

# About HVIP

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The California Air Resources Board (CARB), in partnership with CALSTART, launched the **Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP)** in 2009 to accelerate the adoption of cleaner, more-efficient trucks and buses.

Vouchers apply directly to dealers at time of purchase.

**5,000+**

total clean-tech  
vehicles deployed

**\$530 million**

total funding given for  
clean-air trucks & buses

**1100+**

vehicle purchasers  
participating



# A User-Friendly Approach to Incentives

## First-come, first served vouchers.

No application period with immediate discount at sale.

## Dealers learn the voucher system.

This allows fewer complications for fleets.

## Funding is set aside for each voucher.

Price certainty. No scrappage.

## User friendly voucher process.

For both purchasers and lessees.

## Eligible Clean-Tech Vehicles



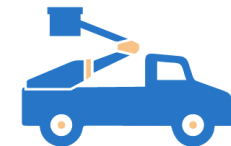
Hybrid



Zero-Emission



Low NOx Engine



ePTO Engine

# FY20-21 Zero-Emission Funding Tables

FY 20-21 Zero-Emission Funding Table

Vehicle Weight Class	Base
Class 2B	TBD
Class 3	\$45,000
Class 4-5	\$60,000
Class 6-7	\$85,000
Class 8	\$120,000
Class 8 Drayage Truck Early Adopter*	\$150,000

\*Drayage tractor voucher amounts revert to Class 8 voucher amounts on 12/31/2021

FY 20-21 Eligible ePTO Voucher Caps

Energy Storage Capacity	Base Vehicle Incentive*
3 – 10 kWh	\$20,000
10 – 15 kWh	\$30,000
> 15 kWh	\$40,000

\*ePTO funding amounts may cover up to 50 percent of the incremental cost of the ePTO vehicle, not to exceed the funding levels listed in this table.

# FY20-21 Voucher Modifiers

<b>Voucher Modifiers (plus-ups and discounts)</b>	
Disadvantaged Community	+10%
Class 8 Fuel Cell	+100%
Public Transit Agencies*	+15%
School Buses for Public School Districts	+65%
Plug-in Hybrid	-50%
In-Use Converted/Remanufactured	-50%

\*The Public Transit Modifier is reserved for transit buses purchased by a city or county government; a transportation district / transit district; or a public agency. Public transit includes paratransit services.

# Funding Status

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**\$165 million**

**total FY20-21 funding**



A total of approximately \$165 million will be available, however, only half of the funds will be released beginning when the program opens on June 8. The other half will be made available two months later, at 10 a.m. on Tuesday, August 10.

# Dealer Recap

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- Must be individually approved to request vouchers
- Vouchers expire after 18 months
- Must be responsible for the complete vehicle and final invoice
- Vehicle, purchaser and dealer information CANNOT change on a voucher once it has been submitted. Changes will require cancellation and new request permitting funding
- Notifying Tetra Tech of any special request BEFORE a voucher is approved (lease deals, special testing, demo agreements, unique financing deals, etc.)

# FY20-21 Project Updates

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Funding Release Schedule

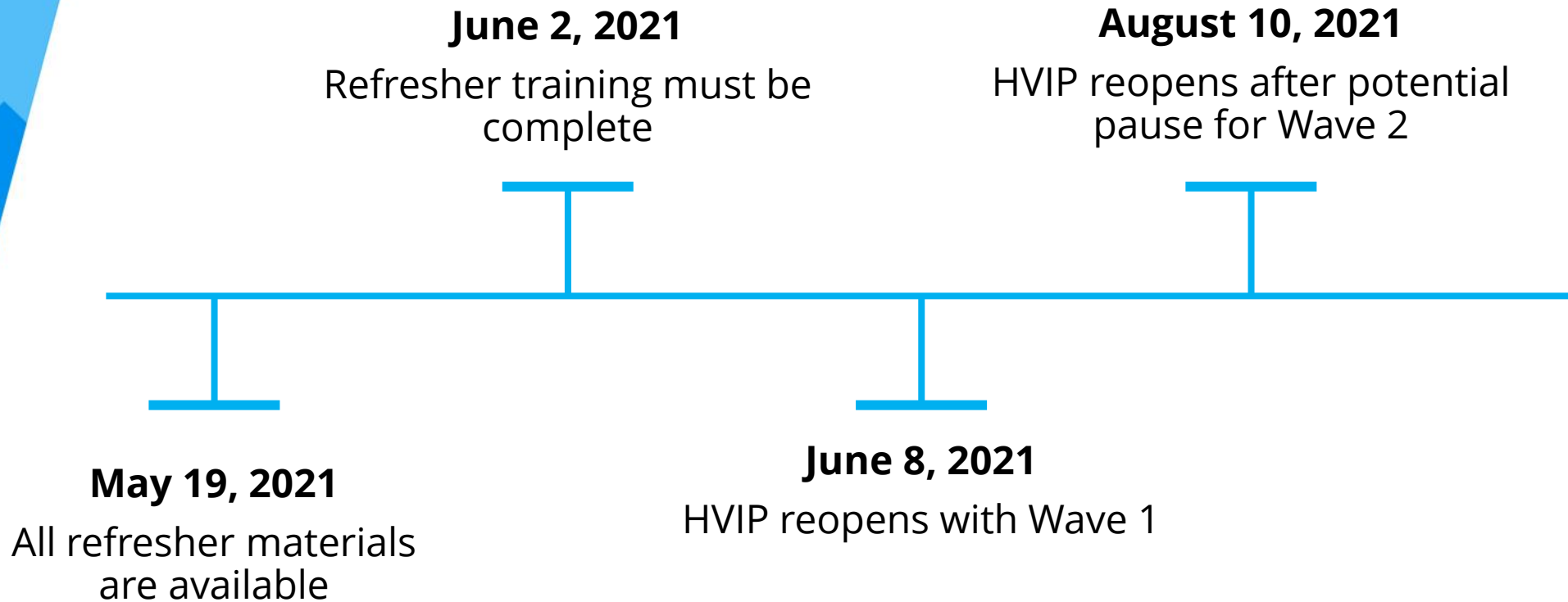
Dealer Requirements and Responsibilities

Fleet Participation

OEM Participation



# FY20-21 Funding Release Schedule



When HVIP begins accepting new voucher requests, funds will be available in two "waves." A total of approximately \$165 million will be available, however, only half of the funds will be released beginning when the program opens on June 8. The other half will be made available two months later, at 10 a.m. on Tuesday, August 10.





# Fleet Participation

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- Definition of a fleet (3 year term)
- 30 voucher cap/50 vouchers for drayage
- Dealers responsible for informing purchasers of OEM voucher levels
- What is drayage

# OEM Participation

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- Rolling 100 voucher soft cap
- Dealers responsible for knowing OEM voucher levels

# Dealer Requirements and Responsibilities

- Up to 3 dealers per organization location
- Dealer license required
- PO timeline
- Dealers inactive for 1+ years will need to take the HVIP Dealer Training Quiz
- Dealers must notify us of the specific vehicle models that they sell in order to see them in the VPC