Appendix K to the Clean Truck and Bus Voucher Incentive Project (HVIP) Implementation Manual

Bulk Purchase Provision

Effective December 15, 2026

HVIP Bulk Fleet Purchasing Program (Expedited Pathway)

A. Purpose and Program Overview

The HVIP Bulk Fleet Purchasing Program ("Bulk Program") establishes an optional, expedited processing pathway for large-scale zero-emission vehicle (ZEV) procurement projects facilitated by HVIP-approved Dealers.

The Bulk Program is intended to streamline voucher request, review, and redemption processes for high-volume transactions while maintaining program integrity, accountability, and alignment with HVIP statutory and policy objectives.

Bulk fleet purchase proposals shall be subject to a **case-by-case and approval process at CARB's sole discretion**. This pathway reflects prior program concepts and stakeholder input aimed at reducing administrative barriers and accelerating deployment of eligible vehicles.

B. Eligibility Criteria for Bulk Fleet Purchase Proposals

To qualify for consideration under the Bulk Program, a proposed transaction must meet the following minimum requirements:

1. **Minimum Transaction Size**
   The proposal must include a minimum of **one hundred (100) HVIP-eligible vehicles** within a single coordinated transaction.
2. **Delivery Timeline Requirement**
   All vehicles included in the proposal must be scheduled for delivery within **twelve (12) months** of agreement execution, unless otherwise approved by CARB.
3. **Eligible Purchaser Requirement**
   The purchasing fleet(s) must meet all applicable HVIP eligibility requirements as defined in the Implementation Manual, including purchaser eligibility, fleet size requirements, and compliance obligations.
4. **Eligible Participants**
   Bulk proposals may be submitted by:
   - HVIP-approved Dealers

C. CARB Evaluation Criteria

CARB will evaluate each Bulk Fleet Purchase proposal on a case-by-case basis. In determining eligibility, approval, and final voucher amounts, CARB will consider the following non-exclusive factors:

1. **Co-Funding and Cost Sharing**
    - Whether the project includes **additional public or private co-funding** sources
    - The extent to which such co-funding reduces reliance on HVIP incentives
    - Preference may be given to proposals that demonstrate **reduced per-vehicle voucher requests** relative to standard HVIP amounts
2. **Vehicle Scrappage Commitments**
    - Whether the proposal includes **retirement or scrapping of existing internal combustion engine (ICE) vehicles**
    - Projects including verified scrappage may receive **priority consideration**
3. **Project Readiness and Delivery Schedule**
    - Feasibility and credibility of the proposed **deployment timeline**
    - Ability to deliver vehicles within the stated schedule and meet operational readiness requirements
4. **Scale and Deployment Impact**
    - Total number of vehicles deployed
    - Potential to accelerate near-term ZEV adoption
5. **Program Cost Efficiency**
    - Alignment with HVIP cost containment objectives
    - Demonstrated efficiency in deploying limited program funds

D. Voucher Amount Determination

1. **Reduced Voucher Requirement**
   All vehicles approved under the Bulk Program must receive a **reduced per-vehicle voucher amount** relative to the applicable standard HVIP voucher amount for the vehicle class.

E. Bulk Fleet Purchase Agreement Requirements

All Bulk Program proposals must include a **binding Bulk Fleet Purchase Agreement** that meets HVIP voucher request requirements (see Section III.A) and includes, at minimum, the following elements:

1. **Vehicle Information**
    - Make, model, and configuration of each vehicle
    - Total quantity of vehicles included in the agreement
2. **Fleet Identification**
    - Identification of participating fleet(s)
3. **Delivery Schedule**
    - Detailed delivery timeline for all vehicles
    - Confirmation that delivery will occur within the approved timeframe
4. **Co-Funding Documentation**
    - Identification and documentation of all co-funding sources, if applicable
5. **Scrappage Commitments**
    - Documentation of any proposed ICE vehicle retirement or scrappage commitments
6. **Voucher Amounts**
    - Proposed (by purchaser) per-vehicle voucher amounts for each vehicle category

CARB reserves the right to modify, suspend, or discontinue the Bulk Fleet Purchasing Program at any time to ensure alignment with program goals, funding availability, and statutory requirements.