



Drayage Incentives and Opportunities

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



What is HVIP?

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- A photograph of two semi-trucks parked in an outdoor lot. The truck on the left is a bright green Volvo, and the truck on the right is a white Volvo. The background shows palm trees and a clear sky.
- **Launched by California Air Resources Board in 2009 in partnership with CALSTART**
 - **Provides point-of-sale vouchers to make Zero-Emission Vehicles more affordable and accessible**
 - **Available to California operating fleets of all sizes**

How to participate in Standard HVIP



1 Choose an approved vehicle that works for you:
www.californiahvip.org/vehiclecatalog

2 Find an HVIP-approved dealer

3 Complete a Purchase Order with your dealer

4 You and the Dealer sign Terms and Conditions
(3-year term, vehicle must operate in CA)

5 Get your new vehicle without needing to scrap an old truck or wait for a rebate

Drayage Set-Aside



- Only drayage trucks are eligible
 - Drayage trucks are defined as any in-use on-road vehicle with a GVWR greater than 26,001 lbs. used for transporting cargo that operates on a **port or intermodal railyard** property for the purpose of loading, unloading or transporting cargo.
- Who is **not** eligible: vehicles that transport cargo originating from drayage facilities but do NOT operate in ports or intermodal railyards
- Those participating in Drayage Set Aside must document drayage participation
- There are additional incentives for fleets working at the Port of Los Angeles or the Port of Long Beach
- Port Plus Up will reopen later this year \$75,000 to \$100,000 in additional vouchers

How to Participate: Drayage Set-Aside

- Submit a HVIP voucher with your dealer
- Purchasers must submit a copy of their permission to enter a port or railyard to hvip-processing@calstart.org within 30 days of submitting voucher request
 - Acceptable documentation can include:
 - Uniform Intermodal Interchangeable and Facilities Access Agreement UIIA Authorization
 - Concession agreements
 - Other forms of drayage operations permissions
- If drayage operations are being performed at the Port of Los Angeles or the Port of Long beach, the permission must specify this

Current Funding



- **\$ 88M in Standard HVIP**
- **\$ 29 in ISEF**
- **\$ 111 for Drayage Set Aside**



HVIP Voucher Amount Table Drayage



Truck Class	Base Voucher	Small Fleet Drayage Voucher
Class 7 (26,001-33,000 lbs) (D)	\$106,250	\$160,000
Class 8 (33,001+ lbs) (D)	\$150,000	\$330,000
Class 8 Fuel Cell (33,001+) (D)	\$300,000	\$420,000

Innovative Small e-Fleets (ISEF)

- Launched in 2021
- Reduces the purchase price of zero-emission vehicles for small fleets by increasing voucher amounts
- Provides fleets innovative solutions, like:
 - All-inclusive leases
 - Truck-as-a-service
 - Rentals
- Transaction includes an HVIP-approved dealer, ISEF provider, and eligible small fleet participant
- Small Fleet: 20 or fewer vehicles AND less than \$15 million in annual revenue



Other Incentives

Stacking Class 8 Incentive Programs



POLA + POLB Port Plus Up

\$75k/\$100k per vehicle

- Applied for during HVIP Drayage application
- Currently closed, will reopen later this year
- Minimum of 50 trips to the San Pedro Bay port complex per year
- Register truck into the San Pedro Bay ports' Port Drayage Truck Registry – remain registered for 3 years

SCE Drayage Truck Rebate

\$150k per vehicle

- Stackable with HVIP
- Point-of-sale rebate for the purchase of eligible battery-electric drayage vehicles, currently open
- Must have an active account and Cannot be on the Fortune 1000 list
- Will register vehicle(s) in the State of CA
- Will register vehicle(s) at the Port of Los Angeles, Port of Long Beach, and/or Port of Hueneme

Carl Moyer On- Road Heavy-Duty VIP

See VIP guidelines

- Currently closed
- Stackable with HVIP
- Fleet owner with 20 or fewer vehicles eligible
- Scrappage required, original truck must not be over 14 years of age and 400,000 miles odometer reading.
- Air Districts have the discretion to set certain local eligibility requirements based upon local priorities.

VW Mitigation Trust

\$240,000 max incentive per vehicle

- Stackable with HVIP
- Program is currently open
- Scrappage required, 2012 or older model year
- “Like for Like” replacement required
- 12 rolling months of vehicle registration and insurance documentation required

Please see each program's guidelines for all requirements and up-to-date information.

Stacking Examples and 90% Check



Incentive total cannot exceed 90% of the vehicle's base price (excludes taxes and fees).

Base Example

HVIP Drayage	\$150,000
SCE DTR	+ \$150,000
Total	\$300,000

90% Check Example

Chosen zero-emission truck base price is \$420,000

90% of \$420,000 is \$378,000.

The total stacking amount above is \$300,000. **This does not exceed 90% of the vehicle base price.** The HVIP voucher amounts will not be adjusted.

Small Fleet Example (5 Max)

HVIP Drayage	\$330,000
SCE DTR	+ \$150,000
Total	\$480,000

90% Check Example

Chosen zero-emission truck base price is \$420,000

90% of \$420,000 is \$378,000.

The total stacking amount above is \$480,000. **This exceeds 90% of the vehicle base price.** The HVIP voucher amount will be adjusted down.

The new HVIP amount would be \$228,000. The total with SCE stacking would be \$378,000.

Large Fleet Example

HVIP Drayage	\$150,000
Port Plus Up	\$75,000
SCE DTR	+ \$150,000
Total	\$375,000

90% Check Example

Chosen zero-emission truck base price is \$420,000

90% of \$420,000 is \$378,000.

The total stacking amount above is \$375,000. **This does not exceed 90% of the vehicle base price.** The HVIP voucher amounts will not be adjusted.



Available Vehicles

ZEV Drayage Capable Trucks



- The average range for the current vehicles in the HVIP catalog are between 200-500 miles on a single full charge.
- Fleets can acquire new tractor trucks through the HVIP program
- Conversion kits are now available for class 8 trucks
- Battery Electric or Fuel Cell trucks are available

ZEV Drayage Capable Trucks





Charging and Refueling

Charging and Hydrogen Availability



National Medium & Heavy Duty Zero-Emission Infrastructure Map
Last updated: 2026-03-06

Definitions Search with... Information

Total Infrastructure Facilities: 100
Total EV Charging Plugs: 1,568
Total Hydrogen Refueling Nozzles: 32

Infrastructure Map Table View & Download Data

MHD Zero Emission Fuels Infrastructure

Public / Semi-Public / Shared Access
0 Selected

Development Status
0 Selected

Fuel Type
 Electricity Hydrogen

Vehicle Access (Medium/Heavy Duty)
0 Selected

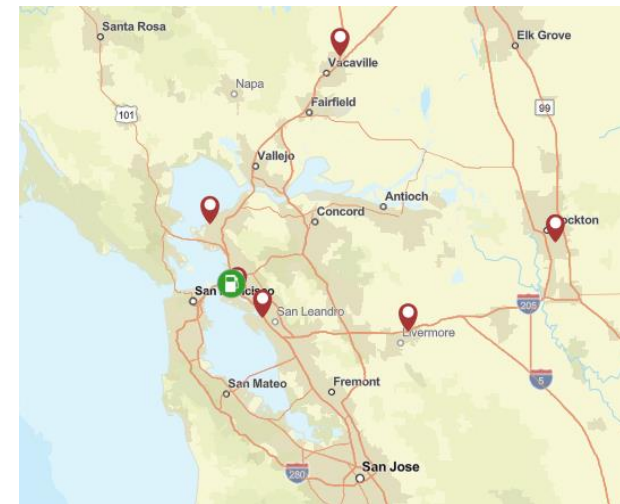
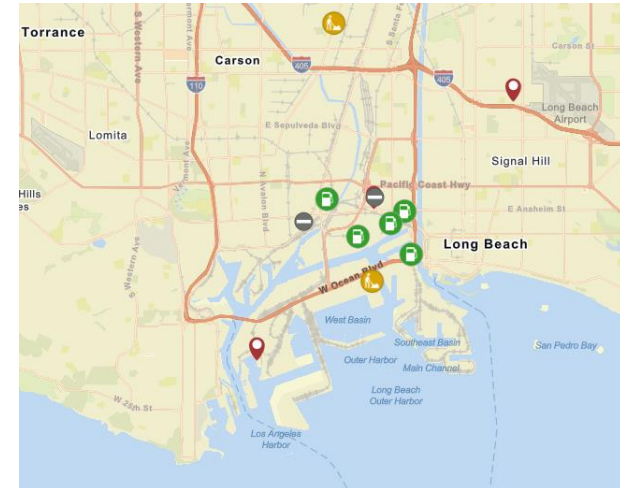
Operating Organization
0 Selected

Connector Type (Electric Charging)
0 Selected

Included Amenities
0 Selected

Within 2 miles of route:
- All -

California State Parks, Esri, TomTom, Garmin, FAO, NOAA, USGS, Bureau of Land Management, EPA, NPS, USFWS
Powered by Esri





Other Opportunities

Truck Loaner Program



Try a Port of Oakland Zero-Emission Truck

As a part of the **Port of Oakland's Clean Ports Program**, CALSTART is offering truckers and fleets an extended, real-world trial of zero-emission trucks. This is more than a quick demo: it's a chance to integrate a battery-electric or hydrogen fuel-cell Class 8 drayage truck into your actual operations for a few weeks or even a month, at little to no cost.

Pick up the truck, run your regular port routes, and see how it performs in your day-to-day operations. This hands-on trial is designed to help you make a confident decision about your next vehicle investment.

Expected Program Benefits

- No cost to participate in program
- Multiple truck manufacturer options
- Short-term/ flexible lease options available
- Operation and Maintenance Training
- Access to charging/fueling network
- Support with fleet transition planning

Learn More:



Zero-Emissions Showcase + Ride & Drive: San Diego, CA



Join us for an exciting event where industry leaders, policymakers, fleet owners, OEMs, dealers, and the public come together to explore the latest advancements in zero-emissions technology and transportation solutions. Come test drive the vehicles that are transforming transportation—hands-on, up close, and in action.

Details

- Date: April 29
- Time: 9:00 am - 3:00 pm PDT
- Website: <https://zeroemissiontrucks.org/event/zero-emissions-showcase-ride-drive-san-diego-ca/>



Pechanga Arena
3500 Sports Arena Blvd
San Diego, CA 92110

April 29, 2026
9:00 AM - 3:00 PM



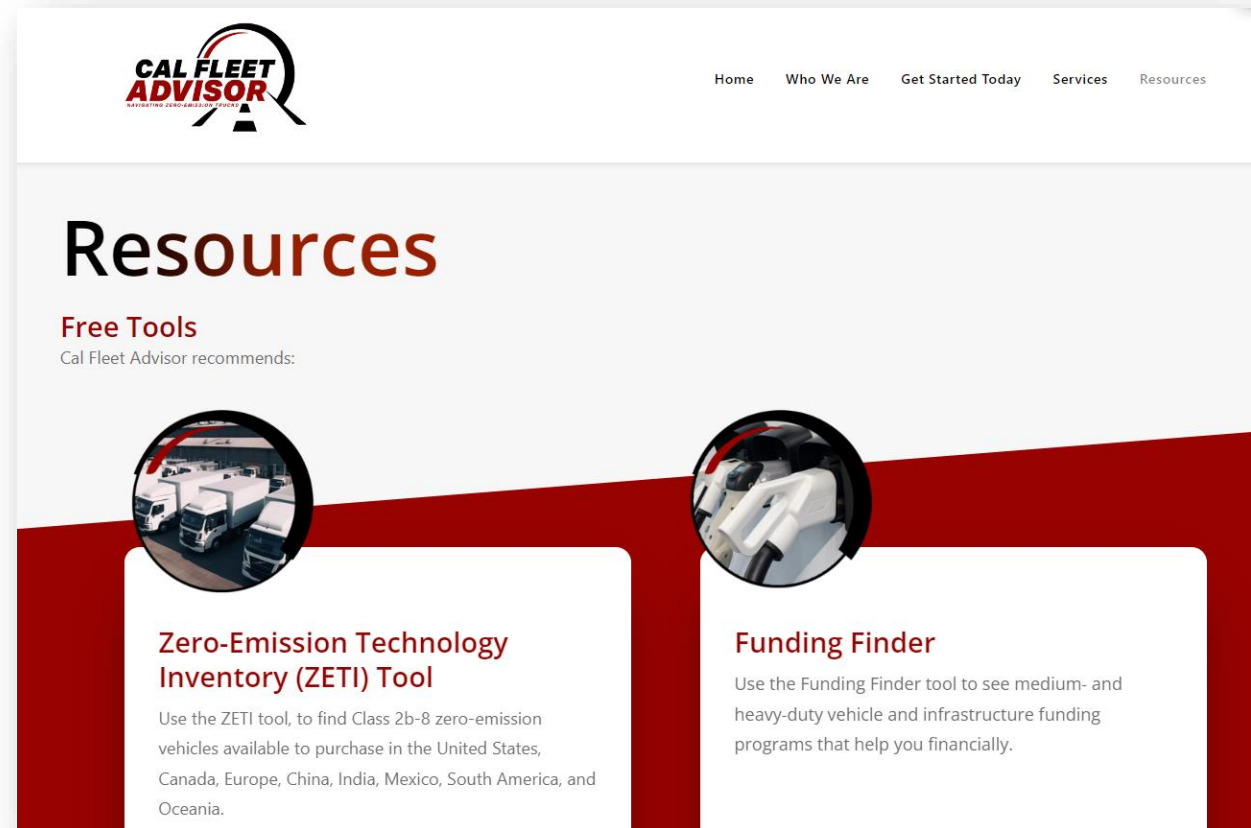
How to Use CFA



1. **Fill out** the simple form at calfleetadvisor.org
2. **Talk** about your fleet's needs with your advisor
3. **Get recommendations** for vehicles, charging, and incentives
4. **Ask** for referrals to utilities, dealers, and project partners
5. **Get incentives** tailored to your fleet
6. **Start using your ZEVs and save on fuel, maintenance, and more!**



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



The screenshot shows the 'Resources' page of 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, the text 'Free Tools' is displayed in red, followed by 'Cal Fleet Advisor recommends:'. There are two featured tool cards. The first card is titled 'Zero-Emission Technology Inventory (ZETI) Tool' and includes a circular image of a white truck. The second card is titled 'Funding Finder' and includes a circular image of a white truck. Both cards have a red and white color scheme.

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/>



Q&A