

**Questions and Answers for the Financing Assistance for Lower-Income Consumers (Financing Assistance Pilot Project) Solicitation Applicant Teleconference  
June 14, 2017**

On June 14, 2017 the California Air Resources Board (CARB) held the Financing Assistance for Lower-Income Consumers (Financing Assistance Pilot Project) Applicant Teleconference to answer questions regarding the Fiscal Year 2016-2017 Financing Assistance Pilot Project Grant Solicitation (solicitation). Staff encourages applicants to read through this document as CARB has provided more written detail in their responses to stakeholder questions than was discussed during the teleconference. In the event of any differences, the following written responses take precedence over verbal responses provided in the teleconference.

Please note that staff cannot respond to any questions during the solicitation period except during the Application Teleconference.

**Corrected Link to CalEnviroscreen 2.0:**

There is a correction to a link in the Solicitation, Section I, Summary (page 1). For the purposes of this solicitation, an applicant must use disadvantaged communities as defined in CalEnviroscreen 2.0. The link in the solicitation does not go directly to CalEnviroscreen 2.0. The correct link is:

[www.arb.ca.gov/cc/capandtrade/auctionproceeds/535investments.htm](http://www.arb.ca.gov/cc/capandtrade/auctionproceeds/535investments.htm)

**Application Teleconference:**

1. I am seeking clarification regarding the applicant question deadline for the Financing Assistance Pilot Project. The grant solicitation states that the applicant question deadline is 5:00 p.m. on June 9, 2017; however, the solicitation then goes on to state that questions may be submitted up to 5 p.m. one day prior to the applicant teleconference, which is being held on June 14, 2017. The solicitation also states that "Written questions submitted before the Applicant Teleconference will be given priority." Is June 9, therefore, merely the date that applicants are encouraged to submit their questions?

Additionally, the solicitation announcement includes your phone number as a means by which applicants can ask questions; however, the grant solicitation indicates that questions will only be accepted via email. Is email the mandatory method for asking questions?

Answer: If you submit questions by close of business on June 9, your question will be answered during the application teleconference. If you submit a question the day before, we will try to answer your question during the teleconference. But if more research is needed it may not be possible to have a complete answer given during the teleconference. The written Question and Answer (Q&A) document will include all the questions received up to and including the day of the application teleconference.

If you want to call me to give your questions, I will transcribe them to include them in the questions but we encourage email submission of questions so your question does not get misrepresented, but it is not mandatory. Please note that if something said in today's teleconference conflicts with the written Q& A document, the Q&A document takes precedence.

**Lower-income Definition:**

2. I was just reviewing CARB's new pilot project and was wondering if you can tell me how low-income eligibility will be determined. I see in Appendix B (Sample Grant Agreement) that CARB is responsible for determining eligible lower-income consumer criteria, but am unclear how or when this will be determined.

Answer: Per the Solicitation, Section VIII Definitions, page 11 and 12. **“Lower-income”** for the purposes of this project means a household income less than or equal to 400 percent of the FPL. **“Federal Poverty Level (FPL)”** means the income level published in the poverty guidelines which are updated periodically in the Federal Register by the U.S. Department of Health and Human Services under the authority of 42 U.S.C. 9902(2).” See Federal Poverty guideline website for the current poverty levels, <https://aspe.hhs.gov/poverty-guidelines>.

The 2017 poverty guidelines are in effect as of January 26, 2017 and for California the chart “2017 Poverty Guidelines for the 48 Contiguous States and the District of Columbia” provide the Federal Poverty Level for household size. Multiplying this value by 400 percent provides the limit on the household lower-income eligibility threshold.

2017 POVERTY GUIDELINES FOR THE 48 CONTIGUOUS STATES AND THE DISTRICT OF COLUMBIA	
PERSONS IN FAMILY/HOUSEHOLD	POVERTY GUIDELINE
4	\$24,600

As an example for a family of 4, lower income is considered 400 percent of the FPL which in this case would be a family or household income of less than \$98,400.

Per Appendix A, Sample Grant Agreement, Section I. California Air Resources Board, 7. CARB is responsible for “determining eligible lower-income consumer criteria”.

### Local vs. State Project Definition:

3. Is an applicant considered for a local project if they initially applied for the State wide project and were not successful? Or do they have to apply for two projects i.e. one for local and the other for State?

Answer: Per the Application, page 6, “Applications must identify which project category it is applying for—**Statewide** projects or **local** or expansion project.”

An application must state up front the type of project it is applying for so like projects can be competitively scored. Yes an applicant must apply to the Statewide and local project category separately.

Per the Solicitation, Section III Available Funding, page 3, the goals of the project are slightly different but complementary.

The **Statewide** project targets lower-income consumers with an outreach emphasis in disadvantaged communities. The **local** project primarily targets lower-income consumers in a disadvantaged community.

The applicant will need to apply for each project category separately, within the available funding amount and identify how the project will meet the project type specified in the application with the solicitation requirements.

### Disadvantaged Community Definition:

4. The solicitation mentioned the CalEnviroScreen 3.0 will not be available. The website indicated on the solicitation has information for 3.0. Should we still use the 2.0 as stated in the solicitation?

Answer: For the purposes of this solicitation an applicant must use the disadvantaged communities defined in CalEnviroScreen 2.0. The link in the solicitation does not go directly to CalEnviroScreen 2.0. The correct link is: [www.arb.ca.gov/cc/capandtrade/auctionproceeds/535investments.htm](http://www.arb.ca.gov/cc/capandtrade/auctionproceeds/535investments.htm)

### Electric Vehicle Support Equipment (EVSE):

5. I read through the Financing Assistance Pilot Project solicitation and was not able to find definitive information on whether or not EV charging infrastructure is a project element that needs to be included in the proposal. I noticed it was included in the education/outreach portion but I did not see whether or not chargers would be considered an eligible cost. Can you please clarify whether or not EV chargers play a role in this pilot project/are an eligible cost for grant funding?

Answer: Per the Solicitation, Section VI, Eligible Advanced Technology Clean Vehicle and Electric Vehicle Supply Equipment (EVSE) also known as EV charging infrastructure, page 5

“The Grantee must provide a mechanism to allow financial assistance in the form of a grant of up to \$2,000 for the purchase and installation of EVSE for consumers purchasing or leasing a BEV. The applicant must provide a description of the process for funding EVSE and issuing EVSE funds in the implementation plan.”

EV charging infrastructure is an eligible cost of grant funding (up to \$2,000) when it is connected with a purchase or lease of a BEV.

### **In-Kind Contributions:**

6. Please confirm that resources from other ARB projects funded by Assembly Bill 8 and the Greenhouse Gas Reduction Fund (GGRF) can be counted as in-kind contributions for the Financing Assistance Pilot Project.

Answer: Public funds such as Assembly Bill 8 (Alternative fuel and vehicle technologies: funding program, Perea) and GGRF cannot be counted as in-kind contributions for the Financing Assistance Pilot Project. Per Appendix A, 2016-17 Application, Attachment 2: Budget and/or in-kind contributions. In-kind services refer to goods or services contributed **by the Grantee** but not charged to the Financing Assistance Pilot Project, but which help to more effectively and efficiently meet the goals of the pilot project.

### **Implementation Plan Page Limit:**

7. Since the Project Executive Summary and Project Executive Summary for Public Posting are to be submitted as self-contained documents, are they considered separate from the 16-page implementation plan or will they be counted as part of it?

Answer: Yes, the Project Executive Summary can be considered separate from the 16-page implementation plan.

### **Cost Per Loan:**

8. In Appendix A, 2016-17 Application, Attachment 2: Budget and Match and/or In-kind Contributions, page 4, we propose to outsource loan processing to a subcontractor. Do we still need to include the total cost to process one loan?

Answer: Yes, you still need to include the total cost to process the purchase or lease of an advanced technology vehicle transaction. This would be one loan in combination with a price buy-down. In your case, that cost will include your cost to administer the price buy-down and the subcontractor's cost to process the loan.

## Enhanced Fleet Modernization Program Plus-up working with Financing Assistance Pilot Project:

9. In the Solicitation, Section VII Scope of Work, Section F. 4., page 8, Enhanced Fleet Modernization Program (EFMP) Plus-up participants are not eligible for the price buy-down from the Financing Assistance Pilot Project. How does the EFMP Plus-up and Financing Assistance programs work together?

Answer: These are two different programs that are intended to compliment each other and work together. An EFMP Plus-up participant that receives the incentive for purchasing or leasing a vehicle would not also be eligible for the Financing Assistance buy-down, but is eligible for the Financing Assistance loan.

10. Does the Financing Assistance Pilot Project require scrap of a vehicle?

Answer: No, a consumer does not need to scrap a vehicle.

11. Does the Financing Assistance Pilot Project require a down payment for the purchase or lease of the vehicle?

Answer: A consumer must provide \$1,000 toward the down payment of the purchase or lease of a vehicle or have a minimum loan of at least \$1,000. If a person is participating in the EFMP Plus-Up and scraps a vehicle, this satisfies this requirement (see Solicitation, Section VII Scope of Work, Section F.4. page 8).

12. If in our market a consumer may qualify for both EFMP Plus-up and Financing Assistance, how does that work – how do we market one program over the other?

Answer: Both programs serve lower-income consumers. The Financing Assistance may be best for those who do not have a vehicle to scrap, while EFMP Plus-up may be best for those who have a vehicle to scrap. Also the EFMP Plus-up is not available in all air basins. For some lower-income consumers, the Financing Assistance Pilot Program at the statewide level would offer some assistance toward the purchase or lease of an advanced technology vehicle.