

THE OK PRODUCE LEAN, GREEN PRODUCE MACHINE

FLEET WORKING GROUP

FLEET ELECTRIFICATION: Funding, Incentives & Grant Readiness

June 11, 2026



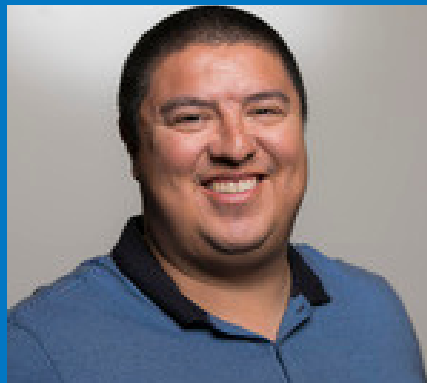
TODAY'S AGENDA

- 01** Welcome & Introductions
- 02** Funding Landscape Overview
- 03** Grant Readiness & Application Preparation Best Practices
- 04** Case Study & Lessons Learned
- 05** Open Forum: Q&A
- 06** Key Takeaways
- 07** Next Steps

MEET THE PROJECT TEAM

David Lopez

Supervising Air Quality
Specialist
Valley Air District



Brady Matoian

CEO
OK Produce



Kirsten Jadoo

Project Analyst
Momentum



Michelle Ortiz

Senior Air Quality Specialist
Valley Air District



Bob Thomason

Director of Transportation
OK Produce



Katrina Aceves

Project Lead
Momentum



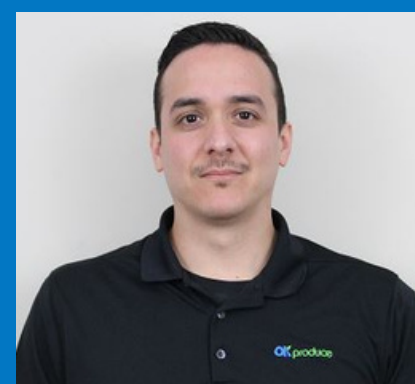
Seth Shanrock

Air Quality Specialist
Valley Air District



**Andres Aguayo
Hernandez**

Transportation
Projects Supervisor
OK Produce

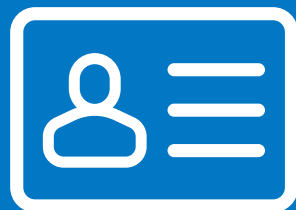


Mallory Maupin

Client Manager
Momentum



MEET THE FLEET WORKING GROUP



NAME



ORGANIZATION



FUNDING
CHALLENGE

FUNDING READINESS LEVELS

Intermediate

Applied to 4+ public funding opportunities with fair success.

Expert

Won and managed multiple regional, state, and/or federal awards.

Beginner

Considered applying, did once unsuccessfully.

Novice

Never applied or thought about this.

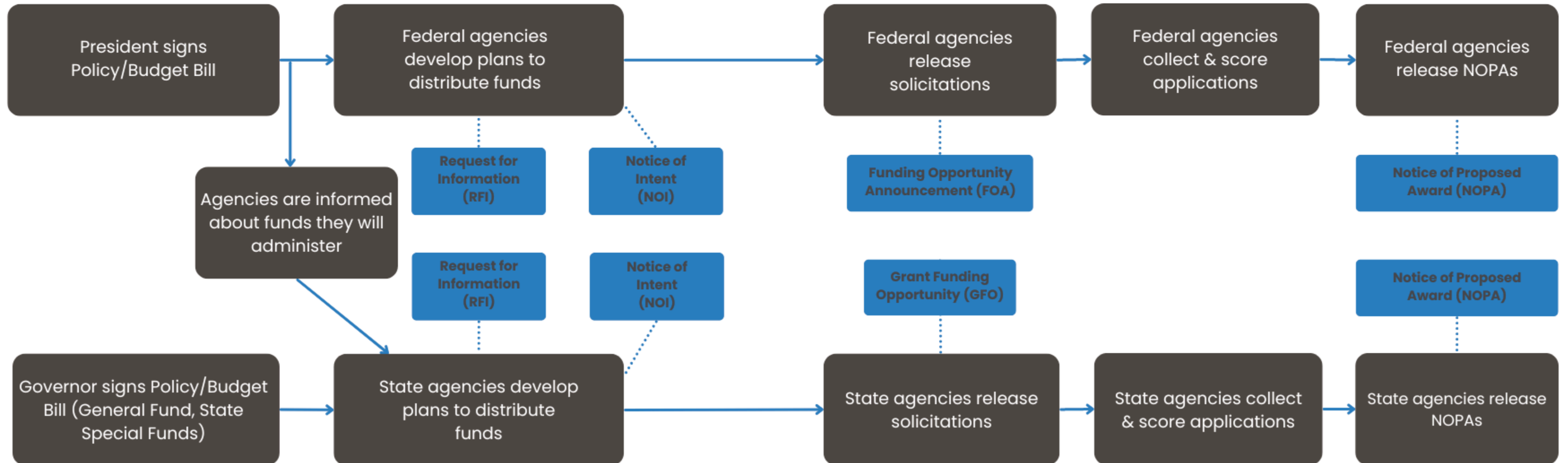
THE OK PRODUCE LEAN, GREEN PRODUCE MACHINE

02 FUNDING LANDSCAPE OVERVIEW

HOW FUNDS FLOW

FEDERAL

STATE



COMPARING THE FUNDS

Funding Mechanism	Who will give me the money?	Do I have to repay it?	Do I have to report on it?	\$\$\$	Most Common Uses
Rebate	Government agencies	No	Low reporting requirements	\$	Clean vehicles, infrastructure, off-road equipment
Grant	Government agencies, foundations	No	High reporting requirements	\$\$	Projects
Loan	Government agencies, foundations, commercial banks, community lenders	Yes	Depends on the lender	\$\$\$	Large upfront construction costs, commercialization projects
Tax credit	IRS	No	TBD	\$\$\$	CapEx

FUNDING CATEGORIES

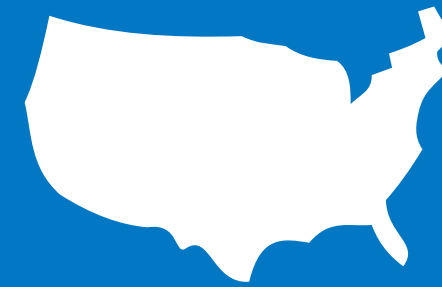
REGIONAL



STATE



FEDERAL



VALLEY AIR DISTRICT'S NEED FOR REDUCTION IN MOBILE SOURCE EMISSIONS



AIR QUALITY MANAGEMENT

Responsible for the air
quality management
in the 8 counties of
the Valley



EMISSIONS REDUCTION

The Valley is
severely affected by
mobile source
emissions



EFFECTIVE STRATEGIES

Great improvements
emissions reduced by
over 80% since 1992



SUSTAINED INVESTMENTS

\$2.8 billion public/private
investment in clean air
projects through District
grant programs



REDUCTIONS STILL NEEDED

Significant additional
reductions necessary to
meet ever-toughening
standards



REGIONAL FUNDING PROGRAMS

Program	Administering Agency	Focus Area	Timing / Application Status
Clean Vehicle Fueling Infrastructure Program (CVFIP)	SJVAPCD	Funding for heavy-duty EV charging and hydrogen fueling infrastructure, including new stations, station expansions, and conversions. Supports fleet electrification and alternative fueling deployment.	Currently open and accepting applications.
Electric Yard Truck Replacement Program	SJVAPCD	Incentives for replacing older diesel yard trucks with new electric yard trucks. Supports commercial fleets and goods movement operations.	Currently open and accepting applications
Zero-Emission Forklift Replacement Program	SJVAPCD	Replaces LSI forklifts with battery-electric or hydrogen fuel-cell forklifts operating in warehouses, logistics, agriculture, and industrial facilities.	Currently open and accepting applications
Truck Replacement Program (TRP)	SJVAPCD	Replaces older Class 4–8 diesel trucks with zero-emission, low-NOx, or alternative-fuel vehicles.	Currently open and accepting applications

01 CLEAN VEHICLE FUELING INFRASTRUCTURE PROGRAM



Purpose:

Expand clean transportation infrastructure by supporting alternative fuel and charging facilities.

Available Funding:

Baseline: up to 60% of eligible costs; up to 100% for public school bus projects. Additional incentives available (+10% to +15%) for qualifying projects.

Eligible Applicants:

Public and private entities, including state agencies, counties, cities, special districts, school districts, universities, federal agencies, private organizations, and corporations.

Eligible Projects:

Hydrogen fueling stations, battery charging stations, new facilities, expansions of existing facilities, and conversions of existing fueling facilities.

Application Timeline:

Open

Purpose:

Replace heavy-duty diesel yard trucks operating within District boundaries with new zero-emission electric yard trucks.

Available Funding:

45% of the cost of a new truck. The remaining funding is limited.

Eligible Applicants:

Owners/operators of eligible yard trucks operating within the District.

Eligible Projects:

Replacement of Class 7 or Class 8 on-road or off-road diesel yard trucks with zero-emission electric yard trucks. Existing engines must be model year 2020 or older (or Tier 3 or less).

Application Timeline:

Open



02 ELECTRIC YARD TRUCK REPLACEMENT PROGRAM

03 ZERO-EMISSION FORKLIFT REPLACEMENT PROGRAM



Purpose:

Accelerate the adoption of zero-emission forklifts by replacing older large spark ignition (LSI) forklifts.

Available Funding:

Up to 80% of the eligible costs of the new zero-emission forklift.

Eligible Applicants:

Owners/operators of compliant, operational LSI forklifts that operate at least 50% in the District and 75% in California.

Eligible Projects:

Replacement of existing LSI forklifts with zero-emission forklifts; old forklifts must be scrapped through a District-certified dismantler.

Application Timeline:

Open

Purpose:

Reduce mobile-source emissions by replacing older diesel trucks with zero-emission trucks.

Maximum Funding:

Funding generally covers up to 80% of eligible costs for fleets with 1–20 trucks and 50% for fleets with 21+ trucks, subject to cost-effectiveness limits.

- Class 8 – \$410,000
- Class 6/7 – \$180,000
- Class 4/5 – \$170,000

Eligible Applicants:

Fleets that are in compliance, domiciled in the District, and have owned/operated the truck for at least 24 months

Eligible Projects:

Replacement of eligible diesel trucks (2020 engine year or older) with a similar type and size zero-emission truck.

Application Timeline:

Open

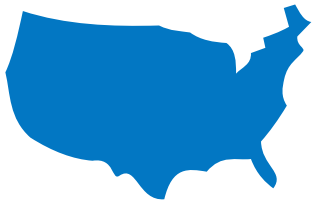


04 TRUCK REPLACEMENT PROGRAM



STATE FUNDING PROGRAMS

Program	Administering Agency	Focus Area	Timing / Application Status
EnerGIZE Commercial Vehicles	CEC / CALSTART	MHDV charging and hydrogen fueling infrastructure	Fast Track applications expected to open later this year.
Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP)	CARB	Point-of-sale vouchers for zero-emission trucks and buses	Open / Rolling until funds are exhausted.
Clean Off-Road Equipment Voucher Incentive Project (CORE)	CARB	Zero-emission off-road equipment deployment	Periodic funding windows. Availability depends on annual allocations.
Carl Moyer Programs	CARB & Local Air Districts	Vehicle and equipment replacement/repower projects	Varies by air district.
Clean Transportation Program (CTP)	California Energy Commission	Statewide transportation electrification and infrastructure	Competitive solicitations released throughout the year.
Zero-Emission School Bus and Infrastructure (ZESBI)	CARB & CEC	School bus deployment and charging infrastructure	Currently closed/oversubscribed.
Low Carbon Fuel Standard (LCFS) Credits	California Air Resources Board (CARB)	Ongoing credit generation from transportation electrification. Credits can be monetized to offset vehicle and infrastructure costs.	Active/Ongoing. Not a grant competition. Eligible entities may register, report fuel use, and generate credits on a recurring basis.



FEDERAL FUNDING PROGRAMS

Program	Administering Agency	Focus Area	Status
NEVI Formula Program	FHWA / State DOTs	EV charging corridor deployment, freight corridor readiness, grid planning	Active through state implementation plans and annual formula allocations
Diesel Emissions Reduction Act (DERA)	EPA	Truck replacement, fleet modernization, electrification, idle reduction	Annual Solicitation
Low or No Emission (Low-No) Grant Program	FTA	Zero-emission transit buses and charging/fueling infrastructure	Annual Solicitation
Bus and Bus Facilities Program	FTA	Charging infrastructure, bus depots, maintenance facilities	Annual Solicitation
RAISE Grants	USDOT	Freight, transportation, and infrastructure projects	Annual Solicitation
INFRA Grants	USDOT	Nationally significant freight and highway projects	Annual Solicitation

FUND STACKING EXAMPLE

Example Project:
MHDV Fleet Electrification Project

Project Cost:
\$15M total

Project Scope:
20 Class 8 Electric Trucks + Depot
Charging Infrastructure

Funding Category	Example Program(s)	Example Contribution
Federal Funding	DERA	\$3M
State Vehicle Incentives	HVIP	\$5M
State Infrastructure Funding	EnergIIIZE Commercial Vehicles	\$2.5M
Regional Infrastructure Funding	CVFIP	\$1.5M
Utility Incentives	PG&E	\$1M
Tax Credits	LLCFS credits	\$1M+
TOTAL PROJECT FUNDING		\$14M (93% cost coverage)

The most competitive MHDV projects rarely rely on a single funding source. Successful deployments typically stack federal grants, state incentives, regional programs, utility rebates, and LCFS revenue to cover 70–95% of total project costs.

03 GRANT READINESS & APPLICATION PREPARATION BEST PRACTICES



KEYS TO NAVIGATING FUNDING



BE AWARE

Search & Subscribe:
Know what funds
will be available and
anticipate when



ENGAGE

Participate in
agency and
partnership
engagements for
feedback and
questions



PREPARE

Proactively identify
programmatic
parameters and
submission
requirements



RESPOND

Read the entire
solicitation
document



PURSUE

Commit to realistic
project components
and deliverables

DO'S FOR BUILDING A COMPETITIVE APPLICATION

Strong Applications Include:

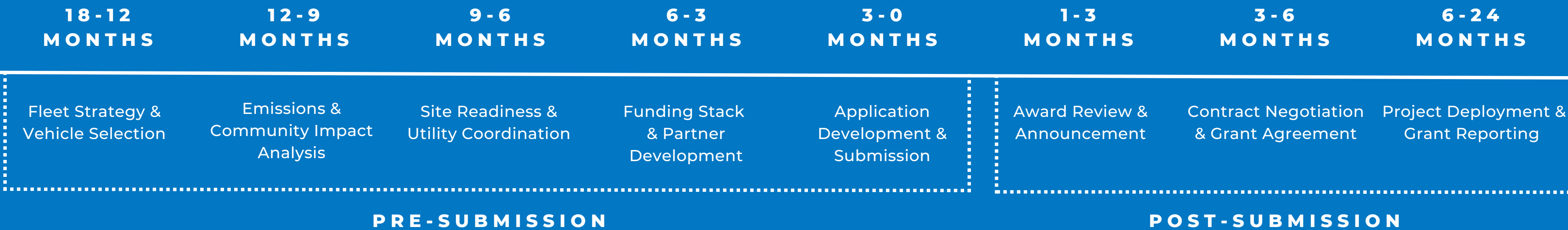
- ✓ Clear deployment plan
- ✓ Fleet and infrastructure readiness
- ✓ Demonstrated emissions reductions
- ✓ Utility coordination completed
- ✓ Community benefits identified
- ✓ Leadership support secured

DONT'S FOR BUILDING A COMPETITIVE APPLICATION

Common Gaps Include:

- x Missing fleet data
- x Unclear deployment timeline
- x No utility engagement
- x Weak budget justification
- x Incomplete stakeholder alignment
- x Letting the grant dictate your scope

GRANT READINESS & IMPLEMENTATION TIMELINE



The most successful applicants are often 6–12 months ahead of the funding opportunity. The goal is to have most of these activities completed before a funding opportunity is released, allowing your team to focus on application development rather than project planning.

PROJECT READINESS EXAMPLE: CVFIP

Provides incentives for the installation, conversion, and expansion of hydrogen fueling and electric battery charging stations for heavy-duty vehicles.

- ✓ Detailed project budget
- ✓ Proof of site control
- ✓ Estimated utilization & route info
- ✓ Utility coordination
- ✓ Project implementation schedule
- ✓ Match funding secured

Eligible Costs:

- Equipment
- Installation
- Design / Engineering
- Permitting

THE OK PRODUCE LEAN, GREEN PRODUCE MACHINE

04 CASE STUDY & LESSONS LEARNED

OPEN FORUM: Q & A

KEY TAKEAWAYS

- 01** Plan Projects Before Funding Opens
- 02** Build a Funding Stack,
Not a Single Funding Strategy
- 03** Readiness Drives Competitiveness
- 04** Grant Awards Are Only the Beginning
- 05** Partnerships Accelerate Success



2026 FWG SCHEDULE

Q1

Early
Operational
Insights &
Lessons
Learned

Q2

Fleet
Electification:
Funding,
Incentives &
Grant Readiness

Q3

Charging
Infrastructure
Planning & Site
Readiness for
Class 8 BEVs

**Sept. 10, 2026,
1 – 2:30 p.m.**

Q4

Workforce
Development &
Training Needs
for ZEV Fleet
Transitions

THE OK PRODUCE LEAN, GREEN PRODUCE MACHINE

FLEET WORKING GROUP

THANK YOU

