

# LAX Electric Ground Support (eGSE) Incentive Program



**Applicant Workshop  
July 2023**

**LAX**

# Welcome to the LAX eGSE Applicant Workshop!

## LAX Electric Ground Support Equipment Incentive Program

### Goals:

1. To encourage LAX GSE Operators to transition diesel or conventionally-fueled GSE to zero-emission eGSE;
2. To achieve further GSE emission reductions than would be realized under the LAX GSE Emissions Reduction Policy;
3. To expedite the replacement of conventionally-fueled GSE at LAX sooner than required by the LAX GSE Emissions Reduction Policy

# Today's Workshop...

- **Today We'll Discuss...**

- 1. Available Funding;**

- 2. Incentives**

- 3. Eligibility** – *both applicants & GSE*

- 4. Existing GSE Replacement Requirement;**

- 5. New GSE Retention Requirement**

- 6. Application Preparation & Submittal**



**We're Available to Answer Any Questions!**

# Available Funding

- **\$500,000 was approved** to reduce the incremental cost of the more expensive zero-emission eGSE
- **Maximum Funding Limits** – To ensure broad-based participation, the maximum total funding award to any eligible LAX applicant shall not exceed \$100,000 of the total available funding
- LAWA reserves the right to establish a backup list of qualified applications that would be funded in rank order, if funding becomes available\*
  - *LAWA Reserves the Right to Reduce Total Funding Available or Not Fund Any Applications Received if Deemed Necessary*



# GSE Eligibility Requirements

## Eligible Applicants

- Owners of existing conventionally fueled GSE operating at LAX **AND** Reported on the 2022 LAX GSE EIL VIL – the most recent GSE report submitted in January 2023
- Funding agreement signatory must be owner of the GSE being replaced

Eligible Airport GSE Types		
<b>Baggage Tugs</b> 	<b>Hydrant Carts</b> 	<b>Cargo Loaders</b> 
<b>Belt Loaders</b> 	<b>Sweepers</b> 	<b>Aircraft Tractors</b> 
<b>Motorized Lavatory Carts</b> 	<b>Forklifts</b> 	<b>Passenger Stands</b> 
<b>Lifts</b> 	<b>Cargo Tractors</b> 	

# GSE Eligibility Requirements

## ✓ Existing Conventionally Fueled GSE

- Applicants have owned & operated the conventionally-fueled GSE proposed for replacement for GSE reported in use at LAX from January 1 to December 31, 2022 will be eligible for replacement
- “Conventional Fuels” = Diesel, Gasoline, or LPG (Propane)
- GSE equipped with an internal combustion engine (ICE)

## ✓ GSE in Working Condition

- GSE proposed for replacement must be in “*working condition*”, i.e., “able to perform its intended use in a safe manner” at the time the application is submitted

# GSE Replacement Requirement

## Vehicle Replacement Eligibility

- “**One for One**” GSE Replacement - Each piece of existing conventionally fueled GSE replaced will receive one (1) incentive towards the purchase of electric GSE. Qualifying eGSE must be...
  - ✓ New
  - ✓ 100% Zero Emission
  - ✓ Similar Type & Size

## GSE Replacement Requirement

- **Scrap** - the older GSE is rendered permanently inoperable & sold as scrap;
- **Relocated** - the older GSE is permanently removed from operation at LAX **AND** California.

# eGSE Retention Requirement

- **Electric GSE that receives an incentive must remain at LAX for a period of no less than eight (8) years from the date the eGSE is placed into service.**
- ***Verification will be documented by annual reporting to LAWA!***



# Incentive Funding Matrix

- The following matrix illustrates LAWA Incentives available under this Program

Table 1. Incentive Levels for the Replacement of Existing GSE with eGSE

<b>eGSE Category</b>	<b>Per GSE Incentive Amount</b>
<i>Aircraft Tractor (Narrow Body)</i>	\$30,000
<i>Aircraft Tractor (Wide Body)</i>	\$35,000
<i>Air Conditioning Unit</i>	\$25,000
<i>Baggage/ Cargo Tractor</i>	\$10,000
<i>Belt Loader</i>	\$15,000
<i>Cargo/ Deck Loader (15,000 lb.)</i>	\$30,000
<i>Cargo/ Deck Loader (60,000 lb.)</i>	\$35,000
<i>Forklift (&gt;10,000 lb.)</i>	\$10,000
<i>Ground Power Unit</i>	\$65,000
<i>Lavatory Service Cart</i>	\$5,000
<i>Lift</i>	\$15,000
<i>Passenger Stand/ Stair Unit</i>	\$15,000
<i>Sweeper</i>	\$10,000

# Important Dates

<b>Announcement and Application date- email will be sent</b>	<b>July 3, 2023 (Monday)</b>
<b>Applicant Virtual Workshop #1</b> Team Meeting link: <a href="#">Click here to join the meeting</a> Meeting ID: 274 087 676 771 Passcode: a2KG Ae	<b>July 11, 2023 (Tuesday)</b> <b>3:00 to 4:00 PM PST</b>
<b>Applicant Virtual Workshop #2</b> Team Meeting link: <a href="#">Click here to join the meeting</a> Meeting ID: 289 032 159 540 Passcode: GxiBt8	<b>July 12, 2023 (Wednesday)</b> <b>9:00 to 10:00 AM PST</b>
<b>Deadline to submit application</b>	<b>August 15, 2023 (Tuesday)</b>
<b>Announcement of Awardees</b>	<b>4Q 2023</b>
<b>Finalize contractual agreements between LAWA and awardee and disburse incentive funding</b>	<b>1Q 2024</b>
<b>One-on-one meetings- Request for LAWA staff to work with operators</b>	<b>Ongoing</b>

# Application Submittal Instructions

- Application Submittal Process- Submit via email as an attachment in PDF format. Applications should be emailed to:

LAX Electric Ground Support Equipment Incentive Program Manager,  
Amylou Canonizado, at [acanonizado@lawa.org](mailto:acanonizado@lawa.org)

- **ALL LAX eGSE APPLICATIONS MUST BE ELECTRONICALLY SUBMITTED NO LATER THAN 11:59 pm on AUGUST 15, 2023 !**

# Application Evaluation

Applications will be reviewed by LAWA. The criteria used to assess the completeness and eligibility of a proposed LAX eGSE include the following:

1. Priority for incentive funding will be for the highest emitting NOx GSE (ie. Pre-2010 gasoline, Tier 0, and Tier 1 diesel engines)
2. Conventionally-fueled GSE proposed for scrapping or relocation complies with the eligibility requirements
3. eGSE proposed for purchase complies with eligibility requirements
4. Project funding requests conforms to eGSE incentive matrix (**Table 1**)

**\* Reimbursements for eGSE will only be disbursed once reported on the (1) LAX GSE EIL/ VIL report, (2) Scrapping/ relocation documentation is LAWA-verified, and (3) is in operation at LAX.**



# QUESTIONS

LAX