

APPENDIX B

**SAMPLE IMPLEMENTATION MANUAL FOR THE FISCAL YEAR
2013-14
HYBRID AND ZERO-EMISSION
TRUCK AND BUS VOUCHER INCENTIVE PROJECT**

December 2013

California Environmental Protection Agency

 **Air Resources Board**

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A. INTRODUCTION AND OVERVIEW

In 2007, Governor Schwarzenegger signed into law the *California Alternative and Renewable Fuel, Vehicle Technology, Clean Air, and Carbon Reduction Act of 2007* (AB 118, Statutes of 2007, Chapter 750). AB 118 created the Air Quality Improvement Program (AQIP), a voluntary incentive program administered by the Air Resources Board (ARB), to fund clean vehicle and equipment projects, air quality research, and workforce training.

As required in Health and Safety Code (HSC) Section 44274(a), the Board adopted regulatory guidelines in 2009 for AQIP. The Guidelines for the AB 118 Air Quality Improvement Program (Guidelines) define the overall administrative requirements and policies and procedures for program implementation based on the framework established in statute. Central to the Guidelines is the requirement for a Board-approved annual funding plan developed with public input. The funding plan is each year's blueprint for expending AQIP funds appropriated to the ARB in the annual State Budget. The funding plan focuses AQIP on supporting development and deployment of the advanced technologies needed to meet California's longer-term, post 2020 air quality goals.

In July 2013, ARB approved the FY 2013-14 Funding Plan, providing \$5 million in funding for the Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP). In September 2013, the Legislature approved Senate Bill 359 (Corbett), providing an additional \$10 million for HVIP. The total funding allocated is \$15 million. HVIP is intended to encourage and accelerate zero- and near-zero emission, on-road truck and bus deployment and technology innovation. This project provides vouchers to help California fleets purchase or lease qualified hybrid or zero-emission trucks and buses or aerial boom vehicles with electric power take-off (ePTO). HVIP benefits the citizens of California by providing immediate air pollution emission reductions while stimulating development and deployment of the next generation of zero-emission and hybrid commercial vehicles. It is administered and implemented through a partnership between ARB and a Grantee, selected via a competitive ARB grant solicitation. A minimum of ninety-three and one-half percent of HVIP funds are for vouchers to help California fleets purchase or lease new eligible on-road vehicles.

The Implementation Manual for the FY 2013-14 HVIP (Implementation Manual), in conjunction with the Guidelines, and the Funding Plan identify the minimum requirements for implementing the program. The Implementation Manual may be periodically updated as needed to clarify project requirements and improve project effectiveness. The Implementation Manual, including any updates, will be posted on ARB's website at <http://www.arb.ca.gov/msprog/aqip/hvip.htm> and on the Grantee's HVIP webpage at <http://www.californiahvip.org/>.

This document constitutes the Implementation Manual for HVIP for FY 2013-14. Definitions of key program parameters are located in Section G of this manual.

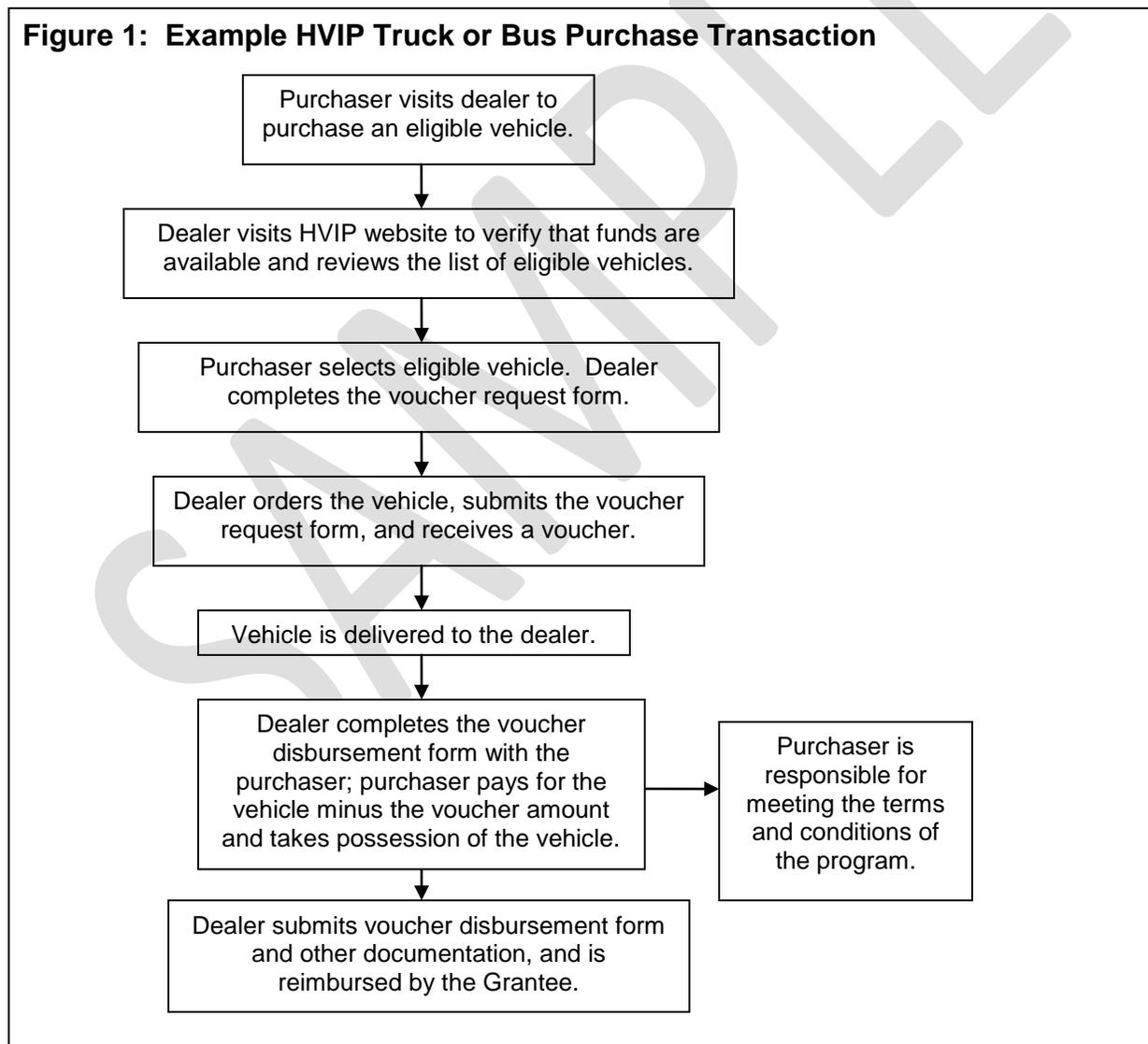
B. PROJECT OVERVIEW

1. Project Framework

Figure 1 illustrates a hypothetical vehicle dealer sale and voucher reimbursement transaction. HVIP provides a voucher for the incentive amount to a registered dealer, redeemable at the time of the vehicle purchase.

The HVIP website includes a list of eligible trucks and buses, as well as the eligible voucher amount for each vehicle. The webpage includes a voucher request form for the dealer to complete with the purchaser and submit at the time a specific vehicle is ordered. A similar structure also applies to vehicles which are ordered directly from a truck manufacturer or a truck equipment manufacturer (TEM).

Figure 1: Example HVIP Truck or Bus Purchase Transaction



Key timelines for FY 2013-14 HVIP development and implementation are identified in Table 1 (below).

Table 1: FY 2013-14 HVIP Development and Implementation Timeline*

Action Item	Date or Time Period
HVIP Grantee selected.	January 2014
HVIP Grantee develops project webpage, conducts outreach and dealer training.	February 2014
Implementation Manual and voucher forms finalized.	February - March 2014
Funding available to redeem vouchers.	March 2014 - May 2015 (or until depleted)

* The timeline may be changed at ARB's sole discretion.

C. VEHICLE TECHNOLOGY ELIGIBILITY

This section describes minimum criteria necessary for vehicles to apply for HVIP-eligibility.

1. All Vehicles

- a. The vehicle engine (if applicable), drive train, and batteries/energy storage system(s) must be covered by a manufacturer warranty. Prior to approving a vehicle model for addition to the List of Eligible Vehicles (see Appendix A), ARB may request that the manufacturer provide copies of representative vehicle, engine and battery warranties and a description of the manufacturer's plans to provide warranty and routine vehicle service. The warranty must provide protection for a minimum of 36 months or 50,000 miles, whichever comes first. The first 12 months of the coverage period shall be a full warranty covering at a minimum engine (if applicable) motor, drive train, battery, parts and labor. If the warranty for the remaining 24 months is prorated, the percentage of the battery pack's original value to be covered or refunded must be at least as high as the percentage of the prorated coverage period still remaining. For the purpose of this computation, the age of the battery pack must be expressed in intervals no larger than three months. (Note: The Board approved ARB staff's proposal to strengthen HVIP minimum warranty requirements as part of the Funding Plan. ARB will convene at least one HVIP public work group meeting to inform development of updated minimum vehicle and vehicle component warranty requirements. These updated requirements will be included in the FY 2013-14 Implementation Manual prior to project launch.)
- b. The vehicle must have at least one California-based service provider affiliated with the vehicle manufacturer and capable of vehicle service and repair.

- c. No retrofits or other hardware or software modifications which significantly impact the vehicle's emissions characteristics are permitted.
(Violation, Vehicle Code 27156)
- d. The vehicle must meet all applicable local, state, and federal laws, ordinances and requirements, including but not limited to all applicable safety and air quality regulations.

ARB is responsible for developing and updating the list of vehicles eligible for an HVIP voucher. Vehicle make/models identified in Appendix A which were eligible for the FY 2011-12 HVIP are automatically eligible for the 2013-14 HVIP. HVIP vehicle eligibility applications for hybrid, zero-emission, and aerial boom vehicles with ePTO are found in Appendices B-1, B-2 and B-3, respectively. Application submittal instructions and an updated list of eligible vehicles are found at http://www.arb.ca.gov/msprog/aqip/hvip_vehicle_eligibility.htm.

2. Hybrid Vehicles

- a. Hybrid vehicle makes/models must fall into one of the following categories to apply to ARB for HVIP eligibility:
 - i. A plug-in hybrid vehicle between 8,501 and 10,000 lbs gross vehicle weight rating (GVWR) which is ARB-certified to be sold in California. An ARB-certified plug-in hybrid commercial vehicle between 6,001 and 8,500 lbs may apply for HVIP eligibility; however, vouchers for these vehicles are provided on a case-by-case basis only if a vehicle purchaser can demonstrate the vehicle is for commercial (not personal) use only.
 - ii. A hybrid vehicle over 14,000 lbs GVWR which is ARB-certified to be sold in California.
 - iii. A hybrid vehicle over 14,000 lbs GVWR which is not ARB-certified that demonstrates, pursuant to the Hybrid Vehicle Eligibility Application (as shown in Appendix B-1) that: 1) the hybrid system is compatible with continued effective functioning of the vehicle exhaust after-treatment system; and 2) the vehicle achieves at least a 30 percent fuel economy benefit relative to its non-hybrid counterpart.
- b. The vehicle must use an ARB-certified engine. The engine must be appropriately matched for the intended service class of the hybrid vehicle in which it is used. Diesel engines must meet the following criteria if used in vehicles not yet certified by ARB:
 - i. A light heavy-duty diesel engine may be used in a vehicle up to 23,000 GVWR.

- ii. A medium heavy-duty diesel engine may be used in a vehicle up to 38,000 GVWR.
- iii. A heavy heavy-duty diesel engine may be used in a vehicle up to 80,000 GVWR.

Diesel engines may be used in vehicles above these weight limits only with the prior written consent of the ARB Project Liaison.

- c. A vehicle must draw propulsion energy from onboard sources of stored energy that are both an internal combustion or heat engine using consumable fuel, and a rechargeable energy storage system. This definition does not exclude plug-in hybrid vehicles.
- d. A hybrid vehicle diesel engine must be new and be a 2010 or newer model year.
- e. Modifications to engine performance (including changes in horsepower), emissions characteristics, engine emission components (not including repairs with like-original equipment manufacturers replacement parts), or any other modifications to the engine's emission's control function is not allowed.
(Violation, Vehicle Code 27156)
- f. Plug-in hybrid electric vehicles must meet a minimum ten mile all electric or equivalent all electric range (EAER), consistent with ARB zero-emission and hybrid electric vehicle test procedures.¹
- g. Plug-in hybrid electric or hydraulic hybrid vehicles must demonstrate at least a forty percent fuel economy benefit relative to their non-hybrid counterparts to be eligible for the additional incentive funding identified in Table 4 (page 14).

3. Zero-Emission Vehicles

Hydrogen fuel cell and battery electric-powered vehicle technologies have been proven to emit zero-emissions when powering medium- and heavy-duty vehicles, and are therefore potentially eligible for HVIP. Other technologies which emit zero-emissions when in operation may be considered for HVIP eligibility on a case-by-case basis.

- a. Zero-emission vehicle makes/models must fall into one of the following categories to apply to ARB for HVIP eligibility:
 - i. Zero-emission vehicles between 5,001 and 14,000 lbs GVWR that are ARB-certified as Type I, I.5, II or III zero-emission vehicles as defined in the

¹ EAER must be calculated in accordance with Section F.5.4 of ARB's *California Exhaust Emission Standards and Test Procedures for 2009 and Subsequent Model Zero-Emission Vehicles and Hybrid Electric Vehicles, in the Passenger Car, Light-duty Truck, and Medium-duty Vehicle Classes*; Amended December 2, 2009 (found at: www.arb.ca.gov/msprog/levprog/cleandoc/clean_2009_my_hev_tps_12-09.pdf). Plug-in hybrid vehicles greater than 14,000 lbs may demonstrate EAER using an alternative methodology approved in advance by ARB.

California ZEV Regulation (Section 1962(d)(5)(A), Title 13, California Code of Regulations (CCR) for 2003-2008 model year vehicles and Section 1962.1(d)(5)(A), Title 13, CCR for 2009 and subsequent model years). Those vehicles between 5,001 and 8,500 lbs GVWR may apply for HVIP eligibility; however, vouchers for this lightest vehicle class are provided on a case-by-case basis only if a vehicle purchaser can demonstrate the vehicle is for commercial (not personal) use only.

- ii. Zero-emission vehicles between 5,001 and 14,000 lbs GVWR that are ARB-approved. The manufacturer must also certify that the vehicle model complies with all applicable federal safety standards for new motor vehicles and new motor vehicle equipment issued by the National Highway Traffic Safety Administration. The Federal Motor Vehicle Safety Standards are found in Title 49 of the Code of Federal Regulations (CFR) Part 571. If a written statement and documentation have been previously provided to ARB in the course of applying for ARB approval/certification of the vehicle model, no additional written statement is required.
- b. The vehicle must meet a minimum ten mile equivalent all-electric range, consistent with ARB zero-emission and hybrid electric vehicle test procedures.

4. Aerial Boom Vehicles with ePTO

The following vehicle eligibility requirements apply to aerial boom vehicles with ePTO that do not otherwise meet criteria for hybrid or zero-emission vehicles defined in this Implementation Manual:

- a. Only aerial boom vehicles over 26,000 lbs GVWR and with a boom working height of at least 50 feet are eligible for funding.
- b. An ePTO system must use alternating current (AC) to power the electric motor and have a voltage of at least 40 volts. An ePTO system using direct current (DC) may be approved by the ARB Project Liaison on a case-by-case basis based upon evidence the system is robust and will not compromise workplace safety.
- c. The vehicle ePTO system must demonstrate ability to charge from the battery manufacturer recommended minimum state-of-charge (i.e. the remaining battery voltage defined by the manufacturer at which the vehicle engine will turn on to recharge the ePTO battery) to fully charged within twelve hours when plugged in. The manufacturer recommended minimum state-of-charge utilized during the HVIP eligibility application ePTO demonstration may not be adjusted in-use for a minimum of three years from the vehicle's HVIP voucher redemption date.
- d. When the ePTO system is engaged at the jobsite, heating, ventilation, and air conditioning (HVAC) cab comfort must be powered by the ePTO battery.
- e. The vehicle must include a telematics device that electronically tracks the following:

- i. engine idle time;
 - ii. battery charge time from engine;
 - iii. battery plug-in charge time;
 - iv. hours of boom operation (stationary); and
 - v. hours of boom movement.
- f. Aerial boom vehicles with ePTO are deemed HVIP-eligible by ARB staff based on a demonstration that the vehicle engine does not idle to recharge the battery or to power the aerial lift during a typical work day. The vehicle must demonstrate completion of a typical duty cycle as shown in *Appendix B-3: Aerial Boom Vehicle with ePTO Eligibility Application* with ePTO power only.

Aerial boom vehicles using alternate (non-battery powered) zero-emission PTO systems may be approved by ARB on a case-by-case basis.

5. Exportable Power

HVIP-eligible plug-in utility vehicles or vehicles below 10,000 lbs GVWR that are equipped with exportable power are eligible for an additional \$2,000 voucher. To be eligible, the exportable power system must:

- a. Be a new exportable power system that is fully integrated into the HVIP-eligible vehicle during the vehicle's original manufacture.
- b. Provide a minimum of 3.0 kilowatts of auxiliary power (able to power electric tools, lighting and accessories at a job site or to take the place of a small electric generator).
- c. Be covered by a minimum three year warranty for parts and labor.

Vehicle manufacturers must submit proof of an export power option meeting the above minimum criteria during HVIP vehicle eligibility application process. ARB reserves the right to deny approval of an export power voucher if export power usage on the proposed vehicle cannot be justified (i.e. the vehicle must be in a vocation in which export power is utilized). ARB may approve other HVIP-eligible vehicle types for the additional HVIP incentive on a case-by-case basis based upon evidence of export power commercial availability and utilization.

D. VOUCHER REQUIREMENTS

An HVIP voucher shall only be provided for a specific vehicle on order or purchased by a specific customer. The dealer must work with the vehicle purchaser to complete the HVIP voucher request form (available on the HVIP webpage) for HVIP-eligible vehicles. Only vehicles listed as eligible on the HVIP webpage may receive a voucher. The maximum voucher amount for each eligible vehicle will be provided on the HVIP webpage.

The Grantee shall, in coordination with ARB, develop/maintain a system for dealers to quickly, effectively, and transparently request and redeem vouchers. The HVIP webpage shall include all the information necessary for the dealer, in conjunction with the vehicle purchaser, to complete and submit the voucher request. Only completed and accurate voucher request forms will be accepted. The Grantee will review the voucher request form for eligibility and provide vouchers on a first-come, first served basis until HVIP funds are depleted. Fleets that fail to submit annual vehicle usage surveys as required for ten or more vehicles from any HVIP funding year are ineligible for additional HVIP vouchers while this information remains outstanding. Fleets that systematically fail to submit accurate and timely annual usage surveys may be prohibited from future HVIP participation. See Section E(2) for additional information regarding vehicle purchaser responsibilities.

Voucher requests can be made electronically by participating dealerships at www.californiahvip.org. Voucher funds are reserved at the time of the electronic voucher request. **Submittal of a voucher request not associated with a real and completed vehicle order is prohibited.** A completed voucher request form will be printed and signed by both the dealer and the vehicle purchaser. The dealer will then submit the voucher request form, along with a vehicle purchase order and copy of the purchaser's driver's license or other official identification with signature within two weeks of the electronic voucher request. The purchase order provided by the dealer must represent a real vehicle order. Dealers and participating fleets which provide false or misleading information may be barred from future participation in the HVIP or face other penalties.

Failure to provide this information within two weeks of the original voucher request will nullify the electronic voucher request. It is the Grantee's responsibility to notify the dealer that the voucher request has been rejected in writing within five business days of receipt of signed forms or vehicle documentation that disqualifies the vehicle and/or voucher request. Any rejections will include the reason for a rejected voucher request. Voucher requests will be accepted into the queue in the order in which they are received from the online request system. The Grantee will maintain a contingency list of vouchers requested once the initial voucher project funding has been subscribed. The contingency list will be used if vouchers are rejected (and funding unobligated) or if additional project funding becomes available.

The dealer must also provide the vehicle identification number (VIN) or a serial number that uniquely identifies the vehicle and the expected delivery date within thirty calendar days of the electronic voucher request. This information confirms that the dealer has made an order with the manufacturer. The order should be placed prior to, or in

conjunction with, making a voucher request. The Grantee has the right to reject the voucher at this point if the VIN or serial number does not match the vehicle identified on the voucher request. Once all voucher request forms and information are received by the Grantee, a voucher will be issued within five business days. A voucher will only be redeemed if the vehicle purchaser and delivered vehicle make/model and other defining information match that on the voucher request form.

1. Voucher Renewal

An HVIP voucher will be valid for three months from the time it is issued by the Grantee. A voucher may be renewed by the participating dealership at any point within those three months through the modification of the electronic voucher record online. Renewal of the voucher automatically reserves the eligible vehicle's and purchaser's voucher funding for an additional three months. A voucher which is not renewed within any three month period will be deemed expired and the voucher funds will be allocated to the next eligible HVIP participant. A voucher must be redeemed within one year (365 days) of the electronic voucher request. Request for voucher extensions beyond one year will be reviewed by the Grantee in consultation with ARB on a case-by-case basis. A decision regarding extension of the voucher reservation beyond one year shall be made by the Grantee in consultation with ARB, and shall be based upon factors, including but not limited to the projected vehicle delivery date, demand from other participants for remaining available HVIP funding, and the good faith efforts of the purchaser, dealer and manufacturer to complete the purchase and place the vehicle into service. The Grantee must maintain written documentation regarding approval of voucher reservations that are extended beyond a one year period for three years after voucher redemption. Vouchers must be redeemed by participating dealers no later than December 31, 2014. Vouchers not redeemed by this date may be deemed null and void.

2. Voucher Redemption

Once a vehicle has been delivered, purchased, and is ready to be placed into service the dealer must submit the voucher and required documentation to the Grantee for redemption. A voucher will only be honored if the vehicle and purchaser listed on the voucher match that in the completed purchase transaction. HVIP voucher redemption requests must also meet the following criteria:

- a. An HVIP voucher can only be redeemed upon vehicle delivery, final payment to the dealer by the purchaser (less the voucher amount), and registration of the vehicle in California.
- b. A copy of the delivery Bill of Lading, final vehicle invoice, temporary California Department of Motor Vehicle (DMV) registration or DMV tags for the purchased vehicle must be provided to confirm delivery and purchase specifications, and a copy of vehicle Line Setting Ticket (otherwise known as the Factory Build Sheet) must be provided to confirm vehicle GVWR. Documents must contain the vehicle identification number. ARB may approve HVIP vouchers for vehicles that are

federally registered in lieu of being registered in California (such as military vehicles) on a case-by-case basis.

- c. The Bill of Lading and final vehicle invoice must be signed and dated.
- d. The final vehicle invoice must show that the voucher amount has been fully discounted from the vehicle purchase price.
- e. The vehicle GVWR as designated on the manufacturer Line Setting Ticket must be consistent with the vehicle's base vehicle incentive identified in Tables 2 and 3 in Section D(3).
- f. Financial documentation identifying the method and date of final payment to the dealer must be provided prior to voucher redemption. This can be a copied check or transaction showing an electronic money transfer. If lease or financial arrangements involve a third party, they must also be identified with the title or lienholder clearly indicated.
- g. Digital inspection photos of the vehicle showing that it is ready to be placed into service must be provided prior to voucher redemption.
- h. An original HVIP Vehicle Inspection Form signed by the HVIP-approved and authorized dealer or a third-party designated by the dealer or ARB must be provided prior to voucher redemption.
- i. A signed copy of the voucher redemption form must be provided prior to voucher redemption. Original dealer and purchaser signatures are required on this document and an original copy of this document must be sent in the mail to the Grantee (or its designee).
- j. All documents that are submitted to the Grantee or its subcontractor for processing voucher redemption must clearly indicate the voucher number.
- k. The dealer must submit all voucher redemption documentation within 60 days after vehicle delivery to fleet location. Failure to provide all the required documentation by this deadline will nullify the voucher.

It is the goal of HVIP to provide payment to the dealership within five business days from the time the eligible voucher redemption form and all associated documentation is received by the Grantee. If the voucher payment is delayed for more than ten business days from the time the eligible voucher redemption form and associated documentation is received, the Grantee must notify the dealership by phone or email at the earliest possible time of such delay.

Only completed and accurate voucher redemption forms will be accepted. A voucher shall only be redeemed if the vehicle and purchaser match that on the original voucher request form. ARB, the Grantee, and the HVIP are not responsible for payment of a voucher if the vehicle or purchaser do not match those described on the voucher

request form. If the dealer has a new purchaser for a delivered vehicle and HVIP funds are still available, the dealer and new purchaser may request a new voucher.

If a voucher request or redemption is denied (and HVIP funds are not yet depleted), the Grantee shall provide the applicant with the reason for the denial in writing. Any applicants who feel that they have been unfairly denied a voucher may submit an appeal to the ARB Project Liaison. Such an appeal must be signed by the applicant and submitted in writing via postal mail within 30 days of the date shown on the written HVIP denial letter to:

ARB Project Liaison: Mr. Joe Calavita
 Air Quality Improvement Program Section
 Post Office Box 2815
 Sacramento, California 95812
 Attn: HVIP Appeals

Appeals made by email, fax or phone will not be considered. The appeal shall contain all facts and documentation upon which the appeal is based. Failure to supply this information shall be grounds for rejection of the appeal. A written response to the appeal will be provided by the ARB Project Liaison within 60 days of receipt. ARB’s decision shall be final and binding.

3. Vehicle Voucher Amounts

Eligible zero-emission and hybrid vehicles may receive an HVIP voucher for up to the funding amounts identified in the Base Vehicle Incentive column in Tables 2 and 3, respectively.

Table 2: Zero-Emission Truck and Bus Voucher Amounts

GVWR (lbs)	Base Vehicle Incentive	
	1 to 100 vehicles ¹	101 to 200 vehicles
5,001 – 8,500	\$12,000	\$10,000
8,501 – 10,000	\$18,000	\$12,000
10,001 – 14,000 ²	\$30,000	\$20,000
14,001 – 19,500	\$35,000	\$25,000
19,501 – 26,000	\$40,000	\$30,000
> 26,000	\$45,000	\$35,000

1 - The first three vouchers received by a fleet, inclusive of previous funding years, are eligible for the following additional funding amount: \$2,000/vehicle if below 8,501 lbs; \$5,000/vehicle if 8,501 to 10,000 lbs; and \$10,000/vehicle if over 10,000 lbs.

2 - This weight range is not intended for vehicles utilizing a pick-up truck chassis/platform typically found in vehicles below 10,001 lbs GVWR. Vehicles at the lower end of the 10,001 to 14,000 lbs weight range will be evaluated on a case-by-case basis to determine eligibility for the full \$30,000 Base Vehicle Incentive.

Table 3: Eligible Hybrid Truck and Bus Voucher Amounts

GVWR (lbs) ¹	Base Vehicle Incentive	
	1 to 100 ² vehicles	101 to 200 vehicles
6,001 – 8,500 (plug-in hybrids only) ³	\$ 8,000	\$ 6,000
8,501 – 10,000 (plug-in hybrids only) ³	\$10,000	\$ 8,000
10,001 – 19,500	\$15,000	\$10,000
19,501 – 33,000	\$20,000	\$12,000
33,001 – 38,000	\$25,000	\$15,000
> 38,000	\$30,000	\$20,000

1 - Tractor trailers utilize Gross Combined Vehicle Weight for purposes of determining Base Vehicle Incentive.

2 - The first three HVIP vouchers received by a fleet, inclusive of previous funding years, are eligible for the following additional funding amount: \$2,000/vehicle if below 8,501 lbs; \$5,000/vehicle if 8,501 to 10,000 lbs; and \$10,000/vehicle if over 10,000 lbs.

3 - Vehicle must be ARB-certified as an Ultra-Low Emission Vehicle. Voucher amount is increased by \$2,000 for each of the following: ARB-certification as a Super Ultra Low Emission Vehicle and ARB-certification for zero-evaporative emissions.

4. Criteria to Expand Fleet Participation

a. Increased Incentive Amount for First Three Vouchers per Fleet

Voucher enhancements of up to \$10,000 per vehicle for the first three vouchers per fleet are intended to further encourage a diversity of fleets to purchase a hybrid or zero-emission truck or bus. In previous funding years, a fleet would be eligible for the additional voucher amount for the first three vehicles in each funding year, even if it had received this incentive in previous funding years. To help extend limited HVIP funds and better serve new and smaller fleets, the first three vouchers per fleet *inclusive of all funding years* would be eligible for the additional voucher enhancement beginning with the FY 2013-14 HVIP. For example, if a fleet had received three or more vouchers in a previous funding year, it would be ineligible to receive the voucher enhancement for the first three vouchers in the FY 2013-14 HVIP.

In addition, the above voucher enhancements of up to \$10,000 per vehicle shall be applied for each discrete HVIP-eligible technology, since one purpose of this project is to encourage fleets to consider new, advanced technologies when buying a new truck or bus. These technologies are: aerial boom vehicle with ePTO; hybrid-electric vehicle; plug-in hybrid-electric vehicle; hydraulic hybrid vehicle (achieving at least 30 percent fuel economy benefit); zero-emission battery-electric vehicle; and zero-emission fuel cell vehicle. For example, a fleet that had previously received voucher enhancements for its first three hybrid-electric vehicles would still be eligible for the voucher enhancement for its first three vouchers for utility boom vehicles with ePTO; hybrid-electric vehicles; plug-in hybrid-electric vehicles; hydraulic hybrid vehicles (achieving at least 30 percent fuel economy benefit); zero-emission battery-electric vehicles; and zero-emission fuel cell vehicles.

b. Limit of 100 Vouchers Per Single Fleet

To maximize the number of fleets with access to limited HVIP funding, no single fleet may request or receive more than 100 vouchers per HVIP funding year.

c. Definition of a Single Fleet

For the purposes of HVIP, vehicles under common ownership or fiduciary control of a fleet -- including but not limited to entities sharing a common Taxpayer Identification Number (TIN) or California Carrier Identification Number (CA #) -- are considered part of a single fleet even if they are part of different subsidiaries, divisions, or other organizational structures of a company, government agency, or other entity.

Section G and Appendix D provide additional information and examples regarding how common ownership or control is defined for the purposes of HVIP. ARB or its designee may seek financial reimbursement and/or civil and criminal penalties from a vehicle purchaser for non-disclosure or inaccurate disclosure of its TIN, CA #, or other information relating to common ownership or fiduciary control of the purchasing entity. The lessee is considered the vehicle purchaser for transactions in which the vehicle is purchased by a vehicle leasing agency and leased to an end-user for three or more years at the time of HVIP voucher redemption. Questions regarding common ownership or fiduciary control of an organization should be directed to the ARB Project Liaison at jcalavit@arb.ca.gov.

5. Voucher Enhancements

Advanced technologies and vehicles that further promote ARB clean air policy goals may be eligible for higher voucher amounts, as identified in Tables 4 and 5. These vehicles have the potential to provide additional emission benefits, further advance vehicle technology, and protect public health.

Table 4: Vehicle Voucher Enhancements¹

GVWR (lbs)	Plug-in or Hydraulic Hybrid ²	Hybrid or Zero-Emission School Bus	ARB Certification (hybrid vehicles only)	Zero-Emission Fast-Charge/ Hydrogen Fuel Cell Vehicle
6,001 – 10,000 (plug-in hybrids only)	NA	\$ 5,000	NA	\$10,000/\$20,000
10,001 – 14,000	\$5,000			
14,001 – 19,500	\$10,000	\$10,000	\$15,000	\$15,000/\$30,000
19,501 – 33,000			\$20,000	
33,001 – 38,000				\$20,000
> 38,000				

1 - The total of all advanced technology vehicle subsidies, including the HVIP Base Vehicle Incentive and voucher enhancements identified in Tables 4 and 5 may not exceed the assumed vehicle incremental cost in Table 6. Additional voucher enhancements for early compliance with ARB on-board diagnostic requirements are described in Table 5.

2 - Plug-in electric or hydraulic hybrid vehicles must demonstrate at least a 40 percent fuel economy benefit relative to their non-hybrid counterpart as part of their HVIP eligibility application.

a. Plug-in or Hydraulic Hybrids

Plug-in electric hybrid vehicles and hydraulic hybrid vehicles that demonstrate at least a 40 percent fuel economy benefit relative to their baseline vehicle (non-hybrid) counterparts (typically as part of their HVIP vehicle eligibility application) may receive an additional \$5,000 to \$10,000 voucher, as shown in Table 4. These vehicles typically cost up to 30 percent more than traditional battery-electric hybrids, but have the potential for greater criteria pollutant and greenhouse gas emission reductions than traditional hybrids.

b. School Buses

Toxic emissions from diesel-fueled school buses are a serious public health concern, particularly for school age children who are more susceptible to their harmful health effects. School buses operate in close proximity to students and nearby neighborhoods. Because of these health concerns, California voters and the State Legislature have provided about \$300 million over the past decade for the Lower-Emission School Bus Program to clean-up the school bus fleet.

While public school districts may combine local Lower-Emission School Bus Program (LESBP) funds with HVIP voucher funds to pay for most of the cost of a new hybrid school bus, few HVIP vouchers for hybrid or zero-emission school buses have been requested thus far. Because reducing emissions from school buses continues to be an ARB priority, an additional \$5,000 to \$10,000 is provided for school buses purchased by public school districts. See Appendix C for guidance regarding what qualifies as a public school district. This would enable HVIP to provide a \$20,000 base vehicle incentive for a 26,000 lb hybrid school bus, plus a \$10,000 school bus bump-up and \$10,000 for the first three buses purchased for a total \$40,000 voucher. If the Lower Emission School Bus Program provides \$140,000 towards the cost of a typical \$200,000 hybrid bus, the combined public funds provide 90 percent of the total bus cost. Other funding, such as federal or local air district funds, could potentially be used to pay for the remaining cost.

c. ARB-Certified Hybrids

A hybrid vehicle above 14,000 lbs. which has been ARB-certified is eligible for an additional \$15,000 to \$20,000 voucher amount, since ARB-certified vehicles' criteria pollutant emission reductions have been verified, and these vehicles meet additional warranty and durability requirements. This additional voucher amount will be reflected in the voucher received by the dealer when the hybrid vehicle is ordered. If a vehicle becomes ARB-certified while the vehicle is on order, but before the vehicle has been purchased, that vehicle will be eligible to receive the additional voucher amount if HVIP funding is still available. Vehicles below 14,000 lbs. GVWR are not eligible for this additional incentive for ARB certification since these vehicles are typically required to be certified to be sold in California.

d. Battery-Electric Fast-Charge Compatible- or Hydrogen Fuel Cell Vehicles

While only traditional battery-powered commercial vehicles have received HVIP zero-emission vehicle vouchers thus far, both fast charge-compatible and hydrogen fuel cell truck and bus technologies continue to mature. Both these technologies are edging closer to market commercialization, providing potentially unlimited daily range relative to traditional battery-electric slow-charge vehicles. As a result, both fast-charge and fuel cell technologies can potentially provide a zero-emission solution for a wider diversity of truck and bus vocations, including regional and long-haul trucks, and are a key component of California's strategy to attain both federal ambient air quality standards and the State's climate change goals. In order to reflect their much higher incremental cost, and to encourage initial market penetration of advanced technology zero-emission vehicles, HVIP provides higher voucher amounts on a case-by-case basis for commercialized, HVIP-eligible zero-emission fast-charge compatible and fuel cell trucks and buses as identified in Table 4.

If a vehicle receives other public co-funding, the total HVIP voucher amount for fast charge-compatible or fuel cell technologies shall be reduced if and as needed to ensure the sum of all public incentives (with the exception of incentives for school buses and transit buses, as described in Section D(5)), does not exceed the vehicle's full incremental cost. As with other HVIP vehicle technologies, a fuel cell powered vehicle is not eligible for an HVIP voucher if the same vehicle make and model is receiving public incentive funding as a research or demonstration project.

e. Aerial Boom Vehicles with ePTO

Aerial boom vehicles above 26,000 lbs GVWR that do not meet HVIP requirements for hybrid or zero-emission vehicles are HVIP-eligible as a new source category if equipped with ePTO. Aerial boom vehicles with ePTO powered by lithium ion batteries are eligible for the same voucher amount as hybrid vehicles between 19,501 and 33,000 lbs GVWR. Due to their lower cost, vouchers for aerial boom vehicles with ePTO powered by lead acid battery technology are discounted by \$6,000 for the first 100 vouchers per fleet and \$4,000 for vouchers 101 through 200. Vehicles whose PTO is powered by a different battery chemistry or other zero-emission technology will be considered for HVIP funding eligibility on a case-by-case basis, with voucher amounts dependent upon technology incremental cost, potential for technology transfer to other vehicle or equipment applications, and other criteria. Each vehicle in the HVIP is eligible for no more than one HVIP voucher (i.e. a vehicle must qualify as a hybrid vehicle, an electric vehicle, or an aerial boom vehicle with ePTO but cannot qualify in multiple vehicle categories).

f. Extended Warranties

Extended vehicle and component warranties provide fleets purchasing HVIP-eligible vehicles with additional assurances and certainty regarding vehicle reliability, maintenance costs, and battery life. The Funding Plan includes a

provision for HVIP vouchers to be increased by \$2,000 for each year of warranty coverage from years six to ten and/or mileage coverage above a certain threshold. For example, a hybrid or zero-emission truck with a six-year manufacturer warranty would receive an additional \$2,000 voucher amount, and a seven-year warranty would equate to an additional \$4,000 voucher amount. ARB will develop minimum requirements for an extended warranty eligible for this additional voucher in consultation with the HVIP public work group prior to launch of the FY 2013-14 HVIP.

g. Early OBD Compliance

In May 2009, ARB adopted *On-Board Diagnostic System Requirements for 2010 and Subsequent Model Year Heavy-Duty Engines* (California Code of Regulations, Title 13, Section 1971.1) that require 2010 model year (MY) heavy-duty vehicles be equipped with ARB-certified on-board diagnostics systems that monitor engine and vehicle after-treatment to ensure in-use vehicle emissions do not exceed a certain threshold. ARB adopted amendments to the regulation in August 2012 to provide additional time for hybrid heavy-duty vehicles – for which on-board diagnostics (OBD) poses additional complexities – to comply with these requirements.

In order to incentivize early compliance with the amended heavy-duty truck OBD regulation and encourage a growing and robust California hybrid truck market, HVIP offers the additional incentive amounts identified in Table 5 (below) for each HVIP-eligible hybrid truck or bus with an ARB-certified OBD system for the engine and powertrain combination.² The number of deficiencies for each OBD certified hybrid vehicle is determined pursuant to the procedures identified in ARB’s amended *On-Board Diagnostic System Requirements for 2010 and Subsequent Model Year Heavy-Duty Engines*. For example, a hybrid truck whose 2013 MY engine’s and hybrid system’s OBD are ARB-certified with less than ten deficiencies would be eligible for an additional \$16,000 for each voucher for a vehicle between 14,001 and 26,000 lbs and an additional \$20,000 for each vehicle above 26,000 lbs.

Table 5: Voucher Enhancements for Hybrid Vehicles with ARB-Certified OBD

Vehicle GVWR	Total Number of Deficiencies				
	2013 /2014 MY		2015 MY		
	10+	<10	9-14	5-8	≤4
14,001 - 26,000 lbs	\$12,000	\$16,000	\$8,000	\$12,000	\$16,000
26,001+ lbs	\$16,000	\$20,000	\$12,000	\$16,000	\$20,000

Only OBD deficiencies related to the hybridization of the vehicle are counted for the purposes of determining the HVIP incentive amount. Deficiencies that exist on the engine independent of being in a hybrid application are not to be included for the

² Vehicles and engines certified to Title 13, CCR Section 1971.1(d)(7.6) do not qualify for the voucher enhancement in Table 5.

purposes of determining HVIP incentives. The voucher enhancement amount for each ARB-certified OBD system are to be based upon the number of deficiencies the first time a system is certified for each model year. For example, if a 2013 MY engine's and hybrid system's OBD is originally ARB-certified with more than ten deficiencies, the voucher enhancement remain \$12,000 or \$16,000 (depending upon vehicle GVWR) for the entire 2013 engine MY, even if that engine and hybrid system are later ARB-certified with fewer deficiencies.

h. Incremental Cost Restrictions

The total voucher amount – including the HVIP Base Vehicle Incentive plus hybrid truck voucher enhancements identified in Tables 4 and 5 – plus all other advanced technology public incentives may not exceed a vehicle's incremental cost. Public fleet school buses and public plug-in or zero-emission transit buses are the exception to this requirement. For these two vehicle categories, the sum of HVIP and other public funding may not exceed the bus purchase cost (excluding applicable taxes or fees). These exceptions are made for school buses due to health concerns associated with children's exposure to diesel exhaust, and for public transit buses due to the higher typical cost of this technology and its associated infrastructure, and their critical role in promoting sustainable transportation.

6. Opportunities for Additional Vehicle Cost Buy-Down

HVIP is intended to allow vehicle purchasers to augment HVIP funds with other sources of public funding. Examples of program funds that may be combined with HVIP funds include Lower Emission School Bus Program funds and local air district funding.

HVIP funds may not be combined with Carl Moyer Program funds – including Carl Moyer Voucher Incentive Program funds – due to the Carl Moyer Program's enabling statute. A vehicle is therefore not eligible to receive vouchers from both HVIP and the Carl Moyer Program.

HVIP allows combining funds from other incentive programs to further buy-down a vehicle's incremental cost; however, the rules for combining of HVIP and other funds depend upon whether other funding incentivizes the same advanced technology as HVIP or a baseline (non-hybrid or zero-emission) technology. If other public funds incentivize an HVIP-eligible technology, the sum of an HVIP voucher - excluding the bump-up for the first three vehicles purchased per fleet - plus all public advanced technology vehicle incentives must not exceed the vehicle's incremental cost.³ For example, if a federal incentive program provides \$25,000 for purchase of an HVIP-eligible zero-emission vehicle, the HVIP Base Vehicle Incentive plus any hybrid truck

³ The additional HVIP incentive for the first three vehicles per fleet is excluded from the incremental cost calculation to further encourage smaller fleets to participate in HVIP.

voucher enhancements (identified in Table 4) plus these federal funds cannot exceed the vehicle's zero-emission vehicle incremental cost.

In addition, the sum of all public incentives - including the additional \$2,000 to \$10,000 HVIP incentive for the first three vehicles purchased per fleet - may not exceed 90 percent of the full vehicle cost. For example, if a district truck replacement program provides \$50,000 to replace an old truck with a new diesel \$140,000 truck, the district program is not incentivizing an HVIP-eligible advanced technology. A participating fleet could potentially augment its district program funds with an HVIP voucher to purchase a cleaner hybrid or zero-emission truck. In this case, the HVIP incremental cost prohibition does not apply to the air district funds since these are not funding HVIP-eligible technology. However, the sum of HVIP funds plus other public incentives may not exceed 90 percent of the total new vehicle cost. Public fleet school buses and public plug-in hybrid or zero-emission transit buses are exceptions to this restriction, as illustrated in the example calculations below. All public funding for a vehicle receiving an HVIP voucher must be disclosed at the time of the HVIP voucher request.

a. Example Calculations

This section provides example calculations of the maximum allowable HVIP voucher amount, based upon assumptions regarding other potential funding sources. These examples are for illustrative purposes only. The actual maximum voucher amount will depend upon each specific circumstance.

- i. **EXAMPLE 1: Air District Grant Co-Funding for Baseline Technology.** A local air district grant provides \$75,000 to replace an old truck with a new \$140,000 diesel truck. HVIP augments this grant by providing a \$50,000 for the purchaser to upgrade to a \$200,000 zero-emission truck. The prohibition on public funds exceeding the HVIP-eligible vehicle's incremental cost does not apply here since the district grant is not for an HVIP-eligible technology. However, the sum of the district grant and HVIP voucher cannot exceed 90 percent of the zero-emission vehicle purchase cost.

In this case, \$75,000 district grant + \$50,000 HVIP voucher = \$125,000
 $\$200,000 * 90 \text{ percent} = \$180,000$

\$125,000 total public funds < \$180,000 so the transaction can proceed without discounting the HVIP voucher.

- ii. **EXAMPLE 2: Air District Grant Co-Funding for Advanced Technology.** A local air district grant of \$45,000 for a non-ARB certified hybrid utility truck of 30,000 lbs. GVWR would cover most of that vehicle's \$60,000 incremental cost. As a result, the maximum allowable HVIP voucher amount would be \$15,000.

\$60,000 full incremental cost
-- \$45,000 air district grant
= \$15,000 maximum HVIP voucher

- iii. **EXAMPLE 3: Federal Transportation Agency (FTA) Co-Funding for Non-Plug-In Bus.** Transit agencies receive an 80 percent grant from the FTA for most new vehicle purchases, including new hybrid vehicle purchases. For example, suppose a public transit agency receives a \$240,000 FTA grant towards the purchase of a new \$300,000 traditional (non-plug in) hybrid transit bus of 45,000 lbs. GVWR. The transit agency also receives \$20,000 in Congestion Mitigation and Air Quality (CMAQ) funding for the bus. Since it is not a plug-in vehicle, the sum of the HVIP voucher and all other public incentives may not exceed 90 percent of the full vehicle cost. Therefore, the maximum allowable HVIP voucher would be \$10,000.

$$\begin{aligned} & \$300,000 \text{ new bus cost} \\ - & \$240,000 \text{ FTA grant} \\ - & \$20,000 \text{ CMAQ funding} \\ - & \underline{\$10,000 \text{ HVIP maximum voucher}} \\ = & \$270,000 \text{ maximum public incentive} \\ & (= 90 \text{ percent of vehicle cost}) \end{aligned}$$

A non-plug-in transit bus of this weight could potentially receive \$30,000 Base Vehicle Incentive plus a \$10,000 plug-in hybrid vehicle bump-up plus \$10,000 if it's the first of three vouchers received by the transit district, for a total of \$50,000 in HVIP funding. However, since total grant funding may not exceed 90 percent of the total bus purchase price (\$300,000 in this example) for non-plug in transit buses, the HVIP voucher cannot exceed \$10,000.

- iv. **EXAMPLE 4: Federal Transportation Agency (FTA) Co-Funding for Plug-In Electric Bus.** Suppose a public transit agency receives a \$320,000 FTA grant towards the purchase of a new \$400,000 plug-in electric zero-emission transit bus of 45,000 lbs GVWR. The transit agency also receives \$50,000 in CMAQ funding for the bus. Since it is a plug-in vehicle, the sum of the HVIP voucher and all other public incentives may pay for the full vehicle cost, excluding taxes or fees. Therefore, the maximum allowable HVIP voucher would be \$10,000.

$$\begin{aligned} & \$400,000 \text{ new bus cost} \\ - & \$320,000 \text{ FTA grant} \\ - & \underline{\$20,000 \text{ CMAQ funding}} \\ = & \$60,000 \text{ remaining vehicle cost} \end{aligned}$$

A zero-emission vehicle of this size is eligible for a \$45,000 Base Vehicle Incentive plus \$10,000 if it's the first if the first of three vehicles received by the transit district, for a total of up to \$55,000 in HVIP funding. Since the HVIP voucher is less than the remaining vehicle cost (i.e. the total of all public funding does not exceed the total vehicle cost) the HVIP voucher does not need to be discounted from the maximum \$55,000.

- v. **EXAMPLE 5: Lower-Emission School Bus Program Co-Funding.** School buses purchased by public school districts eligible to receive LESBP new bus funding are not subject to incremental cost prohibition described in this section (see Appendix C for guidance regarding what qualifies as a public school district). For these public school district purchases, HVIP and other total local, state, or federal public incentives may not exceed the total hybrid school bus purchase price. For example, if a new \$200,000 GVWR hybrid school bus of 28,000 lbs GVWR receives \$140,000 in LESBP funding, and \$25,000 in school district LESBP match funding, the maximum allowable HVIP voucher amount is calculated as:

$$\begin{array}{r} \$200,000 \text{ full cost of new hybrid school bus} \\ - \$140,000 \text{ LESBP grant} \\ - \underline{\$25,000 \text{ district match}} \\ = \$35,000 \text{ maximum HVIP voucher} \end{array}$$

A hybrid school bus of this weight could potentially receive \$20,000 Base Vehicle Incentive plus a \$10,000 school bus bump-up plus \$10,000 if it is one of the first of three vouchers received by the school district, for a total of \$40,000 in HVIP funding. However, the HVIP voucher cannot exceed \$35,000 since total grant funding may not exceed the total hybrid school bus purchase price (excluding applicable taxes or fees).

b. Goods Movement Program Set-Aside

The Proposition 1B: Goods Movement Emission Reduction Program (Goods Movement Program) has established criteria for co-funding of electric trucks that are also HVIP-eligible. To help ensure vouchers will be available for participating vehicles at the end of the Goods Movement Program solicitation and grant agreement process, a portion of the FY 2013-14 HVIP funding allocation will be set aside for vehicles that also receive Goods Movement Program co-funding. ARB will determine what percentage of HVIP funds to set aside through the public work group stakeholder process prior to launch of the FY 2013-14 HVIP.

To ensure funds are not set aside indefinitely while HVIP demand from other fleets remains unmet, fleets requesting Goods Movement Program set-aside funds must have a signed contract with the applicable air district and have requested a voucher for the zero-emission truck by December 15, 2013, or by the time HVIP funds are exhausted, whichever is later.

E. DUTIES AND REQUIREMENTS

1. Vehicle Dealers

Truck and bus dealers play a central role in HVIP's success. The Grantee will work with ARB to develop/maintain a list of dealerships eligible to participate in HVIP, and to receive a written commitment from these dealers to comply with all applicable project requirements. The eligible dealership list will be used to streamline project access while ensuring project transparency and accountability. The following entities may be considered eligible vehicle dealers for the purposes of HVIP:

- a. A truck or bus dealership which has a written agreement with a medium- or heavy-duty vehicle manufacturer, which has had a valid business license for the past two years, and which has an official dealer number.
- b. An original truck or bus vehicle manufacturer which manufactures HVIP-eligible vehicles and sells those vehicles directly to fleets.
- c. A truck or bus truck equipment manufacturer which has a written agreement with a medium- or heavy-duty vehicle manufacturer and has had a valid business license for the past two years.

For the purposes of HVIP, a vehicle dealer is defined as the vendor of the fully assembled and completed vehicle, and not the vendor of the vehicle chassis. This definition will impact transactions where a dealer sells a chassis to a truck equipment manufacturer for final manufacture and the truck equipment manufacturer then sells the completed vehicle to the purchaser. In this case, the truck equipment manufacturer rather than the chassis vendor is considered the HVIP dealer.

The Grantee will work with vehicle manufacturers to maintain a list of dealerships authorized to receive HVIP vouchers. Hybrid vehicle dealerships have an important role in ensuring the success of HVIP. Dealer responsibilities include:

- a. Becoming familiar with all HVIP requirements.
- b. Participation in dealer training and registration.
- c. Providing accurate information to vehicle purchasers, the Grantee, and ARB.
- d. Completing voucher request and voucher redemption forms, with the assistance of the vehicle purchaser, and in supplying the necessary vehicle purchase documentation.
- e. Providing accurate and complete documentation of the vehicle purchase to the Grantee.

- f. Providing reasonable assistance to ARB or its designee to obtain updated purchaser information, inspect vehicles, and review HVIP-related records during the first three years after vehicle receipt and final payment by the purchasing fleet, whichever is later.

HVIP is intended to lower the vehicle price for the vehicle purchaser by the full voucher amount. Vehicle dealers must deduct the full voucher amount from the vehicle purchase price to be eligible for a voucher. Sales tax for the vehicle purchase shall be based upon the pre-voucher cost of the vehicle. The invoices provided by the dealer as proof of purchase for voucher redemption must itemize all vehicle charges (e.g., price of the vehicle, delivery fee, all applicable taxes, etc.) and must show the deduction of the voucher amount.

The voucher request form and voucher redemption form both are legally binding and enforceable agreements to meet the requirements of the project. The dealer is responsible for ensuring the accuracy of the vehicle and dealership information on all voucher request or redemption forms it submits to the Grantee. Submission of false information on any of these forms may result in cancellation of the voucher, recapture of funds, and removal from the dealership list. In addition, ARB may seek other remedies available under law.

Participating dealers must keep written records of sales transactions for vehicles funded with an HVIP voucher – including but not limited to the vehicle Bill of Lading, vehicle invoice, and proof of purchase -- for three years after the vehicle receipt and final payment by the fleet, whichever is later. A vehicle dealer must provide ARB (or its designee) with all requested information related to compliance with HVIP requirements or any vehicle(s) purchased with an HVIP voucher within ten days of ARB's written request for such information. Requested information may include but is not limited to purchase orders or agreements, delivery Bill of Lading, and vehicle payment information and related bank records. Dealers that submit false information to the Grantee or inflate the price of a funded hybrid vehicle may be required to return the full voucher amount to the Grantee or ARB, and may be excluded from future participation in HVIP. In addition, ARB may seek other remedies available under law.

2. Vehicle Purchaser

The following minimum requirements apply to purchase or lease of HVIP-eligible vehicles:

- a. The vehicle must be a commercial, non-profit agency, or public fleet vehicle. Personal passenger vehicles are not eligible for HVIP funding.
- b. The chassis of any vehicle receiving an HVIP voucher must be titled and licensed in California (if applicable), and the vehicle must be California-registered.

- c. The HVIP-eligible vehicle must be purchased from a vehicle dealer approved by the Grantee to participate in HVIP.
- d. The HVIP-eligible vehicle (and vehicle chassis) must be new and not yet have been registered in any state or paid for by the purchaser (other than a vehicle down payment) in order to receive a voucher. Used vehicles (including vehicles used by dealers, manufacturers, or other entities or for demonstration purposes) are not eligible for HVIP.
- e. Vehicles purchased and emission reductions achieved by HVIP must be surplus to those required by rule or regulation. Any vehicle required by a legally binding and enforceable written agreement with ARB or any other public or private entity is not eligible for an HVIP voucher unless the vehicle purchaser demonstrates the vehicle is surplus to (i.e not a requirement of) the agreement.

The truck or bus purchaser is responsible for completing the voucher request and redemption forms with the dealer and for paying the non-voucher portion of the vehicle cost. To receive an HVIP voucher, a vehicle purchaser must:

- a. Be an individual, business, non-profit, or government entity which is based in California or has a California-based affiliate. A truck or bus leasing/rental agency based outside of California is also eligible if the vehicle is leased/rented to an entity that will meet all HVIP operational, reporting, and other applicable requirements.
- b. Maintain insurance as required by law. If the purchased vehicle is destroyed or otherwise permanently inoperable due to an accident or for any other reason, the vehicle purchaser must notify the ARB Project Liaison in writing within two weeks after the vehicle becomes inoperable. (See Section D(2) for ARB Project Liaison mailing address.) The written notification must provide proof that the specific funded vehicle has become inoperable, including photographs of the inoperable vehicle with license plates or other identifying markings, as well as any applicable insurance or police documentation.
- c. Commit to operate the vehicle 100 percent within California for at least three years after the voucher redemption date. Vehicles registered in a California county that borders another state and emergency response vehicles may be granted permission to accrue up to 25 percent of their mileage each year for the three year reporting period outside of California if requested and approved by the ARB in writing prior to the vehicle being deployed out of state. Requests must be made in writing to the ARB Project Liaison.
- d. Not make or allow any modifications to the vehicle's emissions control systems, hardware, software calibrations, or hybrid system. (Vehicle Code Section 27156)

- e. Submit annual activity reports for three years. Activity reports will be provided by ARB for completion by the vehicle purchaser. ARB reserves the right to bar a fleet which does not provide timely and accurate HVIP usage surveys as required from future HVIP participation.
- f. Commit that any emission reductions generated by the purchased hybrid vehicle will not be used as marketable emission reduction credits, or to offset any emission reduction obligation of any person or entity.
- g. Allow ARB, the Grantee, or their designee to verify the vehicle registration with the DMV.
- h. Be available for follow-up inspection if requested by the Grantee, ARB, or ARB's designee.

The vehicle purchaser is responsible for ensuring the accuracy of the vehicle and vehicle purchaser information on the voucher request and redemption forms. Submission of false information on either of these forms may be considered a criminal offense and is punishable under penalty of perjury under the laws of the State of California.

Vehicle purchasers must keep written records of the vehicle purchase for vehicles funded with an HVIP voucher – including the vehicle invoice, proof of purchase, and DMV records – for three years after the vehicle purchase transaction. A vehicle purchaser must provide ARB (or its designee) with all requested information related to any vehicle purchased with an HVIP voucher within ten days of ARB's written request for such information. Requested information may include but is not limited to purchase orders or agreements, vehicle payment information and related bank records, and purchaser fleet information. Vehicle purchasers that submit false information to the Grantee or ARB may be required to return the full voucher amount to the Grantee or ARB, and may be excluded from future participation in HVIP. In addition, ARB may pursue other remedies available under the law.

a. Resale of Vehicles

Vehicle purchasers participating in HVIP are expected to keep the vehicle and meet all applicable project requirements for a minimum three year period after the vehicle purchase date. However, resale of a vehicle may be allowed within this three year period if necessitated by unforeseen or unavoidable circumstances. Resale of an HVIP-funded vehicle must receive ARB written approval prior to resale. A vehicle purchased with an HVIP voucher may not be resold more than once within three years of the original purchase date.

For vehicles resold within three years of the original vehicle purchase date (and after ARB provides written approval), the original vehicle purchaser must inform the new purchaser in writing about the voucher rebate amount and applicable voucher

project requirements. The new vehicle purchaser must agree in writing to meet all applicable HVIP requirements of original vehicle purchasers.

The original vehicle purchaser must notify the ARB Project Liaison in writing of its intent to sell the vehicle at least seven calendar days prior to the vehicle resale. Within seven calendar days after the vehicle resale, the original vehicle purchaser must notify the ARB Project Liaison that the vehicle has been resold and provide the mailing address, phone number and email (if any) of the purchaser as well as the vehicle resale price. Within thirty calendar days after the vehicle resale, the entity buying the vehicle from the original vehicle purchaser must also provide the ARB Project Liaison with: 1) their mailing address, phone number and email (if any); 2) a copy of the new DMV title documenting of the vehicle resale; 3) a written commitment to meet the terms and conditions identified on the original voucher; and 4) a written commitment to complete and return the annual usage survey as required by the original voucher. ARB reserves the right to pursue all remedies available under the law for noncompliance with these requirements.

3. Vehicle Lease or Rental Agencies

For the purposes of HVIP, any fleet that enters into a rental or lease agreement of three or more years with a vehicle leasing or rental agency within six months of when the HVIP voucher is redeemed shall be considered the vehicle purchaser. Conversely, any vehicle lease or rental entity that receives an HVIP-funded vehicle but does not enter into such an agreement within six months of voucher redemption/vehicle purchase shall be considered the vehicle purchaser. Any vehicle lease or rental entity that leases or rents a vehicle purchased with an HVIP voucher within three years of HVIP voucher redemption date must disclose the voucher amount and voucher terms to the vehicle renter or lessee. The lease or rental agreement must include all commitments needed from the lessee or renter to ensure that 1) the vehicle operates 100 percent in California as required by the voucher redemption form and 2) all required annual activity reports will be submitted to ARB.

ARB or its designee reserve the right to review lease or rental agreements to confirm appropriate disclosures are made regarding the HVIP voucher amount received and vehicle activity and reporting requirements. Vehicle purchasers must provide ARB (or its designee) all requested information related to any vehicle purchased with an HVIP voucher (including lease or rental agreements) within ten days of ARB's written request for such information. The vehicle purchaser (i.e. the lessee for lease agreements of three or more years as described above) is responsible for ensuring annual activity reports are accurate and are submitted as required. An HVIP voucher can be provided at time of vehicle purchase only, and is not provided at the time a vehicle is leased or rented.

4. Battery Leasing

Arrangements in which a vehicle, with the exception of the battery, is purchased and the battery is leased to the vehicle purchaser may be allowed by the ARB Project Liaison on a case-by-case basis if the battery lease term is a minimum of three years.

F. OVERSIGHT AND ACCOUNTABILITY

Through its administration of longstanding incentive programs such as the Carl Moyer Program, ARB has found that project evaluations and program reviews are essential to ensure that incentive program funds are run in accordance with statutory requirements and that State funds are spent transparently and efficiently. The Grantee is responsible for working closely with vehicle manufacturers, dealerships and ARB to safeguard HVIP funds from misuse as it implements HVIP. Vehicle dealers and purchasers participating in HVIP must provide ARB or its designee and the Grantee access to all requested files and relevant information related to vehicle purchases involving an HVIP voucher.

ARB holds the overarching responsibility for HVIP fund oversight and project accountability and has final authority regarding vehicle eligibility and other program parameters. As such, ARB is responsible for monitoring and reviewing the Grantee's implementation of HVIP. The Grantee shall allow ARB, the Bureau of State Audits, or their designated representative the right to review and to copy any records and supporting documentation pertaining to its development or implementation of HVIP. The Grantee must maintain such records for a possible audit for a minimum of three years after final payment from ARB. The Grantee must allow ARB or its designee access to such records during normal business hours and to allow interviews of any employees who might reasonably have information related to such records.

Responsibilities for HVIP oversight are as follows:

1. ARB has primary oversight responsibility for HVIP to ensure transparent and efficient implementation, and that AQIP funds are spent consistent with the requirements of statute, the AQIP Guidelines and Funding Plan, the HVIP solicitation and grant agreement with the Grantee, and this Implementation Manual. ARB reserves the right to conduct a site visit, evaluation, review, or audit HVIP for the life of the project grant.
2. If the Grantee detects any potentially fraudulent activity by a vehicle dealer or purchaser, they shall notify the ARB Project Liaison as soon as possible and work with ARB to determine an appropriate course of action.
3. ARB staff or its designees have primary responsibility for conducting project reviews and/or fiscal audits of HVIP administration and implementation.
4. Voucher recipients and the Grantee and its subcontractors shall allow ARB, the California Department of Finance, the California Bureau of State Audits, or any

authorized designee access, during normal business hours, to conduct HVIP reviews and fiscal audits or other evaluations. Granting of access includes, but is not limited to, reviewing project records, site visits, and other evaluations as needed. Project evaluations or site visits may occur unannounced as ARB staff or its designee deems necessary.

Project Non-Performance

ARB or its designee has the authority to recoup HVIP funds which were received based upon misinformation or fraud, or for which the Grantee or its subcontractors, a dealership, manufacturer, or vehicle purchaser is in significant or continual non-compliance with this Implementation Manual or State law. ARB also retains the authority to prohibit any entity from participating in HVIP due to non-compliance with project requirements.

SAMPLE

G. DEFINITIONS

“ARB-Certified” for the purposes of HVIP means a vehicle that has been certified and issued an Executive Order by ARB in accordance with the provisions of *California Interim Certification Procedures for 2004 and Subsequent Model Hybrid-Electric Vehicles, in the Urban Bus and Heavy-Duty Vehicle Classes*, adopted by ARB on October 24, 2002 or subsequent revisions (<http://www.arb.ca.gov/regact/bus02/ip.pdf>).

“ARB Project Liaison” for the purposes of this program is the ARB staff person named in this Implementation Manual that serves as the point of contact for coordination with the HVIP Grantee.

“Aerial boom vehicle” for the purposes of the program means an on-road vehicle equipped with a fully integrated, mounted bucket at the end of an on-board hydraulic system used to raise personnel to complete work at an elevated height.

“Commercial vehicle” for the purposes of this program means any vehicle used by a business, public or governmental agency, or non-profit to carry people, property, or hazardous materials.

“Common ownership or control” for the purposes of this program means being owned by the same person, corporation, partnership, limited liability company, or association. In addition, vehicles managed day to day by the same directors, officers, or managers, or by corporations controlled by the same majority stockholders are considered to be under common control even if their title is held by different business entities. See Appendix D of this Implementation manual for more information.

“Dealer” for the purposes of HVIP means the vendor of the fully assembled and completed vehicle (not the vendor of the vehicle chassis) and includes dealerships, manufacturers, and TEMs that sell new medium- or heavy-duty vehicles directly to a vehicle purchaser.

“Earned interest” for the purposes of this program means any interest generated from State AQIP funds provided to the Grantee and held in an interest-bearing account.

“Expend” for the purpose of this program means the payment of funds on an invoice for an eligible vehicle.

“Exportable power” for the purposes of the program means AC electrical power generated by a commercial plug-in vehicle, typically to power electric tools, lighting, or other accessories at a job site.

“Fleet” is defined for purposes of determining eligibility for extra \$5,000 HVIP voucher for first vehicle purchased by a single fleet and limit of 100 vouchers for a single fleet. Fleet means vehicles traveling in California owned by a person, business, non-profit or

government agency and consists of one or more vehicles. Vehicles under common ownership or control that share a common TIN or CA # are considered part of a single fleet even if they are part of different subsidiaries, divisions, or other organizational structures of a company or government agency.

“Grantee” for the purposes of this program means the entity selected by ARB via competitive solicitation to administer HVIP. The responsibilities of the Grantee are described in this Implementation Manual and in the grant agreement between ARB and the Grantee. The Grantee is responsible for ensuring it and its HVIP subcontractors meet all project requirements.

“Gross vehicle weight rating (GVWR)” for the purposes of this program means the vehicle weight described on the original manufacturer Line Setting Ticket provided to the vehicle dealer.

“Hybrid vehicle” for the purposes of this program means any vehicle that can draw propulsion energy from both of the following on-vehicle sources of stored energy: 1) consumable fuel, and 2) a rechargeable energy storage system.

“Incremental cost” for the purposes of this program means the difference in cost between the new hybrid or zero-emission vehicle and the comparable new gasoline or diesel fueled vehicle that would be purchased to perform the same function. This cost is determined on a case-by-case basis based upon a manufacturer’s HVIP eligibility application submittal, HVIP voucher redemption data, discussions with fleets and other stakeholders, and other relevant data and information. The additional incentive of up to \$10,000 for a fleet’s first three vouchers is not included in incremental cost calculations.

“In-kind services” for the purposes of this program means payments or contributions made in the form of goods and services, rather than direct monetary contributions.

“Line setting ticket” for the purposes of this program means the factory build or construction sheet created when the vehicle order is sent to the vehicle manufacturer. The Line Setting Ticket typically includes the new vehicle’s VIN, all the codes for standard equipment and options the salesman used to create this vehicle for his purchaser. After the factory assembles the vehicle and the vehicle is shipped and sold, the Line Setting Ticket identifies such things as the gross vehicle weight rating, engine type, transmission type, drive line, paint codes, gear ratio, and standard and optional equipment, specific to that vehicle.

“Match funding” for the purposes of this program means those funds contributed by the Grantee directly to HVIP for the sole purposes of funding additional vehicles or increasing the vehicle voucher amount.

“Non-profit agency” for the purposes of this program means an agency or corporation that does not distribute corporate income to shareholders and is exempt from federal income taxes under Section 501 of the Internal Revenue Code (26 U.S.C.A. § 501).

“Plug-in hybrid electric vehicle” (also known as a Grid-connected HEV or GHEV) means a hybrid electric vehicle which has:

- zero emission vehicle range capability,
- on-board electrical energy storage device with useful capacity equivalent to greater than or equal to ten miles of Urban Dynamometer Driving Schedule range on electricity alone,
- is equipped with an on-board charger, and is
- rechargeable from an external connection to an off-board electrical source.

“Public fleet” for the purposes of this program includes all federal, state, city and government fleets plus public universities, public airports, public school districts, California public ports and special districts such as water, utility, and irrigation districts.

“Public transit bus” for the purposes of this program means an on-road vehicle greater than 8,500 pounds GVWR normally powered by a heavy-duty engine fueled by diesel or alternative fuel, owned or operated by a transit agency, and which is not an urban bus.

“Manufacturer recommended minimum state-of-charge” for the purposes of this program means the minimum allowable battery capacity recommended by the battery manufacturer to ensure the most efficient and durable battery operation, as a percent of the maximum battery capacity.

“Truck Equipment Manufacturer (TEM)” for the purposes of this program means a company that installs equipment on a truck or bus chassis. The TEM bears full responsibility for any vehicle defects under federal law and is responsible for certifying that the vehicle meets all applicable federal safety standards.

“UDDS” means urban dynamometer driving schedule as set forth Appendix I of title 40, Code of Federal Regulations, Part 86.

“Zero-emission power take-off (ePTO)” for the purposes of this program means a method for taking power from an on-vehicle source (typically a battery) that produces no emissions of pollutants (including carbon dioxide, carbon monoxide, hydrocarbons, oxides of nitrogen, and particulates) and which can be used to power to aerial boom.

“Zero-emission vehicle (ZEV)” means a vehicle that itself produces no emissions of pollutants (including carbon dioxide, carbon monoxide, hydrocarbons, oxides of nitrogen, and particulates) when stationary or operating.

H. LIST OF ACRONYMS

AC	Alternating Current
AQIP	Air Quality Improvement Program
ARB	California Air Resources Board
CA #	California Carrier Identification Number
CCR	California Code of Regulations
CFR	Code of Federal regulations
CMAQ	Congestion Mitigation and Air Quality
DC	Direct Current
DMV	Department of Motor Vehicles
DOC	Diesel Oxidation Catalyst
DPF	Diesel Particulate Filter
EAER	Equivalent All-Electric Range
ePTO	Electric Power Take-Off
FTA	Federal Transportation Authority
FY	Fiscal Year
GVWR	Gross Vehicle Weight Rating
HSC	Health and Safety Code
HVIP	Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project
JPA	Joint Powers Authority
LESBP	Lower Emission School Bus Program
MY	Model Year
OBD	On-Board Diagnostics
SCR	Selective Catalytic Reduction
TEM	Truck Equipment Manufacturer
USC	United States Code
VIN	Vehicle Identification Number
VIP	Voucher Incentive Program
ZEV	Zero-Emission Vehicle

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HVIP Vehicle Eligibility List

The current list of HVIP-eligible vehicles can be found on the California Air Resources Board website at:

http://www.arb.ca.gov/msprog/aqip/hvip_vehicle_eligibility.htm

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HVIP Vehicle Eligibility Applications

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**HYBRID AND ZERO-EMISSION TRUCK AND BUS VOUCHER INCENTIVE PROGRAM
HYBRID VEHICLE ELIGIBILITY APPLICATION**

This is an application for hybrid vehicle manufacturers to have a hybrid vehicle make/model listed as eligible for the Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP). This application must be completed and submitted to the Air Resources Board (ARB), and the vehicle must receive written approval prior to the vehicle being eligible for a voucher.

The hybrid vehicles eligible for the Fiscal Year (FY) 2011-12 HVIP will be automatically eligible for the FY 2013-14 HVIP. Other hybrid vehicle make/models must fall into one of the following four categories to apply for HVIP-eligibility. This application is for (check box below that applies):

- A hybrid vehicle which is a physically equivalent version of an existing ARB-certified or HVIP-eligible vehicle, but which has a newer engine and/or vehicle model year. This hybrid vehicle utilizes the same make/model engine, hybrid system, emission control strategies, and other key components as the existing ARB-certified or HVIP-eligible vehicle. Please include copies of ARB Executive Orders for the engine used in the existing HVIP-eligible vehicle and in the vehicle requested to become HVIP-eligible.
(Exhaust Temperature Profile requested in Part IV of this Application is not required)
- A hybrid vehicle between 6,001 and 14,000 lbs Gross Vehicle Weight Rating (GVWR) which is ARB-certified to be sold in California. (Exhaust Temperature Profile requested in Part IV is not required.)
- A hybrid vehicle of greater than 14,000 lbs GVWR which is ARB-certified.
(Exhaust Temperature Profile requested in Part IV is not required.)
- A hybrid vehicle over 14,000 lbs GVWR which falls in none of the categories identified above. (Exhaust Temperature Profile requested in Part IV **IS REQUIRED**.)

This application must be completed by the original vehicle manufacturer or its legal representative. An application must be submitted for each combination of vehicle engine and model years (MY) (i.e. a 2013 MY vehicle with a 2012 MY engine and one with a 2013 MY engine require separate applications) and for each distinct GVW range identified in Table 3 of the HVIP Implementation Manual (i.e. separate applications are required for a 10,001 to 19,500 lbs GVWR vehicle and a 19,501 to 33,000 lbs GVWR vehicle). ARB reserves the right to request additional information or clarification of responses provided in this application. ARB may require additional information from the vehicle manufacturer or Final Stage Vehicle Manufacturer before listing a vehicle as eligible for funding.

Part I: Original Manufacturer Information

1. Company Name/Organization Name/Individual Name:		
2. Contact Name and Title:		
3. Business Mailing Address and Contact Information		
Street:		
City:	State:	Zip Code:
Phone: ()	Email:	

Part II: Vehicle Description

Please identify the hybrid vehicle and its baseline (non-hybrid) equivalent in Tables 1 and 2, respectively. These vehicles must be of the same make, model, drive configuration (4 x 2 or 4 x 4), frontal area, and gross vehicle weight and use the same ARB-certified engine.

Table 1: Hybrid Vehicle Information

Vehicle MY	Hybrid Vehicle Description (vehicle type, vehicle model, engine model and MY, hybrid system)	GVWR

Table 2: Baseline Vehicle Information

Vehicle MY	Equivalent Non-Hybrid Vehicle Description (vehicle type, vehicle model, and engine model and MY)	GVWR

What is the typical California pre-tax cost of the hybrid vehicle (identified in Table 1) with normal dealer profit?

\$ _____

What is the typical California pre-tax cost of this equivalent baseline vehicle (identified in Table 2) with normal dealer profit?

\$ _____

Manufacturer requests approval of exportable power option? Yes/No

→If 'Yes' include manufacturer flyer to confirm commercial availability and specifications, and provide written justification of export power usage in proposed vehicle model and vocation.

Part III: Self-Certification of Hybrid Vehicle and Engine Parameters

Please check the box next to each statement if the statement is correct. **Do not check the box if the statement is not correct.**

- This vehicle utilizes an ARB-certified engine.

Engine Model Year: _____ Engine Family: _____
ARB Executive Order Number: _____

Engine type (check one): ___ Light-heavy duty diesel engine
 ___ Medium-heavy duty diesel engine
 ___ Heavy-heavy duty diesel engine
 ___ Other (please describe): _____

- The vehicle draws propulsion energy from both of the following on-vehicle sources of stored energy: 1) consumable fuel, and 2) a rechargeable energy storage system.
- The maximum power available from the rechargeable energy storage system during a standard 10 second pulse power or equivalent test is at least 15 percent of the vehicle's total traction power.
- The hybrid vehicle's City Fuel Economy, determined in accordance with the requirements of Internal Revenue Bulletin 2007-23 (www.irs.gov/irb/2007-23_IRB/ar08.html), is at least thirty percent greater than that of the equivalent non-hybrid make/model vehicle as identified in Table B-2.
(Not required for ARB-certified vehicles).
- The vehicle complies with applicable air quality provisions of California and federal law.
- The vehicle complies with motor vehicle safety provisions of 49 USC Sections 30101 through 30169.
- The vehicle meets the original engine manufacturer's build requirements.
- The vehicle meets HVIP minimum three year warranty requirements, as described in Section C(1) of the HVIP Implementation Manual.
- No modifications have been made to the engine hardware or after-treatment device(s).
- No modifications have been made to the engine's original software calibrations.
- The hybrid vehicle operation does not change the engine's certified regeneration cycles/events for emission control devices such as filters.

- The emission control sensors or signals to or from the engine control module haven't been modified.
- There is at least one service provider for the hybrid vehicle in California. Please provide name and city of primary service provider:

- This vehicle's electric drive or software calibrations shall be installed or modified at a Truck Equipment or Final Stage Manufacturer (TEM). If answer is "yes", please indicate:

Truck Equipment Manufacturer Name:		
Contact Name and Title:		
Street Address:	State:	Zip Code:
Phone: ()	Email:	

Part IV: Application Attachments to be Provided by Original Vehicle Manufacturer

- If any of the statements in Part III are not true and correct (i.e. if any of the boxes above are not checked), please attach a narrative explaining why.
- For hybrid vehicles over 14,000 lbs GVWR, provide an exhaust temperature profile as described in Part IVa (below). Only vehicles for which the hybrid platform, engine, and after-treatment system continue to function as required will be approved.
- If requesting HVIP approval of exportable power option, provide: 1) manufacturer's vehicle marketing flyer, including vehicle and exportable power specifications, and 2) written justification for export power usage in proposed vehicle vocation.
- For plug-in hybrid vehicles only, provide proof of compliance with minimum ten mile equivalent all electric range requirements identified in Section C(2) of the HVIP Implementation Manual.
- Briefly describe what information is provided to hybrid vehicle dealers/purchasers regarding proper disposal of the hybrid vehicle battery and how this information is conveyed.

Part IVa: Minimum Requirements for Exhaust Temperature Profile Submitted with the Vehicle Eligibility Application for Original Hybrid Vehicle Manufacturers

Vehicle manufacturers must provide ARB with exhaust temperature profiles for the hybrid vehicle and its non-hybrid (baseline) counterpart identified in Tables 1 and 2 of this application. This information is needed to ensure the hybrid system is compatible with continued effective functioning of the vehicle exhaust aftertreatment system. The hybrid and baseline vehicles must be of the same make, model, drive configuration (4 x 2 or 4 x 4), frontal area, and gross vehicle weight and use the same ARB-certified engine. The gross vehicle weight of the vehicle profiled must be within ten percent of the middle of the GVWR range as identified on the HVIP application. For example, an

HVIP application for a vehicle between 14,001 to 19,500 GVWR would include a temperature profile for the vehicle while operating at 15,075 to 18,425 GVWR.

Both the hybrid and corresponding non-hybrid vehicle must be tested concurrently, with one vehicle following the other over the course of the selected test/driving cycle. The temperature profile must be collected as the vehicle operates under typical real world conditions for a minimum of one hour and must include at least one cold start. The vehicle should not operate at excessive speed or engine load unless typical of the vehicle's intended vocation, and should include at least twenty minutes of uninterrupted idle mode if the vehicle is equipped with power take-off. The applicant must provide a narrative describing and justifying the vehicle routine/route, load factor, and operating conditions used. A single temperature profile may be provided for multiple hybrid vehicle types with prior written ARB approval if the vehicles use the same chassis and power train configuration and typically operate similar drive cycles. ARB strongly encourages applicants to discuss proposed temperature profile parameters prior to conducting the testing, and reserves the right to reject an application if the temperature profile parameters are not reasonable for the intended vehicle vocation.

The following data is to be collected at least every five seconds: exhaust temperature, engine speed, rpm, vehicle speed, throttle position or engine load, and time. The temperature monitors shall be placed at a distance of no greater than 6" ahead of the first catalytic aftertreatment device (diesel oxidation catalyst (DOC), diesel particulate filter (DPF) or selective catalytic reduction (SCR) doser) and at a point not more than 6" after the last aftertreatment device (DOC, DPF or SCR slip catalyst). Ambient temperature shall be provided for the beginning and end of the test and must not fall below 40° degrees or exceed 100° degrees Fahrenheit. The vehicle temperature profiles must be provided in graphic form (cumulative distribution and histogram), with data in tabular format provided to ARB upon request. Data collection and validation methods should be consistent with Society of Automotive Engineers standards.

An ARB-approved temperature profile for a vehicle using a 2010 MY engine can be used for ARB approval of subsequent MY vehicles equipped with a 2010+ MY engine if the newer engine/vehicle combination use the same aftertreatment strategy as the previous engine/vehicle combination.

Deviation from the temperature profile requirements described in this document may only be made with prior written approval from Mr. Joe Calavita, ARB's HVIP Project Liaison (by email at jcalavit@arb.ca.gov). Questions regarding these requirements may also be directed to Mr. Calavita by telephone at (916) 445-4586.

Part V: Applicant Signature

I hereby certify by penalty of perjury that all information provided in this application and any attachments are true and correct. Submission of false information on this form is punishable under penalty of perjury under the laws of the State of California.

Printed Name of Responsible Party:	Title:
Signature of Responsible Party:	Date:

SAMPLE

**HYBRID AND ZERO-EMISSION TRUCK AND BUS VOUCHER INCENTIVE PROGRAM
 ZERO-EMISSION VEHICLE ELIGIBILITY APPLICATION**

This is an application for zero-emission commercial vehicles to be included on the list of vehicles eligible for the Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP). This application must be completed, submitted to the California Air Resources Board (ARB), and vehicle must receive approval prior to the vehicle being eligible for a rebate.

ARB reserves the right to request additional information or clarification of information provided in this application. This application applies to and must be completed by the original vehicle manufacturer or its legal representative.

Part I: Vehicle Manufacturer Information

1. Manufacturer Name:		
2. Staff Contact Name and Title:		
3. Business Mailing Address and Contact Information Street:		
City:	State:	Zip Code:
Phone: ()	Email:	

Please identify the zero-emission vehicle and its baseline (gasoline or diesel-powered) equivalent in Tables 1 and 2, respectively. These vehicles must be of the same make, model, drive configuration (4 x 2 or 4 x 4), frontal area, and gross vehicle weight rating (GVWR).

Table 1: Zero-Emission Vehicle Information

Vehicle Model Year (MY)	Vehicle Make and Model	GVWR

Table 2: Baseline Vehicle Information

Vehicle MY	Vehicle Make and Model	GVWR

What is the typical California pre-tax cost of the zero-emission vehicle (identified in Table 1) with normal dealer profit? \$ _____

What is the typical California pre-tax cost of this equivalent baseline vehicle (identified in Table 2) with normal dealer profit \$ _____

Manufacturer requests approval of exportable power option? Yes/No
→ If 'Yes' include manufacturer flyer to confirm commercial availability and specifications, and provide written justification of export power usage in proposed vehicle model and vocation.

Part II: Verification of Vehicle Eligibility

A. For vehicle models not currently on the list of eligible vehicles:

Please provide the following information as attachments to this form for each vehicle model listed in Table 1. ARB reserves the right to request additional information to complete the vehicle eligibility evaluation.

- ARB Executive Order(s) for zero emission commercial vehicles between 5,001 and to 14,000 lbs GVWR
- ARB approval letter for commercial zero-emission vehicles (ZEVs) greater than 14,000 lbs GVWR
- Warranty provisions
- After sales service provisions
- Manufacturer Suggested Retail Price sheets
- Proof of compliance with minimum ten mile equivalent all electric range requirements identified in Section C(2) of the HVIP Implementation Manual
- Briefly describe information provided to vehicle dealers/purchasers regarding proper disposal of both the propulsion and auxiliary vehicle battery and how this information is conveyed.

B. For vehicle models currently on the list of eligible vehicles (addition of new model years):

Please check box below if the following statement is true.

- I certify that the vehicle(s) listed in Table 1 have not been modified from the vehicle(s) that were previously approved by ARB for inclusion on the List of Eligible Vehicles including warranty and after sales service provisions.

Please provide the following information for each vehicle model listed in Table 1.

- MSRP price sheets
- ARB Executive Order(s) for vehicles between 5,001 and 14,000 lbs. GVW.
- ARB Approval letter(s) for vehicles greater than 14,000 pounds GVW
- If requesting HVIP approval of exportable power option, provide: 1) manufacturer's vehicle marketing flyer, including vehicle and exportable power specifications, and 2) written justification for export power usage in proposed vehicle vocation.

I hereby certify that all information provided in this application and any attachments are true and correct. Submission of false information on this form is punishable under penalty of perjury under the laws of the State of California.

Printed Name of Responsible Party:	Title:
Signature of Responsible Party:	Date:

SAMPLE

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**HYBRID AND ZERO-EMISSION TRUCK AND BUS VOUCHER INCENTIVE PROGRAM
 AERIAL BOOM VEHICLE WITH ELECTRIC POWER TAKE-OFF (ePTO)
 ELIGIBILITY APPLICATION**

Part I: Original Manufacturer Information

1. Company Name/Organization Name/Individual Name:		
2. Contact Name and Title:		
3. Business Mailing Address and Contact Information		
Street:		
City:	State:	Zip Code:
Phone: ()	Email:	

Part II: Vehicle Description

Please identify the vehicle and its applicable ePTO system proposed for HVIP eligibility in Tables 1 and 2, respectively.

Table 1: Aerial Boom Vehicle Information

Vehicle Model Year (MY)	(vehicle make and model, engine model and MY)	Boom Maximum Working Height (ft)	Gross Vehicle Weight Rating (lbs)*

* including ePTO system.

Table 2: ePTO Performance Information

Maximum Hydraulic Power (kW)	Usable battery Capacity (kWh)	Maximum Hydraulic Flow (GPM)	Maximum Hydraulic Pressure (PSI)	Battery Manufacturer Recommended Minimum State-of-Charge	Battery Chemistry

Additional Bucket Truck with ePTO Information:

Manufacturer requests approval of exportable power option? Yes/No
 →If 'Yes' include manufacturer flyer to confirm commercial availability and specifications.

Make and model of vehicle telematics system? _____

What is the typical California pre-tax cost with normal dealer profit of the truck identified in Table 1 with traditional power take-off (i.e. vehicle engine idles to power bucket)?
 \$ _____

What is the typical California pre-tax cost with normal dealer profit of the bucket truck identified in Table 1 when equipped with the ePTO system identified in Table B-2?
\$ _____

Part III: Self-Certification of Vehicle, Engine and ePTO Parameters

Please check the box next to each statement if the statement is correct. **Do not check the box if the statement is not correct.**

- The vehicle complies with applicable air quality provisions of California and federal law.
- The vehicle complies with motor vehicle safety provisions of 49 USC Sections 30101 through 30169.
- The vehicle meets the original engine manufacturer's build requirements.
- No modifications have been made to the engine hardware or after-treatment device(s).
- No modifications have been made to the engine's original software calibrations.
- The vehicle meets HVIP minimum three year warranty requirements, as described in Section C(1) of HVIP Implementation Manual.
- The ePTO battery is capable of recharging from the manufacturer specified battery cut-off voltage to full charged within twelve hours.
- The battery manufacturer recommended minimum state-of-charge for the ePTO make/model identified in this application equals that in the aerial boom vehicle provided for consumer purchase and intended for the vehicle in-use for a minimum of three years from date of voucher redemption.
- There is at least one service provider for the vehicle in California. Please provide name and city of primary service provider:

- The vehicle and ePTO system meet all the requirements of the HVIP, including those identified in this application and the HVIP Implementation Manual.

Part IV: Application Attachments to be Provided by Original Vehicle Manufacturer

- Warranty provisions.
- After sales service provisions.
- MSRP price sheets.
- Manufacturer's vehicle marketing flyer, including vehicle and exportable power specifications and justification for export power usage in proposed vehicle vocation (if requesting HVIP approval of exportable power option).

- If any of the statements in Part III are not true and correct (i.e. if any of the boxes above are not checked), please attach a narrative explaining why.
- Briefly describe what information is provided to hybrid vehicle dealers/purchasers regarding proper disposal of the ePTO battery and how this information is conveyed.

Part V: Demonstration of ePTO System

The intent of the ePTO system demonstration is to verify that the ePTO will function entirely on battery power over the course of a typical work day. The ePTO demonstration consists of three steps:

1. The ARB Project Liaison or his designee approves in writing a vehicle and ePTO duty cycle that reflects a typical work day. The duty cycle must include the following parameters:
 - a. At least 45 minutes of total boom movement with at least 175 lbs in the bucket, including a minimum of 15 minutes of vertical boom movement and 15 minutes of horizontal boom movement. Each boom movement must extend to maximum achievable boom left/right and up/down positions.
 - b. At least five minutes of air conditioning, running at maximum capacity with the cab windows closed.
 - c. Vehicles with a battery charge while driving feature may include up to three hours of driving as part of the duty cycle. Drive cycles will be considered by the ARB Project Liaison on a case-by-case basis, and must reflect a suburban driving environment (i.e. moderate speeds and number of stops).

The ARB Project Liaison is: Mr. Joe Calavita

Tel: (916) 445-4586

Email: jcalavit@arb.ca.gov

2. The applicant provides an in-person demonstration for the ARB Project Liaison or his designee that the vehicle completes the approved duty cycle without need for the engine to recharge the battery (i.e. the battery manufacturer recommended minimum state-of-charge is not reached). The demonstration must be conducted within the State of California, unless an alternate location is pre-approved by the ARB Project Liaison. The ARB Project Liaison may forgo in-person duty cycle verification on a case-by-case basis for applicants for which ePTO duty cycles have previously been demonstrated in person. In these cases, the applicant will: 1) detail and confirm in writing completion of the approved duty cycle, and/or 2) provide information regarding battery performance and ePTO characteristics that confirm ability to complete the required duty cycle.
3. ARB provides the applicant with a vehicle approval letter indicating the vehicle make/model has been HVIP-approved.

Part VI: Applicant Signature

I hereby certify by penalty of perjury that all information provided in this application and any attachments are true and correct. Submission of false information on this form is punishable under penalty of perjury under the laws of the State of California.

Printed Name of Responsible Party:	Title:
Signature of Responsible Party:	Date:

SAMPLE



Air Resources Board



Linda S. Adams

Secretary for
Environmental Protection

January 5, 2009

Mary D. Nichols, Chairman

9480 Telstar Avenue, Suite 4
El Monte, California 91734 • www.arb.ca.gov

Arnold Schwarzenegger

Governor

Mail-Out #MSC 09-01

TO: All Interested Parties

SUBJECT: LOWER-EMISSION SCHOOL BUS PROGRAM ADVISORY 08-006
ELIGIBLE APPLICANTS FOR NEW REPLACEMENT SCHOOL BUSES
(LAST UPDATED DECEMBER 2008)

This policy advisory provides air districts and public school districts participating in the Lower-Emission School Bus Program guidance regarding eligible applicants for new replacement school buses.

Background

Since the creation of the program, Lower-Emission School Bus Program funding has targeted replacing the oldest school buses in the state and retrofitting in-use buses, to ensure that the program reduces children's exposure to smog-forming and cancer-causing pollution. School bus replacement funds have always been oversubscribed, going almost exclusively to public school districts. Since there are other public entities that provide public, K-12, student home-to-school transportation, clarification of which public entities are eligible to participate in the replacement portion of the Lower-Emission School Bus Program is needed.

Eligible Applicants

Public School Districts: The 2008 Lower-Emission School Bus Program Guidelines (Guidelines) describe eligible applicants for replacement funds as "Public school districts in California that own their own buses..." This includes public school districts that own their buses but contract with a County Office of Education or private contractor for maintenance and operations.

Joint Power Authorities: The 2008 Guidelines also state "Where a Joint Power Authorities (JPA) has been formed by several public school districts, and the JPA holds ownership of the school buses, then the JPA is also eligible to participate."

Public Charter Schools: The intent of this advisory is to clarify that other public entities that provide public, K-12, student home-to-school transportation are also eligible to receive funding for the replacement of older school buses provided the buses to be

replaced meet the requirements of the Lower-Emission School Bus Program. One such entity is public charter schools.

County Offices of Education acting as a public school district: County Offices of Education are not public school districts. However, there are circumstances where a County Office of Education acts as a public school district such as taking over and operating a ‘failing’ public school or operating a public school for any other reason. In these cases, County Offices of Education are eligible to receive funding for the replacement of older school buses provided the buses to be replaced meet the requirements of the Lower-Emission School Bus Program.

Ineligible Applicants

School Transportation Contractors: School transportation contractors are not eligible to apply for school bus replacement funds. This includes County Offices of Education under contract to provide public, K-12, student home-to-school transportation.

Non-Profit Agencies, Private Schools, and Private Companies: Also, school bus purchases by non-profit agencies, private schools, and other private companies are not eligible for State program funding.

If you have questions regarding the Lower-Emission School Bus Program Advisory 08-006 Eligible Applicants for New Replacement School Buses, please contact Ms. Lisa Jennings, Air Pollution Specialist, at (916) 322-6913 or ljennings@arb.ca.gov.

Sincerely,

/s/

Robert H. Cross, Chief
Mobile Source Control Division

cc: Ms. Lisa Jennings
Air Pollution Specialist
Planning and Regulatory Development Section

Examples of Vehicles Under Common Ownership

If vehicles are under common ownership, for the purposes of the Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) this means that they are owned by the same person, corporation, partnership, limited liability company, or association. In addition, vehicles managed day to day by the same directors, officers, or managers, or by corporations controlled by the same majority stockholders are considered to be under common control even if their title is held by different business entities.

The examples provided below are intended to further specify, for the purposes of the HVIP, the definition of common ownership, corporation, or other entity wishing to purchase or lease an HVIP-eligible vehicle.

Example 1 – Parent/Child Company

The George Corporation forms a new, wholly owned corporation, Sam's Transportation Services, and secures a different federal tax identification number for it. While the George Corporation and Sam's Transportation Services can report and comply separately with the regulation, because they are under common ownership, the total number of vehicles of both must be summed in order to determine the fleet size.

Example 2 – Common Ownership

The ABC Company and the 123 Company are wholly-owned subsidiaries of Alphabet Group Incorporated. They were acquired by Alphabet Group Incorporated in 1950 and 1970, respectively. Alphabet Group Incorporated is located in Nevada, however ABC Company and 123 Company are both located in California and each have their own Federal Tax Identification numbers. In addition, they each have unique motor carrier numbers. Both ABC and 123 are decentralized, with most of the decision making pushed down to the operating company level. However, the corporate office centralizes things like insurance, bonding, cash, and financial statement consolidation.

Because ABC and 123 are under common ownership, the total number of vehicles of this fleet must be determined by adding up all the vehicles for ABC and 123. However, ABC and 123 can report and comply separately with the regulation.

Example 3 – Common Control

Bill Brown owns Brown's Transportation and controls the day to day operation of his fleet. Bonnie Brown is the owner of Bonnie's Transportation, but her vehicles are controlled on a day to day basis by Bill Brown. Mr. Brown makes decisions regarding vehicle use, maintenance, purchases and sales, etc. Because Brown's Transportation and Bonnie's Transportation fleets are under the common control of Mr. Brown, all of the vehicles in both fleets must be summed to determine their fleet size. If, for example, the summed vehicles exceed three, neither could utilize the small fleet provision.

Example 4 – 50/50 Ownership

John Smith owns Company A, and Jane Doe owns Company B. John and Jane also each both own 50 percent of Company C. Because neither John nor Jane have a majority stake in Company C (neither have more than 50 percent), as long as Company C is not under common control with either Company A or B, neither John nor Jane must add Company C's vehicles to their own when determining fleet size. Each fleet - Company A, B, and C - would report separately and determine its fleet size separately.

If, however, John controlled both the Company A and Company C fleet on a day-to-day basis (managing the vehicles' use, maintenance, purchases and sales, etc.), then Company A and Company C's vehicles would need to be combined when determining fleet size.

ARB enforcement may use organizational documents of fleet owners (such as articles of incorporation) to validate fleet ownership.

Example 5 – Farming Business

Top Grade Dairy owns two dairies in Tulare with 100 milking cows at each location. John Smith, the owner, the president, and CEO of the company manages the day to day operations. Top Grade Dairy owns the land where the dairies are located and also owns 25 acres where sorghum is grown. Mr. Smith formed a limited liability company, where he is the only member, called Top Grade Silage, which is also managed by Mr. Smith, and only supplies silage to Top Grade Dairies. Each company has a different federal tax identification number.

Since Mr. Smith owns both companies, all the vehicles owned by both Top Grade Dairy and Top Grade Silage would be counted to determine fleet size.

For purposes of determining whether each company meets the definition of a farming business, each business entity must be examined separately. Top Grade Dairy clearly meets the definition of a farming business because it is involved in the operation of a farm as an owner. However, Top Grade Silage does not own the land and therefore does not meet the definition of a farming business. If Top Grade Silage had owned the land, or was a tenant, it would meet the definition of a farming business.