



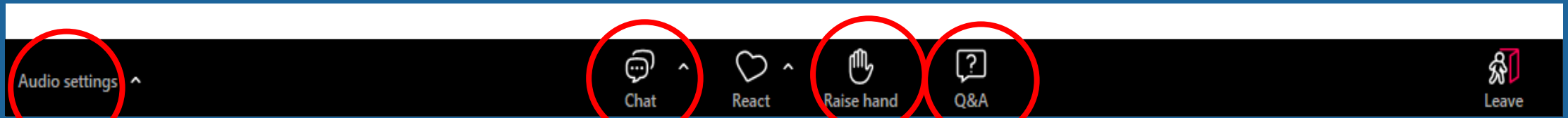
MEET THE AIR DISTRICTS

Follow the Funds Part I

Thursday May 15, 2025 | 10:00am – 11:15am PT

calstart.org

Zoom Logistics



Audio settings can be adjusted here to ensure Zoom is connected to the correct speaker and microphone.

The chat feature is not enabled on this session.

During the dedicated Q&A session, please feel free to raise your hand if you would like to be unmuted to ask your question directly.

If you have questions during our presentations, please enter them into the Q&A box. We will have 10 minutes dedicated at the end of the webinar to address your questions.

- **Please have your name and company/organization in your Zoom handle.**
- **Participants (web and dial-in) will not be able to unmute themselves during the presentation.**
- **After being unmuted to ask a question during the Q&A, please first share your name and company/organization**
- **This session will be recorded.**
- **This recording and our presentation slides will be made available shortly after the webinar concludes.**

CALSTART TEAM



**Falisha Lucas, Deputy Director,
Utilities and Tribal Affairs
CALSTART**

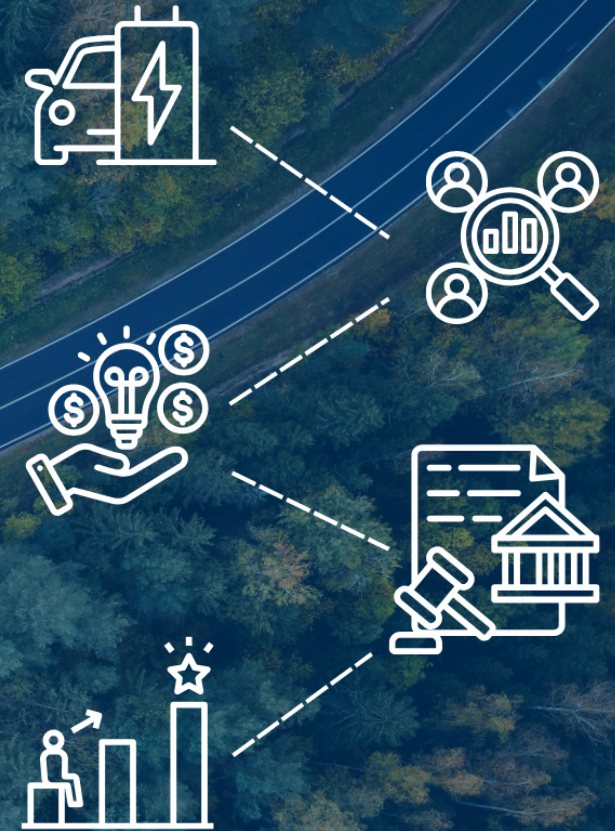


**Connor Urbany, Project Manager,
Clean Fuels and Infrastructure
CALSTART**

ABOUT CALSTART

CALSTART is a national nonprofit founded in 1992, focused on five key activities to accelerate clean transportation:

- Demonstration and development of new clean transportation technologies.
- Assessment and validation, including third-party performance evaluation and business-case analysis of emerging technologies.
- Market acceleration, including developing and managing innovative programs that speed purchase and adoption of cleaner technologies and fuels.
- Policy work, centered on increasing opportunities and funding for clean transportation.
- Member support, which helps our member firms achieve their business and technical goals, and grow the clean transportation sector.



AGENDA

Welcome and Webinar Overview | 10:00 – 10:05am

Bay Area AQMD Presentation | 10:05 – 10:20am

Sacramento AQMD Presentation | 10:20 – 10:35am

South Coast AQMD Presentation | 10:35 – 10:50am

Funding Scenario Demonstration | 10:50 – 11:00am

Q&A | 11:00 – 11:10am

Closing Remarks | 11:10 – 11:15am



SURVEY QUESTION #1

In your experience, what are the greatest barriers preventing or making it more difficult for you or your organization to adopt electric vehicles and EV infrastructure?

SPEAKER OVERVIEW



**Caylee Mercado, Grants Specialist
Bay Area AD**



**Jaime Lemus, Director of Transportation
& Climate Change Division
Sacramento AQMD**



**David Chen, Air Quality Specialist
South Coast AQMD**



BAY AREA AIR DISTRICT *CHARGE!* PROGRAM

Presented by Caylee Mercado

May 15, 2025



Overview



- Introduction & Background
- Program Information
- Success Stories



Introduction and Background



The Bay Area Air District

- Established in 1955
- Nine Bay Area counties
- Seven million residents
- Mission: improve air quality to protect public health, reduce historical and current environmental inequities, and mitigate climate change and its impacts.

Technology Implementation Office

- Incentivizing low-cost technologies that reduce emissions for mobile and stationary sources
 - *Charge!* Program
 - Clean Cars for All



Charge! Program



- Since 2016, the *Charge!* Program has provided funding for publicly accessible passenger electric vehicle (EV) chargers across the Bay Area
- The *Charge!* Program has provided over \$30,000,000 in funding to install over 4,000 chargers locally
- The goal is to increase the number of EV chargers to achieve ambitious local and state EV adoption goals
- Open to homeowners associations, non-profits, public agencies, private businesses, and tribes



Equity Focused Clean Air Grants



Charge! offsets a portion of the cost of purchasing and installing new public and private EV chargers.

Chargers installed at multi-family housing sites and/or in CARB Priority Population Areas are eligible to receive additional plus-up funding.

A program goal is to award a minimum of 60% of the total available funding to projects located in Priority Population Areas.

FYE 2025 *Charge!* Program is Open



- Solicitation opened on February 19, 2025, and we are currently accepting applications
- At least \$10,000,000 in funding is available for this year
- Deadline to submit questions is May 23, 2025
 - Questions and answers are posted on the [Charge! Program website](#)
 - Submit general questions via [Question Submittal Form](#); submit project-specific questions and requests for application assistance to charge@baaqmd.gov.
- Solicitation will close on June 6, 2025, at 5:00PM PT

FYE 2025 *Charge!* Program Funding



Transportation Fund for Clean Air (TFCA)

- \$10,000,000 in local Air District funding available from TFCA for the 2025 *Charge!* Program.

Charging and Fueling Infrastructure (CFI) Discretionary Grant Program

- Last year, the Air District was selected to receive a \$15,000,000 grant from the CFI Grant Program to support the *Charge!* Program.
- 2025 *Charge!* Program guidance aligns with the CFI requirements.
- CFI and federal grant requirements are in place for projects with publicly accessible chargers until further notice.

Funding sources will be assigned at the Air District's discretion and based on project type.

FYE 2025 *Charge!* Program Resources



Website: www.baaqmd.gov/charge

- [FYE 2025 Charge! Program Guidance*](#)
- [Sample 2025 Fluxx Application](#)
- [Sample Application Documents](#)
- [FYE 2025 Charge! Program Multi-family Housing Projects Fact Sheet](#)
- [Questions and Answers](#)
- Pre-application webinar [recording](#) and [slides](#)

Fluxx Application Portal: baaqmd.fluxx.io

- [Fluxx User Guide](#)

Project Eligibility



GENERAL APPLICATION ELIGIBILITY

- Businesses, homeowner associations, non-profits, public agencies, and tribes
- Surplus & voluntary
- Proposed projects only – no equipment can be purchased or installed yet
- Good standing with Bay Area Air District, State and Federal regulations
- Qualify for a minimum of \$250,000 in Program funding
 - \$10,000 if project is government-sponsored or project is exclusively at multi-family housing locations
- Maximum award is dependent on project type and available funding source
- Minimum 20% required cost-share/matching funds

Eligible Project Costs	Ineligible Project Costs
<ul style="list-style-type: none"> • Charger hardware, including tax & shipping • Installation, including labor, materials • Site design, permit fees • Hardware equipment to record kWh dispensed (e.g., separate meter) 	<ul style="list-style-type: none"> • Consultant fees • Environmental review • Maintenance, repairs & operations (subscription, electricity and network fees)* <p><small>*Some costs may be eligible on a case-by-case basis at the discretion of the Bay Area Air District depending on the project type and location</small></p>

Facility Types



Destinations



**Multi-family
Housing**



**Transit Parking
Locations**



Workplaces

Charger Requirements



Chargers must meet the following requirements to be eligible:

Charging Port Type	Level 1	Level 2 (low)	Level 2 (high)	DC Fast	
Connector Requirement	NEMA 5-15, 5-20 or J1772	J1772	J1772	SAE CCS Type 1	
Output Rating Requirement *	1.4 – 2.4 kW	3.3 – 5.99 kW	6+ kW	50 – 149.99 kW	150+ kW
Energy Star Certification Requirement	No	Yes	Yes	No	No
Facility Type	Multi-Family Housing only	Multi-Family Housing only	Any	Any	
Minimum Charging Port Count per Facility	See minimum charging port counts in the General Application Eligibility and Requirements section.				

- Each charging port must be able to simultaneously maintain the stated level of kW output

See the Definitions section of the FYE 2025 *Charge!* Program Guidance for more information.

Charger Requirements Continued



- Chargers must be new – used or refurbished equipment are not eligible for funding.
- Project sites must be within the Bay Area Air District's jurisdiction.
- Electric Vehicle Infrastructure Training Program (EVITP) certified electricians install the EV chargers.
 - All EV chargers must be installed by a licensed contractor and at least one EVITP certified electrician.
 - Projects that install a charging port supplying more than 25 kW or more must have at least 25% EVITP certified electricians on staff.
 - Projects with CFI funding must comply with [National Electric Vehicle Infrastructure \(NEVI\) Standards and Requirements](#) for qualified technicians.
- Interoperability and Connectivity: Chargers must meet the National Electric Vehicle Infrastructure (NEVI) Standards and Requirements for interoperability and charging network connectivity of EV charging infrastructure.
- Payment Requirements: If payment is required for charger use, the equipment models must comply with state and/or federal requirements, if applicable.

Charger Requirements Continued



- Charger uptime – Level 2 and DC Fast charging ports must be operational for at least 97% of a charging site's identified hours of operation for the duration of the project's Operational Period.
- A charging port is considered “up” when its hardware and software are both online and available for use, or in use, and the charging port successfully dispenses electricity in accordance with requirements for minimum power level.
- Charging port uptime must be calculated monthly for the previous twelve months. Charging port uptime percentage must be calculated using the following equation:

$$\mu = \left(\frac{(525,600 - (T_{\text{outage}} - T_{\text{excluded}}))}{525,600} \right) \times 100$$

Funding Levels

Charging port: the system within a charger that charges one EV. A charging port may have multiple connectors, but it can provide power to charge only one EV through one connector at a time.

- The charger type is the kilowatt output of each charging port and is used to determine the project's eligible funding level.
- Level 1 and Level 2 (low) charging ports are only eligible for funding at multi-family housing facilities.
- Destination, Transit Parking, or Workplace facilities must have at least four network-connected (Level 2 [high] or DC Fast, or a combination) charging ports capable of simultaneously charging four EVs.

BASE FUNDING				
Charger Type	Level 1/Level 2 (low)	Level 2 (high)	DC Fast	
Charging Port Output Rating*	1.4 – 5.99 kW	6+ kW	50 – 149.99 kW	150+ kW
Facility Type	Multi-Family Housing	Any	Any	Any
Base Funding Per Charging Port	\$2,000	\$5,000	\$35,000	\$45,000
PLUS-UP FUNDING				
The <i>Charge!</i> Program also offers Plus-Up funding, on top of Base funding, for projects who meet one or more of the following:				
<u>Priority Population Areas</u>	\$750	\$2,000	\$15,000	\$15,000
Multi-Family Housing	\$750	\$2,000	-	-
Maximum Funding Per Charging Port, Including All Plus-Up Funding	\$3,500	\$9,000	\$50,000	\$60,000

* See minimum charging port counts in the General Application Eligibility and Requirements section.

**Each charging port must be able to simultaneously maintain the stated level of kW output.

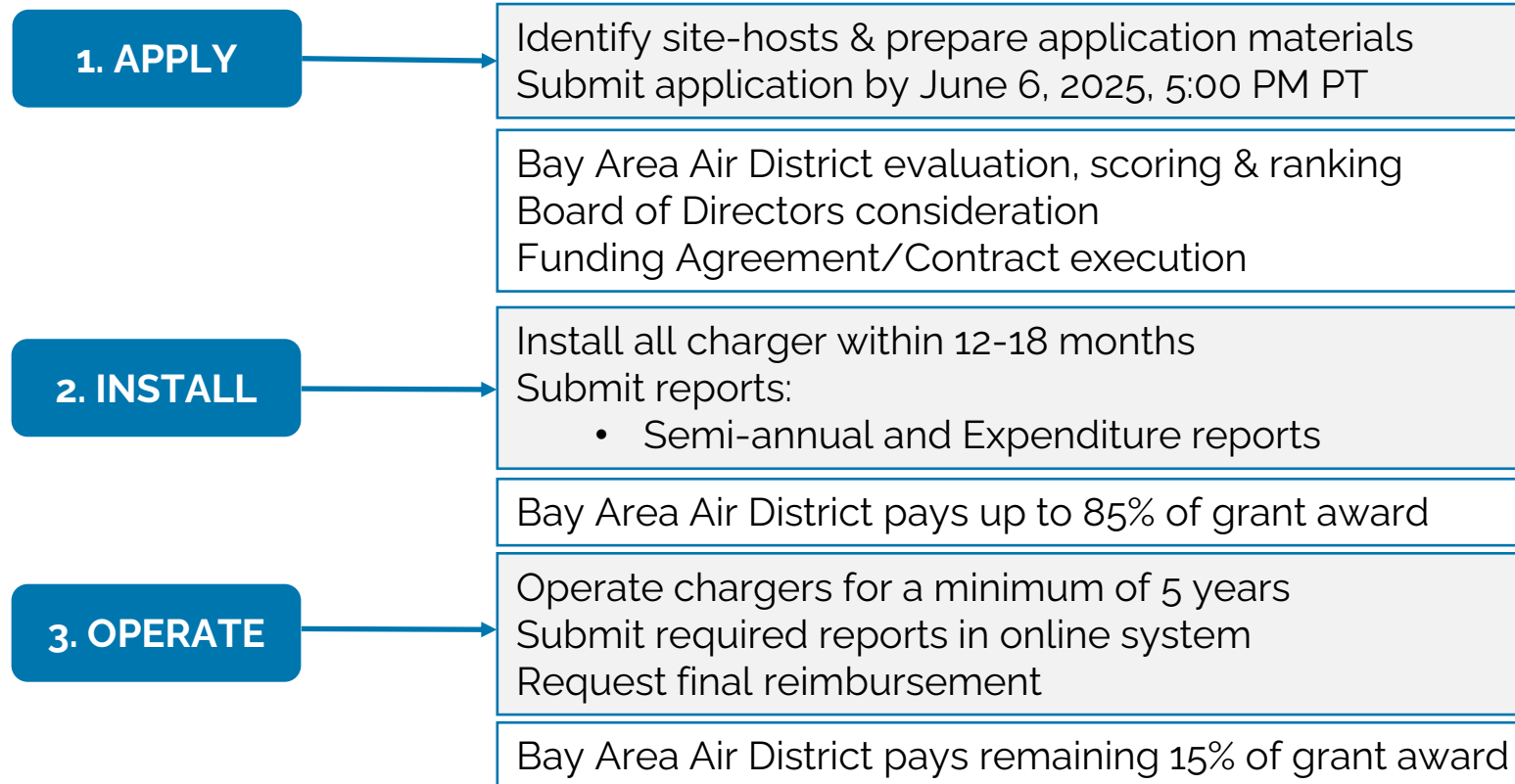
Note: Operations and maintenance service contracts for Level 2 (high) and DC Fast chargers may be reimbursed on a case-by-case basis at the discretion of the Bay Area Air District.

Estimated Usage/Usage Requirement



- In the application, applicants will be required to estimate the projected 5-year charger usage based on the number of proposed charging ports, facility types, number of parking spaces, and other contributing factors.
- The estimated usage provided in the application will be considered as part of the application review process.
- If awarded funding, the estimated usage will be listed in the Funding Agreement.
- Projects that do not meet their stated usage may be in breach of the Funding Agreement and subject to repayment.

Charge! Program Process & Schedule



1. Apply



Applicant/Project Sponsor

- Submit online application by **June 6, 2025, 5:00PM PT**
 - Letter of commitment
 - *Charge!* Facility Form (available on the [Charge! website](#))
 - Map of proposed charger locations showing proximity to an activity center, major roadways, and nearest charger
 - Line-item cost quote for equipment and labor
 - Line-item cost quote for operations and maintenance service contract, if requesting funding for service contract
 - Applicant W-9
 - Charger specification sheets
 - Questions – [Question Submittal Form](#)
- **No work is to begin, and no equipment is to be ordered/purchased until a grant contract is executed**

Bay Area Air District

- Review application, rank and score all applications
- Forward proposed Contract to Project Sponsor for signature
- Receive proof of insurance from Project Sponsor
- Bay Area Air District executes Contract

2. Install & Reimbursement*



Grantee/Project Sponsor

- Purchase equipment
- Hire a licensed contractor to perform work
- Install and activate equipment
- Proof of EVITP certification (EVITP Form available on the program website)
- Submit Expenditure Report & supporting documents within 2 months of equipment being placed into service
 - Proof of payment (copies of cancelled checks)
 - Invoice(s) for eligible costs
 - Photos of all equipment with Bay Area Air District logo affixed
 - Proof of Department of Energy, Alternative Fuel Database submission
 - Additional documentation for CFI requirements, if applicable
 - Details of any other grants/incentives/rebates received or applied for

Bay Area Air District

- Release up to 85% of funds awarded for reimbursement following equipment installation and review of Expenditure Report and support documents

* After Funding Agreement is executed with the Bay Area Air District

3. Operate



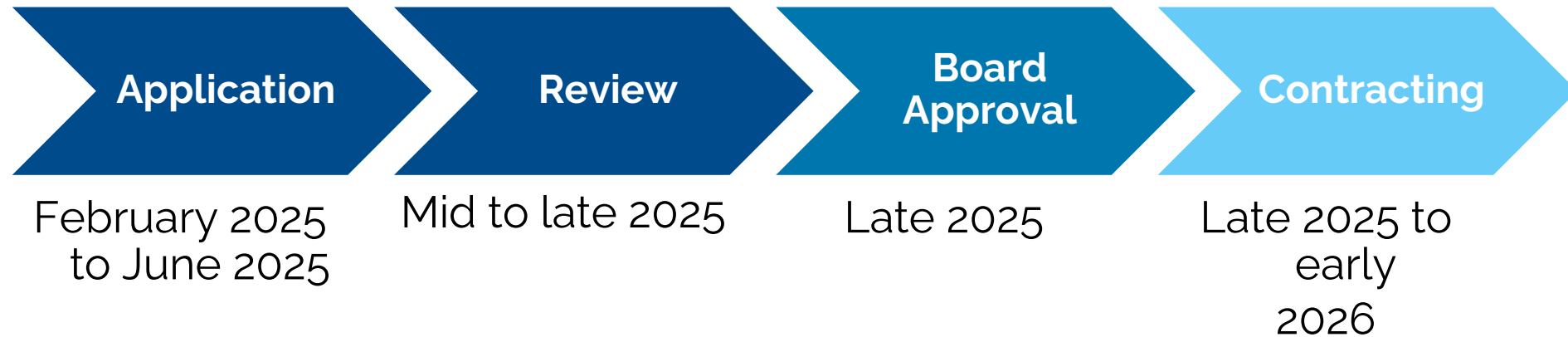
Grantee/Project Sponsor

- Operate and maintain equipment for a minimum of 5 years
- Ensure usage and uptime requirements are met
- Submit required reports

Bay Area Air District

- Audit and Inspections
- Release remaining 15% of funds for reimbursement following fulfillment of usage and uptime requirements and review of Final Report

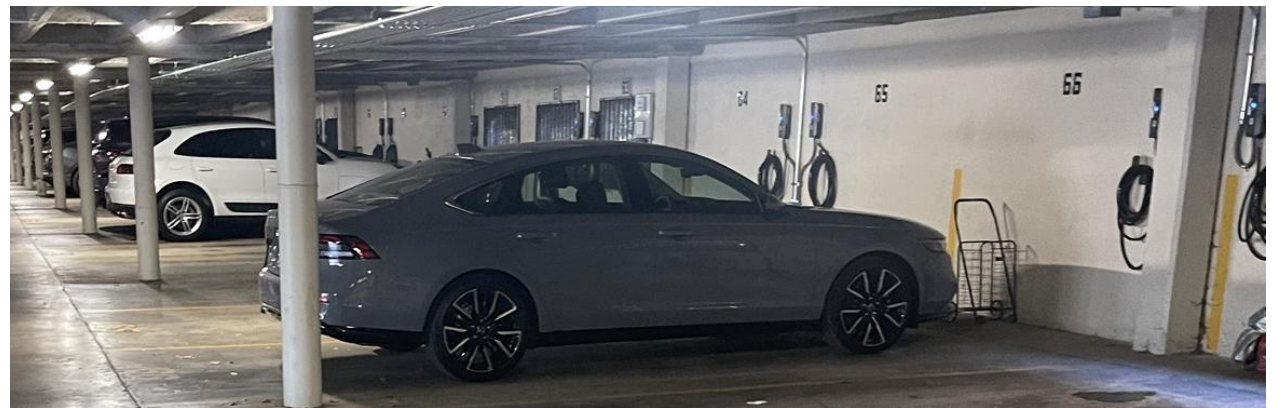
Anticipated Project Approval Schedule



East Oakland AB 617 Community



97 Chargers at Multi-Family Housing



18 Chargers at Multi-Family Housing



Questions

Contact: charge@baaqmd.gov; [Question Submittal Form](#)

Website: www.baaqmd.gov/charge

Please sign up for the mailing list on our website for updates.

Light Duty and EVSE Funding

Lessons Learned for a Multi-Modal Future

Presenter: Jaime R. Lemus

Director, Transportation and Climate Change Division



Transportation & Climate Change

Land Use

CEQA Review
Construction Mitigation

Climate Action

Transportation

Electric Vehicle (EV) &
Hydrogen (H2)
Infrastructure

Light, medium & heavy-
duty vehicles

Off-road equipment
(e.g., tractors, forklifts,
utility task vehicles)

Clean Cars 4 All & Zero
Emission Mobility Hubs

Sacramento Area Zero Emission Vehicle Deployment Strategy

Putting the region on the path to sustainable transportation energy

- 600 new EV buses to serve the region
- 5 new charging plazas for EV trucks and other zero emissions freight vehicles
- 52 eMobility hubs
- New green tech jobs



Sacramento



Regional
Transit



SACOG

SACRAMENTO METROPOLITAN



AIR QUALITY
MANAGEMENT DISTRICT



SMUD

4-Agency Agreement

Sacramento



Regional
Transit

SACRAMENTO METROPOLITAN



AIR QUALITY
MANAGEMENT DISTRICT



S A C O G



SMUD®

SACRAMENTO METROPOLITAN



AIR QUALITY
MANAGEMENT DISTRICT

52
eMobility Hubs
Throughout
Sacramento
Region

182
LD EV Chargers
Installed

Supporting
288,000
LD EVs
by 2030





10 neighborhood-sized zones
across the six-county SACOG
region

Advancing clean, shared, and
active transportation
investments in equity-priority
communities

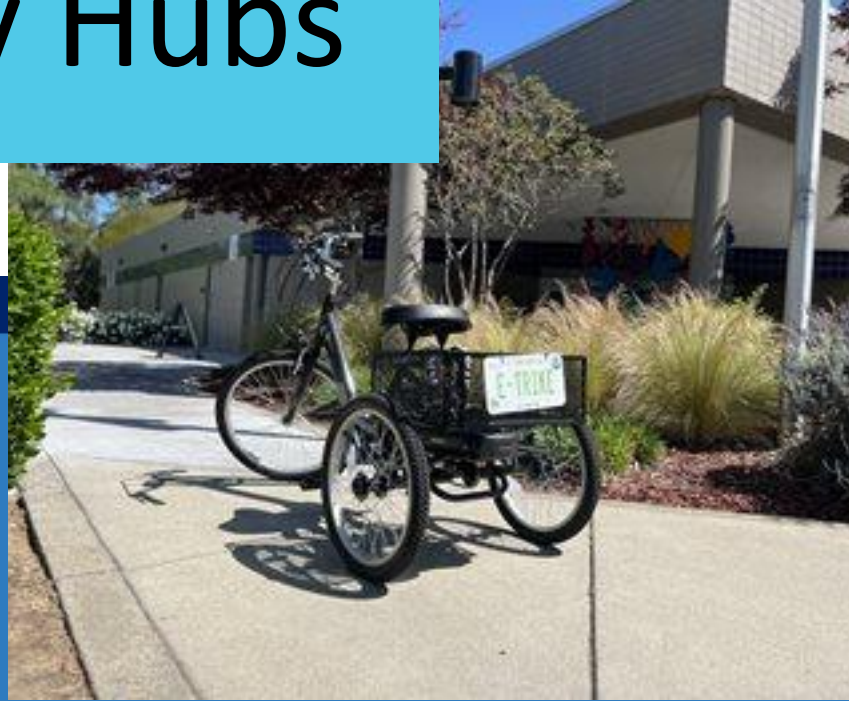


MOBILITY ZONES

- Rosemont/Western Rancho Cordova (Sacramento County)
- Linda/Olivehurst (Yuba County)
- Brownsville (Yuba County)
- South Yuba City (Sutter County)
- North Auburn (Placer County)
- Woodland (Yolo County)
- Riverside/Bryte/Broderick (Yolo County)
- Georgetown/ Coloma/ Kelsey (El Dorado County)
- Florin (Sacramento County)
- Ben Ali/Swanston (Sacramento County)

52 Mobility Hubs

SacRT Mobility Hubs



EXAMPLES INCLUDE



E-bike and
e-scooter parking



Car share pick-up
and drop-off



Electric vehicle
changing



Connections to
shuttles, bus and/
or light rail



Join us for a pop-up Mobility Hub

See how mobility hubs can:

- Improve transportation connections for communities
- Create safe, comfortable public spaces
- Enhance accessibility throughout the region

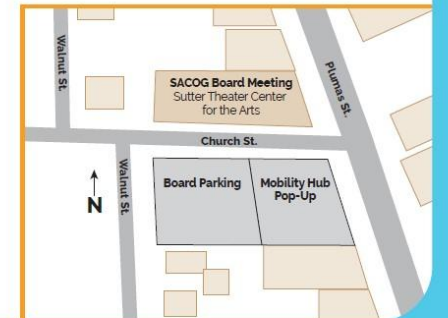
8AM, Thursday June 20

732 Plumas Street, Yuba City

For more information visit
sacog.org/mobilityhubs



In partnership with Yuba Sutter Transit,
City of Yuba City, Yuba Sutter Arts &
Culture, Creative Arts Center, Blue Zones
Project - Yuba Sutter



SACRAMENTO METROPOLITAN



Del Paso Mobility Hub

- Located in an underserved, suburban neighborhood.
- Provide alternative modes of transportation to reach essential destinations and opportunities.
- Promote community-based shared and clean transportation.
- Affordable charging for local EV owners.
- For the community, by the community.



Community Resource Project Mobility Hub



Louise Perez Community Center

3835 41st Ave.

Partnerships with SMUD

Potential for:

CarShare

Solar and Battery Storage



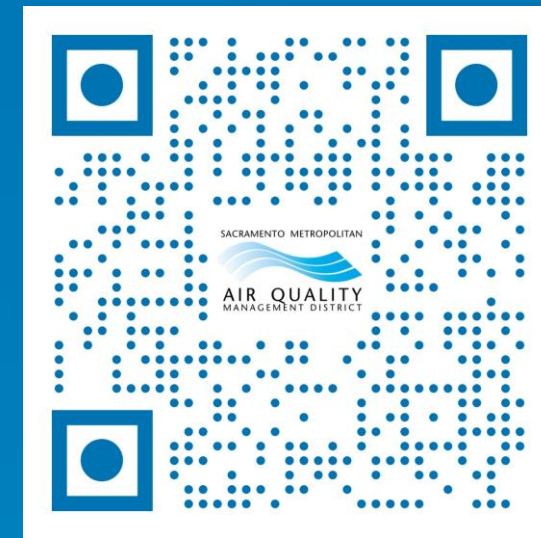
\$25M Available in Incentives:

- Community Greening
- Zero-Emission Trucks, Buses & Infrastructure
- Charlene McGhee Memorial Lawn & Garden Program
- Carl Moyer Program
- Clean Cars 4 All
 - SMUD Residential EVSE co-funds

Applications Opened May 1st, 2025

www.AirQuality.org

Contact: jlemus@airquality.org



CARL MOYER PROGRAM



South Coast Air
Quality Management
District 2025



What is the Carl Moyer Program?

- A voluntary grant program targeting the replacement of older, heavy-duty diesel vehicles and equipment

What does the Carl Moyer Program Accomplish?

- Accelerates the commercialization of the cleanest technologies available



ON-ROAD



CARL MOYER PROGRAM 2025



PROJECT CATEGORIES



Heavy-Duty
Trucks and
Buses



Drayage
Trucks



Transit
Buses



Public
Agency and
Utility Fleet
Vehicles



Solid Waste
Collection
Vehicles



Emergency
Vehicles

14,001 lbs. and greater

PROJECT OPTIONS

Replacement

- The replacement of an older, dirtier vehicle with a newer, cleaner one

Repower

- The replacement of an older, dirtier engine with a newer, cleaner one.

Conversion

- The modification of the engine or vehicle to either a cleaner engine or other system that provides motive power and change of the fuel type used.



ELIGIBILITY REQUIREMENTS

Existing Vehicle

- EMY 2010 to 2019 (some exceptions)
- Diesel or Alternative Fuel
- Vehicles must be operational
- 75% of usage in South Coast Air Basin
- Clean Vehicle Title (no Lien) before contracting
- DMV registration, vehicle usage and proof of registration (previous 24 months)
- Executive Order of existing engine
- Photo verifying GVWR, VIN and Engine Tag
- Fleets must be fully compliant with all applicable fleet regulation



ELIGIBILITY REQUIREMENTS CONTINUED

Replacement Vehicle

- Optional Low NOx or Zero-Emission
- Engine's intended service class must match replacement vehicle's weight class (e.g., a MHD engine must be used in a vehicle with GVWR 19,501-33,000 lbs.)
- Mileage Caps for Used Replacement Truck
 - HHD 500k, MHD 250K, LHD 150k miles
- California registration or California IRP
- No diesel except for Emergency Vehicles
- Warranty (New)
 - Low NOx HHD - 5 years / 350,000 miles
 - Zero-Emission - 3 years / 50,000 miles
 - Include parts and labor



Carl Moyer Funding Caps for Replacement Vehicles

Weight Class/Vocation Type	Funding Caps(*)
Zero-Emission Transit Bus with Federal Transit Administration (FTA) funding	\$80,000
Zero-Emission HHD Truck or Bus	\$410,000
Zero-Emission MHD Truck or Bus	\$180,000
Optional Low NOx or cleaner HHD Truck	\$160,000
Optional Low NOx or cleaner MHD Truck	\$120,000

* No more than 80 percent of vehicle costs for fleets with 20 or less vehicles, no more than 50 percent of vehicle costs for larger fleets except for emergency vehicles.

INFRASTRUCTURE

CARL MOYER PROGRAM 2025



INFRASTRUCTURE PROJECT TYPES



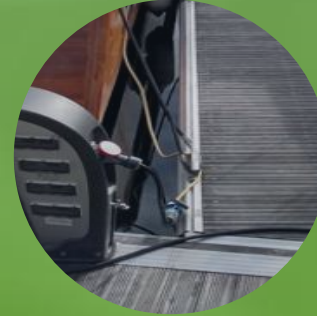
Battery
Charging
Station



Hydrogen
Fueling
Station



Stationary
Agricultural
Pump
Electrification



Shore Power



Other

ELIGIBILITY REQUIREMENTS

Selection Criteria

- Competitive selection process

Application Requirements

- Project to be in the South Coast Air Basin
- Project must not have begun construction, nor be completed
- Comply with all applicable Federal, State, Local laws and requirements
- Work performed by contractor and/or electricians meet required licensing and certification (i.e., EVITP)
- Proof of land ownership or control through a long-term lease or other legal arrangement

MAXIMUM PERCENTAGE OF ELIGIBLE COST

Infrastructure Project	Funding % of Eligible Cost*
Baseline for all Projects	60%
Public School Bus Projects	100%
Additional incentive for projects with renewable solar or wind power systems	+10%
Additional incentive for projects located near sensitive receptors	+10%
Additional incentive for applicants of HD truck parking facilities that provide communal charging opportunities	+10%
Additional incentive for publicly accessible projects or where applicant is a public entity	+15%

*Additional funding amounts in this table may be combined. Funding amount cannot exceed 100%.

How Do I Apply Online?

- Only applications submitted online through the Carl Moyer Grant Management System (GMS) will be considered!
- Apply at www.gms.aqmd.gov
- Paper Applications will no longer be accepted
- No faxes or email will be accepted
- Deadline to submit: **July 1, 2025 at 1 PM**
- No Exceptions!

Additional Resources & Contact Information

- South Coast AQMD Carl Moyer Program Questions, Email us at: carlmoyer@aqmd.gov



QR Code to our website

INVEST CLEAN

In July 2024, U.S. EPA awarded CPRG funds to the South Coast AQMD to implement the Infrastructure, Vehicles, and Equipment Strategy for Climate, Equity, Air Quality, and National Competitiveness (INVEST CLEAN) in Los Angeles-Long Beach-Anaheim and Riverside-San Bernardino-Ontario Metropolitan Statistical Areas.

- **Heavy Duty Charging Infrastructure Deployment Incentive Program**

Incentives will be provided to install electrical charging equipment for heavy-duty trucks. Program details will be available Summer 2025

- **Battery Electric Freight Vehicle Deployment Incentive Program**

Incentives will be provided for the purchase of Class 8 battery electric trucks. Program details will be available Summer 2025. INVEST CLEAN will also provide funding to support the deployment of Class 4 and 5 battery electric vehicles in SCAG's Last Mile Freight Program.



FUNDING SCENARIOS

STACKING WITH BAY AREA AD

Compatibility w/ CALSTART Programs:

Funding Program	Stacks w/ EnergIZE	Stacks w/ HVIP & ISEF	Stacks w/ CORE	Stacks w/ ZESBI	Stacks w/ CiC	Stacks w/ CMO
Charge!	N	N	N	N	Y	Y

Stacking Scenarios

Funding Program	CiC Funds	CMO Funds	Total Potential Funds	
<p>Charge! Incentive Amount: \$10,000 (minimum) for government-sponsored projects and projects exclusively at multi-family housing sites; \$250,000 (minimum) for other project types <i>*Total incentives may be higher depending on final project specifications/scale</i></p> <p>Deadline: June 6, 2025 @ 5:00pm PT Allows LCFS: Yes</p>	<p>Up to \$6,500; can only be combined with funds used to cover costs ineligible with CiC funding (labor and permit design fees) Tribes Plus-Up: +\$3,500 MUDs Plus-Up: +\$2,000</p>	<p>Up to \$1,500,000 to develop and launch zero-emission mobility projects</p> <p>Up to \$100,000 to conduct community transportation needs assessment & a \$200,000 set-aside for Tribes</p>	<p>Charge!</p> <ul style="list-style-type: none"> \$10,000+ (multi-family housing and government-sponsored projects) \$250,000+ (all other project types) <p>CiC</p> <ul style="list-style-type: none"> \$8,500 (MUD) \$12,000 (Tribal MUD) 	<p>CMO</p> <ul style="list-style-type: none"> \$100,000 (Standard) \$200,000 (Tribes) <p>Total:</p> <ul style="list-style-type: none"> \$18,500+ (MUD) \$22,000+ (Tribal MUD) \$350,000+ (Charge! + CMO) \$450,000+ (Charge! + Tribes CMO)

STACKING WITH BAY AREA AD



*Small Project Scenario Costs calculated based on the purchase of one dual-port <6kW Level 2 charger

*Large Project Scenario Costs calculated based on the purchase of at least one dual-port >6kW Level 2 charger

Tribe-Specific Funds = ■



STACKING WITH SAQMD

Compatibility w/ CALSTART Programs:

Funding Program	Stacks w/ EnergiIZE	Stacks w/ HVIP & ISEF	Stacks w/ CORE	Stacks w/ ZESBI	Stacks w/ CiC	Stacks w/ CMO
2025 Community Air Quality Grant Solicitation – On-Road	Y (infrastructure only)	Y (small fleets only)	N	Y	N	Y
2025 Community Air Quality Grant Solicitation – Off-Road	N	N	Y	N	N	N

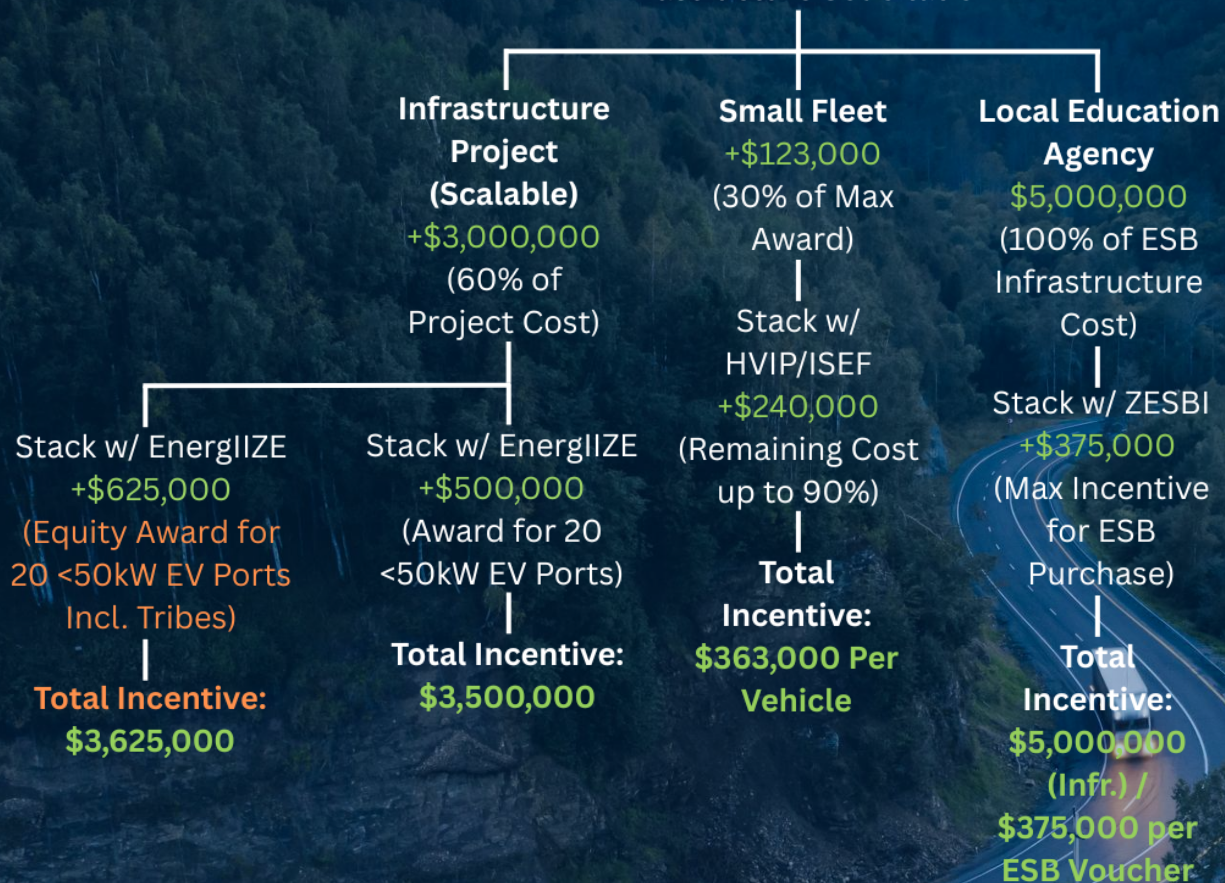
Stacking Scenarios

Funding Program (Carl Moyer)	EnergiIZE	HVIP/ISEF	CORE	ZESBI	Total Potential Funds	
<p>2025 Community Air Quality Grant Solicitation – ZE On-Road Trucks and Buses and Infrastructure</p> <p>Incentive Amount: Up to \$410,000 per vehicle; Up to 95% of eligible infrastructure costs (100% for ESB)</p> <p>Deadline: June 16, 2025 Allows LCFS: Yes</p>	<p>EV: \$25,000-\$375,000 per port up to \$3,750,000 per project</p> <p>Hydrogen: \$2,000,000-\$2,500,000 per port up to \$5,000,000 per project</p>	<p>HVIP: \$7,500-\$120,000 ISEF: \$20k-\$240k</p> <p>*Incentive amount based on vehicle weight</p>	N/a	Up to \$360,000; \$375,000 for ZE school buses with a wheelchair lift	<p>Carl Moyer</p> <ul style="list-style-type: none"> \$410,000 (vehicles) 95% of Infr. Costs <p>EnergiIZE</p> <ul style="list-style-type: none"> \$5,000,000 <p>HVIP/ISEF</p> <ul style="list-style-type: none"> \$240,000 	<p>ZESBI</p> <ul style="list-style-type: none"> \$375,000 <p>Total:</p> <ul style="list-style-type: none"> \$95% + \$5M (EnergiIZE+CM) \$650K (HVIP/ISEF+CM) \$375K vehicle + 100% Infr. Cost (ZESBI+CM)
<p>2025 Community Air Quality Grant Solicitation – Off-Road Projects</p> <p>Incentive Amount: Up to \$2,000,000</p> <p>Deadline: June 16, 2025 Allows LCFS: Yes</p>	N/a	N/a	<p>\$65,000-\$1,000,000</p> <p>*Incentive amount based on equipment type</p>	N/a	<p>CORE</p> <ul style="list-style-type: none"> \$1,000,000 	<p>Total:</p> <ul style="list-style-type: none"> \$3M (CORE + CM)

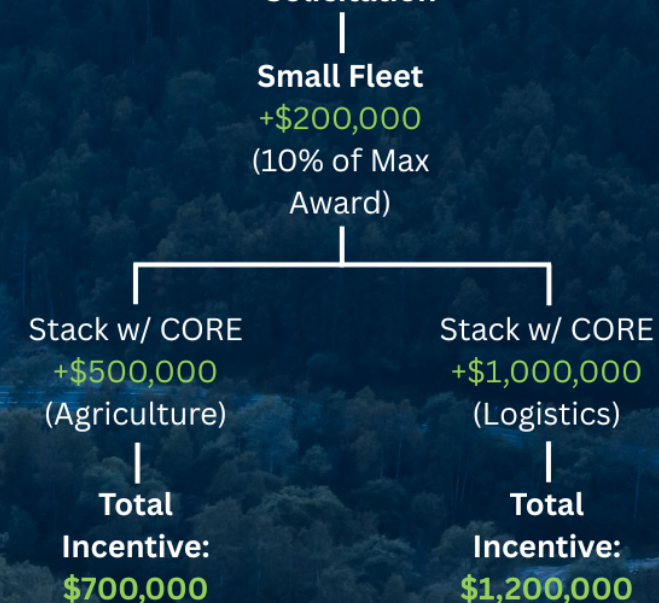


STACKING WITH SACRAMENTO AQMD

ZE Trucks, Buses and Infrastructure Solicitation



Off-Road Projects Solicitation



*Infrastructure Project (Scalable) cost % calculated based on a hypothetical \$5M total project cost to install 20 <50kW EV ports

*Small Fleet & Local Education Agency cost % calculated based on a hypothetical \$400K class 8 on-road truck/school bus

Tribe-Specific Funds = ■



STACKING WITH SOUTH COAST AQMD

Compatibility w/ CALSTART Programs:

Funding Program	Stacks w/ EnergIIZE	Stacks w/ HVIP & ISEF	Stacks w/ CORE	Stacks w/ ZESBI	Stacks w/ CiC	Stacks w/ CMO
Carl Moyer (Vehicles)	N	Y (small fleets only)	Y	Y	N	Y
Carl Moyer (Infrastructure)	Y	N	Y	Y	N	Y

Stacking Scenarios

Funding Program	EnergIIZE	HVIP/ISEF	CORE	ZESBI	Total Potential Funds	
<p>Carl Moyer (Vehicles)</p> <p>Incentive Amount: \$80,000-\$410,000 based on vehicle weight class/vocation (up to 80% of vehicle cost for small fleets, 50% for large)</p> <p>Deadline: July 1, 2025 @1pm PT Allows LCFS: Yes</p>	N/a	<p>HVIP: \$7,500-\$120,000 ISEF: \$20k-\$240k</p> <p>*Incentive amount based on vehicle weight</p>	<p>\$65,000-\$1,000,000</p> <p>*Incentive amount based on equipment type</p>	<p>Up to \$360,000; \$375,000 for ZE school buses with a wheelchair lift</p>	<p>Carl Moyer</p> <ul style="list-style-type: none"> \$410,000 HVIP \$120,000 ISEF \$240,000 CORE \$1,000,000 	<p>ZESBI</p> <ul style="list-style-type: none"> \$375,000 <p>Total:</p> <ul style="list-style-type: none"> \$530K (HVIP+CM) \$650K (ISEF+CM) \$1.4M (CORE+CM) \$785K (ZESBI+CM)
<p>Carl Moyer (Infrastructure)</p> <p>Incentive Amount: 60% of eligible costs; 100% for school bus projects;</p> <p>Deadline: July 1, 2025 @1pm PT Allows LCFS: Yes</p>	<p>EV: \$25,000-\$375,000 per port up to \$3,750,000 per project Hydrogen: \$2,000,000-\$2,500,000 per port up to \$5,000,000 per project</p>	N/a	<p>\$30,000-\$100,000 for infrastructure</p> <p>*Incentive amount based on equipment type</p>	<p>Up to \$360,000; \$375,000 for ZE school buses with a wheelchair lift</p>	<p>Carl Moyer</p> <ul style="list-style-type: none"> 60%-100% of costs <p>EnergIIZE</p> <ul style="list-style-type: none"> \$5,000,000 <p>CORE</p> <ul style="list-style-type: none"> \$1,000,000 	<p>ZESBI</p> <ul style="list-style-type: none"> \$375,000 <p>Total:</p> <ul style="list-style-type: none"> 60% + \$3.75M (CM + EnergIIZE) 60% + \$1.1M (CORE + CM) 60% + \$375K (ZESBI + CM)

STACKING WITH SOUTH COAST AQMD



*Infrastructure Projects cost % calculated based on a hypothetical \$20M total project cost to install 40 ports valued at \$10K per port

*Small Fleet & Local Education Agency cost % calculated based on a hypothetical \$400K class 8 on-road truck/school bus

Tribe-Specific Funds = ■





A QUICK LOOK

LCFS, Green Banks, and Tax Credits

LCFS CREDITS

Low Carbon Fuel Standard (LCFS) Credits: LCFS credits are designed to encourage the use of cleaner low-carbon transportation fuels in California. Credits are generated when Beneficiaries opt into the program through CARB to produce, and/or use clean energy to offset carbon emissions.

Earning Potential:

- In 2023, **40,187,000** credits were sold for a total of **\$3,038,940,940** across all eligible low/no emission producers
 - In 2023, **7,343,353** credits were generated from ZEV projects, totaling **\$555,309,975** in revenue
- In 2024, **49,798,000** credits were sold for a total of **\$3,087,576,000** across all eligible low/no emission producers
 - 2024 ZEV LCFS stats [coming soon](#)
- Money earned by selling credits can be used to offset other EV and EV infrastructure related project costs

How Credit Earnings are Calculated:

- 1 LCFS credit = 1 metric ton of CO2 displaced
- Infrastructure credits are earned in two ways:
 - CO2 displaced by the total amount of fuel dispensed
 - A calculation of the capacity of the station, minus the quantity of dispensed fuel annually
- Vehicle credits are earned based on the class of vehicle and miles driven annually

How Do LCFS Credits Work?

The LCFS program works as a market system where users and producers of clean energy, including electric vehicle fleets, earn credits through their emission reductions, while emitters purchase those credits to offset their carbon footprint.

- 1 Producers and users of clean energy earn credits based on the carbon they displaced
- 2 Credits are earned for every metric ton of emissions avoided
- 3 Those credits are sold to regulated emitters that need carbon reductions to remain in compliance with CARB
- 4 Producers and users of clean energy earn revenue from credits sold

SDG&E: Power Your Drive for Fleets LCFS Fact Sheet

GREEN BANKS

What is a Green Bank? Green banks are public, quasi-public, or nonprofit financing entities that leverage public and private capital to pursue goals for clean energy projects that reduce emissions.

The State Treasurer’s Office serves as California’s green bank, administering unique financing options through **CAEATFA**, **CPCFA**, and **IBank**.

CAEATFA - GoGreen Financing Program: Provides an easy to navigate marketplace that allows California residents and business owners to find and connect with approved contractors and lenders suited to their specific needs. Up to \$5,000,000 in financing is available to businesses and multifamily dwellings for infrastructure projects.

CPCFA - California Capital Access Program Zero-Emission Heavy-Duty Programs (CalCAP): Incentivizes lenders to offer more accessible loans by contributing to a loan loss reserve account. CARB oversees the financing program for the purchase of ZE heavy-duty (HD) vehicles. The CEC administers financing options for infrastructure under this program, and SCE administers finances that can be used for both vehicles and infrastructure.

Loan Features	CAEATFA - GoGreen Financing Program	CPCFA - California Capital Access Program (CalCAP):
Minimum Amount	\$5,000	N/a
Maximum Amount	\$5,000,000	\$5,000,000
Interest Rate	Varies by lender; some loans offer 8.5% fixed rates	Interest rate cap: 20%
Term	12 – 180 months	36-60 months
Fees	Varies by lender; loans with \$0 fees available	1-3.5% of the loan amount
Approval Timeline	Between 2-24 hours, based on lender	Varies
Eligible Projects/Technologies	EV infrastructure projects	ZE HD vehicles and infrastructure (8,500 lbs.+)
Other Features	Financing for leases and service agreements, ability to extend terms for cash flow, energy savings may exceed payments	Fleet size limits: 20 on-road vehicles (non-profit organizations and public agencies exempt) Maximum employees: 100 (vehicles), 500 (infrastructure) Average annual revenue must not exceed: \$10M over the last 3 years (vehicle loans only)

GREEN BANKS CONT.

IBank Climate Financing: IBank offers two Loan Guarantee programs, in addition to the Infrastructure State Revolving Loan direct lending fund and the Climate Incentives Bridge Loans program:

- **Climate Tech Finance Guarantee:** The Climate Tech Finance loan guarantee is a first-of-its-kind partnership between IBank, the Bay Area Air Quality Management District, and California’s seven Financial Development Corporations to offer technology- and sector-agnostic loans for projects with a climate impact.
- **Climate Loan Guarantee:** Guarantees up to 80% (\$30,000,000 max) of a loan’s value with no loan size limit, for the life of the loan. Eligible projects must adhere to IBank’s Sectors of Focus and Federal Cross-Cutting guidelines.

Loan Features	<u>Climate Tech Finance Guarantee</u>	<u>Climate Loan Guarantee</u>
Minimum Amount	N/a	N/a
Maximum Amount	\$20,000,000	No limit
Interest Rate	Determined by the lender	Determined by the lender
Term	Varies	Varies
Fees	2.25% Guarantee Fee + 0.50% Technology Review Fee	Annual fee: 0.50%-1.00% of the outstanding guarantee
Approval Timeline	1-6 months	1-6 months
Eligible Projects/ Technologies	No limits to technology/ sector. Financed projects must have a climate impact and commercialize within California Must be a small business with fewer than 750 employees	Project must reduce greenhouse gas and other air pollutant emissions and must adhere to IBank’s <u>Sectors of Focus</u> and <u>Federal Cross-Cutting</u> guidelines
Other Features	IBank guarantees 80% of a loan’s value, up to \$5,000,000 (for 7 years)	IBank guarantees 80% of a loan’s value, up to \$30,000,000 for the life of the loan

GREEN BANKS CONT.

IBank Climate Financing Cont.:

- **Infrastructure State Revolving Loan Fund:** Provides low-cost public financing to local governments and nonprofits sponsored by public agencies, for infrastructure and economic expansion projects that improve and sustain communities including projects with energy efficiency, distributed clean energy generation and storage, and climate-smart design elements.
- **Climate Incentive Bridge Loan:** Ranging between \$1,000,000 and \$30,000,000, IBank's bridge loans offers financing for applicants waiting to receive funding from utility and state agency rebates

Loan Features	<u>Infrastructure State Revolving Loan Fund</u>	<u>Climate Incentive Bridge Loan</u>
Minimum Amount	\$1,000,000	1,000,000
Maximum Amount	\$65,000,000	\$30,000,000
Interest Rate	Averages 4.38%	Varies
Term	Up to 30 years	Up to 24 months
Fees	Origination fee: \$25,000 or 1% of the original loan amount	Origination fee: of 1% loan amount, paid one time at loan closing.
Approval Timeline	1.5-3 months	Varies
Eligible Projects/ Technologies	Zero emissions vehicle fleets, maintenance vehicles, school buses, charging stations, distributed clean energy generation and storage	Applicable incentive activities including but not limited to: predevelopment, land acquisition, construction, working capital, equipment, materials, facilities, startup costs, and inventory
Other Features	Only available to California-based local government subdivisions and nonprofit organizations sponsored by government entities	Applicants will be eligible for a short-term bridge loan if all applicable incentive activities have been completed; otherwise they will qualify for an entity-backed loan secured by a revenue source or other assets.

TAX CREDITS

What are clean vehicle and energy tax credits? These are tax credits provided by the Internal Revenue Service (IRS) as a part of the Inflation Reduction Act of 2022. These credits further incentivize the purchase of qualified electric and fuel cell vehicles, in addition to the accompanying infrastructure.

30C Alternative Fuel Vehicle Refueling Property Credit: If you install property to store or dispense clean-burning fuel or recharge electric vehicles in your home or business, you may be eligible for the Alternative Fuel Vehicle Refueling Property Tax Credit. The property must be installed in a qualifying location.

IRC 30D (Clean Vehicle Tax Credit): If you are a sole proprietorship or other business entity and place in service a new plug-in electric vehicle (EV) or fuel cell vehicle (FCV) in 2023 or after, you may qualify for a clean vehicle tax credit up to \$7,500.

IRC 45W (Commercial Clean Vehicle Tax Credit): Businesses and tax-exempt organizations that buy a qualified commercial clean vehicle may qualify for a clean vehicle tax credit of up to \$40,000 (based on Gross Vehicle Weight Rating (GVWR)).

***Tax credits cannot be stacked with other tax credits**

Tax Credit Information	30C (Alternative Fuel Vehicle Refueling Property Credit)	IRC 30D (Clean Vehicle Tax Credit)	IRC 45W (Commercial Clean Vehicle Tax Credit)
Credit Amount	30% of the cost of equipment up to \$1,000 per item for individuals and 6% up to \$100,000 per item for businesses and tax-exempt organizations.	Up to \$7,500: Credit amount and criteria varies based on vehicle in-service date.	Up to \$7,500 for vehicles less than 14,000 lbs. and up to \$40,000 for vehicles 14,000 lbs. or more.
Who Qualifies	Businesses, individuals, tax-exempt organizations	Individuals and their businesses	Businesses and tax-exempt organizations
Eligible Purchases	Low and zero-emission refueling/recharging equipment	New, qualified plug-in EV or fuel cell electric vehicle (FCV)	Vehicle must be subject to a depreciation allowance (tax-exempt organizations exempt)
Other Requirements	Equipment must have been installed during the tax year and be in an eligible census tract	Vehicle must be new, seller must report required tax information to you and the IRS at the time of sale, MSRP cannot exceed \$80K for vans, SUVs and pickup trucks, \$55K for others	Vehicle must be made by IRC 30D qualified manufacturer, used primarily in the U.S. for your business and not for resale, and not have been allowed a 30D or 45W credit
Claim Process	Partnerships and S corporations: Attach Form 8911 to your tax return All others: report this credit directly on line 1s of Part III of Form 3800, General Business Credit	To claim the credit, file Form 8936 with your tax return. You will need to provide your vehicle's VIN.	Partnerships and S corporations: File Form 8936 All others: report this credit directly on line 1s of Part III of Form 3800, General Business Credit

A hand with red nail polish holds a lit sparkler, which is emitting a bright, starburst of light. The background is a dark blue gradient with numerous out-of-focus bokeh lights in shades of blue, green, and yellow. The text "Q&A (10 MINUTES)" is centered in the image in a white, bold, sans-serif font.

Q&A (10 MINUTES)



CLOSING REMARKS

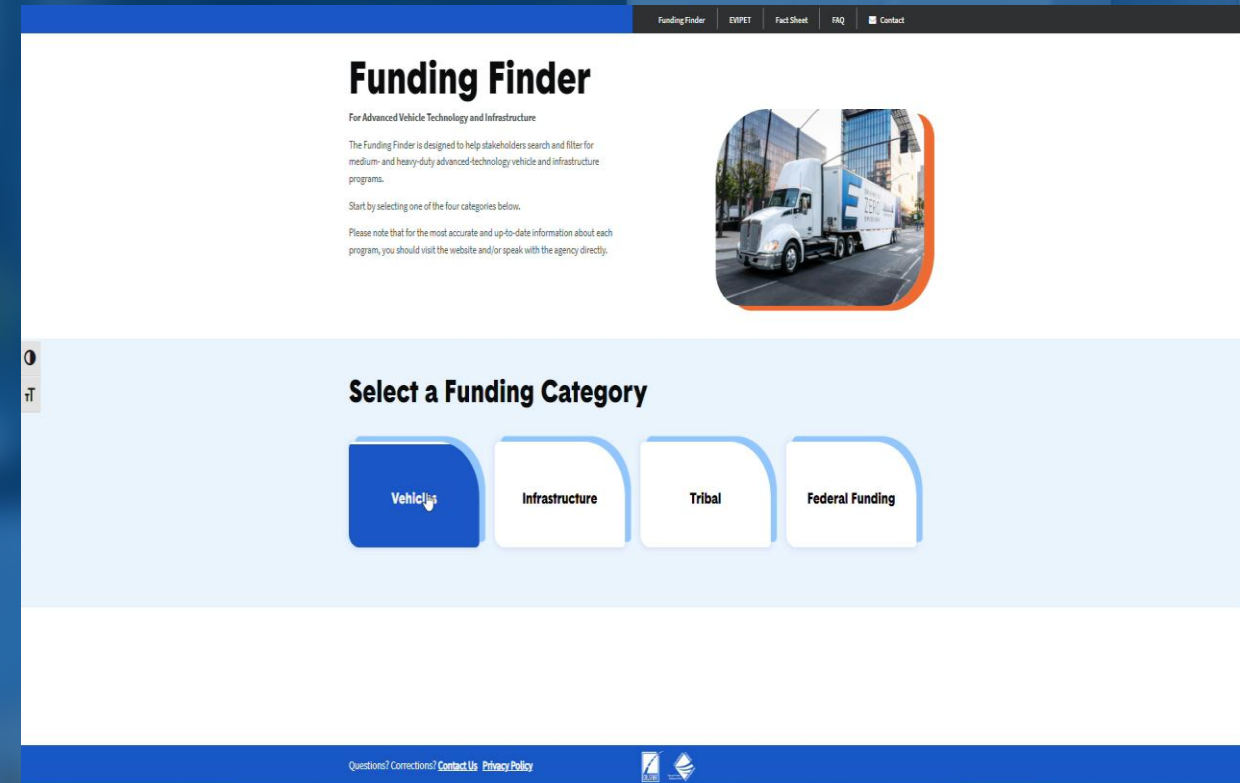
FUNDING FINDER

What is it?

- **Funding Finder** (fundingfindertool.org) is a useful tool designed to help tribal communities, local municipalities, businesses, fleet owners, and others identify and secure relevant funding opportunities for their clean energy and zero-emission vehicle and infrastructure projects.

Features:

- Database includes over **400+ funding opportunities** in all 50 states and D.C.
- Provides access to over **\$44.3 billion** in potential funds
- Includes filtered results for **Vehicles** and **Infrastructure** funding, as well as **Federal** funds and programs designed to benefit **Tribal Communities**
- Built-in **Electric Vehicle & Infrastructure Program Exploration Tool (EVIPET)** provides a birds-eye-view of California utility programs, territories and vehicle-to-grid opportunities
- Updated every two-months, and in real-time as program updates are received



The screenshot shows the Funding Finder website interface. At the top, there is a navigation bar with links for Funding Finder, EVIPET, Fact Sheet, FAQ, and Contact. The main heading is "Funding Finder" with a sub-heading "For Advanced Vehicle Technology and Infrastructure". Below this, there is a paragraph explaining the tool's purpose and a note about the accuracy of the information. To the right of the text is an image of a white truck. Below the text and image is a section titled "Select a Funding Category" with four buttons: Vehicles, Infrastructure, Tribal, and Federal Funding. The "Vehicles" button is highlighted. At the bottom of the page, there is a footer with links for Questions, Corrections, Contact Us, and Privacy Policy, along with logos for CalStart and the State of California.

ADDITIONAL RESOURCES

[CALSTART Funding Workbook \(Coming Q4, 2025\)](#)

[LCFS Data Dashboard \(CARB\)](#)

[Green Bank Information \(EPA\)](#)

[Funding Finder \(CALSTART\)](#)

[National EV Infrastructure Map \(CEC\)](#)

[SDG&E: Power Your Drive for Fleets LCFS Fact Sheet](#)

SURVEY QUESTION #2

Of the topics covered today, which would you be most interested in learning more about?

- LCFS Credits
- Green banks
- Additional Fund Stacking Scenarios
- Tax Credits

UPCOMING SESSIONS

Virtual

- **Follow the Funds Part II: CALSTART Programs** | Thursday, June 12 10am-11:15am PT
- **Follow the Funds Part III: Utility Roundtable Chat** | Thursday, July 10 10am-11:15am PT
- **Follow the Funds Part IV: The Future of Funding** | Thursday, August 7 10am-11:15am PT



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THANK YOU

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