



California Pollution Control Financing Authority

California Capital Access Program (CalCAP) Lender Roundtable

October 8, 2019

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CalCAP Lender Roundtable Agenda

- Introductions
- CalCAP/CARB Program Reminders
- CARB Compliance Updates
- Impact of AB 5
- CalCAP/CARB Outreach and Events



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CalCAP/CARB by the Numbers

As of October 2, 2019

Total CalCAP/CARB enrollment since 2009:

24,735 loans for **\$1,612,176,854.41** billion for **25,402** trucks **620** retrofits
604 trailers

Total CalCAP/CARB Contributions since 2009:

\$116,394,617.24 million

Total CalCAP/CARB Claims since 2009:

1495 claims for **\$53,282,741.08** million

2019 CalCAP/CARB enrollment:

3,739 loans for **\$263,222,647.52** million for **3,843** trucks **119** trailers

2019 Total CalCAP/CARB Contributions:

\$10,720,493.95 million

2019 Total CalCAP/CARB Claims:

326 claims for **\$11,645,777.10** million

CalCAP/CARB Program Reminders

1. CalCAP/CARB's program for heavy duty vehicle supports loans to small business owners, with fleet size of 10 or fewer trucks, to purchase trucks driven primarily in California to comply with the State's engine emission standards.
2. CalCAP/CARB Contribution Thresholds:
 - 14 % Contribution - for first \$500,000 in total contributions
 - 7 % Contribution - for \$500,001 - \$1.5 million in total contributions
 - 4 % Contribution - for contributions over \$1.5 million
3. Lenders can now submit loan enrollments via web-based portal at <https://calcap.treasurer.ca.gov>



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CalCAP/CARB Program Reminders (cont.) ⁵

4. CalCAP/CARB now allows the cost of warranties on eligible equipment to be included in the loan financing.
5. Electric trucks are eligible for CalCAP/CARB loan enrollment.
6. Please share our CalCAP/CARB Borrower's webpage with your borrowers:
<https://www.treasurer.ca.gov/cpcfa/calcap/arb/borrowers.asp>
7. Program Summary, Lender Manual, and Loan Enrollment Forms are available at:
<https://www.treasurer.ca.gov/cpcfa/calcap/arb/index.asp>



Important: CalCAP/CARB Compliance Updates

- The Truck and Bus Regulation has been in effect, and vehicles must currently meet the compliance deadlines.
- Starting January 1, 2020, the DMV will begin verifying compliance with the regulation in order to register vehicles based on the schedule.
- 2010 or older vehicles (2009 or older engines) must be replaced based on the schedule in these tables.

Lighter Vehicles (14,001 - 26,000 lbs GVWR)	
Vehicle Model Year	DMV Begins Compliance Verification*
2004 & older	January 1, 2020
2005 - 2007	January 1, 2021
2008 - 2010	January 1, 2023

Heavier Vehicles (>26,000 lbs GVWR)	
Vehicle Model Year	DMV Begins Compliance Verification*
2000 & older	January 1, 2020
2001 - 2005	January 1, 2021
2006 - 2007	January 1, 2022
2008 - 2010	January 1, 2023

* You may already be out of compliance and currently subject to DMV registration holds.



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Lender Poll Question 1:

Does your lending institution have the capacity to handle an increase in loan volume that may result from the in enforcement of the 2020 Truck and Bus requirement?

Answer by typing:

Yes No Not sure at this point

Lender Poll Question 2:

- AB 5 (Gonzalez, 2019) will limit the classification of many workers as “independent contractors”. As signed by Governor Newsom, there is no carve-out for owner-operators having freight.

CalCAP is interested in knowing how CalCAP/CARB Lenders expect this new law to impact their portfolio of CalCAP/CARB loans.

How do expect AB 5 will impact your CalCAP/CARB portfolio?

Answer by typing your answer in the chat box

CARB One-Stop Truck Events Opportunities

- ✓ Meet new borrowers and answer their questions
- ✓ Stay up to date on CARB regulations and see new technologies
- ✓ Plan to attend one of these upcoming events:
 - October 15th - Red Bluff
 - November 6th - Calexico
 - December 4th - Moreno Valley



Lender Poll Question 3:

Is your lending institution willing to dedicate a staff member to take phone calls from interested borrowers **during** these CARB One-Stop Truck events?

Answer by typing:

Yes No Not sure at this point

Let's Work Together to Get the Word Out! ¹¹

1. CalCAP's outreach team participates in events statewide including:
 - Community workshops sponsored by Senate and Assembly members
 - Informational meetings hosted by local governments
 - Stakeholder focused educational conferences and seminars
2. Let us know if you are interested in participating in more outreach events with CalCAP staff.
3. Also let us know if there are groups that you believe could benefit from learning more about CalCAP's menu of capital access programs.
4. Follow us on Twitter @CalCPCFA





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Further questions for us?

