

# The Innovative Small E-Fleet (ISEF) Set-Aside

Aug 2024



CALIFORNIA  
**HVIP**  
Voucher Incentive Project



# What is ISEF?

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What: Set-aside with the Clean Truck and Bus Voucher Incentive Project (HVIP) designed to support small fleets and individual owner operators in accessing zero-emission vehicles. Providers are companies who offer small fleets innovative options, for example:

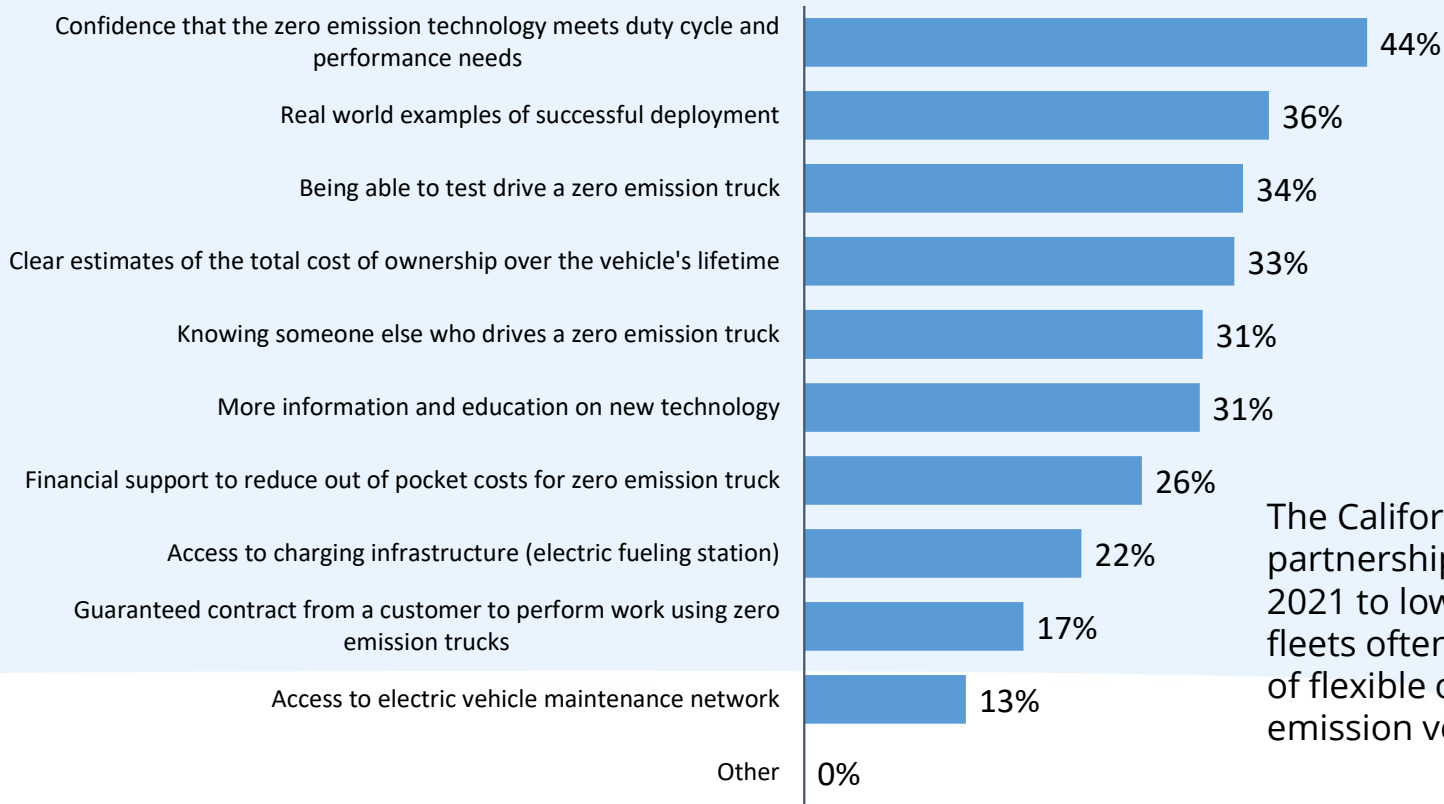
- **Short term rentals**
- **All-inclusive leases**
- **Peer-to-peer truck sharing**
- **Truck-as-a-service**
- **Other alternative business models**

## Innovative Small eFleet

ISEF allows for flexibility otherwise not accepted in HVIP. Small fleets looking to do traditional lease, and purchases, can do so through standard HVIP and still get a double voucher



# A Survey of 500 Small Fleets Revealed the need for Flexibility and Learning



The California Air Resources Board (CARB), in partnership with CALSTART, launched ISEF in 2021 to lower the entry barriers that smaller fleets often face and to explore the integration of flexible options when acquiring a zero-emission vehicle.



# Funding Year 2022 – 2023 Recap



\$111 million  
requested



184 unique  
fleets applied



Average fleet  
size: 5



78% domiciled  
in DAC

## Projects Breakdown:

357 - Standard Purchase

192 - Truck as a Service

11 – Leases

25 - Rental

53 - Financing

28 - Providers

# Small Fleets: Everything you need to know

## Small Fleet Definition:

- Companies with 20 or fewer MHD vehicles\* operating in California and less than \$15 million\*\* in annual revenue
  - Private or Public agency
  - Non-profit
  - Independent owner operators

\*As of January 1, 2024 fleet size is inclusive of the fleet's vehicles domiciled anywhere globally that are over 8,500 lbs. GVWR - including all such vehicles under common ownership or control as defined in HVIP's IM.

\*\*Government agencies and non-profits are exempt from revenue cap.



# ISEF Eligible Vehicles: Class 2b - 8



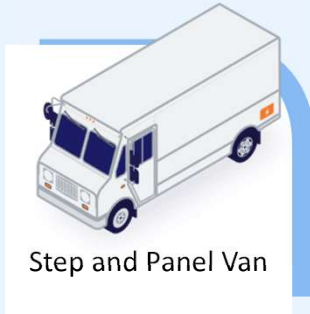
\$20,000 - \$50,000



\$85,000 - \$120,000



\$30,000 - \$85,000



\$7,500 - \$85,000



\$30,000 - \$120,000



\$120,000 - \$240,000

Modifier Type	Modifier Amount
Class 8 Drayage Truck	+25%
Refuse Truck	+25%
Disadvantaged Community	+15%
Class 8 Fuel Cell	+100%

Vouchers are capped at 90% vehicle price

Search at [CaliforniaHVIP.org](https://CaliforniaHVIP.org)



# Voucher Modifier Example: DAC

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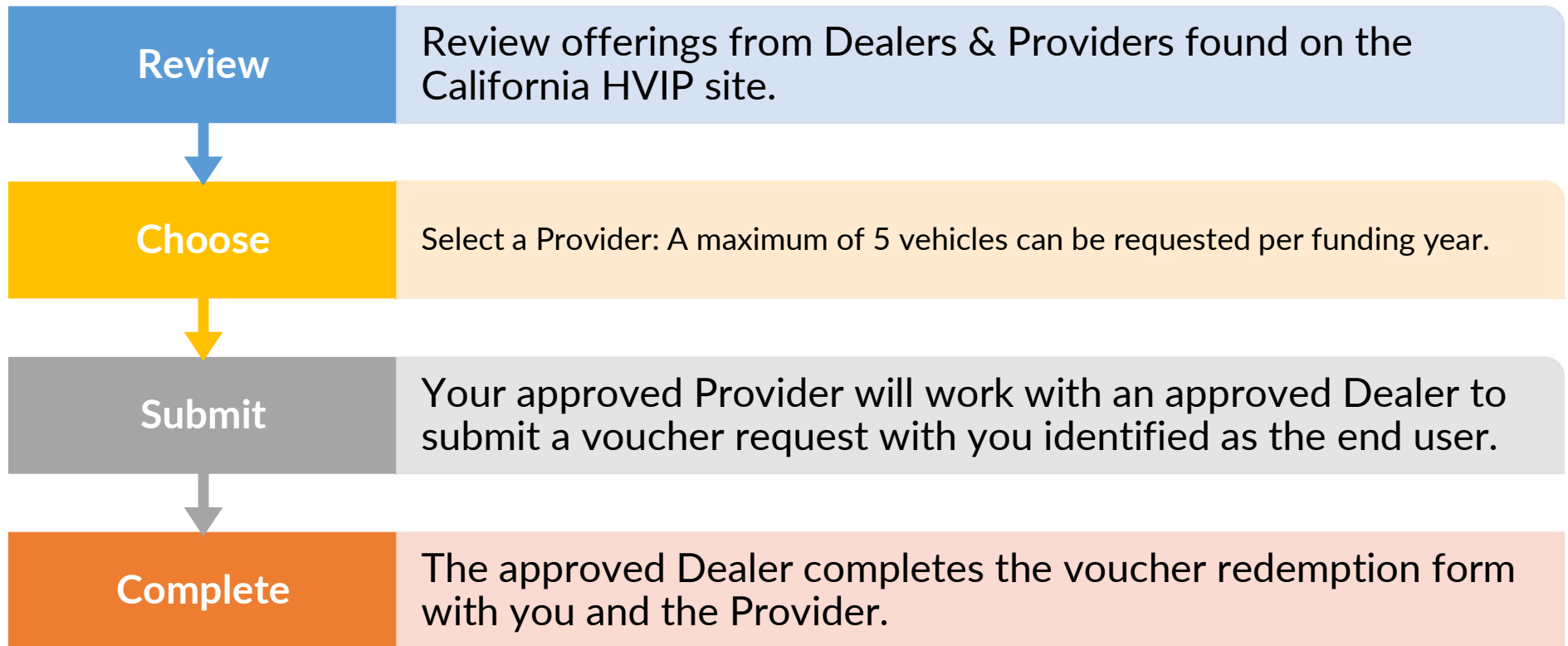
- An Example: Class 8 truck that performs drayage operations and domiciled in a qualifying disadvantaged community (DAC).
  - Class 8 -  $\$120,000 \times 2 = \$240,000$
  - Drayage -  $25\% \times \$240,000 = \$60,000$
  - DAC -  $15\% \times \$240,000 = \$36,000$ 
    - Maximum voucher amount = \$336,000\* (Voucher is capped at 90% of vehicle MSRP)

DAC Mapping Tool - <https://webmaps.arb.ca.gov/PriorityPopulations/>

- The DAC voucher modifier applies to small fleets with a domicile address that fall within the following:
  - Disadvantaged Communities (Yellow area on map legend)
  - Disadvantaged and Low Income Communities (Green; yellow AND blue area on map legend)
  - Low Income Communities within ½ mile of a Disadvantaged Community (Crosshatched purple area on map legend) and
  - Low Income Households within ½ mile of a Disadvantaged Community (Crosshatched grey area on map legend)



# Small Fleets: Requesting a voucher

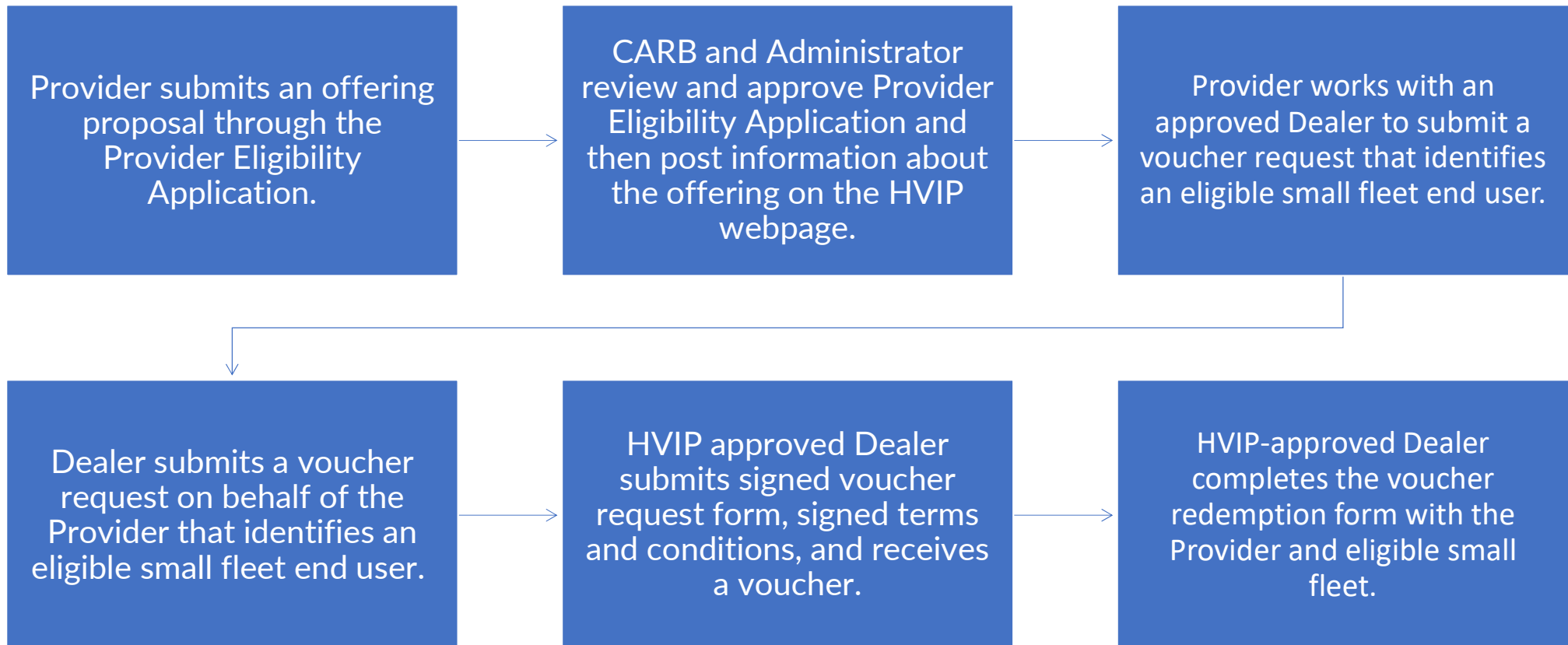




# Providers/Dealers: How does ISEF work?



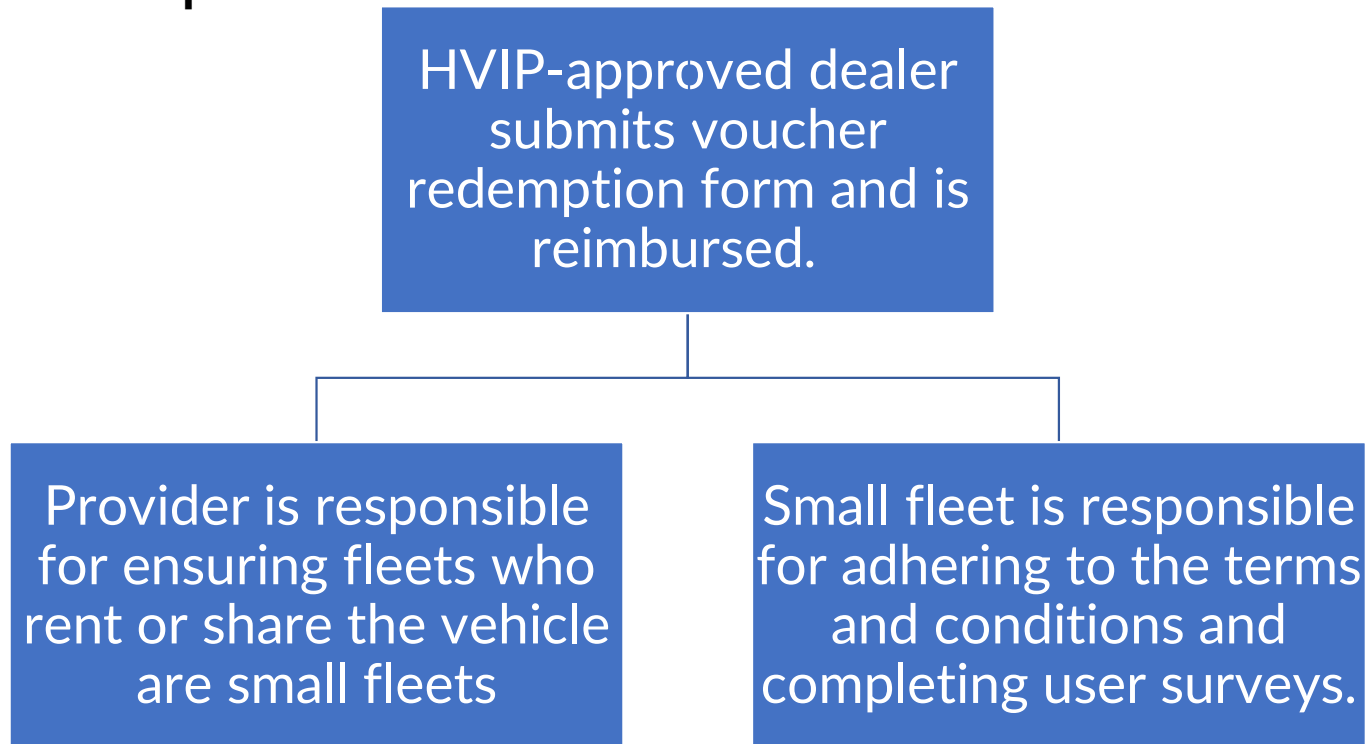
## Process to Participate



# Providers/Dealers: How does ISEF work?



## Process to Participate



# Small Fleet Compliance

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Dealers and Providers should be verifying all information prior to voucher requests.

## Fleet Size Check:

[SAFER system](#) - Verify fleet DOT# and CA# are active and confirm fleet size.

## Dot# & CA#:

### STEPS:

1. GET A DOT NUMBER FROM [FMCSA \(FEDERAL MOTOR CARRIER SAFETY ASSOCIATION\)](#)
  - Note: once registered your information will be public and many users experience a *high number of spam and scam calls and solicitations*, please ignore these they are NOT official communications.
2. WITH YOUR DOT # YOU CAN THEN APPLY FOR CA NUMBER WITH [CHP \(CALIFORNIA HIGHWAY PATROL\)](#)
  - The application will need to be *faxed, mailed, or hand delivered to your local CHP office*. After you send this in it usually takes about two weeks to get a CA #.

➔ HVIP voucher requests require a DOT and a CA number. Small fleets may not have needed these before, but if acquiring a vehicle over 10,000 GVWR, these are required.



# Small Fleet Compliance Cont'd

Dealers and Providers should be verifying all information prior to voucher requests.

## CARB Compliance:

[TRUCRs Check](#) – Verify fleet is registered and compliant in TRUCRs.

- [Compliance overview](#) – Describes the compliance requirements for reporting.
- Many small fleets do not need to register in TRUCRs due to not meeting the weight threshold. The Dealer must submit an exemption letter stating the reason.

## Labor Law Attestation:

[Attestation](#) - Small fleets must complete a labor law attestation during the voucher request process. It is encouraged fleets do this at the time of voucher request or just before.

## Fleet Revenue:

Annual fleet revenue must be less than \$15 million. At any time CARB and its administrator may ask for documents verifying revenue.

\*non-profits and gov agencies are exempt from revenue cap

## Domicile Address:

The domicile address of the vehicle must be verifiable. If domicile address is a residential address, official documents with the fleet business name and address will be required during the voucher review.



# Small Fleet Responsibilities

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1. Small Fleets are responsible for:
  - a) Providing accurate and timely information to their dealers & providers
  - b) Signing and returning voucher process documents
  - c) Adhering to the terms and conditions
    - Can be found at the end of the [Appendix](#):
  - d) Completing user surveys

# Provider Eligibility Application

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1. Providers will submit a Provider Eligibility Application directly via an online portal found at <https://californiahvip.org/purchasers>. Provider application is open year-round.
  
2. Information to be listed in the Provider Eligibility Application
  - a) Contact information, project price by class/type of vehicle, comparable combustion vehicle pricing, total projected zero-emission cost on a per-month or per-mile basis, assurances of fueling provisions, and supportive warranty and service agreements.
  - b) As ISEF Providers are approved, their offerings and contact information will be added to <https://californiahvip.org/purchasers> so that fleets can find a provider that best aligns with their operational needs.
  
3. HVIP Dealers offering Standard Purchases DO NOT need to become a Provider.



# ISEF Provider Directory: [Californiahvip.org/isef](https://californiahvip.org/isef)

The screenshot shows the website's navigation bar with links for VPC, Search, FAQ, Contact, and a dropdown menu. The main menu includes Funding, Vehicles, Purchasers (highlighted), Sellers, News & Events, and Impact & Data. The page title is "Provider Directory Resource".

Innovative Solution Providers are listed below; these companies offer options which are not typically offered in HVIP like Truck-as-a-service, short term rentals & leases.

Previously, small fleets were able to purchase vehicles through ISEF. As of 11/17/2023, all standard purchases formerly made through ISEF will now be funded through Standard HVIP, and all existing ISEF standard purchase vouchers will be automatically adjusted to reflect the new HVIP small fleet incentive levels. The base voucher will be doubled for small public and private fleets submitting new voucher requests on or after 11/17/23 in Standard HVIP, the Drayage Truck Set-Aside, or the Public Transit Set-Aside, for any HVIP-eligible vehicles.

Fleets looking for guidance, please contact Cal Fleet Advisor [www.calfleetadvisor.org](http://www.calfleetadvisor.org).

Dealers and provider questions can be directed to [isef@californiahvip.org](mailto:isef@californiahvip.org).

[Provider eligibility application](#) is open year round, only required for Innovative Solution Providers, no longer required for HVIP dealers.

[ISEF Provider – Fleet Change Request](#)

[ISEF Provider – Fleet Purchase Request](#)

Provider	Dealer	Vehicles	Type	Contact	Description
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# Helpful Links

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ISEF FAQ's: [About Us - Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project | California HVIP](#)

Current ISEF Availability: [Funding Updates - Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project | California HVIP](#)

Current June 3rd ISEF Appendix: [FY23-24-HVIP-ISEF-IM-Appendix-F.pdf \(californiahvip.org\)](#)

Provider Eligibility Application: [HVIP Innovative Small e-Fleet Application Part A \(formstack.io\)](#)

Fleet Size Verification, DOT and CA# check: [SAFER Web - Company Snapshot \(dot.gov\)](#)





# Support Available : Cal Fleet Advisor

- Small fleets needing assistance choosing the right vehicle or ISEF provider are encouraged to reach out to Cal Fleet Advisor.
- Visit <https://calfleetadvisor.org/get-started-today/> and they team can answer any questions you may have on ISEF eligibility and help you better understand your options and benefits in transitioning to zero-emission vehicles.



Website: <https://calfleetadvisor.org/>  
Contact: [calfleetadvisor@californiahvip.org](mailto:calfleetadvisor@californiahvip.org)



Learn more at:

[californiahvip.org](https://californiahvip.org)

Email

[isef@californiahvip.org](mailto:isef@californiahvip.org)