



California Energy Commission and California Pollution Control Financing Authority

California Capital Access Program's Electric Vehicle Charging Station (CalCAP/EVCS) Financing Program Joint Staff Workshop

Jason L. Bradley, Program Manager
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Today's Topics

- Introduction and Workshop Format
- Background
- California's EV Infrastructure Gap
- The Role of the CalCAP/EVCS Financing Program
- Stakeholder Feedback



Background

- Governor Brown's Executive Order B-16-2012 set a goal of deploying 1.5 million zero emission vehicles (ZEVs) in California by 2025.
- Governor Brown's most recent Executive Order B-48-18 increases the goal to deploying at least 5 million ZEVs on California roads by 2030 and specifically addresses the installation of car chargers.
- To reach these goals the Governor challenged state agencies and private industry to collaborate to make significant investment in EV infrastructure.



Infrastructure Gap

- The Governor's Office of Business and Economic Developments Zero-Emission Vehicle (ZEV) Infrastructure Unit reports that **14,272** chargers are currently deployed in California.
- The Energy Commission estimates that California will need at least **344,000** electric vehicle chargers at or near apartments, workplaces and public locations by 2025, equating to a **gap in public and private investment of approximately \$2.6 billion.**
- The potential for the infrastructure gap to broaden could be impacted by the following:
 - Expanded EV awareness
 - Efforts to make EV an affordable and attractive option for more California Drivers
 - OEM commitments to electrification – 42 ZEV models are on the market today and more to come



CalCAP EVCS Key Players



Provides funding, policy and direction



Administers 100% of the program



Enrolls small business loans with the benefit of the credit enhancement



Acquire and install EVCS and receive rebate at loan maturity

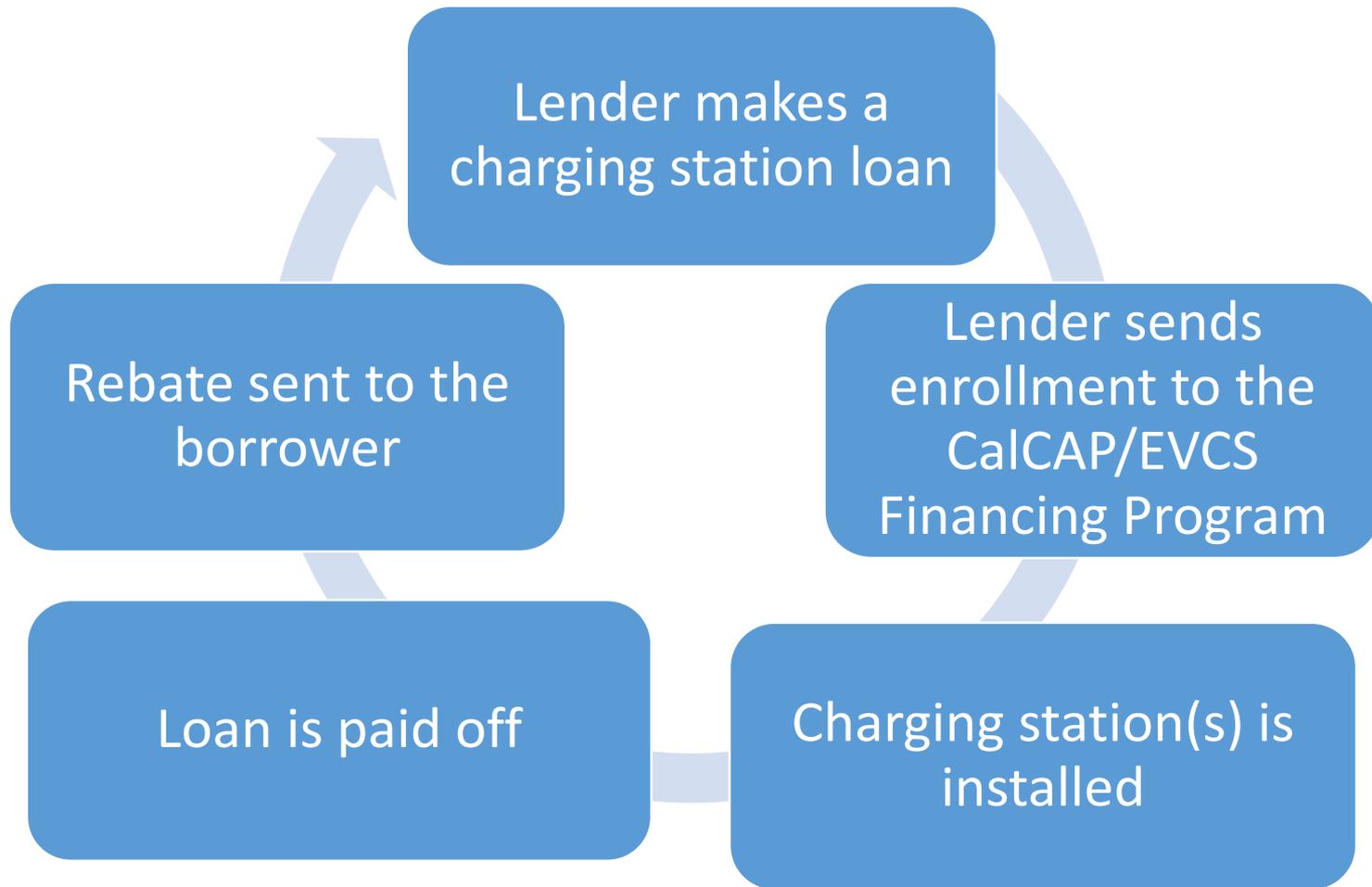


The Role of CalCAP/EVCS

- The CalCAP/EVCS Financing Program was developed to encourage financial institutions to lend private capital to **small businesses and MUD owners** to promote charging station installation.
- The program combines a lender loan loss reserve model with coverage up to **\$500,000** per borrower.
- **Reduces the cost** of charging station acquisition and installation by providing a rebate to small businesses.
- Supports loans that can be paired with other financing incentives to further reduce the overall cost of charging station acquisition and installation.



5 Steps of the Program



California Pollution Control Financing Authority



CalCAP/EVCS Lenders

Eligible lenders include:

- ✓ All lenders that are currently CPCFA qualified lenders are eligible.
- ✓ New lenders with a California business presence are encouraged to apply.
- ✓ EVCS lender contact list is located at:

<http://www.treasurer.ca.gov/cpcfca/calcap/evcs/lenders.pdf>

EVCS Lender Contact List					
As of March 6, 2017					
	Participating Financial Institution	Contact Name	Phone Number	Email	Address
1	Community Business Bank	Dianne Bryant	(209) 334-7415	dbryant@communitybizbank.com	1540 West Kettleman Lane, Suite A Lodi, CA 95242
2	Dakota Financial, LLC	Brian Barbetto	(310) 696-3030 x.125	brian@dakotafin.com	11755 Wilshire Blvd, Suite 1670 Los Angeles, CA 90025
		Chris Park	(310) 696-3030 x.123	cpark@dakotafin.com	
3	Dimension Funding	Michael Wagner	(949) 608-2237	mwagner@dimensionfunding.com	6 Hughes #220 Irvine, Ca 92618
4	Economic Development & Financing Corp	Diann Simmons	(707) 467-5953	diann@edfc.org	205 N. Bush Street, Suite 252 Ukiah, CA 95482
5	Maxim Commercial Capital, LLC	Doug Houlahan	(415) 599-4057	doug@maximcc.com	11620 Wilshire Blvd., Ste 540 Los Angeles, CA 90025
6	Opportunity Fund	(Main Line)	(866) 299-8173	info@opportunityfund.org	111 West St. John Street, Suite 800 San Jose, CA 95113
7	PACE Finance Corporation	Namoch Sokhom	(213) 989-3265	nSokhom@pacela.org	1055 Wilshire Blvd. Ste 900B Los Angeles, CA 90017
8	Pacific Enterprise Bank	Russell J. Smith	(949) 623-7594	rsmith@pacificenterprisebank.com	17748 SkyPark Circle, Suite 100 Irvine, CA 92614
9	Snider Leasing	Matt Caplinger	(916) 332-8812	matt@sniderleasing.com	PO Box 41376 Sacramento, Ca 95841
10	Uniti Bank	(Main Line)	(714) 736-5700	support@unitibank.com	6301 Beach Blvd., Suite 100 Buena Park, CA 90621

Ongoing contact list updates are available at:

<http://www.treasurer.ca.gov/cpcfca/calcap/evcs/lenders.pdf>

We welcome new lenders. For information on becoming a participating lender visit:

<http://www.treasurer.ca.gov/cpcfca/calcap/evcs/index.asp>

CalCAP/EVCS Borrowers

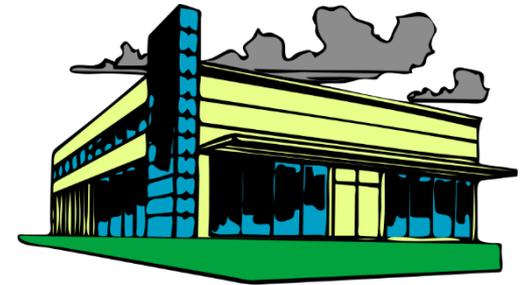
Eligible borrowers include:

Small businesses, both **non-profit** and **for-profit**, with **1,000 or fewer** employees that own manage or operate:



Multi Unit Developments

Additional incentive
for businesses
located in
Disadvantaged
Communities



Workplaces



Destination Centers



EV Fleets

What Can Be Financed?

- Purchase and acquisition of charging station(s)
 - Level 2 chargers
 - DC Fast chargers
 - Medium and heavy duty chargers
- Labor to install a fully operational charging station(s)
- Costs to operate, service and maintain a charging station(s) (including networking and subscription costs)
- Make-ready costs as long as they accompany the installation and operation of one or more charging station(s)



CalCAP/EVCS Contributions

- **No** lender or borrower contributions.
- All enrollments receive a **base of 20%** of the enrolled loan amount.
- Two options to **increase** the contribution to a maximum of **30%** of the enrolled loan amount:
 - Multi-Unit Dwelling: 10%
 - Disadvantaged Community: 10%



CalCAP/EVCS Borrower Rebate

- Borrowers may be eligible for a **rebate** when the loan is paid off or after 48 months.
- CalCAP EVCS rebate calculations:
 1. All eligible loans meeting the rebate requirements qualify for a 10% base rebate.
 2. Loans for EVCS(s) located in Multi-Unit Dwellings (MUD) or Disadvantaged Communities (DAC) qualify for an additional 5% rebate.

For example:

Maximum loan of
\$500,000 = \$75,000
maximum rebate

Amount	Item
\$25,000	Enrolled Loan Amount
\$2,500	<i>Base Rebate = 10%</i>
0	<i>No additional Rebate for MUD or DAC = 5%</i>
\$2,500	Total Rebate Amount

CalCAP/EVCS Activity

- At the outset, CPCFA projected that \$2 million in public funding for credit enhancements for lenders and rebates for borrowers could leverage between \$6 and \$10 million in private capital for the installation around 127 charging stations statewide.
- To date, one loan has been enrolled in CalCAP/EVCS. A private utility company, enrolled a loan for \$11,124 to purchase a dual port charger. The borrower quickly paid off the loan to take advantage of the Program's rebate feature.



February 2017: CPCFA and California Energy Commission staff celebrated the installation of Anza Electric Cooperative's charging station funded through the CalCAP/EVCS Financing Program.

Stakeholder Feedback and Recommendations

CPCFA and the Energy Commission would appreciate your insight on the following:

- What data and/or assistance do lenders or small businesses need for financial institutions to expand their small business electric vehicle infrastructure lending portfolio?
- How can the CalCAP/EVCS Financing Program support EV Infrastructure lending to the small business community?



Stakeholder Feedback and Recommendations

Myth 1:

Loans for charging station installation are too small for lenders to develop a portfolio.

Myth 2:

There is too much uncertainty about the useful life of charging station technology outliving the term of the loan.



Stakeholder Feedback and Recommendations

Myth 3:

There is too little data on the direct and indirect revenue that can be expected from charging stations.

Myth 4:

Lenders need a different incentive to offer charging station loans.



Wrap-Up

- **Public Comment**
 - **Written comments are due or must be postmarked by February 9, 2018 at 3 p.m.**
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- Send electronic copy to:**
 - CalCAP@treasurer.ca.gov
 - Subject: CalCAP/EVCS Financing Program
 - Mail hard copy, to:**
 - CPCFA CalCAP/EVCS
 - P.O. Box 942809
 - Sacramento CA 94209-0001

