PORT OF OAKLAND

7/23/2026

AGENDA REPORT

<table>
<tr><td colspan="2"><u>PROPOSED ACTION</u>: Resolution: Approve and Authorize the Executive Director to Award and Execute Product and Services Agreements for the Procurement of Zero Emissions Drayage Trucks and Services with ZDEVCO, LLC; Volvo Trucks North America; and BYD Truck, LLC, Establishing the Truck Loaner Program; each with a Term of Two Years with Two, One-Year Options to Extend; in an Aggregate Amount Not to Exceed Capital Expenditure of $6.2 Million; and Funded by Federal Grant Funds of Approximately $3.9 Million and Port Funds of Approximately $2.3 Million; and Find that the Proposed Action is Exempt Under the California Environmental Quality Act.</td></tr>
<tr><td colspan="2"><u>Submitted By</u>: Jason Garben, Acting Director of Maritime; Kristi McKenney, Executive Director</td></tr>
<tr><td><u>Parties Involved</u>:
ZDEVCO, LLC, Oakland, CA
BYD Truck, LLC d/b/a RIDE Truck, Pasadena, CA
Volvo Trucks North America, Greensboro, NC</td><td><u>Amount</u>: $6,200,000 (not to exceed; aggregate) (capital expenditure) FY 2027</td></tr>
<tr><td colspan="2"><u>EXECUTIVE SUMMARY</u>: In 2024, the Port of Oakland (Port) was awarded grant funding from the federal Clean Ports Program, a portion of which Port Staff proposes to use to establish a Truck Loaner Program (Program). Under the Proposed Program, the Port would purchase ten zero-emission (ZE) drayage trucks and use CALSTART to administer the Program. The Program will provide drayage truck fleets, including independent owner-operators, with short-term access to ZE drayage trucks via short-term leases. The total Program is estimated to cost $7.5 million, of which $6.2 million is the Port's capital expenditure to acquire the trucks. Approximately $5.2 million of grant funding would offset the total Program cost. The Port's commitment to the Program is approximately three years.</td></tr>
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BACKGROUND & ANALYSIS

In December 2024, the Port was awarded $322 million of grant funding from the U.S. Environmental Protection Agency (EPA) under the Clean Ports Program to accelerate the Port's goal of 100% zero emission cargo handling operations. Using part of its award, Port Staff has planned to implement a truck loaner Program (Program) to foster the deployment of ZE drayage trucks at the Port's maritime facilities (Seaport). The Program will provide fleets, including independent owner-operators, with low-cost, short-term access to zero-emission drayage trucks via short-term leases. By reducing the barriers to ZE drayage trucks, the Program will enable participating drayage fleets and truck drivers to evaluate the operational suitability of ZE drayage trucks before making a long-term commitment in a ZE drayage truck through purchase or long-term lease.

Program Overview

The Program trucks will be procured and owned by the Port, and the Program will be administered by CALSTART, a subgrantee to the Port under the Clean Ports Program grant previously approved by the Board, in partnership with the selected truck providers. Key elements of the Program are:

- The Port will purchase ten ZE drayage trucks, including maintenance, warranty and repair services
- CALSTART will design and implement the Program and will provide a variety of services including marketing and outreach, application development and review/approval, scheduling with providers, processing short term lease agreements, building a participant pipeline, and tracking operational requirements (e.g., minimum number of visits to the Seaport annually).
- The Providers will procure the trucks for purchase by the Port; provide vehicle training, maintenance, repair, fueling, and domicile between leases; and maintain truck data tracking/monitoring.
- The federal grant requires the trucks remain in service at the Seaport for three years, either by maintaining the Program or an alternative arrangement. At the end of the grant compliance period, port Staff will evaluate options to re-sell or otherwise dispose of the ten trucks purchased.

The proposed Program is estimated to cost $7.5 million, of which $5.2 million will be funded by grant monies, as follows: (a) the cost to purchase the 10 trucks is $6.2 million, of which $3.9 million will be funded by grant monies and $2.3 million will be funded by Port cash; and (b) CALSTART's services will cost approximately $1.3 million, which will be funded entirely by grant monies. To further reduce the cost Port Staff plans to pursue State voucher programs such as Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) or Innovative Small-E Fleet Pilot Project (ISEF). The vouchers could reduce the Port's cost by an estimated $1.2 million.

Request for Proposals (RFP) for Providers

On May 8, 2026. RFP 25-26/31 was issued including a full scope of services in addition to the purchase of trucks to ensure a comprehensive response from providers and included the following specifications and requirements:

- Drayage truck requirements, including minimum vehicles specifications, data collection capabilities, compliance with Build America, Buy America Act (or proposing a waiver), warranty and support services, and vehicle performance; and,

- Provider services requirements, including training, domiciling the trucks, processing pick-up and returns, maintenance, warranty and repair, roadside assistance support, maintaining truck data tracking/monitoring, and coordinating with CALSTART.

Port Staff held a non-mandatory pre-proposal meeting on May 20, 2026. Eleven participants attended the pre-proposal meeting. The Port received six proposals by the RFP deadline of June 11, 2026. The Evaluation Committee, consisting of two Port Staff and one staff from CALSTART, scored the six proposals based on the evaluation criteria listed in Table 1.

Table 1. RFP Proposal Evaluation Criteria

Item	Criteria	Weights
1	Required Forms and Adherence to Port Policy and Other Requirements and Debarment Statement	Pass/Fail
2	Company Information, Litigation and Other Information	10%
3	Knowledge and Experience, Client References	15%
4	Plan and Approach	20%
5	Service Capability and Operational Track Record	15%
6	Vehicle and Standard Warranty Information	20%
7	Proposed Costs	20%
	Total	**100%**

Based on the initial scoring results, the Evaluation Committee invited the four highest-scoring providers to participate in interviews. On July 2 and 6, 2026, the Evaluation Committee interviewed the four shortlisted providers. Following the interviews, the Evaluation Committee updated the scoring of the providers based on information provided in the interviews and the evaluation criteria set forth in the RFP. Port Staff recommend awarding contracts to the three selected providers listed below in Table 2. The trucks being offered by each of the providers are also shown in Table 2. Following award, Port Staff will determine which model(s) of truck and quantity to be purchased of ten trucks to be used in the Program. Port Staff currently intends to purchase a minimum of one truck from each of the selected providers identified in Table 2; however, this is subject to change.

Table 2. Selected Providers and Truck(s) Offered

Provider	Truck(s) Offered
ZDEVCO, LLC	2026 Freightliner eCascadia Battery Electric 2026 Peterbilt 579EV Battery Electric 2026 Tesla Battery Electric
Volvo Trucks North America	2024 Volvo VNRE62T300 Battery Electric 2025 Volvo VNRE64T300 Battery Electric
BYD Truck, LLC d/b/a RIDE Truck	2024 BYD 8TT Gen III Battery Electric

These three selected providers demonstrated understanding of the Program, clear service and operation capabilities, extensive knowledge and experience of operating a drayage truck in a seaport environment; provided warranty and extended warranty options to support maximum use of the vehicles; and offered ZE drayage trucks that would meet the requirements of the Program.

Port Staff proposes to execute agreements with each of the selected providers identified in Table 2, each agreement being for a term of two years with two, 1-year options to extend at the Port's discretion.

All providers that submitted a proposal and the final rankings are presented in Table 3.

Table 3. List of Providers and Ranking Results

Provider	Rank
ZDEVCO, LLC	1
Volvo Trucks North America	2
BYD Truck, LLC d/b/a RIDE Truck	3
Xos Fleet, Inc.	4
Tom's Truck Center North County LLC (Hyundai Trucks)	5
Tom's Truck Center North County LLC (Nikola Trucks)	6

OTHER FINDINGS AND PROVISIONS

ENVIRONMENTAL REVIEW	
The proposed action was analyzed under the California Environmental Quality Act (CEQA) and was found to be: ☒Categorically exempt under the following CEQA Guidelines Section: 15301 (Existing Facilities) ☐ "Common Sense" exemption under CEQA Guidelines Section 15061(b)(3). ☒Other/Notes: The proposed action is also exempt under CEQA Guidelines Section 1306 Information Collection. The proposed action will allow participating fleets to evaluate the operational performance and suitability of ZE drayage trucks before making a long-term investment in purchasing them.	
BUDGET ☐ Administrative (No Impact to Operating, Non-Operating, or Capital Budgets); OR ☐ Operating ☒ Non-Operating ☒ Capital Analysis: The $6,200,000 expenditure for the proposed truck purchase component of the Program is included in the FY 2027 Capital Budget for the Maritime Division, to be funded by $3,862,500 federal grant monies and $2,337,500 of Port cash. CALSTART's services will cost approximately $1,252,155 through FY 2029, funded entirely by grant monies; the FY 2027 portion of said cost has been included in the Port's FY 2027 non-operating expense budget. Therefore, no budgetary impact is anticipated.	
STAFFING ☒ No Anticipated Staffing Impact. ☐ Anticipated Change to Budgeted Headcount. Reason: ☐ Other Anticipated Staffing Impact (e.g., Temp Help). Reason:	
MARITIME AND AVIATION PROJECT LABOR AGREEMENT (MAPLA): Applies? No (Not Aviation or Maritime CIP Project) – proposed action is not covered work on Port's Capital Improvement Program in Aviation or Maritime areas above the threshold cost. ☐ Additional Notes:	**LIVING WAGE** (City Charter § 728): Applies? No (No Covered Agreement) – proposed action is not an agreement, contract, lease, or request to provide financial assistance within the meaning of the Living Wage requirements. ☐ Additional Notes:

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<td><u>SUSTAINABLE OPPORTUNITIES</u>:

<u>Applies?</u> Yes.

<u>Reason</u>: This Action allows fleets that operate at the Port to consider incorporating ZE vehicles into their operations.</td>
<td><u>GENERAL PLAN</u> (City Charter § 727):

<u>Conformity Determination</u>:

Maritime/Aviation – proposed action conforms to policies for transportation designation of the General Plan.</td>
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<td colspan="2"><u>STRATEGIC PLAN</u>. The proposed action would help the Port achieve the following goal(s) in the Port's Strategic Plan:

☐ Capture Our Market and Grow the Economic Base

☐ Modernize and Upgrade Infrastructure

☒ Transition to Zero-Emissions and Build Climate Resilience

☐ Maximize Land Use Value and Revenues

☐ Workforce Training and Jobs Development

☐ Create Opportunities for Local Businesses and Community Economic Development</td>
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