



Surplus Off-Road Opt-In for NOx (SOON)

SOUTH COAST AQMD PROGRAM ANNOUNCEMENT PA2020-03

The South Coast Air Quality Management District (South Coast AQMD) is soliciting project proposals for the following purpose according to terms and conditions attached. In this Program Announcement (PA) the words “Proposer,” “Applicant,” “Contractor,” and “Consultant” are used interchangeably.

SECTION I – OVERVIEW

PURPOSE

The South Coast AQMD is seeking proposals for the Surplus Off-Road Opt-In for NOx (SOON) Provision of the California Air Resources Board’s (CARB’s) In-Use Off-Road Diesel-Fueled Fleets Regulation. The primary purpose of this Program is to provide financial incentives to assist in the purchase of zero or lower-emissions heavy-duty engine technologies to achieve near-term nitrogen oxides (NOx) emissions reductions from in-use off-road equipment. Since funding for the SOON Program is from the Carl Moyer Program (CMP), all CMP requirements apply to this Program, except where specifically noted, or where the South Coast AQMD implements more stringent program criteria as described in the Rule 2449 SOON Implementation Guidelines.

INTRODUCTION

The SOON Program is designed to achieve additional NOx reductions above those that would be obtained from the state off-road regulation. These reductions are critical to meeting the PM2.5 and ozone ambient air quality standards in the South Coast Air Basin.

Funding for Program Announcement PA2020-03 is from the CMP. Project awards are contingent upon receiving the CMP funds from CARB. Additional sources of funding, such as AB 923, may be available and added to this Program.

Eligible projects qualified for the SOON Program must meet a maximum cost-effectiveness limit of \$30,000 per ton of NOx emissions reduced and any additional South Coast AQMD criteria as stated in this PA. For advanced technology projects that are zero-emission, or alternatively meet the cleanest certified optional NOx standard applicable, South Coast AQMD may apply a cost-effectiveness limit of up to \$100,000 per weighted ton of NOx emissions reduced, for the incremental emission reductions that go beyond current emission standards, as allowed by the CMP 2017 Guidelines. Projects exceeding the cost-effectiveness limit may receive partial funding up to the cost-effectiveness limit or will be deemed ineligible. Except where otherwise stated, projects must meet the requirements of the CMP 2017 Guidelines.

Applications submitted in response to this PA will be evaluated according to the approved 2017 CMP Guidelines. It is the applicant’s responsibility to ensure that the most current information and requirements are reflected in a submitted application. Applicants should check the CARB website for any updates and/or advisories to the guidelines

<http://www.arb.ca.gov/msprog/moyer/guidelines/current.htm>.

South Coast AQMD staff will evaluate all qualified SOON Program applications and make recommendations to the Governing Board for final selection of project(s) to be funded. All eligible

projects will be ranked based on cost-effectiveness of NOx emissions reduced. Please note that depending upon the number of applications received in response to this PA, South Coast AQMD may prioritize the selection of projects to reduce emissions in and around DAC and low-income communities. While South Coast AQMD encourages all eligible applications, this means that some projects may not be selected based on their domicile address, regardless of their cost-effectiveness ranking.

At least 50 percent of South Coast AQMD's CMP funds will be targeted for projects that meet the criteria of a disadvantaged or low-income community project. Other non-CMP funding sources may have DAC and/or low-income status requirements that may limit South Coast AQMD's ability to award such funding to projects that do not meet applicable geographic or income requirements. The Office of Environmental Health Hazard Assessment (OEHHA) in the California Environmental Protection Agency (CalEPA) has developed the California Communities Environmental Health Screening Tool: CalEnviroScreen Version 3.0 (CalEnviroScreen 3.0). The CalEnviroScreen 3.0 tool will be used by South Coast AQMD to identify projects that qualify as a DAC, which is defined as scoring in the top 25th percentile, and will strive to maximize the benefits to these communities from this PA. All applications will be assessed with the CalEnviroScreen tool to identify and verify if the project will benefit a DAC. This tool is available at: <https://oehha.ca.gov/calenviroscreen/report/calenviroscreen-30>

South Coast AQMD SOON Program requirements may be more stringent than CARB's requirements and/or guidelines. For example, South Coast AQMD may have a lower cost-effectiveness ceiling for a particular project type. In case there is any conflict between CARB and South Coast AQMD criteria, the more stringent criteria will prevail. South Coast AQMD will post any new information and requirements on its SOON Web page at www.aqmd.gov/soon. It is the responsibility of the applicant to ensure that the most current information and requirements are reflected in a submitted application. Be aware that there is a possibility that due to program priorities, cost-effectiveness or funding category limitations (i.e., caps), project applications may be offered only partial funding, and not all applications that meet the cost-effectiveness criteria may be funded.

DEFINITIONS

1. Alternative Fuel
Alternative fuels include compressed natural gas (CNG), liquefied natural gas (LNG), methanol, ethanol, propane (LPG) and electric technologies.
2. Base Rule
Base rule is defined as the CARB In-Use Off-Road Diesel-Fueled Fleets Regulation without the SOON provisions (Title 13, Division 3, Chapter 9, Article 4.8, Section 2449 and 2449.1). Compliance with the Base Rule is required and is demonstrated by the DOORS Compliance Snapshot.
3. Compliance Plan
Compliance plan is the future forecast of fleet average emissions using current fleet information and planned future repower, replacement, retirement and retrofit projects. An Excel spreadsheet template is available on the South Coast AQMD SOON webpage.
4. Contract Term
Contract term is the duration for which the contract is valid. It encompasses both the project

completion and project implementation periods.

- i. Project completion period is the first part of the Contract term starting from the date of Contract execution by both parties to the date the project post-inspection confirms that the project has become operational.
- ii. Project implementation period is the second part of the Contract term and equals the project life.

5. Cost-Effectiveness Limit

The cost-effectiveness limit determines the maximum funding that can be provided to an individual vehicle repower, replacement or retrofit project for each ton of emissions reduced. Under the SOON Program the cost-effective is calculated based on tons of NOx reduced per year.

6. Current NOx Standard

For all engine horsepower categories, the current NOx standard in 2020 is Tier 4 Final.

7. Dual-Fuel Technology

Dual-fuel technology includes electric hybrids and technologies that utilize a combination of either CNG and diesel fuel or LNG and diesel fuel, provided they are certified by CARB. Experimental technologies and fuels will be referred to CARB for evaluation and possible eligibility in the program.

8. Incremental Cost

Incremental cost is the percent of actual cost that is eligible for SOON funding. For repower projects, it is 85%; for replacement projects, it is 80%; and for NOx retrofit projects, it is 100%.

9. Project Life

Project life is the period of the contract term during which the repowered, replacement or retrofitted vehicle is operated. The contractor must report the annual usage throughout the project life. In addition, project life is used to calculate the cost-effectiveness and funding amount for a project.

10. Replacement Project

Replacement project is the purchase of a new or used vehicle to replace an existing vehicle. Only new vehicles meeting Tier 4 Final emissions standards are eligible for funding.

11. Repower Project

Repower project is the replacement of an old engine of an existing vehicle with a newer engine certified to lower emission standards.

12. Retrofit Project

Retrofit project is a modification made to an engine exhaust and/or fuel system such that the specifications of the retrofitted engine are different from the original engine.

GENERAL PROGRAM INFORMATION

The primary focus of the SOON Program is to achieve emission reductions from heavy-duty off-road vehicles and equipment operating in California as early and as cost-effectively as possible. The SOON Program is intended to achieve additional NOx reductions which are needed to meet the PM2.5 and ozone ambient air quality standards in the South Coast Air Basin. The emission reductions expected

through the deployment of zero or low-emissions engine or retrofit technologies under this Program must be real, surplus and quantifiable. Senate Bill 513 (Beall) removed many of the limitations associated with co-funding from other sources. The air district must verify the sum of all other incentive funds to ensure the Moyer funds will not exceed the total project cost. Applicants from non-public entities must provide at least 15 percent of the Moyer eligible project costs from non-public sources.

Replacement and repower projects are **limited to only** those involving a diesel baseline engine subject to the off-road regulation, and a lower emission or zero emission technology that is certified, verified or approved by CARB. **All projects must meet the program's cost-effectiveness limit(s) and be operational no later than May 20, 2022.** No administrative or vehicle operational costs are eligible.

It is expected that multiple awards will be granted under this PA, subject to the approval of the South Coast AQMD Governing Board.

All proposals will be evaluated based on criteria set forth in this PA. The South Coast AQMD will evaluate and/or verify information submitted by the applicant. At South Coast AQMD's discretion, consultants contracted by South Coast AQMD may conduct all or part of such evaluation and/or verification. Data verification during the evaluation and contracting process may cause initial cost-effectiveness rankings, and associated awards, to change. Furthermore, the South Coast AQMD reserves the right to make adjustments to awards based on the subsequent verification of information as well as changes in cost-effectiveness.

IMPORTANT PROGRAM INFORMATION

- Fleets with a total statewide equipment horsepower over 20,000 hp and with 40 percent or more of their vehicles at Tier 0 and Tier 1 emission levels as of January 1, 2008, are subject to the SOON Program and are required to apply for funding. Fleets not meeting both of the above criteria on January 1, 2008, may voluntarily participate in this Program and apply for funding.
- For this program cycle, all projects will be eligible for a maximum seven-year operational requirement within the jurisdiction of the South Coast Air Quality Management District. A shorter project life will be considered on a case-by-case basis and may be required by the CMP Guidelines for specific types of equipment. However, a shorter project life may affect the project's ranking relative to other projects and the amount of funding that can be provided.
- The annual hours used to calculate cost-effectiveness will be included in the contract. An extension of the contract or partial payback of funds may be required if the proposed annual hours are not achieved.
- For all repower projects, fleets are **not** required to, but may install the highest level verified diesel emission control system (VDECS) at their own cost.
- Retrofit projects which can achieve NOx reductions may be funded on a case-by-case basis.
- Applicants must demonstrate that during the contract period, vehicles equipped with NOx retrofits, repowered with new engines, or that have been replaced using SOON program funding, will not use a lower emission rate to calculate the fleet average index and target rate and BACT credit to meet compliance in the Diesel Off-Road Online Reporting System (DOORS). Actions taken using SOON program funding may be used for determining compliance **after** the completion of the SOON program project contract period for that vehicle. For example, if a Tier 2 vehicle is repowered with a Tier 4 engine with SOON Program funds for purposes of

compliance with the off-road regulation, that vehicle is still treated as if it were a Tier 2 until the end of the contract period for the SOON program project.

- Applicants **must** provide vendor quotes with their application to document the cost of implementing the proposed technology. **All quotes must have been obtained within 90 days of application submittal. Applicants may be required to submit quotes from more than one technology provider.**
- For off-road replacement and repower projects, the CMP guidelines specify that the horsepower rating of the new (or replacement) engine must not be greater than 125 percent of the original manufacturer rated horsepower of the old (or existing) engine. If the new engine is greater than 125 percent, then the eligible funding amount will be based on the cost of an engine or equipment with a horsepower rating that is no higher than 125 percent of the existing engine horsepower rating. The applicant must pay the additional costs associated with the higher horsepower engine and obtain a price quote for an engine or equipment that is within the 125 percent range for the funding determination. In addition, verifiable records on the existing engine must be provided with the application to accurately identify the engine manufacture year and horsepower (e.g., photographs of engine labels, statement from engine manufacturers, etc.).
- Applicants must demonstrate that they are in full compliance with all applicable CARB regulations and that vehicle/equipment funding requests under this Program provide surplus emissions reductions. **Applicants are required to submit a compliance plan showing how they will comply with the targets of CARB's In-Use Off-Road Diesel-Fueled Fleets Regulation throughout the contract term, as well as how the new projects under this PA will meet SOON NOx targets in 2023.**
- Applicants must ensure that the vehicle/equipment to be purchased or installed is in compliance with all applicable federal, state and local air quality rules and regulations and that it will maintain compliance for the full contract term.
- Any associated tax obligation with the award is the responsibility of the grantee.
- No third-party contracts will be executed. The South Coast AQMD contract must be signed by the equipment owner.
- Pre- and post-inspection of all vehicles/engines/equipment approved for funding will be conducted by South Coast AQMD.
- Destruction of the engine/equipment being repowered or replaced is required.
- To avoid double dipping, applicants shall not apply for funding for the same equipment in any other air district.

POTENTIAL PROJECTS

All eligible projects must use CARB-certified technology or technology that has been verified/approved by CARB for real and quantifiable emission reductions that go beyond any regulatory requirement. The following projects are eligible for SOON funding:

Repower Project

For a repower project, the new engine must be certified for sale in California to the current NOx emission standard (Tier 4 Final). If an engine meeting the current emission standard is not available or cannot be installed:

- A Tier 3 Replacement Engine rated at 175 hp or higher can be used for the repower project.

- A Tier 3 Replacement rated at 175 horsepower or less can be used for repower projects provided it complies with U.S. Environmental Protection Agency (EPA) requirements related to replacing in-use engines contained in the Code of Federal Regulations, Title 40, Section 1068.240.
- For off-road equipment with similar modes of operation to on-road vehicles, other possible options include the replacement of an older diesel off-road engine with a new on-road engine certified to an emission standard equal to or cleaner than the Tier 4 Final off-road emission standard or a newer emission certified alternative fuel engine.

Retrofit Project

For a retrofit project, the retrofit technology **must provide a NOx benefit** and must be:

- Verified by CARB to reduce NOx or NOx plus PM for the specific engine for which funding is requested.
- In compliance with established durability and warranty requirements and cost-effectiveness criteria.

Diesel Particulate Filters (DPFs) and other devices that are not verified to reduce NOx are not eligible for SOON funding. The applicant will find more information on VDECS, including a list of currently verified DECS at <http://www.arb.ca.gov/diesel/verdev/verdev.htm>.

Replacement Project

For replacement projects, the replacement vehicle/equipment must be powered by a Tier 4 Final engine. If a vehicle/equipment with a Tier 4 Final engine will not be available within 6 months of the application submittal, vehicle/equipment with an Interim Tier 4 or Tier 3 engine may be purchased.

PROJECT CRITERIA

The South Coast AQMD retains the authority to impose more stringent additional requirements in order to address local concerns.

- Off-road CI equipment eligible for SOON Program funding includes equipment 25 hp (19 kilowatt) or greater. The complete definition can be found in CARB's In-Use Off-Road Diesel-Fueled Fleets Regulation at <http://www.arb.ca.gov/msprog/ordiesel/ordiesel.htm>.
- SOON Program grants can be no greater than a project's incremental cost (85% of quotation for repower projects, 80% of quotation for replacement projects). The incremental cost shall be reduced by the value of any current financial incentive that reduces the project price, including but not limited to tax credits or deductions, grants or other public financial assistance.
- Applicants must ensure that the vehicle/equipment to be purchased or installed is in compliance with all applicable federal, state and local air quality rules and regulations and that it will maintain compliance for the full contract term.
- The certification emission standard and Tier designation for the engine must be determined from the CARB's Executive Order issued for that engine, not by the engine model year. Executive orders for off-road engines may be found at <http://www.arb.ca.gov/msprog/offroad/cert/cert.php>.
- Reduced emission engines or retrofits must be certified/verified for sale in California and must comply with durability and warranty requirements. These may include new CARB-certified engines and verified diesel emission control strategies.

- New vehicles equipped with Tier 4 family emission limits (FEL) engines certified to Tier 3 or Interim Tier 4 standards are eligible for SOON Program funding. **However, those engines will have their cost-effectiveness calculated as though they were Tier 3 engines.**
- New engines manufactured under the “Flexibility Provisions for Equipment Manufacturers”, as detailed in Title 13, CCR, section 2423(d), are ineligible for SOON Program funding to repower equipment.
- For replacement projects, existing equipment with engines manufactured under the flexibility provision, detailed in CCR, title 13, section 2423 (d), the baseline emission rates shall be determined by using the previous applicable Tier emission standard for the existing engine model year and horsepower rating.
- Class 7 diesel forklifts are the only diesel forklifts eligible for SOON Program funding and are subject to all off-road project criteria. The South Coast AQMD must obtain and verify documentation of the classification of the forklift prior to funding.
- If repower with an engine meeting the current applicable standard is technically infeasible, unsafe or cost prohibitive, the replacement engine must meet the most current practicable previously applicable emission standard and cost-effectiveness criteria and, if rated at less than 175 hp, must comply with the requirements related to replacing in-use engines contained in Title 40, Code of Federal Regulations, Section 1068.240.
- Replacement of an uncontrolled diesel off-road engine with a new on-road engine certified to an emission standard equal to or lower than the Tier 4 Final off-road emission standard or a newer emission-certified alternative fuel engine may be eligible for funding as off-road equipment with similar modes of operation as on-road vehicles on a case-by-case basis. Other equipment may be eligible for funding on a case-by-case basis. These repowers must meet all other applicable project criteria.
- Applicants must provide their DOORS Fleet Compliance Snapshot.
- Applicants must provide the DOORS EIN for each vehicle for which funding is requested.
- Applicants must provide proof they have owned each vehicle for which funding is requested for a replacement vehicle for at least two years.
- Applicants must provide a current Compliance Plan using the South Coast AQMD fleet calculator or the DOORS calculator demonstrating compliance with the off-road regulation throughout the anticipated contract period.
- Applicants must provide at least the most recent two (2) years of hour-meter readings.

Potential projects that fall outside of these criteria may be considered on a case-by-case basis if evidence provided to the air district suggests potential surplus, real, quantifiable and enforceable emission reduction benefits.

MAXIMUM ELIGIBLE FUNDING

The maximum eligible funding amount and project life for each SOON project type is summarized below.

Project	Maximum Funding	Maximum Project Life
Replacement	80% of vehicle/equipment cost	Five years, except:

		<ul style="list-style-type: none"> • Three years for excavators, skid steer loaders, and rough terrain forklifts
Repower	85% of engine cost plus parts and labor necessary for installation	Seven years
Retrofit	100% of retrofit device cost plus parts and labor for installation, plus estimated cost for maintenance during project life.	Five years

COST-EFFECTIVENESS EVALUATION DISCUSSION

The SOON Program is required to meet the requirements of the CMP by using the cost-effectiveness calculation methodology found in Appendix C of the CMP Guidelines (see <http://www.arb.ca.gov/msprog/moyer/guidelines/current.htm>). Under the SOON Program, only NOx emission reductions will be taken into consideration to calculate the cost-effectiveness.

REPORTING AND MONITORING

All participants in the SOON Program are required to keep appropriate records during the full contract period. Project life is the number of years used to determine the cost-effectiveness and is equivalent to the contract implementation period. All equipment must operate in the South Coast AQMD for the full project life. The South Coast AQMD shall conduct periodic reviews of each project’s operating records to ensure that the engine is operated as stated in the program application. Annual records must contain the following, at a minimum:

- Total Hours of Operation
- Total Hours of Operation in the South Coast Air District
- Annual Maintenance and Repair Information

Records must be retained and updated throughout the project life and made available for South Coast AQMD inspection. The South Coast AQMD may conduct periodic reviews of each vehicle/equipment project’s operating records to ensure that the vehicle is operated as required by the project requirements.

Equipment owner, if awarded CMP grant funds, will be required to submit annual reports for the life of the project, as described in Section II – Work Statement/Schedule of Deliverables.

PROGRAM ADMINISTRATION

The SOON Program will be administered locally by the South Coast AQMD through the Science and Technology Advancement Office.

FUNDING CATEGORIES

Only equipment identified in the CARB In-Use Off-Road Diesel-Fueled Fleets Regulation is eligible for this Program.

PROJECT EVALUATION/AWARDS

South Coast AQMD staff will evaluate all submitted proposals and make recommendations to the South Coast AQMD Governing Board for final selection of project(s) to be funded. Proposals will be evaluated for cost-effectiveness of NOx emissions reduced on an equipment-by-equipment basis, as well as a project's disproportional impact evaluation. (This is discussed further in Section IV).

SCHEDULE OF EVENTS

Release of PA2020-03	March 6, 2020
Workshop – 10AM to 1PM* Coachella Valley Mosquito and Vector Control Board Room 43420 Trader Place Indio, CA 92201	Wednesday, April 15, 2020 (Carl Moyer and SOON Program will be discussed at the workshop with an emphasis on agricultural projects)
Workshop – 10AM to 1PM* Resurrection Church, Parish Hall 3324 E. Opal Street Los Angeles, CA 90023	Wednesday, April 22, 2020
Workshop – 9AM to 12PM* Salt Lake Park, The Lounge 3401 E. Florence Avenue Huntington Park, CA 90255	Thursday, May 7, 2020
Workshop – 5:30PM to 8:30PM* San Bernardino Valley College, Building B100 701 South Mount Vernon Avenue San Bernardino, CA 92410	Tuesday, May 12, 2020
2 Workshops – 9AM to Noon* South Coast AQMD Headquarters Conference Room CC6 21865 Copley Drive Diamond Bar, CA 91765	Wednesday, April 29, 2020 Wednesday, May 6, 2020
All Applications Due	No later than 1:00 PM, Tuesday, June 2, 2020

Anticipated Award Consideration by South Coast AQMD Board	October-November 2020
*Training for the online application system will be included in these workshops.	

**ALL PROPOSALS MUST BE RECEIVED ELECTRONICALLY OR ON PAPER AT THE
SOUTH COAST AQMD HEADQUARTERS
NO LATER THAN 1:00 P.M. ON TUESDAY, JUNE 2, 2020**

Electronic submission using South Coast AQMD’s new CMP Online Application Program (OAP) is preferred and is available at www.aqmd.gov/moyer.

Postmarks of paper copy applications will not be accepted. Faxed or email proposals will not be accepted. Proposers may hand-deliver proposals to the South Coast AQMD by submitting the proposal to the South Coast AQMD Public Information Center. The proposal will be date and time-stamped and the person delivering the proposal will be given a receipt.

South Coast AQMD may issue subsequent solicitations if insufficient applications are received in the initial solicitation.

STATEMENT OF COMPLIANCE

Government Code Section 12990 and California Administrative Code, Title II, Division 4, Chapter 5, require employers to agree not to unlawfully discriminate against any employee or applicant because of race, religion, color, national origin, ancestry, physical handicap, medical condition, marital status, sex, or age. A statement of compliance with this clause is included in all South Coast AQMD contracts.

SECTION II: WORK STATEMENT/SCHEDULE OF DELIVERABLES

All applicants that are selected for funding awards must complete the Work Statement and Schedule of Deliverables described below as part of the contracting process. Development of these materials for the initial application is NOT required; however, applicants must sign the application form indicating their understanding of the requirements for submittal of additional project information to finalize a contract and that all vehicles, engines or equipment must be in operation no later than **May 20, 2022**.

WORK STATEMENT

The scope of work involves a series of tasks and deliverables that demonstrate compliance with the requirements of the SOON Program as administered by CARB and the South Coast AQMD.

At a minimum, any proposed project must meet the following criteria:

- Emission reductions must be real, quantifiable, enforceable and surplus in accordance with CARB and South Coast AQMD guidelines.
- Cost-effectiveness of the project must meet the minimum requirement of the CMP guidelines.

- Project engines or equipment must operate in-service for the full project life.
- All vehicles/engines/equipment must be in operation no later than May 20, 2022.
- Appropriate annual usage records must be kept and reported to South Coast AQMD during the project life (i.e., annual hours of operation).
- A compliance plan that demonstrates compliance with the off-road regulation throughout the contract period must be provided.
- Ensure that the project complies with other local, state and federal programs, and resulting emission reductions from a specific project are not required as a mitigation measure to reduce adverse environmental impacts that are identified in an environmental document prepared in accordance with the California Environmental Quality Act or the National Environmental Policy Act.
- If requested, a contractor must provide a financial statement and bank reference, or other evidence of financial ability to fulfill contract requirements.

DELIVERABLES

The contract will describe how the project will be monitored and what type of information will be included in project progress reports. At a minimum, the South Coast AQMD expects to receive the following:

- An annual report, throughout the project life, which provides the annual hours of operation, where the vehicle(s) or equipment(s) was operated, annual fuel consumption, and operational and maintenance issues encountered and how they were resolved.
- An annual submission of the applicant’s DOORS Fleet Compliance Snapshot demonstrating compliance with the off-road regulation.

South Coast AQMD reserves the right to verify the information provided.

SECTION III: PROPOSAL SUBMITTAL REQUIREMENTS

Proposers **must** complete the appropriate application forms committing that the information requested in Section II, Work Statement/Schedule of Deliverables, will be submitted if the Proposer’s project is selected for funding.

In addition, Conflict of Interest and Project Cost information, as described below, must also be submitted with the application. It is the responsibility of the proposer to ensure that all information submitted is accurate and complete.

CONFLICT OF INTEREST

Applicant must address any potential conflicts of interest with other clients affected by actions performed by the firm on behalf of the South Coast AQMD. Although the proposer will not be automatically disqualified by reason of work performed for such firms, the South Coast AQMD reserves the right to consider the nature and extent of such work in evaluating the proposal. Conflicts of interest will be screened on a case-by-case basis by the South Coast AQMD District Counsel’s Office. Conflict of interest provisions of the state law, including the Political Reform Act, may apply to work performed pursuant to this contract. Please discuss potential conflicts of interest on the application form entitled “Campaign Contributions Disclosure”.

PROJECT COST

Applicants must provide cost information that specifies the amount of funding requested and the basis for that request by attaching vendor quotes to the application. Applicants need to inform vendors of the time frame of the award process so that they can accurately quote costs based on the anticipated order/purchase date. **Note that no purchase orders may be placed or work performed for projects awarded under this PA until after the date of award approval by the South Coast AQMD Governing Board. Any orders placed or payments made in advance of an executed contract with the South Coast AQMD are done at the risk of the applicant. The South Coast AQMD has no obligation to fund the project until a contract is fully executed by both parties.**

The SOON Program funds only the differential cost between existing technology and zero or lower-emissions technology. The proposed zero or lower-emissions technology must be CARB-certified in most cases.¹ Proposals will be ranked by cost-effectiveness on a vehicle/equipment-by-vehicle/equipment basis. The cost-effectiveness limit has been established at \$30,000/ton of NO_x emissions reduced and \$100,000/ton of NO_x emissions reduced for advanced technology that includes zero-emission or alternatively, meets the cleanest optional NO_x standard certified. The cost-effectiveness level used for the selection of projects may be lower depending on the demand for program funds. No fueling infrastructure, administrative or operational costs will be funded.

All project costs must be clearly indicated in the application. In addition, applicants must include any sources of co-funding and the amount of each co-funding source in the application. **Applicants should be aware that the project life used in calculating the NO_x emissions reductions will be used to determine the length of their annual reporting obligation and the length of their contract. For example, if a 7-year project life is used for the NO_x emissions reduction calculation, then the applicant will be required to operate and track activity for the funded-vehicle/equipment for the full 7 years.**

PROPOSAL SUBMISSION

All proposals must be submitted according to specifications set forth herein.

Application Forms

Program application forms are provided after this document. These must be completed and submitted with other required documents (i.e., Certifications and Representations and vendor quotations) discussed in the application and below.

Certifications and Representations

Contained in this PA are six business forms which must also be completed and submitted with the application.

¹ Note that non-CARB certified engines/devices requiring an experimental permit from CARB may be considered, but the project will require special CARB approval.

Compliance Plan

Projects funded by SOON monies must result in NOx emissions reductions that are surplus to those that would be realized by fleets complying with the base rule. Fleets are required to submit a compliance plan in electronic format to demonstrate how they comply with both the base rule as well as the SOON provision of the rule. Fleet owners, at a minimum, must provide the following information for each year for the anticipated contract period:

- A vehicle list which includes, but is not limited to, vehicle type, manufacturer, model, model year, and whether the equipment is included in the base or SOON fleet for each piece of equipment in the fleet.
- Information including, but not limited to, calculations, fleet information, etc., showing compliance with the base rule fleet target levels or compliance with the BACT turnover and retrofit requirements. Either the CARB calculator (individual tabs for each future year) or the Excel SOON fleet calculator spreadsheet may be used.
- Information including, but not limited to, calculations, fleet information, etc., showing whether the vehicles funded by the SOON program are in compliance with the SOON NOx fleet average target levels.

SOON Compliance Plan documents and the Microsoft Excel SOON fleet calculator can be downloaded at the South Coast AQMD SOON website: www.aqmd.gov/soon. CARB's Fleet Average Calculators can be downloaded at the CARB website: <https://www.arb.ca.gov/msprog/ordiesel/ordiesel.htm>.

Methods of Delivery:

The proposer is encouraged to submit the application using the South Coast AQMD online system, available at www.aqmd.gov/moyer. This online system allows applicants to submit their application electronically to the South Coast AQMD prior to the date and time specified below. South Coast AQMD "Business Information Forms" requiring signatures must be scanned and uploaded to the online system in pdf format. First-time users must register as a new user. A tutorial of the system will be provided at the pre-application workshops and you may contact Walter Shen at wshen@aqmd.gov or (909) 396-2487 if you would like additional assistance.

An applicant may also deliver paper copies of the application in person, or via a courier service or U.S. Mail. The application package shall include **the original application and three (3) complete paper copies of the application, and an electronic copy (CD or flash drive) of the compliance plan and completed application** in a sealed envelope, plainly marked in the upper left-hand corner with the name and address of the proposer and the words "**Program Announcement PA2020-03**". Paper applications shall be submitted in an eco-friendly format: stapled, not bound, black and white print; no three-ring, spiral or plastic binders, and no card stock or colored paper.

Due Date

All proposals submitted by paper or through the online application system must be received no later than **1:00 p.m., on Tuesday, June 2, 2020**. Postmarks for paper copies are not accepted as proof of deadline compliance. **Faxed or emailed proposals will not be accepted**. Paper proposals must be directed to:

Procurement Unit
South Coast Air Quality Management District
21865 Copley Drive
Diamond Bar, CA 91765

Any correction or resubmission done by the proposer will not extend the submittal due date.

Grounds for Rejection

A proposal may be immediately rejected if:

1. It is not prepared in the format described.
2. It is not signed by an individual authorized to represent the firm.
3. Does not include a current cost quote, Contractor Statement Forms, and other forms required in this PA.

Disposition of Proposals

The South Coast AQMD reserves the right to reject any or all proposals. All responses become the property of the South Coast AQMD. One copy of the proposal shall be retained for South Coast AQMD files. Additional copies and materials will be returned only if requested and at the proposer's expense.

Modification or Withdrawal

Once submitted, proposals cannot be altered without the prior written consent of South Coast AQMD.

SECTION IV: PROPOSAL EVALUATION/CONTRACTOR SELECTION CRITERIA

South Coast AQMD staff will evaluate all submitted proposals and make recommendations to the South Coast AQMD Governing Board for final selection of project(s) to be funded. Proposals will be evaluated based on the 2017 CMP Guidelines, including verification that the project meets the NO_x cost-effectiveness limit(s) for this program. The cost-effectiveness determination will be done on a vehicle/equipment-by-vehicle/equipment basis. Be aware that there is a possibility that due to program priorities, cost-effectiveness and/or funding limitations, a project may be offered only partial funding, and not all proposals that meet the minimum cost-effectiveness criteria may be funded.

The evaluation will determine the ranking for each project based on the cost-effectiveness of NO_x emissions reduced. Please note that depending upon the number of applications received in response to this PA, South Coast AQMD may prioritize the selection of projects to reduce emissions in and around DAC and low-income communities. While South Coast AQMD encourages all eligible applications, this means that some projects may not be selected based on their domicile address, regardless of their cost-effectiveness ranking.

At least 50 percent of the CMP funds must be used for projects that are located and operated within a disadvantaged and/or low-income community. South Coast AQMD uses the following method to meet these requirements.

1. All projects must meet the criteria in the 2017 CMP Guidelines and the cost-effectiveness limit of \$30,000 per ton of NO_x emissions reduced and \$100,000/ton of NO_x emissions reduced for advanced technology that are zero-emission or alternatively, meet the cleanest optional NO_x standard certified.

2. Each project's domiciled address will be used to determine if the project is located within a disadvantaged or low-income community. The CalEnviroScreen 3.0 tool will be used by South Coast AQMD to determine if a project is located within a DAC and/or low-income community. This tool is available at: <https://oehha.ca.gov/calenviroscreen/report/calenviroscreen-30>
3. Projects that are not domiciled within a DAC and/or low-income community may still be considered if the application documentation shows that the vehicle/equipment was operated a majority of time in a DAC and/or low-income community.

All other projects will be ranked according to NOx cost-effectiveness, with the most cost-effective projects considered first and then in descending order for each funding category until the remainder of the funds are exhausted.

SECTION V: PAYMENT TERMS

For all projects, payment will be made upon installation and commencement of operation of the funded equipment for 85% of the submitted reposer invoice (80% of the submitted replacement invoice) or the contract maximum amount, whichever is less.

CONTACT FOR ADDITIONAL INFORMATION

Questions regarding the content or intent of this PA, procedural matters, sample contract, and the compliance plan worksheet can be found at the South Coast AQMD SOON website (<http://www.aqmd.gov/SOON>), or can be addressed to:

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Application Forms