



VW Settlement: States with best opportunities for hybrids

VW Settlement Fund incentives are available now! Dollar for dollar, hybrid vehicle projects represent some of the most cost-effective opportunities for fleets to reduce NOx emissions. However, identifying and securing these state-based incentives can be challenging. XL is here to help fleets navigate the process. XL will help:

- fleets determine the available hybrid replacement solutions that qualify for the program, and help determine which vehicles/engines to scrap as part of the program. One tool to help accomplish this is the VW Competitiveness Calculator: <https://www.act-news.com/vw-calculator/>.
- review the potential project with the State before proceeding to make sure all requirements are being addressed.
- customers submit application letters and other documentation.
- fleets with the purchase process and timing requirements.
- submit sustainability reports using the XL Link connectivity system

State	XL Hybrid VW Incentive Level	Key Eligibility Requirements	Funding Program Status
CO	40% of total vehicle cost for public/nonprofit fleets and 25% of total vehicle cost for private fleets. Caps are set at \$50,000 per Class 4-7 truck and \$100,000 per Class 4-8 bus.	Must be a new vehicle upfit, no after-market retrofits will be allowed. Vehicles must operate at least 60% of the drive time in Adams, Arapahoe, Boulder, Broomfield, Denver, Douglas, and Jefferson Counties.	December 2018
IA	Diesel engine replacements: Up to 40% of project costs Diesel vehicle replacements: Up to 25% of new vehicle costs	New vehicles must operate entirely within Iowa.	2019
MI		To be determined upon publication of a specific solicitation	2019
MO			2019
PA			Late 2018 / early 2019
TX			2019
UT			2019
MN		Vehicles/equipment must be predominately operated in Minnesota. Additional points available in scoring for Hennepin and Ramsey Counties, and the Twin Cities 7 county metro area.	Late 2018
IN	Diesel engine replacements: Up to 60% of project costs Diesel vehicle replacements: Up to 50% of new vehicle costs	Next solicitation limits applicants to the Indiana Public Service Company's (NIPSCO) service territories	Late 2018
OH	Maximums are extremely high (up to \$150,000 per truck), but applicants may and should propose lower incentive levels to improve project cost-effectiveness	Projects must be located within one of Ohio's 26 priority counties	June 2019
TN	Up to 25% of total vehicle cost, but per vehicle incentive levels may vary upon state's publication of a specific solicitation	Projects will be ranked by its ability to generate benefits in counties that score high on the state's Disproportionate Burden Index (DBI)	Late 2018 / early 2019
CT		To be determined upon publication of a specific solicitation	2019
MD			Late 2018
MA			2019
VA			2019

Note:

- Scrappage of existing diesel MY 1992-2009 vehicle or engine is required for most programs outside of California.
- New vehicle must be the same size and serve the same function as the vehicle it is replacing
- XL's class 4-6 eligible HEVs include: Ford E-450, F-59, GM 4500, Isuzu Reach
- Fleets can't just add a hybrid system to an existing engine. They need to purchase a new engine and add an XL system or scrap the entire vehicle and purchase a new one with the XL system.

For sales call: 1-833-XL-Fleet or email salesteam@xlfleet.com