Eligible Applicants

- The Virginia DERA Dray Truck Replacement Program provides up to $27,500 toward a down payment on a newer vehicle. The program allows owner-operators and fleet owners to purchase a more emission-efficient vehicle with a 2010 or newer engine (MY 2011 or newer truck). The program is intended to reduce air pollution and greenhouse gases associated with the transport of goods to and from the Port of Virginia.

- Carriers must provide drayage truck services to the Port of Virginia on a regular basis. Proof of port service is required to participate in this program and can be established via a Transportation Worker Identification Card (TWIC) and a Virginia Port ID.

- Documentation must be sent with the application verifying the make, model, engine serial number, engine family number, and year of truck in question. Model year of truck engine must be between 1995 and 2003. Trucks must be Class 8 vehicles with a GVWR of 33,001 pounds or more.

- Applicants must have owned the truck for at least one year, according to the date on the title.

- New equipment must be purchased and old equipment scrapped only when advised to do so by a MARAMA staff member.

General Requirements for Applications

- Complete applications must include the following:
  - A copy (front and back) of a Transportation Worker Identification Card (TWIC).
  - A copy (front and back) of a valid Virginia Port ID card.
  - A copy of the truck title. Model year of the truck must be 1996 to 2004 verified by title (model year of truck engine must be 1995 to 2003).
  - A copy of the truck’s current registration. Registration must be up-to-date and not expired.
  - A copy of the owner’s driver’s license.
  - Proof of insurance - both primary liability (cargo) and non-trucking liability (bobtail) insurance.
  - A photograph of the current truck with license plates clearly legible.
  - The signature of the applicant verifying that the information is true and that the truck to be replaced is currently operational and being used to transport cargo to and from the Port of Virginia.

- Type or print legibly all items except the signature in Section IV.

- Printed applications must be in black or blue ink.

- Make sure the owner’s name is listed on all supporting documentation.

- Applicants must prove financial readiness by qualifying for a vehicle loan to pay for the remaining balance of the new vehicle not covered by program funds. More specific details on financial readiness can be found on page 3.

- After acceptance into the program, applicants must select a truck from a list of authorized truck dealers. A proof of purchase in the form of a paid invoice for a MY 2011 or newer truck will be required.
Application Check List (*Incomplete applications will not be considered.)

1. _____ Provide a signed and completed application to the contact listed at the bottom of this page.
2. _____ Provide a copy (front and back) of the Owner Operator or Truck Driver’s valid TWIC card.
3. _____ Provide a copy (front and back) of the Owner Operator or Truck Driver’s valid Virginia Port ID.
4. _____ Provide a copy of the Owner Operator or Truck Driver’s valid driver’s license.
5. _____ Provide a copy of the DMV title for the vehicle to be replaced.
6. _____ Provide a copy of the current registration for the vehicle to be replaced. *Registration must be up-to-date and not expired.
7. _____ Provide proof of insurance (both primary liability/cargo and non-trucking liability/bobtail insurance) for the truck to be replaced.
8. _____ Provide photograph of truck to be replaced with license plates clearly visible.

Program Check List (after application is approved)

1. _____ Provide pictures of your old truck before and after scrappage and proper documentation from a scrap company (only when a MARAMA staff member informs you to do so).
2. _____ Provide both DMV title AND invoice for new truck (only when a MARAMA staff member informs you to do so).

Complete and Submit Application to:
The Environmental Finance Center
Attention: Medessa Burian, Virginia DERA Dray Truck Replacement Program
The University of Maryland
1210 Preinkert Field House, Bldg. 054
College Park, MD 20742

By Fax: 301-314-1973
By E-mail: Medessa Burian at msburian@umd.edu

For more information or questions, please call Medessa Burian at 301-405-7371 or visit our website at http://efc.umd.edu/virginiaderadraytruckreplacementprogram.html
Financial Readiness Considerations

Enrolling in the Virginia DERA Dray Truck Replacement Program may take a considerable amount of your personal time and effort. The estimated time to complete all preliminary steps for the program is approximately 2 to 3 hours for paperwork and phone calls with program staff.

Once your application to the truck program is approved, obtaining financing (a loan) in order to purchase a new truck will also involve hours of your time. Approval for financing is solely done by the financial institutions and is generally based upon your credit report and credit score. A credit report is a record of your credit history. Other factors may be reviewed by the financial institution before financing is approved.

Below you will find a list of questions that are commonly asked by financial institutions when reviewing financing applications. We are not asking you to supply this information to program, but please consider these questions before you choose to pursue participating in the program.

- Have you had a bankruptcy within the last 4 years?
- Do you have a foreclosure or lien in your recent financial history?
- Do you have an open federal tax lien?
- Do you have a prior repossession in your past?
- Is your credit score below 600?
- Do you consistently pay bills late?

Please note that answering “yes” to any or all of these questions may impact your chance of obtaining financing, but ultimately that decision is up to the financing institutions.

To be eligible for program funds, applicants must prove financial readiness by qualifying for a vehicle loan of $40,000 or more (the estimated amount needed to pay for the remaining cost of a MY 2011 or newer replacement vehicle). If you feel that you meet the financial readiness considerations outlined above, more specific details on this process will be sent to you after we receive a complete program application.
I. COMPANY INFORMATION  (Please type or print legibly.)

Which port(s) do you serve? Norfolk ___ Other (please list): __________________________

Which Terminal(s) do you serve?

Terminal Name(s):

Are you an Independent Owner-Operator?

Company Name (if owner-operator, please list your company name):

Name of company you are leased to (if owner-operator):

Registered Owner (as listed on title):

EIN (Employer ID #):

Authorized Representative (leave blank if same as registered owner):

Is your business classified and registered as a Minority Owned or Women Owned Small business?  
Yes  ____ No  (If yes, please provide your certification number: __________________________)

Number of Employees (Independent Owner Operators will most likely be 1):

Name of Truck Driver (if other than Owner):

Driver’s License # (of Owner Operator or Truck Driver listed above):

Registered Owner Street Address:

City:  State:  Zip Code:

Telephone:  Fax:

E-mail Address:

II. SCRAPPED VEHICLE INFORMATION  (Please note that older vehicles must be scrapped according to MARAMA requirements and EPA acceptable means of disposal.)

Truck Information

Truck Make:  Truck Model:

Truck Year:  GVWR (lbs.):  # of Axles:

Vehicle ID Number (VIN):

Truck License Plate Number:  Licensing State:

Engine Information (THIS INFORMATION IS VERY IMPORTANT!)

Engine Make & Model:  Engine Model Year:

Engine Serial #:  Horsepower:

*EPA Engine Family Name/Number:

*Engine information including serial & family name/numbers are either stamped or found on a metal tag on the engine. If you have questions about locating this information, please call program staff or refer to “Locating the EPA Engine Family Name and Engine Specifications” document on the website.
Operational Information

<table>
<thead>
<tr>
<th>Does Your Odometer Work?</th>
<th>Current Odometer Reading: ______________________</th>
</tr>
</thead>
<tbody>
<tr>
<td>____ Yes</td>
<td>(___ Place a check here if this reading is an estimate.)</td>
</tr>
<tr>
<td>____ No</td>
<td>(___ Place a check here if this odometer has rolled over and please indicate number of times): ______________</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Date of Odometer Reading: __________</th>
<th>Annual Miles Driven (in past year): ____________</th>
</tr>
</thead>
</table>

# Years Truck Owned*: _____________

*You must have owned your truck for at least one year, according to the date on your title, to be eligible.

Is your truck currently in operation, or is it sitting? ______________

What is the average number of hours (per day) that your truck spends idling (engine running but truck not moving)? __________ Hours per Day

Over the past two years, what is the average number of trips made (per week) to a Virginia marine terminal? __________ trips per week

Over the past two years, what is the average number of days (per week) that you have driven this truck for work? __________ days per week

What type of cargo do you typically haul (check all that apply)?
Containers ____/ Non-Container ____ . If Non-Container, please specify: ______________________

Has the truck been used to transport cargo to and from Port of Virginia on a regular basis for the last two years? ________ (Yes or No)

Lien Information

This vehicle being replaced is free and clear of all liens (Yes or No): ________

(If you answered “No”, you agree to pay off all indebtedness, receive lien releases and deliver a clear certificate of title free of any and all liens as a condition to delivery of your old truck for scrappage and receipt of grant funds for a replacement truck.)
III. NOTICE OF OBLIGATIONS

I do hereby certify the following (Please read and initial next to each item.):

1. ______ That I have reviewed and understand the application, including this Notice of Obligations, and that all of the information I have submitted is true and correct.

2. ______ That I will not submit any other applications for funding of this same truck(s) under this program.

3. ______ That Program funds were not used to previously upgrade the equipment identified in this application.

4. ______ That I will make the old truck available for pre-award inspections and destruction and make the new truck available for inspection after the award is made.

5. ______ That neither the truck owner nor the truck has any outstanding violations at the port(s) at which I serve.

6. ______ That I have already paid or otherwise settled all outstanding violations against the old truck. (Applicants with outstanding violations at the time of the application will be ineligible for funding during the current round of solicitations but may reapply in subsequent solicitation periods.)

IV. COMPANY COMMITMENT

The applicant for funding assistance must sign this document.

I certify that I am the authorized representative of the company applying for the funding and that the information provided herein is true, accurate and complete to the best of my knowledge and belief.

Name: ________________________________  Date: ______________

Signature: ____________________________________________________
(Note: Original signature required.)

A special thanks to our funding partner
the U.S. Environmental Protection Agency

This project has been funded wholly or in part by the United States Environmental Protection Agency under assistance agreement DS 96332201 to the Virginia Department of Environmental Quality. The contents of this document do not necessarily reflect the views and policies of the Environmental Protection Agency, nor does the EOA endorse trade names or recommend the use of commercial products mentioned in this document.

Participating ports include the Port of Virginia