

**DOCKETED**

<b>Docket Number:</b>	21-TRAN-05
<b>Project Title:</b>	Zero Emission Vehicle-Related Manufacturing
<b>TN #:</b>	240535
<b>Document Title:</b>	Wiggins Lift Co Inc Comments on Zero Emission Vehicle-Related Manufacturing
<b>Description:</b>	N/A
<b>Filer:</b>	Chester Hong
<b>Organization:</b>	Wiggins Lift Co., Inc./Bruce Farber, P.E.
<b>Submitter Role:</b>	Public
<b>Submission Date:</b>	11/9/2021 2:44:48 PM
<b>Docketed Date:</b>	11/9/2021

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**Subject:** 21-Tran-05 Zero Emission Vehicle-Related Manufacturing  
**Date:** Tuesday, November 9, 2021 12:40:29 PM

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Comment:

Regarding timing of counting matching funds/in-kind. The process to build a new, much larger factory is already 18 to 24 months under the best conditions. If we delay our investments until the April/May possible award date, the 4 to 5 month delay could have a significant adverse impact on market timing, availability of property/equipment, and costs. We understand that there may be no award of grant funds at all. However, we need to begin moving in that direction now, not later. The property in our sights is in a DAC, and we are a woman-owned and operated small business, would hate to lose access to the property due to a delay.

Regarding the low end of \$5M funding limit: Please leave the option open for \$3M to \$5M grants for companies such as ours. While it would be great to receive grant funds of \$5M to help us stay in California, and better yet stay in our home County, it also means we need to have a project size of \$10M and matching contributions of \$5M. We have just completed development of our new product line of battery electric forklifts with GVWR of nearly 90,000 lbs, all R&D paid for out of pocket over the last 3 years. We are seeing the orders coming at us and really need to move quickly to satisfy demand, but may find it challenging to achieve \$5M in matching and instead we may be able to double or triple our capacity with only a \$6M project.

Best Regards,

Bruce Farber, P.E.  
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