



SRP Electric Technology and Commercial EV Charging Station Programs

External Program Manual

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Developed for:
Salt River Project (SRP)

Developed by:
ICF

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SRP Electric Technology and Commercial EV Charging Programs

FY22 External Program Manual

I. Program Summary

The Salt River Project (SRP) **Electric Technology Program** (“E-Tech” or “E-Tech Program”) is designed to promote and incentivize the use and installation of non-road, electric-powered technologies within SRP’s service territory. The program’s objective is to help end-users save money and improve air quality, while simultaneously helping SRP grow their electric load and keep electricity rates competitive. Electric-powered technologies produce zero site emissions and are cheaper to own and operate than their propane or diesel counterparts.

Electrotechnology end-user benefits include reduced lifecycle costs, lower fuel consumption, and safer, cleaner, and more efficient workspaces. This program also provides the added benefit of prescriptive financial rebates to help offset the costs of the end-user’s initial investment in electric technologies. Rebates are available for customers that choose equipment including electric forklifts (rapid and conventional charge), electric-standby truck refrigeration unit (E/S TRU) infrastructure, truck stop electrification (TSE), Level 2 electric vehicle supply equipment (EVSE), and custom equipment.

The goal of the **FY2022 Business Electric Vehicle Charging Program** (“Business EV” or “Business EV Program”) is to accelerate the adoption and installation of electric vehicle (EV) charging infrastructure where charging takes place at non-residential SRP customer facilities. This Program seeks to support the goal by increasing trade ally participation and direct customer engagement. To accomplish this, the Program will recruit, train, and engage trade allies and customers and promote ways to make their participation in the program an easier and more manageable experience. The Program will also market directly and indirectly to eligible customers through a variety of tactics described within this document.

Fleet Electrification Advisory Service:

The Fleet Advisory Service (FAS) program provides a structure to allow Electrification Qualified Service Providers (eQSPs) to provide eligible SRP customers with a comprehensive assessment of their class 1-8 vehicles to identify opportunities to electrify the vehicles and help customers understand the associated charging requirements. Participating eQSPs must agree to the program terms and conditions and all assessment reports must meet the minimum assessment criteria and other requirements established by the program to qualify for the program assessment incentives (AI).

The FAS program will enable municipalities, schools, and eligible commercial companies to have an evaluation of their fleet vehicles and electrified alternatives along with financial and emissions analysis that will help them gain internal alignment and support to electrify their fleets.

II. Key Equipment Measures and Values

The SRP Electric Technology Program has prescriptive incentives for three electrotechnology equipment types: electric forklifts; E/S TRU infrastructure; Truck Stop Electrification (TSE). There are also incentives available for eligible custom equipment which are assessed on a case-by-case basis. The Business EV program has prescriptive incentives for eligible Level 2 EVSE charging infrastructure. The technology descriptions, kW and kWh impacts, and financial rebates for both the E-Tech and Business EV programs are summarized in Table 1.

Table 1 – Technology Rebates

Technology Type	Description	Customer Rebate	Dealer Rebate
Forklifts: Rapid Charge	A small vehicle with two power-operated prongs at the front that can be slid under heavy loads and then raised for moving and stacking materials in warehouses, shipping depots, distribution centers, etc.	\$2,000 for replacing IC Unit, \$500 for expansion or first-time purchase	10% of customer rebate
Forklifts: Conventional Charge			
Class 3 Forklift			
High Frequency Forklift Battery Charger	High Frequency battery chargers replace the less efficient ferroresonant or SCR batter chargers.	\$150/charger	\$15
Electric-standby Truck Refrigeration Unit (E/S TRUs, e-TRUs) Infrastructure	Infrastructure to support a tractor trailer climate control unit that can be plugged in to the utility power grid while parked to bring trailer to desired temperature before/while perishable items are unloaded/loaded.	\$1,000/warehouse or parking bay	\$50
Truck Stop Electrification (TSE)	TSE gives heavy-duty vehicles (large commercial trucks, etc.) the ability to shut off their engines to reduce idling emissions while maintaining access to adequate heating, cooling, electricity, and communications.	\$1,000/bay	\$50
Assessments	Pays vendors or customers to assess the feasibility of converting to or adding electric fueled equipment or vehicles	Up to \$20,000	\$50 for lead and Up to \$20,000 for assessment
Level 2 EVSE	Level 2 EVSE offer 240 or 208-V charging for commercial electric vehicles.	\$1,500/port; \$2,500 additional for government, schools, or nonprofits	\$50

Custom	Commercial/Industrial electric equipment that displaces fossil fuel consumption and is not covered by the prescriptive E-Tech program.	\$0.10/ annual kWh	\$200
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1. Electric Forklifts

Forklifts are an essential piece of equipment that can be found in a variety of logistical applications and are primarily used for lifting and moving heavy loads around facilities. Most often referred to as a forklift, other names include “lift truck” and “fork truck.” They are commonly found in facilities such as distribution warehouses and shipping depots. Due to the various needs that forklifts meet, they are available in multiple fuel types and lifting capacities. Fuel types include electric, diesel, propane/butane (Liquid Petroleum), and unleaded gasoline. Many forklift manufacturers have electric forklift options with max capacities between 12,000 lbs. and 14,000 lbs., but there are some electric lift models on the market with capacities up to 30,000 lbs.



1.1 Forklift Classifications

The Occupational Safety and Health Administration (OSHA) classifies powered industrial trucks into seven different classes (six of which include forklifts). Table 2 summarizes the descriptions of the seven forklift classes.

Table 2 – Forklift Classifications

Class	Description
1	Electric Motor Rider Trucks: counterbalanced rider, stand up, 3-wheel or 4-wheel sit down, cushion or pneumatic tires
2	Electric Motor Narrow Aisle Trucks: order picker, high lift straddle, side loaders, turret trucks, high- or low-lift pallet
3	Electric Motor Hand Trucks: low-lift walkie pallet, tractors, high lift counterbalanced, single face pallet lift
4	Internal Combustion Engine Trucks: counterbalanced, solid/cushion tires
5	Internal Combustion Engine Trucks: counterbalanced, pneumatic tires
6	Electric and Internal Combustion Engine Tow Tractors
7	Rough Terrain Forklift Trucks

Please note only Class 1 and Class 2 forklifts qualify for rebates through this E-Tech program. There is one exception: A Class 3 forklift is eligible when replacing an existing internal combustion lift.

Classes 1, 2, and 3 represent all electrics, and they are typically found in indoor applications where the floor surfaces are smooth, and the environment is closed to outside elements. However, technology now exists for Class 1 electrics to operate outdoors and in inclement weather. Electric forklifts are often used in multi-shift operations by warehousing, distribution centers, third-party logistics suppliers, shipping and receiving, and manufacturing. Some industries where electric forklifts are prevalent include confined spaces, cold storage, beverage distribution, and food retail (grocery stores and restaurants).

Classes 4 and 5 account for the internal combustion (IC) portion of the overall forklifts market. They can be replaced by class 1 or some class 2 or class 3 electric forklifts. Typically, 100% of class 4 lifts and 70% of class 5 have electric equivalents. Class 3 is only eligible through this program when the class 3 is replacing an existing internal combustion lift.

Class 6 accounts for electric and internal combustion engine tow tractors, which are considered a separate technology and not included in this E-Tech program. Class 7 trucks are large, IC, rough terrain forklifts; they currently do not have electric equivalents and are not included in the E-Tech program.

1.2 Forklift Charging

Electric forklifts rely on an integrated industrial battery system for motive power; the batteries serve as the counterbalance weight. Batteries are sized to provide sufficient power for specific amount of time each day, and the battery must be charged by one of two methods – conventional charge or rapid/opportunity charge (also referred to as fast charge). The differences between the two methods are summarized in Table 3.

Table 3 – Forklift Charger Types

Conventional Charge	Rapid Charge
Battery runs for 8 hrs., charges 8 hrs., cools 8 hrs.	Battery charges for 1-2 hrs. throughout the day to remain 20-80% charged, 8 hr. equalization charge once a week
Ideal for 1-shift operation (unless additional batteries/charging room available)	Ideal for 2-3 shift operation
SRP dealers estimate 78% of local electric forklift purchased are conventional	SRP dealers estimate 22% of local electric forklift purchased are rapid

2. High Frequency Battery Charger

High Frequency Battery Chargers are smart chargers generally associated with forklifts. The chargers must meet the conditions outlined in Section 4: Customer Eligibility Criteria. Total program rebates for forklift battery chargers are limited to \$50,000 per program year.



3. Truck Refrigeration Units (TRUs)

TRUs are used by food distribution and cold storage companies to maintain temperature in trailers. On-road power typically comes from onboard auxiliary diesel engines. E/S TRUs can directly plug in to the power grid to maintain temperatures overnight or while loading/unloading (as opposed to idling the diesel engine during those times). The primary barrier for E/S TRUs is a lack of electrical infrastructure for the units to plug in at warehouses and distribution centers.



4. Truck Stop Electrification

Truckers are required to take a ten-hour rest after every eleven hours of driving. They often use truck engines to power cab amenities during the rest periods. The result is unnecessary fuel consumption and cost, as well as emissions from the idling engine. Truck stop electrification powers necessary systems without idling diesel engines; the equipment that can be powered includes heating, air conditioning, and small appliances. Typically, the power required is single-phase at 110 volts, which means a normal extension cord rated for outdoor service can be used when the truck is parked near power pedestals equipped with electrification facilities.

5. Assessments and e-QSP

Assessments and the e-QSP program are described in more details in Section III.

6. Level 2 EVSE



Level 2 EV charging stations offer 240-V or 208-V (commercial) charging. This voltage generally equates to 10-20 miles per charging hour. At a public charging station, a Level 2 charger can typically serve three or more customers/vehicles per day. Level 2 charging is generally preferred to Level 1 as it charges in a quarter of the time. DC Fast Chargers lessen charging time but are also more expensive and not suitable for residential or smaller commercial applications due to their complex infrastructure needs and are excluded from the current E-Tech program. Mounting options may be wall mounted or bollard (pedestal type). The stations can be a single port, a dual port per unit; in some cases, two dual port units can be installed on one pedestal.

7. Custom Equipment

Commercial and Industrial electric equipment that displaces fossil fuel consumption and is not covered by the prescriptive E-Tech program may be eligible for custom equipment rebates. Custom Rebates will Commercial and Industrial electric equipment that displaces fossil fuel consumption and is not covered by the prescriptive be assessed on a case-by-case basis to verify the equipment is eligible, calculate the rebate amount, and reserve rebate funds for each

project. Sample equipment and custom processes that may be eligible include, but is not limited to:

- Infrared heating, curing and drying
- Industrial process heating
- Electric motor drives
- Airport Ground Support Equipment (GSE)
- Yard Trucks

III. Electrification Qualified Service Provider Program (eQSP)

The eQSP program creates a closed network of service providers that meet SRP criteria to provide services established under the Beneficial Electrification and Electric Vehicle Rebate programs. To participate and be eligible for eQSP status, trade allies will agree to program terms and conditions that outline customer quality of service, minimum assessment criteria, QA/QC timelines, annual training requirements, and other KPIs and service levels as designed by the program(s).

By meeting the assessment criteria established through each program component, customers and trade allies will be incentivized to conduct assessments of eligible equipment. Participants will be paid 50% of the assessment cost upon completion of the assessment, and 50% of the assessment cost if the recommended equipment is installed. This assessment incentive is in addition to any equipment or other funding the customer may be eligible for through SRP or other funding sources.

Program Structure

Individuals and companies sign-up to qualify for the eQSPs for the program across a range of electrification measures and general service providers, outlined in Table 4 below. There are two paths to participate as eQSPs: On-road Electrification and Non-road and Commercial/Industrial Equipment electrification.

1. Fleet Advisory Services Program “FAS” (On-road Electrification)

The FAS program provides a structure to allow Electrification Qualified Service Providers or “eQSPs” to provide a comprehensive end-to-end assessment for eligible customer fleets (class 1-8 vehicles) to evaluate the real opportunities for fleet electrification.

Rebate: Up to \$20,000 to assess and evaluate the conversion of SRP’s business customer’s fleet. The customer or trade ally will make an application to participate and upon approval, may proceed with the study and the program will release half of the agreed upon funding for the study. The balance of the funds will be payable if customer enacts some or all the proposed solutions.

The program will enable government agencies and eligible companies to receive an evaluation of their fleet vehicles and electrified alternatives along with financial and emissions analysis that will help them gain internal alignment and support to electrify their fleets.

2. Partner Assessment Incentive (AI) Program (Non-road Electrification and Commercial/Industrial Equipment Electrification)

SRP will process payment incentives to the customer and/or Trade Ally for qualifying services rendered to the customer. AI payments will be paid up to a maximum amount depending on the technology(ies) assessed. AI payments will be paid upon completed submission and QA/QC by the program and paid according to Table 4 below – up to 50% of the cost of the assessment shall be paid when the assessment is completed, and if the customer adopts the recommended electrification solution(s), the additional 50% will be paid out. eQSPs must request pre-approval from the program prior to the assessment. This will allow the program to confirm budget availability and/or reserve funds for the scheduled assessment(s).

Table 4 – eQSP Partner Assessment Incentive Program

Category	Specialty	Max 100% Incentive	AI Payments (up to 50% / 50%)
Commercial On-road Electrification	Fleet Advisory Services (FAS)	\$20,000	\$10,000 / \$10,000
	Heavy-Duty Vehicle Electrification	\$20,000	\$10,000 / \$10,000
	Other Eligible Projects	\$20,000	\$10,000 / \$10,000
Commercial Non-road Electrification	Material Handling	\$5,000	\$2,500 / \$2,500
	Refrigerated Trucking	\$5,000	\$2,500 / \$2,500
	Intermodal	\$5,000	\$2,500 / \$2,500
	Other Eligible Projects	\$5,000	\$2,500 / \$2,500
Commercial & Industrial Electrification	Industrial Heat Pumps	\$10,000	\$5,000 / \$5,000
	Infrared	\$10,000	\$5,000 / \$5,000
	Induction	\$10,000	\$5,000 / \$5,000
	Ultraviolet (UV)	\$10,000	\$5,000 / \$5,000
	Microwave	\$10,000	\$5,000 / \$5,000
	Boilers	\$10,000	\$5,000 / \$5,000
	Other Eligible Projects	\$10,000	\$5,000 / \$5,000

Assessment Minimum Criteria

To be eligible for the Assessment Incentive (AI), ICF will develop category specific minimum criteria that partners must meet with their customer assessments to be eligible for the AI. The following is a non-comprehensive overview of the minimum criteria:

- Total cost of ownership models for the current and proposed electrification solution(s)
- Simple payback calculations
- Estimated emissions impact of the proposed electrification solution(s)
- Estimated SRP incentives the customer may be eligible for
- Additional funding information the customer may be eligible for. This includes VW funding, DERA, VALE, or other federal or state funding sources that may be applicable.

IV. Customer Eligibility Criteria

The SRP Electric Technology Program requires all participants to be SRP non-residential electric customers whose account is in good standing. All customers must fill out a program application, sign the program terms and conditions, and provide necessary supporting invoices.



Supporting invoices must have a valid date, proof of payment, and equipment reference (model/serial numbers).

Paper applications may be submitted by email to etechrebates@srpnet.com and online via www.savewithsrpbiz.com/ev for the Business EV Charging program. The online application system can be accessed at srpetechrebates.com. Applications must be submitted by July 31, 2022 for projects completed within program year of May 1, 2021 to April 30, 2022. The max rebate under the E-Tech Program is \$50,000 per customer per program year.

1. eQSP Eligibility

The eQSP program creates a closed network of service providers that meet SRP criteria to provide services established under the BE and EV programs. When non-participant trade allies service customers, the program will work with those trade allies to become participants in the eQSP program.

By meeting the assessment criteria established through each program component, customers/Trade Allies (TAs) will be incentivized to conduct assessments of eligible equipment. Participants will be paid 50% of the assessment cost upon completion of the assessment, and 50% of the assessment cost if the recommended equipment is installed. ICF will recruit and sign-up eQSPs for the program across a range of electrification measures and general service providers, outlined in [III. Electrification Qualified Service Provider Program \(eQSP\)](#).

Assessment Minimum Criteria

To be eligible for the Assessment Incentive (AI), ICF will develop category specific minimum criteria that partners must meet with their customer assessments to be eligible for the AI. The following is a non-comprehensive overview of the minimum criteria:

- Total cost of ownership models for the current and proposed electrification solution(s)
- Simple payback calculations
- Estimated emissions impact of the proposed electrification solution(s)
- Estimated SRP incentives the customer may be eligible for
- Additional funding information the customer may be eligible for. This includes VW funding, DERA, VALE, or other federal or state funding sources that may be applicable.

2. Forklift Eligibility

- Purchase or lease a class 1 or 2 electric forklift between May 1, 2021 and April 30, 2022. (Note: Class 3 is eligible only when replacing an existing internal combustion lift).
- Electric forklifts must replace an internal combustion unit (\$2,000 rebate/lift) OR be an expansion to an existing fleet (\$500/lift) OR be a first-time forklift purchase (\$500/lift). Electric equipment replacing existing electric equipment does not qualify for this E-Tech program.
- Leased electric forklifts without a buyout clause are eligible for a prorated rebate at the rate of annual length of contract divided by 10 and multiplied by \$500 (new forklift addition) or \$2,000 (forklift conversion).



- Leased electric forklifts with a buyout clause are eligible for the full rebate.
- Used electric forklifts are eligible for a prorated rebate based on the age of the forklift. Used forklifts must be 2010 models or newer. Prorated rebate is calculated based on a 10-year life expectancy. For example, a 2-year-old forklift is eligible for 80 percent of the rebate.
- Dealer demo equipment or remanufactured equipment sold with a new warranty is eligible for the full rebate.
- Forklifts must remain in use in the SRP service area. Equipment shipped to other facilities outside the SRP service area do not qualify.
- Customers must provide valid invoices and serial numbers for all forklifts claimed.
- Customers must submit a rebate application within 90 days of equipment delivery and/or invoice date unless the client provides an exception to this timeframe.
- A small business adder of \$500 per forklift, up to 1 forklift, is available to eligible buyers.
- Total program rebates for Class 3 forklifts are limited to \$20,000 per program year.
- There is an additional rebate available for the purchase of a High Frequency battery charger capable of remote access if the following conditions are met:
 - Must be replacing an existing SCR or ferroresonant battery charger, or expansion to existing charger(s), or be a first-time charger purchase. Cannot be replacing an existing High-Frequency Charger.
 - Rating of 24 to 80 V
 - At least 89% power conversion efficiency
 - Used for charging forklift or pallet jack batteries.
 - Allow SRP and ICF to access charger usage data.

3. E/S TRU Infrastructure Eligibility

- Purchase and install the necessary infrastructure to plug in an E/S TRU between May 1, 2021 and April 30, 2022.
- Only 3-phase power, 480-volt plug in infrastructure is eligible for a rebate.
- Provide all valid invoices that show dates of payment for all E/S TRU claimed and/or invoices for the electrical infrastructure being installed.
 - Infrastructure may include the necessary wiring, contractor fees, breakers, individual electrical outlets at each warehouse bay, and any other typical and necessary infrastructure that is necessary to provide power to the E/S TRU.
 - Only newly installed infrastructure is eligible for a rebate. Electric infrastructure replacing existing electric infrastructure does not qualify for this E-Tech program.
 - Customer is responsible for contacting SRP with any questions regarding whether a certain type of proposed plug-in infrastructure is eligible for rebates.
- Customers must submit a rebate application within 90 days of equipment delivery and/or invoice date unless the client provides an exception to this timeframe.

4. Truck Stop Electrification (TSE) Eligibility

- Be a Salt River Project (SRP) non-residential electric customer with an account in good standing.
- Purchase and install the necessary infrastructure to plug in an TSE between May 1,



2021 and April 30, 2022.

- Infrastructure is eligible for a rebate of up to \$1,000 per bay or plug-in point.
- Provide all valid invoices that show dates of payment for all TSE claimed and/or invoices for the electrical infrastructure being installed.
 - Infrastructure may include the necessary wiring, contractor fees, breakers, individual electrical outlets at each warehouse bay, and any other typical and necessary infrastructure that is necessary to provide power to the plug-in point.
 - Only newly installed infrastructure is eligible for a rebate. Electric infrastructure replacing existing electric infrastructure does not qualify for this E-Tech program.
 - Customer is responsible for contacting SRP with any questions regarding whether a certain type of proposed plug-in infrastructure is eligible for rebates.
- Submit completed rebate application within the E-Tech program timeframe of May 1, 2021 and April 30, 2022.

5. EVSE Eligibility

- Be an SRP retail electric customer, taking service under any general service (non-residential) SRP Standard Electric Price Plan
- Be the SRP Customer of Record or Account Holder of the SRP account at each proposed site of an EV charger port.
- Have the legal right and authority to install the EV charger port(s) at the place(s) of business identified on the Rebate Application.
- Purchase and install the necessary infrastructure between May 1, 2021, and April 30, 2022.
- Provide all valid invoices that show dates of payment for all EVSE claimed and/or invoices for the electrical infrastructure being installed.
- Note: Limited to 50 chargers per customer per fiscal year (May 1 to April 30)

Hardware Requirements:

- Include a commercial-grade Level 2 EVSE.
- Must be able to supply an output current of at least 20 amps per port minimum at 208/240 volts.
- Include a charge connector compliant in SAE J1772.
- Compliant with NEC article 625.
- Rated for outdoor usage, NEMA 3R or better and an operating temperature range of 0 to 122F.
- Network ready – able to communicate with a network management system (NMS) and use Open technical standards.
- ADA Compliant.

Software & Network Requirements:

- Software to control, operate, communicate, diagnose, and capture data.
- The supplier shall provide network services capable of tracking usage, collecting data, billing customers, and managing electrical loads.
- The EVSE software shall be certified to receive an OpenADR 2.0b signal.



6. Custom Equipment Eligibility

- Be an SRP non-residential electric customer with an account in good standing.
- Purchase or lease an eligible piece of electric equipment between May 1, 2021 and April 30, 2022.
- Provide any relevant specification sheets, engineering documents, price estimates or quotes for all equipment claimed.
- Provide all valid invoices, serial numbers for all equipment claimed after the equipment has been purchased.
- Submit a pre-approval or completed rebate application within the E-Tech program timeframe of May 1, 2021 and April 30, 2022.
- Custom projects capped at \$50,000 with a total program cap of \$200,000.

V. Quality Assurance and Quality Control

ICF shall prioritize Quality Assurance and Quality Control (QA/QC) throughout the Implementation process to ensure customers are eligible to participate in the program and are submitting valid information.

1. On-Site QA/QC

ICF will complete a QA/QC site inspection form in Sightline for a minimum of 20% of prescriptive applications and 100% of custom applications submitted by program year end for electric technologies.

For the Business EV program, ICF will complete a QA/QC site inspection form in for a minimum of 10% of EV charging applications and 100% of applications submitted for projects involving 10 or more ports by program year end. The local account manager will perform on-site field inspections to verify the accuracy of the information provided in customer applications. This process ensures applicants follow program guidelines and the proposed load impact and rebate are correct.

The post-installation inspection verifies that the proposed measures are installed and operating as intended. The installed equipment must match the equipment listed on the application and the equipment specification sheets provided with the initial application. The quantity should be accurate, the equipment should be operable, and the customer should be satisfied with the installation.

Depending on the post-inspection results, ICF may adjust the rebate amount paid to the customer should any of the equipment be invalid. Any discrepancies between the proposal and installation will be noted and adjusted in the application tracking system, such as varying serial numbers. ICF will work with the customer and/or their dealer to correct the discrepancies if needed, or adjustments will be made to the rebate amount. Payment of rebates will be made on installed equipment only as documented by the ICF field staff. ICF will perform trend analysis on failed inspections for use in improving customer performance and strengthening program terms and conditions.



VI. Marketing and Outreach Tools

ICF will provide initial and ongoing input on content for marketing tactics, program messaging, and collateral pieces needed to demonstrate the value proposition of electrification to SRP's target audiences and drive program participation.

SRP will maintain the lead role in defining and implementing the corporate marketing and communication plans for the programs and will be responsible for developing and producing program marketing collateral. SRP will provide timely feedback of marketing material content submitted for review and approval. Development of marketing material content includes up to two rounds of SRP review and ICF revisions.

1. Program Website

ICF will provide content for both program websites, to be hosted and designed by SRP, which will include an overview of the program and rebates available, and directions on how to participate. Marketing collateral and rebate applications included in the program informational packet will also be available for download from the relevant program website.

URLs:

- savewithsrpbiz.com/etech
- savewithsrpbiz.com/forklift
- savewithsrpbiz.com/tru
- savewithsrpbiz.com/ev

2. Rebate Application and Terms and Conditions

Hardcopy Rebate Applications and Terms and Conditions will be available should customers opt to not use the online application system. There will be six separate applications: electric forklift end-use customers, electric forklift dealers, E/S TRU infrastructure end-users, EVSE end-users, and custom equipment end-users. Received applications will be entered into the Sightline system either by the ICF Account Manager or Operations Team Member.

3. Forklift, TRU, TSE, and Custom Overview Pieces

Four overview flyers will be available, one each for promoting electric forklifts, E/S TRU infrastructure, TSE, and custom equipment. The flyers will highlight the electric technology benefits and potential cost and emission savings.

4. Program Co-Branded Apparel

The ICF Account Manager has the following ICF and SRP co-branded materials to help establish program credibility while conducting outreach on behalf of both programs:

- Apparel
- PowerPoint template
- Business cards



- Badge

5. Case Studies

ICF will provide content and support the development of case studies, one for each technology, to help demonstrate the value of participating in the programs. Case studies will highlight a particular customer's experience with the relevant program and include details of the upgrades made along with associated savings. Case studies will be developed post-launch once a suitable participant is identified. ICF will determine, with SRP, the interview questions, conduct the interview, and write the study. SRP will be responsible for any photography needs and the design and production of the pieces.

6. Savings Calculators

ICF will provide and maintain an end-user cost benefit analysis calculator Excel tool that customers can use to view economic impacts of electrification. For example, the tool will enable customers to compare an electric forklift with an IC forklift, and the payback period for investing in an electric forklift.

VII. Alternative Funding Assistance

ICF will provide customers information regarding alternative funding opportunities for eligible electric equipment and assistance with applications if needed.

1. VW Environmental Mitigation Trust Fund

1.1 Description

The 2016 Volkswagen settlement resolves claims that the company violated the Clean Air Act by selling approximately 590,000 diesel vehicles having defective emission devices. As part of the settlement Volkswagen agreed to pay \$2.9 billion to a national environmental mitigation trust fund, which is allocated to each state.

Arizona will receive \$57 million from the trust. The Arizona Department of Administration will administer funds to eligible businesses and government entities to reduce air pollution from mobile sources. More information can be found on the Arizona Volkswagen Settlement [website](#).

1.2 Applicable SRP Funding Opportunities

The [Beneficiary Mitigation Plan](#) reserves an initial amount of \$2 million for Airport and Cargo Equipment over the 10-year period of the VW Trust. 67% of funding is allocated to school bus replacement, 24% to on-road state fleet programs (port drayage and freight) and 9% to administrative expenses.

1.2.1 Port Drayage Trucks



Eligible Large Trucks include 1992-2009 engine model year drayage. Up to 75% of the cost of an All-Electric vehicle is covered, including charging infrastructure.

1.3 Eligible Administrative Expenditures

Beneficiaries may use the Trust Funds for actual administration expenditures associated with implementing such eligible mitigation action, but not to exceed 9% of the total cost of such action.

1.4 Application Rounds and Project Funding

Arizona began accepting applications for funding in August 2018. The state has most recently released a fifth wave of funding for school buses as of April 8, 2019.

2. Diesel Emission Reduction Act (DERA)

2.1 Description

Through the 2005 U.S. Diesel Emissions Reduction Act (DERA), Congress allocates funding for projects to reduce emissions from diesel fleets. The U.S. Environmental Protection Agency (EPA) is responsible for distributing funds and dividing it between the states. About 60% of the funding, \$40 million in 2018, is allocated to the [National Clean Diesel Funding Assistance Program](#) (National Competitive DERA Funding).

2.2 Applicable SRP Funding Opportunities

2.2.1 National: Non-road engines (forklifts), Airport GSE, TRU infrastructure, TSE

The National Clean Diesel Funding Assistance Program covers the following equipment:

- School buses
- Class 5 – Class 8 heavy-duty highway vehicles
- Locomotive engines
- Marine engines
- **Nonroad engines, equipment or vehicles used in construction, handling of cargo (including at ports or airports), agriculture, mining, or energy production (including stationary generators and pumps).**

The following U.S. entities are eligible to apply:

- Regional, state, local or tribal agencies/consortia or port authorities with jurisdiction over transportation or air quality
- Nonprofit organizations or institutions that represent or provide pollution reduction or educational services to persons or organizations that own or operate diesel fleets or have the promotion of transportation or air quality as their principal purpose.
- Individuals or private companies are not eligible unless they partner with eligible entities. For example, a private for-profit airline may not apply directly but if the airport is a public entity could apply for funds and partner with the private operator.

Summary of what the EPA will fund that apply to the SRP measures:

- **Verified Idle Reduction Technologies:** EPA will fund up to 25% of the cost (labor and equipment) of verified idle reduction technologies on long-haul trucks, EPA will fund up to 30% of cost (labor and equipment) of eligible shore connection systems.
- **Certified Engine Replacement:** EPA will fund up to 60% of the cost (labor and equipment) of replacing a diesel engine with a zero-emission power source.
- **Certified Equipment Replacement:** EPA will fund up to 45% of the replacement equipment powered by a zero-emission power source.
- **Certified Clean Alternative Fuel Conversion:** EPA will fund up to 40% of the cost (labor and equipment) of an eligible certified or compliant clean alternative fuel conversion.

2.2.2 State

Historically, state DERA funding in Arizona has focused on school buses and heavy-duty trucks.

2.3 Relevant Deadlines

2.3.1 National: Currently closed.

The 2020 application period concluded in February 2021. Selected applications will be notified in May and awards will be funded June – October.

2.3.2 State: TBD

3. Alternative Fuel Infrastructure Tax Credit

Alternative fueling equipment (i.e., EV chargers) is eligible for a 30% tax credit. Funding cannot exceed \$30,000 and can be credited towards multiple locations. Available through December 31, 2021.