

Questions, Answers, and Clarifications  
 Natural Gas Vehicle Incentives  
 PON-13-610  
 Alternative and Renewable Fuel and Vehicle Technology Program  
 California Energy Commission  
 February 25, 2014

In addition to this document, the Energy Commission will continue accepting clarification questions through the life of the solicitation. Please submit any additional questions to [Buydownincentives@energy.state.ca.us](mailto:Buydownincentives@energy.state.ca.us).

<b>Available Funding</b>	
Q.1	Will the Energy Commission add additional funding from future investment plans to this solicitation?
A.1	<i>There are currently no plans to add additional funding to this program. The Energy Commission, at its sole discretion, reserves the right to increase or decrease funding available in this solicitation.</i>
Q.2	How will we know if funding is still available through this program?
A.2	<i>Statistics on the remaining amount of funding available through PON-13-610 can be found at: <a href="http://energy.ca.gov/drive/ngvip/">http://energy.ca.gov/drive/ngvip/</a>.</i>
<b>Eligible Applicants</b>	
Q.3	Can an OEM or end-user work through an out of state dealer?
A.3	<i>Yes. An OEM or end-user may work through a regional dealer but the dealer must meet all applicable eligibility criteria. Please refer to section 4 "Eligible Applicants" of the PON-13-610 application manual for applicant eligibility criteria. Entities wishing to participate in the program must meet all requirements of the solicitation.</i>
Q.4	How can I tell if my company is an eligible OEM?
A.4	<i>Section 4 "Eligible Applicants" of the PON-13-610 application manual defines eligible OEMs.</i>
Q.5	Who at an OEM can provide a letter designating individual dealerships?
A.5	<i>An authorized representative of the OEM must sign the letter designating a dealer or distributor as their agent.</i>
Q.6	If an OEM keeps the reservation at the corporate level, can they distribute all money through one dealer?
A.6	<i>Yes, however the OEM must be the single point of contact for questions and holds responsibility for fulfilling all solicitation requirements.</i>
Q.7	Are there any participants that have open reservations from PON-11-603?
A.7	<i>As of 2/18/2014 there are no remaining open reservations under PON-11-603.</i>
<b>Eligible Vehicles and Conversion Systems</b>	
Q.8	Are vehicles converted with CNG systems eligible for funding?
A.8	<i>Eligibility is determined by the conversion process and vehicle type. Please refer to section 5 "Eligible Vehicles" of the PON-13-610 application manual for vehicle eligibility criteria.</i>
Q.9	Are propane vehicles eligible under this solicitation?
A.9	<i>No, the funding allocated to this solicitation is only for natural gas vehicle incentives.</i>
Q.10	Are vehicle retrofits allowed?
A.10	<i>No. Please refer to section 5 "Eligible Vehicles" of the PON-13-610 application manual for vehicle eligibility criteria.</i>
Q.11	Can vehicles operated outside the state for ~50% of the time be eligible under this

	program?
A.11	<i>No, vehicles must be registered and operated on natural gas in California (at least 90 percent of the time) for at least 3 years.</i>
Q.12	What is the definition of “transit bus” under PON-13-610.
A.12	<i>For purposes of this solicitation, a “transit bus” means the same as defined in California Vehicle Code section 642.</i>
<b>Incentive Levels and Availability</b>	
Q.13	Are the incentives shown in the table on page 7 the incentive received by the end-user?
A.13	<i>The incentives provided through this program are to be passed on to the end-user of the vehicles from the OEM or OEM designated dealer/distributor. All payments from the Energy Commission will be provided to the OEM or OEM designated dealer/distributor.</i>
Q.14	Will the Energy Commission consider raising the incentive amounts?
A.14	<i>No. For PON-13-610, the incentive amounts will not be increased.</i>
Q.15	Will the Energy Commission consider offering different incentive amounts for new vehicles vs. converted vehicles?
A.15	<i>No.</i>
Q.16	Will the Energy Commission consider increasing the per vehicle incentive level for vehicles up to 8,500 lbs?
A.16	<i>No. The incentive levels for PON-13-610 were established using a benefit-cost metric as required under Assem. Bill No. 8 (2013-2014 Reg. Sess.). The existing incentive amounts are consistent with the average expected benefits from each weight class. Additionally, the incentive level for vehicles up to 8,500 lbs is comparable to the incentives currently provided for advanced technology vehicles in this weight class.</i>
Q.17	Would the Energy Commission consider raising the maximum incentive cap per end-user to 20 vehicles?
A.17	<i>Yes. To address stakeholder feedback from the PON-13-610 Solicitation Workshop, Addendum #1 will be released to raise the maximum number of incentives available to each end-user from 10 to 20.</i>
Q.18	Would the Energy Commission consider applying incentive caps regionally so that a company with operations in various regions of the state could apply in two different regions?
A.18	<i>No. The definition of end-user was established to consider companies and their subsidiaries without consideration of location. By continuing to apply the incentive caps on a company-wide basis, the Energy Commission hopes to provide additional opportunities for funding to a greater number of entities.</i>
Q.19	In regards to the maximum incentive cap for end-users, would an entire city or county be considered an end-user? In the case of the University of California system, would the restriction apply to each individual campus or the University system as a whole?
A.19	<i>Yes, cities and counties are considered end-users. Each University of California campus is considered a separate end-user. Please contact Energy Commission staff if you have specific questions about how this restriction will be applied to other municipalities.</i>
Q.20	How do we reconcile the situation where a dealer organization has multiple franchises? If the dealer is approved from each OEM, does the \$300,000 max limit apply as a sum or as an OEM downline application?
A.20	<i>A dealership may receive multiple allocations from multiple OEMs. The \$300,000 incentive limit applies to incentives provided for each OEM. Example: A single dealership may have \$300,000 worth of incentives allocated by “OEM A” while concurrently being allocated \$300,000 in incentives allocated by “OEM B”.</i>
Q.21	Can OEMs request multiple \$1,600,000 reservations once the reservations are completed?

A.21	<i>Yes. An Applicant may reapply for funds only after it has submitted payment claims for all existing reservations and the payment claims have been submitted by the Energy Commission to the State Controller's Office for payment.</i>
Q.22	How do you define a single end-user?
A.22	<i>An end-user is defined as any single individual or business entity including all subsidiaries. Please refer to section 6 "Funding and Incentive Levels" of the PON-13-610 application manual for the definition of end-user.</i>
<b>Required Documents</b>	
Q.23	What information does a dealership need to provide as documentation?
A.23	<i>Please refer to section 9 "Incentive Reservation Process" of the PON-13-610 application manual for information on required documentation.</i>
Q.24	Can a PDF of the signed letter to the Dealers be submitted?
A.24	<i>Yes. Please see question #27 for signature requirements related to all documents.</i>
Q.25	Would the Energy Commission consider accepting a copy of the DMV notification that is sent to the dealership when the DMV receives the registration application for verification purposes?
A.25	<i>No. The California Department of Motor Vehicle registration form that shows the vehicle identification number and that the vehicle has been registered in California will continue to be required. Application for Title or Registration (REG 343) or similar documents provide no certainty that a vehicle will be registered and will not be accepted.</i>
Q.26	Have any changes been made to the monthly progress report ARF-5?
A.26	<i>Yes. All fields are now mandatory and must be completed.</i>
Q.27	Can electronic signatures be used for submitted documents?
A.27	<i>Electronic signatures may be used <b>only</b> for the letter from the OEM designating one or more California dealers or distributors to reserve incentives on its behalf. All other forms require original signatures.</i>
<b>Due Dates</b>	
Q.28	If we have vehicles ready to deliver by end of March, will we have time to get our authorization/confirmation completed prior to delivery?
A.28	<i>Vehicles sold prior to approval of the Natural Gas Vehicle Incentive Reservation Form by the Energy Commission at a Business Meeting and subsequent written confirmation or after the 365-day reservation period, will not be eligible to receive incentive payments from the Energy Commission. Please refer to the timetables listed in the PON-13-610 application manual for more details.</i>
Q.29	Can you clarify what the reservation submittal deadline is?
A.29	<i>Please refer to section 1 "Schedule" of the PON-13-610 application manual for relevant applicable dates. If the deadline for submitting reservations changes, an addendum will be posted and the application manual will be modified to reflect these change.</i>
Q.30	How will the 365-day reservation period impact the timing and participation in the next Natural Gas Vehicle incentive solicitation?
A.30	<i>Energy Commission staff will monitor the usage of incentives provided under PON-13-610 and consider possible conflicts when developing future related solicitations. The Energy Commission will work to develop future solicitations that will not undermine the efforts of PON-13-610.</i>
<b>Miscellaneous</b>	
Q.31	What is the average turn-around time for payment assuming that all documentation has been accurately completed and submitted?
A.31	<i>The turn-around time for payments will vary depending on numerous factors. The Energy Commission will process payments within 45 days of a complete and proper submittal.</i>

Q.32	When will information be posted to the website?
A.32	<i>The <a href="http://energy.ca.gov/drive/ngvip/">http://energy.ca.gov/drive/ngvip/</a> page will be updated on a continuous basis as information becomes available.</i>
Q.33	Can vehicle warranties be provided by multiple entities?
A.33	<i>Yes, multiple companies can warranty separate components of the vehicle.</i>
Q.34	How will I know if changes are made to the solicitation?
A.34	<i>If this solicitation is amended, the Energy Commission will post it on the Energy Commission's website at: <a href="http://www.energy.ca.gov/contracts">www.energy.ca.gov/contracts</a> and send out a notice through the e-mail listserve.</i>
Q.35	If a designated dealer does not use all (or any) secured reservations, can they be re-designated to another dealer, or OEM?
A.35	<i>No. Incentive reservations cannot be transferred between dealerships or OEMs.</i>