



***Environmental
Financing
Resources***

**for
CALIFORNIA
BUSINESSES**

California Environmental Protection Agency
Air Resources Board

“Environmental Financing Resources for California Businesses” was developed as a result of a December 1998 Workshop entitled *“What Can We Do To Improve Small Business Access To Financial Assistance For Environmental Projects.”* This document builds upon *“Resources for Recycling”* by the California Integrated Waste Management Board with help from the California Trade and Commerce Agency, the State Treasurer’s Office, and workshop participants. For more information on these efforts contact the California Air Resources Board Office of the Ombudsman at (916) 323-6791.

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Introduction

The future course of environmental management in California is increasingly being viewed in the context of “sustainable systems.” In order to be considered sustainable, these systems must exhibit sufficient institutional, technical, managerial, and financial capacity to prosper and endure. The question of interest to most businesses in California is how to pay for – or how to sustainably finance – the continuing need for environmental protection. The information on financial resources for environmental projects contained in this document is intended to be a guide that will enable practitioners in the public and private sector to find the appropriate methods to finance environmental protection efforts. It provides an overview on a wide range of funding programs available from federal and state agencies that are useful in paying for sustainable environmental business systems.

Environmental Financing Resources for California Businesses is divided into three sections: federal, state, and private/non-profit financial resource assistance. Both the federal and state sections provide information on loans, grants, and special funding programs. In addition, the state financial resource section provides information on bonds and tax exemptions/credits. The private/non-profit financial resource assistance section provides information on loan programs and initiatives, and electrical utility’s discounts and incentives. Each program is briefly described and contact information is provided for further reference.

Loans

A loan is the temporary provision of a specific amount of funds up-front for an expenditure that must be repaid with interest in a set amount of time. The rate of interest is either established prior to the loan or determined through negotiations. Private loan programs provide capital funds to a variety of recipients for a wide variety of purposes and projects within the range of market interest rates. Typically, larger and/or more financially secure customers receive the best interest rates. Federal and state government loan programs usually provide capital funds to select numbers of public bodies and private nonprofit entities, or private businesses. These funds are made available at subsidized (lower than market) rates for projects that must meet the particular program’s specific eligibility criteria. Many government loan programs are specifically targeted to (or have some portion of their criteria targeted to) small, economically distressed, and/or rural communities and businesses, since such entities often need assistance in acquiring operating capital.

Advantages

Federal and state loan programs frequently provide loans at lower interest rates than those that are available for bond financing on private capital markets. In addition, arranging a loan may be a quicker means of acquiring capital than issuing bonds, and usually involves fewer transaction costs. Smaller and economically disadvantaged businesses may find arranging loans easier than issuing bonds to acquire needed capital.

Limitations

Subsidized loan programs are subject to the availability of funds and it may be difficult for some loan candidates to meet eligibility criteria, even for low-interest loans. Commercial loan programs on the other hand will generally have higher interest rates than most states and localities could command for bond issues.

Grants

A grant is a sum of money awarded to a state or local government or non-profit organization. Typically, grants are awarded by the federal government to state or local governments, or by states to local agencies and represent a transfer payment from one organization to another for a purpose deemed necessary or desirable by the awarding organization.

Advantages

The primary advantage of grants is that state and local governments and other eligible recipients do not have to use their own resources (which they may or may not have) to pay the specific eligible costs that the

grants cover. In cases where grant recipients do not have the needed resources, grants allow them to pursue additional activities. And, in cases where they have adequate resources, grants make it possible for recipients to pursue additional activities or to forgo expenditures entirely. Grants can be highly equitable when they address affordability concerns and can leverage additional resources through matching funds.

Limitations

Applying for grants can be costly, time-consuming, and problematical. It requires trained staff members on the part of the grantee to determine grant opportunities, and to submit detailed grant applications. These grant applications can often take months for the awarding organizations to process and award. Even then, due to the intense competition at both the state and local levels for the limited pool of grant funds, state and local governments and other recipients may find it increasingly difficult to acquire funding for many projects. In addition, due to grant eligibility limitations, only a percentage of the total project costs may be eligible for project assistance. Obtaining matching funds, often ranging from 5 to 50 percent, may be difficult. Even when grant funding is approved, the grantee may need to seek short-term debt instruments to cover cash shortages while awaiting the arrival of the funds. Moreover, grant funds often have conditions that affect the scope, intent, nature, or cost of the project or program in question. For example, U.S. EPA Section 105 grants are negotiated grant agreements which obligate state air programs to use the funds to perform certain activities that may or may not coincide with the state's own priorities for its air program. Certain grant conditions, such as mandatory grant reviews and production of detailed reports, may increase the overall cost of the project. Most federal grants also require that grantees must comply with other federal laws and regulations regarding a range of factors such as wage rates, anti-discrimination, and environmental requirements.

Acknowledgements

This financial assistance resources document and any future updates will remain as final drafts. The reason for this is not the lack of information necessary to ensure its completion: quite the contrary, in pulling together this extraordinary amount of material, staff found that there is so much activity regarding new financing options that by press time there were already more financing tools available. To the end of providing the most up-to-date and comprehensive resource available, we encourage readers to send us their suggestions for new tools to be included and to keep us apprised any changes or additions to those already listed.

FEDERAL FINANCIAL RESOURCES

Loan Programs

U.S. SMALL BUSINESS ADMINISTRATION

Small Business Administration (SBA) programs promote small business formation and growth through loans to qualified applicants. Loans can fund the varied needs of small businesses when necessary financing is unavailable, on reasonable terms, through normal lending channels. Private lenders, usually banks, make loans that are guaranteed up to 90 percent by the SBA. The borrower makes loan payments to the lender. There are several types of SBA loans designed to fill different businesses' special needs.

Who do I contact?

The SBA has offices located around the country. For the one nearest you, consult the U.S. Government section of your telephone directory, call the Small Business Answer Desk at (800) U-ASK-SBA (827-5722), or check the Internet site at <http://www.sbaonline.sba.gov>.

SBA 7(A) LOAN PROGRAM

Description:	SBA 7(a) financing is the most frequently used SBA loan program. Guaranteed loans are made and disbursed by private lenders and guaranteed by SBA. Loans may be made for any business purpose. Examples include working capital, purchase of equipment and other assets, or purchase of land and buildings.
Amount of Loan:	A private lender makes the loan; the SBA will guarantee payment up to 80 percent for loans of \$100,000, and 75 percent for loans of \$750,000.
Use of Funds:	Purchase of land and improvements. Purchase of existing buildings and improvements. Building construction. Building remodeling. Purchase of machinery/equipment. Working capital. Inventory purchase. Business buy-outs.
Maturity:	Land and building -- 25 years. Machinery/equipment -- 10 years. Working capital -- 5 to 7 years.
Collateral:	Deeds of trust, mortgages on land and buildings acquired, liens on machinery, equipment and fixtures acquired, lease assignment, personal guarantees.
Eligibility:	The business generally must be operated for profit and fall within size standards set by the SBA.

SBA 504 CERTIFIED DEVELOPMENT COMPANY LOAN PROGRAM

Description:	This loan is for commercial real estate construction and/or commercial real estate loan refinancing programs with the SBA, borrower, SBA participating bank and/or a Certified Development Corporation.
Amount of Loan:	Maximum amount is \$750,000 -- minimum is \$50,000.

Use of Funds: Funds can be used for land acquisition, purchase of existing buildings, construction, renovation and restoration, and purchase of machinery/equipment.

Maturity: Land and buildings -- 10 to 20 years.

Eligibility: The business generally must be operated for profit and fall within size standards set by the SBA.

SBA LOW DOCUMENTATION (LOWDOC) LOAN PROGRAM

Description: The SBA LowDoc program focuses on the character, credit, and reliability of applicants. No predetermined percentage of equity will be required, nor is lack of collateral a determining factor. LowDoc reduces the paperwork involved in loan applications. The SBA uses a one-page application and relies on the strength of the individual applicant's character and credit history.

Amount of Loan: SBA guarantee is 80 percent for loans of \$100,000 or less.

Use of Funds: Expand or modernize facilities.
Purchase of machinery and equipment.
Finance permanent working capital.
Purchase of an existing building.
Purchase of land and construction of building.
Acquire an existing business.
Start-up a new business venture.

Maturity: Working capital loans-5 to 7 years.
Fixed assets-5 to 10 years.
Real estate acquisitions-25 years.

Eligibility: Small businesses.

EXPORT REVOLVING LINE OF CREDIT LOAN (ERLC)

Description: The SBA's ERLC provides funds for the manufacturing or purchase of goods or services for export purposes, or for the purpose of penetrating and developing foreign markets. The program guarantees repayment to a lender in the event an exporter defaults. By reducing a lender's risks, the ERLC provides an incentive for lender's to finance small business exporters' working capital needs.

Amount of Loan: A private lender makes the loan; the SBA will guarantee payment up to 80 percent for loans of \$100,000, and 75 percent for all other loans, subject to the \$750,000 maximum guarantee amount.

Use of Funds: Loan proceeds can be used to finance labor and materials needed for manufacturing, purchase goods or services for export, develop foreign markets, and finance foreign accounts receivable.

Maturity: ERLC loan maturity is based on the applicant's business cycle, but cannot exceed 36 months.

Collateral: Collateral may include accounts receivable, inventory assignment of contract proceeds and bank letters of credit. Only collateral under the jurisdiction of U.S. courts will be acceptable.

Eligibility: Manufacturers, wholesalers, and export management companies, and export trading companies that have been in operation (not necessarily in exporting) for at least one year prior to filing an application.

CAPLINE PROGRAM-REVOLVING LINE OF CREDIT

Description: CapLine (formerly known as Greenline), is intended to help eligible small businesses to obtain a dependable commitment for credit that can meet their short-term financing needs over an established period of time. It is available to small businesses that are unable to obtain revolving lines of credit without guaranty supports and that show the ability to comply with the servicing requirements of this program. It is intended to finance the cash cycle of qualified small businesses by advancing funds against the value of their existing inventory and accounts receivable.

Amount of Loan: SBA guarantee is 80 percent for loans of \$100,000. There is no maximum loan amount. However, SBA's maximum guarantee cannot exceed \$750,000 or 75 percent of the loan amount, whichever is less.

Use of Funds: Operating capital, inventory, and consolidation of short-term debt.

Maturity: Up to 5 years.

Eligibility: A business must operate for profit and meet SBA size standards.

MINORITY PREQUALIFICATION PILOT LOAN PROGRAM

Description: The Minority Prequalification Loan Program helps eligible small businesses access capital through the coordinated efforts of both the public and private sectors. The program uses local, private sector organizations as intermediaries to assist in the loan process. A prospective borrower works with the intermediary to develop a viable loan application. The application is then submitted directly to the SBA for expedited consideration of a loan pre-qualification. On approval, the intermediary can assist the applicant in locating a competitive lender.

Amount of Loan: Generally, the program is for loan requests of \$250,000 or less; some SBA offices, however, have established other local limitations.

Use of Funds: Purchase of land and improvements.
Purchase of existing buildings and improvements.
Building construction.
Building remodeling.
Purchase machinery/equipment.
Working capital.
Inventory purchase.
Business buy-outs.

Maturity: Land and building -- 25 years.
Machinery and equipment -- 10 years.
Working capital -- 5 to 7 years.

Collateral: Deeds of trust, mortgage on land and buildings acquired, liens on machinery, equipment and fixtures acquired, lease assignment, personal guarantees. As with all 7(a) loan programs, loans will not be declined where inadequate collateral is the only unfavorable factor. All owners of 20 percent or more of the business are required to personally guarantee the note.

Eligibility: The business generally must be operated for profit and fall within size standards set by the SBA.

HANDICAPPED ASSISTANCE LOAN (HAL)

Description: Provide financial assistance to federal, state, or private organizations that are operated in the interests of physically challenged individuals. Loans are in two categories.

- HAL-1: Financial assistance is available to public or private nonprofit sheltered workshops, or any similar organization.
- HAL-2: Assistance is available to finance a small business owned by a physically challenged person.

Amount of Loan: The SBA may guarantee up to \$500,000 of private lender loans; direct loans are limited to \$150,000.

Use of Funds: Loans under this program are available for the establishment, acquisition, or operation of a small business concern.

Eligibility: Public agencies, private or nonprofit organizations, and physically challenged individuals.

EXPORT WORKING CAPITAL PROGRAM (EWCP)

Description: The Export Working Capital Program (EWCP) was designed to provide short-term working capital to exporters. The EWCP is a combined effort of the Small Business Administration and the Export-Import Bank. The two agencies have joined their working capital programs to offer a unified approach to the government's support of export financing. The EWCP uses a one-page application form and streamlined documentation with turnaround usually 10 days or less. A letter of pre-qualification is also available from the SBA.

Amount of Loan: Loan requests of \$833,333 or less are processed by the SBA. Loan requests over \$833,333 may be processed through the Export-Import Bank.

Eligibility: A small business operating for profit in the United states.

Use of Funds: The proceeds can be used to finance the working capital needs associated with a single or multiple transactions of the exporter.

Interest Rates: Negotiated between the applicant and the lender.

Maturity: A maximum of 18 months for a single transaction. Typically 12 months for a revolving line of credit.

OTHER TYPES OF SBA LOANS

- **Defense Loan and Technical Assistance (DELTA) Program.** The SBA has established the DELTA program on a pilot project basis. DELTA is a joint SBA/Department of Defense loan program, administered by the SBA. SBA will process, guarantee, and service DELTA loans. DELTA assists small businesses that are dependent on defense contracts (as prime or subcontractors) and are adversely affected by defense spending reductions.
- **Small Loan Program.** Loans up to \$50,000.
- **Contract Loan Program.**
- **Energy and Conservation Loan Program.**
- **Small General Contractor Loans.**
- **Pollution Control Loans.**

U.S. DEPARTMENT OF AGRICULTURE

RURAL ECONOMIC AND COMMUNITY DEVELOPMENT (RECD) LOAN PROGRAM- BUSINESS AND INDUSTRY GUARANTEED LOANS

Description:	Encourages commercial financing of rural businesses by creating and saving rural jobs and improving the economic and environmental climate of rural communities.
Amount of Loan:	No minimum, but typically beginning at the SBA maximum of \$500,000, up to \$10 million. Federal guarantees: 90 percent (maximum) guarantee on loans up to \$2 million; 80 percent (maximum) guarantee on loans of \$2-5 million; 70 percent (maximum) guarantee on loans of \$5-10 million.
Use of Funds:	Real estate, buildings, construction, repair, modernization, equipment, inventory, supplies, and working capital.
Maturity:	Working capital -- 7 years maximum. Equipment --15 years maximum. Real estate -- 30 years maximum.
Eligibility:	Most types of businesses are eligible. Project must be in a rural area.
Contact:	Administered in California by the RECD (formerly known as Farmers Home Administration). For more information visit the Internet sites at http://www.rurdev.usda.gov/ca/index.html (California information).

Grant Programs

U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT (HUD)

COMMUNITY DEVELOPMENT BLOCK GRANTS (CDBG)

Description:	Community Development Block Grants are given by HUD to local communities to create local jobs and housing, primarily for low- and middle-income residents. While smaller cities may use CDBG funds to directly finance specific projects, larger cities typically use them to capitalize revolving loan funds to provide low-interest subordinated mortgage loans to businesses. Revolving loan funds give communities the flexibility of making smaller loans to a larger number of projects.
Amount of Loan:	Variable.
Level of Funding:	Funds are available through local communities. Terms of the loans vary from one jurisdiction to another.
Eligibility:	Units of local governments in counties and cities are eligible. Special districts, nonprofit organizations, and businesses may apply for funds through those jurisdictions.
Contact:	Barbara Neal (202) 708-1577 Internet: http://www.hud.gov

U.S. SMALL BUSINESS ADMINISTRATION

SMALL BUSINESS INNOVATION RESEARCH GRANT

Description: The SBA's Small Business Innovation Research (SBIR) program was established under the Small Business Innovation Development Act of 1982. This program allows small businesses to compete for federal research and development grant awards, which are used to stimulate commercialization of successful technology. The SBIR program is available nationwide, as well as in Puerto Rico and the District of Columbia. The SBA publishes the SBIR Pre-Solicitation Announcement (PSA) quarterly. For the convenience of small business concerns, the SBA makes SBIR program information available to small business concerns on the first day of each quarter. The program involves three phases:

Phase I: Evaluate the scientific technical merit and feasibility of an idea. Awards are for periods of up to six months, in amounts up to \$70,000.

Phase II: Expand on the results of and further pursue the development of Phase I. Awards are for periods of up to two years, in amounts up to \$250,000.

Phase III: Commercialization of the results of Phase II. Requires the use of private or non-SBIR federal funding.

Eligibility: For-profit businesses with a place of business located in the United States, and with 500 or fewer employees.

Contact: For more information on the SBIR program call 1(800) 490-9194 or visit the following Internet site: <http://www.sba.gov/SBIR/sbir.html>. (SBIR Program Information).

You can also contact other federal agencies that participate in the SBIR program. Each agency administers its own program, and establishes its own themes or priorities for project funding. Check the listing below for participating federal agencies.

Department of Agriculture	(202) 401-4002
Department of Commerce	(301) 713-3565
Department of Defense	(703) 697-1481
Department of Education	(202) 219-2050
Department of Energy	(301) 903-3054
Department of Health and Human Services	(202) 690-7300
Department of Transportation	(617) 494-2051
Environmental Protection Agency	
San Francisco Office	(415) 744-1148
National Aeronautics and Space Administration	(202) 358-0691
National Science Foundation	(202) 653-5002
Nuclear Regulatory Commission	(301) 429-3625

U.S. ENVIRONMENTAL PROTECTION AGENCY PROGRAMS

SMALL BUSINESS INNOVATION RESEARCH PROGRAM

Description: The U.S. EPA, under its Small Business Innovation Research (SBIR) program provides research and development contracts to small businesses to sponsor and promote highly innovative pollution control and prevention projects.

Amount of Grant: This is a competitive federal award program consisting of three distinct phases. Awards in Phase I are for periods of up to 6 months, in amounts up to \$65,000. Awards in Phase II are for periods of up to 2 years, in amounts up to \$220,000. Funding for Phase III requires the use of private or non-SBIR federal funding.

Eligibility: Small businesses.

Contact: Small Business Hotline 1-800-490-9194 or visit the Internet address at <http://es.epa.gov/ncerqa.sbir/>

U.S. DEPARTMENT OF ENERGY PROGRAMS

NATIONAL INDUSTRIAL COMPETITIVENESS THROUGH ENERGY, ENVIRONMENT, AND ECONOMICS (NICE³)

Description: NICE³ is an innovative, cost-sharing grant program that encourages industries to use waste productively or reduce industrial waste at its source. The goal of NICE³ is to help industry increase its bottom line, enhance industrial competitiveness, save energy and prevent pollution.

Amount of Grant: \$5,800,000 in matching grants was offered in 1995, with an average amount per grant of \$400,000. Dollar-for-dollar matching funds are required.

Level of Funding: Funding is awarded via program and general competitions through various state energy departments.

Eligibility: All states and territories.

Contact: For more information call (916) 654-4554 or visit the Internet site at <http://www.oit.doe.gov/nice3/>.

U.S. DEPARTMENT OF COMMERCE PROGRAMS

NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY

ADVANCED TECHNOLOGY PROGRAM

National Institute of Standards and Technology (NIST) is interested in funding research and development projects that have strong commercial potential, but that have attracted little private investment. NIST is redirecting federal research and development funding from military to civilian applications. This effort may provide funding opportunities to some recycling businesses, particularly makers of recycled products.

Description: The Advanced Technology Program (ATP) partners with industry to provide partial funding supporting development of technologies that have potential for stimulating U.S. economic growth. The ATP concentrates on promising, but high-risk, enabling technologies that can form the basis for new and improved products, manufacturing processes, and services. Specific research and development (R&D) projects are selected from proposals developed and submitted by industry. All awards are made through announced competitions. The ATP provides multiyear funding to single

companies and to industry-led joint ventures to pursue R&D projects with high payoff potential for the nation.

Amount of Grant: Businesses can receive up to \$2 million of ATP funds for up to three years. Businesses do not have to provide matching funds, but are reimbursed for direct cost only. Joint ventures can be funded for up to five years, with no funding limit. Joint venture businesses must also share costs, in matching funds.

Level of Funding: Funding is awarded via program and general competitions that are announced in the *Commerce Business Daily* and on the NIST Internet site.

Eligibility: Small, medium, and large for-profit companies and joint ventures led by two or more companies are eligible for direct funding. Successful ATP project sponsors range in size from start-up companies with a handful of employees to major industrial firms with international scope. Universities, federal laboratories, and nonprofit independent research organizations participate in many ATP projects, but as subcontractors or as members of joint ventures (nonprofit independent research organizations may administer joint ventures). Small and large businesses are eligible. Single companies and joint ventures consisting of two or more companies may apply.

Contact: (800) ATP-FUND or (800) 287-3863.
<http://www.atp.nist.gov/>

Special Funding Programs

U.S. DEPARTMENT OF ENERGY

STATE ENERGY PROGRAM

Description: The U.S. DOE allocates funds to states under the State Energy Program (SEP). These special awards go to state energy agencies (i.e. the California Energy Commission) for a variety of projects which promote the conservation of energy. The ICTC has been successful in securing \$850,000 in SEP awards over the last three fiscal years to assist with the development of seven of nine fueling stations.

Level of Funding: \$2,200,000 was allocated for alternative fuel projects in 1999.

Proposal due: Proposals are due at DOE Headquarters on March 1, 1999.

Contact: For more information call: Ernie Rios (510) 637-1950 or Gail Mc Kinley (202) 586-2320.

STATE FINANCIAL RESOURCES

Loan Programs

CALIFORNIA TREASURER'S OFFICE PROGRAMS

CALIFORNIA CAPITAL ACCESS PROGRAM (CALCAP)

Description:	Provides loan portfolio insurance for banks to encourage banks to make loans to small businesses that carry higher-than-conventional lending risk. CalCAP is available through banks statewide. Lenders set all the terms and conditions of the loans and decide which loans to enroll into CalCAP.
Amount of Loan:	The maximum loan amount is \$2.5 million. The maximum premium CPCFA will pay is \$100,000 (per loan). Term loans and lines of credit for the acquisition of land, construction or renovation of buildings, and purchase of equipment and inventory.
Eligibility:	The business must be classified as a small business under U.S. Small Business Administration guidelines or have fewer than 500 employees.
Eligible lenders:	Any federal or state-chartered bank, savings association or credit union is eligible to participate in CalCAP.
Contact:	California Pollution Control Financing Authority 915 Capitol Mall, Room 466 Sacramento, CA 95814 (916) 654-5610 http://www.treasurer.ca.gov/calcap.htm

LOAN GUARANTEES

Description:	Provides guarantee financing on revolving lines of credit, small loans and agricultural loans. A private lender, usually a regulated bank provides the loan. This loan is supported by a conditional guarantee issued by one of eight nonprofit financial development corporations. The Office of Small Business, within the California Trade and Commerce Agency, administers the program.
Contact:	For further information, see the section on nonprofit sources under California Small Business Financial Development Corporations on the Trade and Commerce Internet site: http://commerce.ca.gov/business/small/financial

HAZARDOUS WASTE REDUCTION DIRECT LOANS

Description:	Assist small businesses with low cost funding to meet environmental regulations in reducing waste generated, or lessening the hazardous properties of waste generated. Proceeds can only be used to finance the purchase or installation of hazardous waste equipment and processes.
Amount of Loan:	Loan amounts range from \$20,000 to \$ 150,000.
Maturity:	Up to 7 years.
Eligibility:	Small businesses with a California Environmental Protection Agency (EPA) hazardous waste generator number.

Contact: E-tim Adakarna
Loan Officer
801 K St., Suite 1700
Sacramento, CA 95814
(916) 323-0777
<http://commerce.ca.gov/business/small/>

INDUSTRIAL DEVELOPMENT BOND FINANCING (IDB)

Description: IDBs are a means of providing manufacturers with the ability to purchase land, buildings, and capital equipment through below-market financing, at tax-exempt interest rates. These bonds are the lowest cost and most flexible financing alternative available to manufacturers seeking to expand, renovate, or renovate their facilities.

Amount of Loan: Projects costing at least \$500,000, and not exceeding \$10 million.

Maturity: 15 to 30 years.

Eligibility: Manufacturers or processors.

Contact: The California Economic Development Financing Authority (CEDFA) within the Trade and Commerce Agency at (916) 324-1299, or visit their Internet site at <http://commerce.ca.gov/doc/business/select/communities/cedfa.html>. You can also contact financing authorities formed by local governments.

UNDERGROUND STORAGE TANK REPAIR DIRECT LOAN

Description: Assists businesses in repairing, removing, replacing, or upgrading petroleum tanks to meet U.S.EPA and State requirements.

Amount of Loan: The maximum loan per applicant is \$750,000 and the minimum loan is \$10,000.

Use of Funds: The loan proceeds must be used to either repair, replace (includes acquisition and installation), or upgrade underground petroleum tank(s).

Maturity: Loans secured by real property, up to 20 years. Loans secured by other (non-real estate) assets have a maturity of up to 10 years.

Eligibility: Small businesses with 500 employees or less.

Contact: Trade and Commerce Agency at (916) 323-9879 or visit their Internet site at <http://commerce.ca.gov/doc/business/small/management/pub/hl034.html>

SUDDEN AND SEVERE ECONOMIC DISLOCATION LOAN PROGRAM (SSED)

Description: Business loans leading to the creation or retention of jobs in areas of the state affected by plant and military base closures, defense downsizing, industry layoffs, and presidentially declared disasters.

Amount of Loan: \$25,000 to \$500,000.

Use of Funds: Land and buildings (excluding construction), machinery and equipment, and working capital.

Loan Terms: Up to 20 years, depending on the use of the loan funds.

Eligibility: Must be located in SSED-eligible areas.

Contact: Trade and Commerce Agency at (916) 322-8311 or visit their Internet site at <http://commerce.ca.gov/doc/business/select/communities/ssed.html>

OLD GROWTH DIVERSIFICATION REVOLVING LOAN FUND

Description: To provide capital lending for the creation and retention of jobs in areas of Northern California affected by timber harvest reductions and sawmill and related plant closures.

Amount of Loan: Loan amounts of \$25,000 to \$100,000.

Use of Funds: Purchase of land and buildings, machinery and equipment, working capital, and lines of credit (excluding construction).

Maturity: Equipment, land and buildings or real estate, up to 10 years.
Working capital, up to 5 years.
Line of credit, up to 1 year.

Eligibility: Emphasis will be placed on value-added wood products and other resource-related manufacturing, and on business ventures that diversify the local economy. Where possible, preference will be given to those projects that employ displaced timber workers.

Contact: Trade and Commerce Agency at (916) 323-0494 or visit their Internet site at <http://commerce.ca.gov/doc/business/select/communities/ogrowth.html>

RURAL ECONOMIC DEVELOPMENT INFRASTRUCTURE PROGRAM (REDIP)

Description: The purpose of the REDIP Program is to provide financing for the construction, improvement, or expansion of public infrastructure, with the intent of creating jobs in rural cities and counties with an unemployment rate either equal to or above the state's average unemployment rate.

Amount of Loan: Up to \$ 1 million.

Use of Funds: Publicly owned infrastructure required for the construction or operation of a private development.

Loan Term: 20 years.

Eligibility: Contact the REDIP manager for counties and cities that may be eligible for funding.

Contact: Trade and Commerce Agency at (916) 322-1498 or visit their Internet site at <http://commerce.ca.gov/doc/business/select/communities/redip.html>

CALIFORNIA EXPORT FINANCE OFFICE (CEFO) LOAN GUARANTEES

Description: The California Export Finance Office (CEFO) helps finance export sales by providing working capital loan guarantees to financial institutions on behalf of small and medium-sized California companies. CEFO has the authority to administer their loans, guarantees and insurance products for California companies. CEFO offers the following export loan guarantees in support of short term (up to 18 months) transaction specific working capital loans for:

- Pre-Shipment and Post Shipment Working Capital
- Letters of Credit financing
- Purchase Order financing

- Open Account financing
- Easy access to Foreign Credit Insurance through government and private insurance agencies
- Standby Letter of Credit Financing for Performance Bonds

Amount of Loan Guarantee: Up to 90% of the export loan, allowing for a maximum guarantee of \$750,000.

Eligibility: Small or medium-sized business in California.

Contact: California Export Finance Office
 Caroline Brown
 One World Trade Center, Suite 900
 Long Beach, CA 90831
 (562) 499-6014
 cbrown@commerce.ca.gov

CALIFORNIA ENERGY COMMISSION

SMALL BUSINESS ENERGY LOAN PROGRAM

Description: The Small Business Energy Loan Program (SBELP) was established to fund projects that demonstrate energy savings through alternative energy technologies through low-interest loans.

Amount of Loan: \$5,000 to \$150,000.

Maturity: 5 years.

Eligibility: Small businesses manufacturing alternative, energy-saving hardware, or desiring to use alternative technologies to reduce their energy costs.

Contact: Energy Commission
 1516 Ninth Street
 Sacramento, CA 95814
 (916) 654-4650
<http://www.energy.ca.gov>

STATE WATER RESOURCES CONTROL BOARD

STATE REVOLVING FUND PROGRAM-NONPOINT SOURCE LOAN

Description: The State Revolving Fund provides loans to municipalities for construction and administration of wastewater treatment, wastewater recycling, and nonpoint source pollution prevention projects.

Amount of Loan: A maximum loan of \$50 million per agency per year is available with a 20-year payback period.

Eligibility: Projects may include construction/land development, road construction and maintenance, grazing/dairies, abandoned mines, abandoned waste disposal sites.

Contact: Paul Roggensack
State Water Resources Control Board
(916) 657-0673
<http://www.swrcb.ca.gov/html/fesfund.html>

CALIFORNIA INTEGRATED WASTE MANAGEMENT BOARD

RECYCLING MARKET DEVELOPMENT ZONE LOW-INTEREST LOAN PROGRAM

Description: California's 40 Recycling Market Development Zones (geographic areas) offer a variety of incentives to recycling businesses within the boundary areas. Incentives are offered by local government, as well as by the Board and each zone offers its own unique package of incentives. The Board's loan program is offered only to recycling-based businesses. Conventional lenders sometimes hesitate to fund recycling-based manufacturing because, in their view, it involves unproved technologies.

Amount of Loan: Up to 50 percent of the project cost; maximum loan amount is \$1,000,000.

Use of Funds: Land, buildings, equipment, working capital, improvements that directly support eligible businesses within the zone.

Maturity: 10 years maximum term.

Eligibility: Businesses that use post-consumer or secondary waste materials, and are located within the boundaries of Recycling Market Development Zones, may be eligible to apply for loans.

Contact: Phone: (916) 255-1000
E-mail: rteam@ciwmb.ca.gov
<http://www.ciwmb.ca.gov/RMDZ/Loans/>

Grant Programs

CALIFORNIA INTEGRATED WASTE MANAGEMENT BOARD

USED OIL RESEARCH AND DEMONSTRATION PROGRAM GRANTS

Description: The California Oil Recycling Act authorizes the Board to issue various types of grants to local governments, nonprofit organizations and other entities to enhance the collection and recycling of used lubricating oil. Under the act, the Board collects four cents from oil manufacturers for every quart of lubricating oil sold, transferred, or imported into California.

The Used Oil Research and Demonstration Grant Program provides funding for research, testing, or demonstration projects that develop collection technologies and/or uses for recycled or used lubricating oil.

Amount of Grant: Up to \$300,000.

Level of Funding: Program funding is based on the fee collected from oil manufacturers on sales of lubricating oil. Funds remaining after recycling incentive payments and other used oil grant awards are made will be used to fund the grants. Businesses must provide a matching contribution of cash, equipment, or in-kind services of at least 25

percent, in addition to the total funds requested (e.g., \$100,000 grant request requires a \$25,000 matching contribution). Grantees will be required to document that the matching contribution was spent/supplied during the term of the grant.

Eligibility: Individuals, companies, local governments, and nonprofit organizations are eligible. Applicants must demonstrate their ability to successfully conduct research, testing or demonstration projects. Applications involving public/private or multijurisdictional partnerships are encouraged. Other grants are offered by the Board's Used Oil Program for local government and nonprofit organizations.

Contact: For copies of the application package or additional information regarding the grants, please contact the Board's Used Oil Program.
(916) 255-2136
<http://www.ciwmb.ca.gov/>

CALIFORNIA TIRE RECYCLING GRANT PROGRAM

Description: The Tire Recycling Grant Program is intended to divert tires from disposal in California landfills by promoting innovative research, fostering new business enterprises, and supporting local government programs. Program priorities and funding amounts are announced each fall. Past grant cycles have focused on innovative research, business development activities, and local government programs that provide alternatives to landfill disposal of tires and increase public awareness of the waste tire problem in California. Grants have been available to businesses, universities, and local governments.

Level of Funding: The California Tire Recycling Management Fund (Tire Fund) is funded by a \$0.25 fee collected on tires left for disposal at a dealer. The Board allocates funds annually based on availability and changing program needs.

Availability: Financial assistance opportunities are announced in the Notice of Funds Available (NOFA) distributed annually to local governments, businesses, and Individuals on the Board's tire mailing list. (Call the Board receptionist at (916) 255 2200 to be added to the mailing list.)

Eligibility: Local governments, individuals, businesses, and organizations whose objectives support waste tire diversion and recycling in California are eligible depending on program emphasis determined by the Board annually. Eligible applicants must propose projects that meet category requirements and criteria published in the NOFA and application package.

Contact: Tire Grants Hotline: (916) 255-2577
<http://www.ciwmb.ca.gov/>

CALIFORNIA DEPARTMENT OF CONSERVATION

RECYCLING, PUBLIC EDUCATION, AND LITTER REDUCTION GRANT PROGRAM

Description: The California Beverage Container Recycling and Litter Reduction Act requires the California Department of Conservation (DOC) to annually expend \$2 million, subject to available funds, in the form of grants to nonprofit organizations and government entities.

Use of Grant: Collection, community outreach, education, litter reduction, and market development.

Eligibility: Nonprofit organizations and government entities can apply for the grant. Projects must be related to, or provide a public benefit related to, collection, community outreach, education, litter reduction, and market development.

Contact: Christy Birkinshaw
Department of Conservation, Division of Recycling
Local Assistance Section
801 K Street, MS 20-21,
Sacramento, CA 95814-3530,
(916) 322-0613

CALIFORNIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

COMMUNITY DEVELOPMENT BLOCK GRANT (CDBG) PROGRAM

Description: The program is authorized by the Housing and Community Development Act of 1974. Grants are awarded, on a competitive basis, to local governments for eligible activities including planning, public service, construction and rehabilitation of housing and public facilities, and infrastructure improvements. Grantees can make loans to businesses, individuals, or nonprofits.

Use of Funds: Federal funds are made available, via the State, in most cities with populations under 50,000 and in counties with under 200,000. Cities and counties may, in turn, convert grant funds into business loans. Other uses include infrastructure, working capital, purchase of equipment, land acquisition and improvements, and purchase of buildings.

Eligibility: Businesses, individuals, or nonprofits via loans from units of local government that do not participate in the Urban County CDBG Program.

Contact: California Department of Housing and Community Development
Block Grant Division
1800 Third Street
Sacramento, CA 95814
(916) 445-6000
<http://housing.hcd.ca.gov/ca/cdbg/>

CALIFORNIA TRADE AND COMMERCE AGENCY

DEFENSE ADJUSTMENT MATCHING GRANT

Description: The California Defense Adjustment Matching Grant Program is designed to provide a portion of the matching funds required by communities seeking federal funding for defense-related economic adjustment planning and implementation grants.

Amount of Grant: From \$10,000 to \$150,000.

Eligibility: Cities, counties, and Joint Powers Authorities (JPA) between cities and counties, special districts, or non-profit corps are eligible under this program. The applicant must have jurisdiction over a closing military base or an area adversely impacted by reductions in federal defense spending. A city, county, or JPA may apply on behalf of a special district or nonprofit corporation within its jurisdiction applying for federal funds.

Contact: Trade and Commerce Agency at (916) 327-3112 or visit their Internet site at <http://commerce.ca.gov/doc/business/select/conununides/defcon/dcpO8.html>

DEFENSE CONVERSION MATCHING GRANT (CALTIP)

Description: The objective of this matching grant program is to make California proposals more competitive in federal solicitations by supporting projects that are in pursuit of creating new, globally competitive, commercial products and services that will lead to sustained economic growth and job creation. The program is supported by five separate state agencies: California Employment Development Department, California Employment Training Panel, California Energy Commission, California Environmental Protection Agency, and Trade and Commerce Agency.

Amount of Grant: From \$75,000 to \$250,000.

Eligibility: California nonprofit organizations, public agencies, consortia, and businesses.

Contact: California Trade and Commerce
Office of Strategic Technology
200 East Del Mar, Suite 204
Pasadena, CA 91105
(818) 568-9437
<http://commerce.ca.gov/doc/business/select/communities/defcon/dcpO7.html>

Bond Programs

CALIFORNIA TREASURER'S OFFICE

CALIFORNIA POLLUTION CONTROL FINANCING AUTHORITY (CPCFA)

LARGE BUSINESS POLLUTION CONTROL TAX-EXEMPT BOND PROGRAM

Description: Provides bond financing to California businesses, regardless of company size, for the acquisition, construction, or installation of qualified pollution control, waste disposal, and resource recovery facilities.

Contact: California Pollution Control Financing Authority
915 Capitol Mall, Room 457
Sacramento, CA 95814
(916) 654-5610
<http://www.treasurer.ca.gov/cpcfah.htm>

SMALL BUSINESS POLLUTION CONTROL TAX-EXEMPT BOND PROGRAM

Description: Provides bond financing to small businesses for the acquisition, construction, or installation of qualified pollution control, waste disposal, and resource recovery facilities. CPCFA may also provide a grant to partially offset the costs of issuance.

Contact: California Pollution Control Financing Authority
Attention: SBAF Program Manager
915 Capitol Mall, Room 457
Sacramento, CA 95814
(916) 654-5610
<http://www.treasurer.ca.gov/smallbus.htm>

CALIFORNIA INDUSTRIAL DEVELOPMENT FINANCING ADVISORY COMMISSION (CIDFAC)

INDUSTRIAL DEVELOPMENT BONDS (IDB)

Description:	The CIDFAC provides manufacturers in California with an alternative, low-cost source of funds to finance capital expenditures that will, in turn, increase employment or contribute to economic development. The program allows a business to borrow funds at competitive rates through the issuance of tax-exempt bonds enhanced by a letter of credit. Before CIDFAC will consider approval of a local bond issue, a business must receive approval by the local authority, the city, and the county where the project will be located. These agencies determine public benefit or verify that one new job will be for every \$50,000 borrowed from bond funds.
Amount of Bond:	The maximum face amount of an IDB issue is \$10 million per applicant per public jurisdiction.
Use of Funds:	The funds can be used to acquire land, buildings and equipment, machinery and furnishings, or for landscaping, cost of architects, engineers, attorneys and permits, and the cost of bond issuance.
Eligibility:	Industrial projects for assembling, fabrication, manufacturing, or processing that creates a product for resale. Projects for energy development, production, collection, or conversion. As well as projects that manufacture or process recycled or reused products and materials.
Contact:	CIDFAC 915 Capitol Mall, Room 466 Sacramento, CA 95814 (916) 654-5610 http://www.treasurer.ca.gov/stocidf.htm

Special Funding Programs

CALIFORNIA AIR RESOURCES BOARD

RICE STRAW DEMONSTRATION FUND

Description:	The 1997 amendments to Rice Straw Burning Reduction Act of 1991 created the Rice Straw Demonstration Project Fund to provide incentives for the development of commercial uses for rice straw.
Level of Funding:	The Legislature allocated \$5 million for this two-year project. The fund provides grants of up to 50% for projects which utilize significant amounts of Sacramento Valley rice straw.
Contact:	Lesha Hrynychuk Air Resources Board, Technical Services Division 2020 L Street, P.O. Box 2815 Sacramento, CA 95814 (916) 322-7297 http://www.arb.ca.gov/rice/ricefund E-mail: ricefund@arb.ca.gov

THE CARL MOYER MEMORIAL AIR QUALITY STANDARDS ATTAINMENT PROGRAM

Description: The Moyer Program was the result of the effort in 1998 to pass AB 1368 (Villaraigosa) and SB 1857 (Brulte), which was passed but was then vetoed by Governor Wilson. The legislation provided incentives for operators of heavy-duty on- and off-road vehicles and equipment to purchase new low-emission vehicles and retrofit existing vehicles with low-emission technologies. During budget negotiations, however, \$25 million was approved for the implementation of the program. The Air Resources Board is currently developing criteria for the implementation of the Moyer program. The draft program outline has the ARB matching funding from local air districts on a \$2 for \$1 basis. Thus, if every air district in the state submits applications for Moyer program funding, a total of \$37.5 million will be available for HDV deployment projects.

Level of Funding: \$25 million from CARB, \$12.5 million match from local air districts for a total of \$37.5 million.

Proposal Due: Air Resources Board. All state funds must be distributed to local Air Districts. Up to local air districts to determine local program criteria.

Contact: Jack Kitowski
Air Resources Board
2020 L Street, P.O. Box 2815
Sacramento, CA 95814
(916) 323-6169

CALIFORNIA AIR DISTRICT WORKING GROUP EMISSION REDUCTION PROGRAM

Description: Most air districts have funding mechanism for Alternative Fuel Vehicle projects, including moneys from the vehicle registration surcharge in non-attainment areas. In mid-1996, a process was initiated to increase the level of coordination between local Air Pollution Districts on heavy-duty vehicle programs. Participating agencies are developing a program criteria to jointly fund projects involving fleets which operate between air districts. Participants have indicated that an expedited funding mechanism would be preferred (similar to the Sacramento and San Joaquin Valley programs), where proposals for the program will be accepted on an on-going basis until all funds are allocated.

Level of Funding: Possible participation from a number of air districts, including Sacramento, South Coast and San Joaquin, as well as the CEC and CARB.

Proposal Due: n/a.

Contact: Bill Lovelace
Air Resources Board
2020 L Street, P.O. Box 2815
Sacramento, CA 95814
(916) 327-7214

INNOVATIVE CLEAN AIR TECHNOLOGIES (ICAT) PROGRAM

Description: The Innovative Clean Air Technologies (ICAT) program, established by the California Air Resources Board (ALRB), will co-fund the development and demonstration of technologies that reduce air pollution. The ARB issues an ICAT request for proposals (RFP) once each fiscal year.

Level of Funding: Approximately \$1 million is available for this program annually. The maximum ICAT funding for each project is \$500,000.

Eligibility: To be eligible for ICAT funding, the project must be technically feasible, reduce air pollution, have good market potential, have potential for job creation in California, and meet administrative requirements such as matching funds and the minority, women, and disabled veteran requirement.

Contact: The RFP release date will be announced in the State Contracts Register or you may contact:
California Air Resources Board
Research Division -- Innovative Clean Air Technologies
2020 L Street
Sacramento, CA 95814
(916) 323-1067

SOUTH COAST AIR QUALITY MANAGEMENT DISTRICT

AIR QUALITY ASSISTANCE FUND

Description: The AQF was established to increase the availability of financial assistance to small businesses for the purpose of complying with SCAQMD's air quality regulations. The AQAF is operated as a revolving fund and provides loan guarantees. Legislation establishing the fund sunsets January 1, 1999. The SCAQMD Board is currently evaluating the continuance the AQAF without the legislation.

Level of Funding: \$1.2 million is available for use for use.

Contact: Lupe Valdez
(909) 396-3780 or
SCAQMD (909) 396-2000 (General Information).

AIR QUALITY INVESTMENT PROGRAM (AQIP)

Description: The AQIP is a fund created by the South Coast Air Quality Management District which allows employers in the South Coast Air Basin to invest annually into a District administered restricted fund rather than implement any other program to meet employers emission reduction targets. The objective of the program is to reduce equivalent emissions to those which the employer would have to meet through the implementation of otherwise required indirect source control programs. Projects must demonstrate cost-effective emission reductions.

Level of Funding: Amount is set at \$158,000 plus roll over money from the previous quarter.

Contact: Shashi Singeetha
(909) 396-3298 or
SCAQMD (909) 396-2000 (General Information).

AB 2766, DISCRETIONARY FUNDS (MOBILE SOURCE AIR POLLUTION REDUCTION REVIEW COMMITTEE)

Description: Thirty percent of funds collected each year from a \$4 surcharge on vehicle registration created by AB 2766 (Sher) goes to the Mobile Source Air Pollution Reduction Review Committee (MSRC) to be used to implement programs to reduce mobile source emissions. Managers of the program have apportioned the available funding into several technology specific categories, including: heavy-duty vehicle; zero-emission/ultra-low emission vehicle; local city match; research, development

and demonstration of advanced low-emission transportation technologies; transportation control measures; and intelligent transportation systems components. In FY 1998/99 the MSRC nearly doubled its initial allocation of \$7.5 million for heavy-duty vehicle projects after the program was over subscribed. The program for FY 1999/00 is still under development, but preliminary indications is that the MSRC will allocate \$11 million and seek an \$8 million match from the Moyer Fund (see below).

Level of Funding: Tentatively \$ 11 million for Heavy Duty Vehicle projects (trucks and buses) with an additional \$8 million from the state, for a total program of \$19 million.

Proposal Due: n/a

Contact: Ray Gorski
(909) 396-2479 or
SCAQMD (909) 396-2000 (General Information).

AB2766, SUBVENTION FUNDS

Description: Forty percent of AB 2766 funds collected go to local governments on a pro-rated basis to reduce mobile source emissions. Many local governments do not have the expertise necessary to develop and implement these programs, so funds often go unprogrammed for several years. While these funds are used primarily by municipalities themselves for projects which reduce mobile source emissions, these monies can be allocated by the city for public private partnerships to jointly pursue AFV projects. Funds not expended carry over from year to year.

Level of Funding: Local governments in Southern California receive \$ 16 million annually (not including unused monies from previous years).

Proposal Due: Dependent on local governments.

Contact: Kathryn Higgins (909) 396-3309 (The SCAQMD Public Advisor's Office has information about the subvention fund activities of local cities and counties.)

TECHNOLOGY ADVANCEMENT OFFICE

Description: The Technology Advancement Office (TAO) of the SCAQMD provides funding for RD&D projects to commercialize advanced low-emission transportation technologies.

Level of Funding: Approximately \$8 million annually. Next round of funding has not yet been determined.

Proposal Due: Next round of funding has not yet been determined.

Contact: Cindy Sullivan
(909) 396-3249 or
SCAQMD (909) 396-2000 (General Information).

SAN JOAQUIN VALLEY UNIFIED AIR POLLUTION CONTROL DISTRICT

HEAVY-DUTY MOTOR VEHICLE EMISSION REDUCTION INCENTIVE PROGRAM

Description: Forty percent of AB 2766 funds collected go to local governments on a pro-rated basis to reduce mobile source emissions. Many local governments do not have the expertise necessary to develop and implement these programs, so funds often go unprogrammed for several years. While these funds are used primarily by municipalities themselves for projects which reduce mobile source emissions, these monies can be allocated by the city for public private partnerships to jointly pursue AFV projects. Funds not expended carry over from year to year. \$1.5 million is available until program funds are exhausted.

Level of Funding: \$1.5 million is available until program funds are exhausted.

Proposal Due: Applications will be accepted until all funding has been allocated.

Contact: Jeff Findley
(559) 230-5800

SACRAMENTO METROPOLITAN AIR QUALITY MANAGEMENT DISTRICT

ON-ROAD LOW-EMISSION HEAVY-DUTY VEHICLE INCENTIVE PROGRAM

Description: The Sacramento Metropolitan AQMD does not use an RFP cycle to allocate moneys received from a \$4 vehicle registration surcharge. Instead, the Air District accepts proposals for discrete emission reduction programs (including the On-Road Low-Emission HDV Program) on an on-going basis until all funds are allocated.

Level of Funding: Approximately \$200,000.

Proposal Due: Accepted on an on-going basis.

Contact: Tom Swenson
(916) 874-4889

DEPARTMENT OF PESTICIDE REGULATION

INTEGRATED PEST MANAGEMENT PROGRAM

Description: The program intends to provide support for groups of innovators to work with university researchers, private industry, and consultants to set up demonstration projects of new integrated pest management systems.

Level of Funding: Awards range from approximately \$10,000 to \$30,000 per year.

Contact: Department of Pesticide Regulation
Environmental Monitoring and Pest Management
1020 N Street, Room 161
Sacramento, CA 95814-5624
(916) 324-4100
<http://www.cdpr.ca.gov>

CALIFORNIA ENERGY COMMISSION

ALTERNATIVE FUELS INFRASTRUCTURE DEMONSTRATION PROGRAM

Description: The Alternative Fuels Infrastructure Demonstration Program provides funds to support infrastructure needs for AFV's. Fuels under consideration include: methanol, ethanol, liquefied natural gas and/or compressed natural gas.

Level of Funding: Uncertain at this time.

Contact: Lilly Ghaffari
Energy Commission
1516 Ninth Street
Sacramento, CA 95814
(916) 654-4650
<http://www.energy.ca.gov>

Business Services

CALIFORNIA TRADE AND COMMERCE AGENCY

The California Trade and Commerce Agency is the State's lead agency for promoting economic development, job creation, and business retention in California. To improve California's economic climate, the agency works closely with various permit-issuing State and municipal government agencies, domestic and international businesses, economic development corporations, chambers of commerce, and regional visitor convention bureaus. The agency's programs assist in-state expansion of existing companies while nurturing the growth of emerging industries and small businesses. Through Enterprise Zone incentives, the agency encourages business investment in depressed areas. The community development program addresses economic and growth concerns of rural California, as well as those of the state's metropolitan areas. California Trade and Commerce has an extensive Internet site with lots of information and resources at <http://commerce.ca.gov>.

OFFICE OF SMALL BUSINESS FINANCIAL ASSISTANCE

Located within the California Trade & Commerce Agency, the Office of Small Business (OSB) provides an array of services to small businesses including individual and systemic advocacy, and general business information and referrals. Management and technical assistance for start-up, expansion and development are provided through local Small Business Development Centers. A variety of loan programs are available through non-profit financial development corporations. OSB helps small businesses deal with regulatory agencies, provides guidance on licensing and permitting requirements, and acts as a link to the resources needed to solve business problems.

Contact: James Young
OSB, California Trade & Commerce Agency
801 K Street, Suite 1700
Sacramento, CA 95814
(916) 445-6733
E-Mail: jyoung@commerce.ca.gov
<http://commerce.ca.gov/business/small/>

CALIFORNIA SMALL BUSINESS DEVELOPMENT CENTERS (SBDC)

SBDC's provide free, one-on-one, confidential counseling and technical assistance in the areas such as business planning, cash flow management, export/import assistance, financial management, growing your business, home based business, marketing, procurement, and venture capital access. Other services include workshops and conferences as well as information dissemination. There are over 45 full or part-time SBDC offices located throughout California. A complete listing is available from the Trade and Commerce Internet site – www.commerce.ca.gov.

Contact: Kimberly A. Neri
State Director
801 K Street, Suite 1700
Sacramento, CA 95814
(916) 324-9538
E-Mail: kneri@commerce.ca.gov
<http://commerce.ca.gov/business/small/>

ENTERPRISE ZONE PROGRAM

Description: California's Enterprise Zone program, an innovative partnership between the State, local government, and the private sector, spurs business development in 34 designated areas through special zone incentives. Incentives may include:

- Up to 100 percent net operating loss (NOL) carry-forward. NOL may be carried forward 15 years.
- Firms can earn \$26,000 or more in State tax credits for each qualified employee hired. Corporations can earn sales tax credits on purchases of \$20 million per year for qualified machinery and machinery parts.
- Up-front expensing of certain depreciable property. Lenders to zone businesses may receive a net interest deduction.
- Unused tax credits can be applied to future tax year, stretching out the benefit of the initial investment.
- Enterprise zone companies can earn preference points on State contracts. Local enterprise zone communities may also offer local incentives such as reduced local permit fees, expedited processing of plans and permits, reduced utility rates, and low interest revolving loans.

Eligibility: Companies located in enterprise zones.

Contact: Trade and Commerce Agency at (916) 324-8211 or visit their Internet site at <http://commerce.ca.gov/business/select/communities/entzone.html>

LOCAL AGENCY MILITARY BASE RECOVERY AREA (LAMBRA)

Description: The Local Agency Military Base Recovery Act of 1993 (LAMBRA) authorizes the state to designate eight LAMBRA zones, one in each of five State-defined regions. This legislation is intended to stimulate job creation in areas experiencing military base downsizing and closure. When designating a LAMBRA, the agency selects the applicant that proposes the most effective, innovative, and comprehensive regulatory tax program and other incentives to attract private sector investment. Incentives may include:

- Enterprise zone companies can earn preference points on State contracts.
- Tax credits for sales and use taxes paid on (up to) the first \$20 million of qualified equipment and machinery purchases.
- Hiring credits for up to \$26,000 for wages paid to qualifying employees during the first five years of employment.
- 15-year, 100 percent net operating loss carryover.

- Election to treat a portion of certain property as an expense chargeable to the capital account and eligible for treatment as a deduction against income.

Eligibility: The base must be scheduled for downsizing or closure by a base closure act. The local governing body (lead agency) must have an approved reuse plan for the base. The company must be located in a LAMBRA zone.

Contact: Trade and Commerce Agency at (916) 327-2236.

CALIFORNIA ENVIRONMENTAL PROTECTION AGENCY

Cal/EPA, created in 1991, is responsible for coordinating and prioritizing the State's efforts to protect the environment. Cal/EPA emphasizes environmental regulation that is clear, understandable, and uniform.

The specific goals of Cal/EPA are to:

- Preserve California's environmental standards while reforming and simplifying the complex permitting process;
- Set risk-based priorities using the best, most consistent science available;
- Prevent pollution from being created, rather than attempting to control it after the fact;
- View environmental protection and economic progress as complimentary goals;
- Provide vigorous and fair enforcement of the law, not only for public protection, but also to assure that law-abiding businesses are not undercut by unscrupulous competitors; and
- Open regulatory process for public participation.

Specific financial assistance for environmental programs are available through the following boards, departments or divisions under its jurisdiction.

CALIFORNIA DEPARTMENT OF GENERAL SERVICES

OFFICE OF SMALL BUSINESS CERTIFICATION & RESOURCES

This office issues the "small business certification" necessary to obtain a bidding preference in state contracts. Once a small business certification letter is issued, the business also receives a prompt payment rubber stamp that alerts state agencies that this business is a certified small business and is entitled to prompt payment under state laws. If payment is not received by the certified small business within 30 days of receipt of the invoice, the business is entitled to a late payment penalty from the state agency involved. OSBC&R provides training and assistance to small businesses applying for certification and will assist a small business in the state procurement process. OSBC&R also maintains the State Contracts Register which lists all state contracts available for bidding. The majority of information is available from the Internet site.

Contact: Olive Findleton
1531 I Street
Sacramento, CA 95814
(916) 322-5060
[http:// www.osmb.dgs.ca.gov](http://www.osmb.dgs.ca.gov)

CALIFORNIA DEPARTMENT OF TRANSPORTATION

BUSINESS ENTERPRISE PROGRAM

Description: This program certifies Disadvantaged Business Enterprises, Minority Business Enterprises, and Women Business Enterprises. The purpose of the program is to increase the level of participation of these groups in all of the State and Federal contracting activities.

Contact: General Assistance
Business Enterprise Program
P.O. Box 942874
Sacramento, CA. 94274-0001
(916) 227-9599
<http://www.dot.ca.gov/hq/bep>

CALIFORNIA STATE BOARD OF EQUALIZATION

The California State Board of Equalization is California's major revenue collection agency. The board, however, is responsible for other functions that affect small business besides collecting taxes. For example; the board determines the values of companies assessed by the state for local property taxation, as well as administering the Sales and Use Tax Law and the Motor Vehicle Fuel License Tax.

SALES AND USE TAX EXEMPTION

Description: The partial sales tax exemption applies to persons that commence a new trade or business as described in the 1987 Standard Industrial Classification (SIC).

Eligibility: The partial sales tax exemption generally applies to purchases of tangible personal property used primarily for manufacturing, processing, refining, fabricating, recycling, research and development, and the repair of qualified property. As an alternative to the partial sales tax exemption, SB 676 provides an investment tax credit for purchases of qualified property by persons engaged in a business described in SIC codes 2000 to 3999.

Contact: State Board of Equalization Audit Evaluation and Planning
450 N Street, MIC 40
Sacramento, CA 95814
(916) 324-2883
<http://www.boe.ca.gov>

CALIFORNIA FRANCHISE TAX BOARD

INVESTMENT TAX CREDIT

Description: Manufacturers may earn a 6 percent tax credit against State income tax for purchases of qualified machinery and equipment (over and above the Enterprise Zone tax credit where applicable). This credit can reduce regular tax below tentative minimum tax and, to the extent the credit exceeds regular tax, the excess can be carried forward for a minimum of seven years. Generally, equipment that will qualify includes tangible personal property used primarily in manufacturing, R&D, and property used to repair, maintain, measure or test any of that property.

Eligibility: Investment tax credit is allowed for purchases of qualified property by persons engaged in a business described in SIC codes 2000 to 3999.

Contact: Franchise Tax Board
(800) 852-5711
<http://www.ftb.ca.gov>

PRIVATE/NONPROFIT FINANCIAL RESOURCES

Loans

Retail Banks

Bank loans are the most common source of financing for small- and medium-size businesses. Retail banks are a potential source of capital. But such financial institutions are most likely to assist ongoing, profitable operations with healthy cash flows. Federal and State regulators closely monitor bank loan portfolios, given the poor record of some bank loans in the late 1980s and early 1990s.

CALIFORNIA SMALL BUSINESS FINANCIAL DEVELOPMENT CORPORATIONS

California Small Business Financial Development Corporations (CSBFDC), formerly known as California Financial Corporations, are nonprofit corporations authorized to issue loan guarantees to banks. Any CSBFDC, working closely with a bank may provide that bank with the necessary security (a loan guarantee) for the bank to approve your loan. The CSBFDCs provide other kinds of financial assistance besides loan guarantees, including loans for replacement or removal of underground storage tanks. The following is a description of their Loan Guarantee and Micro Loan Guarantee programs:

LOAN GUARANTEES

Description:	Provides guaranteed financing on revolving lines of credit, small loans and agricultural loans. A private lender, usually a regulated bank, provides the loan. This loan is supported by a conditional guarantee issued by one of eight regional development corporations.
Amount of Loan:	The Office of Small Business maintains a trust fund of \$31 million of State money that backs up the guarantees issued by the corporations. The guarantee covers 90 percent of the loan, not to exceed \$350,000.
Use of Funds:	Loan proceeds must be used in California. The proceeds cannot be used for entertainment enterprises or speculative purposes.
Maturity:	Up to 7 years.
Eligibility:	Small businesses located in California.
Contact:	For further information contact the California Small Business Financial Development Corporation nearest you. See the Internet site for the most up-to-date listing at http://commerce.ca.gov/business/small/financial/

California Capital, Sacramento	(916) 442-1729
SAFE-BIDCO, Santa Rosa	(707) 577-8621
Bay Area, Oakland	(510) 267-9300
California Coastal, Salinas	(831) 424-1099
Santa Barbara Branch, Santa Barbara	(805) 962-9251
Santa Maria Branch, Santa Maria	(805) 349-0796
Santa Cruz Branch, Santa Cruz	(408) 459-6097
Valley, Fresno	(559) 271-9030
Bakersfield Branch, Bakersfield	(805) 322-7889

Hancock, Los Angeles	(213) 382-4300
Pacific Coast Regional, Los Angeles	(213) 739-2999
California Southern, San Diego	(619) 232-7771
Inland Empire Branch, San Bernardino	(909) 381-9334

Information on the Small Business Development Centers is also available on the Internet at http://commerce.ca.gov/business/small/starting/sb_sbdcl.html

MICRO LOAN GUARANTEES

Description: The purpose of the Micro Loan Program is to provide a means of making loans of \$25,000 or less to small businesses who, because of the size of their request or failure to meet certain lending criteria, cannot find a lender willing to make such a loan available.

Amount of Loan: Maximum \$25,000.

Use of Funds: Equipment, acquisition, plant improvements, inventory, or permanent working capital.

Maturity: Up to 5 years.

Eligibility: Small businesses located in California.

Contact: See above, under loan guarantees.

CALIFORNIA ECONOMIC DEVELOPMENT LENDING INITIATIVE

California Economic Development Initiative (CEDLI) was initiated to join financial institutions and corporate investors together to address community needs that they could not meet individually. As a \$50 million statewide community development corporation, CEDLI aims to make loans to small businesses that would otherwise not be made by individual lenders. Loan sizes range from \$50,000 to \$500,000.

Co-Lending Program

This program works through existing bank networks and local community development corporations (CDC) to provide loans to businesses that have sufficient cash flow to service debt, but do not meet other conventional bank underwriting criteria.

The Loans-to-Lenders Program

This program provides credit to non-traditional lenders to re-lend locally in their communities.

The Direct Real Estate Lending Program

This program provides lending for community facilities and other real estate-based community development projects. Examples include Head Start centers, small business incubators, nonprofit-sponsored manufacturing projects and other projects sponsored by community development organizations.

For more information on the three CEDLI programs contact:

California Economic Development Lending Initiative (CEDLI)
1333 Broadway, Suite 1060
Oakland, CA 94612

THE DEVELOPMENT FUND

FINANCING INITIATIVE FOR ENVIRONMENTAL RESTORATION (FIER)

The Financing Initiative for Environmental Restoration (FIER) was launched by the Development Fund in partnership with three co-sponsors: the Bay Area Council, the Federal Reserve bank of San Francisco, and the Los Angeles Area Chamber of Commerce. The concept of FIER, in brief, is to create a major new private-sector financing source for the clean-up and re-development of ‘brownfield’ and other contaminated lands.

Description: FIER is an innovative financing program aimed at increasing environmental clean-up, especially in urban, minority and low-income areas. This new initiative will provide a sound investment vehicle for corporations and financing institutions to participate in the redevelopment of these blighted lands.

Amount of Loan: Varies.

Use of Funds: Clean-up and redevelopment of environmentally impaired lands.

Contact: Jennifer Burke
The Development Fund
231 Sansome Street, 6th Floor
San Francisco, CA 94104-2304
(415) 981-1070 ext. 17
jburke@tdfsf.org

ENVIRONMENTAL FINANCING CENTER

ENVIROLOAN PILOT PROGRAM

Description: The Enviroloan is a lending initiative aimed at businesses in need of financial assistance to implement pollution prevention and other environmentally beneficial actions. The purpose of this lending initiative is two-fold; (1) To develop an integrated method of providing financial assistance to environmentally impacted businesses which often are unable to obtain credit and (2) To contribute to job creation and economic development, especially in but not limited to, underserved communities where these businesses are often located.

Amount of Loan: The maximum allowable borrowing amount is established at \$15,000.

Use of Funds: The funds can only be utilized for the acquisition of equipment, machinery or processes to comply with or exceed the EPA and other environmental regulations.

Eligibility: All applicants must register for EPA’s Strategic Goals Program and the Technical review Panel (TRP) will certify said applicant’s compliance. The TRP requires the following items from the applicant.

- Pollution Prevention/Loan Workshop Attendance Certificate.
- Completed Technology Criteria Checklist.
- Vendor Technology Specifications.
- Signed “Disclosure of Conditions” Clause.
- Strategic Goals Program Performance (SGGP) Worksheets.
- SB 14 hazardous Reduction Worksheet.
- Signed Compliance History Form.
- REBRAC Site Visit Release Form.

Contact: Sarah Diefendorf
Environmental Finance Center, Region 9
Alameda Point

851 West Midway Ave.
Alameda, CA 94501-5012
(510) 749-6867
<http://www.greenstart.org/efc9>

NORTHERN CALIFORNIA REINVESTMENT CONSORTIUM

ENTERFUND

- Description:** Sponsored by the Northern California Reinvestment Consortium and administered by Capital Small Business Development Corporation EnterFund is a program designed to deliver microloans and technical assistance to the smallest businesses. EnterFund will offer three basic categories of loans. The first is a self-sufficiency loan designed to increase the income of the entrepreneur. The second category is a self-employment loan designed to help entrepreneurs develop a viable source of self-employment. The third type of loan is a small-scale enterprise loan designed to help existing microenterprises make the transition into small-scale growth enterprises.
- Amount of Loan:** Loans range from \$250 to \$25,000.
- Use of Funds:** Funds can be used in a variety of ways – from self income to small equipment purchases.
- Terms:** The term of the loan may not exceed five years.
- Eligibility:** Small Businesses in the counties of El Dorado, Placer, Sacramento, and Yolo with five or fewer employees.
- Contact:** Carol Wright
California Capital Program Manager
(916) 442-1729
www.ncrc.as

CLEAN AIR LENDERS COUNCIL

The Clean Air Lenders Council is a group of regulated and non-regulated financial institutions who seek out companies who need financing on equipment (new or used) to help meet environmental compliance mandates and related projects. The program is administered through EnviroTech Financial, Inc.

- Description:** The financial transactions are documented as either equipment lease agreements or equipment financing agreements. The equipment leases can be structured as either a capital lease or operating lease. The capital leases can have a purchase option at the end of the lease that can range from \$1.00 to fair market value. Most of the capital leases carry a 10% purchase that helps to reduce the monthly or quarterly payments over the lease term. The operating leases are structured so that the borrower can expense the lease payments off over the term of the lease for both operating purposes and for tax purposes.
- Terms:** The contract terms range from 3 to 7 years or more. The larger the project, the longer the lease or loan terms. Many of the contracts can have deferred payments for up to six months before the first payment is due. Rates will vary based upon four variable factors.
- Financial strength of the company requesting the financing.
 - Value of the underlying equipment being used as collateral.
 - Size of the transaction (larger credits will have lower rates).

- Length of repayment term.

Amount of Loan: The minimum size of transaction that can be funded is \$10,000 and there is no upper limit.

Use of Funds: Equipment (new or used).

Eligibility: All companies are eligible for the equipment financing including private, public or municipalities.

Contact: EnviroTech Financial, Inc.
1851 E First Street, Suite 900
Santa Ana, CA 92705-4066
(714) 532-2731
<http://www.etfinancial.com>

SACRAMENTO MUNICIPAL UTILITY DISTRICT'S ENERGY EFFICIENCY PROGRAM

Description: Since 1977, the District has structured its lending program based upon conditions imposed by the Municipal Utility District (MUD) Act. This authority allows the district to engage in activities to reduce wasteful, uneconomical, or unnecessary uses of energy. It also permit activities to accelerate and participate in the development of alternative sources of energy including the supply of energy efficient equipment. The program serves a cross section of District customers including small commercial and industrial businesses.

Amounts: Loans to businesses have ranged from \$3,000 to \$300,000.

Use of Funds: Financing is used to encourage SMUD customers to replace high-energy use equipment with more efficient models. Examples include HVAC, electric motors, lighting retrofits, solar, infrared technologies, refrigeration systems, and security lighting. For further information, please see the information on SMUD Energy Services programs.

Type/Terms: Most of the loans take the form of closed-end installment loans (monthly payments) with maturities up to 10 years. Several interest rates are available and are based upon the amount borrowed. Financing can include up to 100% of the measure's cost. In most instances, SMUD takes a security interest in the equipment or measure financed. The property owner must approve the lien placed against the property where installation is performed.

Eligibility: Currently, all users of the loan program must have an active electric account with SMUD. To qualify for the loan, businesses must complete an application and submit financial and operations histories when required for loan approval. Loan borrowers must use one of SMUD's approved contractors. The loan must be approved before the project is started.

Contact: For additional information, contact SMUD's Energy Services-Finance area at (916) 732-6198.

SIERRA ECONOMIC DEVELOPMENT DISTRICT

Small Business Financing

Description

ELECTRICAL UTILITIES

Discounts and Incentives

The California Public Utilities Commission allows public utilities to encourage economic development by providing incentives to businesses located within Enterprise Zones and Recycling Market Development Zones (RMDZ). Southern California Edison, San Diego Gas & Electric Company, and Pacific Gas and Electric Company provide rate reduction incentives to manufacturers within RMDZs.

SOUTHERN CALIFORNIA EDISON

ECONOMIC DEVELOPMENT RATE (EDR)

Description: In cooperation with business development programs offered through other organizations such as the California Manufacturing Technology Center, Business Environmental Assistance Centers, Team California, and the California Integrated Waste Management Board, Southern California Edison's Economic and Business Group offers a variety of free, confidential services that address energy, environmental, and economic challenges facing companies today.

Discount: Southern California Edison has three new Economic Development Rates (EDR) to help encourage manufacturing and film industries to locate ("attraction EDR"), expand ("expansion EDR"), or retain ("retention EDR") their operations in California.

SCE offers five years of rate discounts to eligible industrial customers (200 kW to 4,000 kW demand). The discounts are:

- 25 percent in the first year.
- 20 percent in the second year.
- 15 percent in the third year.
- 10 percent in the fourth year.
- 5 percent in fifth year.

Eligibility: Customers in manufacturing and motion picture production with 200 kW to 4,000 kW load may be eligible if they are:

- Seriously considering relocating that load outside California.
- Expanding by 50 kW or 10 percent (whichever is greater) of their base load, and are considering out-of-state locations for the expansion.
- Start-ups or are moving their load into California.

Contact: For additional information, contact Southern California Edison at (800) 3-Edison. Edison's business-related Internet site is <http://www.scebiz.com/>

PACIFIC GAS AND ELECTRIC COMPANY (PG&E)

ECONOMIC DISCOUNT RATE

Discount: Pacific Gas and Electric Company offers a three-year declining rate discount. Eligible customers will receive discount rates of 15 percent the first year, 10 percent the second year, and 5 percent the third year.

Eligibility: The economic discount rate is available to new customers with maximum demands greater than 200kW, or existing customers who add at least 200kW of maximum demand.

Contact: For additional information, contact your local PG&E Company office or check their business assistance web site at <http://www.pge.com/welcome.html>

SAN DIEGO GAS AND ELECTRIC COMPANY

NEW JOB RATE

Description: The San Diego Gas and Electric Company's "new job rate" (NJR) provides discounts on electric rates to eligible companies. In addition, San Diego Gas and Electric Company's Economic Development Programs and Services provide energy-efficient design assistance and new construction financial incentives.

Discount: SDG&E offers three years of rate discounts to qualifying industrial customers. Eligible customers will receive discount rates of 15 percent the first year, 10 percent the second year, and five percent the third year.

Eligibility: Companies that expand or relocate in one of San Diego's Enterprise Zones or Recycling Market Development Zones, and add at least 500kw of new electric demand are eligible for the NJR.

Contact: For additional information, contact San Diego Gas and Electric Company at (619) 621-8800. SDG&E's Internet site is at <http://www.sdge.com>

SACRAMENTO METROPOLITAN UTILITY DISTRICT (SMUD)

Commercial and Industrial Energy Services Programs

The Sacramento Municipal Utility District (SMUD) is a publicly owned electric utility in the Sacramento area. SMUD provides innovative energy services and energy-efficiency financing programs to residential, commercial and industrial, and agricultural customers. The programs offered include incentives, financing, energy efficiency programs, value-added services, and personal service from an experienced SMUD Energy Specialist. SMUD Energy Specialists provide many of the services, such as energy assessments, technical support, and value-added services, directly to our customers. SMUD's incentive programs and financing program offer the commercial and industrial customer exceptional value by providing one-stop financial assistance. The programs help reduce the project cost through customer or contractor incentives, and through low-interest financing, allow projects to be financed with little or no up-front cost.

Project Completion Incentive

SMUD offers a project completion incentive to contractors for eligible energy efficiency measures, for projects pre-approved by SMUD. For 1999, the project completion incentive is \$150 per average saved. Through the end of 1998 SMUD is offering an additional \$150 per average kW for projects completed year's end. Customers acting as their own contractors and installing qualifying energy efficiency measures meeting SMUD specifications and program standards are also eligible for the incentive. Other conditions also apply. Contact Chuck Donaldson at (916) 732-5437 for details.

HVAC Prescriptive Equipment Replacement

The program provides incentives to contractors for installing qualifying high-efficiency retrofit and replacement package and split-system HVAC equipment. The program uses incentives ranging from \$80/ton to \$120/ton sufficient to offset most of the incremental cost of the high efficiency equipment. Contact Chuck Donaldson at (916) 732-5437 for details.

Merchant Association Project Development Incentive

The Merchant Association Project Development Incentive provides an incentive of \$50/average kW saved for aggregating and implementing projects within the merchant association membership, management firm purview, or Business Improvement District. The funds are paid directly to the association at the time all projects under the association's project proposal are completed. The incentive is paid in addition to any incentives paid to the merchant members completing the projects under other SMUD programs. Chuck Donaldson at (916) 732-5437 for details.

New Technologies

Incentives are offered for implementing new technologies that are commercialized, but underutilized, such as LED traffic signals or ultrasonic humidification systems. A limited amount of funding for retrofit installations of equipment will be available in 1999. Other conditions apply. Contact Chuck Donaldson at (916) 732-5437 for details.

Compact Fluorescent Lamp Aggregated Purchase Program

The Compact Fluorescent Lamp Aggregated Purchase Pilot Program will facilitate the proper selection and installation of compact fluorescent lamps into customer premises and enable the customers to purchase the lamps at a reduced price through the use of SMUD's purchasing power and large bulk purchases of lamps. Contact Chuck Donaldson at (916) 732-5437 for details.

Objectives of the program:

1. Provide a reduction in the price of compact fluorescent lamps to the customers.
 2. Facilitate the selection, purchase, and installation of compact fluorescent lamps in commercial and industrial facilities.
 3. Test the concept and evaluate it for cost-effectiveness, timeliness, and customer value, and applicability to other technologies, such as LED exit signs.
 4. Help ensure quality lamps are properly specified and correctly installed.
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Financial and Technical Services

CMTC/SMUD Industrial Energy Efficiency Alliance

A program under development by SMUD and the California Manufacturing Technology Center (CMTC), Roseville, is the SMUD Industrial Productivity and Energy Efficiency Initiative. The initiative is an alliance consisting of SMUD and the CMTC with a goal to provide energy efficiency, process efficiency, production efficiency analysis, and other services that are otherwise too expensive or unavailable to area businesses. The services would assist customers in retrofit, business expansion, or other areas related to energy and energy efficiency as appropriate. The emphasis is on making a cooperative effort in reaching the customers with the unique skills of SMUD and the CMTC staff. The CMTC presently participates actively with SMUD to host valuable workshops for commercial and industrial customers. Contact Chuck Donaldson at (916) 732-5437 for details.

Compressed Air Initiative

Another initiative under development by SMUD will focus on efficient use of compressed air through technical assistance and education, in addition to SMUD incentive and financing programs. In conjunction with national efforts by the U.S. Department of Energy (DOE) and the Consortium for Energy Efficiency (CEE), the initiative will focus on the potential for identifying air compressor inefficiency, misapplication, leakage reduction, recommendations for system improvement, and educational seminars. Contact Chuck Donaldson at (916) 732-5437 for details.

Motor System Energy Efficiency Initiative

The SMUD Energy Efficient Motor Systems Initiative, to be introduced in 1999, utilizes SMUD participation in the Department of Energy (DOE) Motor Challenge program, the program would provide energy efficiency recommendations, technical support, seminars, and Motor Master + software to the participating customers. The program would utilize the resources available through the Motor Challenge program including training, software, case studies, and technical support to assist customers in implementing motor system efficiency upgrades. At a minimum the customer would receive Motor Master Software and access to the Motor Master resources. The initiative would promote the efficient use of motors and motor drive technology. Through the California Motors Initiative and the DOE, customers and SMUD have access to the case studies and technical support for a variety of process-related projects. Chuck Donaldson at (916) 732-5437 for details.

Energy Information and Energy Assessments

Energy Services staff provides project-specific audits and energy assessments as a service to our customers. Smaller (SMUD electric Rate 27) customers are provided with an energy audit or information by mail, with personalized service available. Contact Chuck Donaldson at (916) 732-5437 for details.

Customer Education

SMUD staff can provide customer training both at SMUD and the customer's facility. SMUD offers training seminars and maintains computers with Internet access in our Energy and Technology Center. Additionally, Energy services staff can provide customers with video-based training on a variety of topics through the Workplace Training Network (WTN). WTN is a satellite-fed training network available exclusively at the SMUD Energy and Technology Center. Additionally SMUD Energy Services staff can prepare and deliver training at the customers business on a variety of energy-related topics.

Project Management

Project management service is provided to any qualifying energy efficiency project. SMUD project management is available in combination with the other incentives offered by SMUD, with the exception of the Project Completion Incentive. Project management services are a desirable and effective at helping customers install energy efficiency projects. When performed for the purpose of achieving energy efficiency, up to 20 hours of project management services will be provided to the customer free of charge. Some restrictions apply.

Additional Federal Contact Information

CATALOG OF FEDERAL DOMESTIC ASSISTANCE

Internet: www.gsa.gov/fdac.htm

California Air Resources Board Contact Information

ARB Office of the Ombudsman

2020 L Street

SACRAMENTO, CA 95814

Phone: 916-323-6791

E-mail: ombudsman@arb.ca.gov

Internet: www.arb.ca.gov/omb/omb.htm

ARB HELPLINE

800-ARB-HLP2

800-272-4572

ARB WEB PAGE

www.arb.ca.gov