

NW Seaport Alliance Puget Sound
Zero-Emission Truck Collaborative

Puget Sound Zero-Emission Truck Collaborative

Collaborative 2.0 Meeting

November 12, 2026

Meeting Agenda



Objectives:

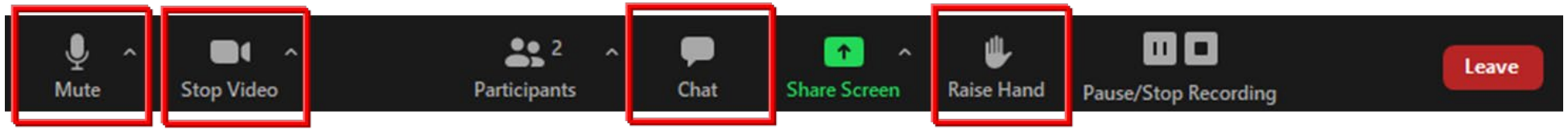
- Hear updates on key ZEV drayage transition efforts
- Report out themes from small group scoping meetings
- Discuss proposed activities and products for 2027

9:00 AM	**Welcome and Meeting Overview**
9:10 AM	**Zero Emission Drayage Updates**
10:00 AM	**Small Group Report-Outs and Discussion**
10:25 AM	***Break (10 min)***
10:35 AM	**Proposed Activities and Products for 2027**
11:05 AM	**Public Comment**
11:15 AM	**Adjourn**

Participating Effectively via Zoom



- Collaborative members please show your video
- To reduce background noise, please mute yourself when you are not speaking
- During discussions, please let us know you'd like to jump in by "raising your hand"



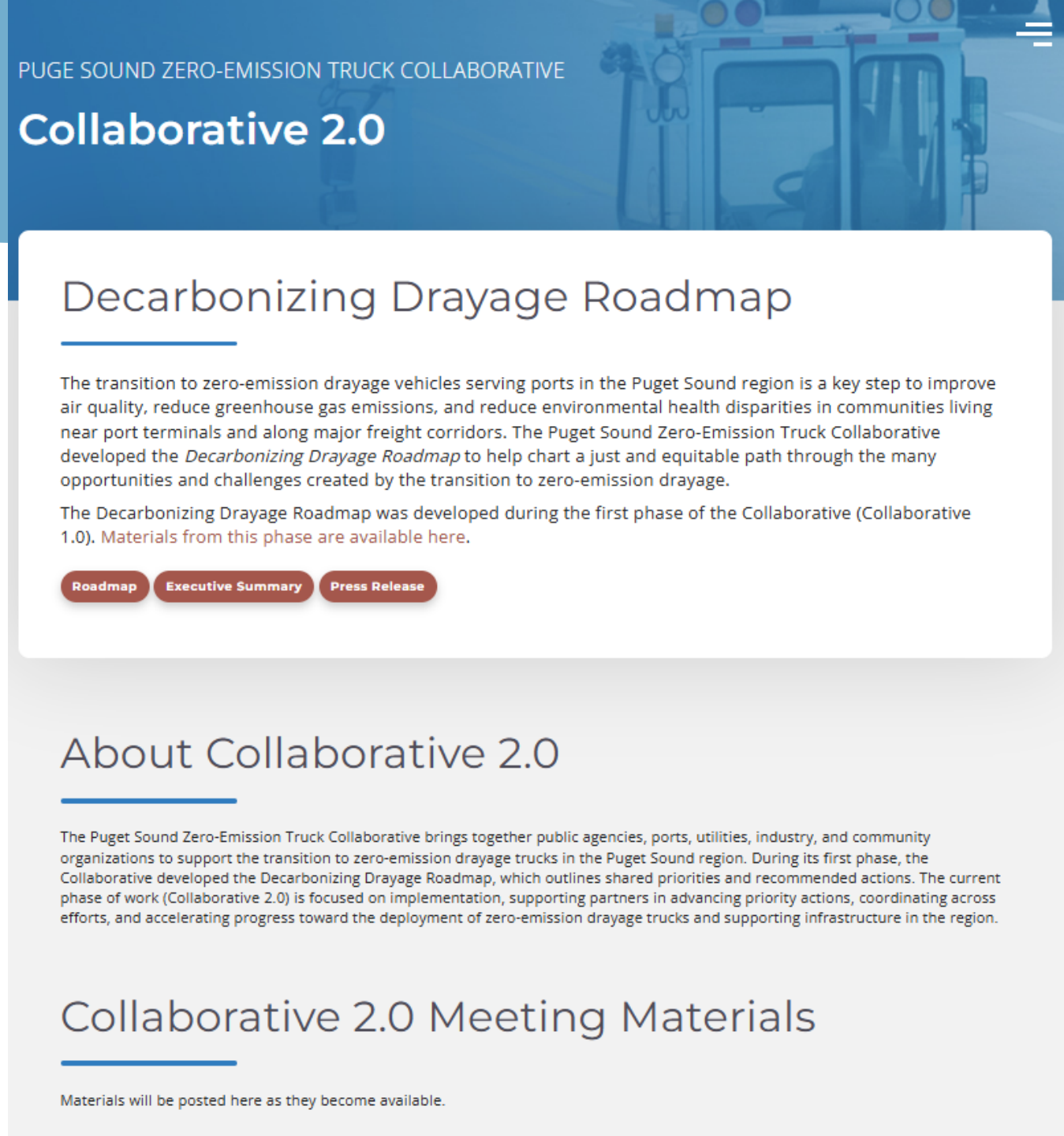
Public Participation



- For those observing the meeting, please be muted, off video, and off chat until the public comment time
- There will be an opportunity for 2-minute public comments at the end of the meeting. At that time, members of the public who would like to comment should raise their hands if they would like time to speak

Project Website

URL:
https://www.rossstrategic.net/Zero-Emission-Truck-Collaborative/



- What is your favorite Thanksgiving dessert or side dish?





NW Seaport Alliance Puget Sound
Zero-Emission Truck Collaborative

Zero Emission Drayage Updates

- New partnerships & projects
- ZET Scale (see slides)
- WAZIP (see slides)
- Sea-Tac Pilot
- Seattle City Light (see slides)

ZET SCALE PROGRAM OVERVIEW

PUGET SOUND ZE TRUCK COLLABORATIVE

November 2026



ZET SCALE: Program Overview

10,000+
Truck deployment goal

2,500
First truck order. September 2026

15+
shippers engaged in the program

10
first-round freight hubs, including Seattle/Tacoma

ORGANIZATION

- Zero-Emission Truck Shipper-Carrier Alliance Leading Electrification
- Run jointly by Catalyst Mobility (formerly CALSTART) and Smart Freight Centre
- Private-sector, voluntary participation; ZET Financial financing partner

MEMBERSHIP

- 15+ shippers: Microsoft, PepsiCo, IKEA, Brambles/CHEP, Red Bull
- Carriers get priority on shipper freight and have access to bulk purchase price on electric trucks through leases
- OEMs, charging and finance providers; public agencies invited

PURPOSE

- Signal shipper commitment to ZE freight movement with carriers.
- Aggregate ZE truck demand to garner OEM bids and price at scale
- Reach diesel-comparable cost on priority lanes, with little or no green premium
- Move Class 8 battery-electric trucks from pilots to scale

Demand Aggregation Approach

1 **Shippers signal demand**

Shippers share lane data to demonstrate potential demand and carriers can negotiate with shippers for ZE shipment capacity and price.

2 **Truck makers compete in an RFP**

An independent RFP scores bids on price, range, charging capability and production capacity.

3 **ZET Financial buys and leases**

It issues the purchase order and places trucks with qualified carriers on fair-market-value leases.

4 **Trucks cluster in hubs**

Deployments concentrate in 10 freight hubs to raise truck and charger utilization and cut empty miles.

RECENT ANNOUNCEMENTS

Sept. 20, 2026
California signs SB 1213: truck makers must disclose pricing to receive state incentive funds.

Sept. 22, 2026
ZET SCALE announces RFP 1: 2,500 Class 8 battery-electric trucks. Tesla is primary OEM; Kenworth, RIDE and Volvo are secondary options.

Sept. 24, 2026
Tesla inaugurates its Sparks, Nevada Semi plant, designed for up to 50,000 trucks a year.

Now
Recruiting shippers, carriers and charging providers for later rounds.

Program design targets: up to 10,000 MCS-capable Class 8 trucks, 400-mile range, three-year TCO payback.

ZET Financial 2,500-truck order

First-round state and hubs	Truck purchase incentives	Status
California: LA, Stockton, Bakersfield	HVIP voucher: $120k base, $150k drayage, up to $330k for small fleets	Open
Washington: Seattle/Tacoma	WAZIP voucher: $175k base, $250k for small businesses	**Open; about half requested**
Texas: Houston, Dallas, San Antonio	No voucher. TxVEMP grants require scrapping a diesel	Limited
Illinois: Chicago area	No voucher. VW settlement grants ($18M) require scrapping a diesel	Limited
Georgia: Atlanta	No state Class 8 purchase incentive identified	None found
New Jersey / New York: Newark, NYC	NJ ZIP ($175k) between rounds; NYTVIP full; port drayage voucher $230k	Mostly closed

ZET Financial's role

Strategic partner to the alliance. Issued the purchase order for the 2,500 trucks and leases them to carriers on a fair-market-value "ZET Lease" ($0 down, walk away at term end), shifting residual-value risk to the lessor.

Split of Truck Orders is Unknown

Tesla is the primary OEM; Kenworth, RIDE and Volvo are secondary options and no split has been published or likely finalized.

Incentive status as of November 2026. Sources: Catalyst Mobility release; HVIP, WAZIP, NJEDA, NYSERDA, TCEQ, Illinois EPA.

The TCO pitch: Tesla Semi versus diesel

Per truck	Tesla Semi	Diesel Class 8
Purchase price	About $290k (500-mile); about $260k (325-mile)	About $175k
Energy per mile	About $0.24 to $0.68 (1.7 kWh/mi at $0.14 to $0.40/kWh)	About $0.82 ($6.53/gal at 8 mpg)
Maintenance per mile	About $0.06	About $0.18
Operating cost at 100,000 mi/yr	**About $30-74k a year**	About $100k a year

About 1.6 years

Simple payback on the $115k price premium at 100,000 miles a year and $0.14/kWh, with no incentive. About 4.4 years at $0.40/kWh.

In Washington

A $175k WAZIP voucher would put a 500-mile Semi near $115k, below a new diesel.

Context

Illustrative arithmetic from published list prices and late-September 2026 fuel figures. ZET SCALE's bulk price and lease rate are not public; charger and site costs are excluded. The program's own design target is a three-year payback.

Factors that can weaken the TCO argument

Return to lower diesel prices, lower annual miles, infrastructure costs, out of route mileage.

Open questions and work still to be done

1

Trucks and timing

No split among Tesla, Kenworth, RIDE and Volvo and no delivery schedule are public. Timing depends on Tesla's Nevada production ramp.

2

Shipper commitments

Joining places no obligation on the shippers. Dedicated lanes, firm volumes and any green premium still have to be put under contract.

3

Carriers and risk

No carriers are named, although many members already have some EV experience. The lease removes residual-value risk, but carriers still carry utilization, energy-cost and uptime risk.

4

Charging and grid

No charging partner is named for the hubs. Tesla's map shows planned Megachargers in Kent and Tacoma; utility capacity and lead times pace both public and private infrastructure.

5

Financing terms and order terms

Lease rate, term and mileage limits are unpublished. ZET Financial's funding source is unclear and terms of the order with Tesla are not disclosed.

6

Incentives and service

Will voucher caps limit regional deployments? Regional service, parts and technician training are also open.

FUNDED BY WASHINGTON'S CLIMATE COMMITMENT ACT

WSDOT

WAZIP PROGRAM UPDATES

NOVEMBER 2026

BETZ MAYER

November 12, 2026

CATALYST MOBILITY

SIX KEY CHANGES EFFECTIVE NOV. 3

Your feedback supported these updates.

Bigger enhanced vouchers

Up to 25% more for Classes 4–8 and all off-road equipment

Doubled infrastructure rebates

Every tier doubled, plus a new megawatt charging category

Pickups for public fleets

Class 2b pickup trucks now eligible for governments and Tribes

Vans and shuttle buses

Now eligible for private businesses, nonprofits and Tribal business purchasers

More ways to qualify a vehicle

NYTVIP, NJ ZIP join HVIP and CORE as eligible programs

Funding that follows demand

Categories rebalanced and reviewed every six weeks

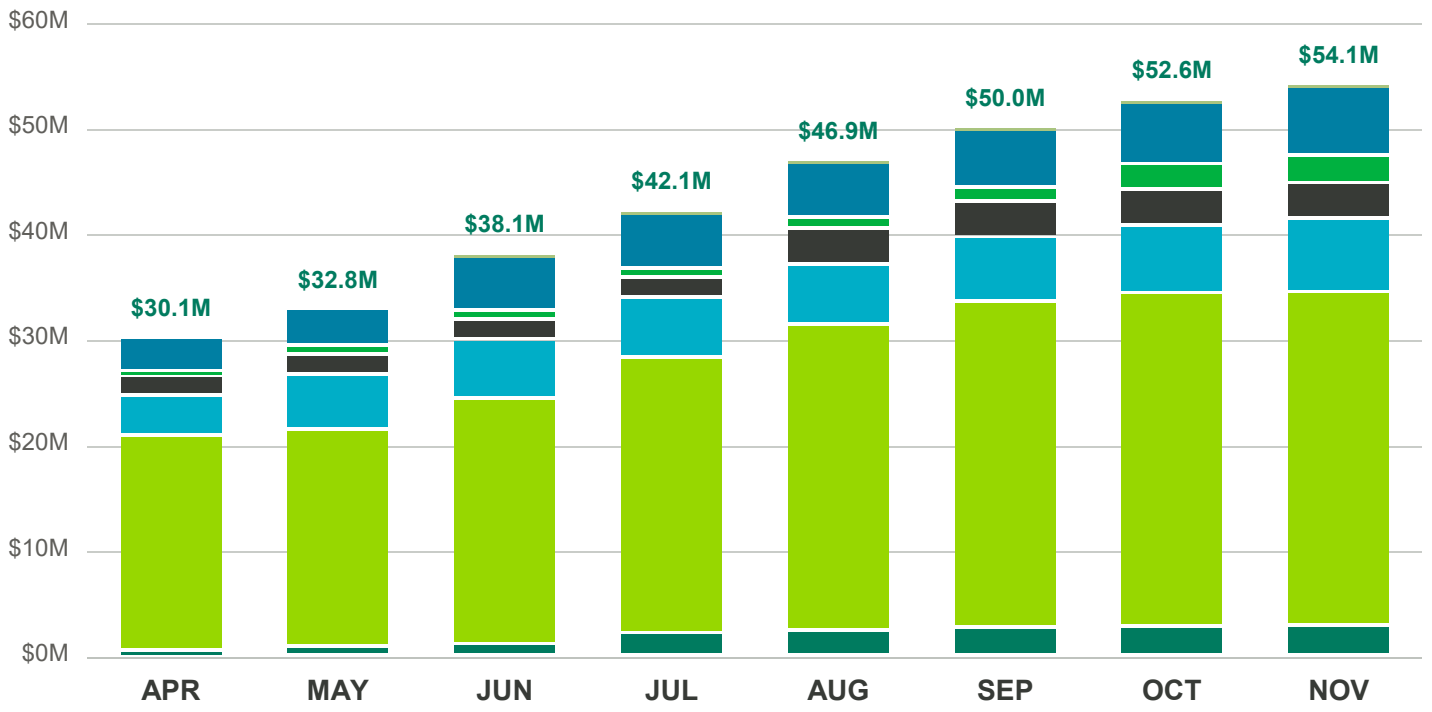
Full detail: Summary of Changes to the Implementation Manual V1.3 at wazip.org

VOUCHER DOLLARS REQUESTED

APRIL LAUNCH
$30.1M
44 requests on launch day

$54.1 million requested across 308 vehicles and pieces of equipment and 49 charging units, as of November 11, 2026.

CUMULATIVE DOLLARS REQUESTED

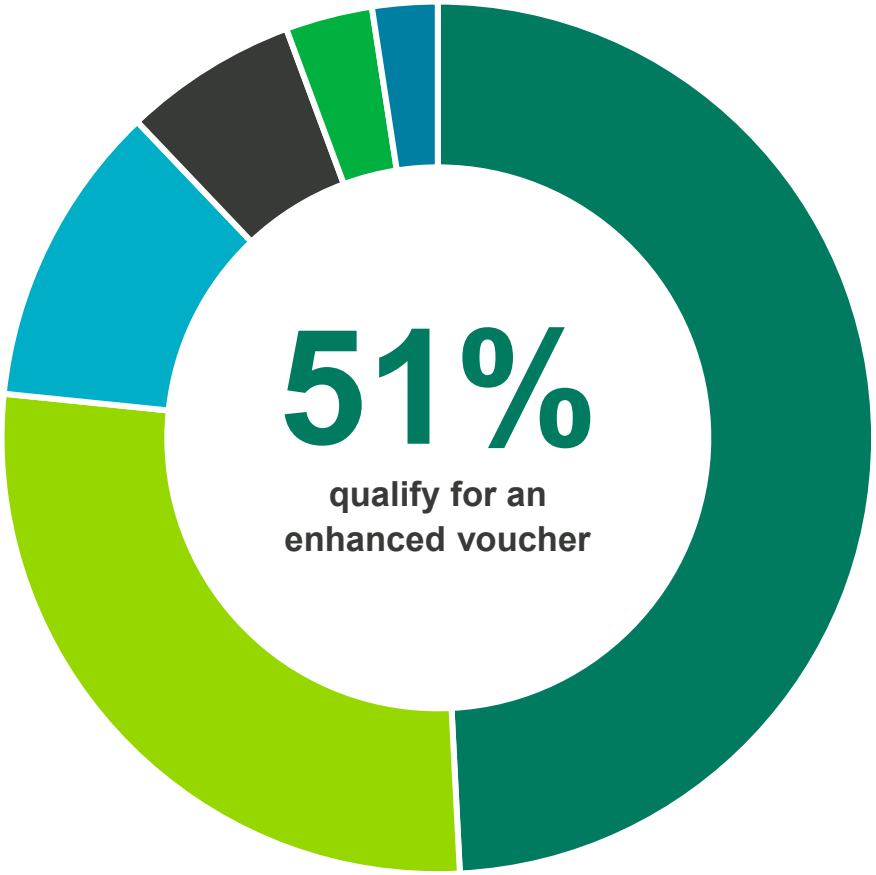


UNITS REQUESTED BY CATEGORY

Category	Vehicles / equipment	EVSE
Class 2b – 6	27	9
Class 7 – 8	154	8
Agriculture / Construction	33	14
Cargo	8	8
Harbor	10	7
Terminal Tractors	73	3
Other	3	0
Total	**308**	**49**

WHO IS REQUESTING VOUCHERS IN WAZIP?

Share of total voucher applications, by purchaser eligibility.



PURCHASER ELIGIBILITY	BY VOUCHER REQUEST	BY DOLLARS %	BY DOLLARS $
Non-enhanced voucher applications	49%	48%	$25.9M
Enhanced – Emerging or rising business	27%	28%	$15.1M
Enhanced – Government or public agency	11%	6%	$3.4M
Enhanced – Drayage operator	6%	16%	$8.9M
Enhanced – Non-profit organization	3%	1%	$490K
Enhanced – Tribal Nation	2%	1%	$286K

The donut is weighted by voucher requests. Voucher amounts vary widely by vehicle class, equipment type and infrastructure, so a category's share of dollars will not match its share of requests. Percentages are rounded.

ON-ROAD VOUCHER AMOUNTS

Base amounts are unchanged. Enhanced amounts increased for Classes 4–8.

Class	GVWR	Base voucher	Enhanced voucher (IM v1.2, old)	Enhanced voucher (IM v1.3, new)
Class 2b	8,501–10,000	$7,500	$10,000	**$10,000**
Class 3	10,001–14,000	$45,000	$50,000	**$50,000**
Class 4	14,001–16,000	$60,000	$70,000	**$87,500**
Class 5	16,001–19,500	$80,000	$90,000	**$112,500**
Class 6	19,501–26,000	$90,000	$100,000	**$125,000**
Class 7	26,001–33,000	$135,000	$150,000	**$187,500**
Class 8	33,001+	$175,000	$200,000	**$250,000**

***No action needed. Voucher requests already in the system have been updated to the new amounts. Dealers and purchasers do not need to resubmit.**

OFF-ROAD VOUCHER AMOUNTS

Base amounts are unchanged. The enhanced uplift rose from 15% to 25% across every category.

Equipment category	Base voucher	Enhanced (IM v1.2, old)	Enhanced (IM v1.3, new)
Agriculture	Up to $500,000	+ 15%	**+ 25%**
Airport Cargo Loader (10,000–20,000 lb capacity)	Up to $50,000	+ 15%	**+ 25%**
Airport Cargo Loader (>20,000 lb capacity)	Up to $100,000	+ 15%	**+ 25%**
Aircraft ground power units (GPU)	Up to $124,000	+ 15%	**+ 25%**
Aircraft Tugs, Narrow- and Wide-Body (Lead Acid)	Up to $80,000	+ 15%	**+ 25%**
Aircraft Tugs, Narrow- and Wide-Body (Lithium or Fuel Cell)	Up to $200,000	+ 15%	**+ 25%**
Cargo-Handling Equipment (>33,000 lb lift capacity)	Up to $1,000,000	+ 15%	**+ 25%**
Commercial Harbor Craft (new 19 kW IC powered equivalent)	Up to $1,000,000	+ 15%	**+ 25%**
Construction Equipment (≥ 19 kW nominal IC powered equivalent)	Up to $500,000	+ 15%	**+ 25%**
Large Forklifts (8,001–12,000 lbs) — Lead Acid Battery	Up to $10,000	+ 15%	**+ 25%**
Large Forklifts (8,001–12,000 lbs)	Up to $15,000	+ 15%	**+ 25%**
Large Forklifts (12,001–20,000 lbs)	Up to $20,000	+ 15%	**+ 25%**
Large Forklifts (20,001–29,999 lbs)	Up to $80,000	+ 15%	**+ 25%**
Large Forklifts (30,000–34,000 lbs)	Up to $100,000	+ 15%	**+ 25%**
Large Forklifts (34,001–36,000 lbs)	Up to $200,000	+ 15%	**+ 25%**
Large Forklifts (>36,001 lbs)	Up to $500,000	+ 15%	**+ 25%**
Large Forklifts (>54,001 lbs)	Up to $1,000,000	+ 15%	**+ 25%**
Mobile Power Units & eGPU (Lithium)	$400 / kWh up to $300,000	+ 15%	**+ 25%**
Mobile Power Units & eGPU (Fuel Cell)	Up to $300,000	+ 15%	**+ 25%**
Railcar Movers / Freight Locomotives (20,000–35,000 lbs TE)	Up to $225,000	+ 15%	**+ 25%**
Railcar Movers / Freight Locomotives (>35,000 lbs TE)	Up to $1,000,000	+ 15%	**+ 25%**
On- and Off-Road Terminal Tractors (Battery-Electric)	Up to $90,000	+ 15%	**+ 25%**
On- and Off-Road Terminal Tractors (Fuel Cell)	Up to $200,000	+ 15%	**+ 25%**
Transport Refrigeration Units (TRU), Trailer-Mounted	Up to $65,000	+ 15%	**+ 25%**

INFRASTRUCTURE REBATES DOUBLED

Every tier doubled, with a new megawatt charging category.

Infrastructure type	Maximum rebate (IM v1.2, old)	Maximum rebate (IM v1.3, new)
Class 2b Infrastructure	$3,500	**$7,500**
≤50 kW EV Charging Station	$5,000	**$10,000**
51 kW – 150 kW EV Charging Station	$10,000	**$20,000**
151 kW – 350 kW EV Charging Station	$20,000	**$40,000**
351 kW – 999 kW EV Charging Station or MPU	$30,000	**$60,000**
≥1 MW EV Charging Station	Not present	**$100,000**
Hydrogen Dispenser	$30,000	**$60,000**

NEW: MEGAWATT CHARGING

Chargers 1 MW and above are now an eligible category, at up to $100,000 per charger.

NEW: 3-YEAR WARRANTY

Equipment now needs a 3-year warranty to qualify. Rebate funds can be used to pay for it.

Request the infrastructure rebate at the same time as the vehicle voucher, it cannot be added later. One rebate per WAZIP-funded unit.

ORIGINAL FUNDING BUCKETS

How WAZIP funding was structured before November 3.

FUNDING BUCKET	ORIGINAL ALLOCATION	$ REQUESTED	TOTAL $ AVAILABLE	STATUS
ON-ROAD VEHICLES	**$82M total**			
Class 2b – Class 6		**$2.3M**	$54M	Funding available
Class 7 – Class 8		**$23.5M**	$28M	Funding available
OFF-ROAD EQUIPMENT	**$20M total**			
Agriculture / Construction		**$4.6M**	$4M	**Oversubscribed**
Cargo		**$3.1M**	$5M	Funding available
Harbor		**$2.3M**	$3M	Funding available
Terminal Tractors		**$4.4M**	$5M	**Oversubscribed**
Other		**$192K**	$3M	Funding available
Enhanced set-aside		**$4.9M**	$10M	Funding available

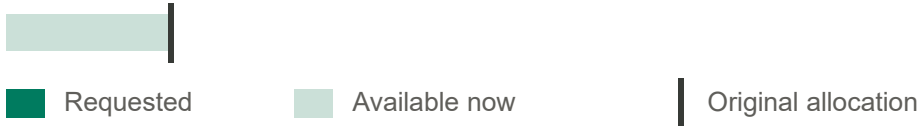


Two categories were oversubscribed and waitlisting requests, while other categories were undersubscribed.

FUNDING BUCKET REALLOCATIONS

Funding moved on Nov. 3 to follow demand. The program total did not change.

FUNDING BUCKET	REVISED ALLOCATION	$ REQUESTED	TOTAL $ AVAILABLE	CHANGE
ON-ROAD VEHICLES	$73M total			
Class 2b – Class 6		**$2.8M**	$20M	**−$34M**
Class 7 – Class 8		**$31.6M**	$53M	**+$25M**
OFF-ROAD EQUIPMENT	$29M total			
Agriculture / Construction		**$6.9M**	$10M	**+$6M**
Cargo		**$3.4M**	$6M	**+$1M**
Harbor		**$2.6M**	$3M	no change
Terminal Tractors		**$6.6M**	$9M	**+$4M**
Other		**$192K**	$1M	**−$2M**
Enhanced set-aside		—	$10M	**reset**



$34 million moved out of Class 2b–6 into the categories that were filling up. Program total unchanged at $112 million.



TECHNICAL ASSISTANCE

Free support for Washington fleets.

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



HOW TO USE WAZIP TECHNICAL ASSISTANCE

1. **Email us at** technicalasssistance@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!**



Clean & Prosperous

Clean & Prosperous's Role in WAZIP

Convene & Educate

Convene our Medium- and Heavy-Duty Working Group (est. 2022) of OEMs, dealers, utilities, ports, fleets, and agencies

Run on-road and off-road OEM and Dealer Advisory Groups, meeting regularly for updates and feedback

Host educational webinars

Outreach & Communications

Recruit OEMs and dealers through our networks, industry events, and member referrals

Organize ride-and-drive events with OEMs, dealers, and local stakeholders

Share program updates regularly on social media and in newsletters

Policy & Program Input

Build support for dedicated incentive funding

Advise on program design and review implementation manual drafts

Connect key public and private partners

Carry feedback from fleets, OEMs, and dealers to policymakers and program partners

Ride & Drives

Seattle launch (April 2026), Eastern WA (June 2026), South King County (September 2026)

Planning & Logistics

Developed materials and coordinated logistics with venues, catering, equipment rentals, photographers, speakers, and sponsors

Outreach

Led outreach to OEMs, dealers, sponsors, speakers, and key stakeholders and invited key legislators and the Gov's office

Marketing & Promotion

Promoted events on social media and in newsletters, and drafted press releases, media advisories, and drove earned media coverage

Ian Sergeant (Ian@cleanandprosperous.org), WAZIP Project Coordinator, Clean & Prosperous

Build your customized fleet electrification plan

- **Comprehensive curriculum.** Each week participants will learn how to plan for a specific element of their fleet electrification journey.
- **Cohort of Peers.** Participants will work alongside fleets to tackle similar fleet electrification projects and build relationships that will last beyond the cohort
- **Access to fleet electrification experts.** Together with electrification experts, you'll make an actionable plan tailored to your vehicles, routes, and operational needs



BREAKING BARRIERS COLLABORATIVE

Winter 2027 cohort

- January 13th – April 15th
- Weekly 90-minute virtual sessions
- Two-day in-person workshop in Seattle on January 13th and 14th
- Plus: Up to 5 additional hours of 1:1 consulting support

Apply for the cohort today!

BreakingBarriersCollaborative.org/mhd-electrification-accelerator
steven.alaman@breakingbarrierscollaborative.org



About EIP

Relentless on Results. Trusted for Impact.

Who We Are

Founded in 2011, Energy Infrastructure Partners (EIP), a **certified Minority Business Enterprise (MBE)**, has grown into a national consultancy with hubs in **New York, Illinois, California, Oregon, and Washington**.

Our multidisciplinary team designs and delivers **large-scale energy efficiency**, **electrification**, and **decarbonization programs** across the **commercial, industrial, public, and residential sectors** in the U.S., grounded in technical excellence and measurable impact.

What We Do

We partner with utilities, public agencies, and private organizations to translate climate goals into measurable results through integrated technical and program expertise spanning audits, modeling, program design, engagement, financing, and verification.

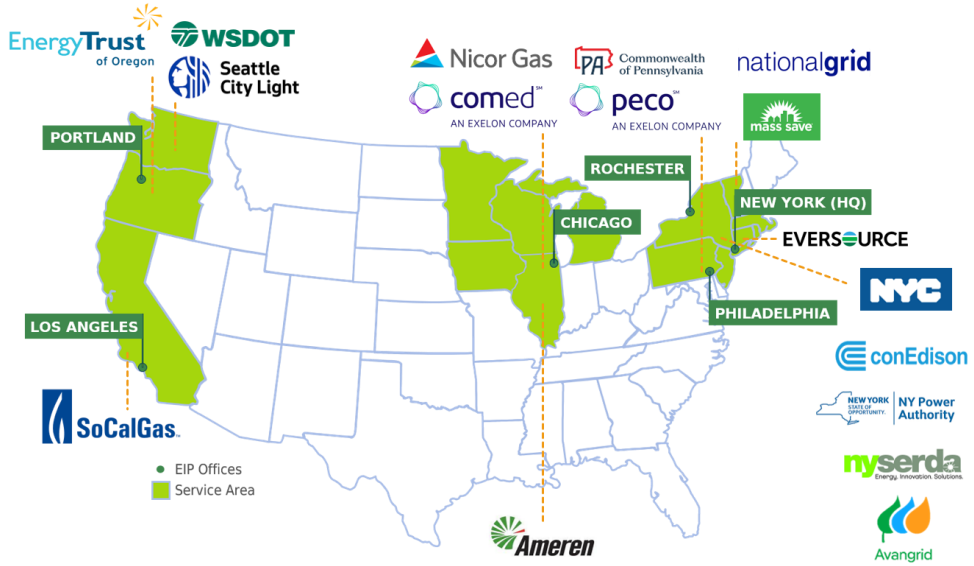
- Utility Program Liaison & Stakeholder Coordination
- Customer Outreach & Workforce Development
- Community Engagement for Equitable Outcomes
- Program Administration & Management
- ASHRAE Level 2 & 3 Energy Audits
- Measurement & Verification (M&V)
- Electrification & Decarbonization Planning
- Energy Resiliency Planning & Modeling
- Energy Efficiency Assessments & Results Reporting
- Strategic Energy Management (SEM)
- Procurement & Infrastructure Finance Consulting
- Transaction & Grant Support

How We Support WAZIP

- **Full Utility Support:** EIP provides full support for over 60 utilities in Washington state to ensure utilities are equipped with the resources and tools to provide a seamless experience to purchasers.
- **LoadCast:** In partnership with WSDOT and Catalyst Mobility, EIP has developed a tool to estimate the electric load needed to charge your specific fleet and better understand your infrastructure needs.



Our National Footprint



WSU Energy Extension Program

Washington Green Transportation Program

Guidance for fleet electrification across the state of Washington

Available Technical Assistance

- Guidance on vehicle and charging decisions
- Total Cost of Ownership (TCO) analysis
- Charging infrastructure analysis
- Route analysis
- Informational sessions & planning resources
- Utility Coordination
- Information on Funding Resources

OPEN Q&A

Ask us anything about WAZIP — and here's where to reach us afterwards.

WHAT YOU NEED	EMAIL
Technical assistance Free help for any Washington fleet	technicalassistance@wazip.org
Active voucher requests For approved dealers	processing@wazip.org
Dealer eligibility and registration Join the approved dealer list	dealertraining@wazip.org
Manufacturer and catalog inquiries Add a model to the WAZIP catalog	manufacturers@wazip.org
General questions Anything else	info@wazip.org

STAY UPDATED

Scan to sign up for WAZIP program updates and announcements.

wazip.org

Slides and a recording will be posted at wazip.org after today's session.

Seattle City Light

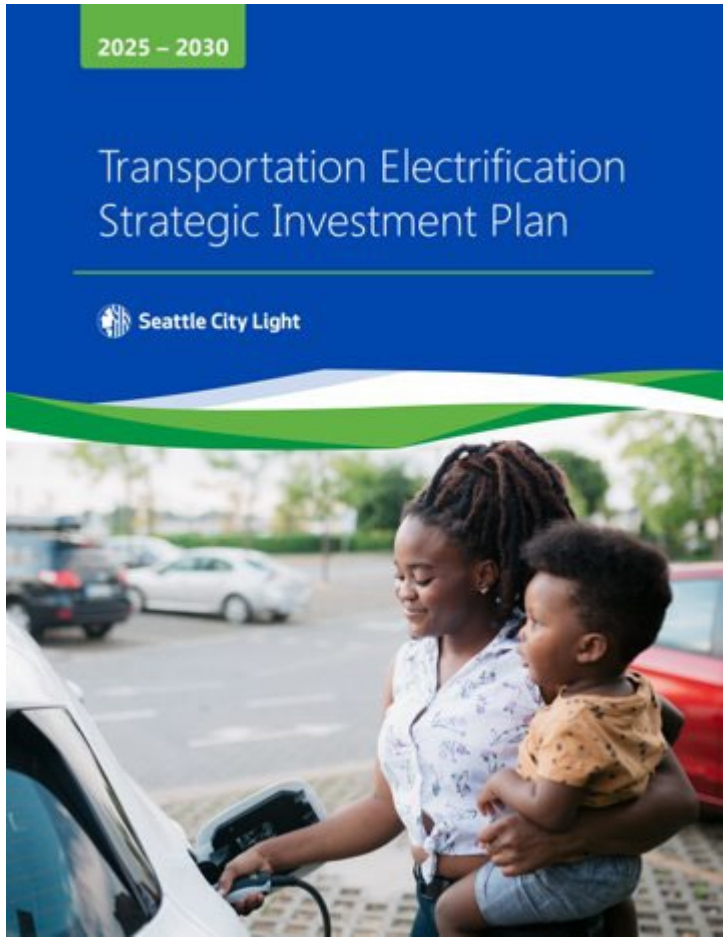
Drayage Electrification



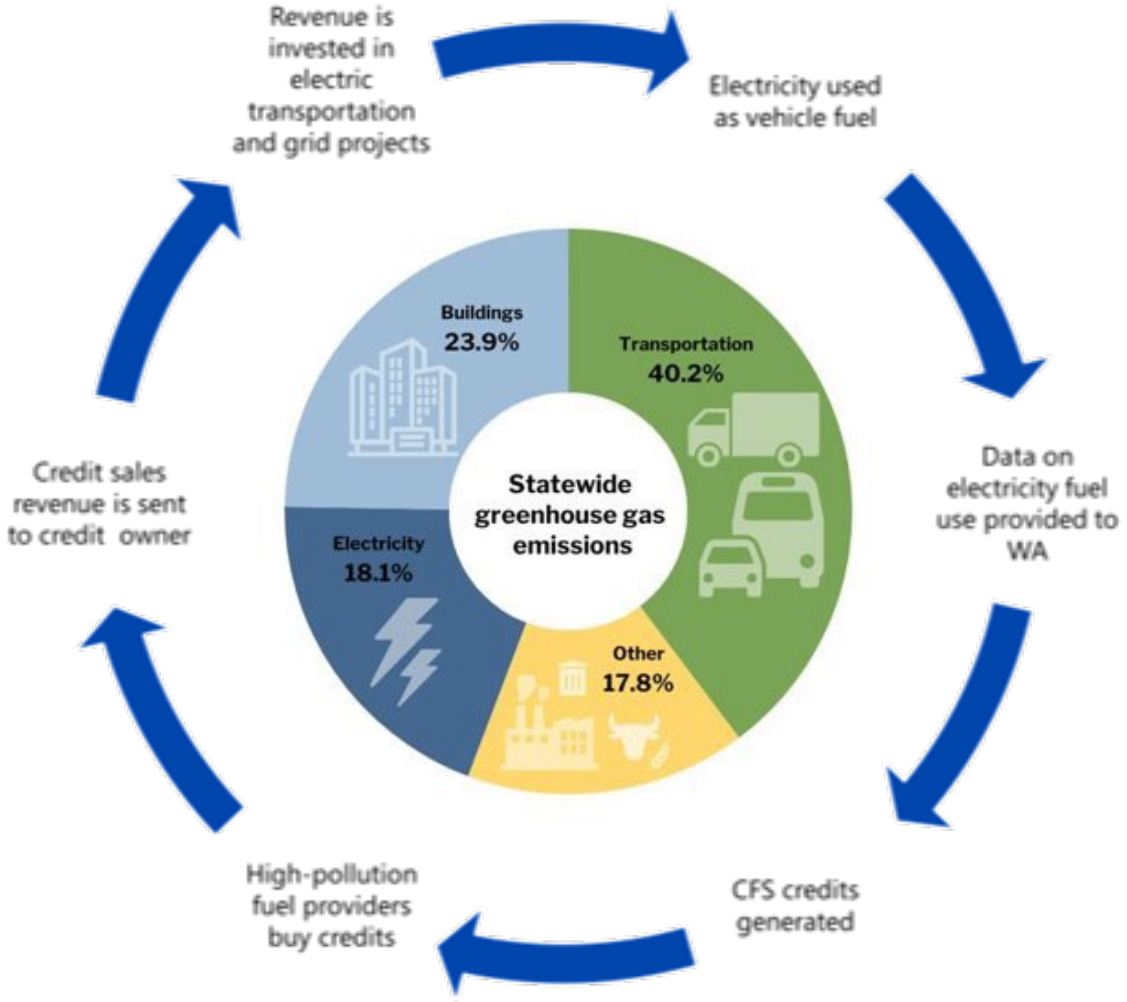
Seattle City Light

City Light's Transportation Electrification Plan

- City Light and Seattle = more than a decade of TE investment
- First plan approved in 2020
- Recent Update approved in 2025
- Recipient of the All-American Cities Award
- Key Investment Areas
  - Infrastructure
  - Community
  - Enablement



Clean Fuels Standard = Major Enabler













WAZIP in City Light Territory

- $48.45M of $112M total budget requested since April ‘26
- Requested by our customers
  - ~$6M in vouchers, 36 vehicles
  - Example Projects:
    - Heavy-duty semi trucks
    - Refuse collection trucks
    - Construction Equipment
    - Marine Workboats
    - University and intuitional fleets





WAZIP Vouchers Stack with City Light Incentives

Project Type	WAZIP Support	City Light Incentive	Potential Total
On-road EVs	$7.5k-$200k	Not Applicable	$7.5k-$200k
Off-road EVs	$10k-$1M (+15%)	Not Applicable	$10k-$1M (+15%)
Level 2 Charging	Up to $30k	Up to $50k	Up to $80k
DC Fast Charging	Up to $30k	Up to $200k	Up to $230k
Fleet Equipment Charging	Up to $30k	Up to $15k	Up to $45k

Up to $230,000
Combined Charging Infrastructure Funding

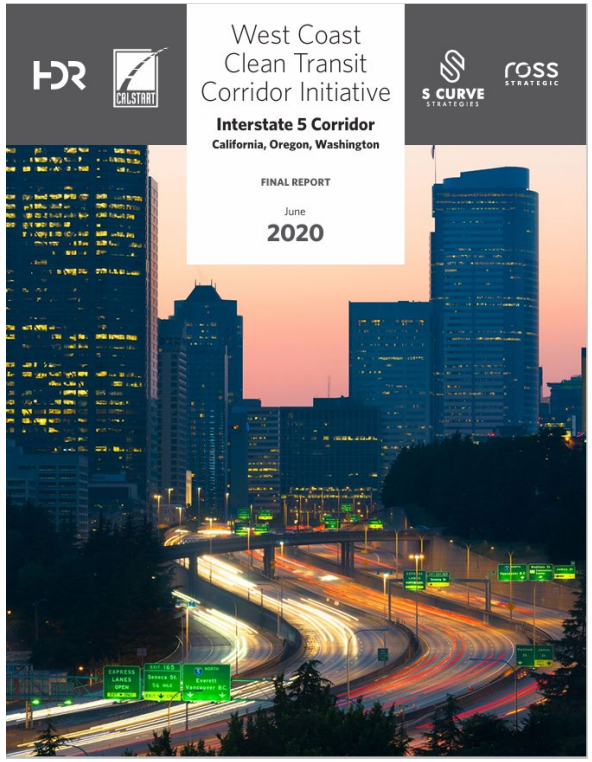
Medium and Heavy Duty

Utility Perspective

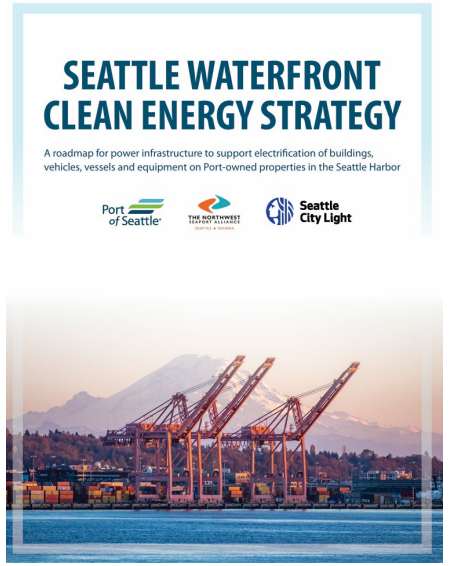


Seattle City Light

Partnerships to Prepare for MHD Loads



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THE INTERNATIONAL COUNCIL ON CLEAN TRANSPORTATION

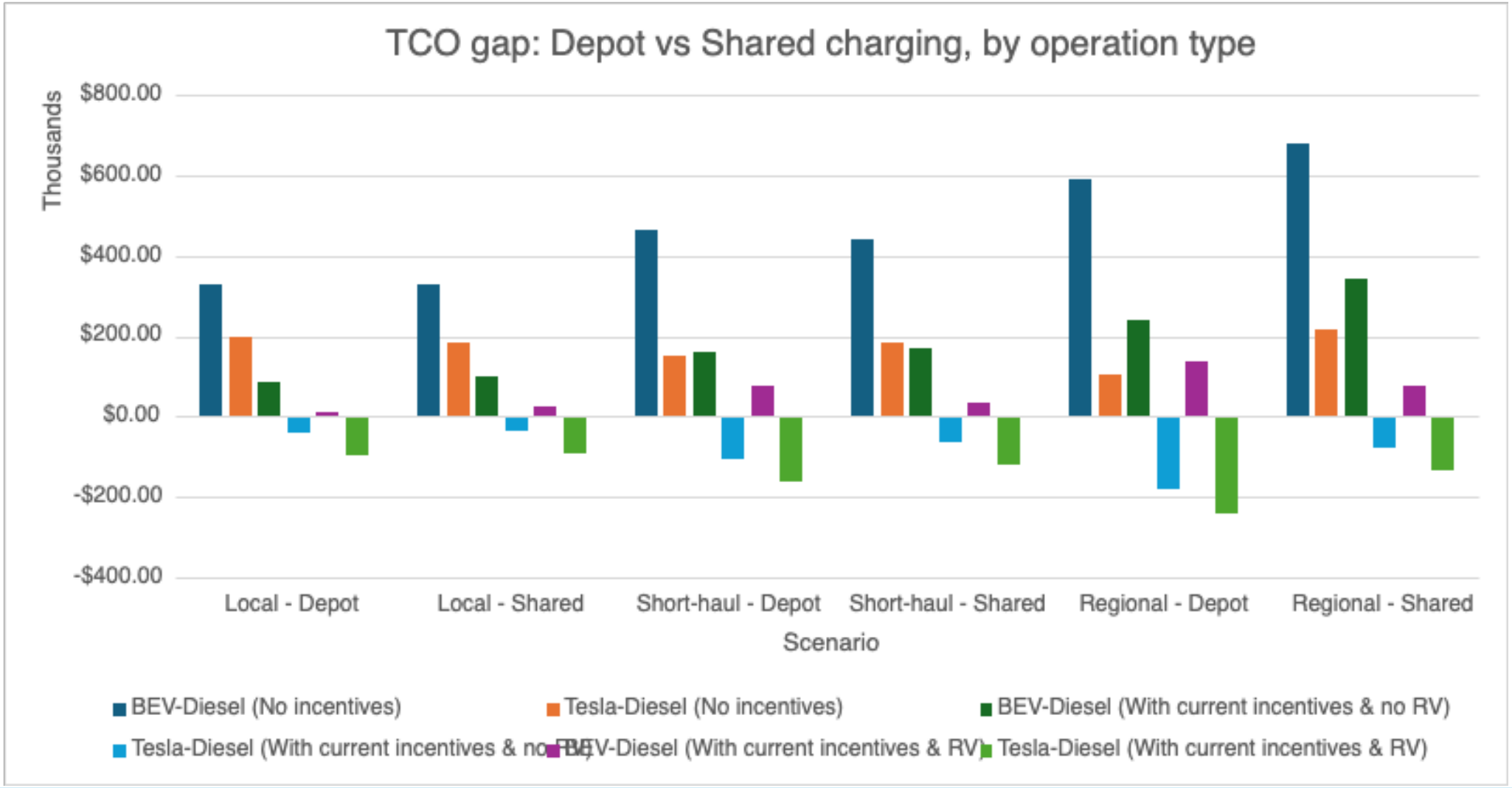


DUWAMISH RIVER COMMUNITY COALITION

EPRI
ELECTRIC POWER RESEARCH INSTITUTE

Puget Sound Zero-Emission Truck Collaborative

ZEVs Area Already Reaching Parity in WA



One Depot Can Approximate a New Factory

A fleet charging site can need about 1 to 40 MW, as much as a large factory.

29 MW

One heavy-duty charging site in Sacramento, now building its own substation

93 MW

Mostly truck charging requests at one public utility, 23 percent of its average load

44 projects

Large transportation projects at LADWP in 2023, up from 11 in 2020

204 weeks

Longest breaker lead time one utility reported, up from 12 weeks

Each new depot can need new feeders, transformers, or a substation, and that equipment takes years to get.

Loads are Quickly Reaching Seattle

10 MW

From City Light to King County Metro's Tukwila Base, built for 120 electric buses

36 vehicles

Bought with state vouchers, headed to 14 sites in our territory

225+ MW

Peak power at key harbor facilities by 2050, up from 53 MW in 2019

157 MW

Peak truck and bus charging load by 2040, up from 13 MW in 2025

Utility Best Practices

Plan from fleet pipelines

Plan for “pending loads” from fleet plans, before service requests.

Connect now, upgrade later

California made flexible connections a standard offer in 2026.

Count flexibility

Resource plans, City Light's included, now count managed EV charging as demand response.

Size to the real load

California fleet sites peaked at 17 to 18 percent of charger nameplate.

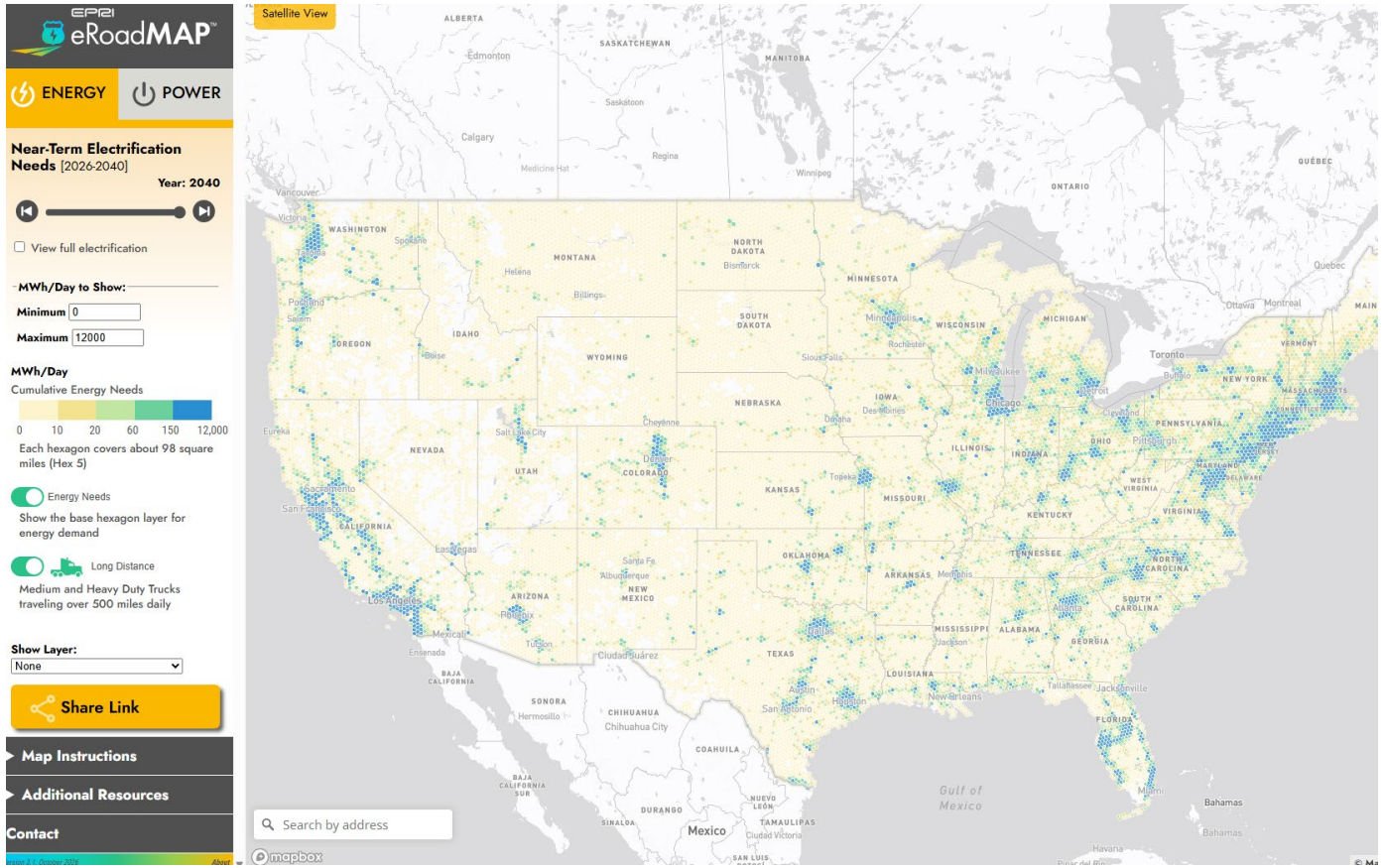
Bridge with on-site power

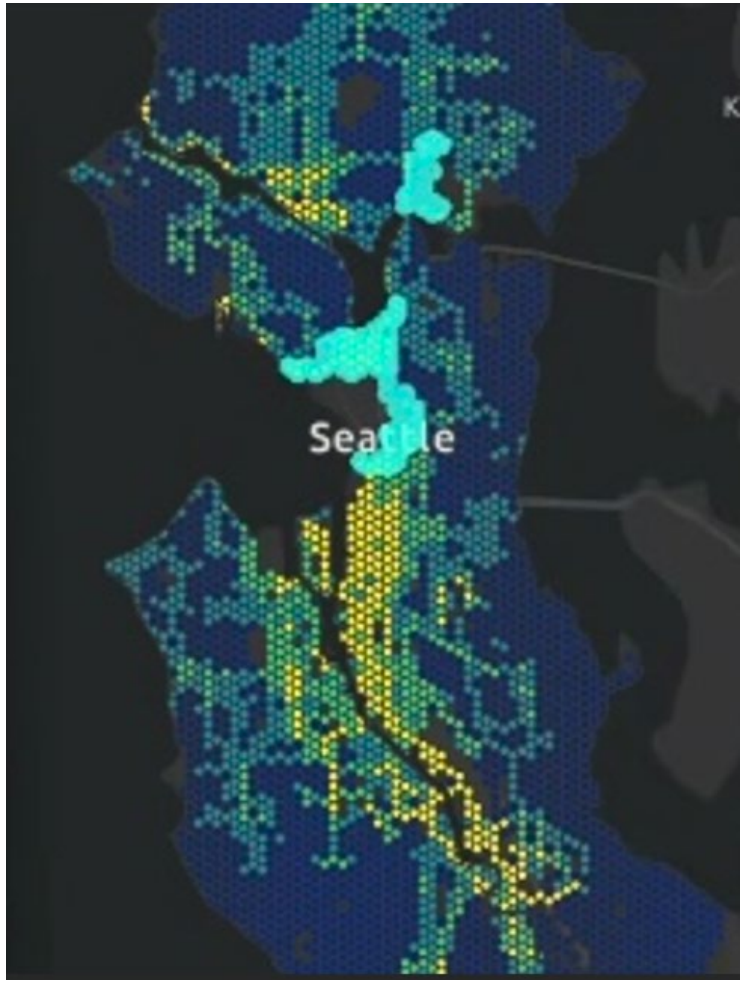
A 9 MW truck depot planned storage and generators to get power ahead of grid upgrades.

Transparent

Capacity maps, one point of contact, and a flexible-connection checkbox on the application.

Transparency in Practice





Thank you

Seattle City Light



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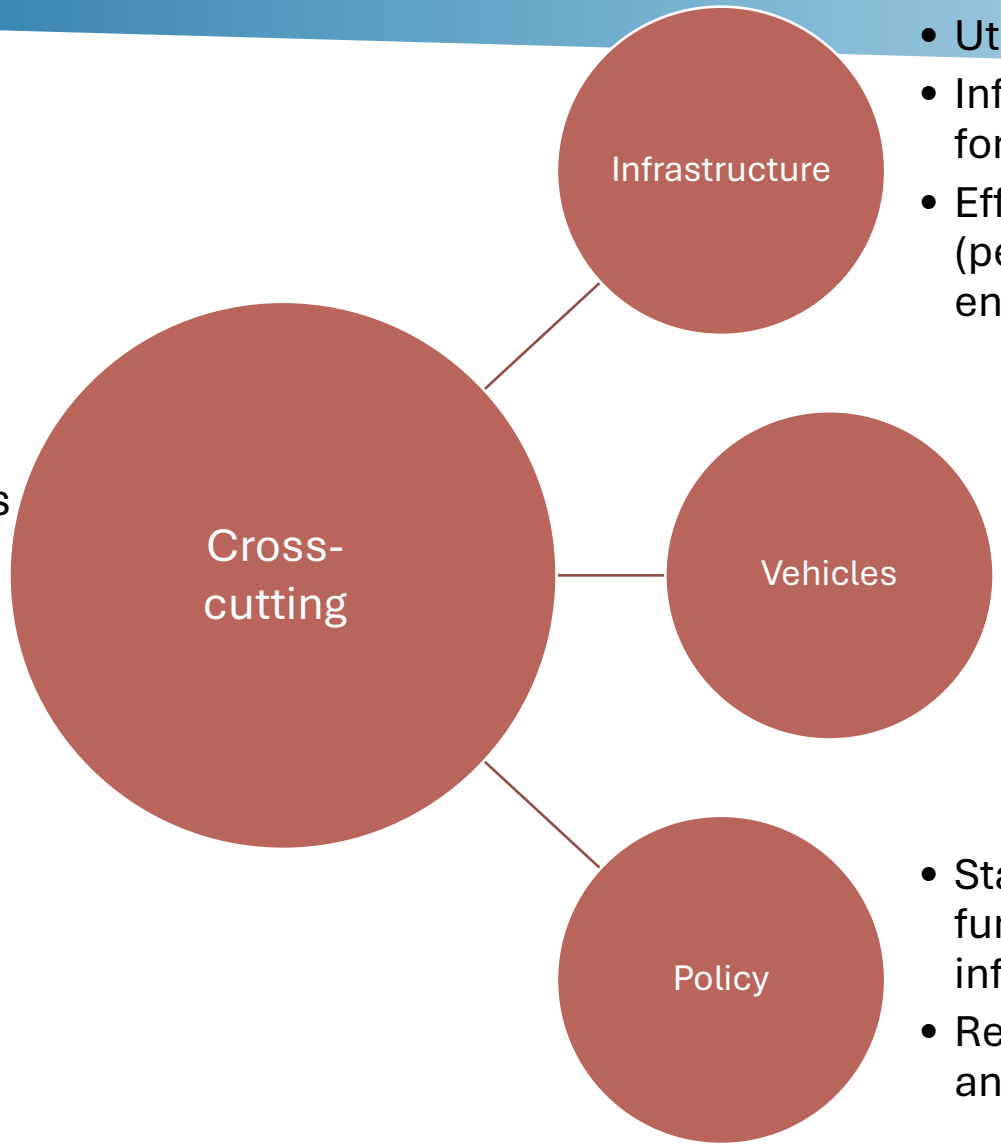
Small Group Report-Outs

- Early Vehicle Deployments
- Infrastructure & Utilities
- State and Local Policy

If we are on track, what should this look like in two years?



- ZEV technology advancements and market development
- Stable and predictable vehicle and infrastructure incentives
- Successful early truck deployments
- Infrastructure to serve first wave of trucks
- Policy tailwinds & community support



- Utility best practices
- Infrastructure forecasting
- Effective processes (permitting, engagement)

- Business advantage for ZEVs
- Maintenance & repair services

- Stable and predictable funding (vehicles + infrastructure)
- Resolved regulatory and tax barriers

What is going on in the region now that is contributing to these outcomes?



- **Incentives**
  - WAZIP
  - NWSA
  - Utilities
- **Policy & Funding**
  - Clean Fuel Standard
  - State Grants
  - ZEVergreen
  - WA State EV Coordinating Council
  - State budget
- **Partnerships**
  - ZE Truck Collaborative
  - Electrifying Drayage Alliance
  - ZET Scale
  - IREC
  - Hydrogen Mobility Initiatve
- **Technical Assistance**
  - Catalyst Mobility
  - Breaking Barriers
  - WSU Energy Program
  - ZDAP
- **Infrastructure**
  - PSCAA planning
  - EVSE deployments and plans
- **ZEV Technology**
  - Lower cost, higher performance
- **Public support**
  - Communities
  - Stakeholders

What is going on in the region now that is contributing to these outcomes?



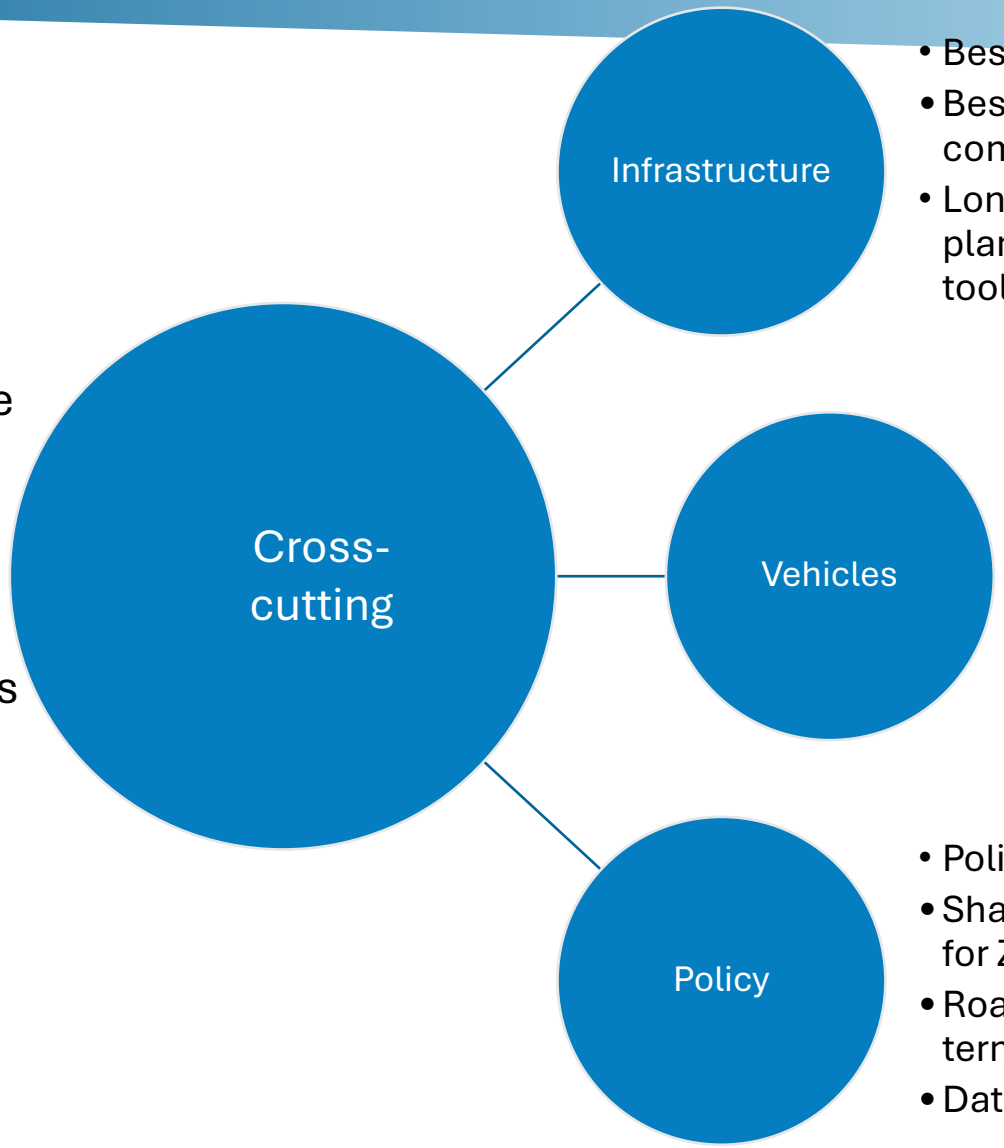
Partnerships

- **Electrifying Drayage Alliance**
  - Catalyze early deployments, especially via shipper commitments
  - Matchmaking between shippers, carriers, OEMs, EVSE provides
  - EVSE company engagement
- **ZET Scale**
  - Aggregated demand, “buyers club”
- **IREC**
  - Permitting best practices
- **Hydrogen Mobility Initiatve**
  - Hydrogen mobility network across the Pacific NW

What else is needed?



- Confidence in ZEV technology
- Fleet demand for ZEVs
- Adequate infrastructure (especially for early deployments)
- Reduced adoption barriers
- Economic opportunities for drayage
- Success stories
- Stable financial incentives



- Best practices for utilities
- Best practices for community engagement
- Longer-term infrastructure planning and forecasting tools and data

- "Buyer's clubs" and other initiatives to make it easier to buy ZEVs
- Operational and business incentives for ZEVs
- Secondary ZEV market

- Policy tailwinds
- Shared state policy agenda for ZEV trucks
- Roadmap for stable, long-term WAZIP funding
- Data transparency

Discussion



- Was anything surprising?
- Are we missing anything big?



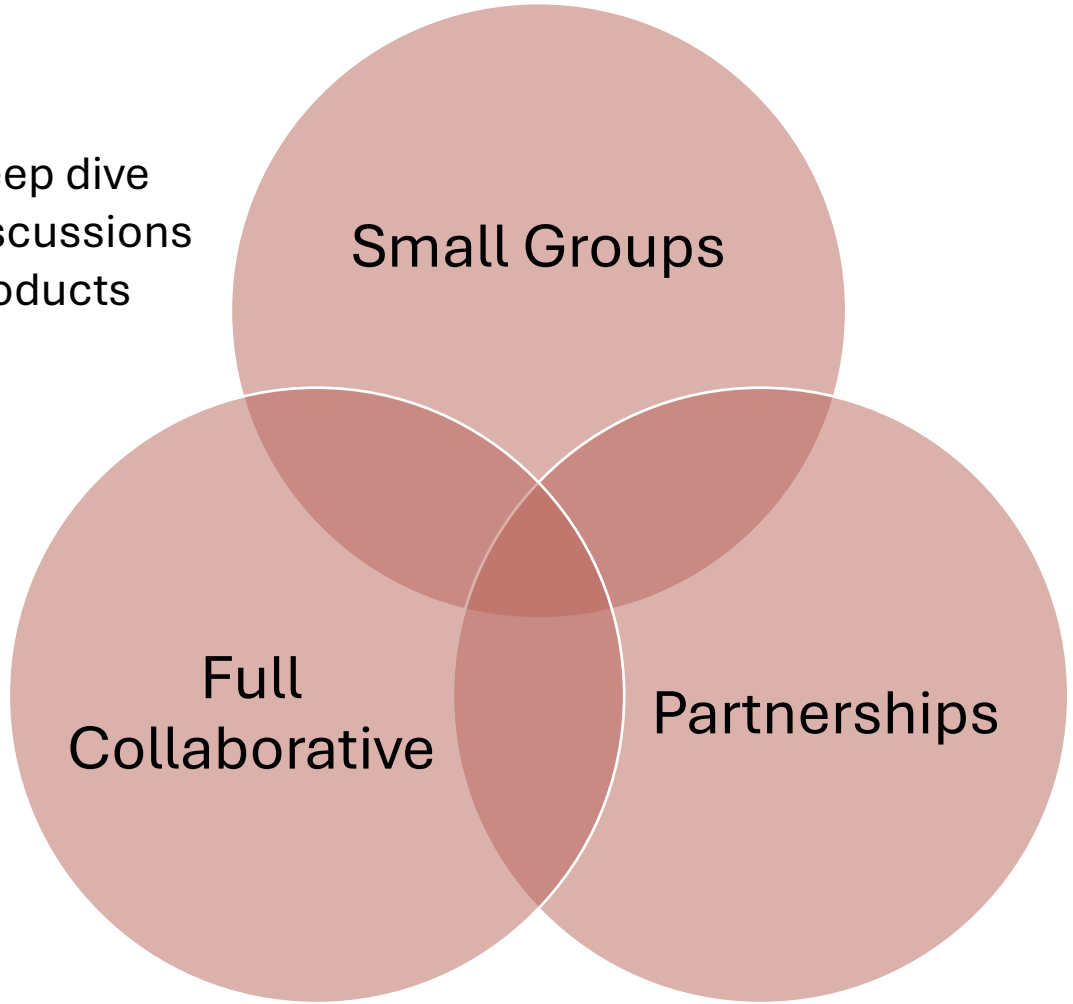
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Proposed Activities and Products for 2027

2027 Work Planning



- Deep dive discussions
- Products



- Review small group outputs
- Broad sector engagement and understanding

- Leverage complementary work (vs. duplicate)
- Build relationships and communication

Early Vehicle Deployment and Market Development:
Proposed Small Group Activities & Products



- Map first wave of ZEV deployments
- Market development for used ZEVs
- Synthesis of lessons & practices from early deployments

- *Liaison to: EDA, ZET Scale, ZDAP, OEMs*

Utility & Infrastructure Planning: Proposed Small Group Activities & Products



- Infrastructure needs based on ZEV deployment mapping (see Vehicles)
- Utility best practices
- Community engagement best practices

- *Liaison to: EVSE companies, IREC*

State & Local Policy: Proposed Small Group Activities & Products



- Develop a PSZETC state policy agenda, centered on the ZEV drayage transition
- Develop a roadmap for ensuring stable, long-term WAZIP funding

Workforce Strategy



- Begin with landscape interviews (vs. small group)
  - Community and technical colleges
  - Apprenticeship programs
  - Workforce boards
  - Potential employers
- Focus on filling gaps in regional workforce strategies (e.g., maintenance & repair)

Potential 2027 Full Collaborative Sessions



- **Early drayage deployments: What is it looking like?**
  - Where are we seeing them emerge?
  - What infrastructure is needed to supporting them?
  - What kind of ongoing tracking/mapping would be useful?
- **Partnership landscape**
  - Shippers/matchmaking (EDA)
  - Aggregated demand (ZET Scale)
  - Permitting (IREC)
- **EVSE providers**
  - Plans for Puget Sound
  - Key considerations for whether/where to invest
  - Approach to siting
- **ZEV fleet lessons & best practices**
  - Breaking Barriers Collaborative
  - WAZIP technical assistance
  - ZDAP
- **Workforce**
  - Community & technical colleges
  - Workforce development boards
  - Employers
- **Dealers**
  - Understand fleet demand and characteristics of early adopters
  - Maintenance & repair

Early Vehicle Deployment and Market Development: Proposed Small Group Activities & Products



Where can we find information about early ZEV drayage deployments?

- WAZIP
- Zeem Sea-Tac Pilot
- Partnerships (EDA, ZET Scale)
- Technical assistance providers (Catalyst, WSU, Breaking Barriers)?
- Dealers?
- EVSE companies?
- Other?

Utility & Infrastructure Planning: Proposed Small Group Activities & Products



Where can we find information about early infrastructure development?

- Infrastructure incentive programs and grants
- EVSE companies
- Utility customers
- Others?

State & Local Policy: Proposed Small Group Activities & Products



Where are the key venues for guiding relevant policy in next 1-2 years?

- State legislature
- State program updates
- Other?

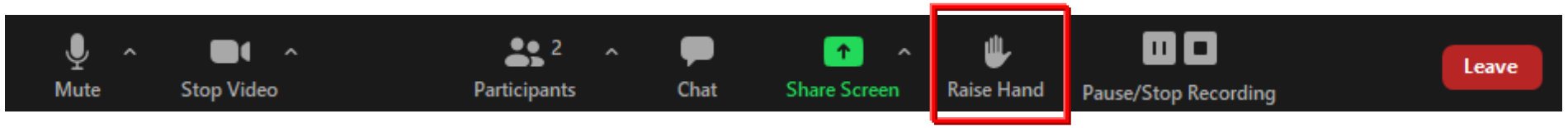


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Public Comment

Instructions for Public Comment

- Members of the public that are interested in making 2-minute statements are invited to do so
- To the extent possible, please frame remarks as comments rather than questions
- Please use Zoom to raise your hand if you would like to make a statement, and we'll ask you to unmute





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Wrap Up and Next Steps

Wrap Up and Next Steps



- Meeting agenda, materials, and notes on Collaborative website
- Next meetings of small groups
- Next full group meeting Q1 2027 (date TBD)



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Thank you!