

George Little  
08-11-4



## Hearing Testimony Talking Points and Suggestions

Typically, you are allotted 3 minutes to speak. You must state your name and affiliation. The four main points you should focus on are:

- 1. Current Economy and your company/equipment**
- 2. Your ability to secure grant funding or loan assistance (access to credit)**
- 3. Your ability to "pass on" or absorb" your costs**
- 4. Ask the Board to support the DTCC Alternative Proposal**

It is important that the Board hear the impact the current economy is having on your business and your ability to comply with the regulation.

Name George Little

Company and location 4125 Winters St Sacto Ca

Number of employees/Owner Operators you utilize 40

Type of business/Number of tractors 8 tractors 31 Tow trucks

### Economy

Briefly explain what the economy has done to your business. Have you had to lay off employees? Did they lose benefits? Have you delayed new equipment purchases? Have you had to significantly change your equipment procurement practices? Are you able to sell your old equipment to pay for new equipment? Overall, how will this regulation affect your ability to stay in business in California?

### Ability to Secure Loan/Grant Assistance.

Briefly explain if you have had difficulty securing financing for new equipment purchases? Has the current economy affected your ability to borrow? Have you applied for grants? If you have been approved for a grant have you encountered problems? Has your company lost lines of credit?

### Ability to "Pass-on" or "Absorb" costs

Will you be able to "pass-on" your costs? Have you informed your customers that you might have to increase your rates in order to afford new equipment? If you have, what was their response? Describe your company's ability to "absorb" these costs? What happens if you cannot "absorb" or pass-on your increased costs?



## Talking Points

- Driving Toward a Cleaner California is a coalition of California's businesses that are demonstrating their dedication to improving the state's air quality by proposing a sound, sensible alternative proposal to CARB's on-road diesel truck and bus replacement rule that would achieve aggressive emissions reductions.
- At a time of unprecedented financial turmoil in the United States, the DTCC proposal strikes the necessary balance of cleaning our air while ensuring the state's fragile economy is not negatively impacted in the process.
- CARB is proposing this multi-billion dollar regulation during the worst economic crisis since the Great Depression. California truckers, construction contractors and bus operators are struggling to make ends meet in the face of skyrocketing diesel prices, a massive slow down in the construction sector due to falling home prices and foreclosures, and a freeze in the credit markets, which severely limits access to capital for businesses, large and small.
- Many companies, in particular, small, owner-operators are being asked to dispose of equipment and assets before their useful life has been completed and purchase new equipment before it would otherwise be acquired. And at a time when there is little to no access to capital to finance engine retrofits or replacements.
- Given the multi-billion dollar cost of this regulation – and the current volatile economic environment – the DTCC Alternative would give the affected industries and sectors the opportunity to comply in the most reasonable timeframe and flexible manner possible while still attaining aggressive emission reductions.
- In fact, CARB's own analysis of the DTCC alternative confirms that results show that beginning in 2021, the DTCC proposal achieves roughly similar emissions benefits to the proposed regulation in the longterm.
- Additionally, nearly every sector that would be affected by this rule already faces compliance with multiple other regulations recently imposed by CARB. For example, the state's construction industry is currently complying with a portable equipment rule and an off-road diesel vehicle rule that requires them to retrofit or replace thousands of pieces of heavy-duty construction equipment.
- We have worked in good faith with the Board, the Legislature and the Administration and sent them a proposal that would result in the cleanest on-road heavy-duty fleets in the world while also:
  - Keeping the maximum number of companies in business and workers employed;
  - Ensuring the business environment remains at its most competitive;
  - Holding increased costs to other businesses and consumers to a minimum.