



WAZIP IMPLEMENTATION MANUAL

PROGRAM RULES AND REGULATIONS

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AGENDA

- Introducing WAZIP
- WAZIP's Implementation Manual
- Requirements for Purchasers
- Requirements for Dealers
- Eligible vehicles and incentive amounts
 - On-road vehicles
 - Off-road equipment
- How voucher applications work
- Tour of the WAZIP website
- Q&A



WASHINGTON ZERO-EMISSION INCENTIVE PROGRAM (WAZIP)

A commercial vehicle and equipment voucher program to keep Washington's air clean.

- Overseen by Washington Department of Transportation (WSDOT)
- Administered by CALSTART
- Funded through the Climate Commitment Act (CCA)
- Complies with equity mandates under the Healthy Environment for All (HEAL) Act



HOW WAZIP HELPS PURCHASERS

- **Save money:** Drastically reduce your daily spend on fuel and maintenance.
- **Lower operating costs:** Improve your fleet's total cost of ownership (TCO) over the vehicle's life.
- **Improved experience:** Zero-emission vehicles (ZEVs) offer a smoother, quieter ride, improving driver satisfaction and retention.
- **Environmental impact:** Directly reduce harmful emissions in your community, ensuring clean air for Washington.

WHY OEMs AND DEALERS SHOULD PARTICIPATE IN WAZIP

- **Connect with buyers:** Gain access to a growing market of Washington fleets ready to transition to ZEV technology.
- **Point-of-Sale discounts:** Offer your customers quick financial relief without waiting for tax season.
- **Streamlined process:** Use the dedicated Voucher Processing Center (VPC) to manage applications and redemptions efficiently.
- **Drive the move to zero-emission technology:** Position your business as a market leader by leveraging state-backed incentives to overcome the upfront cost barrier and accelerate your ZEV inventory transition.
- **Environmental impact partner:** Help your customers meet their sustainability goals and reduce their carbon footprint by providing a seamless path to zero-emission technology.



IMPLEMENTATION MANUAL (IM) V1: EVERYTHING YOU NEED TO KNOW

NAVIGATING WAZIP PROGRAM RULES AND REGULATIONS

WAZIP IMPLEMENTATION MANUAL (IM) PAGE GUIDE

IM Section	Description	Pages
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Scan the QR code with your phone to download the Implementation Manual at wazip.org



SECTION 1: INTRODUCTION

- **Executive summary**
 - Quick overview of the IM
- How to use the Implementation Manual
- **Washington's Climate Commitment Act (CCA)**
 - Legislative history of the program
 - Information about CCA and WAZIP compliance with CCA reporting guidelines

SECTION 2: PURCHASER ELIGIBILITY

- **Purchaser eligibility requirements:**
 - Be a business, non-profit, Tribal nation, or government entity based in Washington State or with a Washington state-based affiliate.
 - Be operating in the State of Washington for at least one (1) year before requesting a voucher.
 - Use the vehicle or equipment for business, commercial, or non-personal reasons.
- Leasing and rental companies that meet all Purchaser criteria may be eligible for WAZIP if they follow additional requirements.
- **Enhanced Vouchers are available to organizations that meet at least one of the following criteria:**
 - Businesses with less than \$10m in annual revenue
 - Drayage operators
 - Veteran-owned businesses
 - Non-profit organizations
 - Governments and public agencies

PURCHASER DOCUMENTATION AND COMPLIANCE

- **Required documentation:** To support an initial voucher request, Purchasers will provide their Dealer with:
 - Taxpayer Identification Number (TIN).
 - Signed WAZIP Terms and Conditions.
 - Vehicle/Equipment Information and Purchase Order.
 - Utility bill (if requesting infrastructure funding).
 - Attest to domicile location and intended use.
- **Compliance and operational requirements (3 year period):**
 - Cooperation with program audits and site visits.
 - Retention of vehicle or equipment ownership, registration, and insurance.
 - Allow for telematics data collection by manufacturer.
 - Operate the vehicle or equipment in WA state for at least 75% of its mileage or engine hours.

SECTION 3:

DEALER ELIGIBILITY & REQUIREMENTS

- **Mandatory training:** Dealers must complete WAZIP training to become an approved and registered program Dealer.
- **Good standing:** Dealers must stay in good standing with the State of Washington and federal regulatory bodies.
- **Role:** In a salesperson, grant manager, financial controller, or similar role and the individual responsible for the final invoice to the purchasing fleet AND delivery of the completed vehicle to the Purchaser.
- **Employer:** Employed by a dealership or OEM that is appropriately licensed to sell MHDV vehicles and/or equipment to WA purchasers.

DEALER COMPLIANCE AND REPORTING

- **100% pass-through:** Dealers must pass 100% of the voucher value directly to the Purchaser at the point of sale.
- **No administrative fees:** Dealers must not charge Purchasers any administrative or processing fees for the voucher application.
- **Record retention:** Dealers must maintain all WAZIP transaction records for a minimum of 3 years.
- **Credentials:** Dealers should not share their WAZIP login credentials with coworkers. Up to 5 dealers from the same location can become WAZIP approved dealers.

SECTION 4: VEHICLE AND EQUIPMENT ELIGIBILITY SUMMARY

ELIGIBLE VEHICLES & EQUIPMENT

- Zero-emission vehicles (ZEVs) including battery electric (BEV) or hydrogen fuel cell (FCEV)
- Supports the purchase or lease of new equipment, certified used equipment, and repowers
- Includes select MHDVs eligible for California's HVIP program Class 2b - 8
- Includes off-road equipment eligible for California's CORE program
- On-road vehicles must meet specific powertrain and battery warranty thresholds (e.g., 3 year or 50,000 miles)
- See the WAZIP Catalog for the full list of eligible vehicles and equipment

WHAT'S NOT ELIGIBLE

- ✗ Internal combustion vehicles (Diesel/Gas/RNG)
- ✗ Low-emission / hybrid vehicles
- ✗ Personal vehicles (Passenger cars/SUVs)
- ✗ Buses of any kind
- ✗ Lawn and landscaping equipment
- ✗ Class 2 Pickups (under 8,501 lbs GVWR)

SECTION 5: INFRASTRUCTURE REBATES OVERVIEW

- **Purpose:** Offsets a portion of the capital costs of electric vehicle supply equipment (EVSE) and hydrogen fueling infrastructure.
- **Eligible equipment:** EVSE listed on the EPRI Vetted Product List.
- **Mobile power:** Mobile Power Units (MPUs) with 50+ kWh capacity qualify as infrastructure.
- **Eligibility requirement:** Must be associated with an eligible vehicle or equipment purchase, with request initiated in the VPC at the same time as the vehicle voucher.
- **Hydrogen fueling:** Please contact us at info@wazip.org if interested in using WAZIP funding for hydrogen fueling infrastructure.



SECTION 6:

VOUCHER AMOUNTS AND ALLOCATIONS

- **Voucher Ranges:** Point-of-sale discounts starting at \$7,500 for Class 2b vehicles and reaching up to \$1,000,000 for specialized heavy-duty equipment
- **The 90% Rule:** Total public funding (WAZIP + Federal + Local) cannot exceed 90% of the total vehicle purchase price
- **Federal Stacking:** Vouchers are designed to be used alongside Federal IRA 45W tax credits to further reduce costs
- **Incentive Calculation:** The voucher amount is subtracted from the purchase price before taxes and after any manufacturer or dealer discounts are applied
- **Enhanced Voucher Set-Aside:** \$10 million in dedicated funding is reserved specifically for certain Purchasers as outlined in Section 2 of the IM

STACKING FUNDING SOURCES



- **Goal:** Layer state and local funding programs to lower the zero-emission vehicle and infrastructure purchase price

Incentive Dollars + Grants + Tax Credits + Utility Programs = Maximum Savings

- **Key Partners:**
 - **Tax Credits:** Sales/Use tax exemptions and B&O or PUT tax credits from the Department of Revenue
 - **Grants:** Options from WSDOT, Department of Ecology, and federal sources like the EPA and USDOT
 - **Utilities:** Over 10 participating Washington utilities including Avista, Seattle City Light, and Puget Sound Energy

WAZIP FUNDING APPROACH

- **Program Strategy:** Balancing speed of program deployment, equity, access to funds, and market incubation
- **Budget Allocations:**
 - **\$82 million** for on-road vehicle vouchers
 - **\$20 million** for off-road equipment vouchers
 - **\$10 million** reserved specifically enhanced vouchers
- **Safety Period:** A six-month safety period will include keeping voucher caps in place before any unobligated funds are "pooled" and distributed to purchasers on the waitlist
- **Fleet Caps:**
 - **10-Voucher Rolling Cap:** Companies may only have 10 active vouchers at one time. Each asset within a voucher request counts towards this limit.
 - **30-Voucher Total Cap:** Maximum limit per funding cycle

WAZIP ON-ROAD VOUCHER AMOUNTS



Class	GVWR	On-Road Base Voucher	On-Road Enhanced Voucher
Class 2b	8,501-10,000	\$7,500	\$10,000
Class 3	10,001-14,000	\$45,000	\$50,000
Class 4	14,001-16,000	\$60,000	\$70,000
Class 5	16,001-19,500	\$80,000	\$90,000
Class 6	19,501-26,000	\$90,000	\$100,000
Class 7	26,001-33,000	\$135,000	\$150,000
Class 8	33,001+	\$175,000	\$200,000

Modifier Type	Change from Base Voucher
In-Use Converted / Remanufactured	- 20%
Used Vehicle	- 50%

WAZIP OFF-ROAD VOUCHER AMOUNTS



Equipment Category	Off-Road Base Voucher	Off-Road Enhanced Voucher
Agriculture	Up to \$500,000	+ 15%
Airport Cargo Loader (10,000-20,000 Pound Capacity)	Up to \$50,000	+ 15%
Airport Cargo Loader (>20,000 Pound Capacity)	Up to \$100,000	+ 15%
Aircraft ground power units (GPU)	Up to \$124,000	+ 15%
Aircraft Tugs Narrow-Body and Wide-Body (Lead Acid)	Up to \$80,000	+ 15%
Aircraft Tugs Narrow-Body and Wide-Body (Lithium or Fuel Cell)	Up to \$200,000	+ 15%
Cargo-Handling Equipment (>33,000 Pound Lift Capacity)	Up to \$1,000,000	+ 15%
Commercial Harbor Craft (New 19 kW Internal Combustion Powered Equivalent)	Up to \$1,000,000	+ 15%
Construction Equipment (≥ 19 kW nominal Internal Combustion Equipment Powered Equivalent)	Up to \$500,000	+ 15%
Large Forklifts (8,001 – 12,000lbs Lift Capacity) – Lead Acid Battery	Up to \$10,000	+ 15%
Large Forklifts (8,001 – 12,000lbs Lift Capacity)	Up to \$15,000	+ 15%
Large Forklifts (12,001 – 20,000lbs Lift Capacity)	Up to \$20,000	+ 15%
Large Forklifts (20,001 – 29,999lbs Lift Capacity)	Up to \$80,000	+ 15%
Large Forklifts (30,000 – 34,000lbs Lift Capacity)	Up to \$100,000	+ 15%
Large Forklifts (34,001 – 36,000lbs Lift Capacity)	Up to \$200,000	+ 15%
Large Forklifts (>36,000lbs Lift Capacity)	Up to \$500,000	+ 15%
Large Forklifts (>54,001lbs Lift Capacity)	Up to \$1,000,000	+ 15%
Mobile Power Units & eGPU (Lithium)	\$400 / kWh up to \$300,000 total	+ 15%
Mobile Power Units & eGPU (Fuel Cell)	Up to \$300,000	+ 15%
Railcar Movers and Freight Locomotives (20,000 - 35,000lbs Force Tractive Effort)	Up to \$225,000	+ 15%
Railcar Movers and Freight Locomotives (> 35,000lbs Force Tractive Effort)	Up to \$1,000,000	+ 15%
On- and Off-Road Terminal Tractors (Battery-Electric)	Up to \$90,000	+ 15%
On- and Off-Road Terminal Tractors (Fuel Cell)	Up to \$200,000	+ 15%
Transport Refrigeration Units (TRU) Trailer-Mounted	Up to \$65,000	+ 15%

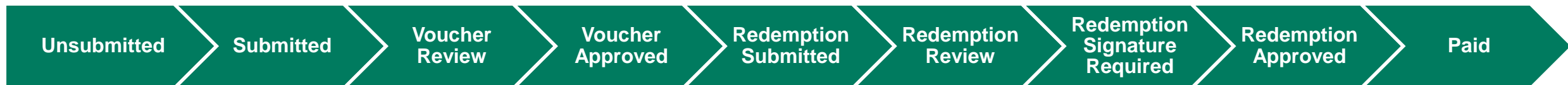
WAZIP INFRASTRUCTURE INCENTIVE AMOUNTS

- Infrastructure incentive is provided per vehicle. Infrastructure incentives must be requested when the vehicle voucher is requested and is linked to the vehicle voucher.
- Infrastructure incentives are reimbursed following vehicle delivery to either the Purchaser or the Dealer.

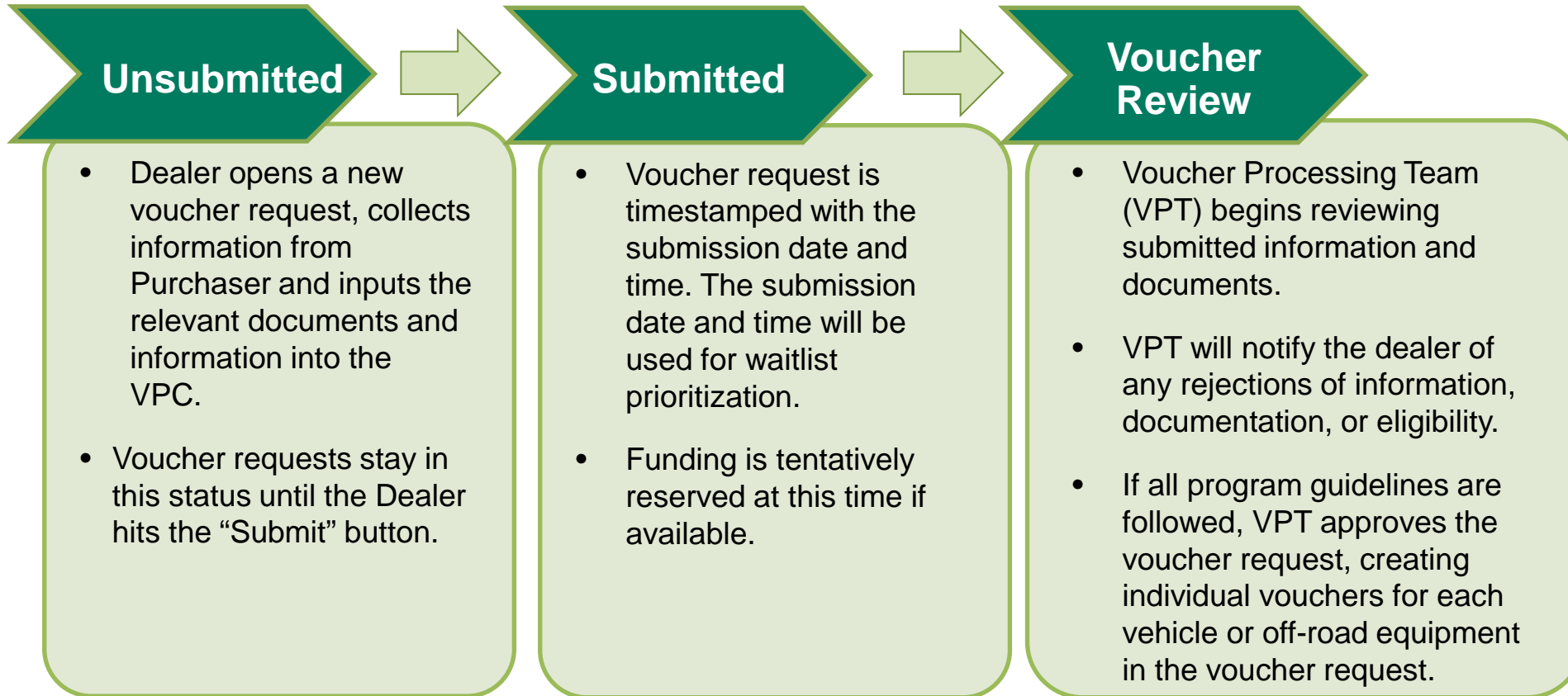
Infrastructure Type	Maximum Rebate Per Charging Station / Hydrogen Dispenser
Class 2b Infrastructure	\$3,500
≤50kW Charging Station	\$5,000
51kW - 150kW Charging Station	\$10,000
151kW - 350kW Charging Station	\$20,000
≥351kW Charging Station or MPU	\$30,000
Hydrogen Dispenser	\$30,000

SECTION 7: VOUCHER APPLICATION THROUGH REDEMPTION

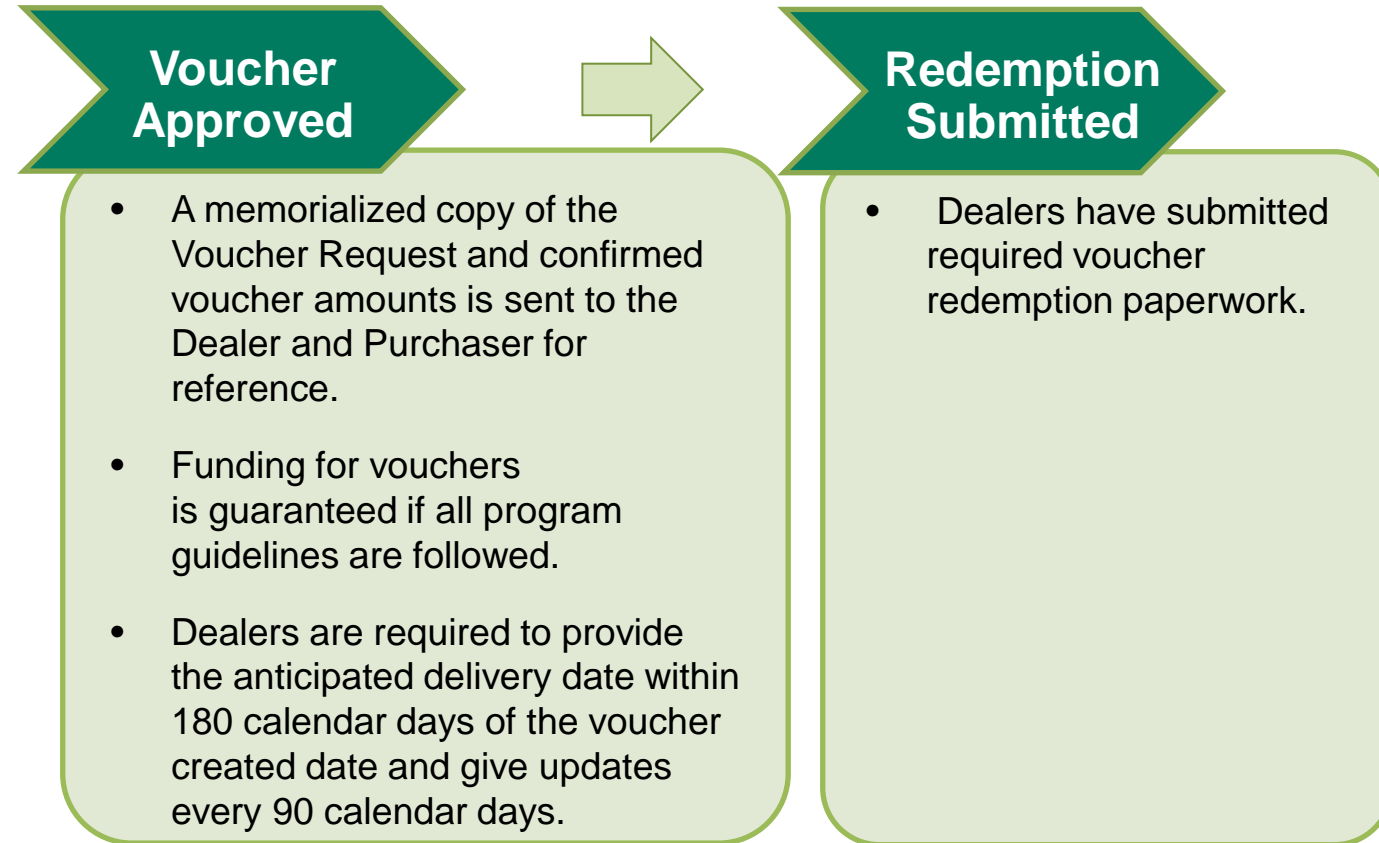
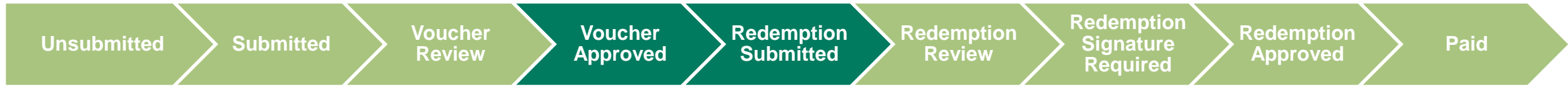
- **Voucher submission:** Dealers will submit voucher requests on behalf of Purchasers using the Voucher Processing Center (VPC).
- **Progress tracking:** Dealers will monitor application progress through various lifecycle stages and will work with Purchasers to provide necessary documentation at each step.
- **Technical assistance:** Help will be available to Purchasers throughout the entire process, including before the initial request submission.



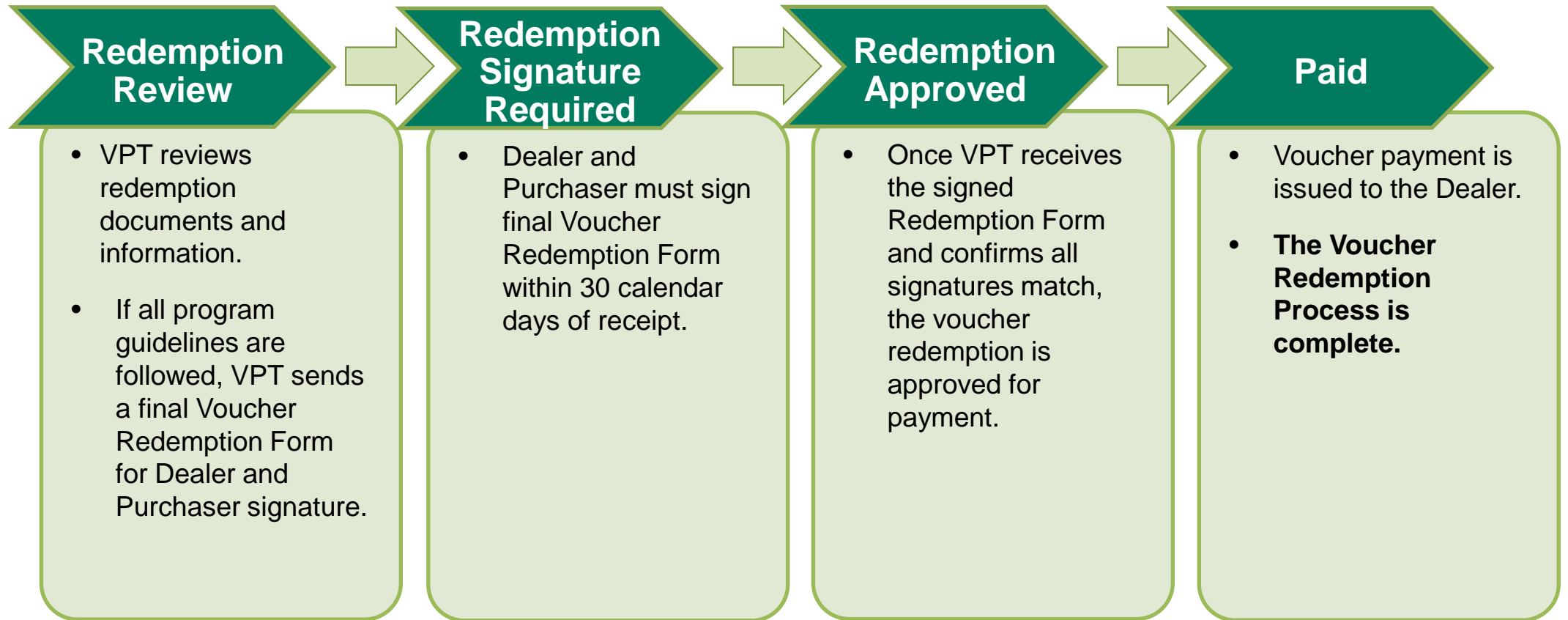
VOUCHER REDEMPTION STAGES: INITIAL SUBMISSION



VOUCHER REDEMPTION STAGES: VOUCHER APPROVED & REDEMPTION SUBMITTED



VOUCHER REDEMPTION STAGES: REDEMPTION REVIEW & APPROVAL



WAZIP VOUCHER CANCELLATIONS, REJECTIONS & APPEALS

- **Voucher cancellation:** A voucher request or voucher will include the possibility of cancellation at any time due to a lack of available funds or program non-compliance.
- **Voucher rejections:** The Voucher Processing Team (VPT) will issue a rejection if an application contains ineligible equipment, incorrect purchaser data, or fails to meet program deadlines.
- **Right to appeal:** Purchasers can appeal a voucher or redemption denial if they believe the decision was made in error or if there are extenuating circumstances.
- **Appeal timeline:** Appeals will include a requirement for a written request submitted to the WAZIP Program Administrator at processing@wazip.org within 15 calendar days of the notification of denial.
- **Final determination:** WAZIP will review the appeal and provide a final written determination at its sole discretion; during this time, the contested funds will not be reallocated to other projects.

SECTION 8: TECHNICAL ASSISTANCE

- **Personalized support:** The Technical Assistance team provides one-on-one guidance to help purchasers navigate the transition to zero-emission technology.
- **Direct consultations:** Our TA team can assist with vehicle selection, infrastructure planning, and utility coordination to ensure project readiness.
- **Requesting assistance:** Fill out a contact form on wazip.org or email technicalassistance@wazip.org to get in touch with our team!
- **Resources:** Educational webinars, workshops, office hours, and more are available through WAZIP TA.





Q&A

Ask us about WAZIP!



Scan the QR code to **sign up for WAZIP program updates and announcements** and stay updated.

General WAZIP inquiries
info@wazip.org

Dealer eligibility and registration
dealertraining@wazip.org

Technical Assistance
technicalassistance@wazip.org

OEM inquiries
manufacturers@wazip.org