



Speaker: Brian Rand
Date: February 2025

CAL FLEET ADVISOR

Driven to Deliver: A Cal Fleet Advisor Webinar Series
New Year, New Changes

Agenda

- **About Cal Fleet Advisor**
- **Popular Incentives**
- **New Regulations**
- **ZEV Market Updates**
- **Best Practices**
- **Q&A**

Cal Fleet Advisor



- Administered by **CALSTART** on behalf of **CARB**
- Funded by **HVIP**
- Provide **Technical Assistance** to all **California MHD fleets**
- Prioritize **small fleets, drayage, and disadvantaged communities**
- **Collaborative approach** to fleet assistance – learn about fleet needs and provide fleet-specific advice



How We Help



- **Provide** concierge-style assistance to help fleets overcome electrification challenges
- **Address** fleet's specific needs – not a one-size-fits-all approach
- **Focus** on straightforward solutions to stated issues
- **Apply** lessons to future fleet assistance
- **“Everything they need, and nothing they don’t.”**



What Cal Fleet Advisor Does Not Do:



- Electrical Engineering/Planning/Permitting
 - We can help with total power needs and level 2 vs level 3 chargers
- Grant Writing
- Regulatory Compliance Determinations
 - Refer to CARB or appropriate agency
- Play favorites
 - Referrals are at fleet request
- Enforce Regulations

Resources



- [HVIP Vehicle Catalog](#)
- [ZETI Tool](#)
- [PG&E MSRP List](#)
- [SCE DRPEP Tool](#)
- [Funding Finder](#)
- [CARB Regulatory Resources](#)


The screenshot shows the "Resources" page on the Cal Fleet Advisor website. At the top left is the Cal Fleet Advisor logo. To the right is a navigation menu with links for "Home", "Who We Are", "Get Started Today", "Services", and "Resources". The main heading is "Resources" in a large, bold, brown font. Below this is a section titled "Free Tools" with the subtext "Cal Fleet Advisor recommends:". There are two featured tools, each with a circular image and a text box. The first tool is "Zero-Emission Technology Inventory (ZETI) Tool", which includes a circular image of several white delivery vans. The second tool is "Funding Finder", which includes a circular image of a white truck's interior. The background of the page is white with a red decorative shape at the bottom.


CAL FLEET ADVISOR

Home Who We Are Get Started Today Services Resources

Resources

Free Tools
Cal Fleet Advisor recommends:

 **Zero-Emission Technology Inventory (ZETI) Tool**
Use the ZETI tool, to find Class 2b-8 zero-emission vehicles available to purchase in the United States, Canada, Europe, China, India, Mexico, South America, and Oceania.

 **Funding Finder**
Use the Funding Finder tool to see medium- and heavy-duty vehicle and infrastructure funding programs that help you financially.

Access a suite of resources at: <https://calfleetadvisor.org/resources/>

Popular Incentives



HVIP

- “Cash on the hood”
 - Dealer processes most paperwork
 - Base voucher of \$7,500-\$120,000, depending on vehicle size
 - Increased amounts for small fleets, DAC, drayage, and more
 - No more than 90% of the cost of the vehicle
 - Does not cover taxes, fees, etc
- <https://californiahvip.org/>

Funding Lane	Status
Public Transit Set-Aside	Open, \$22M available
ISEF	Open, \$28.5M available
Standard	Closed, watch for reopening
Drayage Truck Set-Aside	Closed, watch for reopening
Ports Plus Up	Closed
Public School Bus Set-Aside	Closed
Zero-Emission School Bus	Closed, waitlist

Popular Incentives



Innovative Small E-Fleets (ISEF)

- Open and accepting applications
- HVIP for innovative business models, like truck-as-a-service, short term rentals, innovative financing, etc
- Open to small fleets (fewer than 20 vehicles) and less than \$17M in revenue
- Up to 5 vouchers per fleet
- \$28.5M in funding available, with more coming soon
- <https://californiahvip.org/>



Popular Incentives

Carl Moyer

- Requires scrapping older diesel vehicle
- Administered by AQMD
- Check with your local air district for program availability
- <https://ww2.arb.ca.gov/carl-moyer-program-apply>



Popular Incentives



VW Diesel Fund

- Requires scrapping older diesel vehicle
- Stackable with HVIP
- Currently accepting new applications for
 - Transit, Shuttle, and School Busses
 - Zero-emission Freight and Drayage Trucks
 - Freight and marine projects
- <https://www.californiavwtrust.org/>



Popular Incentives

Federal Tax Credits

- Commercial clean vehicle credit up to \$40k
- Up to 30% for infrastructure
- Direct pay for municipalities
- Check with a tax professional for eligibility
- <https://calfleetadvisor.org/tax-credit-guides/>

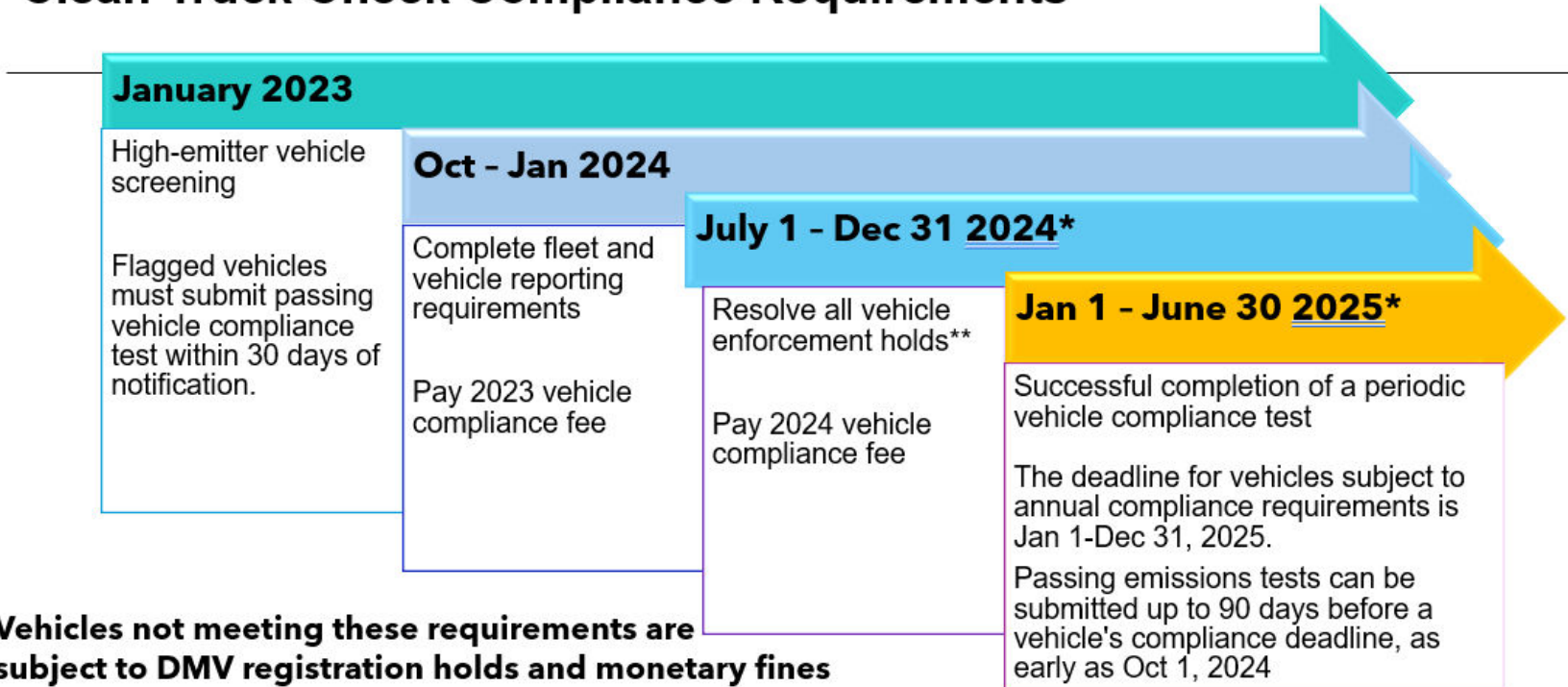


- For the latest information on the Advanced Clean Fleets regulation, please see <https://ww2.arb.ca.gov/our-work/programs/advanced-clean-fleets>
- You can also contact CARB directly with questions at:
 - Advanced Clean Fleets Team: zevfleet@arb.ca.gov, 866-634-3735
 - TRUCRS Team: trucrs@arb.ca.gov, 866-634-3735

Clean Truck Check (HD I/M)



Clean Truck Check Compliance Requirements



* Check the database for a vehicle's specific deadline dates within the six-month window

** Enforcement holds may result from, but may not be limited to, unresolved high emitter notifications and a previous non-compliance status

CONTACT

Clean Truck Check (HD I/M)

Email

hdim@arb.ca.gov

ZEV Market Updates - Utility Programs



PG&E

- EV Fleet program helps with incentives, rebates, site design, permitting, and construction
- New technical assistance program coming soon, with additional resources for vehicle selection, financial tools, and more
- <https://www.pge.com/en/clean-energy/electric-vehicles/ev-fleet-program.html>

SCE

- Charge Ready Transport provides incentives and assistance to install infrastructure at low to no cost
- Drayage Truck Rebate provides up to \$150K for drayage trucks in SCE territory
<https://crt.sce.com/overview>
 - Now stackable with HVIP <https://drayage.sce.com/consumer/>
- TEAS (transportation electrification advisory services) provides education and assistance early in the electrification planning phase <https://cloud.sce.com/teas>

SDG&E

- Power Your Drive for Fleets provides incentives and assistance to install infrastructure with rebates and incentives
- TEAS provides complementary support for fleets moving to electric vehicles
- <https://www.sdge.com/residential/electric-vehicles/electrification-projects-overview>

ZEV Market Updates - Vehicles



New OEMs in the HVIP Catalog:

- Bollinger Motors
- Custom Truck One Source
- Harbinger Motors
- Hexagon Purus Systems
- REE Automotive
- Tesla
- Over 150 models now eligible

Lower prices and new availability on class 2b pickups and vans from Ford, Chevrolet, Rivian, and Ram

- Some vehicles now the same price as internal combustion versions
- HVIP incentives available for vans
- Federal tax credits often apply to these vehicles



HVIP Eligible Vehicles

Approved Dealers

Archived Vehicles

Start by selecting a vehicle type below. Then select the vehicle(s) you are interested in to see the list of dealers and manufacturers who sell them.



Conversion

ePTO

Heavy-Duty Bus

Medium-Duty Bus

Refuse

School Bus

Step & Panel Van

Straight Truck

Tractor

All vehicles

ZEV Market Updates - Upcoming Events



San Bernardino, Zero Emissions Ride & Drive

Date: March 7, 2025

Location: National Orange Show Event Center 689 S E St San Bernardino, CA 92408

[Register Here](#)

Tulare, Trucking with Clean Fuels Conference ZEV Tours

Date: March 13, 2025

Location: Details coming soon

Santa Maria, EV Fleet Demo and Infrastructure Tour

Date: April 3, 2025

Location: 1223 Fairway Dr Santa Maria CA 93455

Our **next webinar** in our educational webinar series is set to take place **May 2025**.

Subscribe to our newsletter for updates or check www.CalFleetAdvisor.org/Events.

ZEV Market Updates - Funding



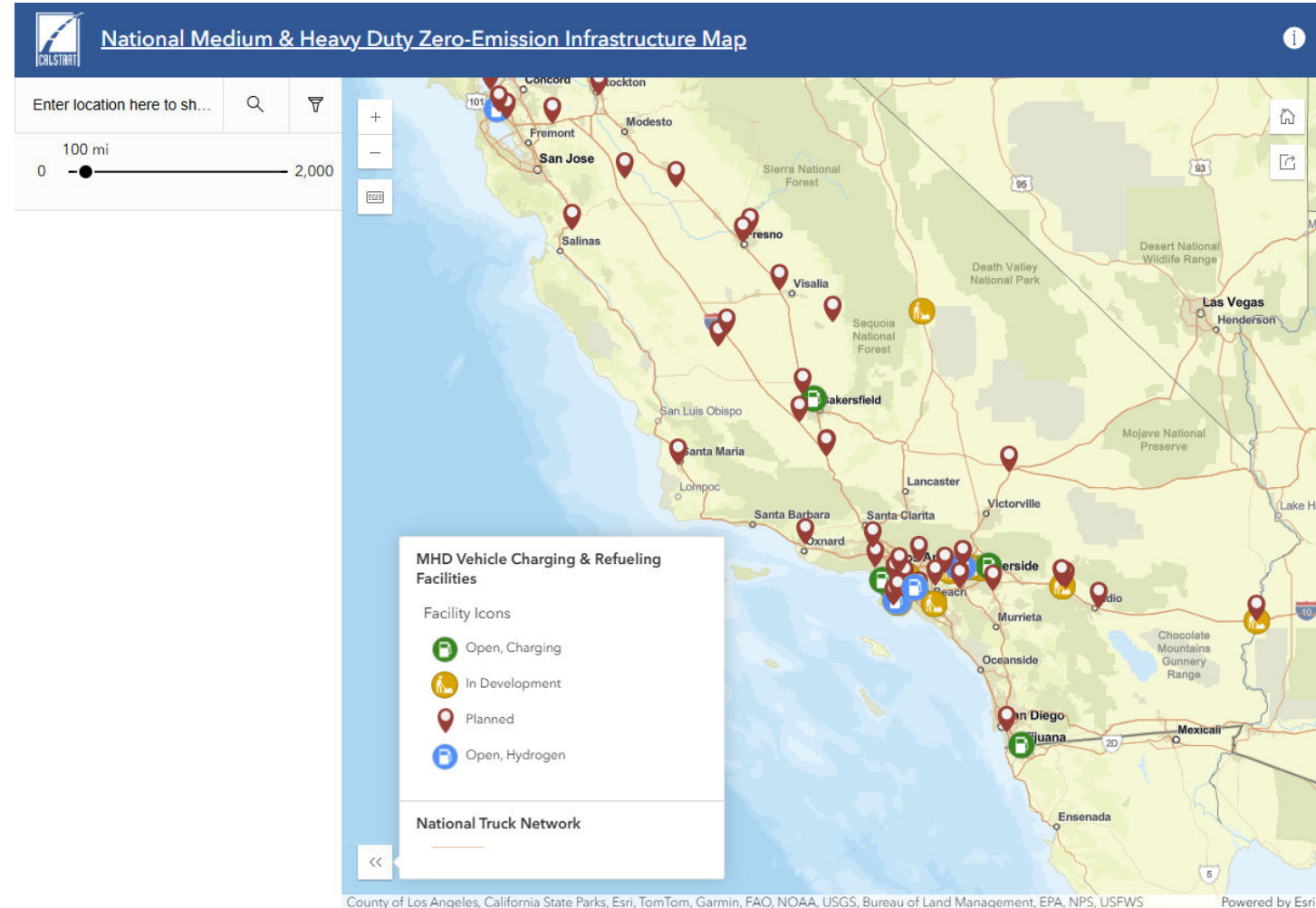
- Climate United has committed up to \$250M to purchase 500 Class 8 drayage trucks
 - Trucks will be leased to drayage fleets at a subsidized rate up to 35% off (depending on incentive use and fleet size)
 - Initially available to fleets serving the ports of Long Beach and Los Angeles, with Oakland to follow
 - Lease agreement through Climate United's charging provider partner Forum Mobility, includes access to charging depot
 - Contact sales@forummobility.com for more information
- South Coast AQMD was awarded a \$500M grant for their Invest Clean initiative
 - Will provide incentives for heavy-duty infrastructure, BEV trucks, BEV cargo-handling equipment, and BEV locomotives
 - Watch <https://www.aqmd.gov/home/technology/implementation/invest-clean> for more information
- Watch for additional announcements throughout 2025



ZEV Market Updates - Charging

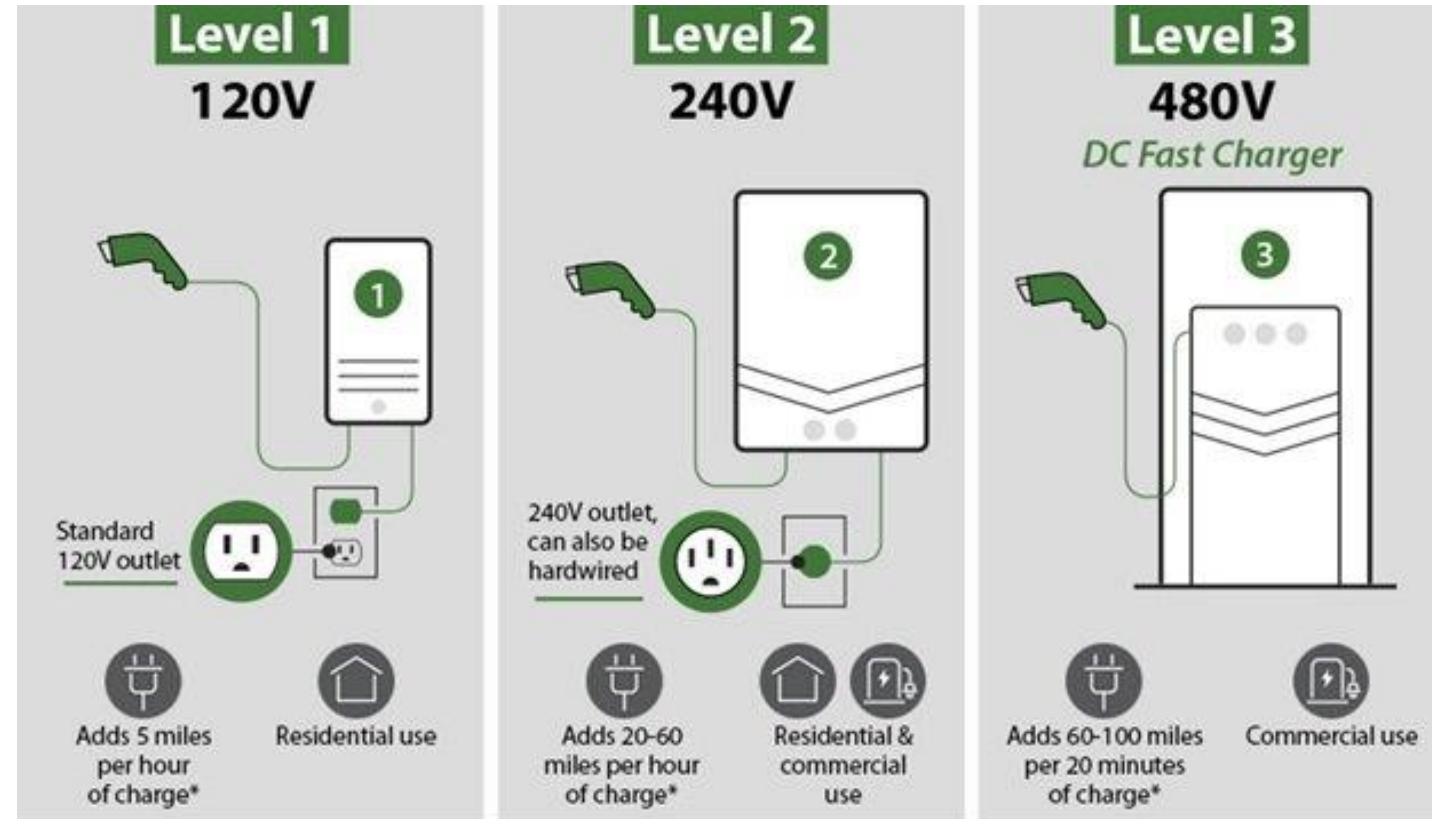


- **New** mapping tool available at: <https://calstart.org/mhd-infrastructure-map/>
- Shows existing, planned, and sites under construction
- Electric and hydrogen stations
- Type of charging/fueling
- Accessibility
 - Public/Private/Contract
 - Connector Type
 - Trailer Friendly
- Operator, Address, Contact information
- Hours of Operation
- >75 locations on the map, with more added frequently



ZEV Charging Considerations

- Cost
- Power supply (240v/480V)
- Electric rate structure
- Quantity of vehicles
- Time of use
- Sequential vs simultaneous
- Duty Cycle



Graphic from <https://www.aedesign-inc.com/blog/2021/9/23/ev-charging-101>

All Fleets: Best Practices



- Contact utility early
- Use incentive programs before regulatory requirement
 - CARB generally prefers to incentivize proactive steps, not compliance
- Select most cost-effective charging option that still gets the job done
- Review duty cycle - can changes be made to reduce charging/payload/range needs and still meet requirements?
- Check public charging/fueling options
 - Opportunity charging during driver breaks, loading stops



- **Battery Electric MHD Vehicles**
 - Typically weigh more
 - Lower payload capability
 - From 40 min to 10 hrs to charge
 - Typical Range 100-250 miles
 - Less expensive to purchase and fuel than Hydrogen
- **Hydrogen Fuel Cell MHD Vehicles**
 - Weigh more than diesel, but less than BEV
 - Standard payload capability
 - ~20-40min fueling time
 - Range up to 400 miles
 - More expensive to purchase and fuel
 - Hydrogen sourcing concerns



Q&A

Scan Here to visit
CalFleetAdvisor.org



www.CalFleetAdvisor.org 

888-TRY-A-ZEV (888-879-2938) 

CalFleetAdvisor@CaliforniaHVIP.org 