	Date: 11-29-20		Color Code	s: Red Text = Ex	inct OEM	l or No Longe	er listed in HVIP			Yellow Highlights	= Alerts & N	otes					
													Results		Results		
													(increase or decreased		(increase or decreased		
								CURRENT					amount)	Past	amount)		
STATUS ON		PAID			NON PAI			RESULTS TOTAL		DECLUTE.	RESULTS FUNDING	Results TOTAL	compared to Last	Results TOTAL	compared to		
HVIP	11-29-20 ZEV OEM SALES:	11-29-20		FUNDING:	11-29-20		FUNDING:	11-29-20		RESULTS FUNDING:	**************************************		10 months		Last 7 months	ZEV OEM:	Notes 11-29-20
Not on HVIP	1 Altec	0	0.00%	\$0	0	0.00%	\$0	0	0.00%	\$0	0.00%	1	-1	0	0	Altec	OEM per Website only has Hybrid Product available.
	2 Blue Bird	62	4.59%	\$13,175,000	25	2.54%	\$5,500,000	87	3.72%	\$18,675,000	7.32%	69	18	89	-2	Blue Bird	
	3 BYD Motors	200	14.79%	\$26,237,852	352	35.77%	\$52,490,843	552	23.63%	\$78,728,695	30.88%	298	254	590	-38	BYD Motors	Total is now 552. In April Tot. vouchers were 590, then in June total was 362.
Extinct	4 Chanje (Started 4-2018)	25	1.85%	\$2,240,000	0	0.00%	\$0	25	1.07%	\$2,240,000	0.88%	1,001	-976	1,078	-1,053	Chanje (Started 4-2018)	Total is now 25. In April Tot. vouchers were 1,078 and in June total was to 925.
	5 Complete Coach Works	3	0.22%	\$277,500	0	0.00%	\$0	3	0.13%	\$277,500	0.11%	3	0	3	0	Complete Coach Works	
	6 Eldorado National	5	0.37%	\$1,500,000		0.00%	\$0	5	0.21%	\$1,500,000	0.59%	5	0	5	0	Eldorado National	
	Envirotech Drive Systems (new OEM)	0	0.00%	\$0		0.00%	\$0	0	0.00%	\$0	0.00%	0	0	0	0	Envirotech Drive Systems	
Extinct	7 EVI	112		\$5,140,000		0.00%	\$0	112	4.79%	\$5,140,000	2.02%	112	0	112	0	EVI	
N/A	8 EVSE Voucher	74	5.47%	\$2,320,785		0.00%	\$0	74	3.17%	\$2,320,785	0.91%	286	-212	56	18	EVSE Voucher	see "other" below. This is new category as of Jan 2020
Extinct	9 Ford		3.77%	\$653,000		0.00%	\$0	51	2.18%	\$653,000	0.26%	51	0	51	0	Ford	
	Freightliner (new OEM)	0	0.00%	\$0	0		\$0	0	0.00%	\$0	0.00%	0	0	0	0	Freightliner	
	10 Gillig	1	0.07%	\$150,000		0.00%	\$0	1	0.04%	\$150,000	0.06%	1	0	1	0	Gillig	
	11 Green Power	93	6.88%	\$9,725,000		3.66%	\$4,005,000	129	5.52%	\$13,730,000	5.39%	128	1	129	0	Green Power	No Catalogue Language IN/ID
Not on HVIP	12 Kalmar Ottawa	41	3.03%	\$6,300,000	1	0.10%	\$150,000	42	1.80%	\$6,450,000	2.53%	53	-11	53	-11	Kalmar Ottawa	No Listing any longer on HVIP
NEW	Kenworth (NEW)	34	0.00%	\$2,480,000	124	0.00%	\$11,610,000	450	0.00% 6.76%	\$14,090,000	0.00%	24	124	450	0	Liebteie - Content	
	13 Lightning Systems 14 Lion Bus	42	2.51% 3.11%	\$8,825,000		12.60% 8.03%	\$15,420,000	158 121	5.18%	\$24,245,000	5.53% 9.51%	57	134 64	158 63	58	Lightning Systems Lion Bus	
	15 Micro Bird	5	0.37%	\$450,000		0.30%	\$280,000	0	0.34%	\$730,000	0.29%	11	-3	13	-5	Micro Bird	
	16 Motiv Powers	40	2.96%	\$4,067,350		2.74%	\$2,450,000	67	2.87%	\$6,517,350	2.56%	34	33	73	-6	Motiv Powers	
Extinct	17 Navistar	34	2.51%	\$715,000		0.00%	\$0	34	1.46%	\$715,000	0.28%	34	0	34	0	Navistar	
Extilice	18 New Flyer	30	2.22%	\$4,852,000		2.95%	\$5,075,000	59	2.53%	\$9,927,000	3.89%	57	2	59	0	New Flyer	
Not on HVIP	19 Orange EV	81		\$13,595,850		0.51%	\$810,000	86	3.68%	\$14,405,850	5.65%	128	-42	108	-22	Orange EV	No Listing any longer on HVIP
N/A	20 Other "EVSE" (another EVSE category)	18		\$1,127,207		19.31%	\$9,431,434	208	8.90%	\$10,558,641	4.14%	0	208	270	-62	Other "EVSE" (another EVSE category)	and any onger on the
NEW	Peterbilt (NEW)		0.00%	¥-,,		0.00%	4-77		0.00%	+,,-	0.00%	_					
	21 Phoenix MotorCars	81	5.99%	\$6,980,000	19	1.93%	\$1,592,445	100	4.28%	\$8,572,445	3.36%	90	10	101	-1	Phoenix MotorCars	S
	22 Proterra	81	5.99%	\$11,340,000		4.78%	\$6,745,000	128	5.48%	\$18,085,000	7.09%	128	0	128	0	Proterra	
NEW	Roush Cleantech (NEW)		0.00%			0.00%			0.00%		0.00%						
	23 Sea Electric (Q1 2020 on HVIP)	1	0.07%	\$90,000	10	1.02%	\$900,000	11	0.47%	\$990,000	0.39%	0	11	11	0	Sea Electric	
N/A	24 School Bus Placeholder	0	0.00%	\$0	0	0.00%	\$0	0	0.00%	\$0	0.00%	11	-11	11	-11	School Bus Placeholder	All Vouchers are now gone and do not exist??
	25 Smith Electric	168	12.43%	\$6,290,000	0	0.00%	\$0	168	7.19%	\$6,290,000	2.47%	168	0	168	0	Smith Electric	
	26 Thomas Built	0	0.00%	\$0	15	1.52%	\$3,435,000	15	0.64%	\$3,435,000	1.35%	16	-1	29	-14	Thomas Built	Reduced by 14 vouchers since June 2020
??	27 Workhorse / AMP Electric	1	0.07%	\$80,000	0	0.00%	\$0	1	0.04%	\$80,000	0.03%	1	0	1	0	Workhorse AMP Electric (new)	Believe this OEM is Extinct? 70 Non-Paid Vouchers in Jan 2020 down to ZERC
	28 Xos / Thor	3	0.22%	\$250,000	22	2.24%	\$2,200,000	25	1.07%	\$2,450,000	0.96%	11	14	33	-8	Xos	
Extinct	29 Zenith Motors	66	4.88%	\$4,010,000		0.00%	\$0	66	2.83%	\$4,010,000	1.57%	66	0	66	0	Zenith Motors	Extinct OEM as of 2020
	Total ZEV Sales / Paid	1,352	100.00%	\$132,871,544	984	100.00%	\$122,094,722	2,336		\$254,966,266	100.00%	2,844	-508	3,493	-1,157		There is a Total of 1,237 Vehicle Vouchers that have fallen OUT of the program since 4-13-20 (among 11 various OEM's)
	Total Extinct OEM or EVSE Sales	579	42.83%		_					-\$107,331,338	Variance s	ince 4-13-2	2020 and a t	otal of	-1,237	Vehicle vouchers reduced	There has been a total of 444 vouchers redeemed (paid) in 2020 (55 are EVSE's)
	Total ZEV OEM Vehicle Sales (active)	773	57.17%		_												
	Total 1-21-20 Redeemed / Paid	908															

10 mo. Growth, Redeemed / Paid

	Date: 6-16-20	c	olor Codes	: Red Text = Ext	inct OFN	l or No Lon	ger listed in HVIP			Yellow Highlights	= Alerts & N	otes					
	6-16-20 <u>ZEV OEM SALES:</u>	PAID 6-16-20	000	FUNDING:	NON PAI 6-16-20	D	FUNDING:	CURRENT RESULTS TOTAL 6-16-20		RESULTS FUNDING:	RESULTS FUNDING %:	Pact	Results (increase or decreased amount) compared to Last <u>5 months</u>	Past	Results (increase or decreased amount) compared to Last 11 months		Notes 6-16-20
	LAltec	0	0.00%	\$0	0	0.00%	\$0	0	0.00%	\$0	0.00%	1	-1	0	0	Altec	OEM per Website only has Hybrid Product available.
	2 Blue Bird	45	3.93%	\$9,360,000	44	2.23%	\$9,785,000	89	2.86%	\$19,145,000	5.98%	69	20	48	41	Blue Bird	
3	B BYD Motors	132	11.52%	\$17,309,852	230	11.68%	\$34,045,000	362	11.62%	\$51,354,852	16.03%	298	64	302	60	BYD Motors	in April Tot. vouchers were 590 now total is 362 (less 228)
	Chanje (Started 4-2018)	25	2.18%	\$2,240,000	900	45.71%	\$74,130,000	925	29.70%	\$76,370,000	23.84%	1,001	-76	1,158	-233	Chanje (Started 4-2018)	Chanje, In April Tot. vouchers were 1,078 and now total is down to 925, (less 153).
	Complete Coach Works	3	0.26%	\$277,500	0	0.00%	\$0	3	0.10%	\$277,500	0.09%	3	0	3	0	Complete Coach Works	
	Eldorado National	5	0.44%	\$1,500,000	0	0.00%	\$0	5	0.16%	\$1,500,000	0.47%	5	0	5	0	Eldorado National	
NEW	Envirotech Drive Systems (new OEM)	0	0.00%	\$0	0	0.00%	\$0	0	0.00%	\$0	0.00%	0	0	0	0	Envirotech Drive Systems	No Sales to date by this New EV OEM
	7 EVI	112	9.77%	\$5,140,000	0	0.00%	\$0	112	3.60%	\$5,140,000	1.60%	112	0	112	0	EVI	
4	B EVSE Voucher	74	6.46%	\$2,320,785	0	0.00%	\$0	74	2.38%	\$2,320,785	0.72%	286	-212	73	1	EVSE Voucher	In April Tot. vouchers were 56 now total is 74 (+ 18). See "other" below. This is new category as of Jan 2020
9) Ford	51	4.45%	\$653,000	0	0.00%	\$0	51	1.64%	\$653,000	0.20%	51	0	51	0	Ford	
NEW	Freightliner (new OEM)	0	0.00%	\$0	0	0.00%	\$0	0	0.00%	\$0	0.00%	0	0	0	0	Freightliner	No Sales to date by this New EV OEM
10) Gillig	1	0.09%	\$150,000	0	0.00%	\$0	1	0.03%	\$150,000	0.05%	1	0	1	-76	Gillig	
1:	L Green Power	53	4.62%	\$5,485,000	76	3.86%	\$8,035,000	129	4.14%	\$13,520,000	4.22%	128	1	28	101	Green Power	
13	2 Kalmar Ottawa	16	1.40%	\$2,070,000	34	1.73%	\$5,100,000	50	1.61%	\$7,170,000	2.24%	53	-3	2	48	Kalmar Ottawa	In April Tot. vouchers were 53 now total is 50 (less 3). I believe this OEM has discontinued EV technology per Website.
13	B Lightning Systems	20	1.75%	\$1,220,000	113	5.74%	\$10,610,000	133	4.27%	\$11,830,000	3.69%	24	109	5	128	Lightning Systems	In April Tot. vouchers were 158 now total is 133 (less 25).
14	1 Lion Bus	39	3.40%	\$8,165,000	83	4.22%	\$16,230,000	122	3.92%	\$24,395,000	7.62%	57	65	34	88	Lion Bus	In April Tot. vouchers were 63 now total is 122 (+59)
1	5 Micro Bird	2	0.17%	\$180,000	6	0.30%	\$550,000	8	0.26%	\$730,000	0.23%	11	-3	5	3	Micro Bird	In April Tot. vouchers were 13 now total is 8 (less 5)
10	5 Motiv Powers	33	2.88%	\$3,357,350	40	2.03%	\$3,640,000	73	2.34%	\$6,997,350	2.18%	34	39	34	39	Motiv Powers	
1	7 Navistar	34	2.97%	\$715,000	0	0.00%	\$0	34	1.09%	\$715,000	0.22%	34	0	34	0	Navistar	
18	New Flyer	27	2.36%	\$4,335,000	32	1.63%	\$5,592,000	59	1.89%	\$9,927,000	3.10%	57	2	53	6	New Flyer	
15	Orange EV	81	7.07%	\$13,595,850	27	1.37%	\$4,420,000	108	3.47%	\$18,015,850	5.63%	128	-20	110	-2	Orange EV	No Listing any longer on HVIP, all of a sudden this OEM is not listed in HVIP
20	Other "EVSE" (another EVSE category)	6	0.52%	\$93,412	235	11.93%	\$20,802,172	241	7.74%	\$20,895,584	6.52%	0	241	0	241	Other "EVSE" (another EVSE category)	In April Tot. vouchers were 270 now total is 241 (less 29). Are the large vouchers "CHANJE/Ryder" EVSE's ??
2:	L Phoenix MotorCars	72	6.28%	\$6,170,000	29	1.47%	\$2,540,000	101	3.24%	\$8,710,000	2.72%	90	11	73	28	Phoenix MotorCars	
2	2 Proterra	79	6.89%	\$11,100,000	49	2.49%	\$6,985,000	128	4.11%	\$18,085,000	5.65%	128	0	110	18	Proterra	
2	3 Sea Electric	0	0.00%	\$0	1	0.05%	\$90,000	1	0.03%	\$90,000	0.03%	0	1	0	1	Sea Electric	In April Tot. vouchers were 11 now total is 1 (less 10). First time appears on HVIP in Q1 202(
24	School Bus Placeholder	0	0.00%	\$0	11	0.56%	\$2,420,000	11	0.35%	\$2,420,000	0.76%	11	0	28	-17	School Bus Placeholder	
2	5 Smith Electric	168	14.66%	\$6,290,000	0	0.00%	\$0	168	5.39%	\$6,290,000	1.96%	168	0	168	0	Smith Electric	
26	5 Thomas Built	0	0.00%	\$0	29	1.47%	\$6,425,000	29	0.93%	\$6,425,000	2.01%	16	13	0	29	Thomas Built	
2	Workhorse / AMP Electric	1	0.09%	\$80,000	0	0.00%	\$0	1	0.03%	\$80,000	0.02%	1	0	70	-69	Workhorse AMP Electric (new)	Believe this OEM is Extinct? 70 Non-Paid Vouchers in Jan 2020 down to ZERC
21	3 Xos / Thor	1	0.09%	\$100,000	30	1.52%	\$2,960,000	31	1.00%	\$3,060,000	0.96%	11	20	0	31	Xos	In April Tot. vouchers were 33 now total is 31 (less 2). Thor OEM is now XO!
29	Zenith Motors	66	5.76%	\$4,010,000	0	0.00%	\$0	66	2.12%	\$4,010,000	1.25%	66	0	67	-1	Zenith Motors	Newly Extinct OEM as of 2020, I now moved this into an Extinct OEM in this report.

1,146 100.00% \$105,917,749 1,969 100.00% \$214,359,172 3,115 100.00% \$320,276,921 100.00% 2,844 271 2,574 465
431 37.61% -\$42,020,683 Variance since 4-13-2020 **Total Extinct OEM Sales** Total ZEV Sales (no extinct OEM's) **715** 62.39% Total 1-21-20 Redeemed / Paid 908 5 mo. Growth, Redeemed / Paid 238

Total ZEV Sales / Paid

Total 1-21-20 Redeemed / Paid 3 mo. Growth, Redeeemed / Paid 141 There is a Total of 378 Vehicle Vouchers that have fallen OUT of the program in the last 64 days since the 4-13-20 results.

There is a Total increase of 59 vehicles by 1 OEM, this is Lion Bus, since 4-13-20

There has been a total of 238 vouchers in 2020

There has been a total increase of 299 Vouchers since July 2019 or the last 11 months.

Date: 4-13-20					Color Cod	les: Red Text = Ext	inct OEM	s (2010-201	2 <u>Yellow Highlights</u> =	= Alerts & N	lotes				
4-13-20 <u>ZEV OEM SALES:</u>	PAID 4-13-20		FUNDING:	NON PAI 4-13-20		FUNDING:	CURRENT RESULTS TOTAL 4-13-20		RESULTS FUNDING:	RESULTS FUNDING %:	Past Results TOTAL 1-21-20	Results compared to Last 3 months	TOTAL	Results compared t Last 9 mont	ed to
1 Altec	0	0.00%	\$0	0	0.00%	\$0	0	0.00%	\$0	0.00%	1	-1	0	0	Aitec Was "1" now is zero
2 Blue Bird	41	3.91%	\$8,480,000	48	1.96%	\$10,665,000	89	2.55%	\$19,145,000	5.28%	69	20	48	41	Blue Bird
3 BYD Motors	118	11.25%	\$14,781,852	472	19.31%	\$69,433,000	590	16.89%	\$84,214,852	23.24%	298	292	302	288	
4 Chanje (Started 4-2018)	25	2.38%	\$2,240,000	1,053	43.09%	\$87,800,000	1,078	30.86%	\$90,040,000	24.85%	1,001	77	1,158	-80	Chanje (Started 4-2018) Chanje: has 0 deliveries in 2020, 3 deliveries since 7-23-19, first time appeared on HVIP was 4-2018 and has 43% of the Non Paid funding (\$87.8 Million out of \$277.8)
5 Complete Coach Works	3	0.29%	\$277,500	0	0.00%	\$0	3	0.09%	\$277,500	0.08%	3	0	3	0	Complete Coach Works Chanje has 1,053 Non-Paid vouchers tied up at \$87.8 million dollars, this has lasted for one year with only "3" deliveries since 7-23-19.
6 Eldoardo National	5	0.48%	\$1,500,000	0	0.00%	\$0	5	0.14%	\$1,500,000	0.41%	5	0	5	0	Eldoardo National Per Julie Johnson, she left Ryder in Dec 2019, Chanje is going out of business. Peter & Tom Brotherton have discussed w/ Julie so CARB is aware of this.
7 EVI	112	10.68%	\$5,140,000	0	0.00%	\$0	112	3.21%	\$5,140,000	1.42%	112	0	112	0	EVI Julie said, there is a "letter of intent" for someone to buy them?? She is not sure it will actually get done.
8 EVSE Voucher	56	5.34%	\$1,980,679	0	0.00%	\$0	56	1.60%	\$1,980,679	0.55%	286	-230	73	-17	EVSE Voucher See "other" below. This is new category, it appears, that this just started since Jan 2020
9 Ford	51	4.86%	\$653,000	0	0.00%	\$0	51	1.46%	\$653,000	0.18%	51	0	51	0	Ford
10 Gillig	1	0.10%	\$150,000	0	0.00%	\$0	1	0.03%	\$150,000	0.04%	1	0	1	0	Gillig
11 Green Power	48	4.58%	\$4,955,000	81	3.31%	\$8,565,000	129	3.69%	\$13,520,000	3.73%	128	1	28	101	1 Green Power
12 Kalmar Ottawa	13	1.24%	\$2,070,000	40	1.64%	\$6,045,000	53	1.52%	\$8,115,000	2.24%	53	0	2	51	Kalmar Ottawa
13 Lightning Systems	20	1.91%	\$1,220,000	138	5.65%	\$3,660,000	158	4.52%	\$4,880,000	1.35%	24	134	5	153	Lightning Systems Lightning Systems increased vouchers by 134 since Jan 2020
14 Lion Bus	32	3.05%	\$6,605,000	31	1.27%	\$17,760,000	63	1.80%	\$24,365,000	6.73%	57	6	34	29	Lion Bus
15 Micro Bird	2	0.19%	\$180,000	11	0.45%	\$550,000	13	0.37%	\$730,000	0.20%	11	2	5	8	Micro Bird
16 Motiv Powers	28	2.67%	\$2,907,350	45	1.84%	\$4,290,000	73	2.09%	\$7,197,350	1.99%	34	39	34	39	Motiv Powers
17 Navistar	34	3.24%	\$715,000	0	0.00%	\$0	34	0.97%	\$715,000	0.20%	34	0	34	0	Navistar
18 New Flyer	13	1.24%	\$1,927,000	46	1.88%	\$8,000,000	59	1.69%	\$9,927,000	2.74%	57	2	53	6	New Flyer
19 Orange EV	81	7.72%	\$13,595,850	27	1.10%	\$4,420,000	108	3.09%	\$18,015,850	4.97%	128	-20	110	-2	Orange EV EVSE: There is a \$10 million EVSE Voucher and a \$1.8 million youther and two new ones since Jan 2020 at \$1.4 million each.
20 Other "EVSE" (another EVSE category)	4	0.38%	\$73,012	266	10.88%	\$21,408,361	270	7.73%	\$21,481,373	5.93%	0	270	0	270	Other "EVSE" (another EVSE category) This is all for Panel Cargo Vans. Is this "CHANJE"?? 11% of the Fundingis for the EVSE Vouchers.
21 Phoenix MotorCars	68	6.48%	\$5,850,000	33	1.35%	\$2,860,000	101	2.89%	\$8,710,000	2.40%	90	11	73	28	Phoenix MotorCars
22 Proterra	59	5.62%	\$8,160,000	69	2.82%	\$9,925,000	128	3.66%	\$18,085,000	4.99%	128	0	110	18	Proterra
23 Sea Electric	0	0.00%	\$0	11	0.45%	\$990,000	11	0.31%	\$990,000	0.27%	0	11	0	11	See Electric First time appears on HVIP in Q1 2020
24 School Bus Placeholder	0	0.00%	\$0	11	0.45%	\$2,420,000	11	0.31%	\$2,420,000	0.67%	11	0	28	-17	School Bus Placeholder
25 Smith Electric	168	16.02%	\$6,290,000	0	0.00%	SO	168	4.81%	\$6,290,000	1.74%	168	0	168	0	Smith Electric
26 Thomas Built	0	0.00%	\$0	29	1.19%	\$6,425,000	29	0.83%	\$6,425,000		16	13	0	29	Thomas Built
27 Thor / Workhorse / AMP Electric (new)	1	0.10%	\$80,000	0	0.00%	\$0	1	0.03%	\$80,000		1	0	70	-69	
28 Xos	0	0.00%	\$0	33	1.35%	\$3,240,000	33	0.94%	\$3,240,000		11	22	0	33	Xos
29 Zenith Motors	66	6.29%	\$4,010,000	0	0.00%	\$0	66	1.89%	\$4,010,000		66	0	67	-1	Zenith Motors Gone, not on HVIP: Out of Business
Total ZEV Sales / Paid	1,049	100.00%	\$93,841,243	2,444	100.009	% \$268,456,361	3,493	100.00%	\$362,297,604	100.00%	2,844	649	2,574	919	9
Total Extinct OEM Sales (2010-2012)		34.80%	, ,	-/	300.00		-,		, , ,		,				
Total ZEV Sales (since 2013-2020)	684	65.20%		•											
(Since 2013-2020)		05.2070													