



Voucher Incentive Projects

A tool for market acceleration in the MHD sector

[CALSTART.org](https://www.calstart.org)

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About CALSTART

- CALSTART has a 25-year track record of building a high-tech clean transportation sector that creates jobs, cuts air pollution and oil imports, and curbs climate change.
- The organization and its member companies knock down barriers to deploying cutting-edge transportation technology.
- CALSTART is accelerating this transformation in four industry sectors: cars, buses, trucks - both on and off road, and fuels.

CALSTART's Voucher Incentive Programs (VIPs) Across the U.S.



How Voucher Incentive Projects (VIPs) Work

- With vouchers supported by public funds, industry-leading vehicles can be as affordable as their fossil-fueled counterparts, enabling purchasers of all sizes to deploy advanced technologies that are cleaner, quieter, and in line with climate goals
- Dealer networks help fleets navigate the VIP process
- Fleets see a lower purchase cost up front, while dealers receive full price for the vehicles because public funds make up the difference between the original price and the reduced voucher price

Why Voucher Incentives?

- Funding transparency (vehicle price certainty)
- Streamlined responsibilities and processes for manufacturers, vendors, and fleets
- Vouchers make fleet acquisition of clean trucks, buses, and other commercial vehicles easier and more affordable

Why Voucher Incentives?

The VIP model can be designed to support a range of policy objectives, such as:

- Promoting or excluding fuels or technologies based on GHG or criteria pollutant impacts
- Adjusting funding amounts by GVWR or tech type
- Reserving funds for vehicles serving environmentally or socially disadvantaged areas

Why Voucher Incentives?

- A network of incentives will increase the early market
- Also leads to increased vehicle sales, creating and retaining jobs
- Boosts volumes and drives down costs through economies of scale, creating a virtuous cycle that will increase deployment, further driving down costs



 **CALIFORNIA**
HVIP
Voucher Incentive Project



About HVIP

- Over \$800 million in voucher incentives in California
- Launched by the California Air Resources Board and CALSTART in 2009, HVIP is the earliest model in the U.S. to demonstrate the function, flexibility, and effectiveness of first-come first-served incentives
- HVIP stands for Hybrid and Zero Emission Truck and Bus Voucher Incentive Project

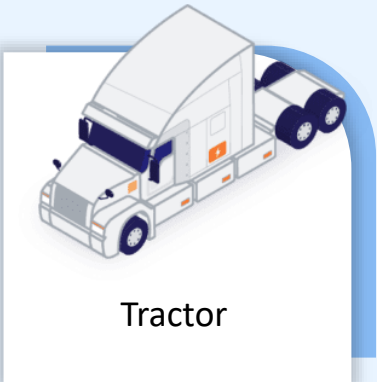
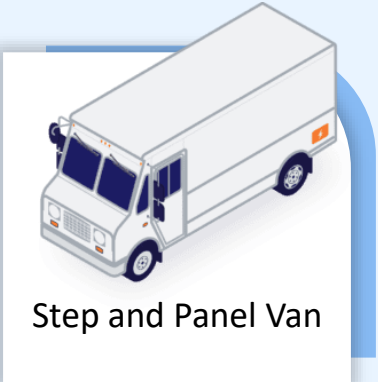
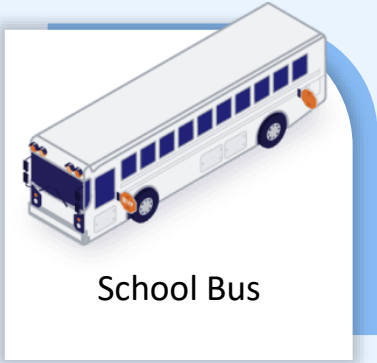
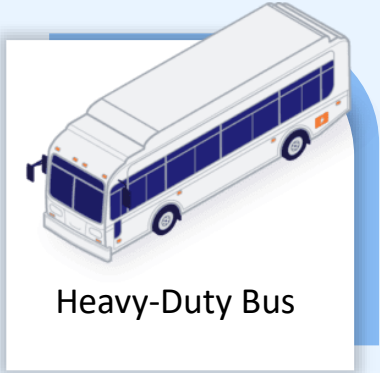
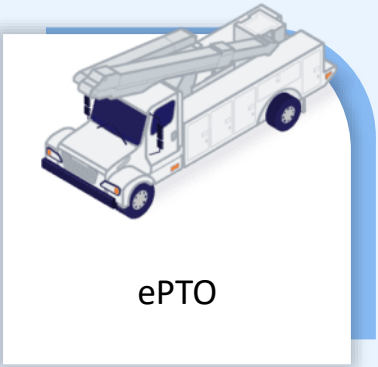


Steady growth and an \$800 million portfolio

- Requests so far in 2022 total over \$400 million
- Requests in 2021 totaled over \$240 million
- In 2018 alone, HVIP received \$176 million in requests – more than all 8 previous years combined
- HVIP has funded 60% of ZE trucks in California



HVIP-Eligible Vehicles



Vouchers range from \$20,000 for ePTO to over \$200,000 for fuel cell transit buses

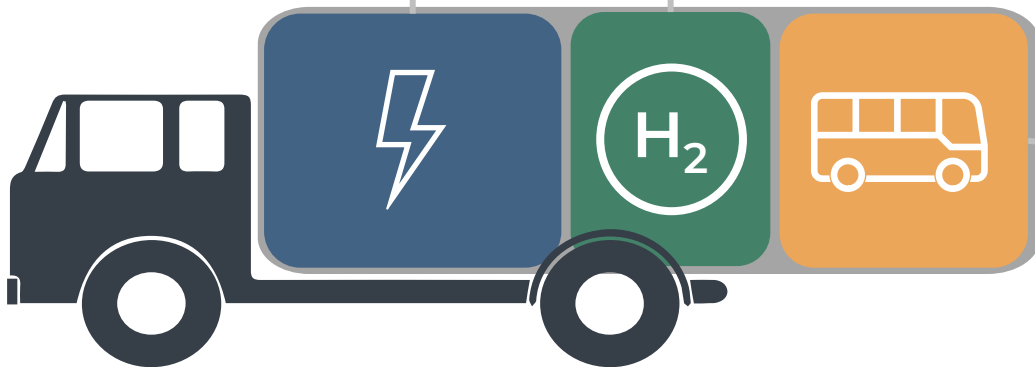
Overview of EnerglIZE

Energy Infrastructure Incentives for Zero-Emission Commercial Vehicles

Provides \$50M in financial incentives to increase the deployment of commercial zero emission medium- and heavy-duty (MHD) vehicle infrastructure.

Prioritizes equity and community involvement while making incentives available to a wide audience by offering assistance and support.

Funded by the California Energy Commission's (CEC) Clean Transportation Program.



TETRA TECH



EnerglIZE
COMMERCIAL VEHICLES

Eligibility and Funding Lanes



EV Fast Track

Applicants in this funding lane are ready to go and may already have prior experience applying for commercial MHD EV funding.



Hydrogen

Applicants in this funding lane intend to develop a hydrogen infrastructure project for commercial MHD vehicles.



EV Jump Start

Applicants in this funding lane will need to meet specific eligibility criteria and will be allotted more time to submit required documents.



EV Public Charging Station

Applicants in this funding lane intend to develop publicly available charging stations for MHD EVs.

Contact Us

- **HVIP**

- californiahvip.org, tcampi@calstart.org

- **CALSTART White Paper on VIP Model**

- https://calstart.org/wp-content/uploads/2020/09/CALSTART_VIP_White_Paper.pdf

- **Links to Zeroing in on ZEBs and Zeroing in on ZETs**

- <https://calstart.org/zeroing-in-on-zeps/>
- <https://calstart.org/zeroing-in-on-zero-emission-trucks/>