

# Advancing Alternative Fuel Vehicles through Innovative Incentive Programs

New York Truck – Voucher Incentive Program

October 4, 2013

Last Mile Freight Delivery – Baruch College/CUNY



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Energy. Innovation. Solutions.

**NEW YORK TRUCK**  
Voucher Incentive Program®



# Overview

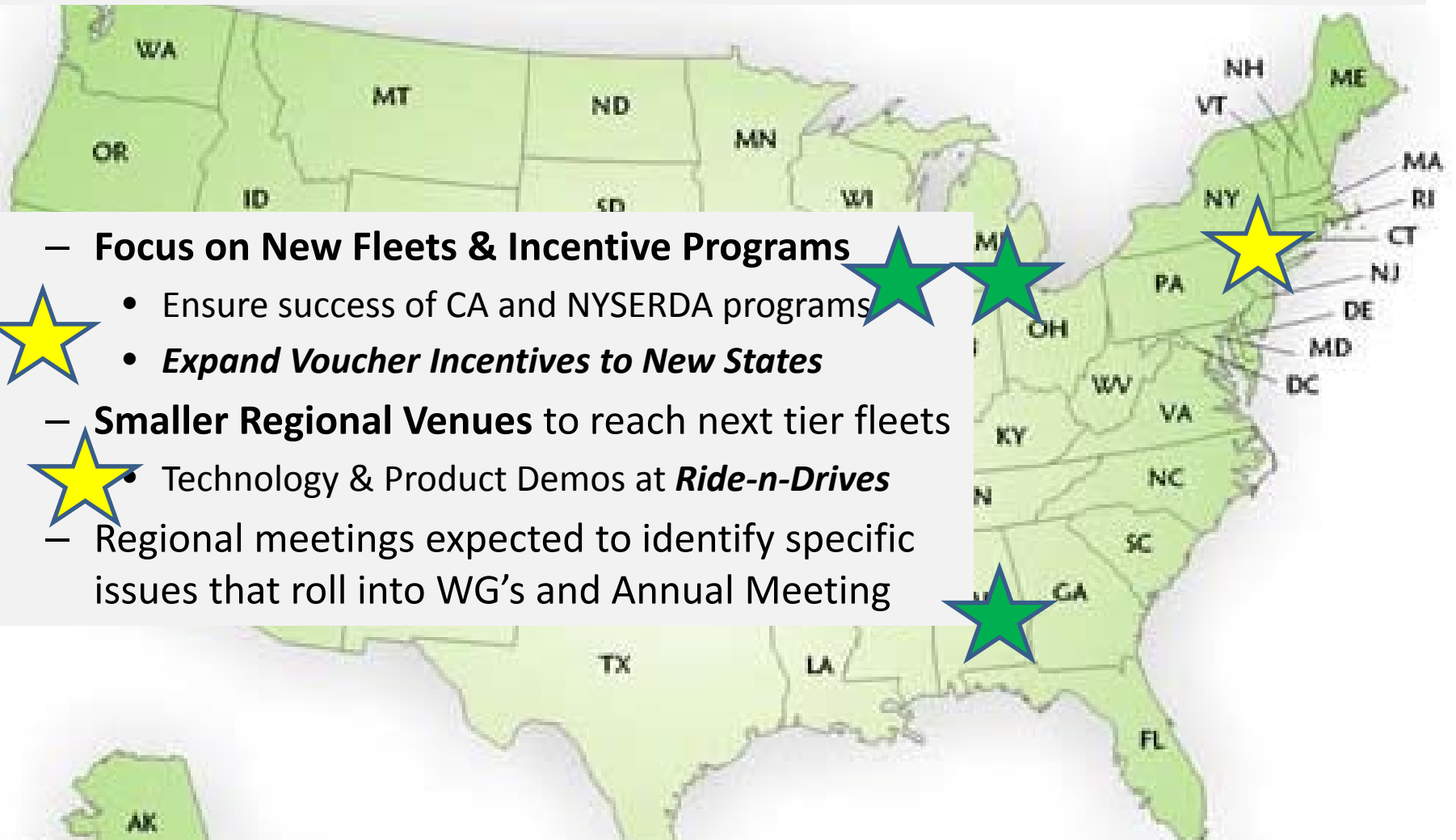
- I. About CALSTART
- II. Smart Incentives Driving the Market
- III. New York Truck – Voucher Incentive Program
- IV. Opportunity to Advance Clean Vehicles
- V. Contact Information

# CALSTART National Offices



# CALSTART Industry Support

## Regional Meetings to *expand Fleet engagement*



- **Focus on New Fleets & Incentive Programs**

- Ensure success of CA and NYSERDA programs
- ***Expand Voucher Incentives to New States***

- **Smaller Regional Venues** to reach next tier fleets

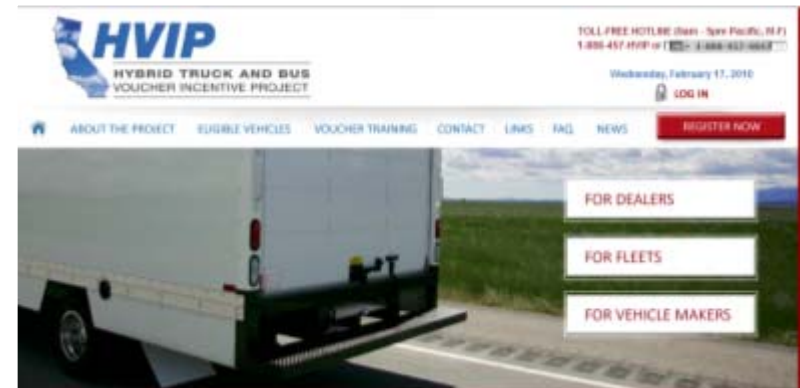
- Technology & Product Demos at ***Ride-n-Drives***
- Regional meetings expected to identify specific issues that roll into WG's and Annual Meeting



## II. Smart Incentives Driving the Market

### *States Leading the Way*

- **California** has vouchers for hybrid & electric trucks; rebates for NG and propane - **\$55M** to date
- **New York** **\$19M** voucher program for electric, hybrid and NG trucks
- **Chicago** launching **\$14M** voucher program for electric trucks, CNG taxis, & infrastructure

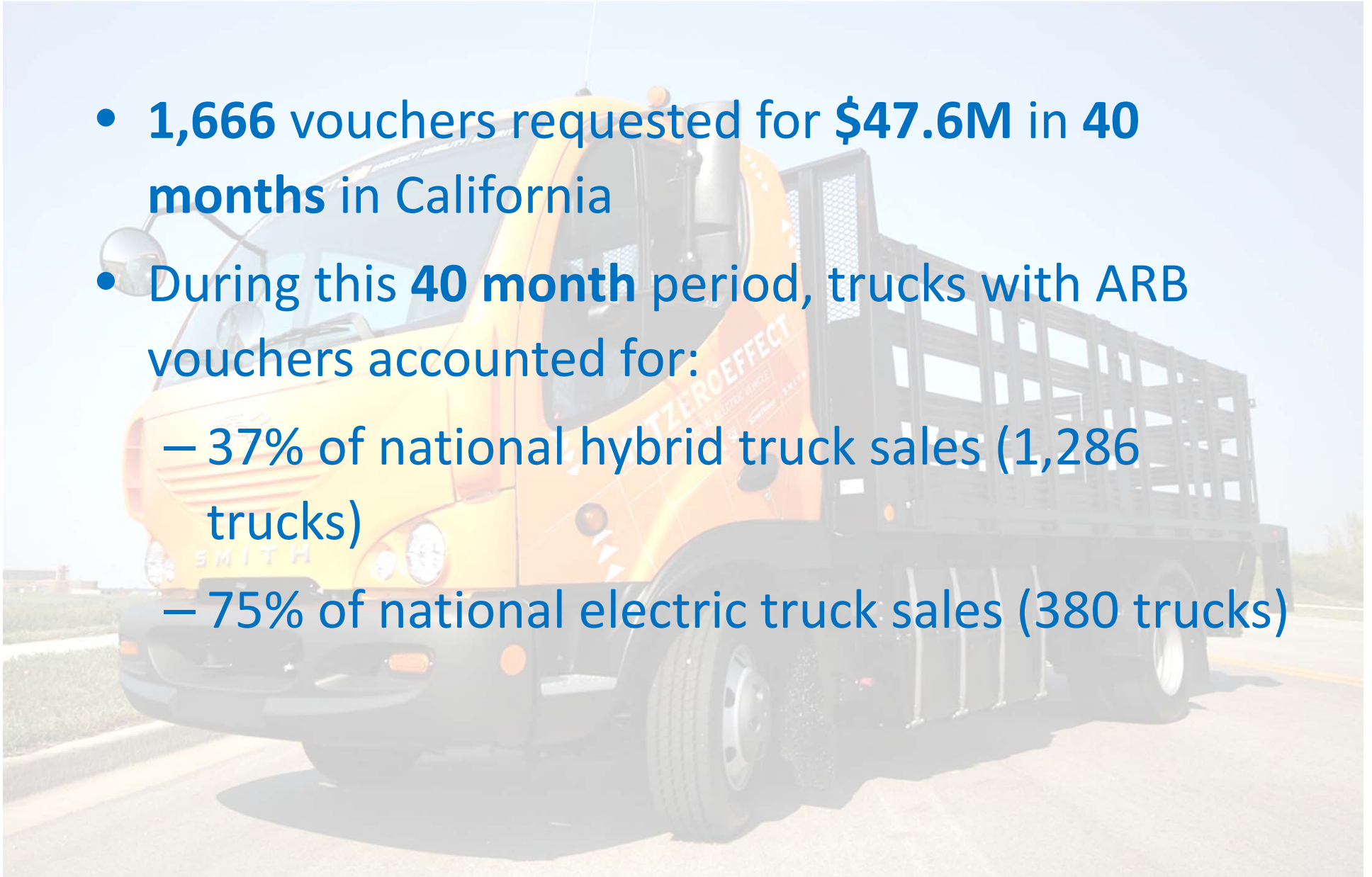


[www.californiahvip.org](http://www.californiahvip.org)



# California HVIP (Electric/Hybrid Trucks)

- **1,666** vouchers requested for **\$47.6M** in **40 months** in California
- During this **40 month** period, trucks with ARB vouchers accounted for:
  - 37% of national hybrid truck sales (1,286 trucks)
  - 75% of national electric truck sales (380 trucks)



### III. New York Truck – Voucher Incentive Program

- \$19 Million Incentive Program
  - Alternative Fuel Vehicles
  - Diesel Emission Control Devices
- 3 Year CMAQ Funded Program
- Partnership between NYSERDA, NYSDOT, NYCDOT and CALSTART
- First Come – First Served!



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# How NYT-VIP Works

*OEMs, Vendors and Fleets are Invited to Participate!*

## **How it works -**

**OEMs** – Seek approval for “Vehicle Eligibility”

**Vendors** – Become an “Approved Vendor”

**Fleets** – Work with an “Approved Vendor” to submit a  
Voucher Request



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# A Streamlined Approach

## *...how it works (continued)*

- Offer incentives through a purchase voucher
- Cost of technology reduced at time of purchase
- Approved Vendor submits a Voucher Request
- Use of pre-established Voucher amount
- Voucher Redemption upon vehicle delivery



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# Funding Options & Eligible Technologies

## New York Truck – Voucher Incentive Program (NYT-VIP)

### Comprises of Three Funds:

1. New York State Electric Vehicle – Voucher Incentive Fund (NYSEV-VIF)
2. New York City Alternative Fuel – Voucher Incentive Fund (NYCAFV-VIF)
3. New York City Diesel Emission Reduction – Voucher Incentive Fund (NYCDER-VIF)



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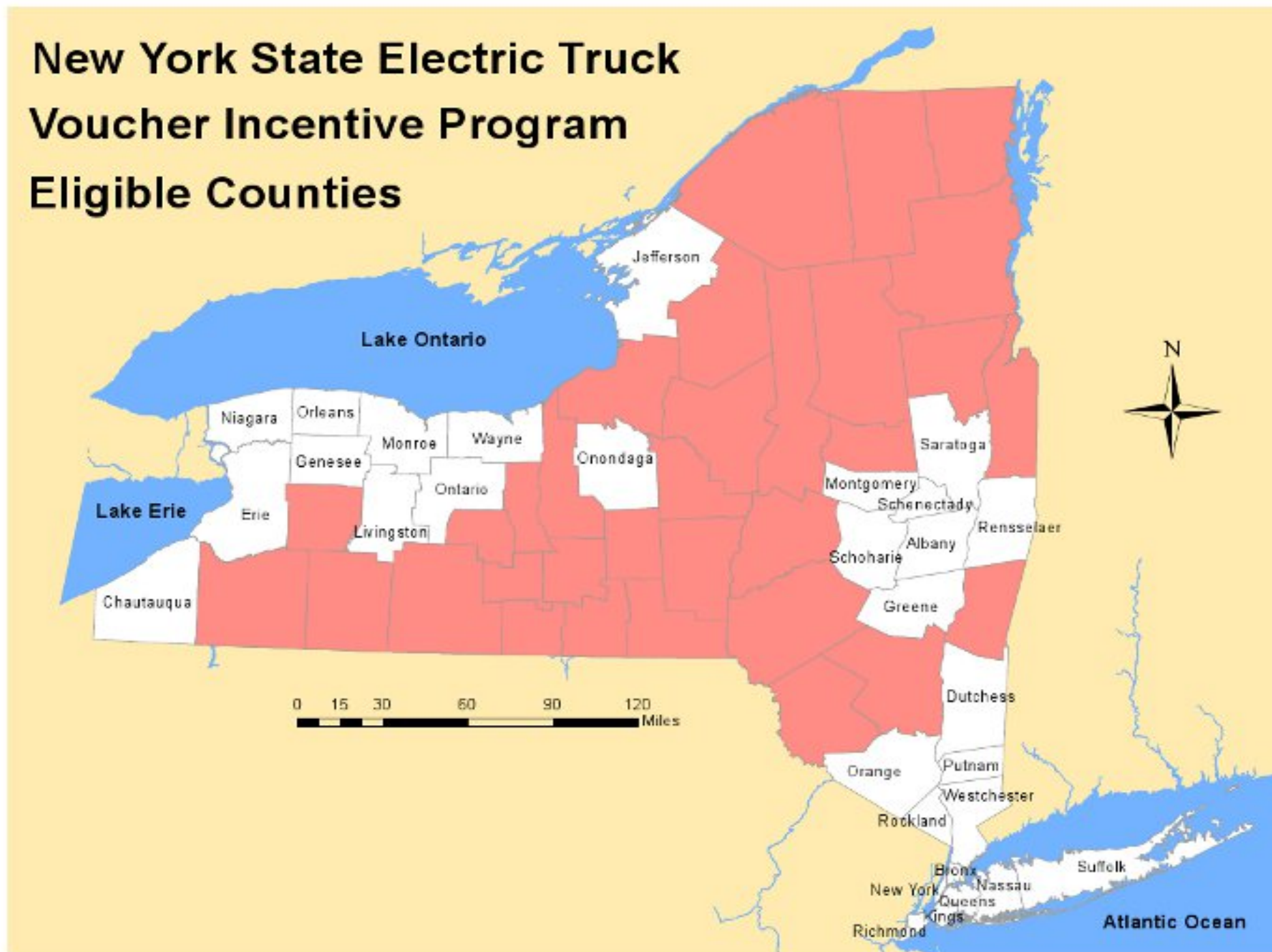
# NYSEV-VIP: *Advancing All-Electric Vehicles*

## Now Accepting Vouchers!

- \$9 Million for EVs
- 80% Incremental Not to Exceed \$60,000
- Vehicle Class 3 to Class 8 (GVWR 10,001 lbs. and higher)
- Private, Public and Non-Profit Fleets
- Domiciled and Operate 70% time in 30 Non-Attainment NY Counties



# New York State Electric Truck Voucher Incentive Program Eligible Counties





# NYCAFV-VIF: *Efficient and Clean Alternatives*

[EVs, Hybrid-Electric, CNG, & CNG Conversions]

- \$6 Million for Alternative Fuel Vehicles
- 80% Incremental Not to Exceed \$40,000
- Class 3 to Class 8 (GVWR 10,001 lbs. and higher)
- Private and Non-Profit Fleets
- Domiciled and Operate 70% time in five boroughs of NYC



# NYCDER-VIF: *Emission Solutions for Cleaner Air*

[Level 1, 2 and 3 DECDs]

- \$4 Million for Diesel Emission Control Devices
- 80% of Total Cost of Technology and Installation
- Class 3 to Class 8 with Engine MY 2006 and Older
- Private and Non-Profit Fleets
- Domiciled and operate 70% time in five boroughs of NYC



# Program Sustainability

## *Meeting Clean Air Goals*

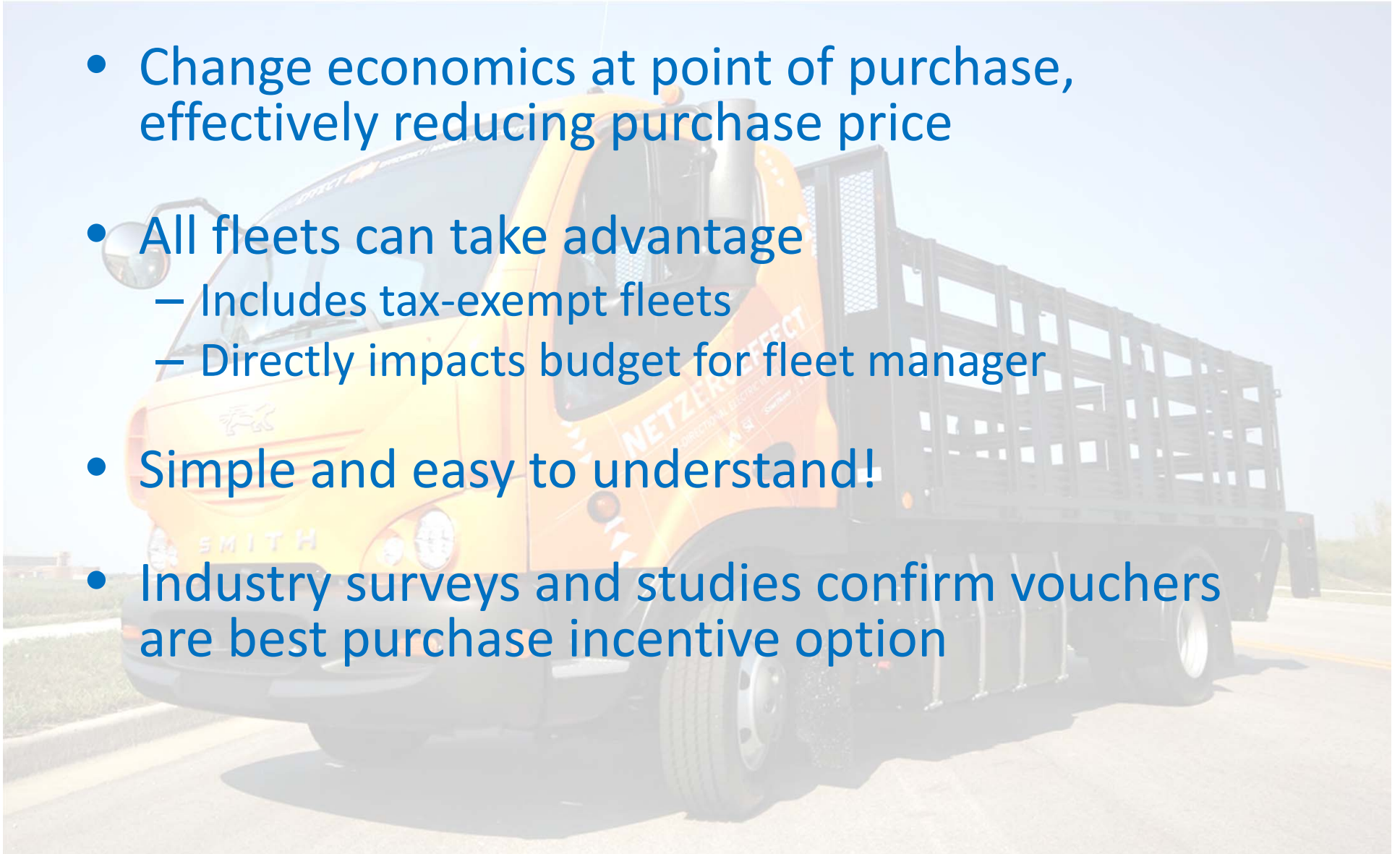
- Stakeholder Outreach
- Exchange Lessons Learned
- Partnership Development
- Compliance Requirements





# Why Vouchers over Tax Credits and Other Options?

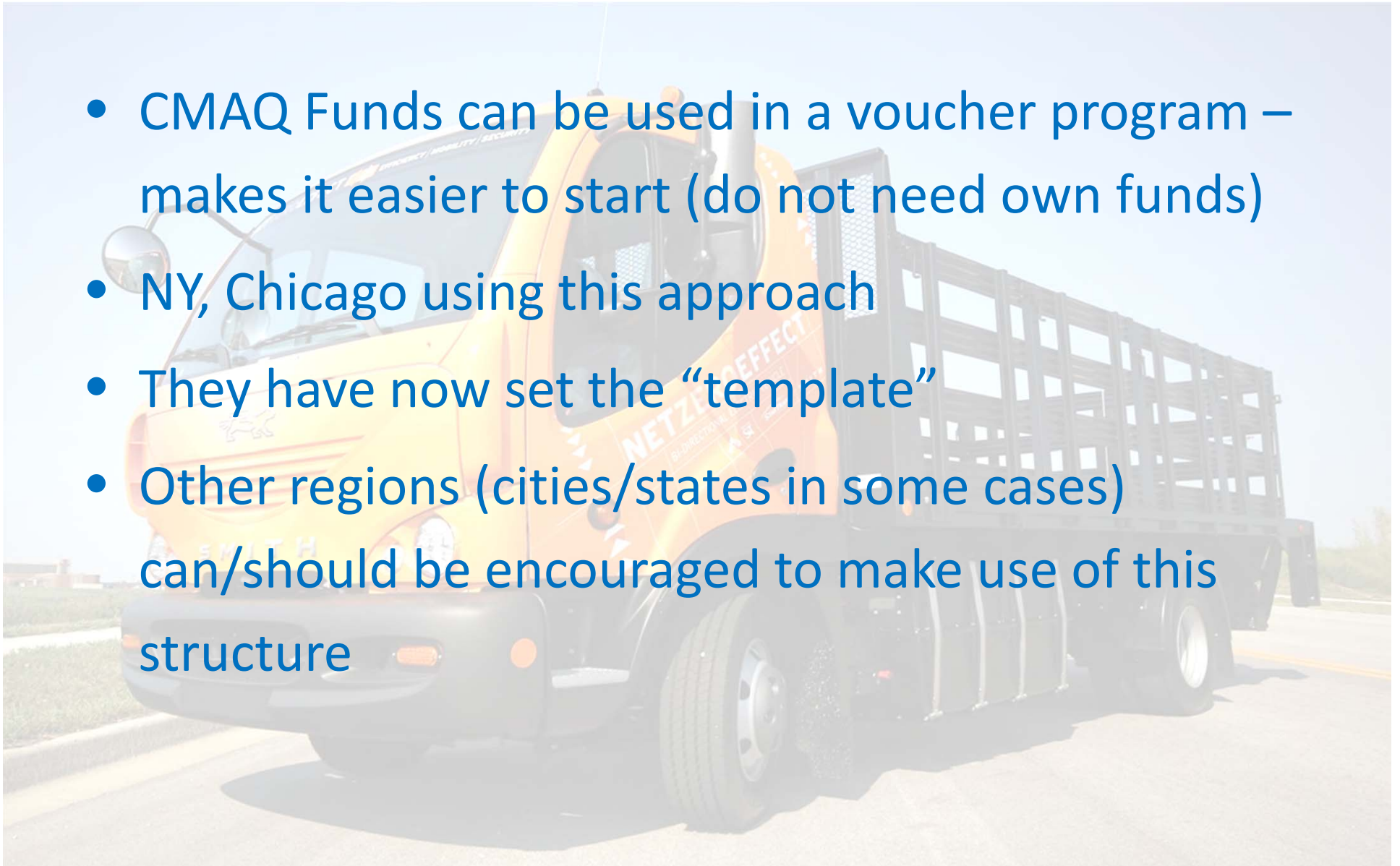
- Change economics at point of purchase, effectively reducing purchase price
- All fleets can take advantage
  - Includes tax-exempt fleets
  - Directly impacts budget for fleet manager
- Simple and easy to understand!
- Industry surveys and studies confirm vouchers are best purchase incentive option



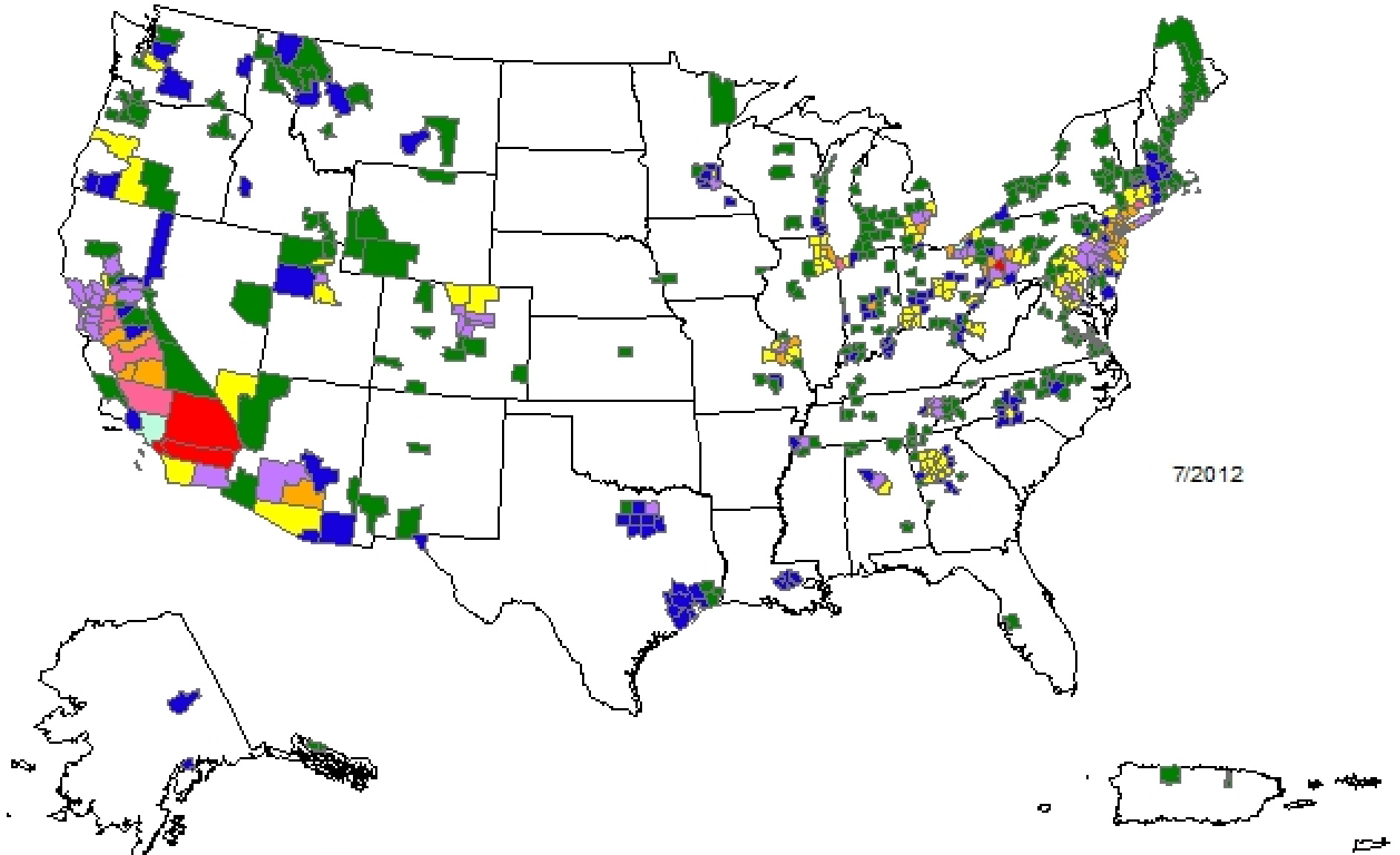


# The New Model and Opportunity

- CMAQ Funds can be used in a voucher program – makes it easier to start (do not need own funds)
- NY, Chicago using this approach
- They have now set the “template”
- Other regions (cities/states in some cases) can/should be encouraged to make use of this structure

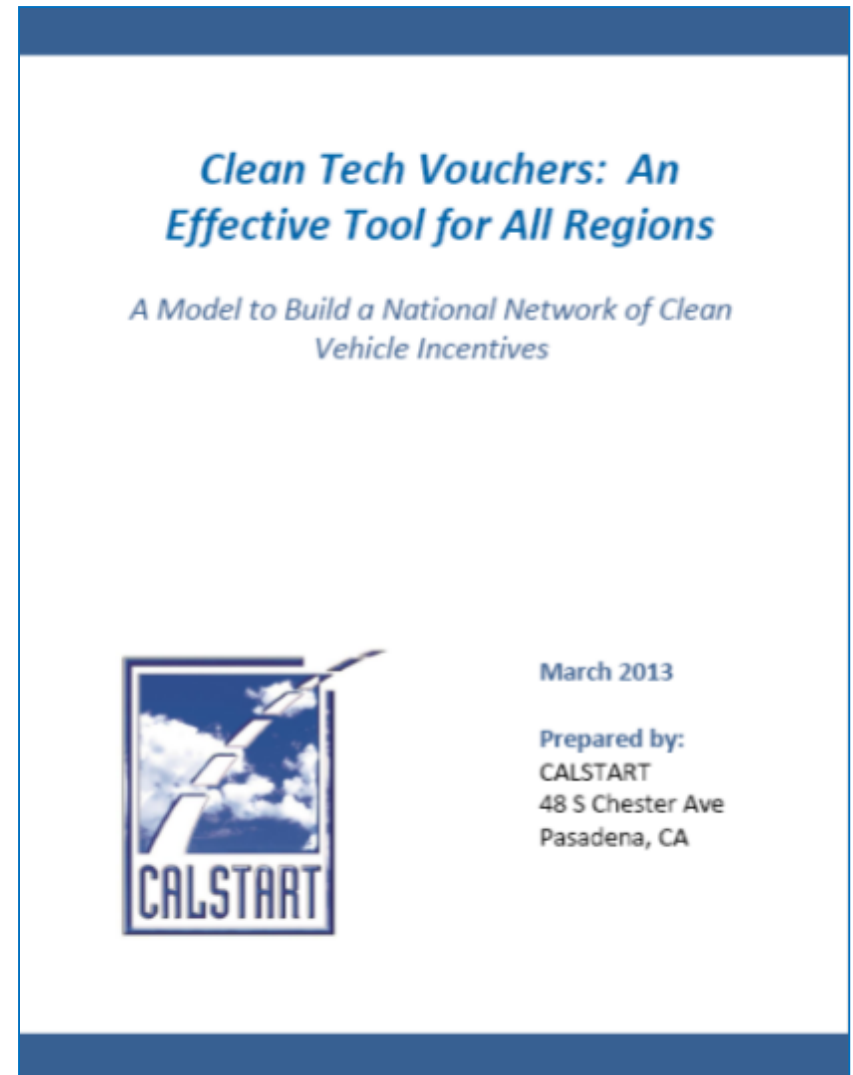


# Nonattainment Counties



# Making the Case

- CALSTART white paper outlines value of vouchers
- Also provides case study of first voucher state; new voucher regions starting; identifies possible federal funds
- Outlines framework of national incentive network that could be made up of regional voucher programs



# Contact Information

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1. **NYT-VIP Website** (<https://truck-vip.ny.gov>)
2. Toll Free Hotline – (855) MY-NYT-VIP or (855) 696-9884
3. Email – [info@MYNYT-VIP.com](mailto:info@MYNYT-VIP.com)



# \$9 Million Available for EVs!



- \$9 Million
- 5 Approved Vendors
  - AMP
  - Boulder Electric
  - EVI
  - Proterra
  - Smith Electric
- Vehicle Eligibility List
  - 14 Vehicles!
- Visit our Website  
<https://truck-vip.ny.gov>