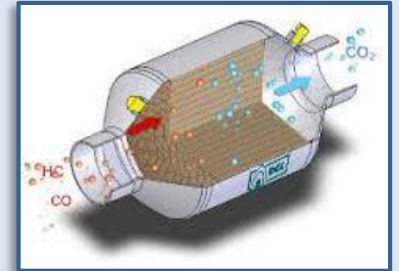


Welcome to the New York Clean Truck Incentives Webinar! December 12, 2013



Today's Goals and Objectives

- Present Funding Initiatives for Clean Trucks
- Provide Important Information to Participate
- Promote the Adoption of Clean Vehicle Technologies
- Inspire Partnership Development
- Build Cleaner and Sustainable NY Communities

Thanks to our Friends!



Webinar Presenters



NEW YORK TRUCK
Voucher Incentive Program®



New York Truck – Voucher Incentive Program

Alycia Gilde, Project Leader, CALSTART

\$19 Million for Alternative Fuel Vehicles and Retrofits



Hunts Point Clean Trucks Program

Susan McSherry, Program Manager, NYCDOT

\$15 Million for New Diesel, Alt. Fuels Vehicles and Retrofits



Micro-Lending for Clean Trucks

Marco Fiallos, Loan Consultant, ACCION

Low-Interest Loans and Grants for New Trucks and Retrofits

ACCION

New York Truck Voucher Incentive Program

Alycia Gilde, NYT-VIP Project Leader, CALSTART



NEW YORK TRUCK
Voucher Incentive Program®

Overview

- I. What is NYT-VIP
- II. How it Works
- III. Funding Options & Eligible Technologies
- IV. How to Participate
- V. Contact the VPC Today!

Launched on August 9, 2013



NYT-VIP Informational Workshop
on September 9, 2013
at Frito Lay, Brooklyn, NY

II. What is NYT-VIP

- \$19 Million Incentive Program
 - Alternative Fuel Vehicles
 - Diesel Emission Control Devices
- 3 Year CMAQ Funded Program
- Partnership between NYSERDA, NYSDOT, NYCDOT and CALSTART
- First Come – First Served!

Goals and Objectives

- Technology Advancement
- Partnership Development
- Clean Air and the Environment
- Energy Independence
- Global Leadership



III. How NYT-VIP Works

OEMs, Vendors and Fleets are Invited to Participate!

How it works -

OEMs – Seek approval for “Vehicle Eligibility”

Vendors – Become an “Approved Vendor”

Fleets – Work with an “Approved Vendor” to submit a
Voucher Request

A Streamlined Approach

...how it works (continued)

- Offer incentives through a purchase voucher
- Cost of technology reduced at time of purchase
- Approved Vendor submits a Voucher Request
- Use of pre-established Voucher amount
- Voucher Redemption upon vehicle delivery

IV. Funding Options & Eligible Technologies

New York Truck – Voucher Incentive Program (NYT-VIP)

Comprises of Three Funds:

1. New York State Electric Vehicle – Voucher Incentive Fund (NYSEV-VIF)
2. New York City Alternative Fuel – Voucher Incentive Fund (NYCAFV-VIF)
3. New York City Diesel Emission Reduction – Voucher Incentive Fund (NYCDER-VIF)

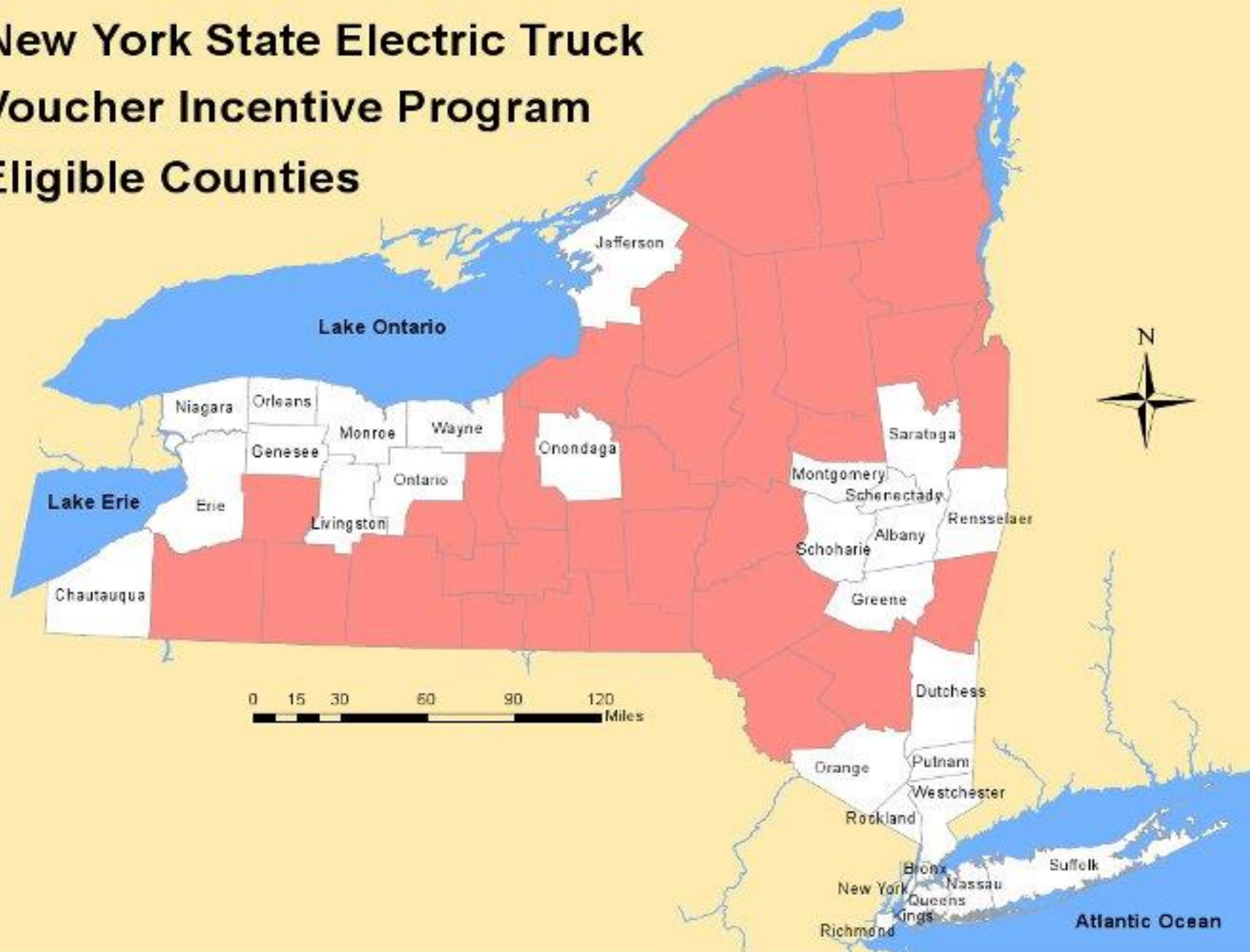
NYSEV-VIP: *Advancing All-Electric Vehicles*

Now Accepting Vouchers!

- \$9 Million for EVs
- 80% Incremental Not to Exceed \$60,000
- Vehicle Class 3 to Class 8 (GVWR 10,001 lbs. and higher)
- Private, Public and Non-Profit Fleets
- Domiciled and Operate 70% time in 30 Non-Attainment NY Counties



New York State Electric Truck Voucher Incentive Program Eligible Counties



NYCAFV-VIF: *Efficient and Clean Alternatives*

[EVs, Hybrid-Electric, CNG, & CNG Conversions]

- \$6 Million for Alternative Fuel Vehicles
- 80% Incremental Not to Exceed \$40,000
- Class 3 to Class 8 (GVWR 10,001 lbs. and higher)
- Private and Non-Profit Fleets
- Domiciled and Operate 70% time in five boroughs of NYC



NYCAFV-VIF: *Important to Keep in Mind...*

- Program Fund Launching Soon!
- Bi-Fuel or Dual Fuel are NOT Eligible Technologies
- Will NOT Accept Purchase Orders with Date's Prior to Program Release
- A Vendor Approved for NYSEV-VIF Must Also Be Approved for NYCAFV-VIF



NYCDER-VIF: *Emission Solutions for Cleaner Air*

[Level 1, 2 and 3 DECDs]

- \$4 Million for Diesel Emission Control Devices
- 80% of Total Cost of Technology and Installation
- Class 3 to Class 8 with Engine MY 2006 and Older
- Private and Non-Profit Fleets
- Domiciled and operate 70% time in five boroughs of NYC



IV. How to Participate

- Your **Five** NYT-VIP Must Haves
- NYT-VIP Application Process
 - OEMs
 - Vendors
 - Fleets
- Voucher Request & Redemption Process
- Semi-Annual Reporting

5 NYT-VIP must-haves!

...how to participate (continued)

1. NYT-VIP Website (<https://truck-vip.ny.gov>)
2. Vehicle or Technology Eligibility
3. Implementation Manual
4. Needed Forms and Information
5. Voucher Processing Center

Manufacturers

Have Your Vehicle Approved for Vehicle Eligibility!

Who Can Apply:

OEMs – EVs, Hybrid-Electric,
CNG Vehicles and DECDs

How to Apply:

1. Download Vehicle Eligibility Form
2. Submit Form and Incremental Cost Information to VPC
3. Contact VPC for Support

Needed Information:

- **Vehicle Eligibility Form**
 - Alternative Fuel Vehicle
 - Diesel Counterpart
- Incremental Cost
- MSRP Price Sheets
- Warranty Provisions
- After Sales Service

Vendors

Become an Approved Vendor to Submit a Voucher Request!

Who Can Apply:

A vehicle or equipment supplier or dealer, conversion company, or OEM factory.

How to Apply:

1. Download Vendor Application Packet
2. Submit Complete Application to VPC
3. Contact VPC for Support

Needed Information:

- Vendor Request Form
- Vendor Agreement
- W-9 Form
- EFT Bank Form

Fleets

Benefit from NYT-VIP Incentives!

Fleet Eligibility:

- Class 3 to Class 8 Trucks/Buses (Leased or Owned Vehicles)
- Regular Service in Specified Non-Attainment Areas
- No more than 25% of Fund
- Submit Annual Fleet Usage

New York State Fund

- Public, Private, & Non-Profit

NYC Funds

- Private & Non-Profit

How to Apply:

1. ID Eligible Vehicle/DECD on Website
2. Work with Approved Vendor
3. Submit Voucher Request through Approved Vendor

Voucher Request

Submit a Voucher Request:

1. Download Voucher Request Form
2. Complete Voucher Request with Fleet (Vehicle Purchaser)
3. Submit to VPC for Pre-Approval
4. Once Pre-Approved, Submit Sign Documents and Forms
5. Contact VPC for Support

**** Note: Incentive funding is reserved for the requester at the time of voucher request.***

Needed Information:

- Voucher Request Form
- Vehicle Purchaser T&C
- Vehicle Purchase Order
- Expected Delivery Date
- VIN
- Vehicle Serial Number
- Fleet Vocation
- Use of Other Incentives

Voucher Redemption

Once Vehicle Purchaser Receives New Vehicle

Redeem a Voucher:

1. Download Voucher Redemption Form
2. Submit Complete form to VPC for Pre-Approval
3. Once Pre-Approved, Submit Sign Documents and Forms
4. Contact VPC for Support

Needed Information:

- **Voucher Redemption Form**
- Vehicle's Delivery Bill of Landing
- Final Signed Invoice
- DMV Registration
- DMV Tags
- Vehicle Line Setting Ticket
- Vehicle Inspection Report

Program Sustainability

Ensure Compliance to Meet Clean Air Goals

Fleet Semi-Annual Reporting Requirements

- Fleet Owner/Leased Operator Submit Semi-Annual Report
- 3 Years Reporting Timeline
- Information Requested on VMT, Proof of Vocation, and Fuel Consumption or Maintenance of DECD

Contact the VPC Today!

3 - Ways to Obtain Information and Support!

1. NYT-VIP Website (<https://truck-vip.ny.gov>)
2. Toll Free Hotline – (855) MY-NYT-VIP or (855) 696-9884
3. Email – info@MYNYT-VIP.com

The **Voucher Processing Center (VPC)** is here to help!

Hunts Point Clean Trucks Program


New York Clean Truck Incentives Webinar

Susan McSherry (NYCDOT)

Thursday, December 12, 2013



Presentation Overview

- I. Goals & Objectives
 - II. Funding Background & Target Audience
 - III. Program Eligibility
 - IV. Program Requirements
 - V. Clean Truck Options
 - VI. Application Submission & Vendor Network
 - VII. Program Progress & Emission Reductions
- 
- A faint, dark blue silhouette of a truck is visible in the background, positioned behind the list of topics. The truck is shown from a side profile, facing right, and includes details like the cab, windows, and wheels.

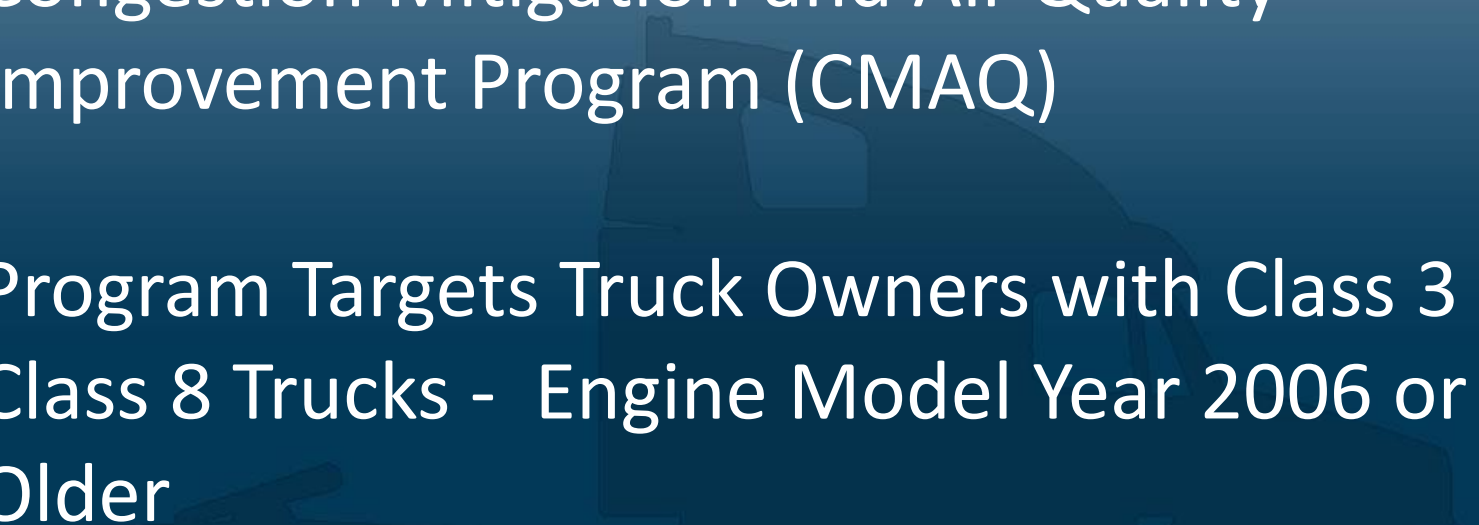
Goals & Objectives

NYCDOT'S Vision




- Promote Sustainable Transportation
- Reduce Diesel Pollution and Improve Air Quality and Public Health
- Create a Prosperous and Healthy South Bronx Community



Rebate Funding & Target Audience

- U.S. Federal Highway Administration (FHWA) Congestion Mitigation and Air Quality Improvement Program (CMAQ)
 - Program Targets Truck Owners with Class 3 to Class 8 Trucks - Engine Model Year 2006 or Older
- 
- A dark blue silhouette of a truck is positioned in the background, centered horizontally and partially obscured by the text. The truck is shown from a side profile, facing right, and includes details like the cab, mirrors, and wheels.

Program Eligibility – Vehicle Classes

				Class 3 10,001 to 14,000 lbs
				Class 4 14,001 to 16,000 lbs
				Class 5 16,001 to 19,500 lbs
				Class 6 19,501 to 26,000 lbs
				Class 7 26,001 to 33,000 lbs
				Class 8 33,001 and Greater

Program Eligibility

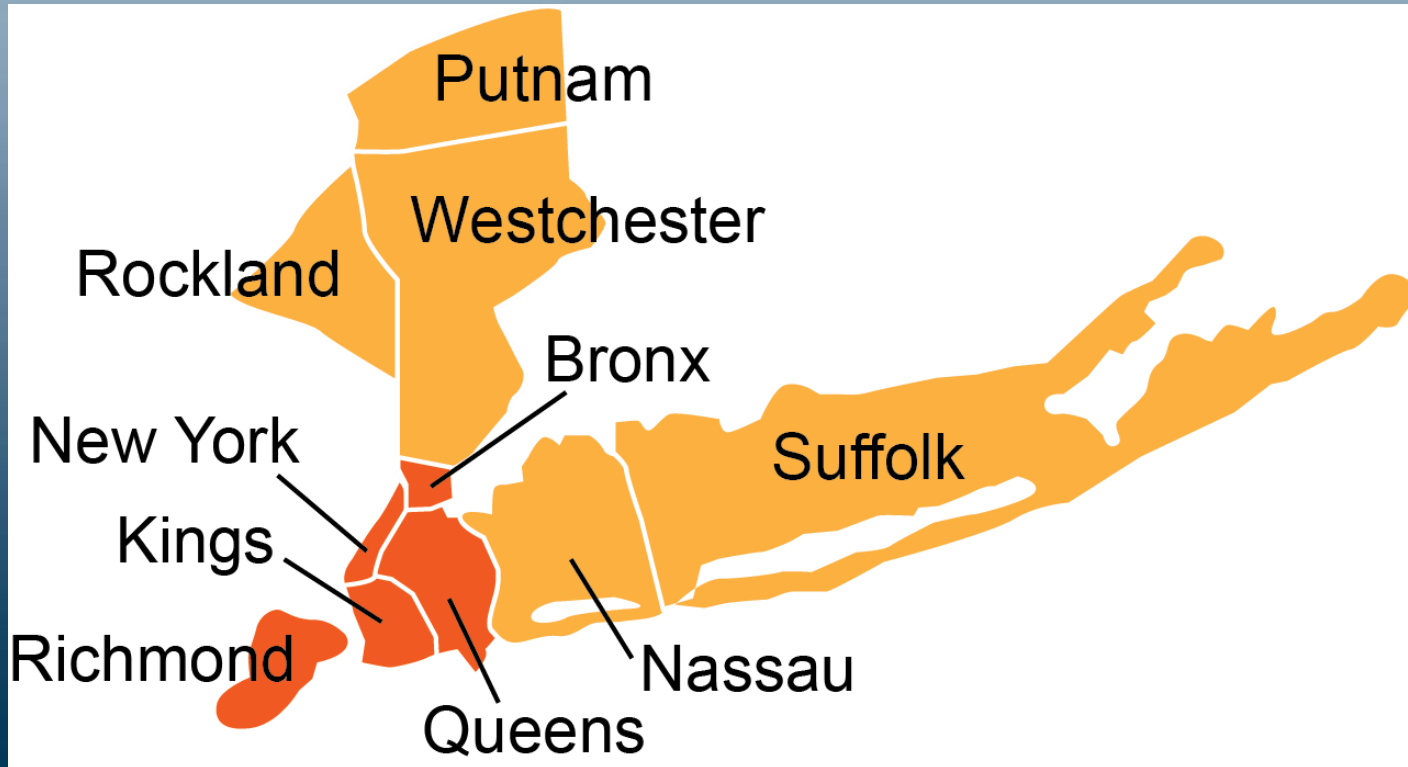
- Proof of one year history of regular service in Hunts Point and/or Port Morris
 - Program Requires 5 Year Commitment (3 Year Commitment for Retrofits)
 - Automatic Vehicle Locator (AVL) /Global Positioning System (GPS) Installation on New Truck
- 

Vehicle Miles Traveled Requirements

- Vehicle Miles Traveled (VMT) Requirements
 - 60 % of VMT must be within the New York City area, and operate within Hunts Point and/or Port Morris at least two times per week
- OR
 - 85 % of VMT must be within the Non-attainment Areas of Bronx, Kings, New York, Queens, Richmond, Nassau, Putnam*, Rockland, Suffolk, and Westchester counties, and operate within Hunts Point and/or Port Morris at least three times per week

*Putnam County is in Nonattainment for Ozone only

Vehicle Miles Traveled (cont.)



Red = 60 % of vehicle miles traveled & visit HP/PM 2 times per week
Orange = 85% of vehicle miles traveled & visit HP/PM 3 times per week

* Putnam County is in Nonattainment for Ozone only.

Clean Truck Technology *Requirements*

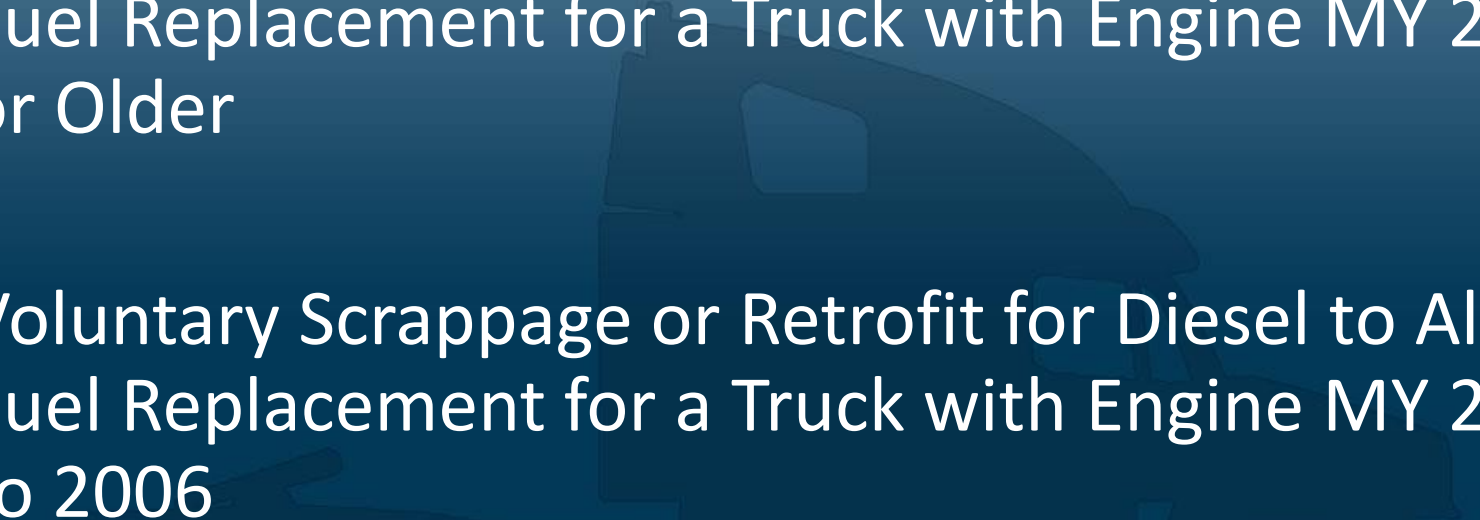
—Vehicle Replacement

- Must meet 2010 EPA emissions standards (Diesel, Diesel Hybrid, BEV, and CNG)
- Must be purchased through dealer in program's Vendor Network
- Must adhere to the Federal Highway Administration's Buy America Provision

—Exhaust Retrofit Technologies (EPA/CARB Verified)

- Level 1 or Level 3 (Technology assessment required)
- Trucks with Engines Model Year 1994 to 2006
- Must be installed through OEM in program's Vendor Network

Scrappage & Retrofit Requirements

- Mandatory Scrappage for Diesel to Diesel Replacement
 - Mandatory Scrappage or Retrofit for Diesel to Alt. Fuel Replacement for a Truck with Engine MY 2003 or Older
 - Voluntary Scrappage or Retrofit for Diesel to Alt. Fuel Replacement for a Truck with Engine MY 2004 to 2006
- 

Program Options

- Voluntary Scrap Program
- Exhaust Retrofit Technologies
- Diesel to Diesel Replacement
- Diesel to Alternative Fuel Replacement (Diesel Hybrid, CNG, BEV)



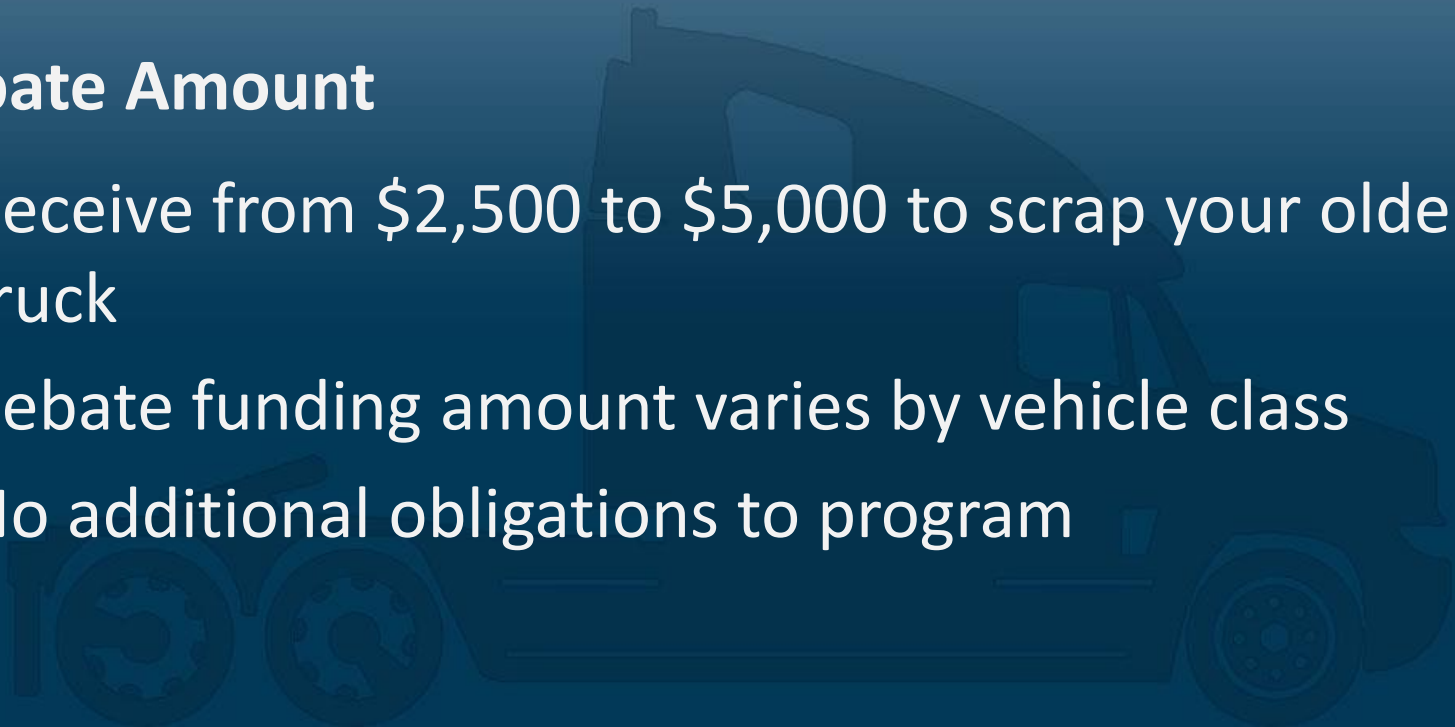
Voluntary Scrap Program

Vehicle Eligibility

- Voluntary scrap of older truck
- Class 3 to Class 8 diesel truck with engine Model Year (MY) 2006 and older

Rebate Amount

- Receive from \$2,500 to \$5,000 to scrap your older truck
- Rebate funding amount varies by vehicle class
- No additional obligations to program



Exhaust Retrofit Technologies

** 100% Rebate for Technology and Installation*

Diesel Oxidation Catalyst (DOC)

- Level 1 Technology
- Reduces Particulate Matter by 25%
- Class 3 to Class 8 Diesel Truck
- Truck with Engine Model Year 1994 to 2003

Diesel Particulate Filter (DPF)

- Level 3 Technology
- Reduces Particulate Matter by 85%
- Class 6 to Class 8 Diesel Truck
- Truck with Engine Model Year 1994 to 2006
- Exhaust Temperature Data Logging Required
- Regular Maintenance Required

Diesel to Diesel Replacement

Vehicle Eligibility

- Class 3 to Class 8 diesel truck with engine Model Year (MY) 2006 or older
- Purchase truck with engine MY 2010 or newer
- Required to scrap older truck

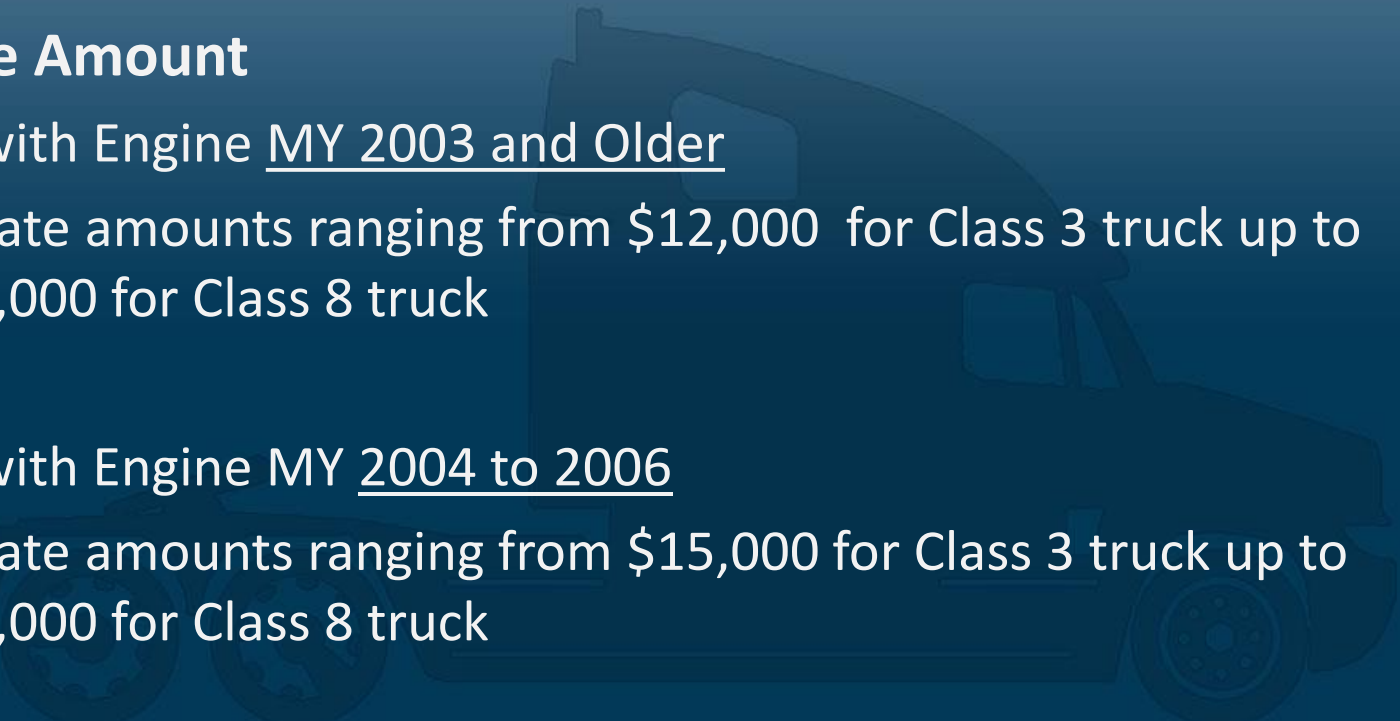
Rebate Amount

Truck with Engine MY 2003 and Older

- Rebate amounts ranging from \$12,000 for Class 3 truck up to \$34,000 for Class 8 truck

Truck with Engine MY 2004 to 2006

- Rebate amounts ranging from \$15,000 for Class 3 truck up to \$43,000 for Class 8 truck



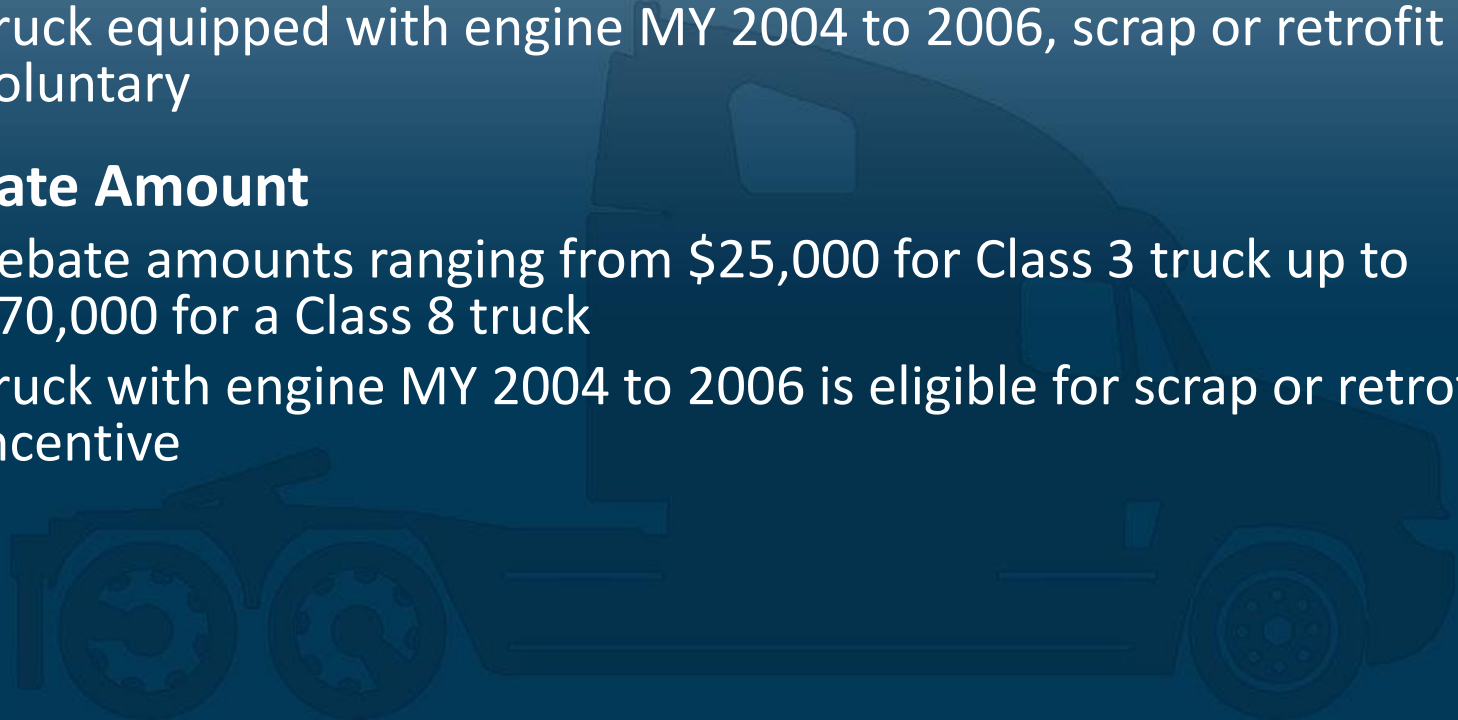
Alternative Fuel Vehicles

Vehicle Eligibility

- Class 3 to Class 8 diesel truck with engine Model Year (MY) 2006 or older
- Purchase truck with engine MY 2010 or newer
- Truck equipped with engine MY 2003 and older is required to scrap or retrofit older truck
- Truck equipped with engine MY 2004 to 2006, scrap or retrofit is voluntary

Rebate Amount

- Rebate amounts ranging from \$25,000 for Class 3 truck up to \$70,000 for a Class 8 truck
- Truck with engine MY 2004 to 2006 is eligible for scrap or retrofit incentive



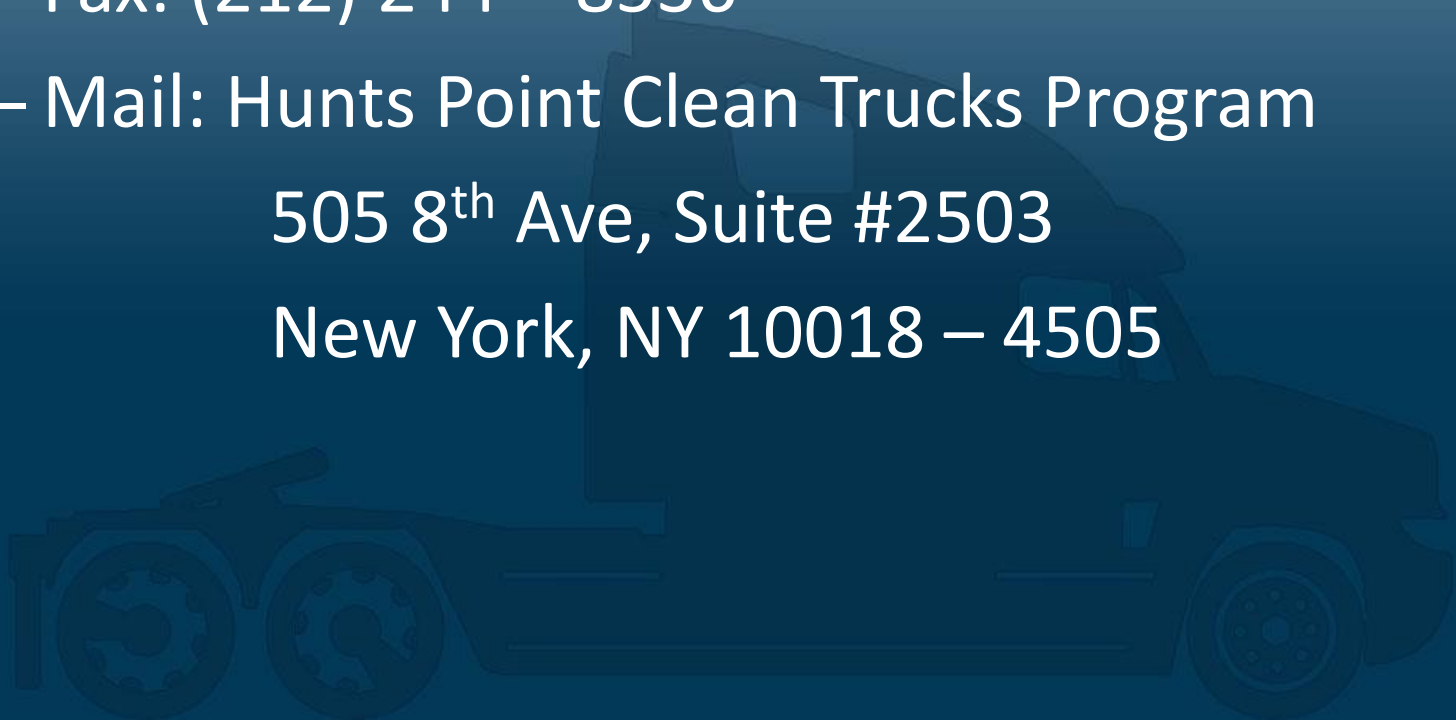
Submit Your Application

There are 3 Ways to Submit Your Application

- Email: hpctp@tetrattech.com
- Fax: (212) 244 – 8536
- Mail: Hunts Point Clean Trucks Program

505 8th Ave, Suite #2503

New York, NY 10018 – 4505



Vendor Network

- There are over 47 Approved Vendors in the Network including:
 - Dealerships
 - Scrap Yards
 - Exhaust Retrofit Vendors

If You are Interested in Becoming an Approved Vendor:

- Email: hpctp@tetrattech.com
- Call: 877.310.2733



Program Progress



Hunts Point CTP Launch - January 2012

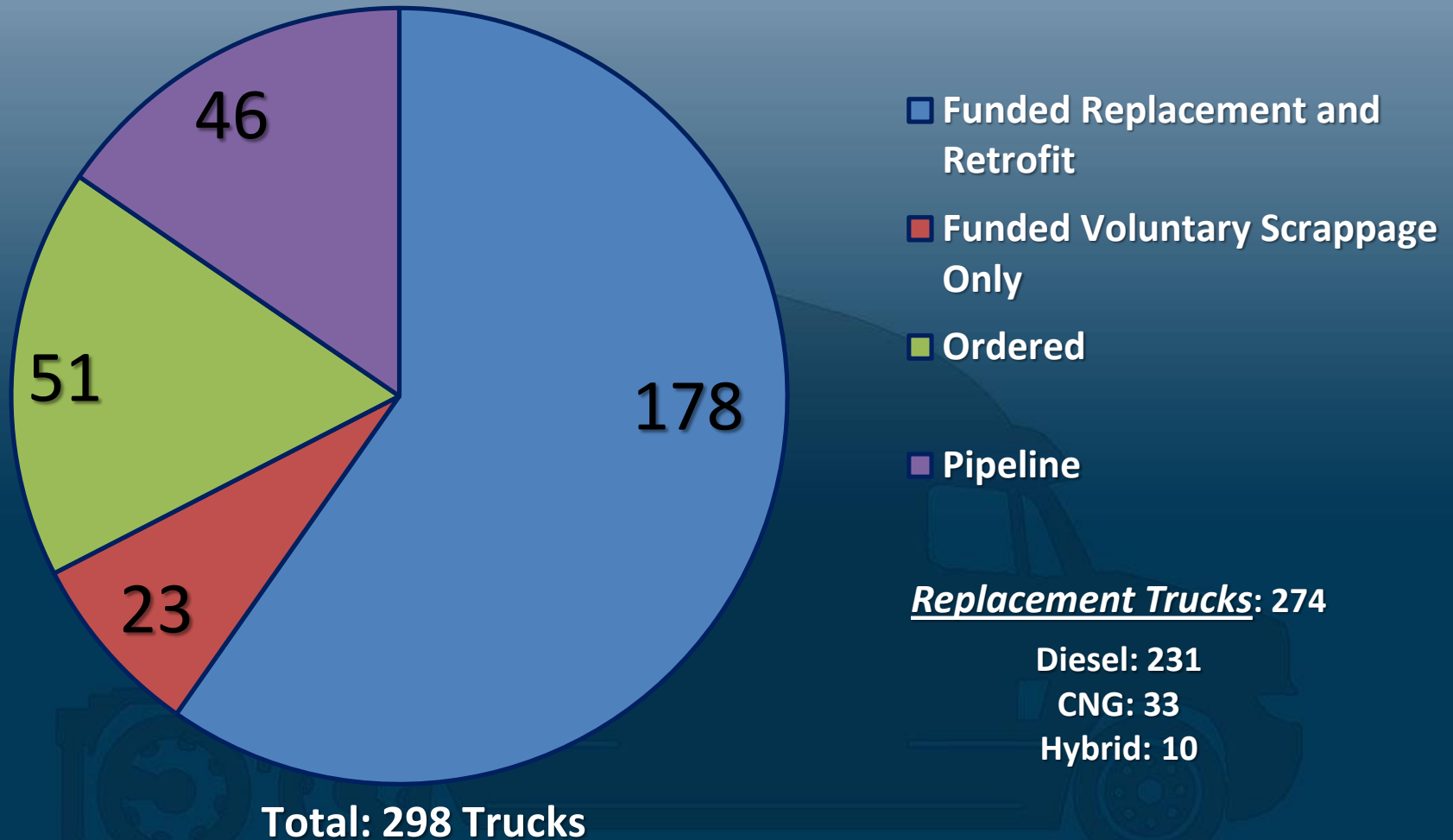
Program Progress

Program Progress



Program Progress

Total Number of Trucks as of November 2013 Replacement and Retrofit, Scrappage Only, Ordered, Pipeline



Emissions Results Summary

As of November 2013



Annual	No _x (short tons/year)	PM _{2.5} (short tons/year)	HC (short tons/year)	CO (short tons/year)	CO ₂ (short tons/year)	Diesel-Equivalent (gallons/year)
Percent Reduced* (%)	86.8%	96.2%	84.7%	78.4%	10.9%	10.9%
Amount Reduced/Year	124.5	6.9	8.8	42.5	1,761.9	158,729.7



Thank You!

Helpline: 877.310.2733

www.huntspointctp.com



About the Hunts Point CTP

The **Hunts Point Clean Trucks Program** (Program) is a unique and exciting environmental initiative led by the New York City Department of Transportation (NYC DOT) aiming to promote sustainable transportation and a cleaner environment in the South Bronx, New York. The Program targets truck owners serving the Hunts Point and Port Morris communities and offers attractive rebate [incentives](#) (PDF; download [Acrobat Reader](#)) for the purchase of advanced transportation technologies and alternative fuels such as new diesel, hybrid electric, compressed natural gas, and battery electric vehicles. Rebate incentives are also available for truck scrappage and the installation of exhaust retrofit technologies.

Goals and Objectives

The **Hunts Point Clean Trucks Program** (HCCTP) prides itself in its mission to provide rebate incentives for the purchase of "cleaner trucks for a greener South Bronx." Through the use of advanced transportation technologies and cleaner fuels the Program will replace up to 500 older trucks with newer and more environmentally friendly vehicles. The overall goal is to reduce diesel pollution and improve air quality and public health. In order to implement a successful Program, the NYC DOT and its Program Partners understand the importance of building strong relationships and partnerships with members of the Bronx community. For this reason, the Program looks to engage stakeholders, government agencies and the local community in every step of this initiative.

Rebate Funding

The U.S. Federal Highway Administration's (FHWA) Congestion Mitigation and Air Quality Improvement Program (CMAQ) provides funding for programs in air quality nonattainment and maintenance areas for ozone, carbon monoxide (CO), and particulate matter (PM-10, PM-2.5) that aim to reduce transportation related emissions. Through a competitive solicitation conducted by the New York State Department of Transportation and FHWA, NYC DOT received approval to implement the Hunts Point Clean Trucks Program and assist with alternative fuel infrastructure in Hunts Point. The Program will allow members of the trucking community in the South Bronx to replace their older vehicles with newer cleaner trucks as well as provide funds for vehicle scrappage and exhaust retrofit technologies.

Buy America Provision

The program is funded by the Federal Highway Administration's (FHWA) Congestion and

Reducing Emissions, Promoting Health, Creating Futures

Marco Fiallos
Loan Consultant

December 12, 2013

ACCION



“For the first time in years, I have been able to catch up with my bills and fully support my family.”

-Yancy Estrada, Independent Owner Operator

Summary of Program Impact

Truck Replacement Program

- 176 trucks
- \$5,875,891 lent



Truck Retrofit Program

- 31 trucks
- \$1,069,645 lent



Total

- **207 trucks**
- **\$6.9 million lent**



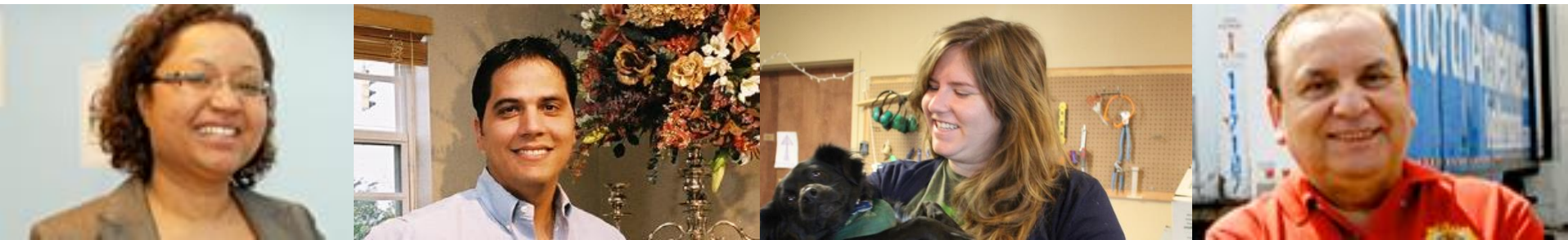
Lessons Learned

EPA	Port Authorities	Partners / Non-Profits
<p>Active participation key</p> <p>Flexibility on how goals are achieved</p>	<p>Partner with local organizations</p> <p>Emphasize process creation</p> <p>Use sticks as well as carrots</p> <p>Build tracking methodology / dashboard</p> <p>Focus on where to house the project manager</p> <p>Invest in legal resources</p>	<p>Budget for creation phase of project</p> <p>Understand the technology</p> <p>Insure additional staffing for program</p> <p>Create off-balance sheet capital solutions</p>

Contact

Marco Fiallos
646.833.4542
mfiallos@accionusa.org

www.accionusa.org



Upcoming Events



Northeast Regional HTUF Fleet Workshop and *Ride and Drive*

Wednesday, April 16, 2014

Queens Theatre, Flushing Meadows Park, Queens, NY

Visit www.calstart.org and <https://truck-vip.ny.gov> for more information!



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Voucher Incentive Program®

New York Truck – Voucher Incentive Program

Alycia Gilde, Project Leader, CALSTART

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HPCTP Website www.huntspointctp.com



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Contact Us!