

Questions and Answers for Advanced Technology Demonstration Projects: Zero-Emission Drayage Truck Solicitation Applicant Workgroup

On July 16, 2015, the California Air Resources Board (ARB) held the Zero-Emission Drayage Truck Demonstration Project Applicant Workgroup meeting to answer questions regarding the Fiscal Year (FY) 2014-15 Grant Solicitation. Staff encourages applicants to read through this document, as ARB has provided more detail in these responses to stakeholder questions than what was discussed during the workgroup. The questions and answers below are grouped by topic.

Grantee and Project Team Eligibility

1. If an eligible non-profit grantee, provides technical oversight (such as development and implementation of a formal project management plan as well as communication plan), modeling, inspections, site selection and permitting, training, and assist with commissioning as part of our project management activities would those activities be allowed?

Answer: A potential grantee can provide services beyond those responsibilities outlined in Section VIII Responsibilities of Grantee and Technology Demonstrator. The only limitation of the grantee is that they cannot also act as the data analysis contractor.

2. What activities does ARB consider administrative in nature?

Answer: Project administration is the role of the grantee and includes such activities as: day to day project oversight, preparation and submission of periodic project update reports, submission of disbursement requests, coordination of monthly project update meetings, and other day to day activities in support of the project. More detail on the responsibilities of the grantee is found in Section VIII Responsibilities of the Grantee and Technology Demonstrator.

3. Can a third-party provider of innovative software applications that improves the movement of vehicles and the distribution of cargo containers within and around ports participate as a project partner on a submission?

Answer: Yes; a third-party provider of innovative software applications can be a project partner if the software applications support project-funded vehicles or equipment.

Vehicle, Equipment and Project Eligibility

4. Is an airport considered a “port” under the Drayage Solicitation?

Answer: No, for the purpose of this Solicitation an airport is not a port.

5. Page 12 Section C states that “ARB will only process applications for infrastructure projects where the project is proposed to be sited where similar infrastructure already exists...” If an application proposes installing a hydrogen generation and refueling station in a site which has no existing infrastructure and only a parcel of land but is a good location for refueling the project fleets and also to non-project fleets in the future. Will ARB consider or process this application?

Answer: If there is no existing fueling infrastructure on the proposed refueling site, then the proposed project would not be eligible and the application will not be processed.

6. Could existing infrastructure be interpreted as areas where fuel is produced or adjacent to where trucks load fuel?

Answer: Existing infrastructure can be interpreted as where trucks refuel or where fuel is produced, such as existing natural gas compressors and storage equipment for vehicle refueling or where hydrogen is generated and stored for dispensing into trucks.

7. At a port, is it acceptable to have fueling infrastructure on site but not in the same location/vicinity as the project?

Answer: As specified in the solicitation, the project must be sited where similar infrastructure already exists. The project may be sited at a location other than where the trucks are domiciled, so long as similar infrastructure (i.e., vehicle refueling or charging infrastructure) already exists at the location where the project would be installed..

8. Does an electric power source count as existing infrastructure?

Answer: The infrastructure portion of a proposed project needs to be sited where similar infrastructure already exists such as installing electric vehicle supply equipment where electrical infrastructure already exists.

9. Does a natural gas pipeline count as existing infrastructure?

Answer: No, a natural gas pipeline does not count as existing infrastructure without the presence of a natural gas refueling infrastructure already on the proposed site.

10. If a project proposes to install a hydrogen refueling station in a port or distribution center to fuel the proposed fleet but the proposed infrastructure site in the port or distribution center has no existing hydrogen infrastructure, is this still considered an eligible infrastructure project?

Answer: The infrastructure portion of a proposed project needs to be sited where similar infrastructure already exists such as installing a hydrogen refueling station at an existing vehicle refueling station.

11. The Solicitation is for a Class-8 truck demonstration. In terms of Gross Vehicle Weight Rating (GVWR), what if the truck's build process doesn't result in an original equipment manufacturer (OEM) GVWR?

Answer: The solicitation requires that any funded truck be greater than 33,000 lbs. GVWR. Since the ultimate goal of this demonstration is to end with commercially viable zero-emission drayage trucks, any trucks funded under this solicitation should allow for the transportation of containers that are at the maximum weight for on road hauling.

12. If the proposed advanced technology vehicle isn't 3-axles (and is built with a glider kit, for example), what would be used to verify that the weight class of the proposed truck is Class 8 (and not Class 7, for instance)?

Answer: Any truck that is funded as part of this project will need to have a GVWR of greater than 33,000 pounds excluding the trailer. Total truck weight can be verified at a certified truck scale.

13. Can the Drayage project funding be used to pay for innovative software applications that improve the movement of vehicles and the distribution of cargo containers within and around ports, thereby leading to reduced GHG emissions?

Answer: Yes, such software applications can be an eligible project expense if supporting project-funded vehicles or equipment.

14. How long is the demonstration period as it relates to the operation of the trucks?

Answer: The project needs to be fully completed, including a minimum one-year field demonstration of the advanced technology trucks, by April 15, 2019.

15. Does the application warrant the creation of new zero-emission or near zero-emission trucks, or can the grant application consist of retrofitting existing zero-emission or near zero-emission trucks?

Answer: Advanced technology drayage trucks funded under this solicitation can either be based on new trucks or the conversion of existing trucks that meet the useful life requirements stated on page 11 of the Solicitation.

16. Page 1 of the Solicitation says the deadline for project completion is April 15, 2019; if the project involves multiple vehicles, is there any flexibility to build some of them and have them being demonstrated while others are still being built?

Answer: Yes, however, the project needs to be completed by April 15, 2019.

17. Does a company with only zero-emission trucks drayage trucks in their fleet have to allocate funding for data loggers for installation on baseline diesel fueled drayage trucks?

Answer: No.

18. Will applicants have to budget to install data loggers on all of their diesel vehicles in the end-users fleet, or just one truck?

Answer: Baseline data collection is required for at least one existing diesel-fueled vehicle in the end-users fleet that has the same or similar duty-and drive-cycles as the project-funded vehicle. After a grant agreement has been executed, if ARB or the third-party data analysis provider determines that data collection is necessary for additional baseline vehicles (and remaining funds are available), the grant agreement may be amended to include additional data collection equipment on other trucks. Costs for emission testing for baseline vehicles will be included in the third-party data analysis contract and not in this Solicitation.

19. If a technology provider already has data logging technology, can they use that instead of the one required by the data contractor?

Answer: The third-party data analysis contractor, in consultation with ARB, will decide which data logger will be required to be installed on funded vehicles and baseline vehicles.

Funding, Budget, and Project Eligibility

20. Page 5 of the Solicitation, Section VI. Required Match Funding: labor is mentioned as both a cash match and as an in-kind contribution. Please clarify if labor hours should be considered cash match or in-kind match or if it could be both?

Answer: Any portion of labor costs that are a direct cash payout, after the execution of the grant agreement can be considered either a cash match or an in-kind match. Any labor costs that have been paid before the execution of the grant agreement but that will be used during the term of the grant agreement are considered in-kind contribution.

21. Can ARB clarify how other funding could be used in a proposed project (e.g., Proposition 1B funds)? On Page 5 of the Solicitation, it is stated that non-AB118 and non-Greenhouse Gas Reduction Fund (GGRF) state funds can be used directly towards the 15 percent in-kind contribution match requirement. It is also stated that funds working in tandem with the project will not count towards the 15 percent in-kind requirement, but that assets from projects that have completed their project requirements could be counted towards the 15 percent in-kind match. In the example of Proposition 1B, or the ARB's Goods Movement Emission Reduction Program, would any projects applied for through the upcoming funding cycle (that are funded and then placed under contract) be considered "in-tandem" for their entire 5-year contract period, and therefore only be considered to be extra (above and beyond the total 25% requirement, once it is met through other cash and in-kind contributions)?

Answer: Only assets, not monies, from publicly funded non-AB 118 and non-GGRF funds may be used to fulfill the 15 percent in-kind match requirements, and only if the assets have completed their non-AB 118 or non-GGRF project requirements. No publicly funded monies or assets may be used to meet any part of the 10 percent cash match requirement.

22. Although there is a prohibition on using funds from GGRF programs to meet the minimum 25 percent match requirement, can GGRF state funding from programs such as the California State Transportation Agency's Transit and Intercity Rail Capitol Program be utilized as match funding above and beyond the 25 percent match requirement in order to strengthen the project's overall level of funding?

Answer: GGRF funds cannot be used as match under this Solicitation. However, GGRF funding that can be leveraged to reduce the overall cost of the project will result in a project that costs less and therefore may be more competitive.

23. Can fuel and insurance for funded trucks and equipment be characterized as an in-kind expense?

Answer: Yes, as long as the agency/organization funds are not AB 118 or GGRF sourced.

24. On page 5, Section VI, can a third party or public agency provide any part of the match requirement?

Answer: Yes.

25. Can a third party or public agency provide part of the cash match if they provide proper endorsements (letters, etc.)?

Answer: Yes, as long as the agency/organization funds are not AB 118 or GGRF sourced.

26. Does each advanced technology truck deployment phase of the project require a 1-year field demonstration?

Answer: The field demonstration portion of the demonstration project must last a minimum of at least one year. That one year can include both phases of the minimum two-phase deployment of advanced technology vehicles.

27. Do the letters of commitment from parties providing part of the match require the dollar amount to be specified?

Answer: Yes.

28. Letters of commitment from public agencies generally need to have governing board approval, which can be a long process; is there opportunity to allow more than the 90 days allowed in the Solicitation for this?

Answer: There is not an opportunity to extend the application deadline for this Solicitation to allow for letters of commitment to be drafted. However, if a letter of commitment from a public agency cannot get governing board approval before the application deadline, a letter of commitment from that public agency, stating that the commitment of funds is pending board approval will still be considered as long as a follow-up letter of commitment with funding amounts included is received before the grant agreement is executed. If a governing board-approved letter of commitment and associated board resolution is not received by the time the grant agreement is executed, any funds that are committed from the public agency may not be considered as match to the project, which may result in any tentative project

award being rescinded, and the next highest scoring project offered the available funding.

29. Can opportunity vehicle charging occurring as part of the daily vehicle usage/duty cycle count toward the vehicle range?

Answer: Yes

30. Please clarify the promise of cost share versus when cost share must be made available to the project.

Answers: ARB will only pay for tasks that have met the associated milestones as specified in the grant agreement. If a milestone is met, the in-kind or match funding contribution associated with that milestone must also be met.

31. If a hydrogen refueling station does not intend to sell hydrogen by the kilogram (kg), must it meet the Specifications, Tolerances, and Other Technical Requirements for Weighing and Measuring Devices stated in the Hydrogen Dispensing subsection of Appendix C?

Answer: No; if the hydrogen refueling station will not be used to sell fuel by the kg, it is not required to meet the requirements in the Hydrogen Dispensing subsection of Appendix C.

32. In the demo phase for zero-emission vehicles, do we spend labor and capital costs to track a 2010 compliant truck, or use ARB's numbers instead?

Answer: If the entire fleet is zero-emission, then no baseline data collection will be required during the demonstration phase. However, if there is an existing conventional drayage truck that is part of the fleet that is demonstrating the advanced technology truck, then funding must be allocated in the applicant's budget to install data collection equipment on at least one conventional truck in the fleet. If, after a grant agreement has been executed, ARB or the third-party data analysis provider determines that data collection is necessary for additional baseline vehicles (and remaining funds are available), then the grant agreement may be amended to include additional data collection equipment. Costs for emission testing for baseline vehicles will be included in the third-party data analysis contract and not this Solicitation.

Disbursements

33. How will grant funding be distributed to project participants and when would project participants expect to receive funding?

Answer: Payments are made after the associated project milestone(s) has/have been reached and the required form and documentation have been submitted to ARB's Project Liaison. Payment can take up to 8 weeks to be disbursed.

34. In regards to the grant payment will the grantee be asked to pay all invoices first, and then request monthly (or quarterly) reimbursements from ARB?

Answer: The Grantee will not be asked to pay all invoices first and then request reimbursement from ARB. See the response to question 32 for more information.

35. Will the Grantee be asked to submit invoices to ARB as they are received?

Answer: No; payments are made after an associated project milestone(s) has/have been reached and the required form and documentation have been submitted to ARB's Project Liaison.

36. What are ARB's repayment terms with a grantee?

Answer: The grantee must submit a Disbursement Request Form (Appendix B, Exhibit C in the solicitation package) to ARB's Project Liaison upon completion of a payable project milestone(s). Included in the disbursement request package will be the Disbursement Request Form, a Project Progress Report and supporting documentation to validate the requested funds.

37. Are invoices paid within 30 days of receipt?

Answer: There is not a requirement to process disbursement requests within 30 days of receipt to ARB. However, ARB will make every attempt to ensure that disbursement requests are paid promptly.

38. Can applicants invoice for cost share that's not incurred until a later date?

Answer: No; ARB will only issue payments for costs already incurred that follow the process established in the Solicitation.

Application Scoring

39. Will the applications be scored to 1 decimal point?

Answer: The level of detail that the application scoring team will score applications is up to the scoring team and will not be defined in advance.

40. Will ARB score projects higher if ownership of the vehicles is immediately transferred to the vehicle operator at the beginning of the project?

Answer: No.

41. How does ARB plan to verify the range of the vehicle?

Answer: During the application scoring process, the applicant scoring team will make a determination if the stated range is realistic, based on the information provided and each scoring team members individual knowledge and information for other internal ARB experts. If a project is selected for funding, the stated range given in the application will be verified during the field demonstration portion of the project.

42. Will the use of United States (U.S.) or non-US manufactured components have any impact on scoring?

Answer: No.

43. How will ARB balance the amount of zero-emission range a proposed vehicle will provide against the reality of its team's ability to scale the concept to a real, production product?

Answer: During the application scoring process, the applicant scoring team will consider the amount of zero-emission range in the application and the ability of the project team to scale the concept into commercial production.

44. We believe ARB's scoring criteria most heavily weights commercialization potential, is this correct?

Answer: The scoring criteria balances commercialization with the ability of the project team to successfully complete the demonstration project along with the proposed projects ability to reduce greenhouse gas (GHG) emissions, the level of technical advancement the project is proposing and others as identified in section XV Evaluation, Scoring and Preliminary Selection section of the solicitation.

45. What criteria will be used to determine a remaining 10-year useful life in the case of a repower/conversion?

Answer: The criteria that the ARB scoring team will use to determine if a proposed vehicle has at least a ten year remaining useful life will be based on information provided in the application and the judgement of the scoring team members. The applicant should make an affirmation as to the remaining useful life for any vehicle that will be used as a conversion in a proposed project. The application should also include documentation supporting the remaining useful life of the proposed vehicle.

46. Can you describe the scoring process and the number of members on the scoring team?

Answer: Scoring teams will typically have 3 to 5 people on the team (generally ARB staff, but we have the opportunity to reach out to other state agencies or state universities). Scoring teams will review and score applications based on the scoring criteria found in the Solicitation.

47. Regarding the 100-mile zero-emission vehicle daily range: is it possible to have vehicles with a 50-mile range and a duty-cycle that allows them to charge twice in one day?

Answer: Yes; the application must show a charging/infrastructure component that will allow for multiple charging events during a single day.

48. Is it better to go with greater range, or go for meeting the range target?

Answer: The applicant should use their best judgment when balancing the range targets and the ability for the vehicle for commercial deployment once the demonstration project is completed.

49. For the daily range target, do we need to develop a specific duty cycle?

Answer: No; an applicant does not need to develop a specific duty-cycle. The proposed vehicle should be able to perform as a drayage truck in revenue service, while meeting the requirements stated in the Solicitation.

50. What if the requested funding amount is less than the amount available? Will the application be rejected?

Answer: No; an application will not be rejected for requesting less than the amount of funds than are available.

51. What about the pollution associated with the use of a range extender while in range-extending mode? Is that part of the overall emissions reduction calculation?

Answer: Yes; the emissions associated with the truck operating in range-extending mode will need to be part of the overall emission reduction calculation.

52. If we make a 200-mile zero-emission range truck, will we get 15 points for scoring criteria 7?

Answer: No; the application can only get the maximum number of points for the 100-mile zero-emission range in criteria 7 (maximum of 10 points), but the additional zero-emission range may be considered in other scoring criteria.

53. There seems to be a contradiction in goals; is there a sweet spot between the duty cycle and the range goals? How much will you consider those compared to the larger commercialization goals?

Answer: It is up to the applicant to weigh the value of building an advanced technology truck that balances the needs for range versus performance as a drayage truck. The commercialization aspect of any proposed truck project will need to balance range and functionality.

54. In regards to Scoring Criteria Number 7, daily zero-emission mile ranges less than 100 miles per day will be divided by 100 miles per day and multiplied by 10 points to give the prorated number of points associated with the total daily zero-emission mile range. Since the total available points for Scoring Criteria Number 7 is 10 points, if a proposed vehicle were able to meet the zero-emission range of 100 mile per day and a total daily range of 200 miles per day, the number of points that would be calculated would be 15 points. Will only 10 points be offered under this scoring criteria or will 15 points be available?

Answer: Only a maximum 10 points will be awarded for Scoring Criteria Number 7. If the proposed vehicle's daily zero-emission and total daily range, using the methodology outlined in Scoring Criteria Number 7, would result in more than 10 points, than that additional range can be considered in Scoring Criteria Number 8, Technology and Innovation and Scoring Criteria Number 9, Market Penetration and Commercialization of the Technology.

Emissions and Cost Effectiveness

55. Please clarify what is meant by a "baseline vehicle?" Will existing ARB emission data for diesel vehicles be acceptable for establishing an emission baseline?

Answer: For completion of proposed project's emission reductions and cost effectiveness calculations, a baseline vehicle is a diesel fueled heavy-duty engine that meets the 2010 model year engine certification standard.

56. What about counting emission reductions associated with infrastructure and Vehicle to Grid (V2G)? Can we quantify the reduced site emissions even if they're not from the tailpipe?

Answer: No; emission reductions from infrastructure cannot be counted. However, the sale of electricity or other financial benefit associated with V2G can be used to reduce overall project costs, which may make the application more competitive than the same application without V2G capability.

Solicitation and Application Process

57. Can the sample grant agreement that's included in the Solicitation be modified?

Answer: The General Provisions cannot be modified from their current form.

58. Page A-5: Attachment 3: Project Narrative and Work Plan. Is 15 pages limitation apply to the Project Narrative only or the Project Narrative plus Work Plan?

Answer: The 15 page limitation is inclusive of the Project Narrative only.

59. Is it correct that an applicant would complete the following attachments: 1: Applicant Qualifications, Attachment 4: Emissions Reductions and Cost-Effectiveness Calculations, and Attachment 5: Proposed Budget and Project Milestones and Disbursement Schedule and also address them within the Project Narrative? Do these attachments or any of the other attachments included in Appendix A count towards the 15-page limit of the project narrative?

Answer: Yes.

60. On page 18 of the application it states "If two or more applications are submitted for the same project by different applicants, those applications will be scored separately, and the highest scoring project will then compete against applications submitted for different projects." What constitutes the same project?

Answer: Two applications for the same project will be identical with the same technology demonstrator, end user, and technologies to be demonstrated. Identical applications may be from separate potential grantees.

61. What are the differences between a technology demonstrator (e.g., on p. 5), a technology provider (e.g., on p. 20), and an end-user (e.g., on p.23)?

Answer: A technology demonstrator is the same as a technology provider. However, an end-user is the entity that will be using the proposed advanced technology drayage trucks during the field demonstration segment of the demonstration project.

62. Would ARB accept the Project Manager to be the grantee and also assume at least the following roles of the technology demonstrator (as listed on page 7):

- Timely achievement of stated demonstration project goals
- Installation and maintenance of data collection equipment and data collection as required by ARB
- On-time reporting to the Grantee on project status and Grant performance

Answer: Yes; however, the third party data analysis contractor may require that any applicant team members refrain from the installation and maintenance of data collection equipment and data collection.

63. Does ARB want a Budget Summary (in the exact format shown in Exhibit B, Attachment I) to be included in the Project Narrative, Attachment 5? Or is it acceptable to have the relevant information included in Attachment 5 in any format wanted.

Answer: It is acceptable for the Budget Summary to be in any format that that the applicant deems as desirable. However, the example Budget Summary is in a format that is acceptable to ARB and includes examples of the information that should be part of the Budget Summary.

64. Can applicants provide and will you consider letters of support from NGOs, elected officials, and project partners?

Answer: Yes.

65. Can applications be submitted on a Universal Serial Bus or USB stick versus a compact disc?

Answer: No.

66. Project participants may want to protect intellectual property (existing/developing) and performance data. How will ARB insure that intellectual property is protected?

Answer: Applicants should follow the procedures suggested for protecting confidentiality (on Page 14 of the Solicitation) If confidentiality is requested then the applicant should identify confidential information as such in their application.

67. How will ARB ensure that collected data cannot be linked to a specific product?

Answer: Data collection is part of the demonstration project. The goal is to collect and share data with the public in a way where specifics are obscured. The data contractor will be required to obscure collected data to protect the identity of the end user, products, and technology providers.

68. Page 23 indicates a 5 percent cap on administration costs, while Appendix B, page B-1 has a footnote that indicates that administrative funds may not exceed 10percent. Which is correct?

Answer: There is a 5 percent cap on administrative costs for projects funded under this solicitation. The footnote in Appendix B, page B-1 in regards to the Sample Budget Summary is an error.

69. Appendix A, Attachment 5 regarding itemization of subcontractor costs and providing details on indirect and fringe benefits. What if a subcontractor's fringe benefits are proprietary?

Answer: If the details of the indirect and fringe benefits are proprietary, then the total amount for indirect and fringe benefits can be indicated in the Sample Proposed Budget. Confidential information should be handled using the procedure in Appendix A, Attachment 7, Procedures for Handling Confidential Information, for including the detailed accounting of subcontractor indirect and fringe benefits.

70. Can a Grantee expend billable time before the agreement is fully executed (for example, in the process of getting CEQA approval)?

Answer: No; reimbursable costs can only be incurred after the grant agreement is fully executed.

Vehicle Ownership

71. Who owns the fleet, equipment and fueling infrastructure during and after the project?

Answer: Ownership of the fleet, equipment and fueling infrastructure or anything else that was purchased for the project is to be determined by the

technology demonstrator, grantee or other project team member, with the understanding that the State will not retain any ownership of vehicles, equipment or fueling infrastructure.

72. Who will own the vehicles during the project: the vehicle operator or the grantee? If the grantee owns the vehicles during the project, will the grantee be required to transfer ownership to the vehicle operator upon completion of the project?

Answer: Ownership of any vehicle or equipment is to be determined by the project participants. The State of California will not make any claims as to ownership of vehicles or equipment funded under this Solicitation.

73. Is the grantee considered as the owner of the products being produced (i.e. who will own the title of the truck)?

Answer: Ownership of vehicles and equipment funded under this Solicitation is to be determined by the project participants. The State of California will not claim ownership of vehicles and equipment that are funded under this Solicitation.

74. Can the demonstration trucks be 'leased' to drayage operators during the period of performance of the grant (and thus help offset the project costs)?

Answer: Leasing of trucks that are funded under this demonstration may have implications for approval of Experimental Permits to allow for legal operation of the vehicles on California roads. It is advisable that any projects that propose the use of leases fully understand what implications that lease may have on vehicle registration, access to ports, or other criteria for successful completion of the projects field demonstration.

75. After the grant's period of performance ends: can the demonstration trucks be sold or destroyed, or do the trucks have to remain in the possession of the grantee and operate until the end of their useful life?

Answer: After the projects grant agreement is over, the disposition of trucks funded under this solicitation will not be constrained by ARB.

General Questions

76. Is the baseline vehicle an actual vehicle or a theoretical one?

Answer: The baseline vehicle for completing the cost effectiveness and emission reduction calculations, as part of the application process, is a diesel fueled drayage truck with an on-road heavy-duty engine that is certificated to the 2010 model year emissions standard. A baseline vehicle for purposes of

data collection and emission testing is an actual vehicle in the end-user's fleet that has the same or similar duty and drive cycles.

77. If there is no actual baseline vehicle in the end-users fleet, does the applicant still have to include \$2,000 for the data collection equipment for it?

Answers: No.

78. If the project is for zero-emission vehicles, can we use ARB's emission numbers for the baseline vehicle?

Answer: Regardless of whether the proposed vehicles are near zero-emission or zero-emission, applicants should use the values and methodology that is found in Appendix D for performing cost effectiveness and emission reduction calculations.

79. Will there be a list of attendees for the Zero-Emission Drayage Truck Applicant Workgroup meeting?

Answer: No.

80. CalRecycle has an online grant submittal process; can ARB use that system for online grant submission?

Answer: ARB will not accept electronic submittals in response to this Solicitation.

81. California Energy Commissions Electric Program Investment Charge project uses an online group for project team building and outreach; is it possible for ARB to do that, or will ARB welcome outsiders to set it up?

Answer: For this Solicitation ARB has not developed a group outreach forum outside of the existing public workgroup process and encourages all interested participants to team together and coordinate in any way that provides meaningful benefits to the development of quality demonstration projects.

82. Can the one-year project life for the field demonstration be inclusive of both phases of truck deployments?

Answer: Yes, the exact timing of each of the phases is up to the applicant, as long as the vehicle(s) complete at least one year of field demonstration.

83. On two-phased truck deployments if there are other vehicles already in operation, can they count as Phase 1, allowing the applicant team to move directly to Phase 2?

Answer: No; the project needs to include a full 2-phase deployment.

84. For full zero emission vehicles, what is involved in "ARB approval for legal operations" (as stated on Pg 11 of 29 in the Grant Solicitation)? Is it correct that zero emission vehicles demonstrated in this project would not need to go through certification and verification (like vehicles with an internal combustion engine would need to, as stated on Pg 10 of 29)?

Answer: As stated on page 11, Section A of the Solicitation, "Instructions will not be provided as part of this Solicitation as to the pathway to certification or verification."

85. What are the primary considerations from ARB's perspective to demonstrate commercial viability, a product development plan, clear stages to production, partnerships with production-capable manufacturers, and other factors?

Answer: Commercial viability is a culmination of many aspects, including but not limited to, vehicle range, vehicle functionality, acceptability of the drayage truck to operators, charging or refueling procedures, operational cost, maintenance costs, and the ability to bring advanced technology trucks to market after the demonstration.