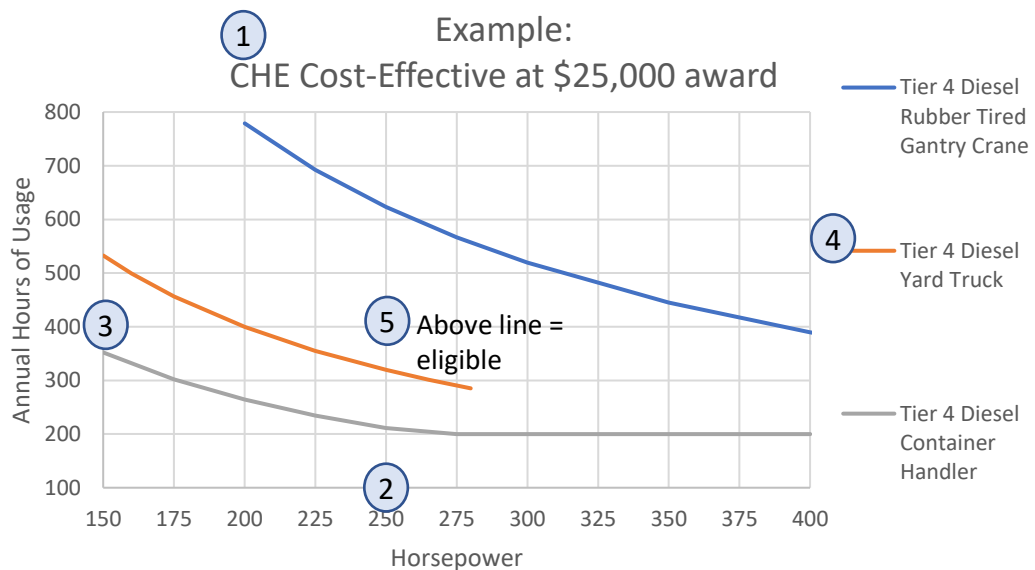


Cost-Effectiveness Graphs (for illustration only)

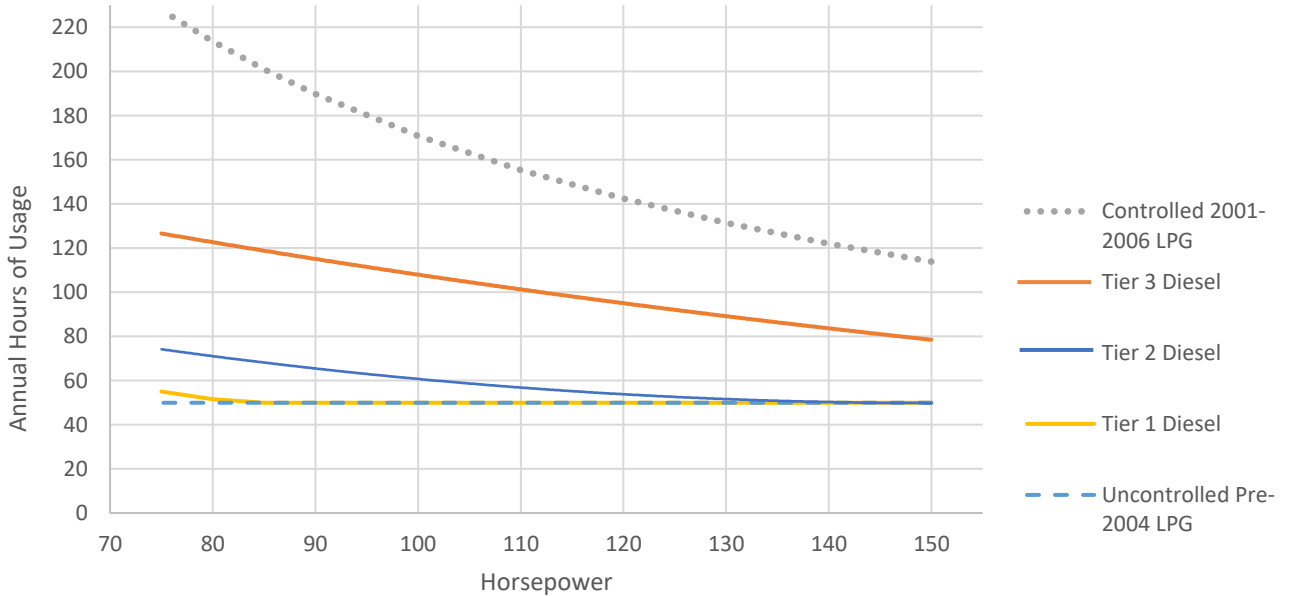
How to find your potential award amount:

- 1 Find the page for a forklift, cargo handling equipment or airport ground support equipment. Find the \$25,000 award graph. (For information about marine vessel or shore power projects, please contact us at californiavwtrust@baaqmd.gov.)
- 2 Move across the X axis of the graph until you reach the horsepower for your existing piece of equipment.
- 3 Move up the graph on the y axis until you reach the annual usage hours for your piece of equipment. Note that location.
- 4 Find the line that corresponds to your type of equipment. Note: Only a representative sample of equipment types are included on graphs.
- 5 Is your equipment above the respective line on the \$25,000 graph? If so, your equipment may be eligible for the program. If not, your equipment is likely not eligible.
- 6 Is your equipment above the respective line for the graph with the higher funding amount? If so, it may be eligible for the higher funding amount. If not, your equipment could receive an amount between the lower and higher funding amounts.

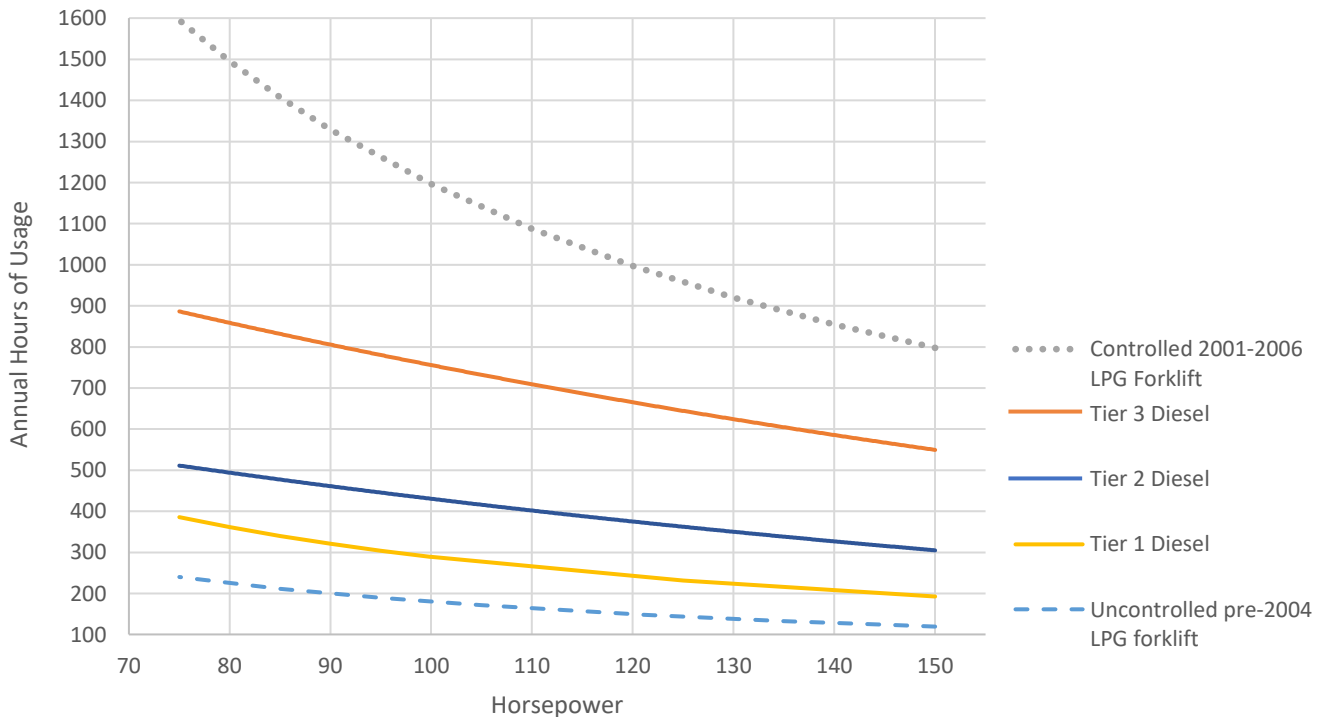


Heavy Duty (Greater than 8,000 lbs. Lift Capacity) Forklifts

HD Forklifts: Equipment Cost-Effective at \$25,000 award

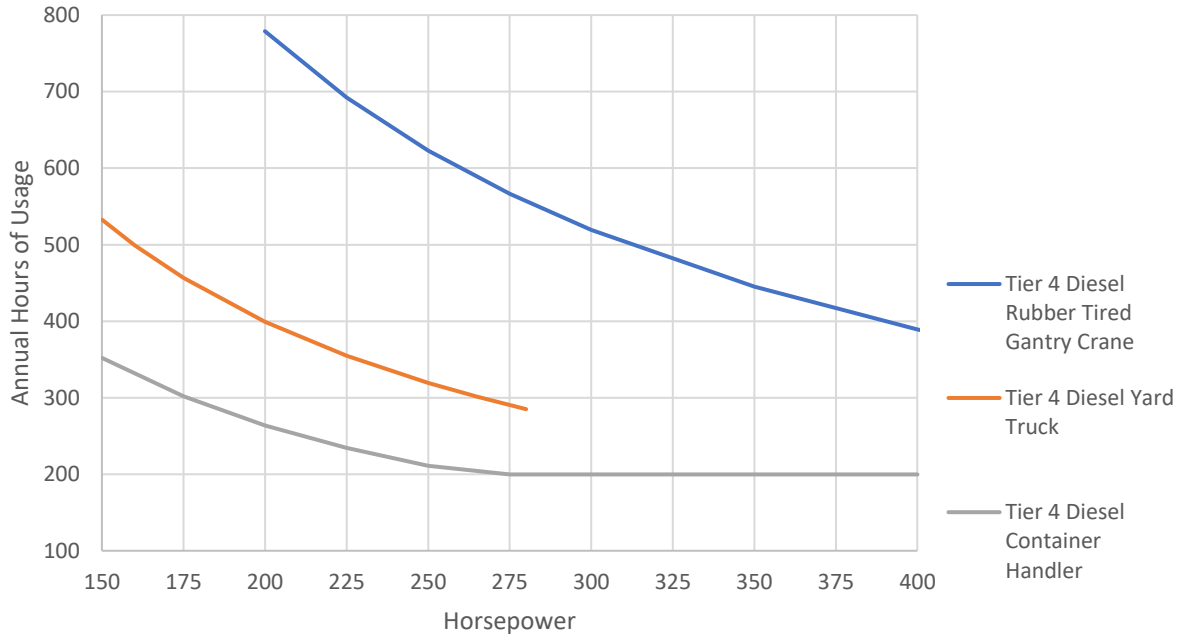


HD Forklifts: Equipment Cost-Effective at \$175,000 award

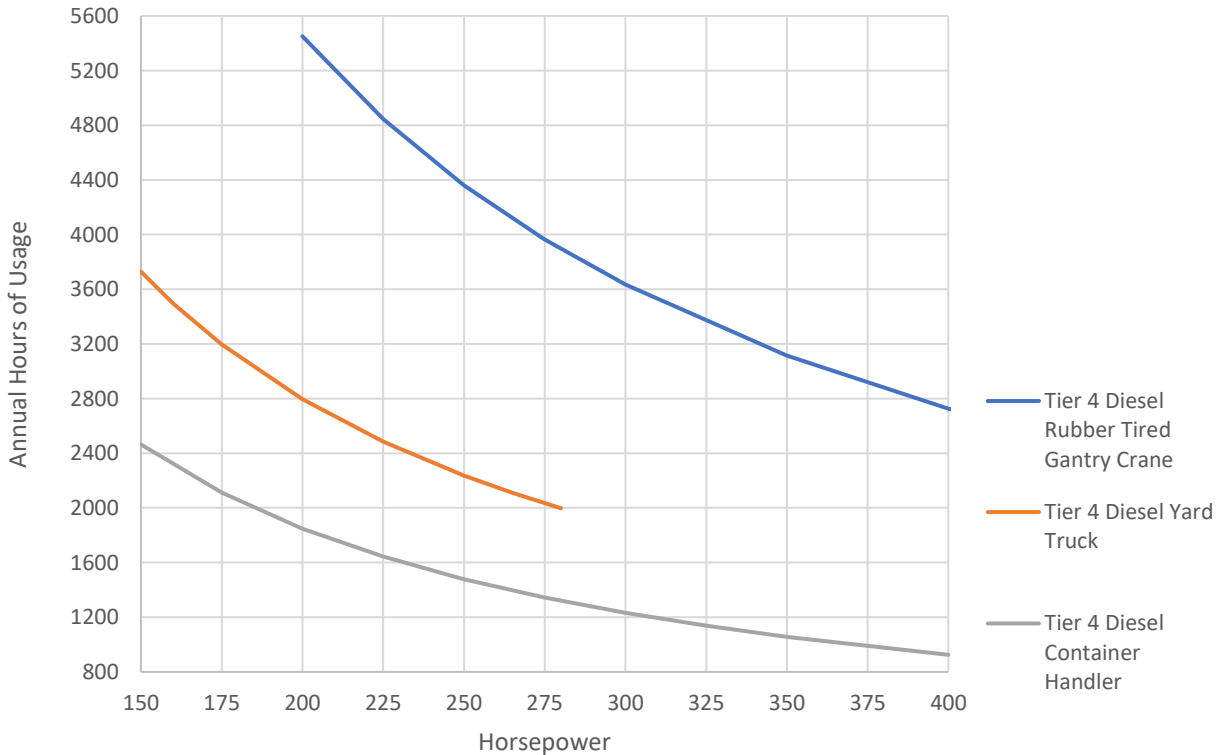


Port Cargo Handling Equipment

CHE Cost-Effective at \$25,000 award

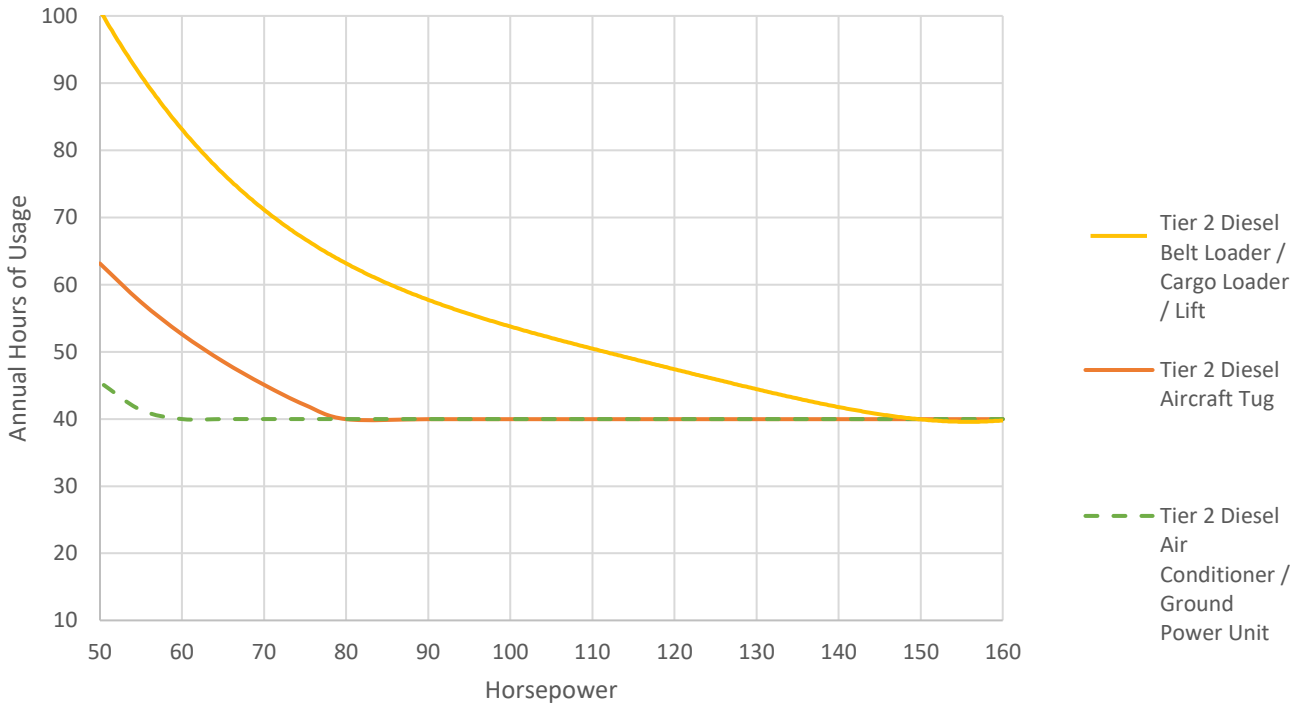


CHE Cost-Effective at \$175,000 award



Airport Ground Support Equipment

Aircraft GSE Cost-Effective at \$25,000 award



Aircraft GSE Cost-Effective at \$40,000 award

