

## Zero-Emission Freight and Marine Program

### **Q&A - Last Updated on September 29, 2022**

This document includes answers to questions received by the VW Administrator regarding the [Zero-Emission Freight and Marine Program \(“ZEFM Program”\) solicitation guidance](#) (“solicitation guidance”).

The document is organized by topic as shown in the index below and will be updated approximately weekly or as new questions are received. The date shown in parentheses following each question is the most recent date that a response was posted. Table 1 below lists the dates that this document was updated.

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## **Table 1. Dates Q&A Updated**

<b><u>Update Date</u></b>
<b><u>June 24, 2021: Document Published</u></b>
<b><u>July 14, 2021: Question added regarding Shore Power</u></b>
<b><u>September 30, 2022: Questions updated for third solicitation</u></b>

### **1. Eligibility**

- **Is equipment in my local area eligible?**

Funding is available statewide. Heavy-lift forklifts in any service anywhere in California are eligible. Port cargo-handling equipment that operate part of the time at a port in California on a consistent basis is eligible. Airport Ground Support Equipment at any California airport is eligible. Repowered tugboats, towboats, and ferries domiciled in California and operating in Regulated California Waters are eligible. Shore power systems at berths serving ocean-going vessels anywhere in California are eligible.

- **Is leasing allowed under this solicitation?**

Leasing equipment is allowed. However, the applicant must be the legal owner of the baseline and new equipment. If selected for award, the grantee will be responsible for recordkeeping, reporting, and all other program requirements.

- **Are delivery or drayage trucks eligible for the program?**

No, on-road trucks, including delivery, freight and drayage trucks, are not eligible under the ZEFM Program. Funding for these vehicles is offered through other VW NOx Mitigation solicitations. (See <https://www.californiavwtrust.org/>). Incentive funding for replacement of these vehicles may also be offered by local air districts, such as through the Carl Moyer Program.

- **Are infrastructure-only projects eligible – e.g., electric charging infrastructure without GSE vehicles or CHE?**

A forklift, Port CHE, Airport GSE, or vessel repower project must propose to scrap and replace equipment/engines to be eligible to receive funding for supportive infrastructure. Only shore power projects are allowed to install infrastructure without contemporaneously replacing a vehicle or vessel engine.

- **Instead of scrapping, can we instead sell, re-commission, or even repower, the vehicle for use at a different site / in a different state?**

No, projects must scrap baseline equipment under the ZEFM Program. See definition of “Scrapped” in Appendix B: Definitions of the [solicitation guidance](#).

- **May businesses or non-profits located outside of California apply?**

Grant recipients must be legally allowed to do business in California and must conduct their projects on equipment that is currently owned and operated in California and that will continue to be owned and operated in California.

- **What are the requirements for the new equipment?**

There are general requirements for new equipment and equipment-specific requirements for new equipment. Please refer to Section II.C.2 (page 5-7) of the [solicitation guidance](#).

- **What if my baseline equipment does not have an engine label? Or what if the sticker on the baseline engine is illegible. Is my equipment still eligible?**

Yes, as long as enough information is available to characterize the emissions from the engine. Sources of information may include other identifying information on the engine block, records from equipment repair, and manufacturer records. Providing as much information as possible will improve the chances that the equipment will be determined to be eligible and to meet cost-effectiveness requirements.

- **Is equipment currently in non-compliance with an existing regulation (such as DOORS) eligible for funding?**

No, applicants must be in full compliance with applicable regulations for all equipment in their fleet to be eligible for funding.

- **Can I purchase new zero-emission equipment that has lower or higher capacity than the baseline equipment?**

New equipment must perform equivalent or more work than the baseline equipment. For example, a new heavy-duty zero-emission forklift must have equivalent or greater lifting capacity than the baseline equipment to be eligible.

- **How do I prove that my new equipment is zero-emission?**

Please see page 5 of the [solicitation guidance](#).

## **2. Funding Limits, Match Funding, and Reimbursement Process**

- **Can other CARB funding sources like the Carl Moyer Program, Community Air Protection Program, or FARMER be used as match funding?**

No, these programs and any other funds that lead to double-counting of NOx emissions reductions may not be used as match with the ZEFM Program funding. See page 12 of the [solicitation guidance](#) for eligible match funding sources.

- **Are there category/technology caps that limit how much funding can go to any one category?**

No, there is no limit on how much funding can be awarded to any one eligible project type of the ZEFM Program. The limits on funding are per piece of equipment or per applicant. See pages 3 and 11 of the [solicitation guidance](#) to learn more about the funding limits.

- **Will VW-funded equipment be allowed to generate Low Carbon Fuel Standard (LCFS) credits for the owner applicant?**

Yes, VW-funded equipment may be used to generate Low Carbon Fuel Standard credits. See page 12 of the [solicitation guidance](#) to learn more about match funding source limits.

- **We have already started with ordering our equipment and/or repowering our vessel. Can you help with funding it?**

No, applicants who have started any work on their projects (e.g., physical changes to the equipment, signed purchase orders, financial commitments, etc) prior to receiving a contract and a Notice to Proceed under that contract are not eligible and, if already awarded, will have their project disqualified and cancelled, as stated on page 8 of the [solicitation guidance](#).

- **My equipment is located adjacent to / outside of a disadvantaged or low-income community. Will my equipment still be eligible?**

Yes, but the funds available may be exhausted sooner. Under this solicitation at least 75% of program funds will be awarded to projects in disadvantaged and low-income communities (DAC/LIC). Up to 25% of program funds will be geographically unrestricted. In short, equipment located outside a DAC/LIC is eligible. However, once all unrestricted funds have been awarded, any additional applications will be put on a waitlist. For a map of disadvantaged and low-income communities, please see: <https://webmaps.arb.ca.gov/PriorityPopulations/>

- **Is funding for supportive infrastructure included in the per-equipment maximum funding cap? Or is separate funding available for supportive infrastructure? Is the funding for supportive infrastructure included in cost-effectiveness calculations?**

Yes, funding for infrastructure is included in the funding cap for each equipment. Costs for infrastructure are also included in cost-effectiveness calculations.

- **How much will I receive in funding for my Forklift/CHE/GSE project?**

The funding for each project category is slightly different. You can discern how much funding your project might be awarded by reviewing the funding summary table on page 11 of the [solicitation guidance](#) and by reviewing the cost-effectiveness charts available at [www.californiavwtrust.org/zero-freight-marine](http://www.californiavwtrust.org/zero-freight-marine) that illustrate project funding based on engine tier and usage (Please note: the cost-effectiveness charts are for illustration only, and not all equipment types or engine tiers are included on the charts).

### **3. Program Schedule**

- **When will applications be reviewed? When would I receive funding?**

Please see page 17 of the [solicitation guidance](#) for project timelines. Applications will be reviewed in the order they are received and will be approved as they are deemed complete and eligible. Funds will be provided to grantees after all of the following has occurred: 1) an application is approved; 2) a grant agreement is executed; 3) a Notice to Proceed is issued; and 4) an inspection confirms that the applicant has made the new equipment operational, has scrapped the old equipment, and has complied with program requirements.

### **4. Application Submittal Process and Evaluation**

- **Is cost-effectiveness of a project evaluated based on the old or the new equipment?**

Cost-effectiveness is based on the emissions reduction achieved between the old (baseline) and new equipment. Under this solicitation, all new equipment must be zero emissions. Therefore, the cost-effectiveness is ultimately based on the emissions profile and usage of the old equipment.

- **Where can I find the Executive Order for my baseline equipment?**

CARB Executive Order(s) for the existing engine(s) can be accessed at <https://ww3.arb.ca.gov/msprog/offroad/cert/cert.php> by selecting the applicable engine category and model year.

- **Can an organization submit multiple applications?**

No, your organization should submit only one application. The application system is set up for you to add “Project Components” to your application and submit them as you go. All project components or pieces of equipment will be evaluated and ranked in the order they are received.

### **5. Implementation & Operation**

- **If the Equipment is leased out, are there any special criteria required? Can grant requirements be fulfilled by a lessee?**

Please see page 10 of the guidance for lease requirements.

- **Is there a funding cap on leasing companies or other financing applicants?**

Yes, all applicants are subject to the same per-applicant funding limit of \$10 million, as stated in Section III.A of the [solicitation guidance](#).

- **What will I need to do to prove that my equipment has been scrapped?**

Yes, all baseline equipment will be inspected after it has been scrapped, and documentation from the scrapper showing that the equipment has been decommissioned according to the

guidelines is required prior to reimbursement. For more on scrapping requirements, please see page 26 of the [solicitation guidance](#).

## **6. Port CHE and Heavy-Duty Forklift Projects**

- **Where can Port Cargo Handling Equipment (CHE) be located to be eligible for the program?**

To be eligible, Port CHE must operate part of the time within ports on a consistent basis, as stated in Section II.C.3 of the [solicitation guidance](#).

- **Are terminal tractors (yard trucks) eligible?**

Yes, see the solicitation's definition of Port Cargo Handling Equipment for a list of eligible equipment, including terminal tractors.

- **Are heavy-lift forklifts not located at a port or airport eligible for replacement?**

Yes, forklifts can be in operation anywhere in California. They do not need to be located at a port or airport to be eligible. Please see pages 4 and 5 of the [solicitation guidance](#) for the requirements for forklifts.

- **How does the Program define "port"?**

Please see the definition of "port" in the [solicitation guidance](#).

- **Is Port Cargo Handling Equipment operated outside of ports partially eligible for the ZEFM Program or for another VW category?**

Yes, yard tractors that operate inside ports part of the time on a consistent basis are eligible for the Zero-Emission Freight and Marine Program.. Equipment can be considered port cargo handling equipment as long as its owner attests that it will continue to operate within a port a portion of the time and agrees to report the annual hours of operation that occur within a port.

- **Are yard container handlers eligible? For example, one that takes containers from the holding area to our dock and then back again, awaiting the drayage trucks to pick them up and take them back to the port.**

Yes, if the container handlers are equipment like rubber-tired gantry cranes, straddle carriers, shuttle carriers, terminal tractors, yard hostlers, and yard tractors that operate within ports and meet all applicable Program requirements.

- **Are electric railcar movers in ports eligible?**

No, electric railcar movers do not qualify as Port CHE.

- **Can I repower my Heavy-Duty Forklift or Port Cargo Handling Equipment to zero-emission?**

No, only replacement of equipment for these categories is eligible.



## 7. Ferry, Tugboat and Towboat Repower Projects

- **Would the replacement of a Ferry, Tugboat, or Towboat vessel be eligible?**

No, the replacement of the entire vessel is not eligible for the ZEFM Program funding. Only repower projects are allowed.

- **One of the engines in a vessel is Tier 2, and another engine is Tier 3. Can both engines be replaced as part of a repower project?**

Only costs related to the repower of the Tier 2 engine to zero-emission are eligible under this solicitation.

- **Is infrastructure an eligible expense for Tugboat, Towboat, or Ferry Repowers?**

Yes, costs related to infrastructure for tugboat, towboat, or ferry repower projects are eligible for funding under the ZEFM Program.

- **Is a project converting a diesel hybrid electric ferry to 100% battery-electric or battery and hydrogen-powered eligible?**

Yes, repower projects from a diesel hybrid ferry, tugboat or towboat to zero emissions, including battery and/or hydrogen fuel cell, are eligible, if the baseline engine is Tier 2 or older. See the [solicitation guidance](#) for complete eligibility requirements.

- **Does the Ferry, Tugboat, or Towboat have to operate on the ocean to be eligible?**

No, a vessel does not have to operate on the ocean to be eligible. Instead the vessel must operate within Regulated California Waters. See the definition of "Regulated California Waters" in Appendix B: Definitions of the [solicitation guidance](#).

- **Are repower projects that require design work eligible?**

Yes, repower projects that require work to design modifications to the engine bay/compartment and work that is solely and directly related to the repower of the engines are eligible. Although applicants may want to complete the design *before* submitting an application, ***any costs incurred before the full execution of a grant agreement are NOT eligible for reimbursement or for use toward the match funding requirement.***

- **What qualifies as a ferry? Are diesel work boats that ferry personnel eligible?**

Vessels must meet the definition of "Ferry" in Appendix B: Definitions of the [solicitation guidance](#). A diesel work boat would be unlikely to meet the "offering a public service of a type normally attributed to a bridge or tunnel" part of the definition.

- **How will you determine if a repowered vessel would be located in a disadvantaged community?**

The determination for whether a vessel repower project is located in a disadvantaged or low-income community will be based on the domiciled location of the vessel – e.g., home port of the vessel, and the areas where the vessel is operated the majority of time.

- **Is a vessel eligible if it is not currently being used as a ferry, tug, or towboat, but will be used as such after the repower?**

No, a vessel is eligible for repowering only if it is currently used as a ferry, tug or towboat and will continue in the same service after the vessel is repowered and if it meets all applicable Program requirements in the solicitation.

- **Please explain process for obtaining a CARB approval letter for a zero-emission hydrogen fuel cell marine system that is not produced as a single unit.**

Please contact CARB by e-mail at harborcraft@arb.ca.gov, or by phone at (888) 442-7238.

- **Once the hours defined as the Usage Requirement is met, has the applicant fulfilled all obligations under this grant?**

The usage requirement is only one of the requirements of the Program. Please see the [solicitation guidance](#) for a complete list of requirements, such as maintaining written records of equipment purchased with Trust funds for the duration of the contract term plus three years.

- **What happens if the usage requirement has not been met prior to the Project Life, or vice-versa? What is the consequence if an applicant fails to meet a grant requirement?**

In the event that the usage requirement has not been met prior to the end of project life, the Grantee must refund to BAAQMD a prorated portion of program funds received, in an amount equivalent to the original grant amount divided by total usage requirement and then multiplied by the requirement remaining: (Original Grant Amount ÷ total usage requirement) x (total usage requirement – usage requirement achieved).

If the Usage Requirement has been met prior to the end of project life, the grantee is still responsible for all other contractual requirements such as operational reporting.

Depending on the grant requirement that is not met, repayment of disbursed funds may be required, and applicants may be barred from receiving future funding.

- **As long as the equipment remains in California and operates in California, are there any restrictions on moving it for use in different areas during the Project Life – i.e., changing the “project location”? If so, for how long do these restrictions remain in place?**

Yes, projects shall operate at project locations during the project life specified in the grant agreements. Moving equipment from a disadvantaged or low-income community to a non-disadvantaged or low-income community may result in a reduction in award funds or cancellation of contract.

- **Will a vessel repower project with an extended implementation period (i.e., be placed into service more than 24 months after date of award) be considered?**

Yes, vessel repower projects with an extended implementation period (i.e., be placed into service more than 24 months after date of award) will be considered on a case-by-case basis. In the application, please submit the proposed project timeline.

- **Are excursion, fishing or other types of vessels eligible to be repowered?**

No, vessels must meet the definition of ferry, tugboat, or towboat in the [solicitation guidance](#) to be eligible.

## **8. Airport GSE Projects**

- **Is Infrastructure an eligible expense for projects with Airport Ground Support Equipment?**

Yes. The funding award is estimated based on the incremental cost (i.e., difference in cost) between a zero-emission vehicle and an equivalent internal combustion engine-based vehicle and that incremental cost includes the cost of the charging infrastructure for that equipment.

- **Would any GSE decommissioned in CA but then operated somewhere else (outside of CA domestically or internationally) be eligible for the program?**

The old equipment must be scrapped and cannot be used in the future. The new funded equipment must be operated in California.

- **What are the eligible types of Airport GSE?**

As defined in Appendix C of the [solicitation guidance](#), Airport GSE is defined to mean vehicles and equipment used at an airport to service aircraft between flights. Please see the solicitation guidance for the full definition.

- **What is considered the “Full Incremental Cost” for Airport GSE?**

The full incremental cost is the difference in purchase price between a zero-emission piece of equipment (including costs of infrastructure and charger) and the costs of a new conventionally-fueled equivalent. Applicants must submit a quote for both the new zero-emission equipment and its conventionally-fueled equivalent.

- **How would the incremental cost be calculated? How many equipment would need to be scrapped?**

The incremental cost is the difference in purchase price between one combustion equipment and one zero-emission equivalent (including price of infrastructure). One piece of combustion equipment would need to be scrapped for every zero-emission piece of equipment added to the fleet.

- **Can I repower my Airport Ground Support Equipment to zero-emission?**

No, only replacement of equipment is eligible.

## 9. Shore Power Projects

- **Vessels visiting my berth will soon be subject to the At-Berth Regulation, which requires shore power for ocean-going vessels. Is my proposed shore power system still eligible?**

Shore power projects will be eligible if the project can provide enough emissions reduction prior to the compliance deadline to meet cost-effectiveness requirements. Alternatively, if the shore power is used for vessels that are not required or not yet required to be served by shore power by the At-Berth Regulation, then cost-effectiveness will be calculated based on the potential emissions reductions from ten years of usage.

- **Can the money be used to retrofit a vessel to be equipped for shore power? Is the purchase of an Alternative Marine Power container and associated components, which will be utilized for vessels connecting to shore power, eligible for funding?**

No, vessel-side retrofits or purchase of Alternative Marine Power container are not eligible shore power projects. See Section II.C.3 and Table 1 of the [solicitation guidance](#) to learn more about the eligibility requirements and eligible costs of shore power projects.

- **Would a Shore Power project for a vessel that does not travel on the ocean (e.g., ferry, tug boat, or recreational vessel) be eligible?**

No, only shore power projects for ocean-going vessels are eligible for funding.

- **Would a maritime hydrogen bunkering and fueling station be eligible for funding?**

No, maritime hydrogen infrastructure projects are not eligible for the ZEFM Program funds.

- **Do Shore Power projects have to be zero-emission, or can fuel cells generating the electricity for shore power also be eligible?**

Shore power projects supplied by power sourced from a local electrical grid are eligible. Shore power systems that are not supplied by power sourced from a local electrical grid may be eligible. However, costs related to distributed energy, such as fuel cells generating the electricity for shore power, are not eligible for grant reimbursement or use of match funds. In addition, only shore power systems serving ocean-going vessels that are not required by current regulation to reduce at-berth emissions from auxiliary engines are eligible.

- **Are large shore power projects with extended implementation periods (i.e., be placed into service more than 24 months after date of award) eligible?**

Yes, large shore power projects (e.g., projects with multiple installations and/or substation work) with an extended implementation period (i.e., be placed into service more than 24 months after date of award) may be eligible and will be considered on a case-by-case basis.

- **Are projects to increase capacity of an existing shore power system eligible?**

Only the new installation of shore power systems is eligible. Installing higher capacity shore power systems to replace existing shore power systems or upgrading the capacity of existing shore power systems is not eligible.

- **How is a “shore power project” defined, and how many shore power projects can I apply for?**

A shore power project installation serves a single berth. If a Port or its tenant would like to install shore power at more than one berth, it is possible to submit multiple project components for funding and to receive funding for each. Applicants may receive up to \$2.5 million per project component and up to \$10 million per applicant. The one caveat is that an applicant submitting multiple project components for funding must ensure that they do not submit the same eligible costs under multiple projects. That is, a duplicate reimbursement request cannot be submitted based on the eligible cost(s).

## **10. Use of Online Application System (Fluxx)**

- **What do I do after I register on the online application system?**

For additional information on how to use the online application system, please see the videos available under the "Resources" section at the following link

<https://www.californiavwtrust.org/zero-freight-marine/>.

## **11. Other**

- **Can you help share information about my company’s equipment with applicants?**

Companies that have asked for their information to be shared with the public are listed below. The Administrator of the Zero-Emission Freight and Marine Program does not endorse these organizations or offer any guarantees regarding the equipment, technologies, or services they provide.

<b><u>Equipment Category</u></b>	<b><u>Company Name</u></b>	<b><u>Company Website</u></b>	<b><u>Contact Information:</u></b>
Batteries for Airport GSE, HD Forklifts	Flux Power	www.fluxpower.com	Justin Forbes Director of Business Development 877-505-3589 jforbes@fluxpower.com
HD Forklift, Port CHE, Airport GSE	ChargePoint	www.chargepoint.com	Mike Casterline Sr Account Executive 408-596-0252 mike.casterline@chargepoint.com

HD Forklift, Port CHE	Kalmar	<a href="http://www.kalmarusa.com">www.kalmarusa.com</a>	James Gully
Supercapacitors for HD Forklift, Port CHE, Airport GSE	DAE Technologies, Inc.		Bob Gregory <a href="mailto:bob.gregory@sbcglobal.net">bob.gregory@sbcglobal.net</a>
Airport GSE	Solectrac Electric Tractors	<a href="http://www.solectrac.com">www.solectrac.com</a>	Steve Heckerth CEO; 707-937-3385 <a href="mailto:steve@solectrac.com">steve@solectrac.com</a> ;
Port CHE: E-RTG System Manufacturers	Conductrix-Wampfler	<a href="https://www.conductix.com/en">https://www.conductix.com/en</a>	Ariel Cabrera Market Development Manager, Container Handling, Americas 402-669-5871 <a href="mailto:Ariel.cabrera@conductix.com">Ariel.cabrera@conductix.com</a>

- **For Federal government projects, can a program exception be made for insurance? Federal facilities do not hold commercial property, liability, and workers compensation insurance; rather, federal laws and programs provide such protection to the facility and workers.**

Yes, documentation or self-certification declaring self-insurance from a federal entity is acceptable in place of private third-party insurance.