



# **Using Incentive Programs to Upgrade Your Fleet**

*Kathi Harris, Emisstar LLC*

**H-GAC Advancing the Choice**

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# Clean Cities Program



- “Aims to advance the nation’s economic, environmental and energy security by supporting local decisions to adopt practices that reduce petroleum consumption”
- Stakeholder for Houston-Galveston Area, Central Texas, Dallas-Fort Worth, and Greater Long Island, NY

# Our company: Emisstar LLC

- Mobile Emissions Technology, Policy and Implementation
- Founded in 2005
- Offices in New York, New England, Texas and California



# Emisstar's Practice Areas



## **Incentive Program Guidance**

*from application to  
implementation*



**Testing Services** *Assessing  
emissions & energy  
technology in real-world &  
lab environments*



## **Sustainable Transportation Services**

*Optimizing environmental  
performance & fuel  
efficiency*



**Strategic Advisory  
Services** *Provide policy  
insight & identify market  
opportunities*



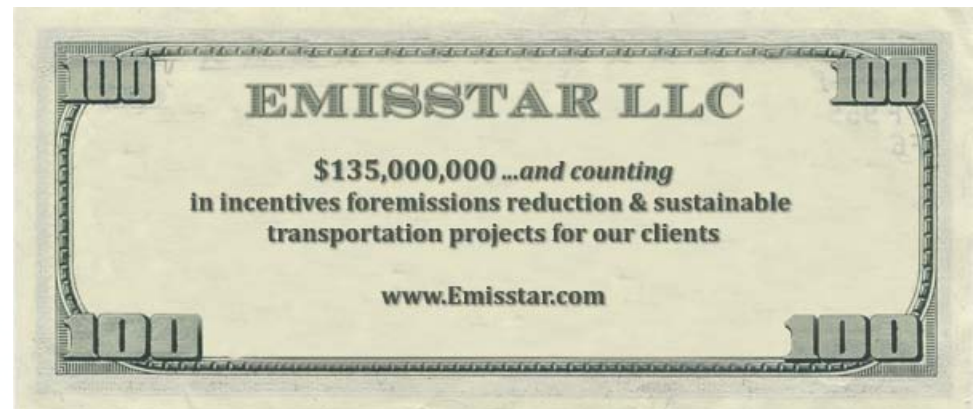
**Advanced Vehicle  
Technology** *Expertise in  
emissions reductions  
technology*



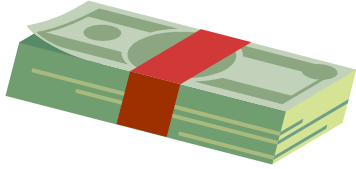
**Project Management**  
*Designing and implementing  
innovative emissions  
reduction solutions.*

# 'Grants Are Hard, Why Bother?'

- Over \$135,000,000 in emissions reductions grants for our clients
- 27,000 tons of emissions reduced



# Many Benefits!



- Financial

- Upgrade your fleet now with new, cleaner trucks.
- Save on maintenance costs.



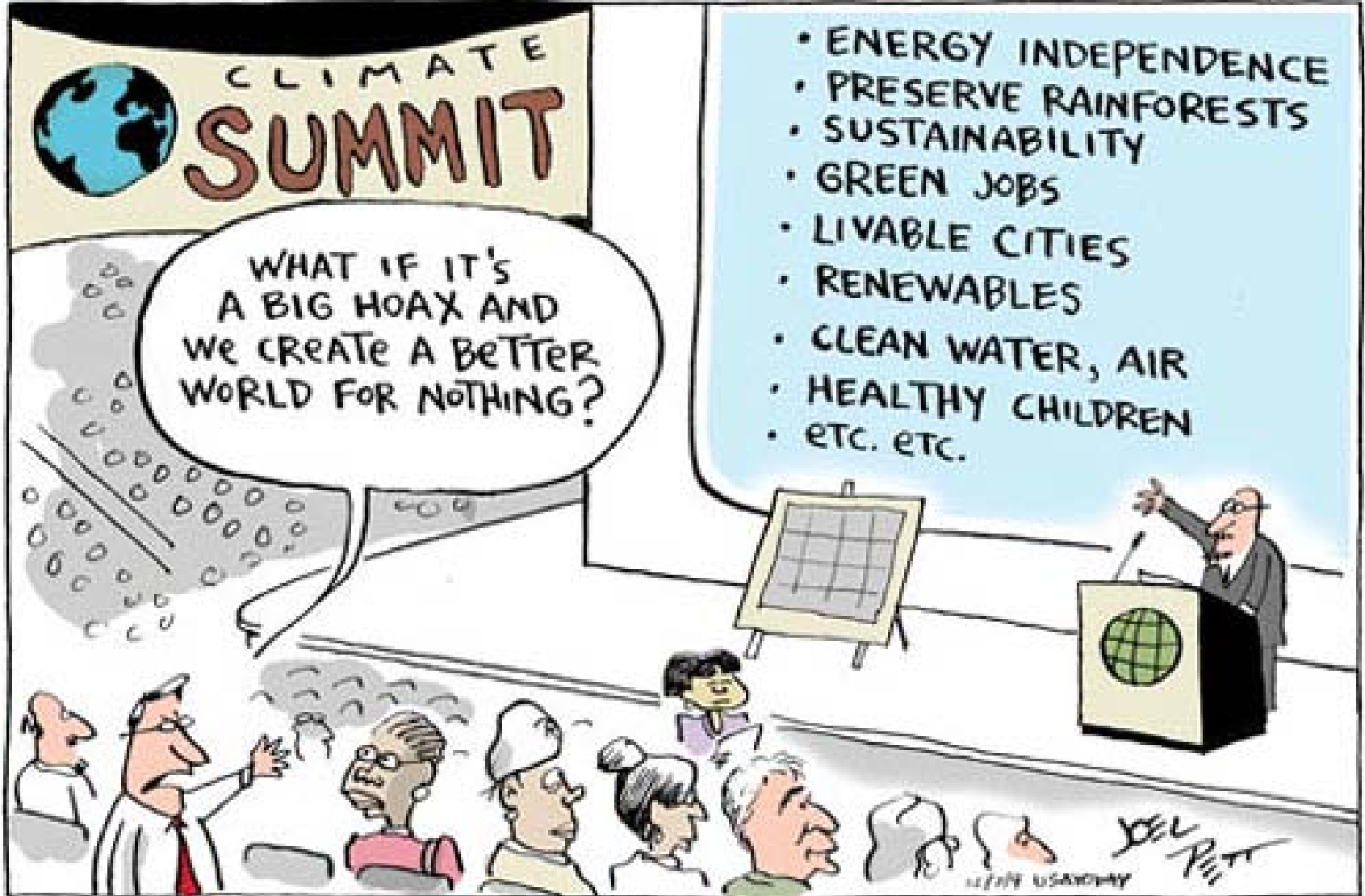
- Environmental

- Cleaner air quality for your community.
- Save fuel & decrease dependence on foreign oil.



- Public Relations

- Demonstrate commitment to customers and citizens.



# CLIMATE SUMMIT

WHAT IF IT'S A BIG HOAX AND WE CREATE A BETTER WORLD FOR NOTHING?

- ENERGY INDEPENDENCE
- PRESERVE RAINFORESTS
- SUSTAINABILITY
- GREEN JOBS
- LIVABLE CITIES
- RENEWABLES
- CLEAN WATER, AIR
- HEALTHY CHILDREN
- etc. etc.



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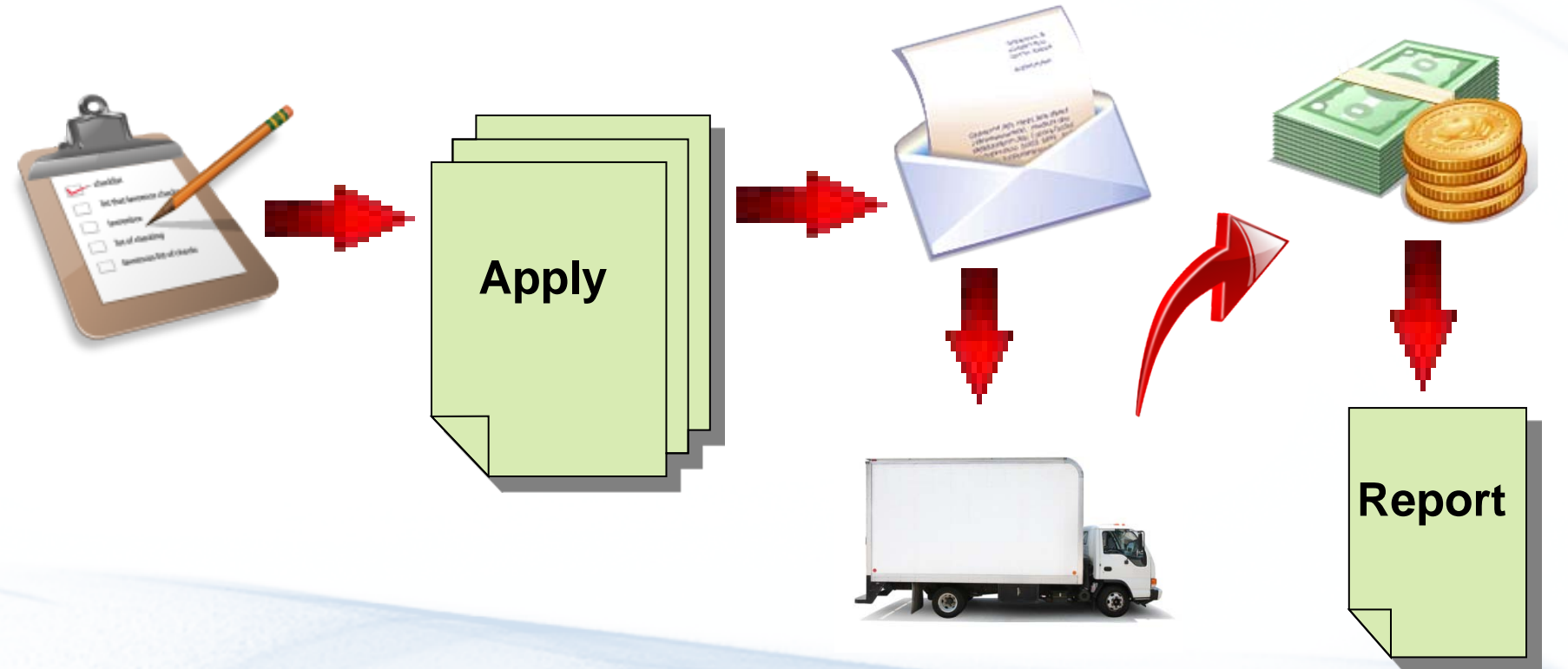
# How Can I Participate?

- Grant amounts are decided on:
  - Pollutants reduced
  - Cost-effectiveness
  - Environmental benefits
- Grants may cover:
  - A percentage of costs (25-100%)
  - The difference between buying a 'dirty' engine and a clean machine, idle-reduction, aerodynamics, retrofits



# Incentive Program Process

1. Gather Project Info
2. Complete Proposal
3. Receive Notice & Buy Vehicles
4. Reimbursement & Reporting



# Assess Your Fleet

1. How old is our fleet and what do we have now?
2. Where is the fleet located?
3. What new trucks would we like?



# Gather Fleet Info

- Typical fleet info requested
  - Make, model, model year, class for old and new trucks,
  - Engine make, model, model year, hp, serial #, EPA family code
  - Annual and total mileage, annual fuel use, fuel type, idling hours, hours usage (non-road equipment)
  - Routes traveled, location of base
  - VINs, copies of registrations, titles
  - Pictures of vehicle, engines, safety stickers
  - Dealer Quotes for new trucks
  - Proof of scrapping of old trucks/engines





# Case Study - Success Story

- Company X
  - Received \$2.0M to date
    - Federal and State Programs
  - New Diesel (Class 3 -8), CNG, Electric Trucks, Aerodynamics, Low Rolling Resistance Tires

# How Do They Do It?

- Knowledge – Partner with suppliers and environmental consultant to keep informed of grant opportunities and requirements.
- Coordination - Name internal ‘point person’ to gather fleet info and needs from regional managers across the country.
- Roll Up Sleeves - Work with partners who turn data into competitive grant applications.

# Follow One Truck

- Company X informed Partners - Need new Class 3 delivery truck in Fort Worth, TX
- Consultant determined best available grant program:  
American Recovery and Reinvestment Act  
Offered up to 25% of truck replacement cost.
- Consultant provided grant requirements:  
Scrap old truck, report on new truck usage for 2 years, submit application through eligible entity (ex: North Central Texas Council of Governments)
- Company X worked with Supplier on new truck quote

# Keep Following That Truck

- Company X Point Person provided fleet, corporate background, truck pricing to consultant
- Consultant guided company through grant process, collected required information, performed emissions calculations, 'wrote the grant' and submitted for Company X
- Everyone waited from May 2009 until August 2009 for results
- Success! In this one grant, Company X was awarded \$187,597 for 13 trucks, averaging \$14,430 per truck.

# Incentive Programs & Projects



## Texas Emissions Reduction Plan, COGs, GLO, RRC

*Working with fleets and dealers to assist with application preparation, program compliance and fleet assessment*



## EPA SmartWay Partnership

*Working with fleets to evaluate their baseline environmental performance and develop their action plan to reduce emissions and improve fuel economy*

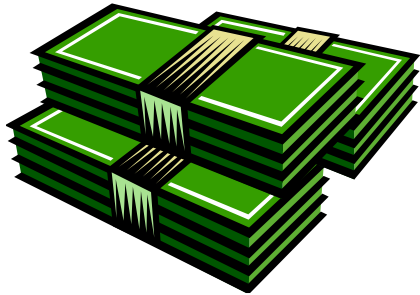
## SmartWay Financing Program

Partners	Project	Award
EDF, H-GAC	“Bridge Loan to Support Clean Drayage”	\$9M

# Incentive Programs & Projects

## H-GAC Clean Vehicles Program

*Funds new low emission vehicles, repowers, retrofits, infrastructure*



## Tax Credits

*Federal credits for alternative fueled vehicles, fuel cells, hybrids, plug-in electrics \$2,500 - \$32,000*

[www.afdc.energy.gov/afdc](http://www.afdc.energy.gov/afdc)

# Incentive Programs & Projects

## EPA Emerging Technologies

Partners	Project	Award
City of Irving, City of Garland	Onroad - Truck Retrofit Project	\$1M
ESW, MRCT, Ingram Barge	Marine - DOC Retrofit Project	\$2M



## DOE, EPA National Programs

Partners	Project	Award
EDF, POHA	Marine/Nonroad	\$3.4M
NCTCOG, Frito Lay, Food Buy	Onroad - Electric Trucks, Aero	\$1.3M
City of Denton	Onroad - Clean Diesel, Hybrids	\$725K



# Partners and Clients

- **Public Sector**

- City of Denton, Texas
- City of Irving, Texas
- City of Garland, Texas
- Delaware Natural Resources and Environmental Control
- Environment Canada
- Long Island Rail Road
- Metropolitan Transportation Authority
- Metropolitan Washington Council of Governments
- Nassau County, New York
- New York City Department of Environmental Protection
- New York City Department of Transportation
- New York Metropolitan Transportation Council
- New York State Energy Research & Development Authority
- Port Authority of New York and New Jersey
- County of Rockland, New York
- Texas Commission on Environmental Quality
- Town of Islip, New York
- Triborough Bridge and Tunnel Authority

# Partners and Clients

- **Non-Profit and Research Organizations**

- Clean Air Communities
- Diesel Technology Forum
- Environmental Defense
- Greater Long Island Clean Cities Coalition
- Houston Advanced Research Center
- Industrial Technology Assistance Corporation
- NESCAUM - The Clean Air Association of the Northeast States
- New Jersey Clean Cities Coalition
- NGVAmerica
- Puget Sound Clean Air Agency
- Southern Research Institute
- Texas Environmental Research Consortium
- The Research Foundation of the State University of New York

# Partners and Clients

## •Private Sector

- Adobe Equipment
- Agnik LLC
- Airmeex S.A.
- AKRF
- Allied Waste Services
- Atlantic Express
- Atlantic Detroit Diesel Allison
- BASF Catalysts / Engelhard Corporation
- Bauman & Sons
- CDM
- Claire Advanced Emission Controls, LLC
- Clean Air Systems
- Clean Diesel Technologies, Inc.
- Clean Energy
- Climate Change Technologies LLC
- Cummins Power Systems
- Doosan Engine Co., Ltd.
- Dynamic Express International
- E Global Solutions, Inc.
- Eastern Research Group, Inc. (ERG)
- Engine Control Systems Limited
- Environmental Solutions Worldwide
- Extengine Transport Systems, LLC
- Fleetsource
- Foodbuy LLC
- Frito-Lay
- Greatwide Logistics Services
- Hallahan Trucks
- Hatch Mott MacDonald
- Hazen and Sawyer
- Holt Cat
- Huss Umwelttechnik Gmb
- Hyundai Heavy Industries Co., Ltd.
- ICF International
- Ingram Barge Company
- Interstate Waste Services
- ISE Corp
- Jenna Concrete Corp.
- Johnson Matthey
- John Hall Public Affairs
- Liberty Maritime Corporation
- Malcolm Pirnie
- Mississippi River Corridor
- Mustang Cat
- National Grid
- Nett Technologies Inc.
- New Deal Logistics
- PepsiCo
- Rypos Inc.
- SAIC
- Sensors, Inc.
- Smith Electric Vehicle Group
- Stewart and Stevenson, LLC
- Suffolk Bus Company
- SUD Chemie
- Taylor Equipment Company
- URS Corporation
- Universal Clean Air Technologies International (UCTI)
- Utilimaster
- Vista Research
- Waste Management
- We Transport
- West Virginia University

# How can we help you?

What alternative fuels and technologies could work for your fleet?

- Incentive Program Participation
- Options available for reducing emissions of criteria pollutants and GHGs, and improving fuel economy
- Demonstrations of emerging technologies and verifying benefits with PEMS technology

# Contact us



[www.emisstar.com](http://www.emisstar.com)

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