

California Pollution Control Financing Authority's (CPCFA)
**CaCAP Electric Vehicle Charging Station
(EVCS) Financing Program**
Presents

**New Opportunities for Electric
Vehicle Charging Station
Financing**



June 18, 2015



Agenda

- **Welcome and Overview**
- **What's Driving the Program**
- **How the Program Works and Benefits**
- **The New EVCS Marketplace**
- **Join the “Charge”**
- **Q & A**

Overview of CalCAP

The California Capital Access Program (CalCAP):

- ✓ Created in 1994
- ✓ Administered by CPCFA
- ✓ Charged with encouraging banks and other financial institutions to make loans to small businesses which traditionally have difficulty obtaining financing
- ✓ Recognized for delivering 20 years of experience in administering loan loss reserve programs
- ✓ Offers over 100 approved lenders





California Energy Commission's Role

The California Energy Commission:

- ✓ Administers the Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP)
- ✓ Funds approximately \$100 million per year to transform California's transportation market into a diverse collection of alternative fuels and technologies
- ✓ Allocated \$2 million to the CalCAP Electric Vehicle Charging Station (EVCS) Financing Program

Webinar Purpose

- Introduce the CalCAP EVCS Financing Program
- Explain the program's benefits for borrowers, lenders, EV practitioners, public agencies and Californians
- Initiate a marketplace for this program at the state level that connects all participants with the goal of expanding the availability of EV infrastructure in California



What's Driving the Program

- **Governor Brown's Executive Order B-16-2012:** Mandates state agencies to collaborate in providing EV infrastructure to support 1.5 million ZEVs by 2025
- **Energy Commission's ARFVTP:** Provides funding for innovative transportation and fuel technologies that help California meet its energy, clean air, and climate-change goals
- **CalCAP EVCS Financing Program:** Addresses the need for EV infrastructure in Disadvantaged Communities (DAC) and Multi-Unit Dwellings (MUD) in California

Program Design

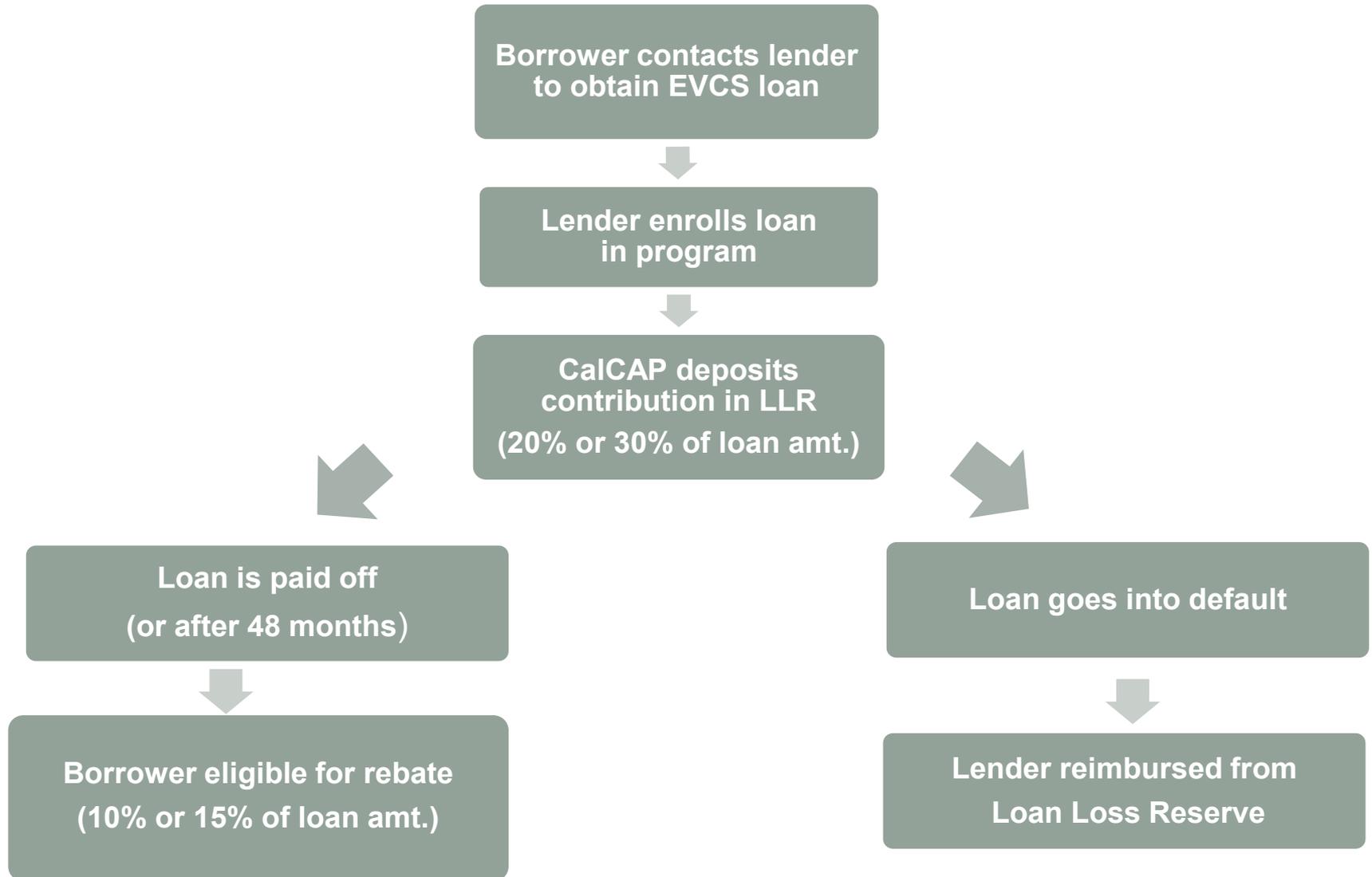
- Aims to leverage public funds to attract private capital for expansion and deployment of EV infrastructure
- Encourage installation of electric vehicle charging stations at small business locations in California for use by customers, employees and the general public

How the Program Works

The program utilizes a Loan Loss Reserve model to encourage small business lending by:

- Offering a pooled insurance fund to reduce lender risk
- Allowing CalCAP to deposit funds into a reserve account for each loan enrolled in the program
- Providing lenders access to reserve account funds should there be a loan default
- Enabling CalCAP to use reserve account funds to pay borrower rebates

Program Process



Who are the Borrowers?

Eligible borrowers include:

- ✓ Almost any corporation, partnership, cooperative, or other entity
- ✓ Non-profit entity or for-profit
- ✓ Authorized to conduct business in California
- ✓ 1,000 or fewer employees

Note - Ineligible borrowers include:

- ✓ Individual consumers
- ✓ Public entities
- ✓ Prohibited business types (*see Section 8070(s)(4)(A) in the CalCAP Regulations*)

Eligible Lenders

- All CalCAP lenders are eligible to participate
- New EVCS lenders with a California business presence may apply if they are one of the following:
 - * Federal-Chartered Bank
 - * State-Chartered Bank
 - * Credit Union
 - * Savings Association
 - * Federal Certified not-for-profit Community Development Financial Institution
 - * Finance Lender / Leasing Companies
 - * Small Business Investment Company
 - * Consortium of the foregoing entities
 - * Microbusiness Lender
 - * Lending institution that has executed a participation agreement with SBA

How Lenders Can Participate

To enroll in the CalCAP EVCS Financing Program lenders can:

1. Access the *Financial Institution Application* form located at: <http://www.treasurer.ca.gov/cpcfca/calcap/forms/application.pdf>
2. Submit completed *Financial Institution Application* form via CalCAP mailbox: CalCAP@treasurer.ca.gov
3. Refer to the CalCAP EVCS Financing Program web page for updated resources that will assist lenders in participating in the program at: <http://treasurer.ca.gov/cpcfca/calcap/evcs/index.asp>

What Can Be Financed?



- Design and development of EVCS
- Acquisition of EVCS supply equipment, including:
 - Electric panel or grid improvements
 - Materials and supplies (including conduit and construction materials)
 - Signage
 - Hardware and software necessary to operate charger
- Labor to install, operate, and maintain fully operational EVCS during the term of the loan
- All eligible costs must be necessary and allocable for the installation and operation of one or more charging station(s)

Eligible EVCS Technology

Type of EVCS	Compatible Connector Types	Network Interoperability*
Level 2– Alternating Current Chargers	<ul style="list-style-type: none"> SAE J1772 standard 	open standard protocol
Direct Current Fast Chargers	<ul style="list-style-type: none"> CHAdeMO standard 	open standard protocol
	<ul style="list-style-type: none"> SAE combination standard 	open standard protocol
	<ul style="list-style-type: none"> CHAdeMO/SAE combination standard 	open standard protocol

CHAdeMO standard



SAE J1772 standard

This vehicle uses the CHAdeMO standard for DC fast charging and the SAE J1772 standard for Level 2 charging.

*Open standard protocol is waived for medium- and heavy-duty EVCS supply equipment

Program Benefits

Potential program benefits include:

- Access to capital to accelerate the deployment of EV infrastructure
- Increased opportunities for EV market penetration in Disadvantaged Communities and Multi-Unit Dwellings
- Benefits to borrowers, lenders, EV practitioners and public agencies



Borrower Benefits

Potential program benefits to borrowers include:

- Access to capital
- Additional source of revenue
- Promoting green business practices
- Expanded customer base
- Increased customer satisfaction
- New opportunities to recruit and retain employees
- Reduced cost of EVCS installation due to borrower rebate



Borrower Rebate

Borrowers may be eligible for a rebate when the loan is paid off or after 48 months if the following criteria are met:

- Good payment history (no more than one 30 day late payment)
- Documentation indicating the charging station has been in service
- Outstanding balance cannot be refinanced with a program lender

Rebate calculation:

- All eligible loans which meet the rebate requirements qualify for a 10% rebate
- Enrolled loans in a **Multi-Unit Dwelling (MUD)** or **Disadvantaged Community (DAC)** qualify for an additional 5% rebate if it meets the rebate requirements

For example:

Amount	Item
\$50,000	Enrolled Loan Amount
\$5,000	Base Rebate - 10%
\$2,500	Additional Rebate for MUD or DAC – 5%
\$7,500	Total Rebate Amount

Lender Benefits

Program benefits to lenders include:

- ✓ Loans insured by CalCAP - a proven financing mechanism for meeting the needs of California's small businesses
- ✓ New business opportunities in the emerging EV industry
- ✓ Be a leader in environmentally friendly lending practices
- ✓ Potential reimbursement for defaults and losses

An example of how the Loan Loss Reserve (LLR) works assuming that a small business obtains a loan from a participating lender for \$50,000:

Amount	Program Contribution
\$10,000	Initial 20% LLR Contribution Base
\$5,000	Additional 10% Contribution for EVCS installation in a MUD or DAC
\$15,000	Total contribution deposited into the lender's LLR account

EV Practitioner Benefits

(Suppliers, Collaboratives, Manufacturers, Service Providers and Installers)

Program benefits to EV Practitioners include:

- ✓ Access to capital to accelerate EV infrastructure installation
- ✓ Accelerated adoption of PEVs in California
- ✓ Opportunities to attract new customers and businesses
- ✓ New marketing possibilities
- ✓ New and expanded clean energy jobs



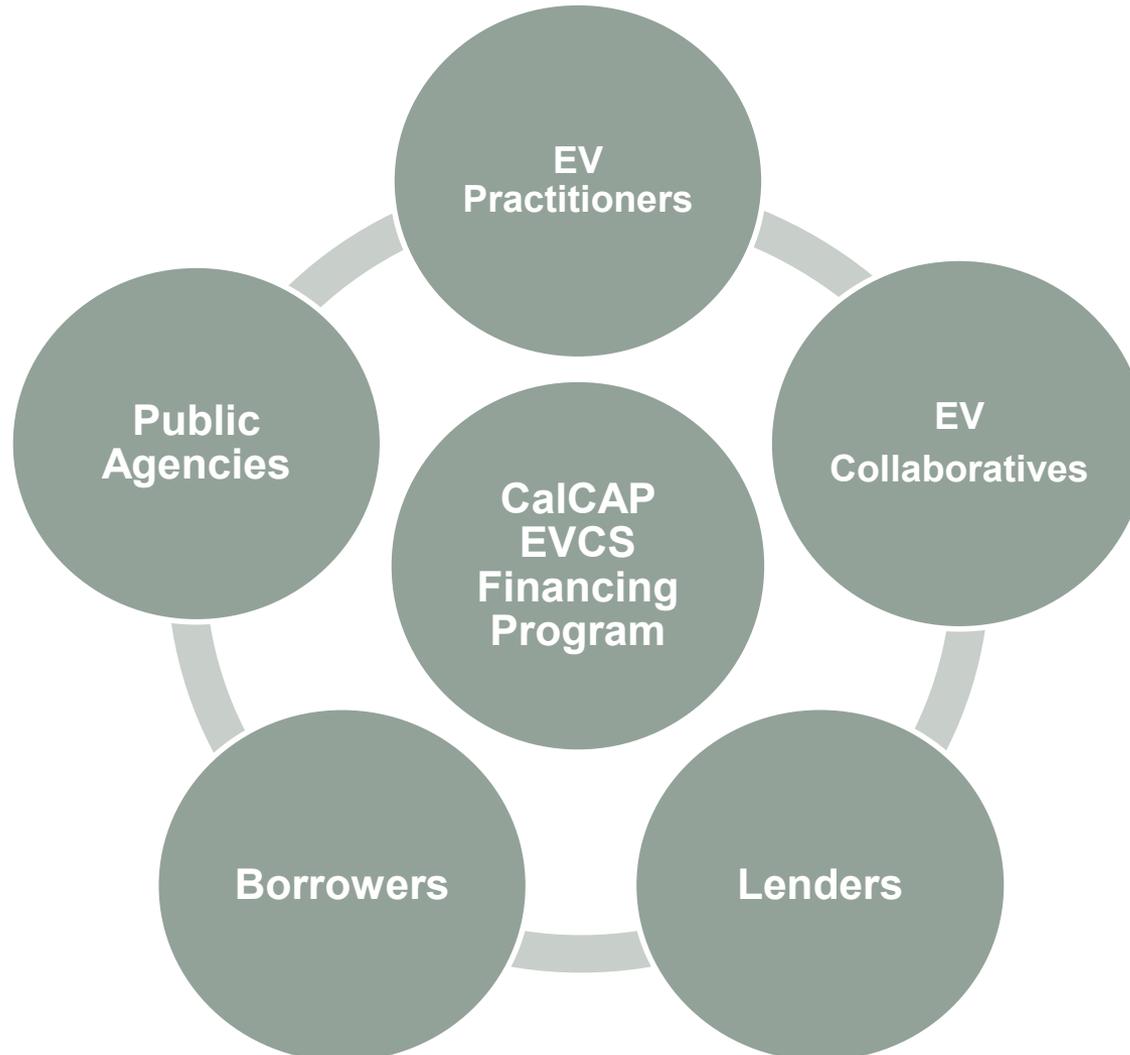
Public Agency Benefits

Program benefits to public agencies include:

- ✓ Accelerated implementation of California local governments' EV readiness plans
- ✓ Additional financial resources for EV infrastructure installation
- ✓ Advances in addressing California's air quality, climate change and public health goals and facilitates EVCS installation in DACs and MUDs
- ✓ Creates groundbreaking economic development opportunities for your community

CalCAP EVCS Financing Program Marketplace

Connect-Collaborate-Communicate



Connecting the Marketplace

- CalCAP is establishing an **EVCS Financing Program Marketplace Contact List** to:
 - Answer EV and EV infrastructure questions
 - Provide technical assistance
 - Discuss EV business models
- The **EV Financing Program Marketplace Contact List** will be posted on CPCFA's EVCS Financing Program's webpage at: <http://treasurer.ca.gov/cpcfca/calcap/evcs/index.asp>
- Sign up for the Contact List by providing the following information to CalCAP@treasurer.ca.gov :
 - Full Name
 - Title
 - Organization
 - Direct Line
 - E-mail Address
 - Area of EV expertise



Participating Lenders

(as of 6/18/15)

Dimension Funding

- Michael Wagner or Richard Wagner, Managing Members
- (949) 608-2236
- mwagner@dimensionfunding.com or rwagner@dimensionfunding.com

Economic Development & Financing Corporation

- John Kuhry, Executive Director
- (707) 467-5953
- john@edfc.org

Maxim Commercial Capital, LLC

- Doug Houlahan, Chief Financial Officer
- (415) 599-4057
- doug@maximcc.com

Opportunity Fund Northern CA

- Libby Morris, Senior Operations Manager
- (408) 516-5042
- libby@opportunityfund.org

Pacific Enterprise Bank

- Russell Smith, Chief Credit Officer
- (949) 623-7593
- rsmith@pacificenterprisebank.com

Join the “Charge”



Practitioners and Borrowers -

- ❑ Reach out to participating lenders for your EVCS financing needs or those of your clients
- ❑ Encourage your lenders to participate in the CalCAP EVCS Financing Program

Lenders -

- ❑ Take advantage of this opportunity to be a part of the rapidly emerging EV market
- ❑ Participate in CalCAP’s upcoming lender training
- ❑ New to the Program? Sign up to be a lender today!

Public Agencies –

- ❑ Share this financing opportunity with small businesses in your community
- ❑ Refer interested parties to the CalCAP EVCS Financing Program to carry out your policy goals and objectives

***Utilize the EVCS Financing Program
Marketplace Contact List !***

Q & A



CPCFA Mainline: (916) 654-5610

Email: CalCAP@treasurer.ca.gov

Mail to: California Pollution Control Financing Authority
CalCAP EVCS Financing Program
915 Capitol Mall, Room 457
Sacramento, CA 95814

Web: <http://treasurer.ca.gov/cpcfa/calcap/evcs/index.asp>



CalCAP EVCS Financing Program

Thank you for participating!!