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**Tom Wheeler**  
Supervisor, Madera County

**J. Steven Worthley**  
Supervisor, Tulare County

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**Seyed Sadredin**  
Executive Director  
Air Pollution Control Officer

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Northern Region Office  
4800 Enterprise Way  
Modesto, CA 95356-8718  
(209) 557-6400 • FAX (209) 557-6475

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Central Region Office  
1990 East Gettysburg Avenue  
Fresno, CA 93726-0244  
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Southern Region Office  
34946 Flyover Court  
Bakersfield, CA 93308-9725  
(661) 392-5500 • FAX (661) 392-5585

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

DATE: June 16, 2016

TO: SJVUAPCD Governing Board



FROM: Seyed Sadredin, Executive Director/APCO  
Project Coordinator: Todd DeYoung

RE: **ITEM NUMBER 10: ACCEPT AND APPROPRIATE \$25,550,900 IN CAP AND TRADE FUNDS FROM THE CALIFORNIA AIR RESOURCES BOARD TO IMPLEMENT FOUR ZERO-EMISSION TRUCK AND BUS DEPLOYMENT PROJECTS IN THE SAN JOAQUIN VALLEY**

**RECOMMENDATIONS:**

1. Accept \$25,550,900 in Cap and Trade funding from the California Air Resources Board (ARB) to implement four projects selected for approval by ARB for the deployment of zero-emission trucks and buses throughout the San Joaquin Valley and
2. Approve the attached Budget Resolution to amend the 2016-17 District Budget to appropriate \$25,550,900 in unanticipated revenue and authorize the Executive Director/APCO to enter into agreements with ARB and subcontractors as necessary to administer these projects in the San Joaquin Valley.
3. Authorize the Executive Director/APCO to make administrative changes to the projects as necessary.

**BACKGROUND:**

On May 6, 2015, your Board approved a comprehensive action plan for securing the Valley's fair share of Cap and Trade funds. This plan includes several key components that are critical to ensuring that a significant portion of Cap and Trade funds are directed to the Valley, particularly given that the Valley is home to 23 out of the top 30 disadvantaged communities in the state. In addition, this plan places significant effort on building a unified Valley coalition and influencing state policy to ensure that the Valley's needs are addressed with this

funding now and into the future. Since this action plan was approved in May of 2015, there has been significant progress on implementing the plan and ensuring that the Valley effectively competes for Cap and Trade funding. In recent months, the District working closely with its partners have been successful in securing nearly \$50 million in Cap and Trade funding for a variety of clean air projects in the Valley.

In January 2016, the District submitted several grant proposals in response to ARB's Zero Emission Truck and Bus Pilot Commercial Deployment Projects competitive grant solicitation under the Low-Carbon Transportation Program. These projects proposed to deploy a variety of commercially available zero-emission truck and bus technologies for use in multiple modes of operation. The District worked extensively with public and private stakeholders to develop the projects and submit the grant applications. In addition to the applications directly submitted by the District, the District also assisted other Valley jurisdictions with their applications, utilizing our expertise and experience in administering similar successful projects.

On April 14, 2016, ARB informed the District that three of our proposals were selected for a total of \$25,097,400 in funding. In addition, a project submitted by the City of Porterville in which the District will take the lead administrative role was also selected for funding in the amount of \$9,516,422, for a total of \$34,613,822 in funding coming to the Valley through this grant solicitation. The purpose of today's item is to seek your Board's approval to accept these Cap and Trade funds, amend the District Budget and administer these innovative zero-emission commercial vehicle deployment projects.

## **DISCUSSION:**

San Joaquin Valley businesses, farmers, municipalities, and residents are subject to some of the toughest air regulations in the nation. Since 1992, the District has adopted over 600 regulations that have reduced emissions by over 80 percent. ARB has adopted some of the toughest air regulations in the nation on mobile sources and consumer products. Despite significant reductions in emissions, attaining the ever-tightening federal standards that approach background concentrations requires another 80 to 90 percent reduction in emissions. With a high percentage of low-income and minority residents, a significant portion of the population in the Valley resides within established disadvantaged communities, particularly within the Interstate 5 and Highway 99 corridors. More than 80% of the NOx inventory in the Valley is attributed to mobile sources, with heavy duty trucks as the single largest source of emissions. Furthermore, about 45% of all of the truck traffic within the four major trade corridors in the state occurs within the Valley.

Much of the state's recent investment in technology development and demonstration efforts has focused on electrification. With two major trade corridors running the length of the Valley, and much of the emissions challenge due to heavy duty freight trucks, zero and near-zero emissions truck technologies must be capable of meeting the

challenges posed by the long distances and mountain ranges characteristic of the Valley. Development and demonstration of longer range zero and near zero emissions options are just beginning and are critical to meet the Valley's short and long term air quality goals. In addition to incentives for the deployment of incrementally cleaner conventional technology, the District must continue to be a leader in identifying and developing truly transformative zero and near zero emission technology, particularly within the heavy-duty transportation and freight movement sectors.

Towards that end, the District developed and submitted several proposals under ARB's Zero Emission Truck and Bus Pilot Commercial Deployment Projects solicitation under the Low-Carbon Transportation Program. The goal of these projects is to demonstrate the effectiveness of zero-emission technologies in a wide variety of Valley-specific applications, with a strong emphasis in reducing emissions within the Valley's disadvantaged communities.

On April 14, 2016, ARB notified the District that three of our proposals were selected for funding. Additionally, a project submitted by the City of Porterville in which the District will take the lead administrative role was also selected for funding under this solicitation. The following is a description of each of the successful projects:

***San Joaquin Valley Transit Electrification Project***

***Lead Applicant: San Joaquin Valley Air District***

***Grant Award: \$13,416,215***

The San Joaquin Valley Transit Electrification Project will deploy a total of 15 Proterra battery-electric zero-emission public transit buses, 11 Proterra depot chargers and 4 Proterra fast-chargers along the various transit routes in the participating jurisdictions. The buses will be deployed throughout the San Joaquin Valley, including the City of Visalia Transit Division, Fresno County Rural Transit Agency, California State University Fresno, San Joaquin Regional Transit District and the City of Modesto Transit District.

This project will serve as a regional-scale deployment to show that California-made battery-electric transit buses can serve communities' transit needs, substantially reduce greenhouse gases (GHGs) and eliminate criteria pollutants, particularly in the Valley's disadvantaged communities. This project will serve as a model for future scalability and provide real world examples to better inform transit operators and other commercial fleet operators to help drive additional deployments of zero-emission technologies.

The District will serve as the lead administrator of this grant and will work with the various transit operators and technology demonstrators to implement the project. Project partners have committed \$3,112,725 in cash match and \$5,651,881 in in-kind match support to leverage the ARB grant award. The District will receive \$670,811 in administrative funding to administer this grant.

***Green On-Road Linen Delivery Project***

***Lead Applicant: San Joaquin Valley Air District***

***Grant Award: \$7,125,515***

The Green On-Road Linen Delivery Project will deploy 20 zero-emission all-electric walk-in-van delivery vehicles, and associated charging infrastructure, to be used in linen delivery in the Bakersfield, Stockton, Merced and Fresno areas with a particular focus on routes within the Valley's disadvantaged communities. This project is a collaboration between the District, Ameripride Services, Calstart and technology providers: Motiv Power Systems, and First Priority Bus Sales.

This project offers the chance to scale a specific delivery segment that has an ideal route for electrification, while at the same time increasing the volume of sales for a zero-emission powertrain that can be applied to most truck applications. The project will reduce GHGs and criteria pollutants in Valley communities and demonstrate the wide applicability of this technology.

The District will serve as the lead administrator of this grant and will work with the Ameripride, Calstart and technology demonstrators to implement the project. Project partners have committed \$5,818,168 in cash and in-kind match support to leverage the ARB grant award. The District will receive \$89,069 in administrative funding to administer this grant.

***USPS Zero-Emission Delivery Truck Pilot Commercial Demonstration Project***

***Lead Applicant: San Joaquin Valley Air District***

***Grant Award: \$4,555,670***

The USPS Zero-Emission Delivery Truck Pilot Commercial Demonstration Project will deploy 15 zero-emission electric United States Postal Service "step vans" and associated charging infrastructure across two Postal Service hubs in Stockton and Fresno, with a particular focus on routes that service the Valley's disadvantaged communities. This project is a collaboration between the District, Calstart and technology providers: Efficient Drivetrains, Inc., Motiv Power Systems, Morgan Olson and Sun Edison.

This project will demonstrate the technology on specific routes ranging between 50 and 75 miles, primarily within disadvantaged communities, with frequent stops. The project will reduce both GHGs and criteria pollutants and will demonstrate the practicality and economic viability of the widespread adoption of a variety of zero-emission medium and heavy-duty vehicle technologies.

The District will serve as the lead administrator of this grant and will work with the USPS, Calstart and technology demonstrators to implement the project. Project partners have committed \$2,222,903 in cash and in-kind match support to leverage the

ARB grant award. The District will receive \$227,784 in administrative funding to administer this grant.

***City of Porterville Transit Electrification Project***

***Lead Applicant: City of Porterville***

***Grant Amount: \$9,516,422***

In addition to the three projects above that were directly submitted by the District to ARB in response to this solicitation, the District assisted the City of Porterville with their application for a transformative transit bus electrification project.

The City of Porterville Transit Electrification Project will deploy 10 GreenPower Motor Company, Inc. (GreenPower) zero-emission all-electric transit buses and associated charging infrastructure on all nine Porterville Transit fixed routes based from the Porterville Transit Center. This project is a collaboration between the City of Porterville, GreenPower and the District and will reduce GHGs and criteria pollutant emissions within the community. In addition to the bus deployment, GreenPower is in negotiations with the City of Porterville to secure a manufacturing facility within the community to manufacture their buses. This manufacturing facility has the potential to bring as many as 400 direct and indirect jobs in their first full year of operation, with more job growth over the years.

While the City of Porterville was the lead applicant for this project, given the District's previous experience in administering complex grant projects such as this, the District will serve as lead administrator of the grant. If approved, the District will negotiate and enter into a subcontractor agreement with the City of Porterville and will work with the city and GreenPower to administer this project. The City of Porterville has committed \$7,437,280 in cash and in-kind match support to leverage the ARB grant award. Pursuant to the proposal submitted by the City of Porterville, the District will receive \$453,500 in administrative funding to administer this grant.



San Joaquin Valley Unified Air Pollution Control District  
Meeting of the Governing Board  
**June 16, 2016**

**ACCEPT AND APPROPRIATE \$25,550,900 IN CAP AND TRADE  
FUNDS FROM THE CALIFORNIA AIR RESOURCES BOARD TO  
IMPLEMENT FOUR ZERO-EMISSION TRUCK AND BUS DEPLOYMENT  
PROJECTS IN THE SAN JOAQUIN VALLEY**

**Attachment A:**

**BUDGET RESOLUTION**  
**(4 PAGES)**

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**BEFORE THE GOVERNING BOARD OF THE  
SAN JOAQUIN VALLEY UNIFIED  
AIR POLLUTION CONTROL DISTRICT**

IN THE MATTER OF INCREASING THE  
2016/17 DISTRICT BUDGET \$25,550,900  
FOR THE RECEIPT OF REVENUE FROM  
ARB TO FUND FOUR ZERO-EMISSION  
TRUCK AND BUS DEPLOYMENT PROJECTS

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**RESOLUTION NO.** \_\_\_\_\_

**WHEREAS**, The San Joaquin Valley Unified Air Pollution Control District (District) is a duly constituted unified district, as provided in California Health and Safety Code sections 40150 to 40161, and;

**WHEREAS**, the District is authorized by California Health and Safety Code section 40702 to make and enforce all necessary and proper orders, rules and regulations to accomplish the purpose of Division 26 of the Health and Safety Code, and;

**WHEREAS**, the District submitted proposals in response to the California Air Resources Board's (ARB's) Air Quality Improvement Program and Low Carbon Transportation Green House Gas Reduction Fund Investments Grant Solicitation for the Zero Emission Truck and Bus Pilot Commercial Deployment Projects, and;

**WHEREAS**, on April 14, 2016, ARB notified the District that three proposals were preliminarily selected for funding, including the San Joaquin Valley Transit Electrification Project, the USPS Zero-Emission Delivery Truck Pilot Commercial Demonstration Project and the Green On-Road Linen Delivery Project and;

**WHEREAS**, the District has agreed in principle to assist the City of Porterville in administration of the City of Porterville Transit Electrification Project, which was preliminarily selected for funding under the Air Quality Improvement Program and Low Carbon Transportation Green House Gas Reduction Fund Investments Grant Solicitation for the Zero Emission Truck and Bus Pilot Commercial Deployment Projects and expects to enter into a formal agreement with the City of Porterville, and;

**WHEREAS**, the District agrees to comply with all program requirements, and;

1           **WHEREAS**, although the District is not appropriating District funding towards the  
2 match requirements for these projects, the District will ensure that the match funding for  
3 all preliminarily selected projects is provided by project partners, and;

4           **WHEREAS**, evidence of match funding commitments from project partners, in the  
5 form of appropriate Board resolutions and/or letters of commitment, will be forwarded to  
6 ARB as soon as practicable, and;

7           **WHEREAS**, the APCO is authorized by the District Governing Board to make  
8 administrative changes and grant agreement changes to the program as necessary and;

9           **WHEREAS**, monies for the aforementioned projects were not reflected in the  
10 Appropriations and Estimated Revenues of the 2016/17 District Budget, and;

11           **NOW, THEREFORE, IT IS ORDERED THAT** the District's Director of  
12 Administrative Services is authorized to increase the 2016/17 District Budget as follows:

13 APPROPRIATIONS:

14 NON-OPERATING – INCENTIVE PROGRAMS

15	SAN JOAQUIN VALLEY TRANSIT ELECTRIFICATION	<u>\$12,745,404</u>
16	541-8591-350-100	
17	GREEN ON-ROAD LINEN DELIVERY	<u>\$7,036,446</u>
18	542-8592-350-100	
19	USPS ZERO-EMISSION DELIVERY TRUCK	<u>\$4,327,886</u>
20	543-8593-350-100	
21	TOTAL INCENTIVE PROGRAMS	<u>\$24,109,736</u>
22	TOTAL APPROPRIATIONS	<u>\$24,109,736</u>

23           **BE IT FURTHER RESOLVED THAT**, the Director of Administrative Services is  
24 ordered to adjust the following:

25 DISTRICT RESERVES:

26	F/B RESERVE	<u>\$1,441,164</u>
27	100-3090-000-100	
28	TOTAL RESERVES INCREASED	<u>\$1,441,164</u>

1           **BE IT FURTHER RESOLVED THAT** the estimated revenues for the 2016/17  
2 District Budget be adjusted as follows:

3 ESTIMATED REVENUES

4 NON-OPERATING REVENUE

5	SAN JOAQUIN VALLEY TRANSIT ELECTRIFICATION 541-4610-350-100	<u>\$12,745,404</u>
6	GREEN ON-ROAD LINEN DELIVERY 542-4610-350-100	<u>\$7,036,446</u>
7	USPS ZERO-EMISSION DELIVERY TRUCK 543-4610-350-100	<u>\$4,327,886</u>
8	ADMIN FEES - SJV Valley Transit Electrification 541-4495-160-100	<u>\$670,811</u>
9	ADMIN FEES – Green On-Road Linen Delivery 542-4495-160-100	<u>\$89,069</u>
10	ADMIN FEES – USPS Zero-Emission Delivery Truck 543-4495-160-100	<u>\$227,784</u>
11	ADMIN FEES – City of Porterville Electrification 544-4495-160-100	<u>\$453,500</u>
12		
13	TOTAL NON-OPERATING REVENUE	<u>\$25,550,900</u>
14		
15	TOTAL ESTIMATED REVENUES	<u>\$25,550,900</u>

16           **BE IT FURTHER RESOLVED THAT** the estimated transfers for the 2016/17  
17 District Budget be adjusted as follows:

18	OPERATING – TRANSFERS IN	
19	GENERAL FUND ADMIN EARNED 100-4720-000-100	<u>\$1,441,164</u>
20	OPERATING – TRANSFERS OUT	
21	PROGRAM ADMIN COSTS 5XX-9020-160-100	<u>\$1,441,164</u>

22 Approved as to Accounting Form

23 By \_\_\_\_\_  
24 Mehri Barati  
25 Director of Administrative Services  
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**THE FOREGOING** was passed and adopted by the following vote of the Governing Board of the SAN JOAQUIN VALLEY UNIFIED AIR POLLUTION CONTROL DISTRICT this 16th day of June, 2016, to wit:

AYES:

NOES:

ABSENT:

SAN JOAQUIN VALLEY UNIFIED  
AIR POLLUTION CONTROL DISTRICT

By \_\_\_\_\_

Oliver L. Baines, Chair  
Governing Board

ATTEST:

Clerk to the Governing Board

By \_\_\_\_\_

Michelle Franco

San Joaquin Valley Unified Air Pollution Control District  
Meeting of the Governing Board  
**June 16, 2016**

**ACCEPT AND APPROPRIATE \$25,550,900 IN CAP AND TRADE  
FUNDS FROM THE CALIFORNIA AIR RESOURCES BOARD TO  
IMPLEMENT FOUR ZERO-EMISSION TRUCK AND BUS DEPLOYMENT  
PROJECTS IN THE SAN JOAQUIN VALLEY**

**Attachment B:**

**LETTERS OF COMMITMENT AND APPROVED  
RESOLUTIONS FROM PARTNERS**  
**(18 PAGES)**

## **San Joaquin Valley Transit Electrification Project**

### Project Partners Committing Match (Cash and In-kind):

*City of Visalia  
Fresno County Rural Transit Agency  
California State University, Fresno  
San Joaquin Regional Transit District  
City of Modesto  
Proterra*



December 11, 2015

ARB Board Members and Staff  
California Air Resources Board  
Mobile Source Control Division  
1001 "I" Street  
Sacramento, CA 95814

Subject: Letter of Commitment to participate in San Joaquin Valley Transit Electrification Project

Dear ARB Board Members and Mobile Source Control Division Staff,

The City of Visalia Transit Division is committed to participate in the *San Joaquin Valley Transit Electrification Project* with the San Joaquin Valley Air Pollution Control District (SJVAPCD) for the California Air Resources Board (ARB) Zero-Emission Bus and Truck Pilot Program to deploy two (2) of Proterra's zero-emission public transit buses for our community.

The *San Joaquin Valley Transit Electrification Project* will accelerate the deployment of commercially available heavy-duty, zero-emission, public transit buses and provide direct public benefits to disadvantaged communities throughout the San Joaquin Valley. The Project will significantly reduce greenhouse gas (GHG) emissions and other criteria pollutants and will provide economic, environmental and public health co-benefits to disadvantaged communities – while demonstrating the practicality and economic viability of wide-spread adoption of zero-emission public transit buses. In addition, the Project will provide the opportunity for all San Joaquin Valley residents to ride in a zero-emission vehicle.

The City of Visalia intends to purchase two (2) zero-emission buses and two (2) depot chargers. As referenced in the Attachment A- Applicant Qualifications, we have a team of highly experienced individuals to assist with managing and operations of these vehicles. The City of Visalia has appropriated an in-kind match of Prop 1B funds of \$725,400 and a cash match of \$709,450 over a two-year period for a total match of \$1,434,850.

The City of Visalia Transit Division strongly supports and is committed *San Joaquin Valley Transit Electrification Project*. The City of Visalia Transit Division encourages the Air Resources Board to help fund the deployment of zero-emission public transit buses throughout the Valley in order to reduce GHG emissions and provide environmental and economic co-benefits to our disadvantaged communities.

Sincerely,

A handwritten signature in black ink, appearing to read "Monty Cox".

Monty Cox,  
Transit Manager

**BEFORE THE FRESNO COUNTY RURAL TRANSIT AGENCY  
RESOLUTION NO. 2016-07**

**RESOLUTION REAFFIRMING FCRTA FINANCIAL ABILITY TO EXECUTE GRANT PROJECT FOR CALIFORNIA AIR RESOURCES BOARD  
ZERO-EMISSION TRUCK AND BUS PILOT COMMERCIAL DEPLOYMENT PROJECTS GRANT AWARD**

WHEREAS, the FCRTA is an eligible applicant of grant funds for the State of California Air Resources Board's (CARB) "Zero-Emission Truck and Bus Pilot Commercial Deployment Projects" grant program; and

WHEREAS, FCRTA is part of a multi-agency partnership of grant applicants for this grant program under the overall auspices of the San Joaquin Valley Air Pollution Control District's (SJVAPCD) grant project application, known as the "San Joaquin Valley Transit Electrification Project"; and

WHEREAS, the SJVAPCD's grant project application was preliminarily approved in April of 2016 and FCRTA will receive its portion of grant funds in the amount of \$3,062,594, and now FCRTA is required by CARB to show its ability to financially and otherwise administer and execute its portion of this grant project, which is to obtain Four (4) 40-foot Extended Range Electric Buses and Four (4) Depot Electric Chargers from one of its grant project partners, Proterra Bus Company; and

WHEREAS, FCRTA now verifies that it possesses the funds, in the amount of \$838,312 of local funds to serve as part of the required 25% matching grant funds. Of these local match funds; \$335,325 is in the form of cash and \$502,987 is in the form of "in-kind" funds. These in-kind funds are recognized by CARB as being the dollar value of Labor (in the form of salary and benefits) for this grant project being performed by FCRTA staff and its subcontractor staff; and

WHEREAS, FCRTA has budgeted the \$335,325 from the Annual Local Measure C funding allocation in the Capital Reserve Budget for Fiscal Year 2016-17; and

WHEREAS, the FCRTA Board of Directors does hereby authorize the General Manager to provide the SJVAPCD and CARB with any required documents and execute any and all said Agreements and Contracts pertaining to the aforementioned grant program.

NOW, THEREFORE, BE IT RESOLVED, that the Fresno County Rural Transit Agency does affirm by Resolution its verification of financial ability to administer and execute all of the grant project activities contained in its portion of the CARB approved "San Joaquin Valley Transit Electrification Project."

THE FOREGOING RESOLUTION was passed and adopted by the Fresno County Rural Transit Agency this 26<sup>th</sup> day of May, 2016.

AYES: Coalinga, Firebaugh, Fowler, Huron, Kerman, Kingsburg, Mendota, Orange Cove, Parlier  
Reedley, Selma, Fresno County

NOES:

ABSTAIN:

ABSENT: Sanger, San Joaquin

Signed

  
Amarpreet Dhaliwal, Chairman

I hereby certify that the foregoing is a true copy of a resolution of the Fresno County Rural Transit Agency duly adopted at a meeting thereof held on the 26<sup>th</sup> day of May 2016.

Signed

  
Moses Stites, General Manager

# FRESNO STATE

Discovery. Diversity. Distinction.

January 7, 2015

ARB Board Members and Staff  
California Air Resources Board  
Mobile Source Control Division  
1001 "I" Street  
Sacramento, CA 95814

Dear ARB Board Members and Mobile Source Control Division Staff,

California State University, Fresno is committed to participate in the *San Joaquin Valley Transit Electrification Project* with the San Joaquin Valley Air Pollution Control District (SJVAPCD) for the California Air Resources Board (ARB) Zero-Emission Bus and Truck Pilot Program to deploy two of Proterra's zero-emission public transit buses to serve a neighborhood route on our campus and in the surrounding community. Over 10% of Fresno State's student population lives within a mile of campus and this route is successfully reducing single-occupant vehicle trips in the San Joaquin Valley.

The *San Joaquin Valley Transit Electrification Project* will accelerate the deployment of commercially available heavy-duty, zero-emission, public transit buses and provide direct public benefits to disadvantaged communities throughout the San Joaquin Valley. The Project will significantly reduce greenhouse gas (GHG) emissions and other criteria pollutants and will provide economic, environmental and public health co-benefits to disadvantaged communities – while demonstrating the practicality and economic viability of wide-spread adoption of zero-emission public transit buses. In addition, the Project will provide the opportunity for all San Joaquin Valley residents to ride in a zero-emission vehicle.

The University is committed to purchasing three buses, one fast charger and one depot charger as a part of this project. The University shall also commit as a 100% match staffing resources to support the route including myself, our facilities management team, contracted bus drivers, and related parking and facilities support staff. If awarded, The University's in-kind match will be \$1,048,278. The University also commits to a 25% cash match on the Proterra buses and charging infrastructure in the amount of \$750,000. The total project cost matched by the university is \$1,798,278, or 44% of the total project.

Electrifying this route will be another advancement in the University's support of clean energy. 23% of our electric utilities are procured from renewable resources and the University has a 1 megawatt photovoltaic installation. There are six publically accessible electric vehicle charging stations. The University is actively improving bicycle infrastructure with ATP and CMAQ awards for bikeway improvements as well as work with the US EPA for developing a bikeshare infrastructure on and around campus.

Fresno State strongly supports and is committed *San Joaquin Valley Transit Electrification Project*. The University encourages the Air Resources Board to help fund the deployment of zero-emission public transit buses throughout the Valley in order to reduce GHG emissions and provide environmental and economic co-benefits to our disadvantaged communities.

Sincerely,



Thomas W. Gaffery IV, MBA  
Parking & Transportation Manager

## Traffic Operations

California State University, Fresno  
2311 E. Barstow M/S P014 • Fresno, California 93740

P 559.278.2950 F 559.278.7538 [www.FresnoState.edu/police/traffic](http://www.FresnoState.edu/police/traffic)



January 15, 2016

ARB Board Members and Staff  
California Air Resources Board  
Mobile Source Control Division  
1001 "I" Street  
Sacramento, CA 95814

Subject: Letter of Commitment to participate in San Joaquin Valley Transit Electrification Project

Dear ARB Board Members and Mobile Source Control Division Staff,

San Joaquin Regional Transit District (RTD) is committed to participate in the *San Joaquin Valley Transit Electrification Project* with the San Joaquin Valley Air Pollution Control District (SJVAPCD) for the California Air Resources Board (ARB) Zero-Emission Bus and Truck Pilot Program to deploy 2 of Proterra's zero-emission public transit buses and one overhead fast-charger for our community.

The *San Joaquin Valley Transit Electrification Project* will accelerate the deployment of commercially available heavy-duty, zero-emission, public transit buses and provide direct public benefits to disadvantaged communities throughout the San Joaquin Valley. The Project will significantly reduce greenhouse gas (GHG) emissions and other criteria pollutants and will provide economic, environmental and public health co-benefits to disadvantaged communities – while demonstrating the practicality and economic viability of wide-spread adoption of zero-emission public transit buses. In addition, the Project will provide the opportunity for all San Joaquin Valley residents to ride in a zero-emission vehicle.

*RTD is requesting 2 Fast-charge Proterra buses and 1 overhead fast charger. If successfully awarded funding, RTD will provide \$799,729, or a 25.58% cash match for the project. In order to successfully complete this project, RTD has committed the following personnel (as referenced in attachment A-Applicant Qualifications):*

- Norm Tuitavuki, Director of Operations
- Brad Menil, Superintendent-Operations
- Cameron Isaacson, Superintendent-Operations
- Wendell Krell, Director of Facilities

San Joaquin Regional Transit District strongly supports and is committed *San Joaquin Valley Transit Electrification Project*. RTD encourages the Air Resources Board to help fund the deployment of zero-emission public transit buses throughout the Valley in order to reduce GHG emissions and provide environmental and economic co-benefits to our disadvantaged communities.

Sincerely,

A handwritten signature in cursive script that reads 'Donna DeMartino'.

Donna DeMartino

**GENERAL MANAGER/CEO: Donna DeMartino**

**BOARD OF DIRECTORS: CHAIR Gary S. Giovanetti • VICE CHAIR Michael Restuccia • Joni Bauer • Les J. Fong • Balwinder T. Singh**

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**SAN JOAQUIN REGIONAL TRANSIT DISTRICT**

P.O. Box 201010 • Stockton, CA 95201 • (209) 943-1111 • (209) 948-8516 Fax • sanjoaquinRTD.com



**City of Modesto**  
**Public Works Department**  
**Transit Division**  
*1010 Tenth Street, Suite 4500*  
*Modesto, CA 95354*

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January 28, 2016

ARB Board Members and Staff  
California Air Resources Board  
Mobile Source Control Division  
1001 "I" Street  
Sacramento, CA 95814

Subject: Modesto City Council approval to participate in the San Joaquin Valley Transit Electrification Project

Dear ARB Board Members and Mobile Source Control Division Staff,

The Modesto City Council approved submission of a grant application and the participation in a joint grant application titled *San Joaquin Valley Transit Electrification Project*. This joint grant application, to apply for the California Air Resources Board (ARB) Zero-Emission Bus and Truck Pilot Program funding, is being submitted by a consortium including the San Joaquin Valley Air Pollution Control District (SJVAPCD), the bus manufacturer Proterra and six other transit agencies in addition to the City of Modesto.

The *San Joaquin Valley Transit Electrification Project* will accelerate the deployment of commercially available heavy-duty, zero-emission, public transit buses and provide direct public benefits to disadvantaged communities throughout the San Joaquin Valley. The Project will significantly reduce greenhouse gas (GHG) emissions and other criteria pollutants and will provide economic, environmental and public health co-benefits to disadvantaged communities – while demonstrating the practicality and economic viability of wide-spread adoption of zero-emission public transit buses. In addition, the Project will provide the opportunity for all San Joaquin Valley residents to ride in a zero-emission vehicle.

If awarded funding, Modesto will contribute \$552,000 to the project from other grant funding sources. In addition, Modesto will be contributing \$1,537,043 of in-kind labor and MAX operations contractor charges towards the project. Modesto will use Modesto personnel identified in the grant application to ensure the successful planning, deployment, operation and maintenance of zero-emission public transit buses and charging infrastructure throughout the MAX service area.

The City of Modesto supports *San Joaquin Valley Transit Electrification Project*. Modesto encourages the Air Resources Board to help fund the deployment of zero-emission public transit buses throughout the Valley in order to reduce GHG emissions and provide environmental and economic co-benefits to our disadvantaged communities.

Sincerely,

A handwritten signature in black ink that reads "Fred Cavanah". The signature is written in a cursive, flowing style.

Fred Cavanah  
Transit Manager

January 27, 2016

ARB Board Members and Staff  
California Air Resources Board  
Mobile Source Control Division  
1001 "I" Street  
Sacramento, CA 95814

Subject: Letter of Commitment to participate in San Joaquin Valley Transit Electrification Project

Dear ARB Board Members and Mobile Source Control Division Staff,

Proterra Inc., is committed to participate in the *San Joaquin Valley Transit Electrification Project* with the San Joaquin Valley Air Pollution Control District (SJVAPCD) and seven transit entities for the California Air Resources Board (ARB) Zero-Emission Bus and Truck Pilot Program to deploy Proterra's zero-emission public transit buses for the community. Fast charge units and depot chargers will be deployed in conjunction with the buses.

The *San Joaquin Valley Transit Electrification Project* will accelerate the deployment of commercially available heavy-duty, zero-emission, public transit buses and provide direct public benefits to disadvantaged communities throughout the San Joaquin Valley. The Project will significantly reduce greenhouse gas (GHG) emissions and other criteria pollutants and will provide economic, environmental and public health co-benefits to disadvantaged communities – while demonstrating the practicality and economic viability of wide-spread adoption of zero-emission public transit buses. In addition, the Project will provide the opportunity for all San Joaquin Valley residents to ride in a zero-emission vehicle.

If awarded funding Proterra will contribute \$750,000 to the project in the form of a cash discount for the buses. In addition Proterra will be committing \$850,000 of in-kind labor towards the project.

Proterra strongly supports and is committed *San Joaquin Valley Translt Electrification Project*. Proterra encourages the Air Resources Board to help fund the deployment of zero-emission public transit buses throughout the Valley in order to reduce GHG emissions and provide environmental and economic co-benefits to our disadvantaged communities.

Sincerely,



Ryan C. Popple

CEO, Proterra Inc.

## **Green On-Road Linen Delivery Project**

Project Partners Committing Match (Cash and In-Kind):

*Motiv Power Systems  
AmeriPride Services*



June 7, 2016

Mary Nichols  
Chair, California Air Resources Board  
1001 I Street  
Sacramento, California 95814

**Subject: Letter of Commitment for Match Funds for Zero-Emission Truck and Bus Pilot**

Dear Ms. Nichols:

AmeriPride is pleased to support the San Joaquin Valley Air Pollution Control District's application to the California Resource Board's Zero-Emission Truck and Bus Pilot Projects.

In collaboration with Motiv Power Systems we propose to demonstrate zero-emission delivery vehicles that will operate out of AmeriPride's facilities in Fresno, Bakersfield, Stockton, and Merced, all disadvantaged communities within California.

To demonstrate this commitment we are prepared to contribute \$125,000 per Walk-in-Van which we will then demonstrate at our Fresno, Bakersfield, Stockton and Merced facilities in normal business routes. This will total \$2,500,000.00 in cash matching funds towards the equipment costs. This will be included in a purchase order to Motiv for the purchase of the Walk-In-Vans being demonstrated. Motiv will be contributing this match and overhead to the project.

AmeriPride will also be contributing significant labor resources to the project including 20 full time drivers, 6 customer service managers, 3 customer operations managers, 3 corporate fleet managers, 2 chief engineers, 1 route optimization analyst, and 4 mechanics – an in kind match contribution valued at \$2,065,710.00. These jobs are all high quality jobs with benefits and our success continues to support jobs in disadvantaged communities across California. Attached below is a table including the breakdown of these match funds.

For 126 years, our success has been built on products and services that exceed industry standards and customer expectations. We support the growth and commercial development of zero-emission, battery-electric technologies which will allow transportation to free itself from fossil fuels and transition to reliable, renewable sources of power, while protecting the air.

We are excited to support the proposed project and look forward to the benefits of battery-electric zero-emission technologies in the San Joaquin Valley.

Sincerely,

Barry Allison  
Fleet Manager

**People You Can Count On®**

AmeriPride Services Inc. · 650 Industrial Blvd. N.E. · Minneapolis, MN 55413  
[www.ameripride.com](http://www.ameripride.com) · [www.canadianlinen.com](http://www.canadianlinen.com) · [www.quebec-linge.com](http://www.quebec-linge.com)



Mary Nichols  
Chair, California Air Resources Board  
1001 I Street  
Sacramento, California 95814

**Subject: Letter of Commitment for Match Funds for the Green On-Road Linen Delivery Project**

Dear Ms. Nichols:

Motiv Power Systems is excited to take part in the San Joaquin Valley Air Pollution Control District's application to the California Air Resources Board's Zero-Emission Truck & Bus Pilot Commercial Deployment Program, and the resulting project.

We have long collaborated with communities throughout California to ensure our projects can both push the state of technology while supporting clean air efforts for disadvantaged communities. Our successes in grants with the California Energy Commission have enabled us to develop as a company from concept to commercial product. This project will enable us to further commercialize an innovative, zero-emission vehicle that meets both fleet and air quality needs.

In collaboration with the San Joaquin Valley Air Pollution Control District, AmeriPride, CALSTART, First Priority, and Morgan Olson, we propose to demonstrate 20 delivery vehicles with Walk-In-Van bodies for linen delivery applications within Fresno, Bakersfield, Stockton, and Merced, all which are located in Disadvantaged Area Communities (DAC).

To demonstrate Motiv's dedication to this project, we have committed \$3,752,458 in match funds. This includes project overhead in addition to Motiv's travel costs. \$2,652,000 will be in equipment costs covered by cash for the AmeriPride trucks and stocking FIAMM batteries. AmeriPride has committed to \$2,500,000 in an advanced PO to Motiv that will be used directly for these equipment costs deposits. The inkind match contribution of \$1,100,458 is \$1,080,208 in overhead and \$20,250 in travel costs. We are excited about the proposed project and look forward to being a part of it. If you have any questions at all about our participation in this project, please contact me at the email address below. This is detailed in the following table including the match budget breakdown by task number.

Sincerely,

Jim Castelaz  
CEO, Motiv Power Systems  
[jim@motivps.com](mailto:jim@motivps.com)

## **USPS Zero-Emission Delivery Truck Pilot Commercial Deployment Project**

### Project Partners Committing Match (Cash and In-kind):

*United States Postal Service  
Motiv Power Systems  
Efficient Drivetrains, Inc.*



January 26, 2016

Mary Nichols  
Chair, California Air Resources Board  
1001 I Street  
Sacramento, CA 95814-2828

**Subject: Letter of Commitment for the USPS Zero-Emissions Deployment Project**

Dear Ms. Nichols:

The United States Postal Service (USPS) is excited to take part in the San Joaquin Valley Air Pollution Control District's application to the California Air Resources Board's Zero-Emissions Truck & Bus Pilot Commercial Deployment Program.

In collaboration with the USPS, CALSTART, Efficient Drivetrains, Inc. (EDI), Motiv Power Systems, and Morgan Olson, the Air District is proposing to demonstrate two types of zero-emission vehicles that will operate out of the USPS' Fresno and Stockton postal distribution centers, both of which are located in Disadvantaged Area Communities (DAC).

Specifically, if the proposed project receives funding, the USPS will host the following 15 demonstration vehicles, by location:

- **Fresno**
  - 4 zero-emission, all-electric "Step Vans" powered by a Motiv Power Systems electric powertrain
  - 6 zero-emission "Step vans" powered by an all-electric EDI Power Drive
- **Stockton**
  - 3 zero-emission, all-electric "Step Vans" powered by a Motiv Power Systems electric powertrain
  - 2 zero-emission "Step vans" powered by an all-electric EDI Power Drive

These vehicles will replace gasoline- and diesel-powered vehicles already in service. The USPS will also host associated EV charging stations at both the Fresno and Stockton locations.

If the project receives funding, the USPS guarantees that all authorized members of the Project Team and their authorized subcontractors will by appointment be allowed to access throughout the term of the grant agreement to the USPS demonstration locations in order to complete their assigned tasks in the proposed Scope of Work. These tasks could include, but are not limited to, installation, maintenance, and data collection. The USPS also guarantees that it will commit the resources and staff necessary to successfully complete its assigned tasks, including hosting and operating the demonstration vehicles.

The value of this match contribution to the project is \$1,429,262.10 broken down as follows:

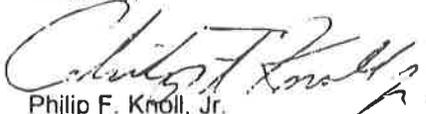
- Salary, fringe, and overhead burden for Step Van drivers: \$1,306,353.84
- Salary, fringe, and overhead burden for Phase-1 testing of trucks: \$46,654.10
- Salary, fringe, and overhead burden for USPS Program Oversight: \$52,254.15
- USPS vehicle fuel and electricity costs: \$24,000

The USPS is particularly well suited for the demonstration of the proposed near-zero- and zero-emission technologies. Today, the USPS has the single-largest civilian fleet of alternative-fuel vehicles in the world and has a long history of testing electric vehicles for city delivery. In fact, the first known test of an electric vehicle for mail collection was in Buffalo, New York on July 2, 1899 using a Winton Electric Automobile. On this project, the USPS will continue that tradition by demonstrating the vehicles described above, and exploring the possibility of expanding the proposed multi-source solutions to its numerous other distribution centers throughout California.

When fully integrated into the marketplace across California, this advanced technology solution has the potential to provide dramatic reductions in GHG emissions and significant improvements in air quality in the areas throughout the state—including Disadvantaged Area Communities (DAC)—that are most heavily impacted.

Again, we are excited about the proposed project and look forward to being a part of it. If you have any questions at all about our participation in this project, please contact me at the email address or phone number below.

Sincerely,



Philip F. Knoll, Jr.  
Manager, Fleet Management  
(202) 268-4332  
475 L'Enfant Plaza SW  
Washington, DC 20059  
[Philip.F.Knoll@usps.gov](mailto:Philip.F.Knoll@usps.gov)

cc: Han Dinh  
Ira Feldman

Mary Nichols  
Chair, California Air Resources Board  
1001 I Street  
Sacramento, California 95814

**Subject: Letter of Commitment for the US Postal Service Zero-Emission Truck Deployment Project**

Dear Ms. Nichols:

Motiv Power Systems is excited to take part in the San Joaquin Valley Air Pollution Control District's application to the California Air Resources Board's Zero-Emission Truck & Bus Pilot Commercial Deployment Program.

We have long collaborated with communities throughout California to ensure our demonstrations can both push the state of technology while supporting clean air efforts for disadvantaged communities. Our successes in grants with the California Energy Commission have enabled us to develop as a company from concept to pre-commercial product. This project will enable us to commercialize an innovative, zero-emission vehicle that meets both fleet and air quality needs.

In collaboration with the USPS, CALSTART, Efficient Drivetrains, Inc., Motiv Power Systems, and Morgan Olson, the Air District is proposing to demonstrate vehicles that will operate out of the USPS' Fresno and Stockton postal distribution centers, both of which are located in Disadvantaged Area Communities (DAC). Our All-Electric Zero-Emission powertrain will specifically be deployed in:

**Fresno**

- 4 All-Electric, Zero-Emission Step Vans powered by a Motiv Power Systems All-Electric Powertrain

**Stockton**

- 3 All-Electric, Zero-Emission Step Vans powered by a Motiv Power Systems All-Electric Powertrain

These vehicles will replace gasoline- and diesel-powered vehicles already in service. The USPS will also install and operate EV charging stations at both the Fresno and Stockton locations.





*Figure 1 Examples of Motiv Powered All-Electric Zero-Emission Vehicles Using the Same Technology as This Project*

Our technology is the only zero-emission powertrain option that has already been used in delivery, school bus, shuttle bus and work truck functions – and is the optimal platform for this project. This project offers unmatched scalability due to the nature of our technology and how it can rapidly be scaled into new applications, supporting the goals of this solicitation.

If the project receives funding, Motiv will commit the resources and staff necessary to successfully complete its assigned tasks, including obtaining appropriate vehicle chassis from Morgan Olson, performing design work necessary to install an all-electric powertrain, performing integration, and overseeing Morgan Olson on non-powertrain vehicle completion.

To demonstrate Motiv's dedication to this project, we have committed a match contribution of \$278,940.75, broken down as follows:

- \$4,173.75 in materials overhead
- \$127,140.00 in direct labor
- \$38,142.00 in Fringe/labor overhead
- \$6,000.00 in travel
- \$ 103,485.00 in indirect overhead

Again, we are excited about the proposed project and look forward to being a part of it. If you have any questions at all about our participation in this project, please contact me at the email address or phone number below.

Sincerely,



Jim Castelaz  
CEO, Motiv Power Systems  
[jim@motivps.com](mailto:jim@motivps.com)



Mary Nichols  
Chair, California Air Resources Board  
1001 I Street  
Sacramento, California 95814

**Subject: Letter of Commitment for the Zero-Emission Truck and Bus Pilot Commercial Development Project**

Dear Ms. Nichols:

Efficient Drivetrains, Inc. is excited to take part in the San Joaquin Valley Air Pollution Control District's application to the California Air Resources Board's (ARB) Zero-Emission Truck and Bus Pilot Commercial Development Project.

In collaboration with the USPS, CALSTART, EDI, Motiv Power Systems, and Morgan Olson, the Air District is proposing to demonstrate two types of zero-emission vehicles that will operate out of the USPS' Fresno and Stockton postal distribution centers, both of which are located in Disadvantaged Area Communities (DAC). Specifically, if the proposed project receives funding, the USPS will host the following 15 demonstration vehicles, by location:

- **Fresno**
  - 4 zero-emission, all-electric "Step Vans" powered by a Motiv Power Systems electric powertrain
  - 6 zero-emission, all-electric "Step Vans" powered by an EDI electric drivetrain
- **Stockton**
  - 3 zero-emission, all-electric "Step Vans" powered by a Motiv Power Systems electric powertrain
  - 2 zero-emission, all-electric "Step vans" powered by an EDI electric drivetrain

These vehicles will replace gasoline- and diesel-powered vehicles already in service. The USPS will also host 15 EV charging stations at both the Fresno and Stockton locations.

If the project receives funding, EDI guarantees that it will commit the resources and staff necessary to successfully complete its assigned tasks, including installing our plug-in hybrid-electric vehicle (PHEV) drivetrains into a total of 8 U.S. Postal Service step vans and performing all necessary integration.

To demonstrate EDI's dedication to this project, we have committed a match contribution of \$514,700.00, broken down as follows:

- \$420,000.00 in direct materials
- \$37,250.00 in direct labor
- \$43,087.50 in fringe and labor overhead costs
- \$14,362.50 in G&A costs associated with subcontractor costs

Again, we are excited about the proposed project and look forward to being a part of it. If you have any questions at all about our participation in this project, please contact me at the email address or phone number below.

Sincerely,

A handwritten signature in cursive script that reads "Joerg Ferchau".

Joerg Ferchau  
CEO  
Efficient Drivetrains  
1181 Cadillac Court  
Milpitas, CA 95035  
P: 408-624-1231  
E: [jferchau@efficientdrivetrains.com](mailto:jferchau@efficientdrivetrains.com)