



CALIFORNIA CAPITAL ACCESS PROGRAM (CALCAP) LENDER ROUNDTABLE



California Pollution Control
Financing Authority

March 23, 2021

CalCAP Lender Roundtable Agenda

- Introductions
- CalCAP by the Numbers
- Borrower Statistics / CalCAP Application
- Extension of SAC Contribution
- Online Loan Application Process
- Media Release Form
- CARB Updates
- CARB New Technologies
- Questions



CalCAP/Small Business Program

2021 Year-to-Date:

- ❖ 74 loans enrolled for \$3.5 million
- ❖ \$54,235 in contributions
- ❖ 28 claims for \$338,110



Program Totals:

- ❖ 15,977 loans enrolled for \$686.9 million
- ❖ \$21.3 million in contributions
- ❖ 1,155 claims for \$17.3 million

Small Business Program Borrower Stats

2021 Year-to-Date:

- ❖ **62** loans enrolled for Minority Owned Businesses
- ❖ **26** loans enrolled for Women Owned Businesses
- ❖ **1** loan enrolled for Veteran Owned Businesses



Program Totals:

- ❖ **12,165** loans enrolled for Minority Owned Businesses
- ❖ **5,448** loans enrolled for Women Owned Businesses
- ❖ **210** loans enrolled for Veteran Owned Businesses

CalCAP/CARB Program

2021 Year-to-Date:

- ❖ **889** loans enrolled for **\$69** million
- ❖ **928** trucks and **35** trailers financed
- ❖ **\$6.9** million in contributions
- ❖ **74** claims for **\$2.3** million



Program Totals:

- ❖ **30,772** loans enrolled for **\$2** billion
- ❖ **31,630** trucks and **918** trailers financed
- ❖ **\$151.9** million in contributions
- ❖ **2,367** claims for **\$84.1** million

CARB Program Borrower Stats

2021 Year-to-Date:

- ❖ **341** loans enrolled for Minority Owned Businesses
- ❖ **28** loans enrolled for Women Owned Businesses
- ❖ **7** loan enrolled for Veteran Owned Businesses



Program Totals:

- ❖ **12,173** loans enrolled for Minority Owned Businesses
- ❖ **1,437** loans enrolled for Women Owned Businesses
- ❖ **249** loans enrolled for Veteran Owned Businesses

CalCAP/Collateral Support Program

2021 Year-to-Date:

- ❖ **2** loans enrolled for **\$3.3** million
- ❖ **\$1.1** million in contributions
- ❖ **1** claims for **\$16,413**



Program Totals:

- ❖ **331** loans enrolled for **\$271.7** million
- ❖ **\$80.6** million in contributions
- ❖ **14** claims for **\$4.3** million

Collateral Support Program Borrower Stats

2021 Year-to-Date:

- ❖ **2** loans enrolled for Minority Owned Businesses
- ❖ **2** loans enrolled for Women Owned Businesses
- ❖ **0** loans enrolled for Veteran Owned Businesses



Program Totals:

- ❖ **92** loans enrolled for Minority Owned Businesses
- ❖ **80** loans enrolled for Women Owned Businesses
- ❖ **11** loans enrolled for Veteran Owned Businesses

CalCAP/EVCS Program

2021 Year-to-Date:

- ❖ **1** loan enrolled for **\$500,000**
- ❖ **\$150,000** in contributions



Program Totals:

- ❖ **3** loans enrolled for **\$1.1** million
- ❖ **\$252,225** in contributions
- ❖ **76,112** in rebates to borrowers

EVCS Program Borrower Stats

2021 Year-to-Date:

- ❖ **0** loans enrolled for Minority Owned Businesses
- ❖ **0** loans enrolled for Women Owned Businesses
- ❖ **0** loans enrolled for Veteran Owned Businesses



Program Totals:

- ❖ **1** loan enrolled for Minority Owned Businesses
- ❖ **2** loans enrolled for Women Owned Businesses
- ❖ **0** loans enrolled for Veteran Owned Businesses

CalCAP/Seismic Safety Program

Program Totals:

- ❖ **3** loans enrolled for **\$285,000** and **\$35,000** in contributions

Seismic Safety Program Borrower Stats

2021 Year-to-Date:

- ❖ **0** loans enrolled for Minority Owned Businesses
- ❖ **0** loans enrolled for Women Owned Businesses
- ❖ **0** loans enrolled for Veteran Owned Businesses

Program Totals:

- ❖ **2** loans enrolled for Minority Owned Businesses
- ❖ **2** loans enrolled for Women Owned Businesses
- ❖ **0** loans enrolled for Veteran Owned Businesses



Due to the ongoing effects of COVID-19, CalCAP is authorizing an extension to the supplemental contribution for a credit enhancement for an additional 12 months beyond the original date of declaration.

Extension of SAC Contribution

Date of Declaration	Counties	End Dates for SAC
March 4, 2020	Statewide – COVID-19	March 4, 2022
August 18, 2020	Statewide – Fires and Extreme Weather Conditions	August 18, 2021
September 6, 2020	Fresno, Madera, Mariposa, San Bernardino, San Diego	September 6, 2021
November 18, 2020	Mono	November 18, 2021

CalCAP’s Supplemental SAC Contribution Lender and Borrower Certification is ***required to be submitted with the loan enrollment application package*** in order to qualify for this supplemental SAC contribution

<https://www.treasurer.ca.gov/cpcfca/calcap/forms/sac-contribution.pdf>

<small>CALIFORNIA CAPITAL ACCESS PROGRAM California Pollution Control Financing Authority CalCAP@treasurer.ca.gov (916) 654-5610</small>		<small>Mailing Address: P.O. Box 942809 Sacramento, CA 94209-0001 Fax (916) 589-2805</small>	
<input type="text"/>		<input type="text"/>	
Borrower Name		Lender Loan Number	
Supplemental Severely Affected Community (SAC) Contribution Lender and Borrower Certification			
<small>The credit enhancements offered by the California Pollution Control Financing Authority for loans enrolled in the California Capital Access Loan Program (CalCAP) for Small Business, the Collateral Support Program (CSP), the CalCAP/Seismic Safety Program, and the CalCAP Americans with Disabilities Act (CalCAP/ADA) Program are eligible for supplemental Contributions for borrowers whose businesses and properties are located in a Severely Affected Community (SAC). The Authority's regulations define a Severely Affected Community as an "economically distressed geographic area", as designated by the Executive Director.</small>			
<small>In recognition of the economic impact of designated disasters, public safety power shutoffs, and COVID-19 to California small businesses, CalCAP will authorize a supplemental contribution for a credit enhancement for the 12 months following the designation for CalCAP for Small Business, CSP, CalCAP/ADA and CalCAP/Seismic Safety loans enrolled for borrowers located in areas designated as an emergency or disaster area by the Governor, and whose businesses are directly impacted by the emergency or disaster. This impact must be detailed below stating specifically how the business was affected, including the number of days, sales amount lost, and/or number of employees.</small>			
<small>To be eligible for the supplemental contribution, the lender and borrower must certify to both of the following:</small>			
<input type="checkbox"/> Business is located in a designated emergency or disaster area.			

Online Loan Application Process

<https://calcap.treasurer.ca.gov/>

Benefits to CalCAP's online application process:

- ✓ Quick
- ✓ Easy
- ✓ Reduces errors
- ✓ Provides live status updates on enrollments
- ✓ Increases efficiency and reduces time to process



California Pollution Control Financing Authority



Online Loan Application Process

Contact CalCAP staff at calcap@treasurer.ca.gov to register and activate your Online Application account if you haven't already done so.

<https://calcap.treasurer.ca.gov/>



The screenshot shows the homepage of the California Capital Access Program. At the top, there is a dark blue navigation bar with the CalCAP logo on the left, which includes icons for a house, a factory, and a person. To the right of the logo are the links "Home" and "Applications". Further right are "Activate Account", "Registration", and "Log In". Below the navigation bar, the text "CALIFORNIA CAPITAL ACCESS PROGRAM" and "California Pollution Control Financing Authority" is displayed, followed by a note: "(Note: Pictures are not supported with Internet Explorer 9 and earlier.)". The main content area features a large image of the California State Capitol building at night, with the text "CalCAP" overlaid. Below the image, a paragraph reads: "Loan Loss Reserve is a form of loan portfolio insurance which may provide up to 100% coverage on certain loan defaults. By participating in CalCAP, lenders have available to them a proven financing mechanism to meet the financing needs of California's small businesses." Navigation arrows are visible on the left and right sides of the image, and a series of small circles at the bottom indicates the current slide position.

Online Loan Application Process

Once an account is activated, lenders can submit and review all of the loans they have submitted via the Online Application website.

The screenshot shows the user interface for the California Capital Access Program. At the top, there is a navigation bar with the program logo, 'Home Applications', and links for 'Manage Profile', 'Change Password', and 'Log off'. Below this is a section for 'New Application Requests' with buttons for 'Small Business', 'Collateral Support', 'EVCS', 'ARB', 'ADA', and 'Seismic Safety'. A filter dropdown is set to 'All Programs'. The main content is a table of loan requests with columns for Loan #, Borrower, Created, Submitted, Transmitted, Status, and Program. Each row includes a set of action icons (trash, edit, refresh). The table shows 10 entries, with the first two having action icons. The page number '1 - 10 of 20' and a pagination control are at the bottom.

Loan #	Borrower	Created	Submitted	Transmitted	Status	Program	
TMC123	Jeronimo Mang	11/8/2018	Pending	Pending	OPEN	Small Business	
123-NewTest	NewTest	11/2/2018	Pending	Pending	OPEN	ARB	
11111111	Robert Salls	11/2/2018	11/02/2018	11/08/2018	ACCEPTED	ARB	
Jabbi	Jabbi	11/2/2018	Pending	Pending	OPEN	ARB	
Jobba	Jobba	11/2/2018	Pending	Pending	OPEN	ARB	
Jabba	Jabba	11/2/2018	11/02/2018	Pending	SUBMIT	ARB	
Jibba	Jibba	11/2/2018	11/02/2018	Pending	SUBMIT	Small Business	
Testy3	Testy3	11/1/2018	Pending	Pending	OPEN	ARB	
Testy2	Testy2	11/1/2018	Pending	Pending	OPEN	ARB	
Test Truck	Test Truck	11/1/2018	11/01/2018	11/08/2018	ACCEPTED	ARB	

1 - 10 of 20

First Prev 1 2 Next Last



New Media Release Form



- ❖ Is your borrower interested in promoting their business?
- ❖ CalCAP would like to share the great stories!
- ❖ The advantages could be promotional support, recognition and more.
- ❖ <https://www.treasurer.ca.gov/cpcfa/calcap/Media-Release-From.pdf>

CALIFORNIA CAPITAL ACCESS PROGRAM
 California Pollution Control Financing Authority
CalCAP@treasurer.ca.gov
 (916) 654-5610

Mailing Address: P.O. Box 942809
 Sacramento, CA 94209-0001
 Fax (916) 589-2805

California Pollution Control Financing Authority
 California Capital Access Program (CalCAP)

Media Release Form

Are you interested in your business being promoted? The California Pollution Control Financing Authority's California Capital Access Program (CalCAP) would like to share the great stories about small business in California. The advantages could be promotional support or recognition for your business and more.

Business name: _____ Phone number: _____
 First and last name: _____ Email address: _____
 Business address: _____
 Business social media handles:
 Facebook: _____ Twitter: _____
 Instagram: _____ Other: _____

We at CalCAP want to explain to the public how our program works and how important small businesses are for California. I, the undersigned, am authorized to represent my organization and do hereby grant permission to CalCAP to use information and photos for my business in small business profile or success story marketing materials or promotions. This information includes, but is not limited to, my name, company name, business loan amount and purpose and those company representatives that I designate to be photographed or interviewed. I give unrestricted permission for my information to be used in print, video and digital media. I also give CalCAP permission to contact me for more information. By signing below, this consent is given without expiration and future uses will not require additional permission.

Business owner (or authorized representative) signature: _____
 Date: _____
 Participating Lender: _____
 Bank/Lender authorized representative signature: _____
 Date: _____

If you have questions, please contact CalCAP by phone at (916) 654-5610 or by email calcap@treasurer.ca.gov.

Finance Support for CARB HD I&M

- Heavy-Duty Vehicle Inspection & Maintenance Regulation 12/2021
 - Senate Bill 210 - CARB develop HD I&M Program with state agencies
 - [Next Workshop March 29th](#)
- CARB is looking for input to ease the burden of compliance of small fleets
 - Considering ideas like aftermarket warranties about \$6,000
- CARB Heavy-Duty I&M Contact Bob Nguyen at Bob.Nguyen@arb.ca.gov



California's Zero-Emission Plans and the Loan Program

Agenda

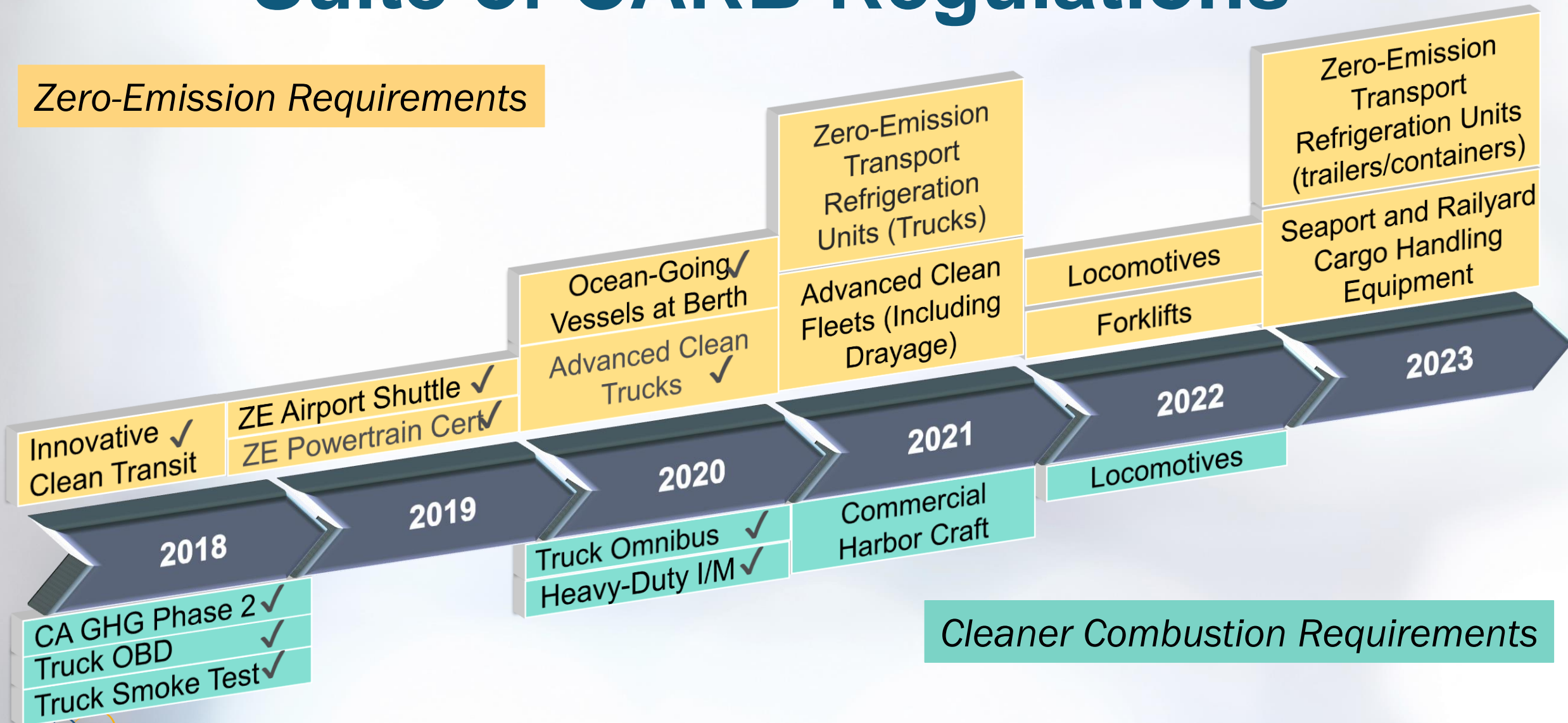
- California's zero-emission plans
 - Executive Orders, MOUs, Regulations
- CARB investments supporting zero-emission
- Zero-Emission truck and bus market
- Discussion about zero-emission financing

Recent Executive Orders

- Executive Order N-79-20
 - CARB to develop Medium- and Heavy-Duty vehicle regulations requiring increasing volumes of ZE vehicles towards target of 100% ZE by 2045 where feasible.
 - 100% zero-emission drayage by 2035
 - 100% ZE Off-Road vehicles by 2035 where feasible
- Executive Order B-30-15
 - Directs that California be 40% below 1990 Greenhouse Gas levels by 2030
- Executive Order B-55-18
 - Carbon neutrality by 2045

Suite of CARB Regulations

Zero-Emission Requirements



Cleaner Combustion Requirements

Advanced Clean Trucks Regulation (2020)

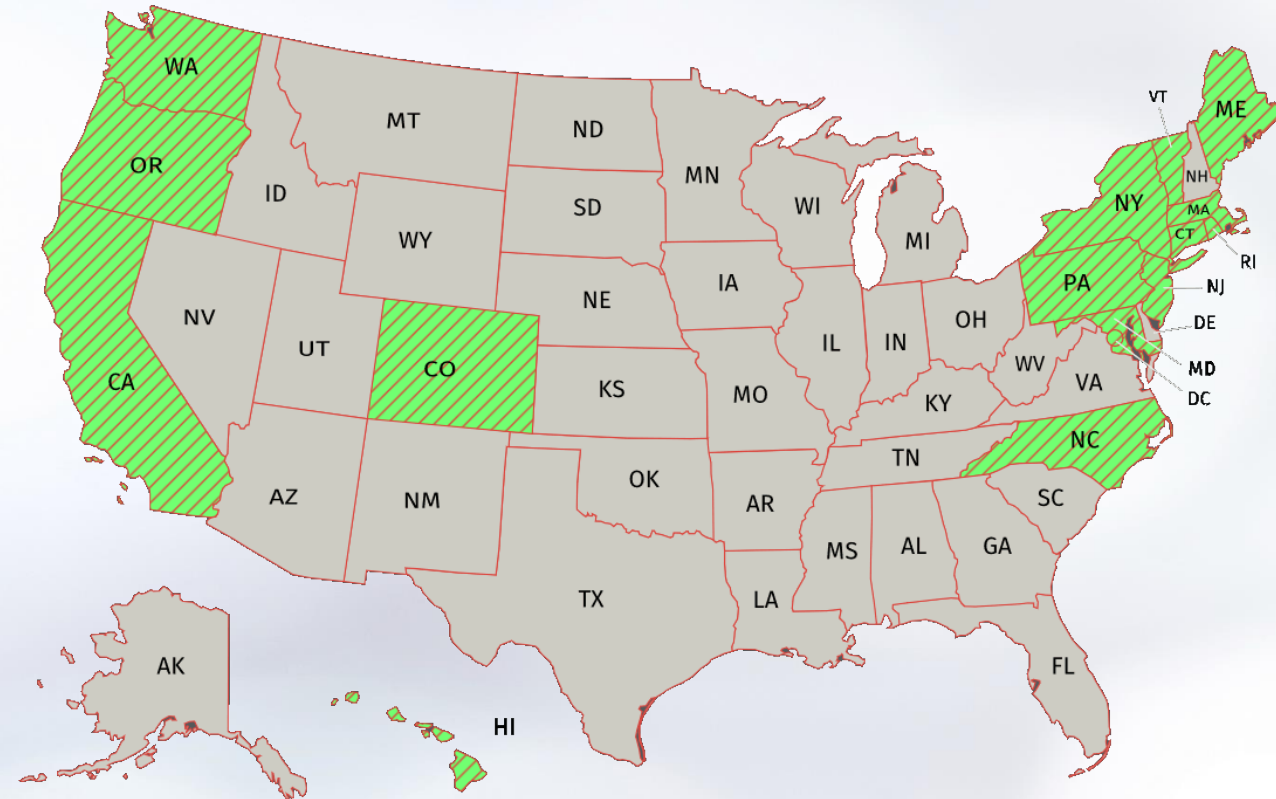
- Manufacturer Heavy-Duty sales requirement
- Phased in 2024 through 2035
- Reporting requirements
- Projected zero-emission truck population of 30,000 by 2027; 100,000 by 2030; 300,000 by 2035
- Factsheet: https://ww2.arb.ca.gov/sites/default/files/2020-06/200625factsheet_ADA.pdf

Advanced Clean Fleet (ACF) Rule-In Development

- Target largest fleets and business for early deployment
- Aligns with Advanced Clean Truck Rule (ACT) manufacturer ZE vehicle sales requirements
 - ACT is a manufacturing and sales based regulation while ACF is purchase and ownership based
- Maximize ZE technologies where feasible

Multistate MD/HD ZEV MOU

- Supports rapid expansion of ZEV truck market¹
- Goal of 30% ZEV truck sales by 2030, 100% by 2050
- These states represent about 40% of US truck sales



CARB Investments Supporting Zero-Emission

- Financial Assistance – Advanced technology replacement
 - Truck Loan, HVIP, Community Air Protection Funds, Volkswagen Mitigation Trust, Carl Moyer
- Demo and pilot investments
 - \$34 Million in Fiscal Year 2019-20 Funding
 - Over \$384 Million in Total Funding in the past six years
- Low Carbon Transportation Investments
 - Legislature appropriated over \$2.1 billion to CARB over the past seven budget cycles (FY 2013-14 to FY 2019-20)

Major Manufacturers Entering Market

- Most major manufacturers have plans to enter the ZEV market prior to 2024
- ZE tractors currently available from BYD, Freightliner, Kenworth, Lion Electric, Peterbilt, Volvo



ZE Truck and Bus Market Highlights

- Transit buses and airport shuttles lead the way
 - ZE buses already available in nearly all configurations
- Early ZEV market supported with early funding programs
- Wide range of ZE trucks commercially available
- Truck market benefiting from technology transfer and experience from ZE passenger cars and buses
- Range increasing, innovative designs expanding markets

Total Cost of Ownership

- Zero-Emission trucks have higher up-front costs but have lower operating costs than conventional trucks
 - Total cost of ownership can be comparable for certain duty cycles
 - LCFS credits help lower costs
- Calculator on HVIP website:
<https://californiahvip.org/tco/>

Lender Discussion about ZEV Financing

- Does your organization already finance ZE trucks or do you plan to soon?
- What are the concerns with lending for ZE trucks?
 - Infrastructure (Charging stations, hydrogen refueling), Insurance, Residual value unknown, Other?
- What would help surmount these issues?

Stay Up to Date!

❖ We recommend that you sign up for our ListServ to stay up to date on upcoming outreach events. The link to register for our ListServ is on the bottom of the page at:
<https://www.treasurer.ca.gov/cpcfa/index.asp>



❖ We also encourage you to follow us on Twitter @CalCPCFA!

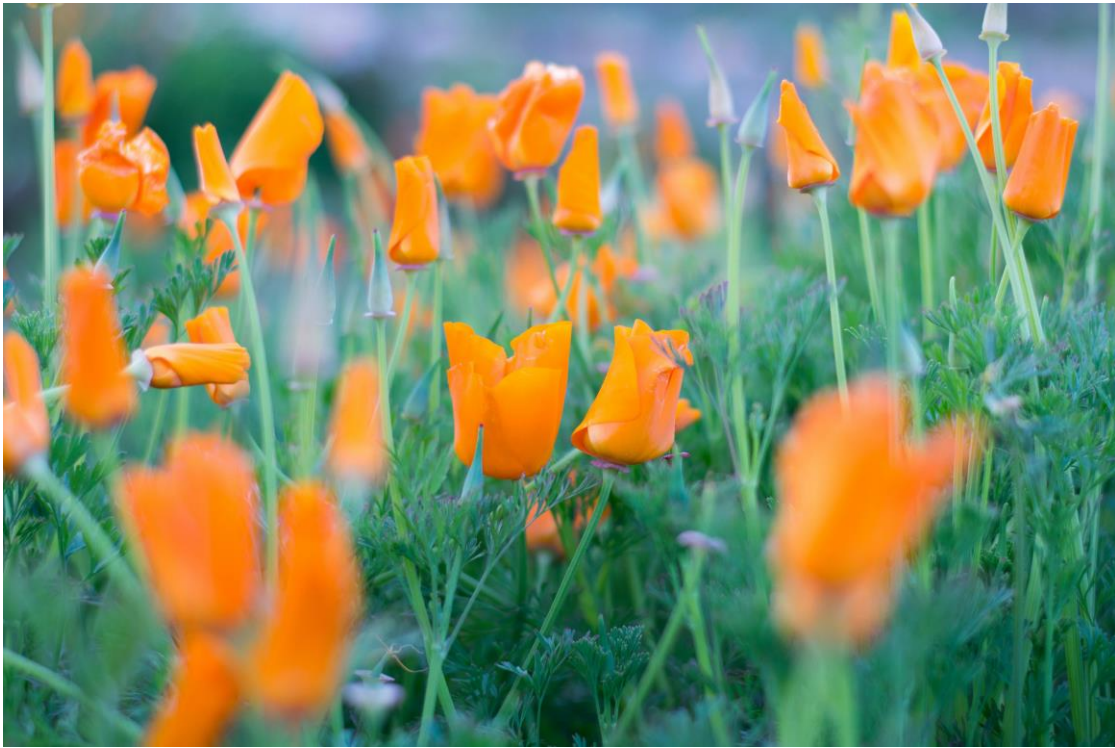


California Pollution Control Financing Authority



Questions?





CALIFORNIA
CAPITAL
ACCESS
PROGRAM

THANK YOU!

Email the CalCAP team at:

CalCAP@treasurer.ca.gov