Granite State Clean Fleets Webinar and Q&A

June 30, 2023

- For official details on the program, see RFP, VW Trust documents, and more at:
- https://www.des.nh.gov/business-and-community/loans-and-grants/volkswagen-mitigation-trust

Background & Funding

- Volkswagen Environmental Mitigation Trust created October 2017. NH allocated a share of approx. $31M.
- NH VW Trust funds allocated by NH Beneficiary Mitigation Plan include 30% allocated to local govt projects.

- Older diesel units emit greater amounts of NOx and PM2.5, which can be harmful to human health and contribute to medical conditions such as asthma, lung cancer, etc.
- Even when factoring the emissions associated with electricity, EVs contribute far less air pollution than their ICE counterparts.
- Advancements in fuel efficiency and emissions control tech (like DPFs) mean new diesels can be cost-effective solutions to reducing emissions as well.

Program Basics

- Available funding pool: $10,000,000
- Eligible applicants: municipalities, school districts, transit agencies
  - Does NOT include private businesses providing services to these entities, e.g. school bus companies.
- Replacement of trucks, buses, and certain niche equipment (all of which will be grouped together as “units”); installation of marine shore power.
- Proposals due October 13, 2023

Remember: “unit” means “vehicle/ equipment” like a bus, truck, or forklift

Eligible Projects

- Replace an eligible diesel unit with a new diesel
- Replace an eligible diesel unit with an all-electric model
- Repower an eligible diesel unit, replacing its engine with a new diesel engine
- Replace the engine of an eligible diesel unit with an all-electric powertrain
- Install shore power plug-ins for ocean-going vessels to reduce idling while at port.
  - Because these projects don’t affect a particular unit, some of the regular rules won’t apply.

Units Eligible for Replacement Projects

As in, these units can be replaced or repowered.

Highway Units

- Buses: Class 4-8 buses of EMY 2009 or older (school buses, shuttle buses, transit buses)
- Trucks: Class 4-8 trucks of EMY 1992-2009

Non-Road Units

- Locomotives: freight switchers that are pre-Tier 4
  - Must operate at least 1,000 hours per year
- Marine: ferries and tugs pre-Tier 3
- Airport ground support equipment Tier 0-2
  - Must be either uncertified or certified to at least 3 g/bhp-hr
- Forklifts and Port Cargo Handling Equipment
  - Must have greater than 8,000 lb lift capacity

Program Cost Share Percentages per Project Type

Project Type	Maximum Eligible Project Cost Reimbursable by Program	Minimum Eligible Project Cost Provided as Cost Share by Participant/Partners
Fully Electric Projects (exclusively powered by electricity provided by a battery, fuel cell, or the grid)	95%	5%
Projects proposing to install marine shore power	90%	10%
Projects proposing new diesel replacements	80%	20%

Eligible and Ineligible Project Costs

Eligible Project Costs

- Cost of replacement units
- Cost of necessary unit components (e.g. plow blades)
- Cost of acquiring and installing EVSE and **necessary infrastructure**
- Supplements like batteries and solar panels for the EVSE
- Marine shore power only: system, install, and certain components
- See RFP and individual contracts for full details

Ineligible Project Costs

- Anything before the contract is approved by G&C
- Registering replacements
- Personnel and admin
- Scrappage
- Unnecessary components
- Operation and maintenance
- See RFP and individual contracts for full details

Paying for Ineligible Project Costs does not count towards the 5-20% match requirement.

Scoring Criteria

We don't need you to write a novel, but be sure to tell us why your project deserves these points!

*For Marine Shore Power projects: calculated using EPA's Shore Power Emissions Calculator.

	Table 2: Scoring Criteria	Potential Points
A	**Proposal Clarity & Project Readiness** *Proposal is thoroughly developed, is complete, and directly addresses questions being asked. Project seems feasible within timeframe and budget.*	30
B	**NO_x Reductions** *Calculated using EPA's Diesel Emission Quantifier (DEQ).**	15
C	**$PM_{2.5}$ Reductions** *Calculated using EPA's Diesel Emission Quantifier (DEQ).**	15
D	**CO_2 Reductions** *Calculated using EPA's Diesel Emission Quantifier (DEQ).**	15
E	**Environmental Justice** *Project impacts and/or engages the population of an area disproportionately affected by diesel emissions and/or an area of Environmental Justice concern.*	15
F	**Additional Benefits** *Project provides benefits in addition to air quality, such as project showcases, scalability, bidirectional charging capabilities, water quality, noise reduction, collaboration/cooperation with other service providers, and workforce development.*	10
	Total	100
	Bonus Criteria	**Potential Points**
H	**Electrification Bonus** *Project proposes technology which is powered exclusively by electricity provided by a battery, fuel cell, or the grid.*	25
I	**Renewable Energy Source** *Project integrates renewable energy technology (e.g. solar panels, hydro, wind).*	10
	Final	135

How does this all work?

Individual project needs and contract specifics will vary. This is just a broad-strokes overview.

Participation does not guarantee G&C approval.

- Application Phase:
  - Determine your fleet needs
  - Work with utility to determine any electrical upgrades
  - Submit project proposal with all the attachments (due 10/13/23)
- Selection Phase:
  - Provide answers to clarifying questions
  - NHDES scores your project
  - If selected, provide necessary documents and sign contract
  - State review process (can take 6-8 weeks!)
  - G&C meeting
- Project Phase:
  - Make your purchases and order equipment; break ground if needed
  - Make necessary utility upgrades and install infrastructure for electric projects
  - Receive new replacement unit; register it and prepare it for use
  - Let NHDES know when and where you'll be scrapping old unit
  - Scrap old unit (we might come to see it, give us 2 weeks notice) within 30 days of new one's start
  - Request reimbursement
- Reporting Phase:
  - Submit quarterly and annual reports

What do we need for the proposal?

- ELIGIBILITY CHECKLIST
- CONTACT INFO
- PROJECT NARRATIVE
- PHOTOS
- FLEET DESCRIPTION (EXCEL)
- COST PROPOSAL (EXCEL)
- UTILITY ASSESSMENT (FOR EV PROJECTS)

Granite State Clean Fleets (GSCF)

vs

DERA/NH Clean Diesel

WHAT'S THE DIFFERENCE?

Overview – Biggest Differences

DERA/NH Clean Diesel

- Open to gov & business entities
- Diesel-for-diesel replacements must be pre-2009 or pre-Tier 4
- Can replace **any-aged** diesels with EVs (even new diesels)
- All units must meet minimum annual usage requirements
- Historically reoccurring program
- More options for non-replacement projects

Granite State Clean Fleets

- Open only to local gov entities
- **All** replaced units must be 2009 or older OR meet certain pre-Tier 4 requirements (even for EV projects)
- Higher funding %
- For EV projects: funds infrastructure equipment required for EVSE
- Finite funding source – once it's gone, it's gone

Program comparison overview

NH Clean Diesel Grant Program (aka DERA)

Eligible Entities

- Business
- Non-Profit
- State Agency
- Town/City
- School District
- Other Local Gov Entity

Eligible Projects

- Replace **old** diesel with new diesel
- Replace diesel with LPG/CNG
- Replace **old** diesel with EV
- Replace **new** diesel with EV
- Upgrade an old diesel unit
- Install marine shore power
- Install electric truck stops
- Install locomotive shore power

Other Elements

- Most Projects: 25%-50% grant funding
- EV Projects include charger
- Minimum Annual Usage for Replaced Diesels
- [redacted]

Granite State Clean [redacted]

Eligible Entities

- [redacted]
- [redacted]
- [redacted]
- Town/City
- School District
- Other Local Gov Entity

Eligible Projects

- Replace **old** diesel with new diesel
- [redacted]
- Replace **old** diesel with EV
- [redacted]
- [redacted]
- Install marine shore power
- [redacted]
- [redacted]

Other Elements

- Most Projects: 80%-95% grant funding
- EV Projects include charger
- [redacted]
- EV Projects include infrastructure

Comparison – Which units/tech may be eligible under each program.

Eligible Unit Types	NH Clean Diesel Grant Program	Granite State Clean Fleets Program
Buses (school, shuttle, transit)	Class 5-8 shuttle/transit Type A, B, C, D school bus	Class 4-8 (any)
Trucks	Class 5-8	Class 4-8
Marine Engines	Ferries, Tugs, Fishing, Other	Ferries, Tugs
Locomotives	Freight Switchers, Passenger, Line-Haul	Freight Switchers
Non-Road Equipment	Cargo Handling (port/airport), Agriculture, Construction (e.g., backhoes, loaders), Mining, Energy Production, Forklifts	Cargo Handling (port/airport), Airport Ground Support Equipment, Forklifts
Off-Board Idle Reduction Technology	Marine Shore Power, Locomotive Shore Power, Electric Truck Stops	Marine Shore Power

Example Project	Replacement Type	DERA/NH Clean Diesel	Granite State Clean Fleets
Replace a 2005 Class 8 plow truck with a new diesel plow truck	Diesel-for-diesel	Grant can fund 25% (Truck must have run 7,000 miles per year over last two years)	Grant can fund 80%
Replace 5x 2007 Class 7 school buses with electric school buses	Diesel-for-EV	Grant can fund 45%, including 5 chargers (Each bus must have run 7,000 miles per year over last two years or during calendar year 2019)	Grant can fund 95%, including 5 chargers and utility infrastructure
Replace a 2014 garbage truck with an electric garbage truck	Diesel-for-EV	Grant can fund 45% including 1 charger (Truck must have run 7,000 miles per year over last two years)	Not eligible
Replace a 2001 loader with a new diesel loader	Diesel-for-diesel	Grant can fund 25% (Loader must have run 500 hours per year over last two years)	Not eligible
Replace 2x 2006 Class 4 shuttle buses with electric buses	Diesel-for-EV	Not eligible	Grant can fund 95%, including 2 chargers and infrastructure

NEXT STEPS AND OTHER RESOURCES

EV Projects: Contact your utility ***ASAP*** to schedule a site evaluation and discuss necessary upgrades!!!

Granite State Clean Cities Coalition

- Help with project development/ fleet analysis for alt fuel and EV projects
- Alternative Fuels Resources
  - Database of vehicle/equipment options
  - Cost of ownership calculators
  - Case studies and usage reports
  - Connections to alt fuel fleet managers & vendors
- Workshops, webinars, meetings, and live demos of new technology

NHDES

- Technical support – accessing, understanding, and submitting proposal materials
- Eligibility determination – not sure if your project could qualify? Ask!
- Examples of past DERA projects
- Note: NHDES and GSCCC staff cannot advise on a project's likelihood of being selected for funding. For best results, contact us *early*.

Contact Us!

- NHDES Mobile Sources grants inbox:
- ms-grants@des.nh.gov
- Ricky DiCillo, Emissions Reduction and EV Specialist:
- Richard.A.DiCillo@des.nh.gov, 603-271-8648
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