



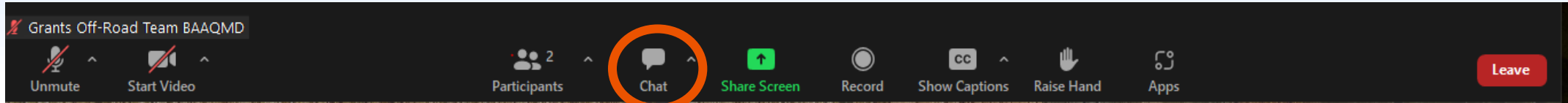
Agricultural and Off-Road Grant Program Application Training

February 23, 2023

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Bay Area Air Quality Management District**

Webinar Information

This webinar is recorded



- We have muted all the participants audio and turned off video.
- Please send your questions to the “Pls send me your question - Cynthia” host in the chat box. We will answer them at the end of the presentation.
- Presentation slides are available at <https://www.baaqmd.gov/funding-and-incentives/apply-for-funding> and the recording will be posted there as well.
- Email grants@baaqmd.gov for a copy of the slides and recording, if needed.



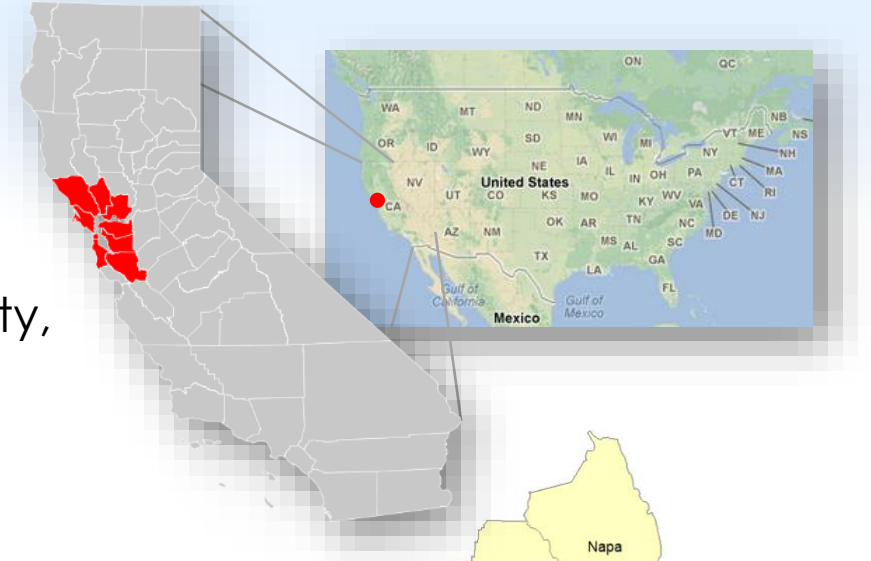
Agenda

- Background on the Air District (BAAQMD)
- Incentives overview
- Project types
- Eligibility requirements
- Funding overview
- How to apply
- Questions and answers

BAAQMD Background

The Air District

- Established in 1955
- Serves over seven million residents in the nine Bay Area counties
- Mission: To protect and improve public health, air quality, and the global climate



Strategic Incentives Division

- Target emission reductions from mobile sources
- Fund technologies and projects with the greatest potential to reduce air emissions from criteria pollutants
 - Criteria pollutants (NO_x, PM, and ROG)
 - Toxic air contaminants
 - Greenhouse gases (GHG)
- Help improve air quality in the highly-impacted Bay Area communities (CARE and CAP Areas)



Funding Opportunities

More than \$100 million currently available

- Voluntary state-funded programs that aim to achieve emissions reductions from diesel equipment beyond what is required by law
- Funding priority is given to projects operating in the following Priority Areas:
 - West Oakland
 - East Oakland/San Leandro
 - Pittsburg-Bay Point area
 - San Jose
 - Eastern San Francisco
 - Richmond-San Pablo
 - Tri-Valley area
 - Vallejo
- Community input will help inform the Air District's project outreach and project identification processes
- Applications are currently being accepted on a first-come, first served basis until all funding has been allocated
- Focus on the cleanest available technologies and infrastructure
- Can co-fund with CORE, CEC, PG&E, or other eligible grant programs



Project Types

- **Equipment replacements:** The replacement of older, dirtier equipment with newer, emission-certified equipment
- **Repower of existing equipment (engine repower):** The replacement of an existing engine with a newer emission-certified engine
- **Equipment conversions:** The replacement or modification of the original engine or vehicle to include either a cleaner engine or other system that provides motive power and change in the fuel type used
- **Infrastructure:** The installation of alternative fuel and charging infrastructure to support eligible equipment



Off-Road Projects

The Off-Road category includes:

- Mobile off-road equipment such as loaders, excavators, scrapers, forklifts, ground support equipment, and other off-road equipment with engines greater than 25 hp
- Portable engines/equipment such as portable generators, concrete pumps, woodchippers, etc.
- Zero-emission projects are highly encouraged

Grants up to 80-85*% of eligible costs

*Retrofit projects not limited by maximum funding percentage

www.baaqmd.gov/offroad



Agricultural Projects

The Agricultural category includes:

- Agricultural equipment such as tractors, tractor/loaders, wheel loaders, forklifts, and other mobile agricultural equipment with engines greater than 25 hp.
- Portable and stationary engines/equipment greater than 25hp such as portable generators and water pumps.
- New zero-emission mobile agricultural replacement category

Grants up to 80-85*% of eligible costs

*Retrofit projects not limited by maximum funding percentage

www.baaqmd.gov/agriculture



Basic Eligibility

Eligibility Criteria:

- Fleet must be in compliance with, or exempt from, all regulatory compliance requirements
- Project must be completed 1 to 3 years before any applicable baseline equipment compliance deadlines
- Equipment must be operational and operate within the Air District's boundaries 75% of the time
- Project must be cost-effective to fund
- Existing equipment must be 25 hp or greater, existing diesel must have a Tier 0, Tier 1, Tier 2, or Tier 3 engine
- Replace with new or used equipment that meets the cleanest California emission standards (e.g., Tier 4 Final or cleaner) and is not greater than a 25% horsepower increase
- Document ownership and usage history for the previous 24 months
- Existing engines/equipment replaced as part of a funded project must be scrapped and destroyed



Off-Road Compliance

- Fleet and equipment must be in full compliance with all applicable regulations and registered with the California Air Resources Board (CARB) and/or the Air District, as applicable, to receive funding
- No off-road funded projects can be used towards compliance requirements while the project is under contract.
- Common applicable regulations for Off-road equipment are:
 - In-Use Off-Road Diesel Regulation Off-Road Regulation (Off-road Regulation)
 - Large Spark Ignition Fleet Regulation (LSI Regulation)
 - Regulation for Cargo Handling Equipment at Ports and Intermodal Rail Yards (CHE Regulation)
 - Portable Engine Airborne Toxic Control Measure Regulation (PERP and ATCM Regulation)
 - Statewide Truck and Bus Regulation
 - Other regulations may apply
- Call the CARB regulatory hotline at 1-866-6-DIESEL if you are unsure which regulation your equipment falls under or cannot determine whether you are eligible to apply.



Eligible Costs

The District considers eligible costs to be the base cost of the replacement equipment (with no additional features, options, upgrades, or add-ons that incur any cost), plus the applicable sales tax only.

The District may also consider additional features if those features are integral to the equipment's work and featured on the baseline unit, or if they are a safety requirement. This includes features such as 4-wheel drive, cabs, loader attachments, and weights.

Infrastructure Funding

The Infrastructure category includes:

- Battery charging stations (non-residential)
- Hydrogen fueling stations
- Stationary agricultural pump electrification
- Shore power
- Other infrastructure on a case-by-case basis

Eligible costs include design and engineering, equipment, installation directly related to the construction of the station, meter/data loggers, and on-site power generation systems such as solar and wind power generation equipment.

www.baaqmd.gov/infrastructure



Max funding	Project Type
50%	All Projects
65%	Projects with Solar/Wind



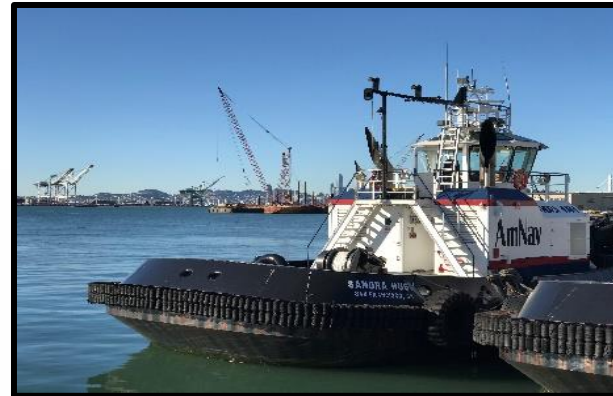
Off-road Funding Examples

Equipment Type	Baseline Engine	New Replacement Engine	Annual Usage	Potential Funding	Total Cost	Actual Funding
Agricultural Tractor	1997 Diesel Tier 0, 93 hp	2022 Diesel Tier 4 Final, 114 hp	260 Hours	Up to 80% of eligible project cost	\$90,355	\$72,200
Agricultural Tractor/Crawler	1984 Diesel Tier 0, 66 hp	2022 Diesel Tier 4 Final, 74 hp	285 Hours	Up to 80% of eligible project cost	\$87,885	\$70,300
Agricultural Excavator	1987 Diesel Tier 0, 290 hp	2022 Diesel Tier 4 Final, 189 hp	710 Hours	Up to 80% of eligible project cost	\$384,268	\$307,400
Industrial Forklift	2007 Diesel, Tier 2, 52 hp	Zero-emission	900 Hours	Up to 80% of eligible project cost	\$57,633	\$46,100
Tractor with Blade	1983 Diesel, Tier 0, 290 hp	2022 Diesel, Tier 4 Final, 390 hp	370 Hours	Up to 80% of eligible project cost Up to 50% of eligible infrastructure cost	\$522,902	\$418,300



Other Project Types

- On-road equipment
- Marine vessels
- School buses
- Locomotives



How to Apply

- Review the relevant BAAQMD equipment category fact sheet and webpage
- Understand all applicable state regulations that may apply to the proposed project equipment
- Determine whether the equipment qualifies for funding
- Start gathering all the information about the equipment and required documents
- Work with an equipment dealership on identifying the replacement equipment, if applicable

- **Apply online at:**
<https://www.baaqmd.gov/funding-and-incentives/apply-for-funding>

Apply for Funding UPDATED 1/25/2023

Air District / Funding and Incentives / Apply for Funding

Over \$100 million in funding is available to assist vehicle and equipment owners in reducing emissions in the [Air District's jurisdiction](#) through vehicle and equipment replacement and installation of zero-emissions infrastructure.

How to Apply

Before applying, check the web page specific to your project category to understand eligibility requirements.

After assuring that your project is eligible, fill out and submit an application through our online application portal. For instructions on using the online system, please reference our [user guide](#) (2 Mb PDF, 12 pgs, revised 1/30/2023).

[APPLY NOW](#)



Online Application System

- There are two steps required to apply online:
 - Create your user profile (or organization account) or third-party account if assisting with the application
 - Login to the organization account to create a new funding proposal
- Once created, the account remains in the system and can be used to apply for CMP funding in the current or future application cycles, as well as to submit documents and annual reports for funded projects
- An online application user guide can be found at <https://www.baaqmd.gov/funding-and-incentives/apply-for-funding>
- Once created you can add the vendor as a 3rd party to assist you with the application process

Returning User? Please log in.

Create Primary Account for Your Organization

Each organization applying for grant funding from the BAAQMD can register for a grant proposal account. This account will be associated uniquely to the organization's legal name (the legal equipment owner) and must be created by an executive within the organization who can approve grant applications, represent his or her organization in contracts with the District, and manage their organization's account with the District.

Create Organization Account

Create Third Party Account

Third Party accounts exist for third parties to assist in the grant proposal application process of applicant organizations. Third Party accounts need to be created before they can be associated with a grant applicant organization.

Create Third Party Account

Please Note: The online application requires that you have an email address. If you do not currently have an email address, you may establish one with a web-based service such as Yahoo, Hotmail, Google Mail, etc. The funding process requires that you regularly check the email account for messages about your project. Most business of the program will be transacted through email and other electronic means, using your email address as an identifier for your project.

BAY AREA AIR QUALITY MANAGEMENT DISTRICT Log Off

Home Account Management Accounting Proposal

Account Home Account User Info

Create New Funding Proposal
Create New Goods Movement Proposal
View Queue
Authorize Third Party
Update Third Party
Data Export



Application Documents

Required documents to be collected and attached to the application

1. Ownership documentation showing at least two years of ownership (e.g., Bill of Sale, tax or insurance records, appraisals or surveys, or service records)
2. Usage documentation (for the previous 24 months from the time of application submission) signed and dated with language certifying it is accuracy
3. Current General Liability Insurance, if available
4. Compliance documentation through the California Air Resources Board signed and dated with language certifying it is accurate and complete, often:
 - 1) DOORS fleet list with EIN numbers showing fleet size, 2) summary compliance snapshot with compliance status, and 3) DOORS generated list of previously funded equipment
5. Quote and manufacturer specs sheet for the replacement equipment
6. CARB Engine executive orders (EO) for the new and old engine
7. BAAQMD signed regulatory compliance statement



DOORS Compliance Documents

Required DOORS documents to be collected and attached to the application

- 1) DOORS fleet list with EIN numbers showing fleet size 2) summary compliance snapshot showing compliance status, and 3) DOORS generated list of previously funded equipment

Your fleet, as currently reported, has met the off-road regulation requirements through the January 1, 2015 compliance date because it has earned BACT credits that will be applied towards the required BACT amounts through the January 1, 2015 compliance date. You will need to take action prior to December 31, 2015 in order for your fleet to be in compliance on January 1, 2016.

This determination is based on the make up of your CURRENT fleet in DOORS, which includes age and horsepower of engines, retrofits (if any), vehicles sold credits, if any, exempt vehicles such as Low Use (if any), subjects (if any), and other credits (if any).

Current Fleet Statistics	
Fleet Size	Large
Number of Vehicles:	
In Fleet Average	10
Low Use	0
Exempt Not Low Use	0
Total Vehicles	10
Total Horsepower (in fleet average)	7,000
First Compliance Date	January 1, 2014
Next Required Compliance Date	January 1, 2016

Search Vehicle By EIN:

Show Page 1 (200 rows per page) Show All Rows

There are 5 vehicles for DOORS ID: 17147

The [red box] are missing information fields. Please provide the missing information. Two-engine vehicles will display 2 rows with the same vehicle information but different engine information. To see vehicles with missing engines, please sort by Eng MY. * Show the most recently entered/edited vehicles on top.

Line #	Vehicle Information						Engine Information								
	EIN	Veh Serial #	Your Veh #	Veh Type	Veh Manufacturer	Veh Model	Eng Serial #	Eng Manufacturer	Eng Model	Eng MY	Eng HP	Eng Tier	Eng Family		
Edit Delete Sel/Retire	1	WC9W85	996855222		Cranes	VAC CON	12321	2011	9595959595	CHRYSLER LLC	12122111	2011	88	T3	5263963
Edit Delete Sel/Retire	2	UJ3T67	8645132		Bore/Drill Rigs	AJCHI	asdf	2009	8687451	AGCO	8956	2007	60	T2	8645132
Edit Delete Sel/Retire	3	PG4L53	951753258456		Excavators	SUNWARD	okmnyuhb	2007	789456123	CUMMINS ENGINE CO., INC	94595	2007	60	T2	sdffgdfgdf
Edit Delete Sel/Retire	4	UJ3T67	8645132		Bore/Drill Rigs	AJCHI	asdf	2009	325556	AGCO	8956	2007	60	T2	8645132
Edit Delete Sel/Retire	5	NC9X85	3454657675252		Bore/Drill Rigs	A&L	454	2000	3453465465AAA	AGCO	565	2001	50	T1U	456545654
Edit Delete Sel/Retire	6	TA9M45	251251023	86654321	Cranes	ABI	hfbm	2009	546464	AGCO	afdh	2009	150	T3	af mm
Edit Delete Sel/Retire	7	NC9X85	3454657675252		Bore/Drill Rigs	A&L	454	2000	3453465465	AGCO	565	1994	50	T0	456545654

Owner Information **Vehicle & Engine** VDECS **Compliance Snapshot**

Engine Repower Low-Use **Vehicle Funding** Non Standard Engine Non Diesel Engine Long-Term Rental

Line #	Vehicle Information				Engine Information			VDECS Information		Funding Information							
	EIN	Veh Serial #	Your Veh #	Veh Type	Veh Manufacturer	Eng Manufacturer	Eng MY	Eng HP	VDECS Family Name	VDECS Serial Number	Funding Source	Funding Sponsor	What was funded? (Vehicle Replacement)	What was funded? (Engine Repower)	What was funded? (Retrofit/VDECS)	Date Contract Begin (yyyy-mm-dd)	Date Contract End (yyyy-mm-dd)
Add/Edit	1	SL8V79	23456789	Crawler Tractors	ABG	CASE CORPORATION	1996	1000									

Contact info:

- DOORS Phone Number: 877-593-6677
- DOORS Website: https://ssl.arb.ca.gov/ssldoors/doors_reporting/doors_login.html



Application Submission – Next Steps

After your application is completed and submitted:

- Air District staff will contact you **within five business days** to let you know if anything is missing or needs additional information
- Once we have the necessary information, we will evaluate your project to determine if it is eligible for grant funding
 - If your project is not eligible for grant funding, you will be notified, and your application will be denied in the online system
 - If your project is eligible for grant funding, you will receive an email once your project is approved for grant funding



Grant Process Overview

Dismantler has 60 days from date of delivery to destroy old equipment and have it inspected by the Air District.



- Applicant applies for grant and receives project approval
- MSC/BOD approval needed for projects over \$500K
- Dealer/District pre-inspects old equipment listed on application

- Contract drafted for review/signature by applicant
- Signed contract executed by Air District
- Grantee and Vendor issued approval from the District to order equipment

- Dealer takes delivery of new equipment
- District inspects new equipment and approves it for delivery to Grantee
- Old equipment is delivered to vendor and sent to be dismantled/scrapped within 60 days

- Scrapyard destroys equipment by cutting the frame rail and putting a hole in engine block
- Notifies BAAQMD when equipment is ready for inspection
- BAAQMD inspects and approves destroyed equipment

- The Project Implementation Report (PIR) is signed and submitted for payment with all applicable documentation
- Payment issued in 30 days of receiving complete PIR and payment documentation



Approved Dealerships

- A complete list of Air District-contracted Bay Area equipment dealers can be found at:
 - www.baaqmd.gov/offroad
 - www.baaqmd.gov/agriculture
- The Air District has contracted with the Bay Area equipment dealers to assist applicants to apply for off-road/agricultural equipment replacement projects but will work with non-contracted dealers, on a case-by-case basis, for projects where the proposed equipment is for advanced technology (e.g., zero-emissions equipment) and/or is not available locally



BAAQMD Information

Off-Road Program: www.baaqmd.gov/offroad

Agricultural Equipment: <http://www.baaqmd.gov/agriculture>

Infrastructure: <http://www.baaqmd.gov/infrastructure>

Apply for Funding: <https://www.baaqmd.gov/funding-and-incentives/apply-for-funding>

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Adriana Kolev	CMP TRUs	akolev@baaqmd.gov	(415) 749-8660



Questions?