

August 2020

★ CALIFORNIA ★  
**CORE**

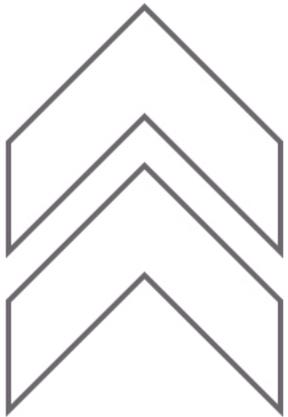
Clean Off-Road Equipment Voucher Incentive Project



*Moving Freight Forward*



# About CORE



The **Clean Off-Road Equipment Voucher Incentive Project (CORE)** is a new \$41 million project intended to encourage California freight equipment users to purchase or lease currently commercialized zero-emission off-road freight equipment. This streamlined voucher incentive project helps offset the higher cost of zero-emission technology with a point-of-sale discount.



# CORE Project Summary

- Based on a first-come, first-served
- No application deadline
- Was open until funds were exhausted
- Voucher was set aside upon request
- Approved with signed purchase order and signed terms of conditions
- Plus-Up incentives:
  - Location in disadvantaged communities
  - Infrastructure
- Implementation Manual: 07.20.2020 version available online or upon request

# Voucher Amounts

Equipment descriptions are available at [californiacore.org](http://californiacore.org).



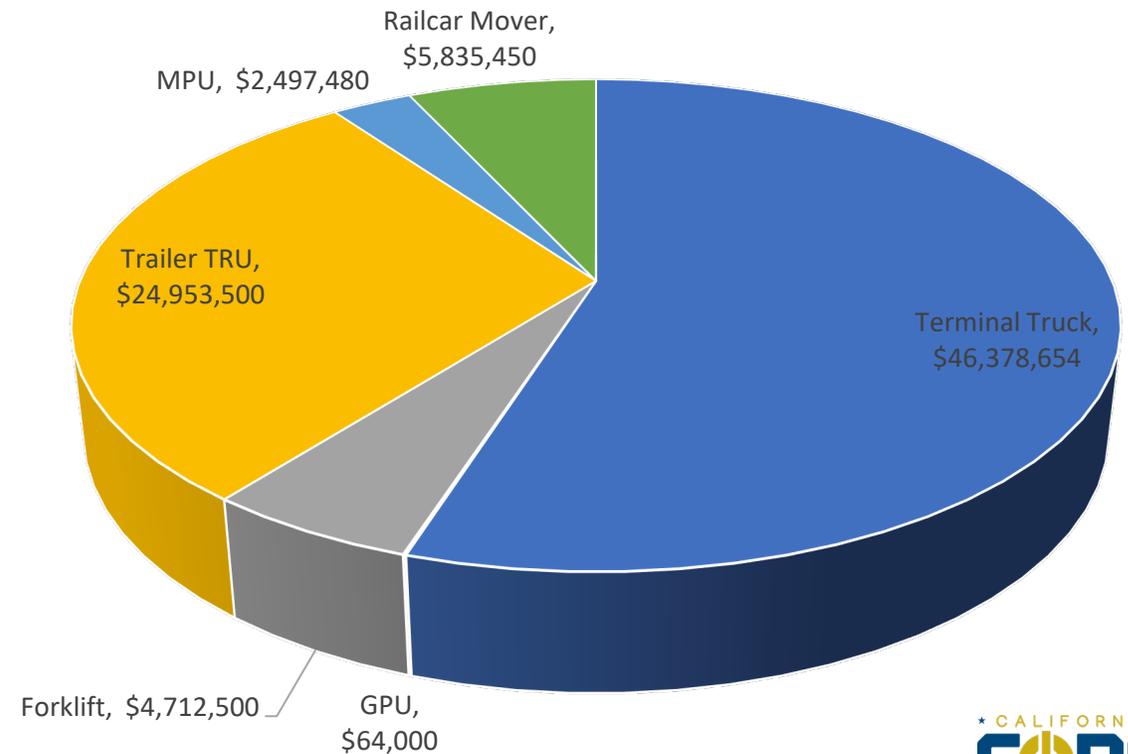
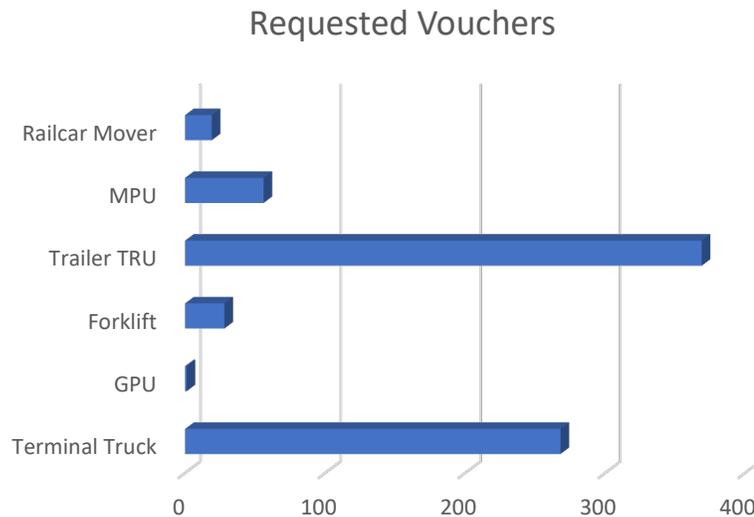
Equipment	Base Voucher Amounts
<b>On- and Off-Road Terminal Tractor</b>	\$150,000 \$100,000 Additional \$400 per kWh over 160 kWh up to an additional \$50,000 Up to \$200,000
<b>Truck and Trailer Mounted TRU</b>	Up to \$50,000 Up to \$65,000
<b>Large Forklift</b>	Up to \$15,000 Up to \$20,000 Up to \$90,000 Up to \$200,000
<b>Container Handling Equipment (New or Conversion)</b>	Up to \$500,000
<b>Airport Cargo Loader (New or Conversion)</b>	Up to \$50,000 Up to \$100,000
<b>Wide-body Aircraft Tug (New or Conversion)</b>	Up to \$80,000 Up to \$200,000
<b>Railcar Mover</b>	Up to \$225,000 Up to \$500,000
<b>Mobile Power Unit (MPU) and Ground Power Unit (GPU)</b>	\$400/kWh up to \$300,000 total Up to \$300,000
<b>Mobile Shore Power Cable Management System</b>	Up to \$500,000

# Funding Status: **-\$46,573,877**

(As of 08.04.2020)

On August 4, 2020, the California Air Resources Board closed the voucher-request process for the Clean Off-Road Equipment (CORE) Voucher Incentive Project. The entire \$44 million dollars has been requested at this time. Voucher requests that are on the contingency list may be funded if funding becomes available.

If you have additional questions, please reach out to [info@californiacore.org](mailto:info@californiacore.org).



# Community Impact

CORE is good for California's people, air & economy  
**Deploying more zero-emission off-road equipment in California...**



## Grows the industry

From ports and railyards to airports and freight facilities, CORE makes California the world leader in promoting the adoption of clean off-road equipment. Continued investment in these technologies can grow the industry, create jobs, and boost the economy.



## Reduces emissions

Today, off-road equipment is responsible for over 5 million tonnes of CO<sub>2</sub>e.<sup>1</sup> That's equivalent to over a million passenger vehicles driven for a year.<sup>2</sup> Deploying zero-emission equipment is critical to reducing harmful carbon emissions.



## Protects public health

Diesel particulate matter is toxic and contributes to cancer, premature death and other health problems. Thanks to CORE, zero-emission equipment can help reduce pollution in communities across California.

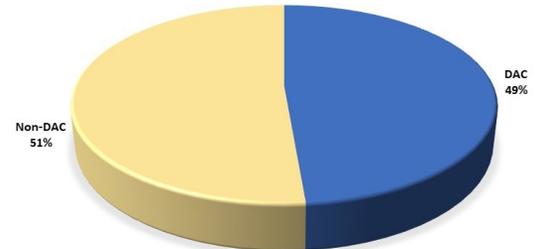


# Community Impact



- Plus Up Incentives:
  - Location in CalEnviroscreen DAC or AB1550 Low Income areas

CORE VOUCHERS IN POLLUTION OVERBURDENED AND LOW-INCOME COMMUNITIES



### CORE VOUCHER FUNDING MAP

SELECT ICON TO FILTER MAP BY EQUIPMENT TYPE

- Mobile and Ground Power Units
- Terminal Tractor
- Transport Refrigeration Unit (TRU)

**FILTER BY:**

**GEOGRAPHY TYPE**

- County
- Air District
- Assembly District
- Senate District

**UTILITY**

(All)

**EQUIPMENT MANUFACTURER**

(All)

**PAID OR UNPAID VOUCHERS**

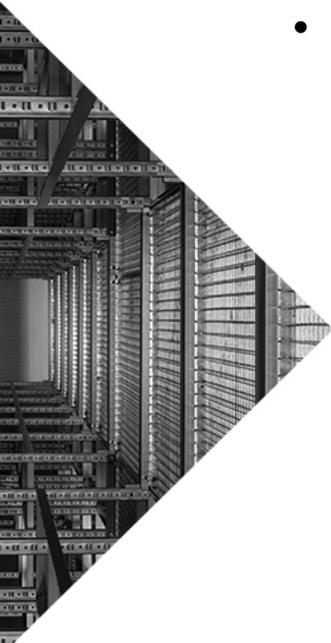
- Paid
- Unpaid

**DISADVANTAGED COMMUNITY**

- No
- Yes

**RESET FILTERS**

Data last updated on: April 16, 2020



## How to participate



## It's Quick and Easy

- 1 To start, visit [CaliforniaCORE.org](https://CaliforniaCORE.org)**
- 2 Choose your equipment.**  
CORE covers 15 off-road zero-emission technologies.
- 3 Choose an approved vendor.**  
Equipment dealers and vendors are approved by CORE to ensure a speedy process.
- 4 Reduce your purchase price.**  
The incentive is applied at the time of purchase so there's no waiting for a rebate check or tax credit.
- 5 Start saving today.**  
Enjoy saving money on fuel and reducing emissions.



# Questions

[californiacore.org](http://californiacore.org)



**Voucher Incentive Project**



# About HVIP

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The California Air Resources Board (CARB), in partnership with CALSTART, launched the **Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP)** in 2009 to accelerate the adoption of cleaner, more-efficient trucks and buses.



HVIP works directly with dealers to apply the voucher incentive at the time of purchase.

Over 4,000 HVIP-funded vehicles are on California roads today.



# A Streamlined Approach to Incentives

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**First-come, First Served Vouchers**

Immediate discount at sale, live ticker, no application period

**Dealers Learn Voucher System**

Fewer complications for fleets

**Set Aside Funding for Each Voucher**

Price certainty, No scrappage

**Streamlined and User-Friendly Voucher Process**

For purchasers and lessees



# Oversubscription and Waitlist

- Waitlist went into effect in July 2019
- FY19-20 funding, \$142 million, was oversubscribed a week after CARB adopted its FY19-20 Funding Plan in October 2019
- More than 100 fleets requested vouchers from 20 OEMs
- During the month preceding the Plan adoption, HVIP received more than \$80 million in voucher requests
- In March, requests on the waitlist began to be reviewed for approval
- FY 19-20 voucher funding will be sufficient to cover all waitlist requests
- **Expect to accept new vouchers in late 2020; FY20-21 funding uncertain**

# HVIP Eligible Vehicle Catalog

OEM

Click to add filters

TECHNOLOGY TYPE

Click to add filters

NEW OR CONVERSION

Click to add filters

GVWR

Click to add filters

VEHICLE TYPES

\* Bus - Shuttle

Updated.

Search:

MODEL	OEM	TECHNOLOGY TYPE	VEHICLE INCENTIVES	DEALERS	NEW OR CONVERSION	GVWR	VEHICLE TYPES
 BYD K7M-ER 30' All-Electric Transit Bus	BYD Motors	Zero Emission	\$120,000.00	BYD Motors	New	Bus 30' - 39'	Bus - Shuttle, Bus - Transit

Search at [CaliforniaHVIP.org](https://CaliforniaHVIP.org)



# Benefits for Disadvantaged Communities

- Increased incentives for vehicles domiciled in communities that are overburdened by the effects of air pollution due to socioeconomic and geographic factors
- 57% of vouchers benefit these communities



# Tools to Educate and Connect

- Upgraded Voucher Processing Center; Salesforce-enabled insights into the complete voucher journey
- FundingFinderTool.org: Navigating MHD vehicle and infrastructure funding opportunities (separate presentation today)
- Total Cost of Ownership Calculator
- Infrastructure Planning Tools and Heatmap



# Total Cost of Ownership Estimator: [CaliforniaHVIP.org/TCO](https://CaliforniaHVIP.org/TCO)

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- Helps purchasers assess TCO for ZEVs compared to similar conventionally-fueled vehicles
- Enter details about your vehicle selection, your fleet, duty cycle, and financial info, or use pre-set data
- The tool provides estimated payback period and a breakdown of itemized costs over service life of both vehicles
- The tool is currently in V1.0 – we're incorporating stakeholder feedback for V2.0!

Learn more:

# CaliforniaHVIP.org

info@CaliforniaHVIP.org

**Drive  
Innovation**



**Build  
Sustainable  
Communities**



**Protect Public  
Health**

