Pursuant to the City of Los Angeles Harbor Department (City, Port of Los Angeles, POLA) Clean Truck Zero Emission Funding Program Request for Information (RFI), all proposers were to submit any questions regarding this RFI no later than Thursday, November 19, 2020. Questions were to be answered in writing and all questions and responses were to be posted on the Department’s website. Below is a list of questions received from proposers and the Department’s response:

1. Q: Do you know the estimated funding source, or budget for this project? If so, has funding for an RFP been secured?
   A: Please refer to section 2.1 and 2.2 of the RFI document, and http.cleanairactionplan.org/strategies/trucks for additional information.

2. Q: Is this a new requirement? Or is there an incumbent vendor providing these services? If there is an incumbent, would you be able to provide the contract number, vendor name, and term of the contract?
   A: There is no incumbent vendor for any such service.

3. Q: Is there a timeline for an RFP to be released? If not, what steps are expected to make a decision regarding releasing a RFP?
   A: There is not a timeline for release of an RFP. The input received via this RFI is intended to inform the development of a comprehensive solution to support the acceleration of the deployment of ZE trucks at the SPB Ports. As outlined in section 2.2 of the RFI, the Ports are considering a range of options at this time. Any potential RFP would include additional stakeholder engagement and communication of details not currently developed.

4. Q: Will zero emission terminal tractors be eligible for funding? If not, does the Port plan on offering another program for zero emission terminal tractors? (They are no longer eligible through the Technology Advancement Program)?
   A: The scope of this RFI is specific to on-road drayage trucks. Plans to support the transition of Cargo Handling Equipment (CHE) to zero emissions are being addressed separately.
5. Q: Is POLA considering municipal bonds as a potential source of financing for vehicles/infrastructure?
   A: POLA has not committed to pledging any of its financial resources, including revenue, credit backstops or debt, beyond the future CTF rate collections applicable to POLA for the benefit of this program. POLA would consider the use of municipal bonds to the extent legally allowed through a conduit or other issuer, which may be the obligation of an entity other than the Port of Los Angeles.

6. Q: POLA intending to finance the vehicles and charging/fueling infrastructure together or would the timing of these different elements potentially be different?
   A: POLA seeks responses focused on comprehensive solution(s) that consider the objectives and challenges outlined in the RFI document. POLA does not have a preference for a specific approach, timeline or technology.

7. Q: If fuel cell trucks serve only 25% of the fleet needs, for example, then around 30 tons/day of renewable hydrogen production will be needed as soon as 2028 to serve these trucks. Is POLA considering including renewable hydrogen production as part of the program scope, for strategies which include fuel cell trucks as part of the ZE truck mix??
   A: Please refer to the answer to Question 6.

8. Q: What funding sources are available to support a ZEV transition program, aside from the $10/TEU fee?
   A: Please refer to the answer to Question 1.

9. Q: Average and maximum daily energy use will favor a battery grid-charged or a hydrogen fuel cell solution, based on range, refrigeration/auxiliary loads, and refueling time. Can you provide more detailed breakdowns of truck usage? Some of these metrics could help establish the most economical technology mix: a. Number of trucks operating for one, two or three shifts per day; b. Number of working days per week; c. Number of trucks with refrigerated trailers; d. Number of trucks returning daily to a commercial base; and e. Number of trucks driven by independent/owner operators.
   A: POLA does not have precise data regarding these metrics. Some of this information might best be obtained from drayage operators at the Port.

10. Q: Will capitalization and experience of respondents included in the Program scoring criteria?
    A: This RFI seeks information only. Responses to this RFI will not be scored. POLA seeks information on comprehensive solution(s) that consider the objectives and challenges outlined in the RFI document. POLA does not have a preference for a specific approach, timeline or technology.

11. Q: Long-term asset ownership and management is critical for successful implementation of the program through 2035 to achieve the 100% ZE drayage
truck goal. Could the Port of LA confirm that respondents with an expressed goal of long-term ownership be part of the critical scoring criteria?

A: Please refer to the answer to Question 10.

12. Q: ZE trucks offering is quickly scaling in size. On what date does the Port of LA expect that the first ZE trucks need to be deployed? Does the Port of LA have a prescriptive goal of number of ZE trucks deployed per year?

A: POLA is seeking innovative approaches to accelerate the deployment of ZE trucks at the SPB Ports prior to 2035 as outlined in Section 2.2 of the RFI document. POLA is seeking information relating to the indicative timeline of respondents’ proposed solution(s), including information on implementation timing and the timing and rate of ZE truck deployment.

13. Q: The current operating cost of a Class 8 diesel truck for haulers is very low. Can the Port of LA confirm that respondents should not prepare offers that would increase the current monthly charge for haulers (If yes please confirm the target ceiling)? What impact, if any, is Port of Los Angeles considering on terminal and freight hauler economics?

A: Please refer to the answer to Question 6.

14. Q: Can the Port of LA confirm that the evaluation process will not be limited to the number of ZE trucks offered by a Program but a full implementation outlook that includes both vehicle and infrastructure?

A: Please refer to the answer to Question 10.

15. Q: Do you recommend proposals prioritizing standardized costs for all operators (with some limited variations for utilization, timing/duty cycle profile)?

A: Please refer to the answer to Question 6.

16. Q: A public private partnership to lease ZE trucks and relying on counterparts credit risk creates the risk that the consortium will only lease trucks to the better capitalized haulers. Does the Port of LA agree that respondents need to propose a scheme that would provide equal access to all haulers?

A: Please refer to answer to Question 6.

17. Q: What is the annual funding envelope the Port of LA is looking to deploy to support this transition? Can you provide a detailed description of the Rate structure?

A: Please refer to the answer to Question 1 and Question 29.

18. Q: Does the Port of LA have a preference in terms of ZE vehicle? OEMs offer different ranges, different charging speeds, different total cost of ownership. Is diversity / use case important or does the Port of LA leave decision making to the proponent?

A: Please refer to answer to Question 6.
19. Q: Does the Port of Los Angeles have a preference based on manufacturing location, track record, nationality?
   A: Please refer to the answer to Question 6.

20. Q: Can the Port of Los Angeles make land available for a charging infrastructure? Can the Port of LA determine if a land lease payment would be applicable?
   A: A program that requires specific land at POLA should clearly describe the need for such land, how or if the POLA would be compensated for use of the land as part of the program, and how it would be utilized to support the overall goals. Use of Port land is not guaranteed as part of this RFI, or any potential future RFP.

21. Q: Traffic in LA is a significant source of pollution and access to charging stations throughout the inland empire is limited. Can the Port of LA confirm that an optimal solution would be to have all charging stations and trucks centrally located at the Port of Los Angeles to minimize the traffic of empty tractor trailers?
   A: Please refer to the answer to Question 6 and Question 20.

22. Q: We believe that we have a solution that could avoid putting a financial burden on LADWP for upgrades needed to service a charging infrastructure. Does the Port of LA require working through LADWP or can a respondent offer a viable alternative?
   A: LADWP exclusively provides power to the City of Los Angeles, including POLA Property. LADWP would need to be involved in any infrastructure installation within their jurisdiction.

23. Q: We would like to include in our Program a service plaza next to charging stations to accommodate operators. Can the Port of LA confirm they would allow a concession if this is included in a successful Program proposal?
   A: Please refer to the answer to Question 6 and Question 20.

24. Q: We believe that sourcing ZE trucks, ownership, vehicle maintenance, insurance, charging infrastructure should all be centralized with a private capital partner. We do not believe that the City of Los Angeles or the Port of Los Angeles should provide a guarantee or a credit backstop. Can you confirm that there will not be any guarantee to backstop operators credit risk?
   A: Please refer to the answer to Question 5 and Question 6.

25. Q: Can the Port of Los Angeles confirm that adequate capitalization and non-reliance on third party financing be part of the critical scoring criteria?
   A: Please refer to the answer to Question 10.
26. Q: Drayage operators clearly expressed concerns on tax-related issues with the receipt of subsidies. Will the Port of LA in its evaluation process take into account the tax impact for proposal that are creating end-user taxes?
   
   A: Please refer to answer to Question 10.

27. Q: Can the Port of LA confirm that it will not consider submissions that are requiring a monopoly on ZE usage to avoid future competition?

   A: Please refer to answer to Question 6.

28. Q: Is a program with a fluctuating deployment based on cost of ZE trucks and Fees amenable?

   A: Please refer to the answers to Question 6 and Question 12.

29. Q: Can you provide a detailed methodology on how the Clean Truck Fund Rate is calculated and how much / for how long respondents can rely on it to fund their Clean Truck Zero Emission Funding Program proposal?

   A: Please refer to Section 2.1 of the RFI document and http.cleanairactionplan.org/strategies/trucks for additional information available at this time, noting additional work and approvals is required prior to the final determination of how the CTF Rate will be calculated and to what extent the Clean Truck Fund will be available for this Program.

30. Q: It seems critical that a charging infrastructure needs to be built alongside a fleet of BEV trucks. Can the Port of LA confirm that respondents offering a combination of charging infrastructure and fleet leasing will not be penalized compared to respondents that only offer fleet leasing?

   A: Please refer to the answers to Question 6 and Question 10.

31. Q: The Program is intended to be a multi-year solution culminating in the conversion of 100% of the drayage truck fleet to ZEVs, and will require significant upfront and periodic capital investment. Could the Port of Los Angeles confirm that the partners implementing the Program will receive the Rate collected on an exclusive basis?

   A: Please refer to the answer to Question 6 and Question 29.

32. Q: Will the Port of Los Angeles please provide an estimated calendar (release date, award) of the Clean Trucks ZE Request for Proposal?

   A: Please refer to the answer to Question 3.

33. Q: Will the Port of Los Angeles please provide the evaluation criteria it plans to use in the RFP?

   A: Please refer to the answer to Question 3 and Question 10.

34. Q: Can the Port of Los Angeles provide detailed data on the following: 1) Longest drayage distance (Port to Delivery Point and back to Port) for a ZE
truck? 2) Drayage traffic pattern – distribution of daily use (usage hours, distance traveled) and seasonal pattern, and waiting time for loading?

A: POLA does not have precise information about drayage truck routes and destinations, however based on feedback from truck drivers, POLA understands that while most cargo hauled by drayage trucks remains within the 5-county local area, some cargo may travel as far as Las Vegas, Phoenix and Central California.

35. Q: Will the Port of Los Angeles take into account community programs in its evaluation process? Is there a particular focus recommended?

A: Please refer to the answer to Question 10.

36. Q: Can the Port of Los Angeles confirm that union participation will be included in the evaluation process?

A: Please refer to the answer to Question 10.

37. Q: What considerations should be made relative to Port of Long Beach capacity and electrification timelines / approaches?

A: The Clean Air Action Plan (CAAP) and Clean Truck Program (CTP) described in section 2.1 of the RFI are joint programs by POLA and the Port of Long Beach (POLB), however, this RFI is being conducted by POLA. Responses will be shared with POLB. Questions relating to their capacity and electrification timelines/approaches should be directed to POLB.

38. Q: Will all the information submitted during the RFI phase be made public or can some of it be classified as privileged and only visible to the Harbor Department and its consultants?

A: City is subject to the California Public Records Act and all documents submitted in response to this RFI will be treated as a public record. If proposers submit documents that contain proprietary information or trade secrets, it will be the proposer’s responsibility to mark such records and seek a court order if and when the City receives a request for such records. The City shall notify proposers if it receives a request to disclose proposer’s response and it will be proposer’s responsibility to seek, in a timely manner, such a protective order from the court.

39. Q: Is POLA’s goal with this RFI to receive comprehensive solutions (from potential bidding teams) or to receive building blocks of a potential solution (from separate entities that may eventually be part of a unified team) that it will consider in developing a subsequent procurement?

A: Please refer to the answer to Question 6.

40. Q: The RFI appears to focus primarily on battery-electric truck technology (as shown through mentions of “charging infrastructure”): Is POLA also open to receiving proposals built upon other zero emission vehicle technologies, such as fuel cell battery electric trucks (hydrogen)?
A: Please refer to the answer to Question 6.

41. Q: Can POLA share more details regarding the statistic shared in the RFI about smaller owner operators being able to “afford up to $1,250 per month on truck financing expenses”?

A: POLA does not have precise data. The drayage truck driver financial capacity information provided was based on feedback received from smaller owner-operators during discussions with truck drivers.

42. Q: We understand that the Boards of Harbor Commissioners of the SPB has approved a Clean Truck Fund Rate of USD 10 per TEU. Could you please elaborate how the introduction is expected to impact the competitive position of the port in relation to its competitors, and how the Rate is expected to be charged to the cargo owners?

A: Please refer to answer to Question 29.

43. Q: The RFI states that “fleets tend to replace diesel trucks more frequently than owner-operators. Fleets may replace trucks every 5-7 years or 500,000 miles, while owner-operators are more likely to drive until the end of the useful life of the truck, which may be over 13 years or 800,000 miles.” Will this replacement rate be the same for ZE-trucks? (This is important to understand the timeline for introducing subsidies for ZE trucks and to determine when the first ZE-trucks will enter the second hand market, which will make ZE-trucks more affordable for individual owner-operators).

A: As ZE-trucks are still an immature technology, POLA does not have data on the potential useful life of their operation or expected replacement cycle at this time. POLA welcomes such information from the market in response to this RFI.

44. Q: Is this a joint port initiative?

A: Please refer to the answer to Question 37. Any consolidated Program will require approvals from both Ports.

45. Q: Assuming you receive creative/viable/innovative RFIs, how aggressive are the Port and City to move this process to RFP to award to contract?

A: Please refer to the answer to Question 3.

46. Q: Are there physical, engineering and identified design constraints (on dock or near dock real estate, or utility infrastructure) that we must work within?

A: Please refer to the answer to Question 6 and Question 20.

47. Q: Based on learnings from the Clean Truck Program, are there any solutions you have already ruled out?

A: Please refer to the answer to Question 6.

48. Q: Are there lessons learned from the Freight Advisory Board that would rule out some business models?

A: Please refer to the answer to Question 6.
49. Q: Are there plans at DWP to increase electricity supply in next 5 years? Will they be able to handle the demand for power to recharge truck batteries?
   A: LADWP, as a proprietary city department like POLA, is aware and involved in the activities to meet citywide goals such as a zero-carbon grid and zero carbon transportation. They are planning accordingly in order to stay on track with committed goals.

50. Q: What is most important to you when choosing vendors to continue with this process?
   A: Please refer to the answer to Question 3 and Question 10.

51. Q: What is the Harbor Department’s preferred format for responding to the RFI? Must respondents adhere to the question order as laid out in the RFI? Must respondents answer all questions? May respondents submit supplemental documents? Is there a word or page limit on submissions?
   A: This RFI seeks information relating to comprehensive solution(s) that consider the objectives and challenges outlined in the RFI document. Therefore, while it is not a requirement that all questions are answered in responses, it is welcome and encouraged. There is no prescribed format or page/word limit for responses, however responses should be clearly laid out and broadly aligned to the questions set out in Section 3.1 of the RFP document.

52. Q: Should respondents focus on battery-electric drayage vehicle technologies only or should responses also consider alternative zero emission vehicle technologies as well?
   A: Please refer to the answer to Question 6.

53. Q: Are there any material restrictions on how the Clean Truck Fund may be used? For example, must funds by spent in the same year they were raised or can they be pooled and used in later years? May funds be used on supporting infrastructure as well as on drayage trucks themselves?
   A: Please refer to the answer to Question 29.

54. Q: Does the Harbor Department and POLA anticipate any changes in drayage truck usage or volumes at the Port from 2020-2035 that respondents should take into consideration?
   A: POLA does not anticipate any changes, please refer to San Pedro Bay Port long range cargo forecast posted on POLA’s website.

55. Q: Aside from the initiatives outlined in the CAAP, are there any material ongoing or planned port decarbonization initiatives that may influence the drayage vehicle and vehicle infrastructure requirements at the ports?
   A: Please refer to the information provided in section 1.2 and 2.1 of the RFI document.

56. Q: Are coalition responses to the RFI welcome?
A: Yes, POLA welcomes coalition responses that offer information relating to comprehensive solution(s).

57. Q: Will the San Pedro Bay Ports expect individual responses to cover infrastructure and vehicle procurement and deployment, as well as program administration?

A: Please refer to the answer to Question 6. For clarity, the CAAP and CTP described in section 2.1 of the RFI are joint programs by POLA and POLB however, this RFI is being conducted by POLA. Responses will be shared with POLB.

58. Q: Can the San Pedro Bay Ports be a lessor of vehicles?

A: Please refer to the answer to Question 6. For clarity, the CAAP and CTP described in section 2.1 of the RFI are joint programs by POLA and POLB however, this RFI is being conducted by POLA. Responses will be shared with POLB.

59. Q: Are the San Pedro Bay Ports interested in contracting a third-party administrator for the Clean Truck Program?

A: POLA currently maintains a contract with an outside administrator for its concession agreements, day pass system and terminal access compliance center as part of the existing Clean Truck Program. POLB maintains a similar contract with the same outside administrator for similar services associated with its registration agreements. POLA is open to solution(s) that maintain these contracting arrangements for the future Clean Truck ZE Funding Program or that include them as part of wider Program administration. For clarity, the CAAP and CTP described in section 2.1 of the RFI are joint programs by POLA and POLB however, this RFI is being conducted by POLA. Responses will be shared with POLB.

60. Q: Is there any mechanism through which information can maintain confidentiality?

A: Please refer to the answer to Question 38.

61. Q: Can state or federal lobbying efforts to mitigate financial barriers to zero emissions adoption, including but not limited to insurance or taxation structures, be included in the RFI response, and under what conditions would the San Pedro Bay Ports participate?

A: Please see response to Question 6. For clarity, the CAAP and CTP described in section 2.1 of the RFI are joint programs by POLA and POLB however, this RFI is being conducted by POLA. Responses will be shared with POLB.

62. Q: Given the priority for a program competitive with current trucking technology, can the San Pedro Bay Ports provide information on NZE truck
The estimated cost of a 2010 MY diesel truck is not helpful when those trucks will not be able to register with the Ports starting in 2023.

A: For clarity, the CAAP and CTP described in section 2.1 of the RFI are joint programs by POLA and POLB however, this RFI is being conducted by POLA. Responses will be shared with POLB.

63. Q: Is owner/operator turnover an immediate priority?
A: Please refer to the answer to Question 6.

64. Q: Will there be a requirement for engaging with community-based organizations in outreach to owner-operators or infrastructure providers?
A: Please refer to the answer to Question 3.

65. Q: Will inclusion of a fleet partner be beneficial or expected?
A: Please see the answer to Question 6.

66. Q: Do the San Pedro Bay Ports have any preferred interim milestones for zero emissions deployments?
A: Please refer to the answer to Question 12.

For clarity, the CAAP and CTP described in section 2.1 of the RFI are joint programs by POLA and POLB however, this RFI is being conducted by POLA. Responses will be shared with POLB.

67. Q: How will RFI responses shape the Clean Air Action Plan’s 2035 Long Term Strategy?
A: This Program is being developed in parallel with the CAAP Long Term Strategy development. Both efforts will be mutually informative.