



Financing Programs

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The *Everybody Wins* Lease

- Capitalized by State Department of Energy funds (\$2 Million)
- Department of Transportation Funds (\$3 Million)
- Currently the funds are for Oregon trucking firms or trucks that operate in Oregon
- CSS is working with SIBs in Washington and California to secure additional financing

The *Everybody Wins* Lease

- Pays the cost of the equipment
- Pays for installation
- Adds a factor for risk
- Coordinates grants, loans for a low monthly payment
- Carries the lease up to 60 months
- A trucker can save as much as \$1000 per month in fuel for a \$350 payment



SBA Loans

- CSS has accessed financing backed by SBA
- Underwriter is Superior Finance Group
- This financing is available nationally through the CSS website
 - One page application
 - Prequalification within seconds
 - Loan is unsecured working capital
 - Prime + 4.5%
 - Amortized up to ten years
 - Drivers from any state can qualify

GRANTS

CSS will aggressively search for and apply for grants to help subsidize the cost of the SmartWay upgrade

The Carl Moyer Fund

- Available in California
- CSS is currently working with CARB to design a program that will allow CSS to issue Carl Moyer grants to trucks that qualify
- CSS has requested the ability to pro-rate the grant based on miles operated in California

Air District Grants

- There are 35 AQMDs in California. Each is allowed to develop grant programs based on guidance from CARB
- There are many truckers that already qualify for these grants and are unaware of the programs or intimidated by the process
- CSS will identify those that qualify and help with the application process
- CSS will keep a database of programs offered by the AQMDs and refer truckers that qualify

CMAQ Grants

- CMAQ is funding that comes from Federal Highway and is issued to Metropolitan Planning Organizations (MPOs)
- CSS has received a CMAQ grant for building a center in Sacramento
- CSS has another CMAQ grant pending for a center in Portland
- CMAQ is typically used for one-time infrastructure projects



DOE Grants

- CSS has not identified specific DOE grants available at this time
- DOE grants are available periodically
- Usually for testing and fuel economy studies

EPA Grants

- Grants are awarded through competitive process
 - Headquarters
 - Region 9 / Region 10
 - West Coast Diesel Collaborative
- Supplemental Environmental Projects (SEPS)
 - Projects funded by violators in lieu of paying a fine
 - Must have nexus with the project
 - These are voluntary and must be approved by EPA and the local jurisdiction



Foundation Grants

Upgrading trucks has a great public purpose:

- Saves fossil fuel
- Improves air quality
- Improves economy
- Reduces carbon emissions

There are many private foundations and corporate sponsored charities that will support CSS.



Oregon BETC

- 35% tax credit for upgrading
- If CSS owns the equipment, the tax credit is retained by CSS and used to help cover costs and/or provide subsidies
- The upgrade must have a 10% fuel economy savings
- Most products will not meet the threshold unless they are sold as a SmartWay package deal

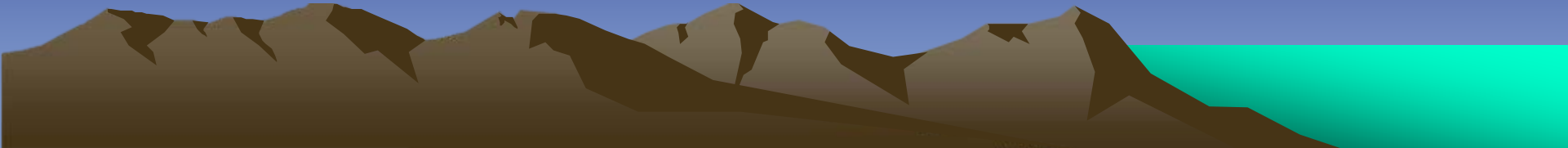
Other Incentives

- Carbon Offsets

CSS is working on a program to document fuel savings and associated emissions credits. We are in need of an expert to design the tracking system and market the credits.

- Fuel saver card

Any truck owner that upgrades becomes part of the “CSS fleet”. CSS has negotiated a \$.06 a gallon fuel discount for fleet members.



Discussion

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