

WAZIP PURCHASER OFFICE HOURS

Picking a Zero-Emission Vehicle

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SPEAKER INTRODUCTION



Keith Miller

- Fleet Advisor
- Technical Assistance
- CALSTART



Brian Rand

- Fleet Advisor Manager
- Technical Assistance
- CALSTART

AGENDA

- **Intro to WAZIP**
- **What is a ZEV**
- **Voucher eligibility & amounts**
- **Picking a ZEV**
- **Technical Assistance services**
- **Open Q&A**





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What is WAZIP?

INTRODUCING WAZIP

Washington Zero-Emission Incentive Program

A commercial vehicle and equipment voucher program designed 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



WHAT IS WAZIP?

- **Instant funding:** Cash-on-the-hood funding for zero-emission vehicles and equipment. No rebates, and no waiting.
- **Dealer-handled process:** Dealers manage all paperwork, making the purchase simple and hassle-free.
- **Expert, hands-on support:** Education, technical assistance, and partner referrals to help projects of any size succeed.
- **Modern, proven technology:** Funding for a wide range of zero-emission models with strong performance, advanced safety, and quiet operation.



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 local community, ensuring clean air for Washington.



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What is a ZEV?

WHAT IS A ZEV?

- A zero-emission vehicle is a vehicle that does not emit pollutants from the engine.
- Two technologies are currently recognized by the state of Washington as zero-emission:
 - **Battery-electric** vehicles charge from a power source and store the energy in an onboard battery. The battery power is used in an electric motor to move the vehicle.
 - **Hydrogen fuel cell** vehicles react hydrogen fuel with oxygen from the air to generate electric energy. The energy is used in an electric motor to move the vehicle. Fuel cells do not emit pollutant but do generate and emit water.



ZEV FUELS: BATTERY-ELECTRIC VS. HYDROGEN FUEL CELL

- **Battery Electric MHD Vehicles (BEV)**
 - Typically weigh more
 - Lower payload capability
 - Overnight charging for smaller vehicles using Level 2
 - 1-2 hrs typical for vehicles using 50+ kW DCFC (highly dependent on vehicle and charger)
 - Typical Range 150 - 450 miles
- **Hydrogen Fuel Cell MHD Vehicles**
 - Weigh more than diesel, but less than BEV
 - Standard payload capability
 - Typical fueling time for heavy duty ~20 min
 - Range up to 400 miles





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Voucher eligibility & amounts

WAZIP VOUCHER ELIGIBILITY

Who's Eligible?

- Businesses, non-profits, or governments in Washington or that have a Washington State-based affiliate;
- In business in WA for a minimum of one year before requesting voucher;
- Organizations in good standing with the state, U.S. DOT, federal, and local entities

Required Documentation:

- Completed Voucher Request Form
- Signed WAZIP Purchaser Terms & Conditions
- Agreeing to 75% of vehicle miles traveled or operation time in Washington for 3 years.
- Agreeing to program telematics requirements for 3 years
- Purchase Order (PO) for the zero-emission model
- Utility Bill, Infrastructure Make and Model (if requesting infrastructure funding)



What's Not Eligible:

- Internal Combustion Engine (ICE) vehicles
- Low emission vehicles
- Personal vehicles
- Buses
- Lawn & landscaping equipment
- Class 2 pickup trucks

ENHANCED VOUCHER ELIGIBILITY

Increased funding in the form of Enhanced Vouchers is available for the following:

Eligible Entity	Definition	Verification Documentation Required
Emerging / Rising Business	Emerging business fleets are defined as businesses with \$3 million or less in gross annual receipts. Rising business fleets are defined as businesses with \$10 million or less in gross annual receipts.	Business tax transcript demonstrating less than \$10 million annual revenue; OR An Emerging or Rising Business certification designation provided through The Office of Women and Minority Owned Business Enterprises (OMWBE).
Drayage Operator or Business	"Drayage truck operator" means the driver of any in-use on-road vehicle with a gross vehicle weight rating greater than 33,000 pounds operating on or transgressing through port or intermodal rail yard property for the purpose of loading, unloading, or transporting cargo, including containerized, bulk, or break-bulk goods. (Source: RCW 70.54.480)	Receipt from visit to a port located in Washington State dated within twelve (12) months of the voucher request.
Veteran-Owned Business	A business that is certified by the Washington State Department of Veteran Affairs (WDVA) Veteran or Servicemember Owned Business. Full legal definition in RCW 43.60A.190.	WDVA Veteran or Servicemember Owned Business Certification
Non-Profit Organization	A not-for-profit entity with nonprofit designation from the Internal Revenue Service (IRS)	IRS Determination Letter (Form 990)
Government / Local Government / Public Agencies	Any agency, political subdivision, or unit of local government of this state including, but not limited to, municipal corporations, quasi municipal corporations, special purpose districts, and local service districts; any agency of the state government; any agency of the United States; any Indian tribe recognized as such by the federal government; and any political subdivision of another state. (Source RCW 39.34.020)	Letter on official agency letterhead expressing support for the project and signed by appropriate leadership.

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 REBATES

- 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.
- Reimbursements may be directed to either the Purchaser or Dealer, following vehicle delivery.

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



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Picking a ZEV

PICKING A ZEV

- Approved vehicle catalog: <https://wazip.org/vehicles/>
- Catalog updated weekly or as new ZEVs are approved
- The WAZIP catalog has 269 eligible models, and has added 7 models since program launch.
 - 195 models are off-road
 - 74 models are on-road

FIND A VEHICLE ON WAZIP.org



VPC

Search



Funding Vehicles & equipment Purchasers ▾ Dealers ▾ News & events

[Home](#) > Vehicles & equipment

Vehicles & equipment

Explore WAZIP eligible vehicles and equipment

Browse approved zero-emission vehicles and equipment, compare incentive amounts and find the right fit for your fleet or business. When you're ready to buy, contact a WAZIP-approved dealer to start your voucher.

WAZIP eligible vehicles and equipment catalog

Download the full catalog of WAZIP-eligible vehicles and equipment as a spreadsheet. The file includes fields for category, OEM, vehicle type, vehicle type and technology type so you can filter and sort to find the right fit.

[Download WAZIP Vehicle & Equipment Catalog \(PDF 267 KB\)](#)

A more filterable catalog is planned for a future release.

Manufacturers: Get your vehicles and equipment approved for WAZIP

For vehicles and equipment to qualify for WAZIP vouchers, manufacturers must submit their models for approval.

WAZIP eligibility requirements

1. Meet basic requirements

Models must be zero-emission, commercially available and intended for commercial, non-profit or public fleet use. Built-in telematics capability is mandatory for incentive program eligibility.

Related links

[View approved dealers](#)

[Infrastructure planning](#)

Contact WAZIP

Have questions about eligible vehicles or the voucher process?

[Get in touch](#) →

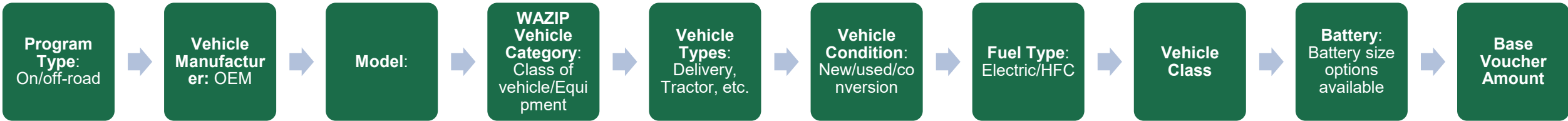
info@wazip.org ✉

Technical assistance

technicalassistance@wazip.org ✉

wazip.org/vehicles

VEHICLE CATALOG



WAZIP VEHICLE AND EQUIPMENT CATALOG

Version 7 | Updated May 26, 2026

Program Type (On-Road)	Vehicle Manufacturer	Model	WAZIP Vehicle Category	Vehicle Types	Equipment Description	Vehicle Condition (New/Used/Conversion)	Fuel Type	Vehicle Class	Battery	Base Voucher Amount
On-Road Vehicles	Kenworth	Kenworth T680E Battery Electric Truck	Class 8	Tractor		New	Electric	Class 8	282 kWh, 423 kWh, 564kWh	\$175,000
On-Road Vehicles	Kenworth	Kenworth T880E Battery Electric Truck	Class 8	Tractor		New	Electric	Class 8	282kWh; 564 kWh, 705kWh	\$175,000
On-Road Vehicles	Mack Trucks	Mack MD Electric Battery Electric Truck	Class 6	Delivery		New	Electric	Class 6	150 kWh	\$90,000
On-Road Vehicles	Mack Trucks	Mack MD Electric Battery Electric Truck	Class 6	Delivery		New	Electric	Class 6	240 kWh	\$90,000
On-Road Vehicles	Mack Trucks	Mack MD Electric Battery Electric Truck	Class 7	Delivery		New	Electric	Class 7	240 kWh	\$135,000
On-Road Vehicles	Mack Trucks	MD Electric Battery Electric Straight Truck	Class 7	Delivery		New	Electric	Class 7	240 kWh	\$135,000
On-Road Vehicles	Mack Trucks	Mack LR Electric Battery Electric Truck	Class 8	Refuse		New	Electric	Class 8	376 kWh	\$175,000
On-Road Vehicles	Motiv Power Systems, Inc.	Motiv EPIC 4 Battery Electric Box Truck	Class 4	Delivery		New	Electric	Class 4	127 kWh	\$60,000
On-Road Vehicles	Motiv Power Systems, Inc.	Motiv EPIC 4 Battery Electric Utility Truck	Class 4	Delivery		New	Electric	Class 4	127 kWh	\$60,000
On-Road Vehicles	Motiv Power Systems, Inc.	Motiv EPIC 4 Battery Electric Vehicle	Class 4	Delivery		New	Electric	Class 4	127 kWh	\$60,000

ALL FLEETS: BEST PRACTICES

- Contact your utility early.
- Select most cost-effective charging option that still gets the job done.
- Review duty cycle - can changes be made to reduce charging/payload/range needs and still meet requirements?
- Check public charging/fueling options.
 - Opportunity charging during driver breaks, loading stops.
 - <https://calstart.org/mhd-infrastructure-map/>



ZEV CONSIDERATIONS

- Battery Electric vs Hydrogen Fuel Cell
- Range
- Charging/Fuel Availability
- Charging/Refueling Speed
- Payload
- Operational Considerations
- Cost





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Technical Assistance Services

WAZIP TECHNICAL ASSISTANCE

One-on-one Technical Assistance

- Administered by CALSTART and WSU Energy
- Funded by CCA
- Available to all Washington MHD fleets
- Prioritizing Emerging/Rising Businesses, Drayage Operators, and small fleets
- Collaborative approach to fleet assistance – learn about fleet options and receive fleet specific advice



TECHNICAL ASSISTANCE OPTIONS

- Support services include:
 - Eligibility determinations
 - Informational webinars
 - Workshops on fleet decarbonization
 - Ride and Drives
 - Multi-week fleet accelerator courses
 - Utility engagement support
 - One-on-one consultations
- Technical Assistance provided in coordination with:
 - CALSTART
 - WSU Energy
 - Climate Solutions | Breaking Barriers Collaborative
 - Seattle Latino Metropolitan Chamber of Commerce
 - Clean and Prosperous Washington
 - Energy Infrastructure Partners



BENEFITS TO FLEETS

- **Gain** an understanding of how your fleet can benefit from switching to ZEVs.
- **Access** to financial, infrastructure, and logistical tools that can help your fleet make informed ZEV purchases.
- **Learn** from experts in ZEV transition on incentives, technology, and regulations.
- Get **quick answers** and referrals to:
 - Dealers
 - Utilities
 - Regulation resources
- **Access** to incentive funding & WAZIP guidance.



WHAT WAZIP TA DOESN'T DO

- Electrical engineering, planning, or permitting
 - We can help with total power needs and level 2 vs level 3 chargers
- Grant writing
- Regulatory compliance determinations
- Play favorites
 - Referrals are at fleet request
- Enforce regulations



HOW TO USE WAZIP TECHNICAL ASSISTANCE

1. **Email us at** technicalassistance@wazip.org
2. **Talk** about your fleet's needs with your advisor
3. **Get recommendations** for vehicles, charging, and incentives
4. **Ask** for referrals to utilities, dealers, and project partners
5. **Get incentives** tailored to your fleet
6. **Start using your ZEVs** and save on fuel, maintenance, and more!





Q&A

Ask us about WAZIP!



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

Technical Assistance

Access via email at
technicalassistance@wazip.org

Assistance with active
voucher applications
processing@wazip.org

General WAZIP inquiries
info@wazip.org

Dealer eligibility and registration
dealertraining@wazip.org

OEM inquiries
manufacturers@wazip.org