



REVISED DECEMBER 2017

THE GUIDE TO GREEN

A directory of financial and technical assistance programs
for businesses in the City of Los Angeles



Change. Not Charity.

INTRODUCTION

The Guide to Green: A Directory of Financial and Technical Assistance Programs For Businesses in the City of Los Angeles

Small- and medium-size businesses are among the most important engines of our local economy, contributing substantially to our region's employment and overall quality of life.

Owners and operators of these businesses may be pleasantly surprised to learn that there are many programs offered by local, state, regional and federal agencies to assist private companies to revitalize and expand their operations.

The Liberty Hill Foundation has prepared **The Guide to Green** as a community service to businesses located in the City of Los Angeles. It lists programs that can assist companies with improvements such as becoming more energy and water efficient, reducing impacts on worker and community health, and adopting new technologies that can help protect environmental quality while increasing productivity.

For many years, the Liberty Hill Foundation has supported efforts, including the Los Angeles Collaborative for Environmental Health and Justice, to educate community residents and policymakers about health impacts that result from our region's high concentration of manufacturing industries, goods movement and transportation corridors. At the same time, it is clear that small- and medium-size businesses need support to revitalize their operations and move towards a sustainable future.

With the availability of new technologies, low-interest financing and state-of-the-art training, many businesses can successfully transition from outmoded and inefficient equipment and production methods to more sustainable and non-polluting business operations. This transition to "green" can bring the benefits of retaining and even increasing jobs while making the enterprise more efficient and profitable, and at the same time providing better safeguards for worker and community health and environmental quality.

The Guide to Green provides a comprehensive and easy-to-use overview of programs that are primarily focused on the needs of small- and medium-size businesses. While this directory is not exhaustive, it does offer a substantial picture of the range of available programs that offer benefits including technical assistance, training, tax credits, rebates, loans and grants, along with points of contact with the various public agencies that sponsor these programs.

The Guide was created to help businesses readily access vital information and surmount the significant barriers to financing and implementing technological innovation.

It is our hope that **The Guide to Green** will assist local businesses in Los Angeles in discovering opportunities to advance towards a greener, cleaner and more sustainable future.

Shane Murphy Goldsmith

President & CEO, Liberty Hill Foundation

December 2017

BACKGROUND AND RESEARCH SUMMARY

Research for ***The Guide to Green*** was conducted in the fall of 2011 and was last updated in December of 2017. ***The Guide*** offers an overview of the range of business assistance programs that may be accessed through the City of Los Angeles, the County of Los Angeles and regional, state and federal agencies. Program benefits include technical assistance, training, tax credits, rebates, loans and grants.

We have attempted to identify as many programs as possible that may be relevant to businesses located in the City of Los Angeles. Because of the number and complexity of programs, as well as frequent changes, some worthwhile programs may have been overlooked. We welcome information on additional relevant programs: Please send information for updates to guide2green@libertyhill.org.

The Guide primarily focuses on programs that offer assistance to small- and medium-size businesses, but we have included listings for some programs that may be appropriate for large businesses as well. Geographical requirements for applicants vary, with certain programs limited to communities most in need as identified by federal criteria. Roughly half of the programs offer assistance for businesses to become greener (or “more environmentally sustainable”). The balance targets to stimulate business growth and support economic viability, with emphasis on “communities in need.”

Research for *The Guide* involved several stages of review of possible programs, as follows:

1. A preliminary list of programs was drawn up in the summer of 2010.
2. The initial list was reviewed and updated several times, most recently in March 2017.
3. Program information and application details were researched and verified online through agency/provider websites.
4. The application process for each program underwent a critical review to determine the ease of use by applicants and the availability of needed information.
5. The program criteria were evaluated to determine whether small- and medium-size businesses in L.A. would be eligible.
6. The researcher conducted phone interviews with agency representatives to obtain information and application details not found on websites or in application instructions.
7. Through phone interviews, emails and other outreach, the researcher evaluated each agency’s responsiveness to applicant queries.

In addition to the specific details found in each listing, some general findings may be useful to small- and medium-size businesses that use *The Guide*.

1. YOU CAN'T JUDGE A PROGRAM BY ITS WEBSITE

There's a wide range in the quality of the websites for the programs included in this guide, but the availability and usefulness of a website is not necessarily a reflection of the availability or usefulness of the program. Computer access is necessary to apply to almost all programs we list, because even when application forms may be completed by hand and submitted through the mail, the forms must typically be printed out from a website.

2. DEADLINES SHOULD BE DOUBLE-CHECKED OR VERIFIED

Many websites do not indicate opening or closing dates of programs, and many fail to indicate when the website content was published. Applicants should verify deadlines and ongoing availability of the program.

3. CUSTOMER SERVICE FOR APPLICANTS VARIES FROM PROGRAM TO PROGRAM

Response to telephone and email queries was varied and did not fit any clear pattern by agency, region or program type. Some agencies offer phone contact information for inquiries, others offer email contact information. Some respond to applicant queries quickly, others require multiple follow-ups.

4. PROGRAMS TARGETED TO SPECIFIC DEMOGRAPHICS OR INDUSTRIES ARE THE MOST APPLICANT FRIENDLY

Programs targeted to specific groups, such as small business enterprises (SBE), very small business enterprises (VSBE), minority-owned, women-owned or disability-owned enterprises (MBE, WBE, or DBE) appeared to be the most applicant-friendly. Our research also found this to be true for programs targeting a specific industry, such as metal finishing, auto repair or dry cleaning. Programs offering broad technical assistance (but not usually financial assistance) had the fewest barriers and offered specific services and providers.

5. WHAT APPLICANT-FRIENDLY PROGRAMS HAVE IN COMMON

The most applicant-friendly programs had (1) an easy-to-use website, (2) an application that was short and easily obtained, (3) clear and simple financial reporting obligations, and (4) clear and simple requirements for supplementary documents.

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LIST OF ABBREVIATIONS

AQMD	South Coast Air Quality Management District	PERC	perchloroethylene
ASBO	Asbestos and Small Business Ombudsman	RBAN	Regional Business Assistance Network
BAP L.A.	Bond Assistance Program	RFP	Request for Proposal
BTP	Building Technologies Program	RLF	Revolving Loan Fund Program
CAAP	Clean Air Action Plan	SBA	U.S. Small Business Administration
CARB	California Air Resources Board	SBAF	Small Business Assistance Fund
CDC	Certified Development Companies	SBE	small business enterprise
CDD	Community Development Department (City of Los Angeles)	SBEAP	Small Business Environmental Assistance Program
CERCLA	Comprehensive Environmental Response, Compensation, and Liability Act	SBI	Small Business Investment Act
CESQG	Conditionally Exempt Small Quantity Generator	SEZ	State Enterprise Zone
CLEO	Commercial Lighting Efficiency Offer	SRCRD	Solid Resources Citywide Recycling Division
CPCFA	California Pollution Control Financing Authority	STLP	Short-Term Lending Program
CRA-L.A.	Community Redevelopment Agency- Los Angeles	TAP	Technology Advancement Program
DBE	disadvantaged business enterprise	USC	University of Southern California
DOE	U.S. Department of Energy	VSBE	very small business enterprise
DOT	U.S. Department of Transportation	WBE	women-owned business enterprise
DTSC	California Department of Toxic Substances Control	WOTC	Work Opportunity Tax Credit
EDC	economic development corporation		
EDTK	Economic Development Tool Kit		
EERE	Energy Efficiency and Renewable Energy		
EPA	U.S. Environmental Protection Agency		
HUBZONE	Historically Underutilized Business Zone(s)		
HUD	U.S. Department of Housing and Urban Development		
ITP	Industrial Technologies Program		
LABAP	Los Angeles Business Assistance Program		
LADF	Los Angeles Development Fund		
LADWP	Los Angeles Department of Water and Power		
LAEDC	Los Angeles County Economic Development Corporation		
MBDA	Minority Business Development Agency		
MBE	minority-owned business enterprise		
NAICS	North American Industry Classification System		

PROGRAM

Conditionally Exempt Small Quantity Generator (CESQG) Collection Program

DESCRIPTION

State and Federal laws require all businesses that generate or accumulate hazardous waste to comply with regulations for proper disposal of these wastes. Generators of small quantities of hazardous waste may be conditionally exempt from many of the regulations if they deliver the waste to permitted collection sites. By introducing this program, the City of Los Angeles provides small quantity generators with a legal and affordable solution to hazardous waste disposal.

ELIGIBILITY

Any company or organization that regularly generates any amount of hazardous waste must have a permanent EPA I.D. number. Companies or organizations doing a one-time clean-up of hazardous waste are required to obtain a temporary EPA I.D. number that is valid for 90 days. In either case, the monthly weight and/or gallon limits apply. See sidebar, this page for website and contact information to obtain EPA IDs.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is currently no dedicated website for the program. A list of S.A.F.E. Business Collection Centers is provided, but those wishing to qualify for the CESQG program must make an appointment by phone first.³

Application

No application form is necessary, but participation is by appointment only.

Requirements

N/A

AGENCY

Bureau of Sanitation

PROGRAM TYPE

Competitive pricing and tax exemptions/reductions

TARGETED APPLICANT

Business/Nonprofit

JURISDICTION

City/County

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

Competitive pricing and tax exemptions/reductions

TIME FRAME

Ongoing

CONTACT

Solid Resources Citywide Recycling Division (SRCRD) Participation is by appointment only. For appointments call 800-98-TOXIC (800-988-6942)

Ramon Del Rosario

(213) 485-3829

ramon.delrosario@lacity.org

WEBSITE AND REFERENCE LINKS

CESQG Program

No dedicated website, but a list of permanent business collection centers is available at:

<https://www.lacitysan.org/safecenters>

Brochure

<https://www.lacitysan.org/san/sandocview?docname=qa002142>

Hazardous Waste ID Numbers

www.dtsc.ca.gov/idmanifest/index.cfm

800-61-TOXIC (800-618-6942)

PROGRAM

Green Business Certification Program

DESCRIPTION

Focuses on three business sectors – restaurants, auto repair shops, and office/retail enterprises – who may apply to have their businesses recognized as certified green businesses. Additional commercial and industrial sectors will be added as program capacity and demand grows. The Los Angeles Community College District (LACCD) and the Bureau of Sanitation have developed certificate criteria for the LA Green Business Program based on the State of California Green Business Program. Programs also exist for arts-related enterprises and hotels and lodging services. See website for more details about these programs.

ELIGIBILITY

It will initially provide certification in three sectors: auto repair, restaurants and office retail. As funding becomes available, other sectors will be added. Businesses of all sizes in the initial three sectors are eligible. The applicant must meet local compliance and green certification requirements.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There is a user-friendly four-page rebate request form.

Requirements

Financial stability (e.g. credit rating, amount of revenue):

This program does not require a credit rating.

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes.*

Does the application process require additional technical assistance to complete? *No.*

AGENCY

Bureau of Sanitation

PARTNERING AGENCY

Los Angeles Community College District

PROGRAM TYPE

Training and Technical Assistance

TARGETED APPLICANT

Auto Repair, Shops, Restaurants, Office/Retail

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

Green assistance and certification

TIME FRAME

Ongoing

CONTACT

Brendon Sher

(310) 415-5993

SherBG@email.laccd.edu

George Payba

(213)-485-3698

george.payba@lacity.org

WEBSITE AND REFERENCE LINKS

Los Angeles Green Business Program

<http://www.greenbizla.org>

Application

<http://www.greenbusinessca.org/welcome/>

State Green Business Program

<http://www.greenbusinessca.org>

PROGRAM

Recycling Market Development Zone (RMDZ)

DESCRIPTION

The Recycling Market Development Zone (RMDZ) program combines recycling with economic development to stimulate new businesses, expand existing ones, create jobs, and divert waste from landfills. The program provides low-interest loans, technical assistance, and free product marketing to businesses that will use materials from the waste stream to manufacture their products. Assistance is provided by local Zone Administrators and CalRecycle Staff. Local government incentives may include relaxed building codes and zoning laws, streamlined local permit processes, reduced taxes and licensing, and increased and consistent secondary material feedstock supply. CalRecycle offers free product marketing through the RecycleStore.

ELIGIBILITY

Private businesses and not-for-profit organizations that use secondary (post-consumer or post-industrial) waste materials to manufacture new products or that reduce waste resulting from a manufactured product.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information

Application

Applications and general loan and project eligibility criteria can be found online at CalRecycle's website (see sidebar).

Requirements

Financial stability (e.g. credit rating, amount of revenue): *Financial stability and credit ratings are determined by CalRecycle and the bank. No specified revenue is required; however there is a \$300 fee to apply.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Standard loan documentation is required.*

Does the application process require additional technical assistance to complete? *The City staff will help applicants.*

NOTES:

L.A. County Public Works serves Azusa, Baldwin Park, Burbank, Carson, Commerce, Compton, Covina, Culver City, El Monte, Glendale, Huntington Park, Inglewood, Monrovia, Palmdale, Santa Fe Springs, South Gate, Torrance, Vernon, Whittier and unincorporated areas of L.A. County.

AGENCY

Bureau of Sanitation

PROGRAM TYPE

Loans and technical assistance

TARGETED APPLICANT

Business/Nonprofit

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles and other areas

RANGE OF ASSISTANCE

Funds a maximum of 75% of costs directly attributed to an eligible project, up to a maximum of \$2 million

TIME FRAME

Ongoing; the term of the loan is not to exceed 10 years, or 15 years if secured by commercial real estate.

CONTACT

Michelle Mikesell

(213) 485-3884

michelle.mikesell@lacity.org

WEBSITE AND REFERENCE LINKS

RMDZ Program

<https://www.lacitysan.org/san/faces/home/portal/s-lsh-wwd/s-lsh-wwd-s/s-lsh-wwd-s-r/s-lsh-wwd-s-r-rmdz>

CalRecycle (Get applications here)

<http://www.calrecycle.ca.gov/RMDZ/Loans>

Business Services

<http://www.calrecycle.ca.gov/RMDZ/Business>

County Program

<http://dpw.lacounty.gov/epd/RMDZ>

PROGRAM

City of Los Angeles Brownfields Program

DESCRIPTION

The goal of Los Angeles' Brownfields Program is to assist the redevelopment of brownfields throughout Los Angeles but particularly in disadvantaged communities.

- Works directly with property owners, community organizations, and City agencies to aid assessment, and cleanup to enable redevelopment of brownfields sites.
- Provides support to property owners to understand cleanup-regulations and help identify local, state and federal brownfields programs providing financial assistance.
- In cases where a development plan is clear, the City may sometimes provide engineering services to clarify the status of contamination and what cleanup maybe needed to eligible property owners.

ELIGIBILITY

Public entities, private enterprises and non-profit organizations are eligible, but project eligibility varies depending on the types of services requested. Sites will be selected based on the following considerations, which will be used to determine the level of assistance provided:

- Owners of properties contaminated by such uses as gas stations, dry cleaners, etc, having difficulty complying with current regulations
- Property owners who did not cause or contribute to existing or suspected contamination
- Property owners who have limited funds or no funds to address contamination uncertainties or known problems

The term "brownfield site" generally means real property, the expansion, redevelopment, or reuse of which may be complicated by the presence or potential presence of a hazardous substance, pollutant or contaminant.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

No application form is necessary; contact for assistance.

Requirements

Financial stability (e.g. credit rating, amount of revenue):

Credit ratings are not required; preferred applicant is where need is greatest, on a case-by-case assessment.

Minimum/Maximum number of employees? *No.*

AGENCY

Bureau of Sanitation

PROGRAM TYPE

Grants, Technical Assistance and Services

TARGETED APPLICANT

Business/Government/Nonprofit

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles. Prioritizing disadvantaged communities.

RANGE OF ASSISTANCE

Up to \$45,000 for assessment and \$200,000 for clean up. Total fund is \$3.65 million. Additional funds and incentives for site development are available.

TIME FRAME

Ongoing

CONTACT

Nuna Tersibashian

(213) 485-3791

nuna.tersibashian@lacity.org

WEBSITE AND REFERENCE LINKS

Los Angeles Brownfields Program

<http://www.environmentla.org/brownfields/index.htm>

Program summary

http://www.environmentla.org/brownfields/pdf/BrownfieldsFunding_Programs-Summary.pdf

PROGRAM

Bond Assistance Program (BAP L.A.)

DESCRIPTION

BAP L.A. assists in removing barriers of bonding and enables greater participation of local small, minority and woman owned businesses to compete for City of LA contracts. They provide contractor consultations and technical assistance including: Bonding and Capacity Assessments, Development of Deficiency Strategies, Collateral Support, Third Party Funds Administration, Post-Award Contract Monitoring and Support, Workshops and Contractor Training Seminars, and Referrals to Program Partners.

ELIGIBILITY

Local, small and minority businesses who would not otherwise be able to provide on their own the necessary bid, payment, and performance bonds to successfully bid and compete for City business opportunities

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information and a general phone number.

Application

There is a user-friendly one-page application to request an appointment.

Requirements

Financial stability (i.e. credit rating, amount of revenue): *Assists to qualify for bonding; designed to help those with credit challenges.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Maybe.*

Application process can be completed by hand, however access to other resources may require computer skills. .

Does the application process require additional technical assistance to complete? *Maybe. It's consistent with standard public construction practices.*

AGENCY

City Administrative Officer

PROGRAM TYPE

Technical and administrative assistance

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

Technical and administrative assistance

TIME FRAME

Ongoing

CONTACT

(213) 258-3000

bapla@imwis.com

WEBSITE AND REFERENCE LINKS

BAP L.A. Program

http://www.labavn.org/index.cfm?fuseaction=misc.business_insurance

Office of City Administrative Officer, Risk Management Division

<http://cao.lacity.org/risk>

Application to request an appointment

<http://cao.lacity.org/risk/BondAssistanceProgram.pdf>

PROGRAM

Industrial Development Bonds Program

DESCRIPTION

The program provides incentives to manufacturing and processing companies to remain and expand in, or relocate to, the City of Los Angeles. Key goals in issuing bonds are job creation, job retention and economic revitalization.

ELIGIBILITY

Targeted applicants include manufacturing or value-added operations; established business for more than 10 years; annual sales between \$7.5 and \$20 million and fewer than 100 employees. One job must be created for every \$50,000 in bond proceeds.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information and a general phone number.

Application

There is a 23-page application that is long and detailed, but there are also additional resources: a pre-application checklist, financial checklist, and frequently asked questions.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *Requires credit enhancement (lender requires additional collateral or guarantees of borrower's credit-worthiness to demonstrate ability to repay the bonds).*

Minimum/Maximum number of employees? *Fewer than 100 employees.*

AGENCY

Economic and Workforce Development Department

PROGRAM TYPE

Loan/tax exempt bond requires credit enhancement.

TARGETED APPLICANT

Business/Nonprofit

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles.

RANGE OF ASSISTANCE

Bonds are between \$2-\$10 million for property acquisitions, machinery and equipment purchases, building improvements, and construction.

TIME FRAME

Ongoing; 6 year period (3 years prior to and 3 years after issuance of bonds). There is no time limit on when one might seek bonds; the time limit is unique to any given issuance.

CONTACT

May Smith

(213) 744-9360

cdd.ida@lacity.org

WEBSITE AND REFERENCE LINKS

Industrial Development Bonds Program

http://ida.lacity.org/bonds_idb.html

FAQ

ida.lacity.org/pdfs/Other/7_IDBs_FAQ.pdf

PROGRAM

Small Business Loan Program

DESCRIPTION

This program, funded by the Section 108 HUD Program is designed to provide financing to viable small businesses that private lenders cannot accommodate. Loan funds can be used for reasonable and eligible business operation costs, including, but not limited to, inventory, equipment, working capital and leaseholder improvements.

ELIGIBILITY

Businesses must satisfy all the following eligibility criteria:

- Primary business operation located within the City of Los Angeles

- Annual revenue not to exceed \$10 million

- Create one permanent full-time job for every \$35,000 financing assistance received

- Of the total job created, 51% needs to be fulfilled or made available to low and moderate-income people

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a website that contains contact information and minimal program details.

Application

No online application form; contact EWDD for assistance.

Requirements

Financial stability (e.g. credit rating, amount of revenue):

Loan Fee: 2.50%, fee can be funded from approved loan proceeds

Application Fee: \$150 non-refundable, fee can be applied toward the 2.5% Loan Fee if loan is approved

Credit Report Fee: \$51.71, non-refundable

Collateral: Primary securities include UCC filing on equipment, account receivables, inventories, and real estate. Additional security may be required in the form of personal guaranty.

Minimum/Maximum number of employees? *Applicant proposals must include a job creation goal of one permanent full-time job for every \$35,000 in loan proceeds. A minimum 51% of the jobs must be available to low- and moderate-income persons.*

AGENCY

Economic and Workforce Development Department

FUNDING AGENCY

U.S. Department of Housing and Urban Development

PROGRAM TYPE

Loan

TARGETED APPLICANT

Business

JURISDICTION

City/Federal

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles, with special emphasis on low income communities (see Income Level Classifications map in Appendix)

RANGE OF ASSISTANCE

Loan amounts range from \$50,000 to \$450,000. 2.50% interest rate + 10-year US Treasury Note with terms from 3 to 10 years

TIME FRAME

Ongoing pending federal budgeting.

CONTACT

Alex Lakshantov

(213) 744-9368

alex.lakshantov@lacity.org

WEBSITE AND REFERENCE LINKS

Small Business Loan Program

<http://ewddlacity.com/index.php/local-business/business-financing>

PROGRAM

Los Angeles Business Source Centers

DESCRIPTION

The Los Angeles Business Source Centers provide startup ventures and current small business owners an array of tools and training including consulting services. They are funded by the City of Los Angeles Economic and Workforce Development Department (EWDD) and operated by nine community partners in strategic locations. The centers offer technical assistance, access to capital to business owners seeking to improve their operations and profitability and free training to people wanting to learn how to open and operate their own small business (see Notes section below and on following page for program details).

ELIGIBILITY

City of Los Angeles business owners and resident entrepreneurs

APPLICATION ACCESSIBILITY AND USABILITY

Website

The main website gives a general description of the program and the menu of services offered and directs users to various regional websites for different sectors of the city.

Application

An application is not necessary but may vary with the training and service intermediaries.

Requirements

Financial stability (e.g. credit rating, amount of revenue): - *Most services are provided at NO COST to City of Los Angeles business owners and resident entrepreneurs. Please note that some workshops might charge a nominal fee to attend.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *No.*

What kind of supplemental documents will they need to apply? *Business license; varies according to intermediary and service.*

NOTES

One-on-One Consulting

In house-staff can provide expert business advice to help businesses overcome strategic management issues. Consulting services available:

- Needs and Marketing Assessment
- Business Plan Development
- Site Location
- Lease Negotiation Assistance

AGENCY

Economic and Workforce Development Department

PROGRAM TYPE

Technical assistance and training

TARGETED APPLICANT

Startup ventures and current small business owners

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

Central/West, East Los Angeles, Harbor, Hollywood, Mid-City, North Valley, South Los Angeles, South Valley, West Valley

RANGE OF ASSISTANCE

Business services, Employee hiring/workforce development, Access to capital, Business plan development, Tax incentives and credits, Business courses

TIME FRAME

Ongoing

CONTACT

Sergio Gascon

(213) 743-4518

sgascon@usc.edu

REGIONAL OFFICES

Central/West

(213) 353-9400

East LA

(323) 264-9020

(323) 726-7734

henry@labsc-bpi.org

miguel.acuna@lacity.org

Harbor

(310) 221-0644

harborbsc@mcslosangeles.com

PROGRAM

Los Angeles Business Source Centers (continued)

Legal Considerations for Small Businesses
Procurement Assistance

Small Business Financing

Technical assistance/advice for acquiring small business loans. Includes:

Loan Qualification & Requirements
Credit Repair
Loan Packaging Assistance
Financial Re-Structuring
Financial Planning Needs
Alternative Financial Services
SBA Loans

Employee Hiring/Workforce Development

Assistance with maintaining an optimal workforce during unpredictable business cycles. Strategies include:

Outplacement Services
Retention Strategies
Organization Assessments

Business Plan Development

Participation in the Entrepreneur Training Program (ETP) results in the healthy development of a business. Personal, one-on-one business plan assistance is also available.

Tax Incentives & Credits

Local and Statewide Tax Incentives for Qualifying Small Businesses
DWP Electric Rate Discounts
Employee Tax Hiring credits

Business Courses

Entrepreneurial Workshops
Fiscal Management
Marketing
Technical Training
E-Commerce
Employee Training
Green/Cleantech Transitions
Accounting Courses

AGENCY

Economic and Workforce Development Department

Hollywood

(323) 454-6315

hollywoodbsc@mcslosangeles.com

Mid-City

(213) 355-5313

midcitybsc@mcslosangeles.com

North Valley

(818) 834-0577

ccox@vedc.org

South Valley

(818) 899-3636

info@iconcdc.org

South LA

(323) 753-2335

pbizzell@vsedc.org

West Valley

(818) 705-9977

krogers@vedc.org

WEBSITE AND REFERENCE LINKS

Business Source Centers

<http://www.losangelesworks.org/businessServices/BusinessSourceCenters.cfm>

Central/West

www.pacelabdc.org

East LA

www.LABSC-BPI.org

MCS Business Source Locations (Harbor/ Hollywood/Mid-City)

www.lasmallbusiness.org

North and West Valley

www.vedc.org

South LA

www.vsedc.org/business-source-center

South Valley

www.iconcdc.org

PROGRAM

Clean Cities: Office of Energy Efficiency and Renewable Energy (EERE) – Transportation

DESCRIPTION

Clean Cities is a U.S. Department of Energy (U.S. DOE) program that promotes the deployment of alternative fuel vehicles and fuel economy programs nation-wide for over twenty years. This initiative was designed to reduce petroleum consumption in the transportation sector by advancing the use of alternative and renewable fuels, fuel economy improvements, idle-reduction measures, and new technologies, as they emerge.

The Clean Cities Alternative Fuel Data Center (AFDC): The AFDC provides information, data, and tools to help fleets and other transportation decision makers find ways to reduce petroleum consumption through the use of alternative and renewable fuels, advanced vehicles, and other fuel-saving measures. The AFDC is a resource of the U.S. Department of Energy's Clean Cities program. At the AFDC you will find information about: financial opportunities; Maps & Data; Fuel Prices; Alternative Fueling Station Location; Laws & Incentives; Petroleum Reduction Planning Tool; Vehicle Cost Calculator; Light-Duty Vehicle Search; and Heavy-Duty Vehicle Search.

ELIGIBILITY

Business owners who purchase or lease zero emission or plug-in hybrid vehicles

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information, but multiple click-throughs are necessary.

Application

There is no application form available on the website; contact Los Angeles Clean Cities Coalition for more information.

Requirements

N/A

AGENCY

Los Angeles Clean Cities Coalition

PROGRAM TYPE

Financial assistance/rebates and Technical Assistance

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

Up to \$2,500 per vehicle

TIME FRAME

Ongoing

CONTACT

Wayne King

Clean Cities Coordinator

(213) 485-3936

wayne.king@lacity.org

WEBSITE AND REFERENCE LINKS

Los Angeles Clean Cities Program

<http://www.environmentla.org/Clean%20Cities/cleancitieshome.htm>

National Clean Cities Program

<https://cleancities.energy.gov/>

Clean Cities Alternative Fuel Data Center

<http://www.afdc.energy.gov>

California Incentives and Laws

http://www.afdc.energy.gov/afdc/laws/state_summary/CA

PROGRAM

Commercial Direct Install Program

DESCRIPTION

The Commercial Direct Install (CDI) Program is available to qualifying businesses whose average monthly electrical demand is 200 kilowatts (kW) or less. The LADWP sends a trained energy service representative to assess how a business can improve its energy and water efficiency. If the business agrees to the recommendations, the energy representative will have the owner sign an Authorization Form to schedule an appointment to install the recommended equipment. Water and energy saving measures include: upgrades to energy efficient lighting system and lamps, LED exit signs, pre-rinse spray valves, low-flow showerheads, faucet aerators, low-flow toilets.

ELIGIBILITY

LADWP non-residential electric customers, in good standing, whose average monthly electrical use is 200 kW or less. Customers that lease their building are eligible, but landlord permission is required.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There is no online application. Interested businesses will call a service representative directly to inquire about the application.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *No. Applicants will call a service number provided by the website.*

Does the application process require additional technical assistance to complete? *LADWP will help guide the application process.*

What kind of supplemental documents will they need to apply?

Proof of building ownership and/or permission of landlord.

AGENCY

Los Angeles Department of Water and Power

PROGRAM TYPE

Free Efficiency Upgrades

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

Assistance varies, and will depend on the course of action and scope of recommendations that the business owner decides to take.

TIME FRAME

Ongoing.

CONTACT

Call Program Representatives at
(877) -714-1254

WEBSITE AND REFERENCE LINKS

Program Website
www.ladwp.com/cdi

PROGRAM

Commercial Lighting Incentive Program (CLIP)

DESCRIPTION

The program provides rebates on the installation of newly purchased and installed energy-saving lighting and controls. Each measure must achieve at least 10% energy savings. Only qualifying equipment which receives LADWP approval prior to purchase, installation, and operation will be considered for rebates.

Monthly workshops are held to help contractors and customers understand the CLIP process. A review of the application documents, product eligibility requirements, and incentive levels are discussed.

ELIGIBILITY

Applicants must be non-residential LADWP customers in good standing that use energy efficient lighting technologies.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There is a user-friendly application and project information document (2-pages each) on website.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No credit rating is necessary.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes, in order to submit spreadsheet and download photographs.*

Does the application process require additional technical assistance to complete? *LADWP will help fill out the application.*

What kind of supplemental documents will they need to apply? *Tax Documentation and a spreadsheet (provided on website) with equipment items purchased and itemized invoice is needed to apply.*

AGENCY

Los Angeles Department of Water and Power

PROGRAM TYPE

Rebate

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

Based on the calculated energy savings of each project. Rates range from \$0.08 to \$0.24 per kilowatt-hour (kWh) of annualized savings. See website for specific per-item rebates.

TIME FRAME

Ongoing. Rebates will be reserved on a first-come, first served basis until funds are exhausted. (Must apply for rebate within 120 days of application approval).

CONTACT

CLIP Hotline

(213) 367-4215

(800) DIAL-DWP (342-5397)

clip@ladwp.com

WEBSITE AND REFERENCE LINKS

CLIP Program website

<https://www.ladwp.com/clip>

PROGRAM

Custom Performance Program

DESCRIPTION

Program offers rebates for the installation of various energy efficiency measures. LADWP customers can receive a one-time payment for investments in eligible projects that reduce the electrical energy use in their building or facility. Most CPP incentive payments are based on the annual kilowatt hour (kWh) savings as calculated or accepted by the LADWP.

The CPP has been updated with increased incentives for most CPP measures. Higher incentives are paid from existing baseline conditions to new conditions that meet or exceed new 2013 Title 24 (T24) and industry standards when applicable. Also, New incentive levels cap rebates at 100%, an increase from 75%, of the total project cost. This includes design and permit costs.

In addition to including the Chiller Efficiency Program, CPP covers the Retro-commissioning (RCx) program. LADWP also has restored incentives for measures such as cool roofs, premium efficiency motors, etc. that were previously removed because they were required by T24 standards.

ELIGIBILITY

Applicants must be non-residential LADWP electric customers in good standing. Requires a pre-inspection of the existing equipment.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There is a user-friendly two page application.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No credit rating is necessary.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes, in order to submit application.*

Does the application process require additional technical assistance to complete? *LADWP will help with determining eligibility and other application requirements.*

What kind of supplemental documents will they need to apply? *A spreadsheet with equipment items purchased and itemized invoice is needed to apply. In addition to the application, a tax form and payment assignment form are needed.*

AGENCY

Los Angeles Department of Water and Power

PROGRAM TYPE

Rebate

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

See website for energy efficiency measures and per-item rebates on lighting, air-conditioning and refrigeration, wet cleaning, and other equipment. Design and permit costs may be eligible.

TIME FRAME

Ongoing. Rebates will be reserved on a first-come, first served basis until funds are exhausted. Projects not completed within 18 months of LADWP pre-approval may be cancelled and reserved rebates returned to the program fund.

CONTACT

(213) 367-3436

1-800-DIAL DWP

custom@ladwp.com

SUBMIT APPLICATION TO:

**LADWP Efficiency Solutions
Non-Residential Programs**

Attn: Custom Performance Program

111 N. Hope Street, JFB Room 1057

Los Angeles, CA 90012

WEBSITE AND REFERENCE LINKS

Custom Performance Program

<https://www.ladwp.com/custom>

PROGRAM

Custom Express Program

DESCRIPTION

LADWP has expanded the Custom Performance Program to include a simplified rebate menu. The Non-Residential Custom Express Program offers incentives for the installation of plug load occupancy sensors, network PC power management software and ENERGY STAR® high efficiency copiers. Once the LADWP-approved fixtures are installed, and the proper forms completed, applicants will receive final verification and a mailed rebate.

ELIGIBILITY

Applicants must be an LADWP Non-Residential electric customer in good standing. Projects not completed within 90 days of the LADWP pre-approval may be cancelled and reserved rebates returned to the program fund.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

Details about the application process and appropriate forms are available online.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No credit rating is necessary.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes, in order to submit application.*

Does the application process require additional technical assistance to complete? *LADWP will help with determining eligibility and product verification.*

What kind of supplemental documents will they need to apply?

Applicants will need to provide copies of invoice for work performed, receipts or work orders indicating the quantity, model number and cost of the installed equipment. They will also need to complete a payment assignment form.

AGENCY

Los Angeles Department of Water and Power

PROGRAM TYPE

Rebate

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

Rebates are provided at the rate of \$15 per sensor, \$10 per computer power management software and \$100 per high efficiency copier.

TIME FRAME

Ongoing. Rebates will be reserved on a first-come, first served basis until funds are exhausted.

CONTACT

Paul Costa

(213) 367-4125

bpaul.costa@ladwp.com

WEBSITE AND REFERENCE LINKS

Program Website

<https://www.ladwp.com/ladwp/faces/ladwp/commercial/c-savemoney/c-sm-rebatesandprograms/c-sm-rp-customexpress>

PROGRAM

Technical Assistance Program – Water Conservation

DESCRIPTION

The program pays up to \$250,000 for the installation of pre-approved equipment and products that demonstrate water savings.

ELIGIBILITY

Commercial, industrial, institutional and multifamily residential LADWP customers who save a minimum of 50,000 gallons over a 2-year period are eligible. Projects must be installed and operated as proposed on the application and supporting documentation. Changes to project design and/or operation must be pre-approved by LADWP, and may affect incentive amounts. Measures must be installed and operating prior to incentive payment. Amount and payment of the incentive is subject to final inspection of the completed project.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

The website is user-friendly and provides a direct downloadable link to the application.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *N/A.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *No; the application will be mailed.*

Does the application process require additional technical assistance to complete? *Possibly.*

What kind of supplemental documents will they need to apply? *Requires water savings calculations, specification sheets for equipment to be installed, and breakdown of installed equipment costs. A signed W-9 form will be required for rebates of \$600 or more.*

AGENCY

Los Angeles Department of Water and Power

PROGRAM TYPE

Rebate

TARGETED APPLICANT

Commercial/Industrial/Institutional/
Multifamily LADWP Customers

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

Incentives range from \$100,000 to \$250,000. Rebates are based on water savings of \$1.75 per 1,000 gallons of water saved over a number of years to be determined by the project.

TIME FRAME

Ongoing; projects must operate as designed for a minimum of 5 years.

CONTACT

Call

(800) 544-4498 and press “5”

WEBSITE AND REFERENCE LINKS

TAP Water Conservation Program

<https://www.ladwp.com/tap>

PROGRAM

Utility Infrastructure Loan Program

DESCRIPTION

The program provides investment capital for local businesses for which short-term low cost financing is not readily available. Financing is provided for purchase and installation of the following equipment and infrastructure:

- Equipment required by LADWP to provide electric energy or water service to the customer

- Energy efficiency equipment that exceeds Title 24 requirements and/or water conservation equipment

- Power factor correction/power reliability equipment

- Solar photovoltaic systems (excludes Feed-in Tariff (FiT) Program)

ELIGIBILITY

Small and medium commercial/industrial businesses and LADWP customers with good credit rating and bill payment history

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There are user-friendly 4-6 page applications for each business type (Sole Proprietor, Partnership, Corporation, LLC). Supporting documentation depends on the type of business and size of loan.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *The application has a personal financial section (list assets, etc.) and also requires credit references. Good credit is required to ensure the customer will be able to pay back the loan.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Not necessarily. While LADWP usually communicates via email, they also will contact loan applicants through regular mail and telephone.*

Does the application process require additional technical assistance to complete? *No.*

What kind of supplemental documents will they need to apply?
A business license, property legal documentation, tax returns, and personal financial statements are needed.

AGENCY

Los Angeles Department of Water and Power

ADMINISTERING OFFICE

Economic Development Group

PROGRAM TYPE

Loans

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

The amount varies. Loans greater than \$150,000 require approval from the LADWP Board of Commissioners.

TIME FRAME

Current loan terms are 4.01%* for 1 to 10 years. Actual rates will be determined when the loan is approved for funding. Actual rates will be determined when the loan is approved for funding.

CONTACT

Belu Onyedika

(213) 367-3770

belu.onyedika@ladwp.com

WEBSITE AND REFERENCE LINKS

Utility Infrastructure Loan Program

<https://ladwp.com/ladwp/faces/ladwp/partners/p-economicdevelopment/p-ed-utilityinfrastructureloanprogram>

PROGRAM

Food Service Program

DESCRIPTION

In partnership with SoCal Gas, the Food Service program offers rebates on qualifying energy-efficient electric food service equipment. Businesses may qualify for financial incentives when they purchase equipment such as ovens, griddles, steam cookers, holding cabinets, glass and solid door refrigerators/freezers, ice makers, and kitchen demand ventilation controls. All incentives apply toward the purchase of new or replacement energy efficient equipment. The program website provides a list of all of the food service products that qualify for rebates.

ELIGIBILITY

Commercial, industrial or agricultural customer with an active, valid and non-delinquent SoCalGas and LADWP account can apply for a rebate under this program. Customers must provide proof that the appliances they intend to install meet the specific energy-efficiency specifications outlined by the LADWP. Used or rebuilt equipment is not eligible.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

The application is available online.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No credit rating is necessary.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes, the application must be filled out online*

Does the application process require additional technical assistance to complete? *SoCalGas will help with the application process.*

What kind of supplemental documents will they need to apply?
Proof of your recent natural gas bill, electric bill, and paid purchases.

AGENCY

Los Angeles Department of Water and Power

ADMINISTERING OFFICE

The Southern California Gas Company

PROGRAM TYPE

Rebate

TARGETED APPLICANT

Businesses in the food sector

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

LADWP and SoCalGas territories

RANGE OF ASSISTANCE

See website for an extensive list of food service products that qualify for rebate.

TIME FRAME

Ongoing.

CONTACT

Call

(800) 508-2348

ElectricFoodService@semprautilities.com

WEBSITE AND REFERENCE LINKS

Application

<https://scg-eeep.semprautilities.com/OnlineApp/#enrollment/?programId=122>

Program Website

<https://www.ladwp.com/ladwp/faces/ladwp/commercial/c-savemoney/c-sm-rebatesandprograms/c-sm-rp-foodsrvcprgrm>

PROGRAM

City Plants

DESCRIPTION

City Plants offers tree adoption and plantings of trees that provide potential shading to buildings free of charge for businesses that agree to provide ongoing care. Participants have the option to plant trees on their private property, or along the street on an empty parkway or tree well. City Plants will assume responsibility for the City's permitting process for businesses willing to cover the cost of cutting tree wells.

ELIGIBILITY

Applicants must be a resident of the City of Los Angeles or own property within the City to be eligible to take home a tree. Applicants can only request trees for commercial properties with the permission of the building owner or property manager.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes. Interested business owners need to fill out an online application.*

Does the application process require additional technical assistance to complete? *No.*

What kind of supplemental documents will they need to apply?

Verification will be required in the form of an ID, Driver's License or a copy of a DWP utility Bill.

AGENCY

Los Angeles Department of Water and Power

PARTNERING ENTITY

Los Angeles Department of Public Works
City Plants

PROGRAM TYPE

Technical Assistance. Financial Assistance.

TARGETED APPLICANT

Business, Homeowners, Public Sector and Charter Schools.

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles. County Excluded

RANGE OF ASSISTANCE

Delivery of landscape trees, and acquiring of permits for parkway trees. City Plants will also handle the permitting process for businesses willing to assume the cost of cutting tree wells.

TIME FRAME

Ongoing.

CONTACT

(213) 473-9950

WEBSITE AND REFERENCE LINKS

Program Website

<http://www.cityplants.org>

Application

<http://www.cityplants.org/get-free-trees/for-your-business>

PROGRAM

Retrocommissioning (RCx) Program

DESCRIPTION

LADWP provides a one-time incentive payment to business customers that want to reduce their electricity and gas usage and reduce the cost of building operations. The LADWP processes the incentive payment after the suitable measures are installed and a final inspection has been made.

ELIGIBILITY

All LADWP non-residential electric customers in good standing are eligible to participate in this program as long as the building qualifies for one or more of the program's 13 measures. The suggested minimum building size is 50,000 square feet, and facilities should be one of the recommended building types. Many measures benefit from a centralized building automation system, but it is not necessarily a requirement.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

The application is in Adobe Acrobat PDF file format and consists of four documents; Non-Residential RCx Program Application Form, Non-Residential RCx Program Terms and Conditions, IRS Form W-9, Measure Specific Data Collection Forms.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No credit rating is necessary.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes. Some application forms need to be submitted by email, but applicants should submit the final application via mail to the return address listed on the application. The Building Optimization Analysis Tool (BOA) is an Excel spread-sheet based program that may be needed to estimate energy savings.*

Does the application process require additional technical assistance to complete? *LADWP program assistance is available.*

What kind of supplemental documents will they need to apply?
Applicants will need to submit an IRS Form W-9.

AGENCY

Los Angeles Department of
Water and Power

ADMINISTERING OFFICE

The Southern California Gas Company

PROGRAM TYPE

Incentive Payment

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

LADWP customers

RANGE OF ASSISTANCE

Cash incentives range from \$0.10 to \$0.15 per kilowatt hour (kWh), and \$1.00 per thermal energy saved annually.

TIME FRAME

Ongoing

CONTACT

Call

(213) 367-3068

rcx@ladwp.com

WEBSITE AND REFERENCE LINKS

Program Website

www.ladwp.com/rcx

PROGRAM

Commercial Water Conservation Rebate Program

DESCRIPTION

The program provides a one-time financial incentive for the installation of pre-approved, indoor and outdoor water-saving devices.

ELIGIBILITY

Customers associated with one of the Metropolitan Water District's water agencies, including LADWP, are eligible to apply.

APPLICATION ACCESSIBILITY AND USABILITY

Website

Both the LADWP and Water\$mart are simple to navigate. .

Application

The application is user-friendly. The first step is to create a rebate reservation for the pre-approved devices you would like to install. Step two involves completing the purchase and installation within 60 days. Supporting documents are required once the installation is complete.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No credit rating is necessary.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes. All applications must be submitted online through the SoCal Water\$mart website.*

Does the application process require additional technical assistance to complete? *? Maybe. Plumbing retrofits require a permit from the City of Los Angeles Department of Building and Safety. LADWP will assist with help in securing the necessary permits.*

What kind of supplemental documents will they need to apply?

Once the equipment is installed, you will be required to provide a water bill, W9 for purchases of \$600 or more, and tracking sheet if applying for toilets.

AGENCY

Los Angeles Department of Water and Power

ADMINISTERING OFFICE

The Metropolitan Water District of Southern California (SoCal Water)

PROGRAM TYPE

Incentive Payment

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

Metropolitan Water District

RANGE OF ASSISTANCE

Products range in value from \$2 to \$300 per item. All rebates are provided up to the cost of the device, with the exception of High Efficiency Toilets and Urinals. Projects that require collective funding above \$100,000 will be subject to review on a case-by-case basis.

TIME FRAME

Ongoing. Rebate rates are based on the amount of funding available and may vary.

CONTACT

SoCal Water\$mart Hotline

(888) 367-3314

belu.onyedika@ladwp.com

WEBSITE AND REFERENCE LINKS

Program Website

www.ladwp.com/cwr

PROGRAM

Solar Incentives Program (SIP)

DESCRIPTION

The program is available to all LADWP business and residential customers as a one-time incentive payment to offset costs associated with purchasing or leasing a solar rooftop system that is still connected to the city's power grid. The grid connection allows customers to utilize the grid when the system generates no power (for example at night, or when weather conditions are uncooperative) and reflects as a credit on your bill when your system generates more power than you draw from the grid. The incentive covers \$.30 cents per watt (subject to change) of energy for commercial businesses.

ELIGIBILITY

LADWP customers in good standing who want to own or lease a solar rooftop. Projects must be at least 1.5 kW CEC-AC. Any customer who has previously received an incentive payment from the SIP will not be eligible to reapply for the SIP for an addition to an existing solar PV system that previously received a SIP incentive.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

The application process involves five-steps; solar meter installation, the SIP rebate application, installing the solar installation system, connecting and energizing the solar system and, lastly, receiving your solar incentive check.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *None mentioned by the website*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes. The application process is online.*

Does the application process require additional technical assistance to complete? *Yes. The installation of a photovoltaic (PV) solar system requires the hire of a licensed professional and may require a licensed contractor to make improvements to an existing roof.*

What kind of supplemental documents will they need to apply?

A list of assisting documents can be found at <https://ladwp.com/ladwp/faces/ladwp/commercial/c-gogreen/c-gg-installsolar>

AGENCY

Los Angeles Department of Water and Power

ADMINISTERING OFFICE

LADWP approved PV installers

PROGRAM TYPE

Financial Assistance

TARGETED APPLICANT

Residential, Business, Non-Profit, Affordable-Housing

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

LADWP Customers

RANGE OF ASSISTANCE

This is a one-time rebate. The incentive covers \$.30 cents per watt of energy for commercial businesses.

TIME FRAME

The program is approved to run until December 31, 2017

CONTACT

For General Inquiries Call

(213) 866-0433

For Information about the Solar Net Installation Process Call

(213) EMPOWER or (213) 367-6937

WEBSITE AND REFERENCE LINKS

Utility Infrastructure Loan Program

<https://ladwp.com/ladwp/faces/ladwp/partners/p-economicdevelopment/p-ed-utilityinfrastructureloanprogram>

PROGRAM

Turf Replacement Program

DESCRIPTION

Previously the Landscape Incentive Program, the Turf Replacement Program provides cash incentives to replace your water-intensive turf grasses with California Friendly Plants, mulch, permeable pathways, and drip irrigation. Customers can search for climate appropriate, water efficient plants using the LADWP interactive searchable plant database. The database also includes sample landscape and irrigation templates for customers in need of design assistance.

ELIGIBILITY

Any LADWP residential or commercial customer who wants to replace turf with water wise landscape features may submit a pre-approval application for the rebate. You must be pre-approved before you begin your project in order to receive your rebate.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

The application is a two-step process. Part one requires the applicant to submit information regarding business size, photos depicting the area to be landscaped and a current water bill. Step two involves requesting the rebate and providing photos of the completed project area.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No credit rating is necessary.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes. All applications must be submitted online through the SoCal Water\$mart website.*

Does the application process require additional technical assistance to complete? *No.*

What kind of supplemental documents will they need to apply?
A current copy of your LADWP water bill.

AGENCY

Los Angeles Department of Water and Power

ADMINISTERING OFFICE

The Metropolitan Water District of Southern California (SoCal Water)

PROGRAM TYPE

Rebate

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

LADWP customers

RANGE OF ASSISTANCE

Applicants are eligible to receive a rebate for turf replacement of \$1.00 per square foot for the first 10,000 Sq. Ft and \$0.50 per square foot thereafter up to 43,560 Sq. Ft. maximum. Guidelines for parkways can be obtained through the LADWP website.

TIME FRAME

Ongoing. Approval of applications will be on a first-come, first-served basis and subject to funding availability.

CONTACT

(888) 367-3314

socalwatersmart@egia.org

WEBSITE AND REFERENCE LINKS

Program Website

https://www.ladwp.com/ladwp/faces/wcnav_externalId/a-w-Indscap

PROGRAM

Commercial Free Showerhead and Faucet Aerator Program

DESCRIPTION

This program offers free showerhead and faucet aerators to LADWP business customers. Average savings produced by bathroom and kitchen faucet aerators are up to 2.5 gallons per day, which is approximately 900 gallons of water savings per year. The free products can be obtained by visiting an LADWP customer service center.

ELIGIBILITY

All LADWP customers are eligible to receive free showerhead and faucet products.

APPLICATION ACCESSIBILITY AND USABILITY

Website

The website is user-friendly and links to a web page that directs customers to the nearest customer service center.

Application

There is no application required.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No credit rating is necessary.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *No.*

Does the application process require additional technical assistance to complete? *No.*

What kind of supplemental documents will they need to apply?
Customers will need to present a current LADWP bill or an identification card.

AGENCY

Los Angeles Department of Water and Power

PROGRAM TYPE

Free products

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

LADWP customers

RANGE OF ASSISTANCE

The programs offers free product upgrades.

TIME FRAME

Ongoing

CONTACT

Call

(800) 544-4498

waterconservation@ladwp.com

WEBSITE AND REFERENCE LINKS

Program Website

https://ladwp.com/ladwp/faces/wcnav_externalId/r-sm-free-cnsrv-items

PROGRAM

L.A. Minority Business Development Agency (MBDA)

DESCRIPTION

MBDA assists eligible minority business enterprises (MBEs), which have agreed in writing to become a client, in successfully growing their businesses and competing in domestic and global markets. It provides direct client assistance through client assessment, strategic business consulting, introductions to sources of capital, and access to markets. The program provides these free services and is federally funded by the U.S. Department of Commerce. Capital providers can offer finance resources for real estate, lines of credit, bonding for construction, Small Business Administration (SBA) or government programs, trade finance, contracts access, procurement opportunities and access to capital.

ELIGIBILITY

In order to qualify for services, business concerns must meet the following criteria:

1. Businesses owned or controlled by the following: African Americans, Hispanic Americans, Asian and Pacific Islander Americans, Native Americans (including Alaska Natives, Alaska Native Corporations and Tribal entities), Asian Indian Americans and Hasidic Jewish Americans.
2. Minimum gross annual revenue of \$1 million or be in one of the following high growth industries: green technology, clean energy, health care, infrastructure, or broadband technology.
3. Must complete and return a signed Client Engagement Form.
4. Must pay Annual Membership Fee and all fee-based services.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a national MBDA portal as well as a detailed, user-friendly Los Angeles MBDA Business Center website.

Application

There is a user-friendly Client Engagement Form Package available online.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *Eligible MBEs must have a minimum gross annual revenue of \$1 million.*

AGENCY

Mayor's Office of Economic Development

PARTNERING ENTITY

University of Southern California

FUNDING AGENCY

U.S. Department of Commerce

PROGRAM TYPE

Services

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

Greater Los Angeles region

RANGE OF ASSISTANCE

MBDA does not provide funding. Brokers link MBEs with capital providers.

TIME FRAME

Varies by capital provider

CONTACT

Sergio Gascon

(213) 821-2541

sgascon@usc.edu

WEBSITE AND REFERENCE LINKS

Los Angeles MDA Business Center

<http://mbcla.lacity.org>

LAMBDA Client Engagement Package

<http://mbcla.lacity.org/BECOMEACLIENT/EligibilityClientEngagement/index.htm>

U.S. Department of Commerce MBDA

<http://www.mbda.gov/businesscenters/losangeles>

PROGRAM

San Pedro Ports Clean Air Action Plan (CAAP) – Technology Advancement Program (TAP)

DESCRIPTION

The Technology Advancement Program (TAP) provides grants to reduce emissions in and around the Ports. Projects may include: conventional and alternative fuel repowers, retrofits, after-market technologies and new engine purchases, and fueling infrastructure for alternative fuel vehicles operating in and around the Ports. Funding comes from both the Ports of Los Angeles and Long Beach and other agencies.

ELIGIBILITY

The project must target one of the main source categories for port operations, which include on-road heavy duty trucks, cargo handling equipment (e.g. yard tractors, rubber tired gantry cranes), harbor craft (e.g. tugs, work boats), rail locomotives, and ocean going vessels. Solicited proposals should respond to Request for Proposal (RFP) specifics; unsolicited proposals (i.e., those not responding to RFP) are evaluated using the following criteria:

Technology Application – Is the technology applicable to the port industry? Is the application feasible?

California Air Resources Board (CARB) Verification – Is the technology developer currently seeking, or are they willing to seek, CARB verification?

Matching Funds – Is the project supported by in-kind or direct capital matching funds?

Emission Reductions – Are the emission reductions consistent with the 2010 CAAP Update goals? Does the technology reduce some emissions without increasing others?

Ability to meet the needs of the port industry – Will the technology perform effectively in the port environment?

Uniqueness of the Proposal – Has the technology or demonstration been proposed by multiple vendors?

Cost – Is the cost for the technology reasonable?

Industry Support – Does the project have a committed port-industry partner willing to demonstrate the technology?

Unsolicited proposals that are deemed meritorious by Port staff are forwarded to the TAP Advisory Committee for further review.

AGENCY

Port of Los Angeles

PARTNERING AGENCY

Port of Long Beach

PROGRAM TYPE

Grants

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

Businesses in Long Beach and Los Angeles Ports are eligible; the program objective is to reduce emissions in San Pedro and Wilmington. Most project updates are handled via teleconference but one in-person meeting is needed once a project is in place.

RANGE OF ASSISTANCE

Grants vary.

TIME FRAME

Ongoing

CONTACT

Tunisia Harding

(310) 732-3615

Teresa Scognamillo

(310) 732-3057

tscognamillo@portla.org

WEBSITE AND REFERENCE LINKS

CAAP TAP Program

<http://www.cleanairactionplan.org/programs/tap>

Guidelines

<http://www.cleanairactionplan.org/civica/filebank/blobdload.asp?BlobID=2489>

PROGRAM

Clean Air Action Plan (CAAP) – Technology Advancement Program (TAP) (continued)

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There is not an application form, but there are 3 pages of proposal instructions. The proposal must include requested information in less than 3 double-spaced pages. It is not user-friendly to an inexperienced proposal writer. A Guidelines document (link provided in right column) has instructions for an “Unsolicited Proposal Submittal”

Requirements

Financial stability (e.g. credit rating, amount of revenue): *The Ports will seek a minimum of 50% total project cost sharing/matching from submitters and/or other participants.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes.*

Does the application process require additional technical assistance to complete? *No. However, staff will assist with any proposal questions.*

What kind of supplemental documents will they need to apply? *Required supplemental documents include a letter of commitment from a port tenant as a project partner, a scope of work that details tasks to be completed during the project term, and an adequate budget.*

AGENCY

Port of Los Angeles

PROGRAM

Small Business Enterprise (SBE) Program

DESCRIPTION

The Port of Los Angeles Small Business Enterprise (SBE) Program assists with helping small businesses seek Port of Los Angeles construction and personal services contracts.

ELIGIBILITY

Targeted small businesses include but are not limited to very small business enterprises (VSBE), women-owned business enterprises (WBEs), and minority-owned business enterprises (MBEs). The Harbor Department has an annual 25% small business enterprise participation goal, including 5% from VSBEs; the intent of this program is to assist targeted businesses in applying for and receiving contracts from the department.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains multiple contacts.

Application

Businesses register through the Los Angeles Business Assistance Virtual Network.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *SBE and VSBE (a small business that has average annual gross receipts of \$3,500,000 or less within the previous three years).*

Minimum/Maximum number of employees? *SBE eligibility is equivalent to U.S. Small Business Administration (SBA) size standards based on North American Industry Classification System (NAICS) codes. VSBE eligibility is equivalent to the State of California's Microbusiness designation which is currently defined as a small business manufacturer with 25 or fewer employees.*

AGENCY

Port of Los Angeles

PROGRAM TYPE

Technical and administrative assistance

TARGETED APPLICANT

Business

JURISDICTION

City

GEOGRAPHIC SPECIFICATIONS

City of Los Angeles

RANGE OF ASSISTANCE

Technical and administrative assistance

TIME FRAME

Ongoing

CONTACT

Tricia Carey

Director, Contracts and Purchasing
Division

(310) 732-7656

tcarey@portla.org

Tanisha Herr

Contract Administrator

(310) 732-3064

therr@portla.org

WEBSITE AND REFERENCE LINKS

SBE Program

<http://www.portoflosangeles.org/business/sbp.asp>

Fact Sheet

http://www.portoflosangeles.org/proposals/SBE_Fact%20Sheet.pdf

Overview

http://www.portoflosangeles.org/proposals/SBE_Enterprise_Program_Overview.pdf

LA Business Assistance Virtual Network

<http://www.labavn.org>

PROGRAM

Business Assistance Programs

DESCRIPTION

The Los Angeles County Economic Development Corporation (LAEDC) provides a business retention program to attract, retain, and expand businesses in L.A. County. The program provides a central point of contact for factual and timely information on a broad range of business development and location factors. Services include project management; help with permitting, incentives, workforce development and financing assistance; and connections to public/private resources, cities and regional EDCs. Business assistance coordinators provide demographic, economic and real-estate information about the broader L.A. County region. There are also regional managers who provide assistance to existing or new businesses that fall within their geographic area. A list of programs and resources are listed in the Notes section below.

ELIGIBILITY

Any business in L.A. County

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There is no application form; register to obtain assistance.

NOTES

Advanced Transportation: A new Southern California promoting alternative fuel and advanced vehicles to drive regional clean vehicle innovation. Additionally, the e4 Mobility Alliance promotes advanced transportation in Southern California including maximizing plug-in electric, natural gas and fuel cell vehicle adoption rates; fleet conversion; ride sharing and a range of e-mobility solutions that will enhance a robust manufacturing cluster and infrastructure deployment resulting in job growth and investment through appropriate levels of public and private funding; technology transfer; workforce development; and policy initiatives.

Commercial and Industrial Property Site Search: LAEDC's Business Assistance department will conduct a no-cost, no-obligation, and confidential site search anywhere in Los Angeles County. This free service is available for start-up businesses as well as existing business

AGENCY

Los Angeles County Economic Development Corporation

PROGRAM TYPE

Technical assistance

TARGETED APPLICANT

Business

JURISDICTION

County

GEOGRAPHIC SPECIFICATIONS

Los Angeles County

RANGE OF ASSISTANCE

Technical assistance

TIME FRAME

Ongoing

CONTACT

Business Assistance Program Office

(888) 452-3321 (888-4-LAEDC-1)

bap@laedc.org

Carrie Rogers

(213) 236-4824

carrie.rogers@laedc.org

For a full list of regional manager contact information go to:

<http://laedc.org/our-services/business-assistance-layoff-aversion/contact-business-assistance>

WEBSITE AND REFERENCE LINKS

LAEDC Program

<http://laedc.org/our-services/business-assistance-layoff-aversion>

Advanced Transportation Center

<http://laedc.org/our-services/other-initiatives/advanced-transportation-center>

Commercial & Industrial Property Search

<http://laedc.org/our-services/site-selection/>

PROGRAM

Business Assistance Programs (continued)

seeking to relocate or expand. Links are provided to a Site Search form as well as a variety of resources for site selection. After filling out and emailing the Site Search Form a property site search report will be emailed back to the requesting business within 5 working days. Site searches are available for commercial property only, including Office, Industrial, Warehouse, Distribution, Retail, and Land.

Innovate LA: A private-sector initiative in collaboration with the LA Mayor's Council on Innovation and Industry, bringing together leaders of innovation, technology and creative communities to galvanize, accelerate and promote LA County's robust innovation ecosystem.

Layoff Aversion: LAEDC partners with the Los Angeles County Workforce Investment bureau to provide free consultation services for businesses with at least 10 employees to help businesses retain jobs. Services include resources for financing, tax credits, transition of ownership, real estate issues, permitting, utility problems, tax problems, staff hiring and training, and cost containment.

World Trade Center Los Angeles (WTC LA): WTC LA offers businesses the opportunity to expand in the international market through a variety of cooperative regional efforts, combining the numerous public and private trade resources available. In-house experts provide businesses with the basics of trade, individual export and import counseling; personal referrals to state and federal agencies for trade promotion; investment attraction; and the use of a state-of-the-art online database for market research and trade leads. Strategic partnerships exist with the City and County of Los Angeles, the Port of Los Angeles, the Los Angeles Chamber of Commerce and the Los Angeles International Airport.

Economic Development Toolkits: LAEDC partners with many economic development organizations and their website links to a variety of toolkits that are designed to provide electronic sources of Los Angeles County's business incentives, service providers, educational institutions, venture capital sources and annual conferences dedicated to the support of businesses.

AGENCY

Los Angeles County Economic Development Corporation

e4 Mobility Alliance

<http://laedc.org/our-services/other-initiatives/e4-mobility-alliance/#panel-about-e4mobility-alliance>

Innovate LA

<http://laedc.org/inla>

Layoff Aversion

<http://laedc.org/help>

WTC LA

<http://laedc.org/wtc/about-us>
<http://laedc.org/wtc>

Regional Economic Development Organizations and Toolkits

L.A. City Workforce Investment Board

<http://www.wiblacity.org/>

WIBLA Toolkit

http://laedc.org/wp-content/uploads/2012/04/LACityWIB_lo.pdf

Pacific Gateway Workforce Investment Network

<http://www.pacific-gateway.org>

PGWIN Toolkit

http://laedc.org/wp-content/uploads/2012/03/PGWIN_EDToolkit_2010.pdf

Southeast Area Social Services Funding Authority

<http://www.sassfa.org>

SASSFA Toolkit

http://laedc.org/businessassistance/SASSFA_EDToolkit_2010.pdf

Innovate LA Resource Guide

<http://laedc.org/wp-content/uploads/2012/04/LAEDC-IRG.pdf>

Aerospace Fact Sheet

http://laedc.org/wp-content/uploads/2012/04/WIRED_Aerospace.pdf

Biotech Fact Sheet

http://laedc.org/wp-content/uploads/2012/04/WIRED_Biotechnology.pdf

PROGRAM

Vehicle and Engine Upgrades

DESCRIPTION

This set of programs encourages the immediate use of commercially available, low-emission mobile and stationary technologies. A variety of financial incentives, which include grants for incremental funding, subsidies, or vouchers, are designed to promote voluntary introduction of new technologies on an accelerated schedule. These incentives also provide manufacturers with justification to gear up for mass production of cleaner technologies.

ELIGIBILITY

Varies by subprogram

ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

SUBPROGRAMS

Carl Moyer Program

Provides grants for owners of diesel engines to exceed regulatory requirements by retrofitting, repowering or replacing engines with newer and cleaner ones. The grants cover some or all of the cost difference of cleaner than required engine, vehicle, and equipment upgrades. The program focuses on cleaning the air by replacing older heavy-duty diesels with electric, alternative-fuel, or cleaner diesel technologies.

Any Mobile Source public or private project that results in cost-effective PM and/or NOx reduction not subject to current regulations or within 3 years of a regulatory compliance deadline is eligible. Must operate 75% within AQMD boundaries and vehicles and equipment funded must remain in operation for at least 3 years. Projects must meet the criteria described in the latest Carl Moyer Program Guidelines and all current Program Advisories, be in compliance with Off-Road or On-Road Diesel Regulations, meet the cost-effective threshold of \$17,720 per weighted ton of total reduced emissions, and be fully operational and completed prior to May 19, 2017.

Projects may include: On-and off-road heavy-duty vehicles, construction and cargo handling equipment, marine vessels, shore power and locomotives. There is a nineteen-page application and a specific supplemental application form for each category of equipment. Funding depends on cost-effectiveness and emission benefits of project. Not all programs are offered by AQMD for 2016. For more information, contacts are listed for each project type in the sidebar.

AGENCY

South Coast Air Quality Management District (AQMD)

PROGRAM TYPE

Grants

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

The 4-county jurisdiction of the AQMD: Orange, San Bernardino, Riverside, and urban portions of L.A.

RANGE OF ASSISTANCE

Varies by Program.

TIME FRAME

Ongoing.

CONTACT

AQMD's Technology Advancement Office
(909) 396-3179

Carl Moyer Program

Heavy-Duty On-Road Diesel

Ashkaan Nikravan

(909) 396-3260

anikravan@aqmd.gov

Off-Road Equipment

Frank Motavassel

909-396-2152

fmotavassel@aqmd.gov

Shore Power and Cargo

Greg Ushijima

(909) 396-3301

gushijima@aqmd.gov

Locomotives

Connie Day

(909) 396-3055

cday@aqmd.gov

PROGRAM

Vehicle and Engine Upgrades (continued)

Goods Movement Emission Reduction Projects (Prop 1B)

Provides funding in partnership with the California Air Resources Board (ARB), for projects that reduce emissions from goods movement operations beyond those required by law. Types of equipment include: heavy-duty diesel trucks (replacement or repower), truck stop or distribution center electrification infrastructure, locomotives, ships at berth (e.g., shore power), commercial harbor craft, and cargo handling equipment at ports or rail yard facilities. The projects funded by the Prop. 1B Program must achieve “early or extra emission reductions” that are not required by a law or regulation.

As of the release of this document, no funding is currently being offered. For more information about program updates, workshops and future funding cycles, go to ARB’s program website or sign up for the gmbond listserv (see sidebar).

Mobile Source Credits

Regulation XVI - Mobile Source Offset Programs provides opportunities to generate mobile source emission reduction credits (MSERCs) from on- and off-road mobile sources. Mobile source programs are based on a variety of purchase, retrofit, repower, or scrapping projects. MSERCs, once approved by the AQMD, can be traded or sold on the open market and used to offset emissions from stationary sources, employee commute programs, or RECLAIM. Each rule has specific requirements that must be followed. Before implementing any MSERC program you should read the rule carefully and review all application forms, plan forms, and fee schedules. See MSERC website for licensed scrappers and Emission Credit Vendor listings and complete information on rules listed below.

The web addresses for the following rules are listed in the sidebar on the following page:

- Rule 1610 - Old-Vehicle Scrapping
- Rule 1612 - Credits for Clean On-Road Vehicles
- Rule 1613 - Credits for Truck Stop Electrification
- Rule 1620 - Credits for Clean Off-Road Mobile Equipment
- Rule 1623 - Credits for Clean Lawn and Garden Equipment

Surplus Off-Road Opt-In for NOx (SOON) Program for Off-Road Diesel Vehicle Clean-Up

Program provides funding assistance to applicable fleets for the purchase of commercially-available low-emission heavy-duty engines

AGENCY

South Coast Air Quality Management District (AQMD)

Marine Vessels

Mark Coleman

(909) 396-3074
mcoleman@aqmd.gov

Von Loveland

(909) 396-3063
vloveland@aqmd.gov

Goods Movement Emissions

Mei Wang

(909) 396-3257
mwang@aqmd.gov

Mobile Source Credits

Heather Farr

(909) 396-3672
hfarr@aqmd.gov

SOON Program

Technical

Adawale Oshinuga

(909) 396-2599
aoshinuga@aqmd.gov

Incentive Funding

Connie Day

(909) 396-3055
cday@aqmd.gov

Voucher Incentive Program

Ashkaan Nikravan

(909) 396-3260
anikravan@aqmd.gov

WEBSITE AND REFERENCE LINKS

AQMD Vehicle and Engine Upgrades

www.aqmd.gov/home/programs/business/business-detail?title=vehicle-engine-upgrades

Carl Moyer Program

www.aqmd.gov/home/programs/business/carl-moyer-program-additional-information

ARB (partnership) Goods Movement

www.arb.ca.gov/bonds/gmbond/gmbond.htm

GM Bond Listserv

www.arb.ca.gov/listserv/listserv_ind.php?listname=gmbond

PROGRAM

Vehicle and Engine Upgrades (continued)

to achieve near-term reduction of NOx emissions from in-use off-road diesel vehicles. In 2008, the AQMD Board approved setting aside funding for this purpose. The AQMD is currently seeking off-road engine repower or vehicle replacement projects under the SOON Program. All large fleets with a total statewide equipment horsepower over 20,000 hp must apply for funding. Fleets below 20,000 hp may voluntarily participate in this program.

Voucher Incentive Program (VIP)

The goal of this program is to reduce emissions from in-use heavy-duty trucks in small fleets. The VIP is implemented by AQMD through contractual agreements with AQMD-approved VIP participating dealerships, dismantlers or retrofitters. Voucher amount will be deducted from the total cost. Funds are offered on a first-come, first-served basis with a maximum of \$45K per truck for replacements and \$10K for retrofits. The VIP website has a list of participating vendors and a downloadable application.

Eligible owners/operators have fleets of 3 or fewer vehicles that have been operating at least 75% (mileage-based) in California during the previous two years and must submit two years proof of ownership (with no lien holder for truck replacements), registration and insurance as well as a history of fuel consumption or miles driven. Exemptions exist for those who have been on active military duty during the past two years. The following original manufacturer Gross Vehicle Weight Ratings ranges must be met: Light heavy-duty vehicles (14,001-19,500 pounds), medium heavy-duty vehicles (19,501-33,000) and heavy heavy-duty vehicles (33,001 pounds or greater). Vehicle purchases or retrofits must be voluntary and not required by any local, state, or federal regulations and projects may not be used to generate a compliance extension or extra credit for determining regulatory compliance.

AGENCY

South Coast Air Quality Management District (AQMD)

Rule 1610

<http://www.aqmd.gov/docs/default-source/rule-book/reg-xvi/rule-1610-old-vehicle-scrapping.pdf>

Rule 1612

<http://www.aqmd.gov/docs/default-source/rule-book/reg-xvi/rule-1612.pdf>

Rule 1613

<http://www.aqmd.gov/docs/default-source/rule-book/reg-xvi/rule-1613.pdf>

Rule 1620

<http://www.aqmd.gov/docs/default-source/rule-book/reg-xvi/rule-1620.pdf>

Rule 1623

<http://www.aqmd.gov/docs/default-source/rule-book/reg-xvi/rule-1623.pdf>

PROGRAM

Solar Energy Equipment Credit

DESCRIPTION

The AQMD Solar Energy Fee Credit is an annual equipment fee credit offered to companies that have solar panels installed at the facility where the business already has a permit from AQMD to operate certain equipment.

ELIGIBILITY

Permittees required to pay an annual operating permit renewal fee receive an annual fee credit for solar energy equipment installed at the permitted site. Credit is determined at the rate of \$1.79/1,000 Btu up to all annual on-site permit renewal fees. Projects that receive grant funding from the Rule 1309.1 – Priority Reserve account are ineligible.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is little information about the credit or contacts online.

Application

An application is not necessary. In order to request a solar energy fee credit, businesses need to answer 6 questions for each facility (see below). The process is moderately user-friendly.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *No, good credit is not required.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *No.*

Does the application process require additional technical assistance to complete? *Possibly.*

What kind of supplemental documents will they need? *The following information and/or documentation must be provided for each facility:*

Make and number of modules

Inverters' make and rating

Date of completed installation, or start of generating electricity

BTU/hr system rating when credit was requested

Whether funding was received pursuant to AQMD Rule 1309.1

Letter from the applicable utility service—either SoCal Edison or LADWP—verifying that the system is connected to the utility grid

AGENCY

South Coast Air Quality Management District (AQMD)

PROGRAM TYPE

Fee credit

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

The 4-county jurisdiction of the AQMD: Orange, San Bernardino, Riverside, and urban portions of L.A.

RANGE OF ASSISTANCE

Fee credit

TIME FRAME

Program updated annually (most current July 2014)

CONTACT

Emily Chau

Permit Streamlining

(909) 396-3032

echau@aqmd.org

WEBSITE AND REFERENCE LINKS

Rule 301 Permits Document (text on page 301-18 of online document)

<http://www.aqmd.gov/docs/default-source/rule-book/reg-iii/rule-301.pdf?sfvrsn=10>

PROGRAM

Small Business Assistance Office

DESCRIPTION

The AQMD Small Business Assistance Office helps small and medium-size business owners to comply with AQMD air quality rules and regulations, permit conditions, and record-keeper through a variety of services offered and “No Fault Inspections.” They help small business operators find out which rules apply to their operations, how to meet AQMD requirements, and how to keep records. They act as advocates for the small business owners/operators within AQMD. Interested businesses should contact by phone. AQMD states they will respond quickly to requests.

ELIGIBILITY

All businesses with 100 or fewer employees or with annual gross revenues up to \$5 million are eligible for this free on-site and over-the-counter, or phone technical consultation service.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

The application is moderately difficult. Assistance can be sought by phone or email.

Requirements

The applicant needs to be able to describe the nature of the business and should have reviewed the permit application forms in advance.

NOTES

Free Technical Assistance: AQMD provides free technical consultations either on-site, by phone, through e-mail, or at AQMD Headquarters on request. They will help businesses understand permit conditions, rule requirements and proper record-keeper; determine if equipment, processes or operations require permitting or registration; identify areas of non-compliance and develop strategies to achieve compliance; and provide assistance and liaison with other agency staff on permit processing, application filing, regulatory compliance, and fee issues.

Variance Petitions: If businesses cannot comply with air pollution control laws, and need temporary relief while working toward a solution without being subject to penalties, they may need to obtain a variance. AQMD provides assistance to small businesses in preparing for variance petition filings with the Hearing Board.

AGENCY

South Coast Air Quality Management District (AQMD)

PROGRAM TYPE

Technical assistance

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

The 4-county jurisdiction of the AQMD: Orange, San Bernardino, Riverside, and urban portions of L.A.

RANGE OF ASSISTANCE

Technical assistance

TIME FRAME

Ongoing

CONTACT

Small Business Assistance Office

(800) 388-2121

(909)396-3529

smallbizassistance@aqmd.gov

Derrick Alatorre

(909)396-3122

dalatorre@aqmd.gov

WEBSITE AND REFERENCE LINKS

Small Business Assistance Office

<http://www.aqmd.gov/home/programs/business/business-detail?title=small-business-assistance>

Fee Review Request

<http://www.aqmd.gov/docs/default-source/aqmd-forms/fee-review-request.pdf>

Air Quality Permit Checklist

<http://www.aqmd.gov/home/programs/business/business-detail?title=permit-checklist>

PROGRAM

Small Business Assistance Office (continued)

Dry Cleaner Grant Program: See AQMD's Dry Cleaner Grant Program listed in the State section of this guide for more information about this program which helps dry cleaners convert to non-perchloroethylene, cleaning systems such as professional wet-cleaning and CO2.

Fee Review Committee: The AQMD fee review committee resolves permit fee issues between regulated businesses and AQMD and can provide additional time for payment of current or past due permits, annual renewals, and other fees (such as annual emissions and Toxic Hot Spot fees) for businesses experiencing financial hardships. A fee review request form is available online (see sidebar, previous page).

Clearance Letter Program: For City and County staff, California state law requires that business owners need to comply with the applicable permitting/registration requirements of the AQMD prior to the granting of an occupancy permit. This Air Quality Permit checklist (see sidebar, previous page) will help to determine what is necessary to obtain clearance from AQMD.

Events: AQMD hosts various small business events throughout the year to assist communication between business owners, AQMD staff, and AQMD Board members. AQMD encourages businesses to participate in these events, which are usually free of charge, and to provide feedback on the usefulness and helpfulness of the events, and to suggest additional areas of discussion that could be the subject of other events. The AQMD web site includes a calendar of events.

AGENCY

South Coast Air Quality Management District (AQMD)

PROGRAM

Expedited Permit Processing Program

DESCRIPTION

The Expedited Permit Processing Program assures expedited processing of permit applications and provides management oversight to ensure that the permit processing is completed in a timely manner.

ELIGIBILITY

All businesses are eligible.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website on permits that contains basic contact information, but no separate program website for expediting.

Application

There is a user-friendly one-page application. The application for expedited permitting is filed concurrent with the application for the permit itself. The additional fee should be submitted with the combined permit application and expedite application. Expedition is not guaranteed since it is dependent on the availability of staff to work overtime.

Requirements

Businesses pay an additional 50% of the permit processing fee for each permit application to receive expedited permit processing.

AGENCY

South Coast Air Quality Management District (AQMD)

PROGRAM TYPE

Technical assistance

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

The 4-county jurisdiction of the AQMD: Orange, San Bernardino, Riverside, and urban portions of L.A.

RANGE OF ASSISTANCE

Technical assistance

TIME FRAME

Ongoing

CONTACT

Contacts vary depending on which permit application is submitted. For general information contact:

Permit Services

(909) 396-3385

WEBSITE AND REFERENCE LINKS

Permits Services

<http://www.aqmd.gov/home/permits>

Form

<http://www.aqmd.gov/docs/default-source/aqmd-forms/Permit/400-xpp.pdf?sfvrsn=2>

PROGRAM

Certification Programs and Training

DESCRIPTION

AQMD has introduced several certification programs that are intended to increase confidence in products and services used by the permitted facilities that promote clean air. Products such as solvents or commercial cleaners must meet specific environmental qualifications to become certified. Certified Permitting Professionals are required to demonstrate expertise in the preparation of permit applications, thus ensuring applications are complete and in compliance. In addition to certification programs, AQMD provides compliance assistance training to enhance understanding of applicable air quality regulations, introduce new control technologies and assist industry with achieving and maintaining compliance with federal, state and local clean air requirements

ELIGIBILITY

Varies by subprogram.

ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

SUBPROGRAMS

PRODUCT CERTIFICATIONS

Clean Air Choices Cleaner Product Certification

AQMD's new "Clean Air Choices Cleaners" is voluntary certification program for ultra-low-polluting commercial cleaning products. Manufacturers, suppliers and users can apply for certification which is valid for three years and can be renewed. To become certified, products must contain no prohibited ingredients in quantities over 0.1%, a VOC limit which at 10 grams per liter is more stringent than existing ARB requirements, and other meet environmentally preferable qualifications. See website for complete list of eligible products and prohibited ingredients.

Clean Air Solvent Certification

Rule 1171 - Solvent Cleaning Operations and Rule 1122 - Solvent Degreasers control VOC emissions from numerous uses of solvents. Effective January 1, 2003, both rules require cleaning materials used in repair and maintenance operations and cold cleaners to qualify as Clean Air Solvent (CAS). Manufacturers, suppliers, and users can apply

AGENCY

South Coast Air Quality Management District (AQMD)

PROGRAM TYPE

Training

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

The 4-county jurisdiction of the AQMD: Orange, San Bernardino, Riverside, and urban portions of L.A.

RANGE OF ASSISTANCE

Training and Product Certification

TIME FRAME

Ongoing

CONTACT

Clean Air Choices Cleaner Certification

Mike Morris

909-396-3282

mmorris@aqmd.gov

Clean Air Solvent Certification

Rizaldy Calungcagin

909-396-2315

rcalungcagin@aqmd.gov

CPP Hotline

Pablo Pua

(909) 396-3383

ppua@aqmd.gov

Compliance Training Courses

Asbestos Hotline

909-396-3282

Certified Person

Mae Mendoza

909-396-3024

mmendoza@aqmd.gov

PROGRAM

Certification Programs and Training (continued)

for certification of CAS that meet the following criteria: VOC concentration is no more than 25 grams of VOC per liter; composite vapor pressure is no more than 5 mm Hg of VOC at 20°C (68°F); reactivity is not higher than toluene; contains no compounds classified as Hazardous Air Pollutants (HAPs) by the federal Clean Air Act, Ozone-Depleting Compounds (ODCs), or Global Warming Compounds (GWCs).

PROFESSIONAL CERTIFICATIONS

Certified Permitting Professional (CPP) Program

The AQMD offers certification and the title “Certified Permitting Professional” (CPP) to individuals who successfully complete a CPP examination. CPPs are given limited access to AQMD facility information through the Data Access System (DAS) which can be accessed through AQMD’s web site. Also, the AQMD publishes a list of all CPPs and makes this list available to the public upon request. Training is not a requirement to take the exam but the program’s website lists a number of third party vendors offering CPP training courses.

Compliance Training

AQMD’s offers a variety of courses that provide participants with the opportunity to interact with AQMD compliance staff, learn more about existing and upcoming air quality regulations applicable to their industry and resources to assist industry in achieving their clean air goals. Pre-registration is required for all classes. Courses currently being offered by AQMD include:

- Asbestos Demolition & Renovation (Rule 1403)
- Certified Person (Rules 463 & 1178)
- Certified Inspector – Sumps and Wastewater Separators (Rule 1176)
- Combustion Gas Portable Analyzer Training & Certification (Rules 1146, 1146.1 & 1110.2)
- Controlling Fugitive Dust (Rule 403 & 403.1)
- Gasoline Transfer & Dispensing (Rule 461)
- Hexavalent Chromium (Rule 1469)

AGENCY

South Coast Air Quality Management District (AQMD)

Certified Inspector (Rule 1176)

Cathy Raglanda

909-396-7025
cragland@aqmd.gov

Combustion Gas

Nancy Leone

nleone@aqmd.gov

Dust Control Group

dustcontrol@aqmd.gov

Gasoline Transfer and Dispensing

Michele Martinez

909-396-3058
mmartinez1@aqmd.gov

Hexavalent Chromium

Sharon Fujimoto

909-396-2183
sfujimoto@aqmd.gov

WEBSITE AND REFERENCE LINKS

Certification Programs and Training

<http://www.aqmd.gov/home/programs/business/business-detail?title=certification-programs-training>

PROGRAM

Dry Cleaning Grants

DESCRIPTION

The grant program is for dry cleaners operating within the South Coast Air Quality Management District (AQMD) switch to a dry cleaning machine that does not use the toxic chemical, perchloroethylene (PERC).

ELIGIBILITY

Businesses operating within the 4-county jurisdiction of the AQMD are eligible. Grant funds are only available for cleaning equipment listed in the “Equipment Report: CO2 and Professional Wet Cleaning Technologies” (See sidebar) Additional equipment may be approved by AQMD on a case-by-case basis.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There is a user-friendly one-page application.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *Must be in good standing with AQMD and show ability to finance the balance of the cost within 45 days and purchase and install the equipment within 90 days.*

What kind of supplemental documents will they need? *All of the following forms and instructions are available on website. All grant applications require forms 1, 3, 4, and 5 and include a clear copy of the purchase agreement or invoice.*

Application for financial assistance for alternative dry cleaning equipment purchases

Instructions for obtaining AQMD financial incentives to purchase non-perc alternative dry cleaning equipment

Terms and conditions for financial incentive grant program to assist dry cleaners to purchase non-perc alternative technologies

Business information request.

IRS Form W-9

Equipment Report: CO2 and Professional Wet Cleaning Technologies

AGENCY

South Coast Air Quality Management District (AQMD)

PROGRAM TYPE

Grants

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

The 4-county jurisdiction of the AQMD: Orange, San Bernardino, Riverside, and urban portions of L.A.

RANGE OF ASSISTANCE

Funding on a first-come, first-served basis: \$20,000 for CO2 Machines; \$10,000 for Professional Wet Cleaning Systems (water-based system with washer, dryer, tensioning pants topper, and tensioning form finisher); and up to \$5,000 for Incomplete Professional Wet Cleaning Systems

TIME FRAME

Ongoing

CONTACT

Small Business Assistance Office

(909) 396-3529

(800) 388-2121

gushijima@aqmd.gov

WEBSITE AND REFERENCE LINKS

Dry Cleaning Grants Program

<http://www.aqmd.gov/home/programs/business/business-detail?title=dry-cleaner-grant>

Eligible Equipment

<http://www.aqmd.gov/docs/default-source/aqmd-forms/Drycleaners/pro-wet-cleaning-equip-report.pdf>

PROGRAM

Leaf Blower Exchange Program

DESCRIPTION

Professional gardeners and/or landscapers can trade in their old (but operational) backpack leaf blowers to get new low-emission/low-noise backpack leaf blowers available at a discounted price. In past years AQMD offered STIHL BR 500 leaf blower for only \$200. This is the powerful low-noise 65 dB(A), low-emissions model with a suggested retail price of \$469.

ELIGIBILITY

The program is available to professional gardeners and landscapers who live and work within the 4-county jurisdiction of South Coast Air Quality Management District (AQMD) region.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

An application is not necessary.

Requirements

Pre-registration by phone is required to exchange a leaf blower.

AGENCY

South Coast Air Quality Management District (AQMD)

PROGRAM TYPE

Equipment

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

The 4-county jurisdiction of the AQMD: Orange, San Bernardino, Riverside, and urban portions of L.A.

RANGE OF ASSISTANCE

Up to ten blowers per business can be exchanged for new, discounted blowers

TIME FRAME

Ongoing annual program. Call contact number for pre-registration and more specific program information. 2016 exchange program opens on February 23.

CONTACT

Pre-registration by phone is required to exchange a leaf blower. To register, call toll free (888) 425-6247

WEBSITE AND REFERENCE LINKS

Leaf Blower Program

<http://www.aqmd.gov/home/programs/community/community-detail?title=lawn-equipment#leaf%20blowerhtm>

Leaf Blower listserv (sign up to receive email notifications for exchange events)

<http://www.aqmd.gov/sign-up>

PROGRAM

Energy Efficiency Rebates for Businesses (EERB)

DESCRIPTION

The EERB program offers business rebates on qualifying energy-efficient natural gas-fired equipment and improvements that replace inefficient natural gas-fired equipment. Equipment qualifying for rebates includes (but is not limited to):

Commercial Boiler	\$0.50-\$34.00 / MBtuh
Space Heating Boiler	\$0.50-\$34.00 / MBtuh
Process Heating Boiler	\$2.00 / MBtuh
Pool Heater	\$2.00 / MBtuh
Steam Traps	\$100 / unit
Pipe Insulation	\$2.00-\$3.00 / linear ft
Tank Insulation	\$2.00-\$3.00 / sq ft

Detailed equipment specifications are available online as well as a complete list of current rebate offerings.

ELIGIBILITY

Any commercial, industrial or agricultural customer with an active, valid and non-delinquent account. Equipment must be paid in full and installed prior to submitting an application. Customers who have received any rebates within the last five years from SoCalGas, or who have received rebates, incentives or services for the same equipment from other utilities, states or local programs funded by the Public Purpose Program Surcharge (PPPS) are not eligible.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There is a 3-page user friendly application online that can be downloaded as part of the EE Rebate Guide and Application.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *An active, valid and non-delinquent customer account is required, along with a U.S. federal tax ID.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes.*

AGENCY

Southern California Gas Company (SoCalGas)

PROGRAM TYPE

Energy-Efficiency Rebates

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

SoCalGas service territory

RANGE OF ASSISTANCE

Limited to \$200,000 per customer, per year and cannot exceed the cost of purchase and professional installation.

TIME FRAME

Rebate applications for 2016 must be submitted by December 31, 2016. Funding is based on a first come first-served basis until funds are exhausted, so early applications are encouraged.

CONTACT

(800) 508-2348

(800) 427-4000

eerebatesforbusiness@socalgas.com

WEBSITE AND REFERENCE LINKS

Energy Efficiency Business Rebates and Equipment Specifications

<http://www.socalgas.com/for-your-business/rebates/>

Rebate Guide and Application

<http://www.socalgas.com/documents/business/rebates/EERBGuideandApp.pdf>

PROGRAM

Energy-Efficiency Calculated Incentive Program (EECIP)

DESCRIPTION

The EECIP offers a variety of energy-efficiency programs, incentives, services and rebates on qualifying energy-efficient products and improvements in processes designed to help businesses save money and energy. Calculated incentives are awarded at \$1 per therm saved annually, subject to program caps of 50% of the project cost or 100% of the incremental measure cost; depending on project type or whichever is less. SoCalGas must be involved from the beginning of the process, prior to equipment selection or final project design. Program specifics include:

Retrofits saving under 200,000 therms/year require energy analysis.

Retrofits saving over 200,000 therms/year require customers to provide an energy analysis report approved by a registered professional engineer

Leased equipment projects may be eligible on a case-by-case basis

Installations of industrial steam traps may be eligible.

ELIGIBILITY

Any commercial, industrial or agricultural customer with an active, valid and non-delinquent account

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

Applications must be obtained by account representatives.

Requirements

Multiple steps to complete: 1) Contact account representative to submit application; 2) subject project to an energy analysis; 3) proceed with purchase orders and/or equipment purchases; 4) sign a conditional incentive reservation form; 5) install equipment; 6) complete and submit project closure paperwork. Pre- and post-inspections may also be needed.

SUBPROGRAMS

Energy-Efficiency Assessments for Industrial Customers

No cost, energy-efficiency assessments and evaluation of energy-efficiency projects by engineers who are qualified by the Department of Energy (DOE). Cash payment may be achieved that could reach up to \$1 million per project, and up to \$2 million per premise, per year. Services include:

AGENCY

Southern California Gas Company (SoCalGas)

PROGRAM TYPE

Energy Efficiency Incentives

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

SoCalGas service territory

RANGE OF ASSISTANCE

Technical, administrative assistance and training. Financial assistance, if available, varies by program.

TIME FRAME

Ongoing.

CONTACT

(800) GAS-2000

Call your account representative for information or:

Energy-Efficiency Calculated Incentive Program

(800) 427-6584 (option #4)

eerebatesforbusiness@socalgas.com

SCGIndustrialEE@semprautilities.com

Self-Generation Incentive Program

selfgeneration@socalgas.com

Savings By Design

(213) 244-3313

savingsbydesign@semprautilities.com

Continuous Energy Improvement

(877) 919-9188

WEBSITE AND REFERENCE LINKS

EECIP (Incentives Page)

<http://www.socalgas.com/for-your-business/rebates/equipment-incentives.shtml>

PROGRAM

Energy-Efficiency Calculated Incentive Program (EECIP) (continued)

Site visits and analyses for industrial uses of natural gas--including process heating and steam systems, gas engines, air compressors, oxidizers, and steam turbine drives.

Software modeling/simulation detailing energy use and potential costs and savings including a Steam System Assessment Tool that simulates changes in process steam systems and quantifies potential changes in cost, energy use and emissions; and a Process Heating Assessment and Survey Tool that identifies energy efficiency opportunities by modeling individual pieces of heating equipment.

Self-Generation Incentive Program (SGIP)

The installation of new qualifying technologies that are installed on the customer side of the meter to meet all or a portion of the electric energy needs of a facility. Incentives range from \$0.44 to \$1.65 per Watt, based on technology type and there is an annual budget of \$7.44 million, 75% for Renewable and/or Emerging Technologies (RN/ET) and 25% for Non-renewable (NR) technologies. Eligible technologies include:

- NR: Gas, steam and micro turbines and internal combustion engines
- ET: Biogas, CHP or electric fuel cells and advanced energy storage
- RN: Wind and pressure-reduction turbines and waste heat to power

Savings By Design

For Businesses designing new facilities or expanding existing ones, this program promotes the use of integrated design analysis for large, complex projects or for projects containing innovative energy design features. Available Assistance and Incentives include provision of a customized energy analysis and a recommendation for the best energy efficiency measures to adopt based on proposal; and financial incentives of \$1.00 per therm saved annually, up to \$500,000 or 50% of project cost (whichever is less). Multiple projects in one year are eligible.

Continuous Energy Improvement (CEI)

Program offered at no cost to businesses that are **both** a SoCalGas and Southern California Edison customer:

- Improve energy efficiency through maintenance and behavior changes by your own employees
- Leverage existing incentive programs for natural gas and electricity
- Pursue branding and certification programs (such as ENERGY STAR® and LEED for existing buildings)

Businesses gain access to a team of energy experts to help engage with employees. These experts guide you through these steps:

AGENCY

Southern California Gas Company (SoCalGas)

Industrial Energy-Efficiency Assessments

<http://www.socalgas.com/for-your-business/energy-savings/usage-assessment.shtml>

Self-Generation Incentive Program

<http://www.socalgas.com/innovation/self-generation/index.shtml>

Online Reservation Request

<https://www.selfgenca.com/public/calculator>

Savings By Design

<http://www.socalgas.com/for-your-business/savings-by-design.shtml>

Statewide Program

<http://www.savingsbydesign.com>

Continuous Energy Improvement

<http://www.socalgas.com/for-your-business/energy-savings/cei.shtml>

Trade Pro Directory

<http://www.socalgas.com/for-your-business/trade-pro/trade-pro-directory.php>

Resources, Training and Seminars

<http://www.socalgas.com/for-your-business/education-and-training>

Course Calendar

<https://seminars.socalgas.com>

PROGRAM

Energy-Efficiency Calculated Incentive Program (EECIP) (continued)

- Assessing current operations
- Strategies for short- and long-term success
- Implementing actions and activities of employees
- Evaluating activities and making improvements, if needed
- Transitioning from consultants to internal staff

Trade Pro Directory

An online, searchable directory of trade professionals who sell, service, or install energy-efficient natural gas equipment and are active participants in SoCalGas energy-efficiency programs.

Resources, Training and Seminars

Resources to help businesses save money, access programs from other agencies and become more energy-conscious. Also, there are many seminars at the Energy Resource Center, located in Downey offering a variety of technical training, many at no-cost.

AGENCY

Southern California Gas
Company (SoCalGas)

PROGRAM

Zero Percent On-Bill Financing

DESCRIPTION

Program offers \$5,000 to \$100,000 per meter in zero-percent financing to qualified business customers. Loan repayment is billed through monthly gas bill. Loans are unsecured and non transferrable, there is no penalty for early repayment, with a maximum loan term of five years or useful equipment life (whichever is shorter).

Works in conjunction with energy-efficiency programs to provide interest-free financing in addition to rebates and incentives. Examples of energy efficiency programs include: Energy Efficiency Rebates for Businesses and Energy Efficiency Calculated Incentive program. A partial list of qualifying equipment includes: Greenhouse curtains; pipe/tank insulation; high-efficiency fryers; steamers; furnaces, kilns, ovens; heat recovery; waste water heat recovery; boiler economizers; lean-burning natural gas engines; ozone laundry systems; or thermal oxidizers.

ELIGIBILITY

Any nonresidential customers and owners of multifamily units who do not reside on premises.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Requirements

Customer: An active account in the same business for the past two years and in good credit standing.

Project: Must qualify for at least one of SoCalGas' energy efficiency programs and the simple payback period for the project must be 5 years or greater, or useful equipment life if it's shorter than 5 years.

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *No.*

AGENCY

Southern California Gas Company (SoCalGas)

PROGRAM TYPE

Energy-Efficiency Financing

TARGETED APPLICANT

Business

JURISDICTION

Regional

GEOGRAPHIC SPECIFICATIONS

SoCalGas service territory

RANGE OF ASSISTANCE

Interest-free financing from \$5,000 to \$100,000 per meter

TIME FRAME

2015–2016

CONTACT

1(800) 427-6584 (option 6)

scgobf@SempraUtilities.com

WEBSITE AND REFERENCE LINKS

Zero-Percent Program

<http://www.socalgas.com/for-your-business/rebates/zero-interest.shtml>

Program Fact Sheet

<http://www.socalgas.com/documents/business/OBFFactSheet.pdf>

PROGRAM

Air Quality Improvement Program (AQIP) – Clean Vehicle Rebate Project (CVRP)

DESCRIPTION

The Air Quality Improvement Program (AQIP) is a voluntary incentive program administered by the Air Resources Board (ARB) to fund clean vehicle and equipment projects, research on biofuels production and the air quality impacts of alternative fuels, and workforce training.

Administered by the Center for Sustainable Energy (CSE) for ARB, the Clean Vehicle Rebate Project (CVRP) offers up to \$5,000 in electric vehicle rebates for the purchase or lease of new, eligible zero-emission and plug-in hybrid light-duty vehicles.

ELIGIBILITY

Purchases or leases of selected vehicles are eligible for rebates before exhaustion of available funds within 18 months of the vehicle purchase or lease date. Also, applicant must retain ownership of the vehicle in California for a minimum of 30 consecutive months immediately after the vehicle purchase or lease date.

Zero Emission Motorcycles and Neighborhood Electric Vehicles only: Evidence of maintenance free batteries (and sealed if lead-acid) and a 24-month warranty is required.

Requirements

Does the application process require computer skills? *Yes, applicant must submit the online rebate application on CSE's website.*

What kind of supplemental documents will they need to apply? *A signed copy of the CVRP application; vehicle lease or purchase agreement, a copy of a valid CA driver's license and current registration; and proof of a California-based business. Must all be submitted within 14 days of the application date.*

AGENCY

California Air Resources Board (ARB)

PARTNERING AGENCY

Center for Sustainable Energy

PROGRAM TYPE

Financial Assistance-Rebate

TARGETED APPLICANT

Individuals, Businesses, Nonprofits and Government Agencies

JURISDICTION

State

GEOGRAPHIC SPECIFICATIONS

State of California

RANGE OF ASSISTANCE

Up to \$5,000 rebate per vehicle

TIME FRAME

Ongoing until funds are exhausted. View real-time CVRP funding status at <https://cleanvehiclerebate.org/rebate-funding-status>

CONTACT

General office number:
858-244-1177, Option 2 or
866-984-2532
cvrp@energycenter.org

Spanish (Español), comuníquese con:

Román Partida-López
858-429-5144

Chinese 如果想要中文资讯，请联系

Jessica Jinn
858-634-4744

WEBSITE AND REFERENCE LINKS

CVRP Program and Application
<https://cleanvehiclerebate.org>

FAQs

<https://cleanvehiclerebate.org/faqs>

PROGRAM

AQIP – Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP)

DESCRIPTION

The Air Quality Improvement Program (AQIP) is a voluntary incentive program administered by the Air Resources Board (ARB) to fund clean vehicle and equipment projects, research on biofuels production and the air quality impacts of alternative fuels, and workforce training.

The California Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) helps speed the early market introduction of clean, low-carbon hybrid and electric trucks and buses. HVIP accomplishes this by addressing the biggest barrier to the purchase of medium- and heavy-duty advanced trucks: the high incremental cost of these vehicles in the early market years when production volumes are still low.

ELIGIBILITY

All fleets are eligible—public or private, large or small. Vouchers range from \$20,000 to \$110,000 for eligible vehicles, depending upon whether the vehicle is hybrid or electric, its Gross Vehicle Weight Rating (GVWR), and whether or not it is located in a disadvantaged community. Please see tables 2 and 3 in the HVIP Year 4 Implementation Manual for the voucher funding levels. (See links in sidebar for eligible vehicles and voucher specifics.)

Requirements

Does the application process require computer skills? *Not necessarily. Applicant can see a list of eligible vehicles and HVIP-approved dealers online. Dealer submits voucher application upon vehicle delivery to purchaser.*

What kind of supplemental documents will they need to apply? *Terms and conditions and any other necessary paperwork will be provided by HVIP-approved dealer.*

AGENCY

California Air Resources Board (ARB)

PARTNERING AGENCY

CALSTART

PROGRAM TYPE

Financial Assistance-Voucher

TARGETED APPLICANT

Individuals, Businesses, Nonprofits and Government Agencies

JURISDICTION

State

GEOGRAPHIC SPECIFICATIONS

State of California

RANGE OF ASSISTANCE

\$20,000 to \$110,000 per vehicle

TIME FRAME

Ongoing until funds are exhausted. View real-time HVIP funding status at <http://californiahvip.org>

CONTACT

General office number:
888-457-HVIP (888-457-4847)
info@californiahvip.org

WEBSITE AND REFERENCE LINKS

HVIP Program

<http://californiahvip.org>

Eligible Vehicles

http://californiahvip.org/docs/HVIP_Year4_eligiblevehicles.pdf

Voucher Amount Tables

http://californiahvip.org/docs/HVIP_Y4_Implementation%20Manual_2014-08-01.pdf

PROGRAM

AQIP – Providing Loan Assistance for California Equipment (PLACE) Program

DESCRIPTION

The Air Quality Improvement Program (AQIP) is a voluntary incentive program administered by the Air Resources Board (ARB) to fund clean vehicle and equipment projects, research on biofuels production and the air quality impacts of alternative fuels, and workforce training.

Implemented through the California Pollution Control Financing Authority, ARB's PLACE program is a loan guarantee program offering financial opportunities to on-road fleet owners subject to the Statewide In-Use Truck and Bus Regulation for the purposes of complying with that regulation. Loans may only be used to purchase (not refinance) on-road diesel-powered truck and equipment.

ELIGIBILITY

Eligible purchases with loan proceeds include:

- Used and new tractors equipped with 2007 – 2009 model year engines certified to engine emission standards of 1.20 g/bhp-hr NOx and 0.01 g/bhp-hr PM or cleaner

- Tractors equipped with 2010 and later model year engines ARB-certified to 2010 and later model year emission standards

- ARB-verified diesel emission control devices (exhaust retrofits)

Additionally, fleets must meet **all** the following criteria:

- Company must be a small business—100 or fewer employees and less than \$10 million in annual revenue (averaged over three years)

- Company must have their primary economic effect in California (operate in California a minimum of 51% of total mileage)

- Company must have a fleet of 10 or fewer heavy-duty trucks

Requirements

Financial stability (i.e. credit rating, amount of revenue): *Assists to qualify for bonding; designed to help those with credit challenges.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Maybe. A three page application is available online (see sidebar), but CalCAP lenders and truck dealerships may be able to assist borrower.*

Minimum/Maximum number of employees? *100 or fewer employees.*

What kind of supplemental documents will they need to apply? *Work with CalCAP lenders for supplemental documents.*

(See the following page for more info on CalCAP)

AGENCY

California Air Resources Board (ARB)

PARTNERING AGENCY

California Pollution Control Financing Authority (CPCFA) through California Capital Access Program (CalCAP) lenders

PROGRAM TYPE

Loans

TARGETED APPLICANT

Small Business Truck Owners

JURISDICTION

State

GEOGRAPHIC SPECIFICATIONS

State of California

RANGE OF ASSISTANCE

Depends on the cost of on-road diesel-powered vehicles and equipment, and additional criteria set by the lender.

TIME FRAME

Ongoing

CONTACT

866-6DIESEL (866-634-3735)

Assistance available in English, Spanish, Vietnamese, and Punjabi

WEBSITE AND REFERENCE LINKS

PLACE Program

http://www.arb.ca.gov/msprog/truckstop/funding/loans_fa.htm

ARB Truck Stop Portal

<http://arb.ca.gov/truckstop>

Application

<http://www.treasurer.ca.gov/cpcfa/calcap/arb/certification.pdf>

Statewide Truck and Bus Regulation

<http://www.arb.ca.gov/msprog/onrdiesel/onrdiesel.htm>

CalCAP Lenders

<http://www.treasurer.ca.gov/cpcfa/calcap/arb/lenders.pdf>

PROGRAM

California Capital Access Program (CalCAP)

DESCRIPTION

The CalCAP program encourages banks and other financial institutions to make loans to small businesses that have difficulty obtaining financing. Since inception, CalCAP lenders have cumulatively loaned over \$2.2 billion. A recent influx of \$84.3 million from the State Small Business Credit Initiative (SSBCI) allows California lenders the opportunity to gain support for years to come.

ELIGIBILITY

See program descriptions below for specific eligibility requirements.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

Applications are provided by individual lenders.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *Assistance is provided to qualify for bonding; designed to help those with credit challenges.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *No.*

Does the application process require additional technical assistance to complete? *Maybe. It depends on the lender.*

What kind of supplemental documents will they need to apply? *A set of loan enrollment documents are provided online; however these documents are prepared by lenders.*

PROGRAMS

CalCAP Loan Loss Reserve

CalCAP Loan Loss Reserve is a form of loan portfolio insurance which may provide up to 100% coverage on certain loan defaults. By participating in CalCAP, lenders have available to them a proven financing mechanism to meet the financing needs of California's small businesses. The Program allows:

Almost any small business loan, with a few exceptions.

Insurance on a lender's portfolio of loans. Funds are placed in the loss reserve account as each CalCAP loan is enrolled.

A Lender to enroll all or a portion of a loan, enabling a lender to cover loans beyond its conventional risk threshold whether it is for the entire loan or only a portion.

AGENCY

California Pollution Control Financing Authority (CPCFA)

PROGRAM TYPE

Financing Assistance

TARGETED APPLICANT

Small Businesses

JURISDICTION

State

GEOGRAPHIC SPECIFICATIONS

State of California

RANGE OF ASSISTANCE

Loans; collateral support; incentives for sustainable truck and bus retrofits, EV charging stations, and ADA retrofits.

TIME FRAME

Ongoing

CONTACT

CPCFA

(916) 654-5610

cpcfa@treasurer.ca.gov

CalCAP Program Managers

Bianca Smith

bsmith@treasurer.ca.gov

Doreen Smith

dsmith@treasurer.ca.gov

WEBSITE AND REFERENCE LINKS

CalCAP

<http://www.treasurer.ca.gov/cpcfa/calcap/>

Application and Enrollment Info

<http://www.treasurer.ca.gov/cpcfa/calcap/sb/index.asp>

PROGRAM

California Capital Access Program (continued)

Lenders to restructure loans by extending the terms of CalCAP loans, amending covenants or releasing collateral.

Lenders to enroll up to \$2.5 million for loans as large as \$5 million.

A maximum lender/borrower contribution for any single borrower in a three year period of \$100,000.

Eligible Uses: CalCAP insures loans made to small businesses to assist them in growing their business. Loans can be used to finance the acquisition of land, construction or renovation of buildings, start-up costs, the purchase of equipment or inventory, other capital projects and working capital. There are limitations on real estate loans, business acquisitions, and loan refinancing. CalCAP prohibits financing certain projects. Examples of ineligible uses of loan proceeds include gambling facilities, bars and adult entertainment businesses.

Eligible Businesses:

The borrower's business must be in one of the industries listed in the qualified Standard Industry Classification (SIC) or the North American Industry Classification System (NAICS) codes list.

The borrower's primary business and at least 51% of its employees or business income, sales or payroll must be in California.

The business activity resulting from the bank's loan must be created and retained in California.

The small business must be classified as a small business under U.S. Small Business Administration guidelines (Title 13 of the Code of Federal Regulations) and have fewer than 500 employees.

The application is two pages and can be submitted via email or fax.

CalCAP Collateral Support (CalCAP CS)

CalCAP CS pledges cash to cover the collateral shortfall of loans of \$50,000 or more. CalCAP CS provides up to 40% of the loan value, with the possibility of an additional 10% for businesses located in a severely affected community.

Eligible Uses: Loan proceeds can be used for start-up costs, working capital, franchise fees, equipment, inventory, and the purchase, construction, renovation or improvements of an eligible place of business. Loan proceeds may be used to purchase any tangible or intangible assets except for goodwill. Lenders may also enroll bridge loans needed prior to the borrower obtaining permanent financing or support, including but not limited to SBA 504 bridge loans. Bridge loans are loans needed prior to obtaining permanent financing or support where the lender is at increased risk pending future take-out financing or guarantee. CalCAP CS prohibits financing of non-business purposes, passive real estate, residential real estate, reimbursing funds owed to an owner, repaying delinquent taxes or taxes held in trust or escrow, business acquisitions where funds are used for goodwill, any portion of a SBA loan or other government guaranteed loan, and those uses prohibited by the State Small Business Credit Initiative guidelines and CalCAP.

AGENCY

California Pollution Control Financing Authority (CPCFA)

PROGRAM

California Capital Access Program (continued)

Eligible Businesses: An eligible borrower must be in one of the industries listed in the North American Industry Classification System (NAICS) codes list, must not be prohibited by the State Small Business Credit Initiative guidelines or CalCAP, and have 750 employees or fewer. Prohibited business activities include, but are not limited to: adult entertainment, the sale and use of firearms, the sale and use of tobacco and tobacco products, bars and liquor stores, and gambling as further detailed in the SSBCI guidelines and CalCAP regulations. The borrower must have their “Primary Economic Effect” in California where one of the following conditions exists: at least 51% of the total revenues of the business activity or 51% of the total jobs are generated in California.

The CalCAP CS program offers enhanced terms of support for “green” loans, manufacturing loans and loans under \$250,000, all further defined as follows:

Loans to be used primarily for supporting new or expanded business processes, products, services, and tenant improvements consistent with specific state policy goals or regulations furthering energy and water conservation, alternative energy and environmental protection

Loans to provide working capital to contractors and other businesses providing specific services furthering energy and water conservation, alternative energy and environmental protection

Loans to be used primarily for new or expanded production of materials and products for use or sale using labor and machines, tools, chemical and biological processing, assembly or formulation

Loans from \$50,000 to \$250,000

The lender submits a Collateral Support Request and additional documents throughout the process. The borrower submits a 2-page certification form.

ARB On-Road Heavy-Duty Vehicle Air Quality Loan Program

(See page 48)

Electric Vehicle Charging Station (EVCS) Finance Program

The EVCS Finance Program provides finance incentives to both lenders and borrowers for the purchase and installation of electric vehicle charging stations at California businesses. CalCAP provides rebates to borrowers who participate, and may provide lenders with up to 100% coverage on certain loan defaults.

Eligible Uses: Loans in the EVCS Financing Program can be used for the design, development, purchase, and installation of qualified electric vehicle charging stations in the State of California. The charging station must be accessible to the business owner’s employees, the general public, or to the tenants of a multi-unit dwelling. The charging station must also meet certain technical requirements which the borrower must certify to on the loan enrollment application.

The maximum enrolled loan amount is \$500,000 per qualified borrower, and can be insured for up to four years (though the actual term of the loan can be longer). Lenders set the terms and conditions of the loans and decide

AGENCY

California Pollution Control Financing Authority (CPCFA)

PROGRAM

California Capital Access Program (continued)

which loans to enroll into the EVCS Program. The EVCS Program contributes 20% of the principal balance enrolled to a loss reserve account. CalCAP will contribute an additional 10%, up to a maximum of 30%, if the installation is in a multi-unit dwelling or located in a “disadvantaged community” as designated in the CalEnviroScreen 2.0. Loans can be short or long-term, have fixed or variable rates, be secured or unsecured, and bear any type of amortization schedule.

Eligible Businesses:

The borrower is a small business defined as: a company, corporation, partnership, firm, or other entity or group of entities that together with its affiliates, has 1,000 or fewer employees.

The borrower has legal control of the EVCS installation site for a term that is equal to or greater than the length of the enrolled loan.

The EVCS installation is located within the boundaries of the State of California.

Businesses submit the two-page loan application and a one-page supplemental EVCS form by email or fax.

CalCAP Americans with Disabilities (CalCAP/ADA) Financing Program

Note: this program is still in the program development phase.

Proceeds from loans enrolled in the CalCAP/ ADA Financing Program may be used for physically altering or retrofitting existing small business facilities of less than 10,000 square feet if the costs are necessary and allocable for compliance with the Americans with Disability Act (ADA).

Eligible Uses: Proceeds from loans enrolled in the CalCAP/ADA Financing Program may be used for physically altering or retrofitting existing small business facilities of less than 10,000 square feet if the costs are necessary and allocable for compliance with the Americans with Disabilities Act. Eligible costs may also include the cost of surveying facilities, estimating and planning eligible alterations, and other related expenses but do not include business expansion.

The maximum enrolled loan amount is \$50,000 and can be insured for up to five years (though the actual term of the loan can be longer). Lenders set all of the terms and conditions of the loans. Loans can be short or long-term, have fixed or variable rates, be secured or unsecured, and bear any type of amortization schedule.

Eligible Businesses: California Small Businesses that meet the following criteria are eligible for the CalCAP/ADA Program:

Has 15 or fewer full-time equivalent employees.

Has a total annual gross income from all sources of less than one million dollars (\$1,000,000).

Has facilities with 10,000 or less square feet.

Does not provide overnight accommodations.

Is not engaged in activities prohibited by California Code of Regulations §8070 (s) (4) (A).

AGENCY

California Pollution Control Financing Authority (CPCFA)

PROGRAM

Pollution Control Tax-Exempt Bond Financing Program

DESCRIPTION

The Pollution Control Tax-Exempt Bond Financing Program provides private activity tax-exempt bond financing to California businesses for the acquisition, construction, or installation of qualified pollution control, waste disposal, waste recovery facilities, and new equipment.

The CPCFA offers financing as a conduit issuer which means that these bonds are issued on behalf of private business entities by CPCFA. CPCFA does not finance projects directly nor does it make any guarantees related to any bonds it issues on behalf of private corporations. The repayment of the bonds is the responsibility of the private entity on whose behalf the bonds are issued. The primary benefit to the private organization in using tax-exempt bond financing is the lower interest costs than are available through conventional financing mechanisms. Both large and small business projects are eligible for project financing, and assistance is provided to reduce the net cost of financing for small businesses.

A project can potentially involve acquisition of land, buildings, equipment, machinery and furnishings; construction of a new facility; expansion, rehabilitation or replacement of an existing facility; and the costs of architects, engineers, attorneys, permits and bond issuance. Types of projects which may qualify for tax-exempt bond financing include:

- Curbside collection, recycling, materials-recovery, and composting facilities
- Transfer stations
- Landfills
- Waste-to-energy and waste recovery facilities
- Solid or hazardous waste disposal projects
- Collection vehicles and residential waste containers
- Water furnishing and wastewater treatment facilities

ELIGIBILITY

A private company may apply for a Qualified Private Activity Bond Allocation for a specific project or program. For large business, financing is provided irrespective of company size. For small business, financing is provided to California businesses that meet the size standards set forth in Title 13 of the Code of Federal Regulations or are an eligible small business, which is defined as 500 employees or less, including affiliates. Eligible small businesses may also qualify for the Small Business Assistance Fund (SBAF) to offset some of the costs borne by businesses related to the bond issuance process, including:

- | | |
|-----------------------------|---------------------|
| Bond Counsel | Borrowers Counsel |
| Trustee and Trustee Counsel | Financial Advisor |
| Rating Agency | STO Agent for Sale |
| Printing | First year LOC fees |

AGENCY

California Pollution Control Financing Authority (CPCFA)

PROGRAM TYPE

Tax-exempt bond financing

TARGETED APPLICANT

Businesses

JURISDICTION

State

GEOGRAPHIC SPECIFICATIONS

State of California

RANGE OF ASSISTANCE

No minimum or maximum financing amounts are indicated. As of September 7, 2016 there is \$2.3 billion of financing available..

TIME FRAME

Ongoing

CONTACT

CPCFA

(916) 654-5610

cpcfa@treasurer.ca.gov

Doreen Smith Bond Program Manager

(916) 651-6503

dsmith@treasurer.ca.gov

WEBSITE AND REFERENCE LINKS

Pollution Control Tax-Exempt Bond Financing Program

http://www.treasurer.ca.gov/cpcfa/tax_exempt.asp

FAQs

<http://www.treasurer.ca.gov/cpcfa/faq.asp>

Small Business Assistance Fund

<http://www.treasurer.ca.gov/cpcfa/sbaf.pdf>

Fee Schedule

<http://www.treasurer.ca.gov/cpcfa/fees.asp>

PROGRAM

Pollution Control Tax-Exempt Bond Financing Program (continued)

CPCFA Feasibility Study Bank Credit Enhancement
Underwriter and Underwriter Counsel CDLAC and CDIAC fees

Federal restrictions on use of proceeds:

95% of proceeds must be used for the defined project

2% of bond proceeds can be used for costs of issuance

If 25% of bond proceeds are used for land costs the bond loses its tax-exempt status with exemptions for acquisition of farmland by a first-time farmer or government land purchased for qualified environmental or transit purposes

A public Tax Equity and Fiscal Responsibility Act (TEFRA) hearing must be held before the bonds are issued (this is done by CPCFA or another sponsoring public entity)

To acquire an existing building, a minimum of 15% of the bond proceeds must be used to renovate the building

Average life of the bond issue cannot exceed 120% of the weighted average of the estimated useful life of the assets being financed

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There is a moderately user-friendly 10-page application with 4 pages of guidelines downloadable from the Program Links page.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *May need to demonstrate ability to repay the bonds or obtain/provide credit enhancements. There are many fees associated with the application and the issuance of bonds. Complete fee schedule is available online.*

Minimum/Maximum number of employees? *Maximum of 500 employees to qualify as a small business.*

Does the application process require computer skills? *Yes.*

Does the application process require additional technical assistance to complete? *Yes.*

What kind of supplemental documents will they need to apply? *None with initial application, but additional documents are required later in the application process and post-issuance to demonstrate tax compliance. All forms are available on the Program Links page.*

NOTES

This **Guide to Green** directory also contains more information in the Federal section on the Small Business Assistance Loan Program which funds the same types of projects listed above. (See page 74 for SBA information)

AGENCY

California Pollution Control Financing Authority (CPCFA)

PROGRAM

Pollution Prevention (P2) – Auto Body and Paint

DESCRIPTION

The DTSC offers numerous resources for auto body and paint shops that were originally included in the California Green Station Program (terminated December 31, 2013). Although the program no longer exists, there remains a significant amount of information online to assist auto body and paint shops to reduce environmental impacts, improve shop efficiency, reduce operating costs and improve workplace health and safety.

Pollution prevention strategies and best management practices are offered to help businesses comply with environmental regulations by reducing smog forming air emissions, reducing and properly managing hazardous waste, and eliminating contaminated storm water releases. Implementing these practices can help save labor, materials and hazardous waste disposal costs, and reduce the potential for environmental violations and fines. These strategies cover:

- Minimizing Paint Waste
- Paint Spray Gun Cleaning
- Solvent Recycling
- Waterborne Coatings
- Sanding Waste Management
- Hazardous Waste Management
- Wastewater Management
- Safer Alternative Thinners, Cleanup Materials, Coatings and Sanding Methods in the Autobody Industry

There is also a list of health and safety resources, guidelines for pollution prevention and waste reduction assessments and many training videos and fact sheets, available in English & Spanish.

ELIGIBILITY

The Auto Body and Paint resources are accessible to anyone with internet access. Alternatively, interested parties may contact the DTSC Office of Pollution, Prevention and Technology Department for a list of available publications.

To access over 50 pollution prevention reports covering many industries, please visit: http://www.dtsc.ca.gov/PublicationsForms/prog_pubs.cfm/?prog=Pollution%20Prevention

AGENCY

Department of Toxic Substance Control

ADMINISTERING OFFICE

Office of Pollution, Prevention and Technology Department (OPPTD)

PROGRAM TYPE

Training and support materials

TARGETED APPLICANT

Auto Body and Paint Shops

JURISDICTION

State

GEOGRAPHIC SPECIFICATIONS

State of California

RANGE OF ASSISTANCE

Training and support materials

TIME FRAME

Ongoing

CONTACT

OPPTD Main Office

(916) 322-3670

DTSC Regulatory Assistance

(800) 728-6942

RA0@dtsc.ca.gov

WEBSITE AND REFERENCE LINKS

Auto Body and Paint Portal

<https://dtsc.ca.gov/PollutionPrevention/ABP.cfm>

Health and Safety Resources

https://www.dtsc.ca.gov/PollutionPrevention/ABP/upload/TD_FS_SafetyHealth.pdf

Pollution Prevention Checklist

https://www.dtsc.ca.gov/PollutionPrevention/ABP/upload/TD_FS_ABP2checklist.pdf

Training Videos and Fact Sheets

http://www.dtsc.ca.gov/PollutionPrevention/ABP_Training.cfm

PROGRAM

Pollution Prevention (P2) – Metal Finishing Shops

DESCRIPTION

Assists metal finishing firms to eliminate or reduce waste, conserve energy and water, reduce operating costs, increase compliance with environmental regulations and improve employee health and safety. Participants may receive compliance assistance and an on-site pollution prevention assessment and training free of charge. Acceptance is based on eligibility and the order in which the applications are received.

Program participants are also eligible to apply for the Metal Plating Facility Loan Guarantee Program offered by the Business Transportation and Housing Agency to obtain a loan guarantee to upgrade, replace or purchase new equipment to implement pollution prevention measures and or to meet or exceed regulatory requirements.

ELIGIBILITY

Any small, medium or large metal finishing business is eligible if the business has no pending enforcement action from any local or state agency; has fulfilled all terms of any prior enforcement actions taken against the business; and is undergoing corrective action and is in good standing with their consent agreement. Only a limited number of businesses are accepted into this program on a yearly basis.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

No application is available online. Call or email to receive application.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *Businesses must not have any pending enforcement actions or be under investigation by any federal, state or local agency. If a company has had compliance problems in the past, but has since corrected the problems (i.e. completed payment of any assessed penalties or fines), they can participate in the program.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *No.*

Does the application process require additional technical assistance to complete? *No.*

What kind of supplemental documents will they need to apply? *Business, regulatory and pollution prevention information are needed.*

AGENCY

Department of Toxic
Substance Control

PROGRAM TYPE

Technical assistance and loan guarantee

TARGETED APPLICANT

Business

JURISDICTION

State

GEOGRAPHIC SPECIFICATIONS

State of California

RANGE OF ASSISTANCE

Technical assistance and loan guarantee

TIME FRAME

Ongoing

CONTACT

DTSC Regulatory Assistance

(800) 728-6942

RAO@dtsc.ca.gov

WEBSITE AND REFERENCE LINKS

Metal Finishing P2 Program

http://www.dtsc.ca.gov/PollutionPrevention/MFMS/Metal_Finishing_Model_Shop_Program.cfm

Fact sheet

<http://www.dtsc.ca.gov/PollutionPrevention/MFMS/upload/MFMS-Fact-Sheet-Feb-2009.pdf>

To access over 50 pollution prevention reports covering many industries, please visit: http://www.dtsc.ca.gov/PublicationsForms/prog_pubs.cfm/?prog=Pollution%20Prevention

PROGRAM

Pollution Prevention (P2) – Vehicle Service and Repair

DESCRIPTION

The DTSC offers training and support materials for vehicle service and repair shops that were originally included in the California Green Station Program (terminated December 31, 2013). Although the program no longer exists, there remains a significant amount of information online to assist vehicle service and repair shops that want to improve workplace health and safety and lower their operating costs through the reduction of energy and water consumption and proper disposal of solid and hazardous waste.

Cost saving measures include:

- Aqueous Brake Washing
- Aqueous Parts Cleaning
- Oil Water Separators
- Refillable Spray Bottles
- Reusable Oil Filters
- Waste Antifreeze Recycling

The website offers free fact sheets, training modules, and other resources and support materials to identify and put to use the economic and environmental benefits of:

- Pollution prevention methods
- Products and services within the private sector
- Local government agencies
- Vehicle repair and fleet maintenance operations
- Identifying typical hazardous wastes

There is also a resources page which includes a services/equipment/supplies directory, cost-saving case studies, information on recycled-content product purchasing and materials exchanges and other forms of business assistance.

ELIGIBILITY

The Vehicle Service and Repair resources are accessible to anyone with internet access. Alternatively, interested parties may contact the DTSC Office of Pollution, Prevention and Technology Department for a list of available publications.

To access over 50 pollution prevention reports covering many industries, please visit: http://www.dtsc.ca.gov/PublicationsForms/prog_pubs.cfm/?prog=Pollution%20Prevention

AGENCY

Department of Toxic
Substance Control

ADMINISTERING OFFICE

Office of Pollution, Prevention and
Technology Department (OPPTD)

PROGRAM TYPE

Training and support materials

TARGETED APPLICANT

Vehicle Service and Repair Shops

JURISDICTION

State

GEOGRAPHIC SPECIFICATIONS

State of California

RANGE OF ASSISTANCE

Training and support materials

TIME FRAME

Ongoing

CONTACT

OPPTD Main Office

(916) 322-3670

DTSC Regulatory Assistance

(800) 728-6942

RAO@dtsc.ca.gov

WEBSITE AND REFERENCE LINKS

Vehicle Service and Repair Portal

<https://dtsc.ca.gov/PollutionPrevention/VSR.cfm>

Vehicle Service and Repair Resources

http://www.dtsc.ca.gov/PollutionPrevention/VSR_Resources.cfm

Pollution Prevention Checklist

http://www.dtsc.ca.gov/PollutionPrevention/VSR/upload/P2_FLY_VSR_opp_checklist.pdf

Training Videos and Fact Sheets

http://www.dtsc.ca.gov/PollutionPrevention/VSR_Training.cfm

PROGRAM

Revolving Loan Fund Program (RLF)

DESCRIPTION

Facilitates the reuse and/or redevelopment of hazardous substance release and petroleum sites by making low cost financing available for the cleanup of eligible public or privately held properties. Loans help developers, businesses, schools, and local governments clean up and redevelop brownfields and other underutilized properties.

ELIGIBILITY

Loans may be provided to eligible governmental, private or nonprofit entities and other persons, such as site owners or developers, with control over or access to a brownfield site, provided that the property is not currently owned by a party responsible for the environmental contamination of the site. Sub-grants may be given to eligible governmental entities or nonprofit organizations. Pre-cleanup site assessments are ineligible. Eligible sub-grantees must own the site and are limited to states, political subdivisions, U.S. Territories, Indian tribes, and nonprofits.

Property(ies) must meet the Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA) definition of a brownfield site: "...real property, the expansion, redevelopment, or reuse of which may be complicated by the presence or potential presence of a hazardous substance, pollutant, or contaminant." (Note: If the only pollutant is petroleum, the Cal/EPA Lead Agency Determination process will be used to confirm DTSC as the site lead agency prior to proceeding with the application.)

Properties on, or proposed for, the National Priorities List and those undergoing, or pending a response or enforcement by a Federal or State agency are also ineligible, and there must be a completed site assessment/investigation and approved remediation plan.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

A Borrower Eligibility Criteria Checklist, Brownfields Loan Application, Revolving Loan Fund Applicable Laws Statement and Hazardous Substances Site Eligibility Evaluation and/or the Petroleum Site Evaluation Eligibility Evaluation are all required and available online.

AGENCY

Department of Toxic Substance Control

PROGRAM TYPE

Loans

TARGETED APPLICANT

Business/Nonprofit/Government

JURISDICTION

State

GEOGRAPHIC SPECIFICATIONS

Any business in the State of California

RANGE OF ASSISTANCE

Loans are from \$200,000 to \$900,000 per site and sub-grants are up to \$200,000 per site. Sub-grant funds are limited. Loan interest rates will be based on the length of the loan, usually between 2% to 4.5%. Borrowers will be responsible for a 20% owner equity participation match.

TIME FRAME

Ongoing.

CONTACT

Maryam Tasnif-Abbasi

(714) 484-5489

maryam.tasnif-abbasi@dtsc.ca.gov

WEBSITE AND REFERENCE LINKS

DTSC Loans and Grants

http://www.dtsc.ca.gov/SiteCleanup/Brownfields/Loans_Grants.cfm

RLF Program Summary

https://www.dtsc.ca.gov/SiteCleanup/Brownfields/upload/RLF_Facts1.pdf

Brownfield Funding Information listserv

<http://www.dtsc.ca.gov/contactdtsc/elists.cfm>

Presentation : Keys to Securing Brownfields Funding

https://www.dtsc.ca.gov/SiteCleanup/Brownfields/upload/BrownfieldsFunding_Webinar_2015_DTSC_Programs.pdf

PROGRAM

Revolving Loan Fund Program (RLF) (continued)

Requirements

Financial stability (e.g. credit rating, amount of revenue): *Traditional financing eligibility applies for loans.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *No.*

Does the application process require additional technical assistance to complete? *Perhaps. Supporting information regarding contamination history and actions taken by owner related to the disclosure of site contamination during land purchase may be required.*

What kind of supplemental documents will they need to apply? *Once site and borrower eligibility have been determined by the Revolving Loan Fund Committee, applicants are required to submit personal financial statements and a non-refundable \$500 loan application fee.*

AGENCY

Department of Toxic
Substance Control

PROGRAM

CalGOLD: Business Permits Made Simple

DESCRIPTION

The CalGOLD database provides links and contact information to agencies that administer and issue business permits, licenses and registration requirements from all levels of government. Much of the information is specific to the type of business and its location in California.

ELIGIBILITY

Any business in the State of California

APPLICATION ACCESSIBILITY AND USABILITY

There is a user-friendly website that contains basic contact information. The website provides a database that is searchable by business types, counties or cities, or agencies and applications.

AGENCY

Governor's Office of Economic Development

PROGRAM TYPE

Technical assistance

TARGETED APPLICANT

Business

JURISDICTION

State

GEOGRAPHIC SPECIFICATIONS

State of California

RANGE OF ASSISTANCE

Technical assistance

TIME FRAME

Ongoing

CONTACT

gobizpermits@gov.ca.gov

WEBSITE AND REFERENCE LINKS

CalGOLD Database

<http://www.calgold.ca.gov>

PROGRAM

EERE Advanced Manufacturing Office (AMO)

DESCRIPTION

Helps manufacturers improve energy efficiency and adopt state-of-the-art technology and energy management practices. AMO offers tools, training, assessments and other resources to help companies identify the most cost-effective options for reducing the life-cycle energy consumption of manufactured goods.

The AMO home page provides information on a variety of support for manufacturing operations, including:

Technical Assistance: Supports the deployment of manufacturing technologies and practices to increase productivity and reduce water and energy use, Programs include strategic energy management, an industrial energy efficiency and CHP working group, Boiler MACT TA, water and energy system integration, industrial assessment centers and the ISO 50001 Energy Management Standard.

Businesses that sign up for the Better Plants Program and pledge to reduce their energy intensity by 25% over a ten year period benefit from DOE technical support and are able to implement cost-effective energy efficiency improvements that save energy and improve competitiveness.

Financial Assistance: Provides funding to pursue innovative technology, R&D and increase energy efficiency across the manufacturing sector. Solicitations may involve collaborative partnerships among manufacturers, universities, suppliers, national labs, and others. Funding is awarded through an open, competitive process. Project selections are based on merit-based criteria that emphasize potential energy, environmental, and economic benefits. Subscribe to the AMO News listserv to receive e-mail announcements about upcoming solicitations (see sidebar).

Information Sources: Many resources are available from AMO to help manufacturers improve energy efficiency, including technical publications, industrial assistance and project databases,

Research and Development: Projects, such as Small Business Innovation Research (SBIR) explore novel energy-efficient, next-generation materials and innovative process technologies for both specific industry sectors and a wider range of manufacturing industries. AMO's R&D projects also pursue foundational or advanced energy technologies for multiple industry sectors and contribute to quantifiable energy savings.

AGENCY

U.S. Department of Energy

ADMINISTERING OFFICE

Office of Energy Efficiency and Renewable Energy

PROGRAM TYPE

Technical assistance

TARGETED APPLICANT

Business

JURISDICTION

Federal

GEOGRAPHIC SPECIFICATIONS

U.S.

RANGE OF ASSISTANCE

Training and webcasts, software tools, case studies, qualified specialists, plant assessments, collaborative facilities, incentives, resource databases and supply chain, state and utility partnerships.

TIME FRAME

Ongoing

CONTACT

Many contacts listed (email only) for AMO's multiple departments

<http://energy.gov/eere/amo/contacts-advanced-manufacturing-office>

WEBSITE AND REFERENCE LINKS

Advanced Manufacturing Office

<http://energy.gov/eere/amo/advanced-manufacturing-office>

Technical Assistance

<http://energy.gov/eere/amo/ta>

Advanced Manufacturing Office Listserv

<http://energy.gov/eere/amo/subscribe>

Better Plants Program

<http://energy.gov/eere/amo/better-plants>

PROGRAM

Advanced Manufacturing Office (AMO) (continued)

ELIGIBILITY

Manufacturing businesses

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains multiple contacts.

Application

N/A

AGENCY

U.S. Department of Energy

Financial Assistance

<http://energy.gov/eere/amo/financial-opportunities>

Funding Opportunities

<http://www1.eere.energy.gov/financing>

Information Resources

<http://www.energy.gov/eere/amo/information-resources>

Research and Development

<http://energy.gov/eere/amo/research-development-projects>

Listservs/RSS Feeds

<http://energy.gov/eere/about-us/eere-news/newsletters-and-updates>

<http://energy.gov/eere/about-us/eere-news-and-blog/subscribe-news-updates>

PROGRAM

EERE Building Technologies Office (BTO)

DESCRIPTION

Develops technologies, techniques, and tools for making buildings more energy efficient, productive, and affordable. Resources include energy modeling tools, design and retrofit guides, building energy codes, appliance standards, workforce development opportunities and a resource database. The website provides information and resources for industry to help reduce the energy use of new and existing buildings.

Commercial building owners and operators may use the guides, case studies, and other tools developed by the DOE to take action to save energy, take advantage of tax incentives offered by the federal government for energy efficiency features, evaluate the potential for energy efficiency based on different building characteristics using the Buildings Performance Database's national dataset, and collect, store and analyze energy performance information about large portfolios of buildings with the Standard Energy Efficiency Data platform.

ELIGIBILITY

Commercial building owners and operators that purchase and install energy-efficient equipment or make energy efficiency improvements to buildings.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a moderately user-friendly website that contains basic contact information.

Application

N/A

AGENCY

U.S. Department of Energy

ADMINISTERING OFFICE

Office of Energy Efficiency and Renewable Energy

PROGRAM TYPE

Technical and financial assistance

TARGETED APPLICANT

Business

JURISDICTION

Federal

GEOGRAPHIC SPECIFICATIONS

U.S.

RANGE OF ASSISTANCE

Webinars, toolkits, databases and tax incentives such as credits, deductions and accelerated depreciation, which vary depending on project specifics.

TIME FRAME

Ongoing

CONTACT

(202) 586-9127

WEBSITE AND REFERENCE LINKS

EERE BTO Program

<http://energy.gov/eere/buildings/building-technologies-office>

Commercial Building Integration

<http://energy.gov/eere/buildings/commercial-buildings-integration>

Commercial Building Resource Database

<https://buildingdata.energy.gov/cbrd/>

Tax Incentives

<http://apps1.eere.energy.gov/buildings/commercial/179d/>

EERE Listservs/RSS Feeds

<http://energy.gov/eere/about-us/eere-news-and-blog/rss-feeds>

PROGRAM

Section 3 Business Registry Program

DESCRIPTION

The U.S. Department of Housing and Urban Development (HUD) is initiating a Section 3 Business Registry pilot program in Los Angeles County and four other metropolitan areas. Through this new registry, businesses that hire low income individuals, or are composed of low income individuals, will be able to have better access to information about contracting opportunities with housing authorities, local governments and other HUD-funded entities. The pilot registry will also make it easy for workers to find out about Section 3 companies that are hiring.

ELIGIBILITY

The HUD Section 3 program requires that recipients of HUD financial assistance based on income, to the greatest extent possible, provide job training, employment, and contract opportunities for low- or very-low income residents in connection with projects and activities in their neighborhoods. A Section 3 covered project involves the construction or rehabilitation of housing (including reduction of lead-based paint hazards), or other public construction such as street repair, sewage line repair or installation, updates to building facades, etc. Under the Pilot Program, eligible businesses can certify that they meet one of the regulatory definitions of a Section 3 business and submit publicly available information about their firm (i.e. business name, address, type of services provided, etc). Certified businesses will then be included in a searchable online database. A Section 3 business is defined as: **a)** having 51% or more owned by Section 3 residents; or **b)** having at least 30% of its full time employees include persons that are currently Section 3 residents, or were Section 3 residents within three years of the date of first hire; or **c)** if a business can provide evidence of a firm commitment to subcontract a minimum of 25% of the total dollar amount of contracts to a business that meets the criteria listed in (a) and/or (b). A Section 3 resident is defined as: **1)** a public housing resident; or **2)** a low- or very low income person residing in the metropolitan area or non-metropolitan county where the Section 3 covered assistance is expended.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

AGENCY

U.S. Department of Housing and Urban Development

PROGRAM TYPE

Technical assistance

TARGETED APPLICANT

Business

JURISDICTION

County

GEOGRAPHIC SPECIFICATIONS

U.S.

TIME FRAME

The pilot program operates from November 2011 through May 2012.

RANGE OF ASSISTANCE

Improved access to covered construction and non-construction contracts, and access to a larger employee base.

CONTACT

Gene Gibson

HUD, Regional Public Affairs Officer

(415) 489-6414

Ana L. Gutierrez

HUD, Office of Fair Housing and Equal Opportunity

(213) 534-2594

Elisa Vasquez

Housing Authority

(323) 890-7415

elisa.vasquez@lacdc.org

WEBSITE AND REFERENCE LINKS

Section 3 Program

http://portal.hud.gov/hudportal/HUD?src=/program_offices/fair_housing_equal_opp/section3/section3

Section 3 Business Registry

<http://portal.hud.gov/hudportal/HUD?src=/section3businessregistry>

PROGRAM

Section 3 Business Registry Program (continued)

Application

There is a user-friendly short fill-in-the-box on-line self-certification application.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *There are no requirements.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *No.*

Does the application process require additional technical assistance to complete? *Basic.*

Does the application process require additional technical assistance to complete? *No.*

AGENCY

U.S. Department of Housing
and Urban Development

PROGRAM

Small and Disadvantaged Business Enterprise (SDBE) Assistance

DESCRIPTION

NOTE: These procurement opportunities are for transportation contracts. For information about government contracts for all SBDEs, see the U.S. Small Business Administration loan programs near the end of this guide.

The Office of Small and Disadvantaged Business Utilization (OSDBU) in the U.S. Department of Transportation (DOT) helps qualifying businesses compete for DOT's contracting and subcontracting dollars and other financial opportunities. This is primarily carried out through three areas of focus:

FINANCIAL ASSISTANCE

Programs providing eligible small and disadvantaged businesses with access to the financial capital and capacity they need to compete in the transportation industry. These programs are administered through the Southwest Region Small Business Transportation Resource Center (SBTRC).

Short Term Lending Program (STLP): A maximum loan of \$750,000 with a variable interest rate tied to the Wall Street Journal's Prime Rate. Initial loan terms are for one-year with the ability to request annual renewals up to 5 years. Line of credit may be increased with additional contacts acquired during loan tenure. Eligibility guidelines include established businesses that are DBE or SBA Certified under Section 8(a), Small Disadvantaged Business, HUBZone Empowerment contractors and Service-Disabled Veterans. Startup businesses are ineligible. Funds are not available for equipment purchases; long-term debt; debt refinancing; payment of back-taxes; stockholder payments; or 100% contract mobilization. There is typically a 30 to 60 day turnaround time.

An application, supplemental documents and guidelines are available online. Supplemental information includes personal financial statements, income tax returns, cash flow projections, accounts receivable and payable, a company profile, certification that all taxes are current and business references. Completed loan applications should be sent to the Participating Lender (PL). A PL directory is provided online. The Southwest Region SBTRC offers technical assistance in the application process.

Bonding Education Program (BEP): Provided by the DOT, in partnership with The Surety and Fidelity Association of America (SFAA) to help small businesses overcome the challenges to becoming bond ready

AGENCY

U.S. Department of Transportation

ADMINISTERING OFFICE

Office of Small and Disadvantaged Business Utilization (OSDBU)

PROGRAM TYPE

Technical and financial assistance

TARGETED APPLICANT

Small and disadvantaged businesses

JURISDICTION

Federal

GEOGRAPHIC SPECIFICATIONS

U.S.

RANGE OF ASSISTANCE

Varies by program

TIME FRAME

Ongoing

CONTACT

OSBDU Office

(800) 532-1169

Financial Assistance Division

(202) 366-4102

Clinton Dunn

clinton.dunn@dot.gov

Southwest Region SBTRC

(916) 443-5957

Tanya Motta, Project Director

tmatta@calasiancc.org

Matt Sumida, Project Coordinator

msumida@sacasiancc.org

Procurement Assistance Division

(202) 366-1930

Laverne Taylor

laverne.taylor@dot.gov

PROGRAM

SDBE Assistance (continued)

through educational workshops, one-on-one sessions with local surety bonding professionals and follow-up support. Companies must register and attend a series of workshops.

To be considered for the program, applicants must be the primary owner, key manager or administrator of a business pursuing transportation-related contracts with construction experience and at least two years in business; a minimum annual revenue of \$250,000; two full time employees (including owner) or more and have one of the following certifications/designations: Small Businesses, DBE, HUBZone, SDB, Service Disabled Veteran Owned Business, Veteran Owned Small Business, Women Owned Small Business or 8(a). Consultants, developers and engineering firms are not eligible for the program.

PROCUREMENT ASSISTANCE

Supports for small businesses to participate in DOT's direct procurement and federal financial assistance programs. This is carried out by the Office of the Senior Procurement Executive, and Small Business Specialists within the eleven Operating Administrations (OAs) of the DOT (e.g. Federal Aviation Administration, Federal Highway Administration, Federal Railroad Administration, Federal Transit Administration, and others).

The Procurement Assistance Division counsels small businesses as well as mediating/resolving procurement-related issues; and provides administrative oversight and tools to increase small business participation including:

DOT Procurement Forecast: A dynamic database, released the first day of each fiscal year (October 1st), that provides information on anticipated procurements over the simplified acquisition threshold (\$150,000).

Implementing Partnership Agreements with SBA: The DOT and the Small Business Administration (SBA) have a Partnership Agreement (PA) in place to simplify the award of 8(a) Contract requirements are listed in the SBA section, beginning on page 81 of this Guide.

Subcontracting on DOT Opportunities: Tools are available for small businesses with limited resources, staffing, capital, or experience including the DOT Subcontracting Directory and online Subcontracting Network (Sub-Net).

Disadvantaged Business Enterprise Program

This program is administered by the California DOT Office of Business & Economic Opportunity (OBE) and is listed in the State Section of this Guide.

AGENCY

U.S. Department of Transportation

Small Business Specialists

Federal Aviation Administration (FAA)

Fred Dendy

(202) 267-7454

fred.dendy@faa.gov

Federal Highway Administration (FHWA)

Frank Waltos

(202) 366-4205

frank.waltos@dot.gov

Federal Motor Carrier Safety Administration (FMCSA)

Nathan Watters

(202) 366-3036

nathan.watters@dot.gov

Federal Railroad Administration (FRA)

Dana L. Hicks

(202) 493-6131

dana.hicks@dot.gov

Federal Transit Administration (FTA)

Robyn Jones

(202) 366-0943

robyn.jones@dot.gov

Maritime Administration

John Desch

(202) 366-4356

john.desch@dot.gov

Other Administrative Office Contacts

<http://www.dot.gov/osdbu/procurement-assistance/talk-dot-small-business-specialist>

WEBSITE AND REFERENCE LINKS

OSBDU

<http://www.dot.gov/osdbu>

Financial Assistance

<http://www.dot.gov/osdbu/financial-assistance>

Short-Term Lending Program

<http://www.dot.gov/osdbu/financial-assistance/short-term-lending-program>

Small Business Transportation Resource Centers

<https://www.transportation.gov/osdbu/SBTRCs>

PROGRAM

SDBE Assistance (continued)

ELIGIBILITY

Firms that have received DBE (disadvantaged business enterprises) certification from a state or local transportation agency, and firms that have been certified by the SBA as an 8(a), Small Disadvantaged Business (SDB), Historically Underutilized Business Zone (HUBZone), or Service Disabled Veteran Owned Small Business. Businesses engaged in work that involves the maintenance, rehabilitation, restructuring, improvement, or revitalization of any of the nation's modes of transportation are also eligible, as well as businesses engaged in work for any public or commercial provider of transportation of any federal, state, or local transportation agency. Small businesses not classified as disadvantaged are also eligible for some programs. To be eligible as a small business concern, your business must satisfy the SBA's size standard for your industry, be operated for profit, be independently owned and operated, and be based in the U.S., making significant contributions to the U.S. economy. The U.S. Small Business Administration (SBA) has an online Size Standards Tool to look up specific industry criteria and determine if your business qualifies (see sidebar).

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

Applications and supplemental documents available online.

Requirements

Financial stability (e.g. credit rating, amount of revenue):

Evidence of financial stability is required.

Minimum/Maximum number of employees? *Maybe. Small business designation varies by industry.*

AGENCY

U.S. Department of Transportation

Bonding Education Program

<http://www.dot.gov/osdbu/financial-assistance/bonding-education/bonding-education-program>

Procurement Assistance

<http://www.dot.gov/osdbu/procurement-assistance>

Subcontracting Directory

<http://www.dot.gov/osdbu/procurement-assistance/dot-subcontracting-directory>

Sub-Net

<http://web.sba.gov/subnet/search/index.cfm>

SBA Size Standards Tool

<https://www.sba.gov/contracting/getting-started-contractor/make-sure-you-meet-sba-size-standards>

Disadvantaged Business Enterprise

<https://www.dot.gov/civil-rights/disadvantaged-business-enterprise/dbe-program-overview>

PROGRAM

Lean Manufacturing Program

DESCRIPTION

The U.S. EPA Lean Manufacturing Program is a technical assistance program established to assist businesses to adopt “lean manufacturing” practices. “Lean manufacturing” is a business model and collection of tactical methods that emphasize eliminating non-value added activities (waste) while delivering quality products on time at least cost with greater efficiency. Lean implementation is expanding throughout manufacturing and service sectors such as aerospace, automotive, electronics, furniture production, and health care as a strategy to create a competitive advantage. The focus of lean manufacturing is on driving rapid, continual improvement in cost, quality, service, and delivery. Significant environmental benefits typically occur as a result of these production-focused efforts. Lean production techniques often create a culture of continuous improvement, employee empowerment, and waste minimization, which is compatible with organizational characteristics encouraged under environmental management and pollution prevention systems.

The website also provides a lean manufacturing resources page that features several toolkits, including:

- Lean and Environment,
- Lean, Energy and Climate
- Lean and Chemicals
- Lean and Water

ELIGIBILITY

Any business in the U.S.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information. The website provides tools containing techniques for integrating environmental considerations into lean initiatives and methods.

Application

N/A

Requirements

N/A

AGENCY

U.S. Environmental Protection Agency

PROGRAM TYPE

Technical assistance

TARGETED APPLICANT

Business

JURISDICTION

Federal

GEOGRAPHIC SPECIFICATIONS

U.S.

RANGE OF ASSISTANCE

A variety of resources to help businesses implement lean manufacturing methods, lean initiatives and methods in the manufacturing realm and in streamlining administrative processes.

TIME FRAME

Ongoing

CONTACT

Chris Reed

(202) 566-0606

reed.chris@epa.gov

Laura Poole

(202) 566-2843

poole.laura@epa.gov

WEBSITE AND REFERENCE LINKS

Lean Manufacturing Program

<http://www.epa.gov/lean/index.htm>

Lean Manufacturing Program

<http://www.epa.gov/lean/lean-manufacturing-resources>

Contact information

<http://www.epa.gov/lean/forms/contact-us>

PROGRAM

ENERGY STAR

DESCRIPTION

In addition to providing a comprehensive list of energy-saving appliances and technologies, the ENERGY STAR program is also an energy performance rating certification program and network with a wide variety of online resources including links to 2016 federal tax incentives and commercial and industrial resources including:

Industrial Energy Management

Resources for saving money and implementing green business practices. Tools include detailed guidelines on how to build an energy management program, strategies to measure, track, and benchmark energy consumption, regulatory assistance with Clean Air Act greenhouse gas (GHG) permitting and EPA Boiler rules and an extensive Industrial Energy Management Information Center which contains a significant number of resources focused on plant utility and process improvements and tailored to small and medium-sized manufacturers and specific industries, including:

Aluminum	Glass	Pharmaceuticals
Cement	Metalcasting	Pulp & Paper
Chemical	Motor Vehicle Mfg	Ready Mix Concrete
Corn Refining	Petrochemical	Steel & Iron
Food Processing	Petroleum Refining	Textiles

ENERGY STAR for Small Business

Provides technical resources for small business owners in general with both specific information for auto dealers, grocery and convenience stores, healthcare, home-based businesses, lodging, manufacturers, renters and tenants and restaurants.

ENERGY STAR for Commercial Buildings

Step-by-step guidelines for implementing an energy program for either existing buildings or those in the planning and design phase. Tools include the ENERGY STAR Portfolio Manager to track or estimate greenhouse gas emissions and water and energy consumption, specific techniques and technologies for resource conservation and reduced emissions, potential financing sources, ENERGY STAR certification and a communications toolkit.

ELIGIBILITY

Any public or private organization is eligible.

AGENCY

U.S. Environmental Protection Agency

PROGRAM TYPE

Technical and financial assistance

TARGETED APPLICANT

Business

JURISDICTION

Federal

RANGE OF ASSISTANCE

Technical assistance includes certification, training and marketing resources and financial assistance.

GEOGRAPHIC SPECIFICATIONS

U.S.

TIME FRAME

Ongoing

CONTACT

Hotline 9am - 5pm EST

(888) STAR-YES (782-7937)

(703) 412-3086

Support Portal

<https://energystar.zendesk.com>

WEBSITE AND REFERENCE LINKS

Energy Star Buildings and Facilities

<http://www.energystar.gov/buildings/facility-owners-and-managers>

Tax Incentives

http://energystar.gov/about/federal_tax_credits

Industrial Energy Management Info Center

<http://www.energystar.gov/buildings/facility-owners-and-managers/industrial-plants/industrial-energy-management-information-center>

PROGRAM

ENERGY STAR (continued)

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

There are IRS forms for tax incentives and an online submission form to join the ENERGY STAR Network.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *There is no requirement.*

Minimum/Maximum number of employees? *No.*

Does the application process require computer skills? *Yes.*

Does the application process require additional technical assistance to complete? *Perhaps. Business may need tax documentation assistance for credits.*

AGENCY

U.S. Environmental Protection Agency

PROGRAM

Asbestos and Small Business Ombudsman (ASBO)

DESCRIPTION

The Asbestos and Small Business Ombudsman (ASBO), under the Office of the EPA Administrator, serves as a conduit for small businesses to access the EPA and facilitates communications between the small business community and the EPA. They support the environmental and compliance performance of small businesses while reducing the regulatory burden on small businesses, including the cost of compliance and the adverse impact on business operations through representation and collaboration. The ASBO Team advocates for small business issues, partners with state Small Business Environmental Assistance Programs (SBEAPs), small business trade associations, EPA headquarters and regional offices, the Small Business Administration (SBA) and other federal agencies to reach out to the small business community.

The ASBO operates a toll-free hotline for the convenience of small businesses, trade associations, and the general public, seeking free, confidential help as it relates to asbestos and a variety of environmental regulatory topics. A member of the ASBO staff will answer calls between 8:30 a.m. and 4:30 p.m. EST.

ELIGIBILITY

Any small business in the U.S.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a user-friendly website that contains basic contact information.

Application

N/A

Requirements

N/A

AGENCY

U.S. Environmental Protection Agency

ADMINISTERING OFFICE

Office of Small Business Programs

PROGRAM TYPE

Technical assistance

TARGETED APPLICANT

Business

JURISDICTION

Federal

GEOGRAPHIC SPECIFICATIONS

U.S.

RANGE OF ASSISTANCE

Provides networks, resources, tools, and forums for small businesses education and advocacy and answers technical and regulatory questions on a toll free hotline; maintains and distributes EPA publications and compliance assistance tools with additional technical assistance through the Smallbiz Enviroweb portal.

TIME FRAME

Ongoing

CONTACT

Joan B. Rogers

(202) 564-6568

ASBO Hotline

(800) 368-5888

WEBSITE AND REFERENCE LINKS

ASBO

<http://www.epa.gov/resources-small-businesses/asbestos-small-business-ombudsman>

Smallbiz Enviroweb

<http://smallbiz-enviroweb.org>

PROGRAM

Loan Guaranty Programs

DESCRIPTION

Loans for businesses that are otherwise unable to obtain a conventional bank loan. SBA does not make direct loans to small businesses. Rather, SBA sets the guidelines for loans, which are then made by its partners (lenders, community development organizations, and microlending institutions). The SBA guarantees that these loans will be repaid, thus eliminating some of the risk to the lending partners. So when a business applies for an SBA loan, it is actually applying for a commercial loan, structured according to SBA requirements with an SBA guaranty.

The loan guaranty programs can generally be put into three categories:

STARTUP OR EXPANSION LOANS

- Basic 7(a)
- SBA Express
- Microloans
- Certified Development Company (CDC)/504

SPECIAL PURPOSE LOANS

- CAPLines
- Community Advantage
- Veteran's Advantage

EXPORT ASSISTANCE LOANS

- Export Working Capital
- Export Express
- International Trade

There are also other SBA resources for Disadvantaged Business Owners

EMERGENCY LOANS

- Disaster Assistance
- Economic Injury
- Military Reservists

DISADVANTAGED BUSINESS ASSISTANCE PROGRAMS

- 8(a) Business Development Program
- Historically Underutilized Business (HUB) Zone Program
- Women Owned Small Business Program
- Service-Disabled Veteran-Owned Small Business Program

ELIGIBILITY

Intermediary lenders are responsible for officially approving the loans, but approval is generally easier due to SBA loan guarantees for

AGENCY

U.S. Small Business Administration

PROGRAM TYPE

Loans

TARGETED APPLICANT

Small Business

JURISDICTION

Federal

GEOGRAPHIC SPECIFICATIONS

U.S.

RANGE OF ASSISTANCE

Varies by loan program. See chart for details.

TIME FRAME

Ongoing

CONTACT

SBA Answer Desk

answerdesk@sba.gov

L.A. District Office Phone

(818) 552-3201

lado@sbcb.gov

www.sba.gov/ca/la

Los Angeles Community Advantage Approved Lenders

Pacific Coast Regional Small Business Development Corporation

<http://www.pccrcorp.org>

Nester Correa

(213)739-2999 x 227

nestor.correa@pccrcorp.org

Mark J. Robertson, Sr.

(213)739-2999 x222

mark.robertson@pccrcorp.org

Pacific Asian Consortium In Employment

<http://pacela.org>

Namoch Sokhom

213-989-3265

PROGRAM

Loan Guaranty Programs (continued)

qualifying businesses. The SBA website provide tools to help businesses understand common credit factors that financial institutions use to determine credit worthiness. Specific SBA requirements vary by loan program, but generally speaking, applicants must be for-profit businesses operating in the United States that have reasonable owner equity to invest and not be able to obtain full funding from personal equity and/or traditional lending sources.

In addition to these basic requirements all loan programs require businesses to meet the SBA Size Standards for what constitutes a “small” business which vary by specific North American Industry Classification System (NAICS) codes. The SBA website provides an online Size Standards Tool and a downloadable chart of SBA Size Standards by specific six-digit NAICS codes. CDC/504 loans are the exception to this rule and use a simplified alternative size standard requiring all businesses to not exceed \$15 million in tangible net worth and to not have an average two full fiscal year net income over \$5 million.

There are only a few types of legal businesses that are not eligible, including those in the financial industry; gambling operations; most developers, landlords and private clubs; life insurance companies; pyramid marketing operations; those involved in the promotion of religious beliefs; consumer and marketing cooperatives (producer cooperatives may be eligible); businesses engaged primarily in speculation; those that profit from products depicting indecent sexual activities; and political or lobbying organizations.

The SBA requires every loan to be fully secured, but will not decline a request to guarantee a loan if the only unfavorable factor is insufficient collateral, provided all available collateral (both business and personal) is offered. The SBA requires guarantees from all owners with a 20% or greater share equity of the business, while lender may require the same of those owners with under 20% interest. Liens on personal assets of the principals may be required. See the chart on the following pages for requirements unique to the individual loan programs.

APPLICATION ACCESSIBILITY AND USABILITY

Website

There is a moderately user-friendly website with multiple points of entry that contains contact information for national and district offices as well as intermediary lenders.

AGENCY

U.S. Small Business Administration

nsokhom@pacela.org

WEBSITE AND REFERENCE LINKS

SBA Loans

(Basic 7[a], CDC/504, Microloans, Disaster)

<https://www.sba.gov/loanprograms>

SBA Express

<https://www.sba.gov/content/sba-express>

CAPLines

<https://www.sba.gov/content/caplines>

Advantage Loans

<https://www.sba.gov/advantage>

SBA Export Loans

<https://www.sba.gov/category/navigation-structure/loans-grants/small-business-loans/sba-loan-programs/7a-loan-program/sb>

SBA Size Standards Tool

<https://www.sba.gov/contracting/getting-started-contractor/make-sure-you-meet-sba-size-standards>

SBA Size Standards Table by NAICS

https://www.sba.gov/sites/default/files/files/Size_Standards_Table.pdf

DISADVANTAGED BUSINESS LINKS

Small Disadvantaged Businesses

<https://www.sba.gov/content/disadvantaged-businesses>

8(a) Business Development

<https://www.sba.gov/category/navigation-structure/8a-business-development-program>

HUBZones

<https://www.sba.gov/content/hubzone>

HUBZone Map

<http://map.sba.gov/hubzone/maps>

Women-Owned Small Business Program

<https://www.sba.gov/content/women-owned-small-business-program>

Service-Disabled Veteran-Owned Small Business Program

<https://www.sba.gov/sdvosb>

PROGRAM

Loan Guaranty Programs (continued)

Application

Applications are provided by third-party lenders.

Requirements

Financial stability (e.g. credit rating, amount of revenue): *Determined by third-party lenders.*

What kind of supplemental documents will they need to apply? *A business plan, financial and credit reports, legal documents (i.e. leases, etc), tax returns, and verification of collateral (varies with the loan size and type) are needed to apply.*

LOAN PROGRAMS

STARTUP OR EXPANSION LOANS

Basic 7(a) – The most basic of the loan programs administered by the SBA. Basic 7(a) loans up to \$5 million may be used to establish a new business or to assist in the acquisition, operation, or expansion of an existing business. Borrowers must apply through a participating lender institution.

SBA Express– A 7(a) loan with a turnaround time of 36 hours. Lower interest rates are often available to businesses that apply through an Express program, but they have a maximum loan amount of \$350,000 and 50% guaranty limit.

Microloans – Provides short-term loans up to \$50,000 through specially designated intermediary nonprofit community-based organizations with experience in lending as well as management and technical assistance, which they are required to provide to borrowers. Businesses may be required to fulfill training and/or planning requirements. Applications are submitted to local intermediaries and all credit decisions are made on the local level. To find a local intermediary, inquiries should be made through the Los Angeles SBA District Office.

Certified Development Company (CDC)/504 – A long-term financing tool designed to provide small businesses with long-term, fixed-rate financing to acquire major fixed assets, such as land and buildings. It encourages economic development within a community secured from a CDC, which is a private, community-based nonprofit corporation set up to contribute to economic development in a particular community. A CDC/504 project may include allows for 100% of the project cost to be covered either by a 10% or greater contribution of borrower equity, a senior lien up to 50% from a private lender, and a junior lien up to 40%, backed by a 100% SBA-guaranteed debenture secured through a CDC.

AGENCY

U.S. Small Business
Administration

PROGRAM

Loan Guaranty Programs (continued)

SPECIAL PURPOSE LOANS

CAPLines – Loans up to \$5 million for short-term and cyclical working capital needs carried out through four loan programs: the Seasonal Line of Credit Program, supporting the buildup of inventory, accounts receivable or labor and materials above normal usage for seasonal inventory; the Contract Loan Program for costs associated with contracts, subcontracts or purchase orders; the Builders Line Program for small contractors or developers to construct or rehabilitate residential or commercial property that will be sold to a third party; and the Working Capital Line of Credit Program, a revolving line of credit providing short-term working capital with specific requirements for repayment.

Community Advantage – Loans up to \$250,000 that expand access to capital for small businesses and entrepreneurs in underserved communities in order to drive economic growth and job creation through community-based, mission-focused financial institutions which were previously not able to offer SBA loans.

Veteran's Advantage – Loans for small businesses owned (51% or more) by one of the following groups: Veterans (other than dishonorably discharged); Service-Disabled Veterans; Active Duty Military service member participating in the military's Transition Assistance Program (TAP); Reservists and National Guard Members; spouses of the above groups; or widowed spouse of a service member who died while in service or service-connected disability. This program has been renewed for 2016, but it is very difficult to find current links online. See chart for further details and contact the California Veteran Business Outreach Center at 916-527-8400 for assistance with application procedures.

EXPORT ASSISTANCE LOANS

Export Working Capital – An export loan program provided through a network of SBA Senior International Credit Officers located in U.S. Export Assistance Centers throughout the country. Exporters can apply for loans in advance of finalizing an export sale or contract. Benefits include financing for suppliers, inventory or production of export goods; export working capital during long payment cycles; financing for stand-by letters of credit used as bid or performance bonds or down payment guarantees; reserves domestic working capital for the company's sales within the U.S.; permits increased global competitiveness by allowing the exporter to extend more liberal sales terms; increases sales prospects in under-developed markets which have high capital costs for importers; contributes to the growth of export sales; and low fees and quick processing times.

AGENCY

U.S. Small Business
Administration

PROGRAM

Loan Guaranty Programs (continued)

Export Express – Streamlined financing up to \$500,000 for businesses in operation, in exporting or otherwise, for at least 12 full months and can demonstrate that the loan proceeds will support export activity. May take the form of a term loan or a revolving line of credit. May be used for direct or indirect exporting.

International Trade – Loans to businesses that plan to start or continue exporting, or that have been adversely affected by competition from imports. The proceeds of the loan must enable the borrower to be in a better position to compete. The program offers borrowers a maximum SBA-guaranteed portion of \$1.75 million. Funds may be used for long term fixed assets or for the refinancing of an existing loan used for these purposes.

Other SBA Resources for Disadvantaged Business Owners

EMERGENCY LOANS

Disaster Assistance provides financial assistance to victims of disasters or to individuals in a declared disaster area;

Economic Injury assists small businesses, small agricultural cooperatives and nonprofit organizations as they recover from economic losses resulting from physical disaster or an agricultural production disaster.

Military Reservists offers funds to meet ordinary and necessary operating expenses unable to be met because key employee was “called-up” to active duty as a military reservist.

DISADVANTAGED BUSINESS ASSISTANCE PROGRAMS

The 8(a) Business Development Program provides managerial, technical, and contractual assistance to small disadvantaged businesses.

The Historically Underutilized Business (HUB) Zone Program helps those small businesses employing staff who live in a HUBZone and maintain a “principal office” in a HUBZone gain preferential access to federal procurement opportunities. Most of South and East Los Angeles, Port areas, portions of the northeast and central San Fernando Valley, and many other places in the Los Angeles Metropolitan Area qualify as HUBZones. A map is provided to determine HUBZone eligibility by address.

The Women Owned Small Business Program authorizes contracting officers to set aside certain federal contracts for eligible women-owned small businesses.

AGENCY

U.S. Small Business Administration

PROGRAM

Loan Guaranty Programs (continued)

The Service-Disabled Veteran-Owned Small Business Program provides procuring agencies with the authority to set acquisitions aside for exclusive competition among service-disabled veteran-owned small business concerns.

AGENCY

U.S. Small Business
Administration

SMALL BUSINESS ADMINISTRATION GUARANTY LOAN PROGRAMS

Program	Maximum Loan Amount	Percent of Guaranty	Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees	Who Qualifies	Benefits to Borrowers
7(a) Loans	\$5 million	85% guaranty for loans of \$150,000 or less; 75% guaranty for loans greater than \$150,000 (up to \$3.75 million maximum guaranty)	Term Loan. Expansion/renovation; new construction; purchase land or buildings; purchase equipment, fixtures, lease-hold improvements; working capital; refinancing; debt for compelling reasons; seasonal line of credit; inventory or starting a business	Depends on ability to repay. Generally, working capital & machinery & equipment (not to exceed life of equipment) is 5-10 years; real estate is 25 years.	<p>Loans less than 7 years: \$0 - \$25,000 Prime + 4.25% \$25,001 - \$50,000 P + 3.25% Over \$50,000 Prime + 2.25%</p> <p>Loans 7 years or longer: 0 - \$25,000 Prime + 4.75% \$25,001 - \$50,000 P + 3.75% Over \$50,000 Prime + 2.75%</p> <p>Fixed Rate: www.colsonservices.com Click: News & Rates</p>	<p>(No SBA fees on loans of \$150,000 or less approved in FY 2018.) Fee charged on guaranteed portion of loan only. \$150,001-\$700,000 = 3.0%; \$700,000-\$1,000,000 = 3.5%; plus 3.75% on guaranty portion over \$1 million, less than 12 months, 25% and 1% year 3) Ongoing fee of 0.473% on loans over \$150,000.</p>	<p>Must be a for-profit business & meet SBA size standards; show good character, credit, management, and ability to repay. Must be an eligible type of business. Prepayment penalty for loans with maturities of 15 years or more if prepaid during first 3 years (5% year 1, 3% year 2 and 1% year 3)</p>	<p>Long-term financing. Improved cash flow; Fixed maturity; No balloons; No prepayment penalty (under 15 years)</p>
7(a) Small Loans Is any 7(a) loan \$350,000 and under, except the Community Advantage and Express loans	\$350,000	Same as 7(a)	Same as 7(a)	Same as 7(a)	Same as 7(a)	Same as 7(a)	Same as 7(a) Plus, all loan applications will be credit scored by SBA. If not an acceptable score, the loan can be submitted via full standard 7(a) or Express.	Same as 7(a)
SBAExpress	\$350,000	50%	May be used for revolving lines of credit (up to 7 year maturity) or for a term loan (same as 7(a)).	Up to 7 years for Revolving Lines of Credit including term-out period. Otherwise, same as 7(a).	Loans \$50,000 or less; prime+6.5% Loans over \$50,000; prime + 4.5%	Same as 7(a)	Same as 7(a)	Fast turnaround; Streamlined process; Easy-to-use line of credit
SBA Veterans Advantage 10/01/15 - 09/30/16	Processed under SBAExpress \$350,000 Processed under 7(a) \$5 million	Same as SBAExpress Same as 7(a)	Same as SBAExpress Same as 7(a)	Same as SBAExpress Same as 7(a)	Same as SBAExpress Same as 7(a)	No guaranty fee. Ongoing fee of 0.473% on loans above \$150,000. Same as 7(a) except guaranty fee for non SBAExpress loans will be reduced by 50%. Ongoing fee of 0.473% on loans above \$150,000.	Same as 7(a) Plus, small business must be owned and controlled (51%+) by one or more of the following groups: veteran, active-duty military in TAP, reservist or National Guard member or a spouse of any of these groups; or a widowed spouse of a service member or veteran who died during service; or a service-connected disability.	Same as SBAExpress No guaranty fee Same as 7(a) but with a reduced guaranty fee.
CapLines: 1. Working Capital; 2. Contract; 3. Seasonal; and 4. Builders	\$5 million	Same as 7(a)	Finance seasonal and/or short-term working capital needs; cost to perform; construction costs; advances against existing inventory and receivables; consolidation of short-term debts. May be revolving.	Up to 10 years, except Builder's CAPLine, which is 5 years	Same as 7(a)	Same as 7(a)	Same as 7(a) Plus, all lenders must execute Form 750 & 750B (short-term loans)	1. Working Capital - (LOC) Revolving Line of Credit 2. Contract - can finance all costs (excluding profit). 3. Seasonal - Seasonal working capital needs. 4. Builder - Finances direct costs in building a commercial or residential structure
Community Advantage Mission-focused lenders only. Expires 03/15/17	\$250,000	Same as 7(a)	Same as 7(a)	Same as 7(a)	Prime plus 6%	Same as 7(a)	Same as 7(a) Plus, all loan applications will be credit scored by SBA. If not an acceptable score, the loan can be submitted via full standard 7(a).	Same as 7(a) Plus lenders must be CDFIs, CDCs or micro-lender targeting underserved market

Source: SBA Loan Program Quick Reference Guide , available at <https://www.sba.gov/content/loan-program-quick-reference-guide>

SMALL BUSINESSADMINISTRATION GUARANTY LOAN PROGRAMS

Program	Maximum Loan Amount	Percent of Guaranty	Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees	Who Qualifies	Benefits to Borrowers
International Trade	\$5 million	90% guaranty (up to \$4.5 million maximum guaranty) (Up to \$4 million maximum guaranty for working capital)	Term loan for permanent working capital, equipment, facilities, land and buildings and debt refinancing related to international trade	Up to 25 years.	Same as 7(a)	Same as 7(a)	Same as 7(a) Plus, engaged or preparing to engage in international trade or adversely affected by competition from imports.	Long term financing to allow small business to compete more effectively in the international marketplace
Export Working Capital Program	\$5 million	90% guaranty (up to \$4.5 million maximum guaranty)	Short-term, working-capital loans for exporters. May be transaction based or asset-based. Can also support standby letters of credit	Generally one year or less, may go up to 3 years	No SBA maximum interest rate cap, but SBA monitors for reasonableness	Same as 7(a)	Same as 7(a) Plus, need short-term working capital for direct or indirect exporting.	Additional working capital to increase export sales without disrupting domestic financing and business plan
Export Express	\$500,000	90% guaranty for loans of \$350,000 or less, 75% guaranty for loans greater than \$350,000	Same as SBAExpress plus standby letters of credit	Same as SBAExpress	Same as SBAExpress	Same as 7(a)	Applicant must demonstrate that loan will enable them to enter a new, or expand in an existing export market. Business must have been in operation for at least 12 months (though not necessarily in exporting).	Fast turnaround; Streamlined process; Easy-to-use line of credit Loan can be for direct or indirect exporting.
504 Loans Provided through Certified Development Companies (CDCs) which are licensed by SBA	504 CDC maximum amount ranges from \$5 million to \$5.5 million, depending on type of business or project	Project costs financed as follows: CDC: up to 40% Lender: 50% (Non-guaranteed) Equity: 10% plus additional 5% if new business and/or 5% if special use property.	Long-term, fixed-asset loans; Lender (non-guaranteed) financing secured by first lien on project assets. CDC loan provided from SBA 100% guaranteed debenture sold to investors at fixed rate secured by 2nd lien.	CDC Loan: 10- or 20-year term fixed interest rate. Lender Loan: Unguaranteed financing may have a shorter term. May be fixed or adjustable interest rate	Fixed rate on 504 Loan established when the debenture backing loan is sold. Declining prepayment penalty for 1/2 of term.	SBA guaranty fee on debenture is 0.0%. A participation fee of 0.5% is on lender share, plus CDC may charge up to 1.5% on their share. CDC charges a monthly servicing fee of 0.625%-2.0% on unpaid balance. Ongoing guaranty fee is 0.914% of principal outstanding. Ongoing fee % does not change during term.	Alternative Size Standard: For-profit businesses that do not exceed \$15 million in tangible net worth, and do not have an average two full fiscal year net income over \$5 million. Owner Occupied 51% for existing or 60% for new construction.	Low down payment - equity (10, 15 or 20 percent) (The equity contribution may be borrowed as long as it is not from an SBA loan) Fees can be financed; SBA /CDC Portion. Long-term fixed rate Full amortization and No balloons
Non-7(a) Loans Microloans Loans through nonprofit lending organizations;	\$50,000	Not applicable	Purchase machinery & equipment, fixtures, leasehold improvements, working capital; etc. Cannot be used to repay existing debt.	Shortest term possible, not to exceed 6 years	Negotiable with intermediary. Subject to either 7.75 or 8.5% above intermediary cost of funds.	No guaranty fee	Same as 7(a)	Direct loans from nonprofit intermediary lenders; Fixed-rate financing; Very small loan amounts; Technical assistance available

Source: SBA Loan Program Quick Reference Guide , available at <https://www.sba.gov/content/loan-program-quick-reference-guide>



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EDITORIAL INFORMATION

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Project management: Ben Russak

Primary research: Jane Paul, Cassie Gardener, Ben Russak

Contributor: Cameron Phillips

Editorial team: Susan LaTempa, Michele Prichard, Ben Russak, Daniela Simunovic, Donald R. Spivack

Design: Vera Valentine

For more information contact: Liberty Hill Foundation at: guide2green@libertyhill.org

Download a copy at: <http://www.libertyhill.org/g2g>

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The Los Angeles Collaborative for Environmental Health and Justice was formed in 1996 when the Liberty Hill Foundation joined with academic researchers and community-based organizations to study, fund and support the growing field of environmental health and justice. Participants in the LA Collaborative for Environmental Health and Justice have included:

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Change. Not Charity.

Liberty Hill Foundation
6420 Wilshire Blvd Suite 700
Los Angeles, CA 90048

phone (323) 556-7200
fax (323) 556-7240

www.LibertyHill.org

<http://www.libertyhill.org/g2g>