



California Pollution Control Financing Authority

# California Capital Access Program (CalCAP) Lender Roundtable

*August 13, 2020*

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Executive Director



# CalCAP Lender Roundtable Agenda

- Introductions
- CalCAP by the Numbers
- Emergency Rulemaking Update
- CalCAP Program Reminders
- Supplemental Contributions
- Online Application Processing
- CalCAP Outreach
- Lender Participation Statistics
- Stay Up to Date
- Questions



# CalCAP by the Numbers

*As of July 31, 2020*

## CalCAP/Small Business Program

### 2020 Year to Date

**590** loans enrolled for **\$18.9** million  
**\$618,990** in contributions  
**136** claims for **\$1.7** million

### Program Totals \*

**15,575** loans enrolled for **\$666.8** million  
**\$21.4** million in contributions  
**998** claims for **\$14.8** million

## CalCAP/CARB Program

### 2020 Year to Date

**1,877** loans for **\$131.5** million  
**1,938** trucks and **71** trailers financed  
**\$8.9** million in contributions  
**432** claims for **\$16.3** million

### Program Totals

**27,307** loans enrolled for **\$1.8** billion  
**28,092** trucks and **698** trailers financed  
**\$127.6** million in contributions  
**2,079** claims for **\$75** million

## CalCAP/Collateral Support Program

### 2020 Year to Date

**24** loans for **\$8** million  
**\$2.3** million in contributions  
**5** claims for **\$502,650**

### Program Totals

**296** loans for **\$261.2** million  
**\$78.9** million in contributions  
**12** claims for **\$4.3** million

\*Small Business Totals since 2010

# CalCAP by the Numbers

*As of July 31, 2020*

## CalCAP/EVCS Program

### 2020 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

## CalCAP/Seismic Safety Program

### Program Totals

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

# CalCAP Emergency Regulations

CalCAP Emergency Regulations were approved by the Office of Administrative Law (OAL) on July 31, 2020.

Regulatory changes include the following:

## CalCAP for Small Business

- Revised definition of **Change in Terms** allowing lenders to extend the maturity date of a loan for up to 18 months.
- Amended the recapture threshold to revert back to 15% in 2020.



# CalCAP Emergency Regulations (cont'd)

## CalCAP/CARB

- Loans can now be enrolled in the Program for up to 10 years.
- Revised definition of **Change in Terms** allowing lenders to extend the maturity date of a loan for up to 18 months.
- Amended the recapture threshold to revert back to 15%.
- Added the requirement that a vehicle be registered in California with the Department of Motor Vehicles in order to be enrolled in the Program.

# CalCAP Emergency Regulations (cont'd)

## CalCAP/Collateral Support Program

- Updated the maximum collateral support contribution for all small business loans between \$250,000 and \$20,000,000 by providing 30% of the loan value, plus an additional credit enhancement of 7.5%, if a businesses is located in a Severely Affected Community (SAC). Increases the contribution from 20% to 30%, and the SAC contribution from 5% to 7.5%.
- Clarified that all loans enrolled in the Collateral Support Program are eligible for 4 years of support.
- Updated the minimum closing fee to \$1,000.



# CalCAP Program Reminders

- Loan Enrollment Applications and Claim Forms must be complete in order for CalCAP staff to begin processing.
- Please respond to CalCAP staff inquiries for information or clarification in a timely manner so that we can complete the enrollment or claim process.
- Please understand that we must reject a claim when funds in a lender's Loan Loss Reserve Account are insufficient to cover the claim.



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# Supplemental Contributions

- The credit enhancements offered to **Participating lenders** by CPCFA for loans enrolled in CalCAP for Small Business, the Collateral Support Program, the CalCAP/Seismic Safety Program, and CalCAP/ADA are eligible for supplemental contributions for borrowers whose businesses and properties are located in a Severely Affected Community (SAC).
- In recognition of the economic impact of COVID-19, as well as designated disasters and public safety power shutoffs to California small businesses, CalCAP will authorize a supplemental contribution for a credit enhancement for the 12 months following the emergency or disaster designation.
- CalCAP's Supplemental Contribution Form is available at <https://www.treasurer.ca.gov/cpcfa/calcap/forms/sac-contribution.pdf>



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# CalCAP Online Application Processing

<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



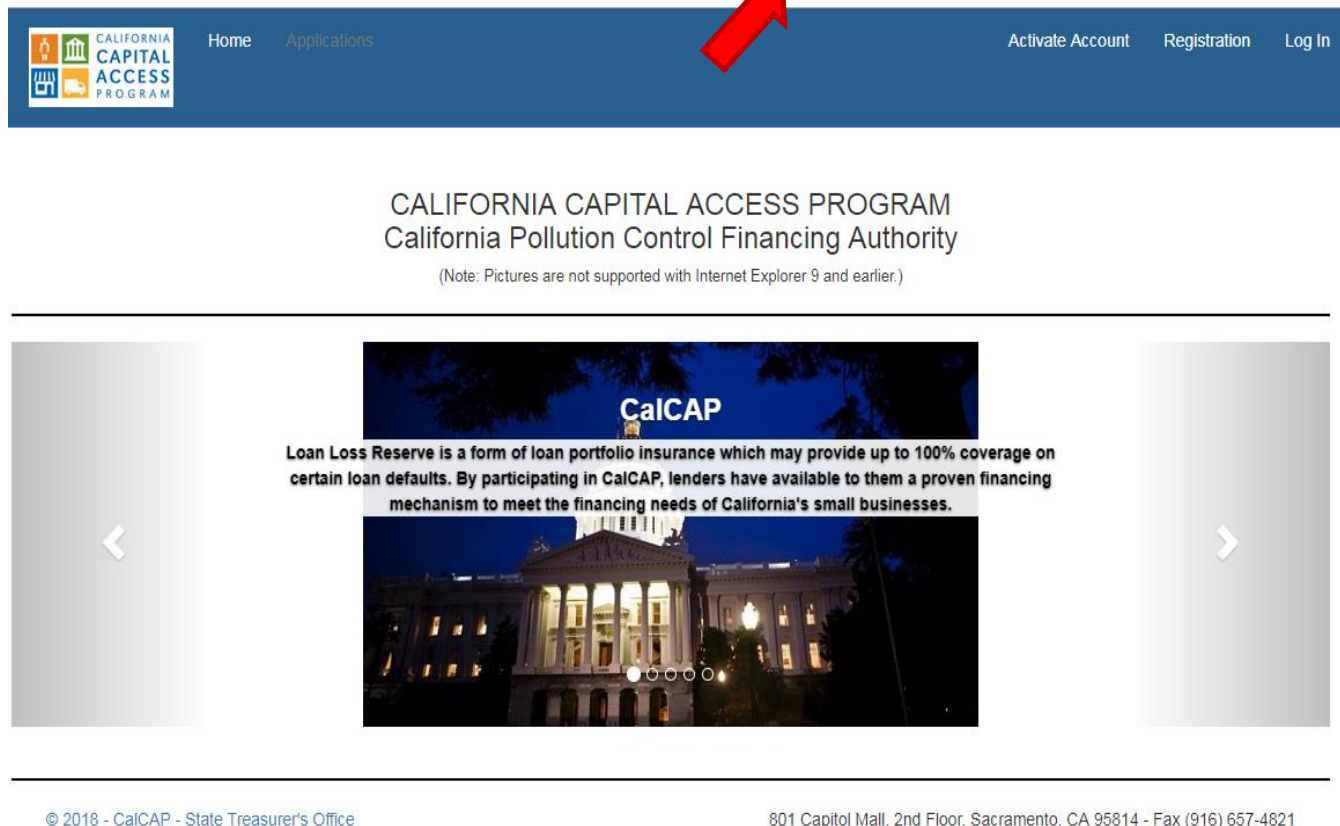
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# CalCAP Online Application Processing

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

Contact CalCAP staff at [calcap@treasurer.ca.gov](mailto:calcap@treasurer.ca.gov) by September 1, 2020 to activate your Online Application account if you haven't already done so.



The screenshot shows the CalCAP website homepage. At the top is a blue navigation bar with the CalCAP logo on the left, which includes icons for a person, a building, and a truck. To the right of the logo are links for "Home" and "Applications". Further right are links for "Activate Account", "Registration", and "Log In". A red arrow points to the URL in the browser's address bar. 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 this, a description of the Loan Loss Reserve is provided: "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 main content area. At the bottom, the copyright notice "© 2018 - CalCAP - State Treasurer's Office" is on the left, and the address "801 Capitol Mall, 2nd Floor, Sacramento, CA 95814 - Fax (916) 657-4821" is on the right.

CALIFORNIA CAPITAL ACCESS PROGRAM

California Pollution Control Financing Authority

(Note: Pictures are not supported with Internet Explorer 9 and earlier.)

**CalCAP**

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.

© 2018 - CalCAP - State Treasurer's Office

801 Capitol Mall, 2nd Floor, Sacramento, CA 95814 - Fax (916) 657-4821

# CalCAP Online Application Process

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

 Home Applications Manage Profile Change Password Log off

## New Application Requests

Small Business

Collateral Support

EVCS

ARB





























ADA

Seismic Safety

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

Filter program:

All Programs

	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			

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First Prev 1 2 Next Last



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# CalCAP Outreach

- Due to the COVID-19 pandemic, outreach has moved to the virtual arena.
- CalCAP continues to participate in small business assistance and resource webinars in coordination with the State Treasurer's Office, Chambers of Commerce, Legislative Members, and other state agencies.
- The California Air Resources Board (CARB) is in the process of planning their first virtual One-Stop Truck Event in September and we would appreciate CalCAP/CARB lenders participating along with us. Details to be announced once they are finalized.

# Lender Participation Statistics

<https://www.treasurer.ca.gov/cpcfa/calcap/reports/index.asp>

 California Pollution Control Financing Authority (CPCFA) <b>CalCAP/ARB</b> Lender Participation Statistics						 CALIFORNIA <b>CAPITAL                      ACCESS                      PROGRAM</b>				
<b>CARB Heavy Duty On-Road</b> <b>Inception to June 30, 2020</b>						<b>FY 2019/2020 - Quarter 4</b> <b>April 1, 2020 to June 30, 2020</b>				
Lender Name	Number of Loans	Total Loan Amount Enrolled	Total Contributions	Number of Claims	Total Amount of Approved Claims	Number of Loans	Loan Amount Enrolled	Contributions Received	Number of Claims	Amount of Approved Claims
Advantage Funding Commercial Capital Corp*	2	130,010.00	26,002.00							
Allegiant Partners Incorporated	511	38,799,795.32	2,361,268.67	18	829,408.98	29	2,498,931.57	153,140.98	2	138,613.13
Ascentium Capital, LLC	4,563	300,022,822.13	14,310,248.86	361	13,794,756.00	212	15,456,559.17	1,232,058.13	83	3,246,406.23
Atlas Capital, Inc., dba Fast Loans	186	6,511,093.96	744,138.16	14	224,227.58	16	509,330.70	47,420.22	1	17,197.28
Banc of California, N.A.*	751	36,006,317.98	3,153,049.45	90	3,521,832.35					
Calfund, LLC	2,321	92,560,199.42	5,390,633.41	187	5,395,003.41	32	1,321,129.25	121,618.63	3	157,314.71
Cascade Sierra Solutions*	449	17,469,752.68	2,724,434.21	38	841,393.11					
Citizens Business Bank*	1	12,155.70	2,431.14							
Clean Energy Finance, LLC*	4	506,951.67	70,973.23							
Commercial Credit Group, Inc.	384	61,720,873.32	4,430,896.59	34	5,358,450.76	4	1,090,281.67	52,647.67		
Cornerstone Financial Services	1,009	40,411,609.97	3,892,537.71	188	3,895,926.47	25	719,178.31	59,805.32	3	114,277.25
Crossroads Equipment Lease & Finance	5,734	399,037,924.52	30,832,901.92	410	16,479,178.83	257	15,944,183.80	1,268,603.86	105	4,164,017.51
Dedicated Funding LLC	5	361,609.75	50,625.37							
Engs Commercial Finance*	144	9,330,318.91	1,409,434.63	9	372,117.92					
Enterprise Motors Finance*	317	15,923,892.41	1,795,421.81	41	1,606,052.77				5	178,279.61
Express Finance & Loans*	6	225,630.32	37,177.88	2	37,177.88					
Firefighters First Credit Union *	2	154,515.00	30,903.00			1	145,150.00	10,160.50		
GBC Premium Finance, Inc.*	56	2,647,008.31	451,936.17	17	498,445.77					
General Business Credit	144	5,698,176.68	424,779.87	21	463,217.35				2	37,085.78
Hanmi Bank*	944	43,304,924.25	3,444,993.65	92	3,608,305.19					
Main Street Capital Group, LLC	72	2,690,099.00	371,413.86	3	131,581.76	8	279,380.00	39,113.20	1	35,165.67
Maxim Commercial Capital, LLC	384	16,685,073.18	1,766,506.46	59	1,952,760.81	13	451,619.25	43,145.53		
Momentum Commercial Funding, LLC	86	6,313,453.43	700,506.27	13	555,991.44	1	145,150.00	10,160.50		
Murphy Bank	1,547	151,480,217.99	10,349,626.14	26	1,036,043.67	67	6,269,274.43	422,202.16	1	38,654.38
North Mill Equipment Finance LLC*	354	18,687,641.56	1,575,206.36	41	1,876,618.58					
NuVision Federal Credit Union*	1	160,618.95	22,486.65							
Opportunity Fund	3,597	194,850,284.94	10,616,816.89	221	7,023,317.84	76	4,589,821.91	369,457.88	41	1,351,422.84
PACCAR Financial Corp	1,629	185,328,029.71	13,217,722.67	29	819,797.94	78	9,192,761.86	755,770.05	2	144,044.47
Pacific Enterprise Bank	1,929	133,693,717.06	11,794,602.08	192	7,431,173.80	30	1,910,270.00	152,080.40	26	1,170,825.68
Shelter Financial Services, LLC	281	7,577,397.45	1,222,204.47	25	239,650.27					
SLIM Capital, LLC	6	951,412.29	133,197.72			1	169,099.65	23,673.95		
Snider Leasing Corp.	462	22,859,930.57	2,000,651.26	19	422,713.22	13	791,544.20	54,415.22	1	29,528.09
SSMB Financial Corp.	22	1,647,020.04	230,582.80	1	2,549.69					
Wells Fargo Equipment Finance, Inc.*	1,311	94,997,115.06	11,325,139.69	24	1,012,909.72					

\*Not an active Participating Financial Institution

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**DID YOU KNOW: CalCAP posts lender participation statistics at the end of each quarter?**

# 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!



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CALIFORNIA  
**CAPITAL  
ACCESS**  
PROGRAM



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## Questions/Comments?

Email our CalCAP team at:  
[CalCAP@treasurer.ca.gov](mailto:CalCAP@treasurer.ca.gov)