Okay, we're going to get started welcome to the alternative fuels grant or incentive grant program. Webinar for the program for 2022. Um, some welcome items and tips for participation to ask any questions click on the chat icon and the lower right of your screen set your chat to all panelists that way. We'll be able to see it. Questions are welcome. You can type your questions and comments in the box anytime, but we will answer them at the end of the presentation. And the webinar is being recorded. We will have this posted online and available after. We're done today just, uh, some introductions. My name is Josh. You back on with the end energy program's office here at and I've been with the office for since 2009, and I've been with the alternative fields incentive grant or program since about 2013 and I'm currently the program manager. We're gonna do today is we're going to have an overview of the program as a whole, and then we're gonna go a little bit more in depth with the AP project categories that are available for application. We're going to talk a little bit about how to apply for the program and just some tips on how to make your application a good 1. and then we'll finish off with the question and answers. So, what is a big the alternative fields incentive grant program it's a competitive grant program and we're offering approximately 3 Million this year in funding to help transition organizations to cleaner field transportation. And the program is. Fuel neutral, which means, we don't have a preferred alternative fuel and we support electricity, compressed, natural gas liquefy, natural gas, Pro, pain, hydrogen, high thing biodiesel, ethanol, methanol, any other advanced biofuels.
So the eligible project categories for the program, now, we have vehicle purchase projects, which covers the incremental cost of the purchase of new alternative fuel vehicles. And that also includes, um.

Some conversion, but what it has to be is conversion of a new vehicle.

Um, the alternative fuel refilling infrastructure projects, this covers the cost to purchase and install refilling equipment, servicing light and medium duty, alternative fuel vehicles.

And in fleets the, and then innovative technology projects, these are projects that include research development and demonstration, new applications, or next phase technology related to alternative transportation fuels and alternative fuel vehicles.

The big thing with the vehicle purchase section of the program is that if a portion of your existing fleet has already been converted, this is your fleet in Pennsylvania has already been converted to alternative fuels.

You can request the following grant amount between 1 and 20% of the fleet. Converted up to 75% of the maximum via maximum award per vehicle, 26 to 50% of the existing fleet converted up to 50% of the maximum award per vehicle 51 to 75% of existing fleet converted up to 25% of the maximum award per vehicle and 75% or more of the existing fleet converted up to 10% of the maximum award per vehicle applicants will be able if they have an existing Pennsylvania fleet that has already been converted to request. To the maximum grant award, which is 300,000 dollars, um, you would just be able to get less per vehicle. So, for instance, um.

If you have, and for the purposes of the solicitation, an existing Pennsylvania fleet is defined as the total number of class 1 and 2, or
the class 3+vehicles in the fleet in the primary and subsidiary locations here in Pennsylvania.

So, just as, as an example of how this works, if 25% of your class 3+vehicles are converted, but none of your class 1 and 2 vehicles are then you can request up to 70% 75% of the per vehicle award for the.

And really, we're making these changes, um.

So that we can help those organizations that are looking to get started with this process of converting their fleets over to alternative fuel vehicles. But we still want to encourage, you know, those who have.

It's already begun that effort and went to continue their.

The process of converting their fleet over and then on our refilling infrastructure side.

We're putting our sole focus this time around on funding, refueling projects, that service medium duty, which is class 3 to 6 and light duty class 1 to 2 vehicles that are in the same application.

This comes because there is going to be funding available in other places for more public recharging and refueling. We have the level to rebate through the driving forward program here in.

Really services, you know.

Duties sort of public recharging and then there's going to be the National electric vehicle infrastructure, funding, coming through.

That's really going to be focused on building out public charging along the alternative fuel corridors and really there isn't any sort of focus on, you know, medium duty. Fleets are light duty fleets. So that's what we're trying to look for. Look to fill the gaps with in a big this time around.
00:05:45.059 --> 00:05:48.539
So, priorities for funding for a big.
37 "Josh Dziubek" (1504839168)
00:05:48.539 --> 00:05:53.549
We're and these are not exclusive, but really where, you know.
38 "Josh Dziubek" (1504839168)
00:05:53.874 --> 00:06:02.514
Sort of the businesses we'd like to see apply for a big and these are
businesses with headquarters or their principal places of business
located here in Pennsylvania counties.
39 "Josh Dziubek" (1504839168)
00:06:02.514 --> 00:06:10.524
Townships municipalities are municipal authorities school districts,
minority, veteran, or women owned businesses.
40 "Josh Dziubek" (1504839168)
00:06:11.604 --> 00:06:25.614
Organizations that provide services to seniors or low income families,
low income individuals, any sort of disability or medical services 0,
mission vehicle projects, which are largely full electric,
41 "Josh Dziubek" (1504839168)
00:06:26.514 --> 00:06:31.464
medium duty and light duty, refilling infrastructure projects mentioned
previously. Um.
42 "Josh Dziubek" (1504839168)
00:06:31.769 --> 00:06:36.299
Vehicle and infrastructure projects that involve the use of renewable,
natural gas.
43 "Josh Dziubek" (1504839168)
00:06:36.299 --> 00:06:42.209
And projects that are located in, or predominantly serving environmental
justice areas.
44 "Josh Dziubek" (1504839168)
00:06:42.209 --> 00:06:45.989
And then just to talk a little bit about environmental justice areas.
45 "Josh Dziubek" (1504839168)
00:06:45.989 --> 00:06:49.589
Um, these are really a priority.
46 "Josh Dziubek" (1504839168)
00:06:49.589 --> 00:06:58.464
Across a wide variety of programs right now we're giving special
consideration to projects in or serving EJ areas. Really?
47 "Josh Dziubek" (1504839168)
00:06:58.464 --> 00:07:04.614
Because these communities tend to bear a disproportionate share of
adverse environmental impacts and we're really trying to.
48 "Josh Dziubek" (1504839168)
00:07:05.549 --> 00:07:09.329
Make our program is much more equitable and help.
49 "Josh Dziubek" (1504839168)
00:07:09.329 --> 00:07:20.934
Ensure that all communities are going to benefit from. What can do and we
define and IJ areas, any census tract where 20% or more of individuals
live at or below the federal poverty line.
50 "Josh Dziubek" (1504839168)
And or 30% or more of the population identifies as a non white minority. And this is based on federal data. federal data

And as you can see from the slide here, these are all of the areas within Pennsylvania. Um.

The link here is to the viewer, which is a really helpful tool in order for you to determine whether or not your pro project is located in, or is serving an environmental justice area.

So, and again eligible a big applicants.

School districts municipal authorities, political subdivisions.

Incorporated nonprofit entities, corporations that are registered to do business in pennsylvania, limited liability companies, or partnerships that are registered to do business in Pennsylvania. Really?

It's only individuals that are not eligible to apply for and also federal and state agencies and state agencies do include.

State system of higher education, but other universities are eligible to apply for it.

Uh, um, whether they're.

Incorporated nonprofits, or if their private universities, sometimes we'll fall under, you know, the corporation or.

Partnerships categories.

Just some examples of projects that we funded recently, and 2 of these are are linked together and a lot of times, you know, for our vehicle purchase and our refilling infrastructure will get applications that. Support each other city of Scranton was awarded a grant to purchase 10 class 1, electric vehicles for their code enforcement fleet, and also was awarded a grant to purchase 10 level 2 charges for the refilling of those vehicles on the heavy duty vehicle side.
We awarded 2 grants to the Philadelphia school district for the purchase of 6, fully electric school buses. So, and that's 1 thing that we love to see are.

Projects similar to that, um, and then on our on our.

Innovative technology side EC, power was awarded a grant for the development of the new thermally modulated lithium ion.

Phosphosphate battery, that's going to really offer high performance extended range.

In a big for the last 4 years. Um.

In general, we average about 40 applications a year. Sometimes more sometimes less.

2020, for instance, was a lot lower, just because that was the onset of covit and we only had 1 application around that year. In general. We fund about half of the applications that we get again. Sometimes more sometimes less. Um.

And usually, if funding is anywhere between 3 and 5 Million for grants, awarded this year, of course, we have 3 Million to work with.

So and then to talk more about specifically about the project categories, API funds, the incremental cost to purchase new alternative vehicles, this is the difference in the cost between the base price of a conventional model vehicle and its alternative fuel model.
But there are no gross vehicle weight limits on the vehicles you can apply for any category. We do tend to look at class 1 and 2 in class 3+a little bit separately just because.

The environmental benefits of those tend to come out a little bit. Do you mean that, you know, we need to have a little bit more critical eye and the other big thing with if you're familiar with some of the driving PA forward vehicle projects we do not have a scratch requirement so you do not need to replace vehicles. Um, you can just continue to expand your fleet with alternative fuel vehicles.

And then a little bit on the vehicle grant awards and these tables. Are in our guidelines, but for class 1 and 2 vehicles vehicles under with batteries and these are all electric. The capacity, maximum grant award is up to 2000 dollars and this actually includes low speed, electric vehicles. Um.

These are vehicles that are registered with, um. But are not generally roadworthy vehicles um. And then battery vehicles with capacity above 50 kilowatt hours, which are standard standard.

We can award maximum grant of 7,500 dollars. For class, 3 and 7, and this excludes. Our, uh, school in transit buses, um. Below 100 kilowatt hours the maximum.
30,000 above is 40,000 then school in transit vehicles.

The award is.

75,000 between 50 and 10,100,000 above 100 kilowatt hours.

And the same with class 8 vehicles, battery with.

Between 50 and 200 kilowatt hours maximum grant awards. 75,000 above 200 is 100,000. um, and then just a note on.

School in transit buses, this category only applies to medium and heavy duty transit vehicles with at least that are at least 29 feet in length. So anybody on chassis transit vehicles would apply under just under the class 3 to 7 category.

And then for all our other alternative fuel vehicle categories, um.

Maximum grant award for class 3 to 8 is up to 40,000 dollars and class 1 and 2 is 7,500 just like the full electric vehicles.

Then refilling infrastructure projects, as I mentioned, we are doing medium and light duty, fleet refueling. We do require, um, 50 minimum cost share. So, there has to be for every grant dollar that you are applying for. You have to be.

For that project, there is a 24 month period of performance. However, um.

We do allow equipment to have been purchased prior to the date of grant award, which is when period of performance starts.

Again, the maximum grant award is 300,000 dollars.

New stations as well as the expansion of existing stations are eligible, but you must demonstrate to us that the expansion is going to result in increased use of the facility.
And it goes without saying stations must be located in Pennsylvania and while we do not require it, public accessibility will be taken into consideration during the evaluation of the applications.

107 "Josh Dziubek" (1504839168)
00:14:50.159 --> 00:14:54.149
And then just to show what, um.

108 "Josh Dziubek" (1504839168)
00:14:54.149 --> 00:15:06.989
We're looking for with the fleet refilling projects they must service at least 1, fleet of existing fleet of alternative fuel vehicles by the end of the period of performance. So you don't necessarily have to have the vehicles.

109 "Josh Dziubek" (1504839168)
00:15:06.989 --> 00:15:10.224
When you apply, but when the project is going to be complete,

110 "Josh Dziubek" (1504839168)
00:15:10.224 --> 00:15:24.954
those vehicles must be in place and ready to use the infrastructure we're defining a medium duty fleet as a group of 10 or more vehicles with a gross vehicle weight rating of between 36,000 pounds. That's classes 3 to 6 and a light duty.

111 "Josh Dziubek" (1504839168)
00:15:24.954 --> 00:15:34.014
Fleet must be a group of at least 2 vehicles with a below 10,000. that's class 1. below ten thousand and that's class one

112 "Josh Dziubek" (1504839168)
00:15:34.409 --> 00:15:44.789
Qa and to be vehicles, um, unfortunately, we are not able to do refilling infrastructure for vehicles that are.

113 "Josh Dziubek" (1504839168)
00:15:44.789 --> 00:15:50.309
Above 26,000 pounds so that's why we're limited to medium and light duty.

114 "Josh Dziubek" (1504839168)
00:15:53.309 --> 00:16:01.289
For innovative technology, um, these are research and development demonstration and pilot projects for alternative fuel technology and.

115 "Josh Dziubek" (1504839168)
00:16:01.289 --> 00:16:06.779
Do require them to result in commercialization 1 of the 1 of the.

116 "Josh Dziubek" (1504839168)
00:16:06.779 --> 00:16:13.289
Things that you must have in your application is a plan to commercialize that technology by the end of the.

117 "Josh Dziubek" (1504839168)
00:16:13.289 --> 00:16:19.679
Starting at the end of the project again, maximum grant award is 30,000 dollars.

118 "Josh Dziubek" (1504839168)
00:16:19.679 --> 00:16:32.394
Innovative technology also has 50% cost share. All of the grant funded work. Maybe must be performed in Pennsylvania. Some other work may be done out of state, but anything that grant dollars are going forward.

119 "Josh Dziubek" (1504839168)
00:16:32.394 --> 00:16:43.854
Must be done here in PA and the technology really needs to be something that's new to PA. there can be some limited use outside of the state. But again, we are looking for. for

Things that we have not seen before things are not being widely used and then innovative equipment can be considered as as eligible project types.

So, and then just some information about the application periods is currently open for applications. Um.

Full details on the program, of course, can be found at the website. The 1st application submission period ends on August 26th at 40 P. M. and at that time, all applications will be reviewed and evaluated. Will.

Take those applications make recommendations for award and then.

Make the awards, and if a project's not selected for award in this round, they may come back and apply for a.

Projects in the 2nd round and that 2nd, the application submission period ends December 16th again at 4. 0. P. M.

Some information on how to apply all the applications need to be submitted online through the commonwealth E grant system. The link is here and we also have the link on our webpage.

1st time users must create a keystone log in account with a username and password and then to search for the programs use the keyword alternative fuels. I think also, if you use as a keyword, that will also help bring up our programs.

And in the in the system.

Any field that's marked with a red diamond next to it is a required field and must be filled in, um.

Is the E grant system is sort of a common platform for all commonwealth programs so some.

Some of the fields may not be necessarily needed and that's why anything that's required to be filled in. And I do suggest you refer to it to the step by step instructions. We have.
Instructions for both grants and program forms are right on the website.

And I'll go over those a little bit in just a few minutes and then just some application best practices really? To, to make sure that your application stands out, take the time to review everything beforehand before you start the application the review, the guidelines review the instructions, make sure you read our guidelines.

Thoroughly just so that, you know, that will hopefully prevent any any issues a little bit later. 1 thing I have seen, make sure you're applying to the correct category. I've had the applications that have come in under the wrong category and unfortunately, if they come in with the wrong category, if they come in with the wrong documents, we have no way of evaluating those applications. And we want to make sure that everybody who applies, you know, at least gets a, you know, at least gets a review of their project. Um.

You know, provide all the information that's requested. Make sure everything's labeled clearly.

This helps the review team a great deal and if you need assistance please contact us.

And make sure you do it before you apply it, because it's easier to do that then it is once you hit that button and it's, it's a lot harder to make any corrections after the fact and again, give yourself plenty of time. And I know with just a week, a little over a week left.

There's not.
A whole lot of time left in this round, but don't wait until the last minute because that sometimes. Runs into problems, sometimes the system will get jammed up if there are a number of applications all being submitted at the same time. And again, we want to make sure that you. Get your application in, so we can review it.

And then just some general project narrative tips, everyone is required to submit a detailed project narrative and this is for all 3 project categories, you know, focus on the items that we've identified in the general specific evaluation criteria. And the guidelines, we project specific instructions where we actually list out.

You know, what kind of information that we're looking for, you know, make sure all of that gets in there be clear and concise, you know, we want to know what you're doing with the vehicles. We want to know what your organization does, but we don't want the project specific details to be buried under a lot of unnecessary information, make sure that we can.

Easily find everything and. Really That'll help your application and then if you have any fuel.

Peel displacement numbers, environmental benefit numbers.

Make sure you let us know how the, how they were calculated, because that helps us to make sure that.

Our evaluation is based on good on good data.

And then all of the project categories have a number of.
Associated documents with them and how we'll pull those up now.

So, for our vehicle project, this is the supplemental application form. Um.

The data's pretty straightforward and just make sure that everything is filled out and everything is clear. So we can review that.

In addition with the vehicle projects, we have a vehicle summary table, and this is where you will list all of the vehicles that you were applying for now, make sure you, you were doing each and every individual vehicle and not just.

You know, if you're doing vehicle categories.

Because we will be using this information.

To do some calculations and make sure that you do not convert this document over to PDF form. It's.

Available as an Excel document, we need to have that as an Excel document in order to go over it.

Um, again, the refueling infrastructure also has a supplemental application form. It's very similar to the.

Vehicles just with some different data really trying to.

Capture the data on your specific refueling projects.

The other form that comes along with the revealing infrastructure is the detailed budget.

And we do do some evaluations on this so please make sure that it is filled out correctly. Um.

There's a summary at the top and then breakdown on the categories below and in these this section here, make sure that you are only listing.
The grant costs the costs that are going to be funded by the AP grants and not any of the match.

Because again, we are going to be doing some evaluations on, you know, what is being requested versus what is being supplied by the applicant. The section at the bottom is where all the match dollars are going to be listed.

So just make sure that that.

That's done separately. Um.

Innovative technology has a supplemental application form, and it's very similar to the revealing infrastructures. Just again specific to the, to the grant.

Program type, and then finally, um.

The innovative technology also has a detailed budget form, which is.

Identical to that for the refilling infrastructure.

And then finally, just some basic tools that we here at the program have found very useful. The alternative fuels data center has a number of tools that are available. Right?

From their website, which is a good starting place for, you know, finding, you know.

How to do calculations on fuel reduction?

Emissions benefits and 1 tool that I cannot.

Recommend enough is our go national laboratories a fleet online tool.

We use this, uh, quite a great deal here in the program. Um.

It's, it's very good for.
Planning fleet conversion, and finding out the benefits that you're going to get from that, um.

In addition, EPA greenhouse gas equivalencies counter calculator is very useful and then fuel economy dot Gov. Is also useful for finding out what the.

You know what you're going to get from the new vehicles that you are going to be.

Adding to your fleet, right? And then.

Get to your questions I see we've had some submitted already.

The 1st question is, do universities fall within the school district category? No, they do. Not as, as I mentioned before we do count those as either nonprofits or or if they're a, for profit university as, you know, registered corporation in Pennsylvania but universities.

Are eligible for the program we've done a number of projects, um.

That are with universities, as I mentioned, the only ones that that are not eligible, are those within the state system, because they are considered to be state agencies.

And then our vehicle grants limited to, on road vehicles would replacing a diesel rail locomotive switcher with a full battery electric alternative, be eligible. Um, we are not limited to.

On road vehicles I don't think we've seen an application for locomotive switchers, but we but yard trucks are eligible.

So so any, any sort of, you know, tractors that are going to be.

You know, moving cargo or the like.

Are eligible full details on those are in the.

In the program guidelines and the real applicant, and follow up on this, um, the real application would be innovated to Pennsylvania and a pilot type application. Yes. This might actually be a very good.
Innovative technology program category. We actually have done some innovative technology dealing with rail applications before, so, um.

If it has not been seen in Pennsylvania, yet. That might be your best, your best bet to apply under that. Um, and then for gas stations and they're applying for do they fall under the 50% applicant funding? Yes everybody needs to. um. Everybody who's applying for revealing infrastructure needs to be providing at least 50% cost share.

And then, uh, last question I have so far is, what is the deadline for spending the grant money for vehicle purchases? Um. Vehicle projects have a year period of performance. Which starts on date of grant award. However, what we do with a fig is that if you've purchased your vehicle. No, earlier than January, 1st of the particular solicitation year, that vehicle is eligible for funding. So if you've purchased your vehicle. January 2nd, 2022, you can apply for that vehicle for a fig. Um. And then, uh, question on the, uh.

Tools and resources resource calculators for emission reduction that tools page that I had in there. Like I said, um.

The fleet tool is a very handy 1, especially for, and which are, which are 2 of the, the. Required, uh, emissions reduction calculations.
And then the best tool resource for determining the cost of to install chargers that one's a little bit more.

217 "Josh Dziubek" (1504839168)
00:29:05.669 --> 00:29:13.199
Difficult I said, the best place to start would be the FTC, another resource and.

218 "Josh Dziubek" (1504839168)
00:29:13.199 --> 00:29:20.999
I'm pretty sure I'm pretty sure they're they're on on today. Um, if you're not familiar with the clean city's program, um.

219 "Josh Dziubek" (1504839168)
00:29:22.164 --> 00:29:35.964
They can help you help get your pointed in the in the correct direction for that. There's clean cities, Pittsburgh, which is run by Rick price. And then there's the eastern Pennsylvania alliance for clean transportation, which is run by Tony.

220 "Josh Dziubek" (1504839168)
00:29:36.984 --> 00:29:41.364
And if you need to their contact information, you send me an email.

221 "Josh Dziubek" (1504839168)
00:29:42.089 --> 00:29:45.389
And I can get that to you. Um.

222 "Josh Dziubek" (1504839168)
00:29:49.229 --> 00:29:55.769
And then, yes, we do need we do need estimates prior to submission.

223 "Josh Dziubek" (1504839168)
00:29:55.769 --> 00:30:00.419
For for installation, because, I mean, you will be.

224 "Josh Dziubek" (1504839168)
00:30:00.419 --> 00:30:06.779
I mean, the grant covers cost cost of equipment and installation so, um.

225 "Josh Dziubek" (1504839168)
00:30:08.159 --> 00:30:12.929
I mean, we don't need the, we understand that the, the.

226 "Josh Dziubek" (1504839168)
00:30:12.929 --> 00:30:22.559
Actual number may change between when you apply and when you actually complete the project, but we do need those estimates up front. So we are able to tell.

227 "Josh Dziubek" (1504839168)
00:30:22.559 --> 00:30:25.799
You know, if the grant request is reasonable, you know, if we're.

228 "Josh Dziubek" (1504839168)
00:30:25.799 --> 00:30:30.539
If the match is is reasonable for the grant request. Um.

229 "Josh Dziubek" (1504839168)
00:30:31.314 --> 00:30:45.324
And then will be reserving a certain amount for the December 16th deadline or plan to fund most projects submitted by August 26 largely that's going to depend on how many applications we get in the 1st round in general. We. we

230 "Josh Dziubek" (1504839168)
00:30:45.629 --> 00:30:58.229
Do tend to reserve about half of the available funding for the year for that 2nd, application period. Um, simply because we know not everybody's going to have their application ready to go by that. 1st deadline.

So, that amount can vary again, depends on number of applications, number of good applications that we get but. Roughly there should be about 1.5 Million in each of the funding rounds.

And then, can we get a copy of this presentation? Yes. The presentation will be available on the website probably within the next couple of days.

And then we'll get another couple of minutes if anybody else has any other questions.

Okay, I don't see any more coming in. So, uh.

We can end the presentation here. Like I said, this will be available on the website within the next few days. If you have any questions at all, please feel free to contact me.

I'm used to feeling a lot feels like a lot of a lot of. Different questions about the program I love to talk to grantees and find out what they're trying to do.

But, um, otherwise if that's it, then take care.

And we look forward to seeing your applications.