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

<table>
<thead>
<tr>
<th>2020 Year to Date</th>
<th>Program Totals *</th>
</tr>
</thead>
<tbody>
<tr>
<td>590 loans enrolled for $18.9 million</td>
<td>15,575 loans enrolled for $666.8 million</td>
</tr>
<tr>
<td>$618,990 in contributions</td>
<td>$21.4 million in contributions</td>
</tr>
<tr>
<td>136 claims for $1.7 million</td>
<td>998 claims for $14.8 million</td>
</tr>
</tbody>
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## CalCAP/CARB Program

<table>
<thead>
<tr>
<th>2020 Year to Date</th>
<th>Program Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,877 loans for $131.5 million</td>
<td>27,307 loans enrolled for $1.8 billion</td>
</tr>
<tr>
<td>1,938 trucks and 71 trailers financed</td>
<td>28,092 trucks and 698 trailers financed</td>
</tr>
<tr>
<td>$8.9 million in contributions</td>
<td>$127.6 million in contributions</td>
</tr>
<tr>
<td>432 claims for $16.3 million</td>
<td>2,079 claims for $75 million</td>
</tr>
</tbody>
</table>

## CalCAP/Collateral Support Program

<table>
<thead>
<tr>
<th>2020 Year to Date</th>
<th>Program Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>24 loans for $8 million</td>
<td>296 loans for $261.2 million</td>
</tr>
<tr>
<td>$2.3 million in contributions</td>
<td>$78.9 million in contributions</td>
</tr>
<tr>
<td>5 claims for $502,650</td>
<td>12 claims for $4.3 million</td>
</tr>
</tbody>
</table>

*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.
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/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 business 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.
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
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
Contact CalCAP staff at calcap@treasurer.ca.gov by September 1, 2020 to activate your Online Application account if you haven’t already done so.
Once an account is activated, lenders can submit and review all of the loans they have submitted via the Online Application website.
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.
DID YOU KNOW: CalCAP posts lender participation statistics at the end of each quarter?

https://www.treasurer.ca.gov/cpcfa/calcap/reports/index.asp
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!
Questions/Comments?

Email our CalCAP team at: CalCAP@treasurer.ca.gov