

HVIP Overview:

Helping fleets purchase hybrid and electric vehicles

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Introduction

- **Purpose:** Update fleet purchasers on HVIP
- **Problem:** Hybrid and electric medium-duty and heavy-duty vehicles are here. Fleets want to buy them but don't have the funding.
- **Question:** Where can you get the money?
- **Answer: HVIP!**

1: Context

Context: Electric Vehicles

- REAL AND IN FIRST PRODUCTION
 - Electric trucks and buses are in production or pre-production
- EXPANDING IN TYPE AND APPLICATION
- EASIER TO PURCHASE
 - California HVIP is nation-leading incentive program
- A GOOD FIT WITH SPECIFIC APPLICATIONS TODAY
 - Medium-duty delivery, utility, and shuttle vehicles available



2: About The Program

What is HVIP?

- **The California Hybrid Truck and Bus Voucher Incentive Project (HVIP)**
 - Simplified incentive program that **helps ALL fleets** buy hybrid and battery-electric trucks and buses.
 - Addresses biggest barrier: high incremental cost of vehicles in early market years.
 - Program funded by the California Air Resources Board
 - Everything is done easily and online: www.californiahvip.org

How is it set up?

- Provides vouchers to offset **about half the incremental cost** of hybrid trucks and buses.
- Also provides vouchers for **electric trucks and buses**.
- How much funding is available?
 - **\$15,000-\$30,000 of voucher funding PER VEHICLE!**
 - 2010 HVIP: \$19 million was available for voucher funding in.
 - 2011 HVIP: \$22 million was available for voucher funding.
 - **\$12 million in voucher funding still available in FY11!**
- More funding coming for FY12!

HVIP is Simple!

- **No lengthy application forms**
- **No proposals**
- **No long waits to be reimbursed**
- **First come, first served!**
- **Everything is done easily and online.**
- **Translation: Helps fleets buy cleaner trucks and buses faster!!**

Why HVIP?

- ARB created HVIP to accelerate market introduction of low-emitting hybrid trucks and buses. Hybrid/electric trucks and buses are fairly new and thus, more expensive than traditional vehicles, especially in the early market when production volumes are low.
- Hybrids and electrics can reduce criteria and greenhouse gas (GHG) pollutants in California
- ARB aims to accelerate penetration of these cleaner vehicles to meet state clean air regulations and climate change goals.
- HVIP will help fleets purchase hybrids and electrics immediately and will meaningfully increase the production of these vehicles.

Eligible Truck and Bus Voucher Amounts

Gross Vehicle Weight Rating (lbs)	Hybrid	Battery-Electric
8,501 – 10,000	N/A	\$15,000
10,001 – 14,000	\$15,000	\$20,000
14,001 – 19,500	\$15,000	\$20,000
19,501 – 33,000	\$20,000	\$20,000
33,001 – 38,000	\$25,000	\$25,000
> 38,000	\$30,000	\$30,000

- The first vehicle purchased by a fleet in HVIP gets an additional \$5,000.
- ARB-certified hybrid vehicles above 14,000 GVWR get additional \$5,000 per vehicle.

Fleet Purchasing Steps

1. Go to HVIP web site to see if the vehicle you plan to buy is on the eligible vehicle list, and prepare to place an order
2. Contact truck or bus dealership to ensure that it is aware of the program and undergoes HVIP Voucher Training, or see the list of currently eligible dealerships.
3. Make voucher request with a dealer at the time of order
 - Dealer requests voucher using web form
 - **Dealer does almost ALL of the work.**
4. Sign Voucher Terms & Conditions and mail with proof of ID
5. Dealer orders hybrid truck/bus and takes care of everything else

Requesting a Voucher

- Registered HVIP dealers request the vouchers on behalf of the purchaser
- Purchaser must operate vehicle in California for at least three years
- Voucher must be requested before vehicle is titled and registered
- First come, first served. Live \$ tracker on website
- Over **\$12 million available** currently

Limits on Vouchers

- **Voucher limits:**
 - No more than 100 vouchers to one parent organization.
- **Incentives limits:**
 - Can augment HVIP funds with other sources of public funding, including Lower-Emission School Bus Program, air district funding, and federal funding.
 - Combined funds must not exceed the vehicle's incremental cost. Exception: school buses.
 - HVIP funds may not be combined with Carl Moyer Program funds

Vouchers vs Rebates

HVIP uses vouchers instead of rebates. Why?

- **Rebates:**

- Purchaser pays full cost up front and then gets reimbursed the rebate amount

- **Vouchers:**

- Purchaser pays the purchase amount *less* the voucher amount
- Dealer is reimbursed the voucher amount

HVIP Purchaser Terms & Conditions

1. Must have verified registration with CA DMV.
2. Must have vehicle insurance
3. Must not modify vehicle's emission control system, engine, or engine software calibrations.
4. **Must commit to own and operate vehicle within California for at least 3 years after voucher redemption date.**
5. Must keep written records of vehicle purchase for three years after the purchase date.
6. Emission reductions shall not be used as marketable emission reduction credits or to offset any emission reduction obligation of any person or entity.
7. **Must return annual usage surveys for three years (all done easily online).**
8. Must be available for a follow-up inspection by the ARB, CALSTART, or their designee, if requested.

3: Eligible Vehicles

HVIP Eligible Electric Vehicles

- Azure Dynamics
- Boulder Electric
- EVI
- Navistar
- Smith Electric



HVIP Eligible Hybrid Vehicles: Types and Manufactures

- Bus
- Delivery
- Refuse
- Tractor
- Utility
- Autocar
- FCCC
- Ford/Azure
- Freightliner
- Kenworth
- NABI/ISE
- Navistar
- New Flyer/ISE
- Peterbilt
- Thomas Built



HVIP on the Web

www.californiahvip.org

For help with HVIP, call the toll-free HVIP number: 888-457-HVIP

HVIP
HYBRID TRUCK AND BUS
VOUCHER INCENTIVE PROJECT

TOLL-FREE HOTLINE (9am - 5pm Pacific, M-F)
1-888-457-HVIP or ☎ - 1-888-457-4847 ☎

Wednesday, February 17, 2010
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