



November 18, 2021

Chair Liane M. Randolph  
California Air Resources Board  
1001 I Street  
Sacramento, CA 95814

**RE:            Innovative Small e-Fleets proposal for the HVIP program**

Dear Chair Randolph and California Air Resources Board Members:

On behalf of Fluid Truck, **we write in support of the proposal on Innovative Small e-Fleets**, as part of the 2021-22 Funding Plan for Clean Transportation Incentives, which would provide a set aside within the Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) of \$25 million in pilot funding for incentives geared towards small trucking fleets and independent owner operators.

As noted in the staff analysis, adding Innovative Small e-Fleets to HVIP will enable the California Air Resources Board to explore new mechanisms including flexible leases, peer to peer truck sharing, truck as a service, assistance with infrastructure, and individual owner planning assistance.

Peer to peer truck sharing platforms such as Fluid Truck can be instrumental in getting more zero-emission trucks on the road in California. Truck sharing ensures that small businesses and independent delivery truck drivers have access to a wide variety of zero-emissions trucks – reducing the use of high polluting vehicles for last mile deliveries and improving the air quality for local communities. Additionally, the truck sharing model provides access to these zero-emission vehicles at a lower cost for enabling diverse entrepreneurs to enter the growing delivery and logistics industry.

Truck sharing also ensures that small businesses and independent delivery truck drivers have access to a wide variety of zero-emissions trucks – reducing the use of high polluting vehicles for last mile deliveries and improving the air quality for local communities and drivers.

In addition, the transition to zero-emission mobility includes additional challenges for small businesses including: high upfront and startup costs, understanding technology options, projecting operating cost savings, and access to infrastructure – to name a few. The proposed focused pilot projects, HVIP will see how to better support small fleets and businesses' transition to zero-emission trucks.

For these reasons, we are pleased to support the Innovative Small e-Fleets proposal in the 2021-22 Clean Transportation Plan, as it will spur innovation in the peer to peer truck sharing space and enable a more seamless and accelerated transition to a zero-emission future.

Please do not hesitate to contact us if you have any questions regarding our comments or would like additional information on the benefits of peer to peer truck sharing.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jenifer Snyder', with a stylized, flowing script.

Jenifer Snyder  
Co-founder and General Counsel, Fluid Truck

cc:               Members, California Air Resources Board