

California Air Resources Board

Low Carbon Transportation Investments Fiscal Year 2022-2023 Joint Solicitation for Statewide Clean Cars 4 All and Financing Assistance Projects

List of Applications Received and Project Summaries June 30, 2023

The Joint Solicitation for Statewide Clean Cars 4 All (CC4A) and Financing Assistance (FA) Projects was opened on February 22, 2023, and closed on March 24, 2023. A total of \$205.5 million was allocated to this solicitation with an additional \$10 million to support the implementation of the Zero-Emission Assistance Program (ZAP) for a total of \$215.5 million. Additional solicitation materials including scoring criteria can be found at <https://ww2.arb.ca.gov/our-work/programs/low-carbon-transportation-investments-and-air-quality-improvement-program/low>

Project Applicant: Beneficial State Foundation (BSF)

BSF is a non-profit financial institution that has implemented the first statewide Financing Assistance Project known as Clean Vehicle Assistance Program (CVAP) and has provided 4,751 individuals with clean-vehicle grants. Through the implementation of CVAP, BSF has been able to conduct community outreach with strong partnerships with community-based organizations (CBOs).

In the application, BSF requested \$205.5 million to implement both the statewide CC4A and FA programs and did not request funds to implement ZAP. BSF has partner relationships with financial institutions and proposed to continue to utilize strong relationships with CBOs that were built throughout the implementation and administration of CVAP. BSF's plan aimed to scale up CVAP while maintaining a non-predatory customer experience.

BSF planned to create a dedicated CC4A team that would handle leadership, operations, and equity strategies. Collectively the team would specialize in outreach and engagement, financial literacy, and other services benefiting low-income individuals and families.

Project Applicant: Community Housing Development Corporation (CHDC)

CHDC is a Black-founded and Black-led community-based organization in North Richmond, CA, and has implemented Drive Clean Assistance Program (DCAP) using a

needs-based assessment model with a high-touch case management approach. In the application, CHDC requested \$215.5 million to implement the statewide CC4A and FA programs and requested funds to implement ZAP. CHDC demonstrated collaboration and coordination with the Center for Sustainable Energy (CSE), GRID Alternatives (GRID), and Foundation for California Community Colleges (FCCC) to administer the programs and demonstrated a wide variety of partnerships for outreach that include CBOs, financial institutions, government entities, and non-profits. Through their collaboration with the partnerships, CHDC strives to scale up DCAP.

Additionally, CHDC demonstrated turnkey-ready solutions through their partnership with GRID for the implementation and support of Electric Vehicle Service Equipment (EVSE) in preparation for statewide CC4A in addition to other partnerships for the implementation of ZAP allowing for these projects to grow beyond providing vehicle purchase incentives.

Project Applicant: Hunt Motors Inc.

Hunt Motors is a non-profit car dealership that serves the low-income community in the Bay Area. Their application demonstrated that they have experience in providing financial assistance and education to low-income individuals and families as well as developed partnerships with local banks and credit unions to provide financial education and resources such as credit counseling and assistance with loan applications.

In the application, Hunt Motors requests \$215.5 million to implement the statewide CC4A and FA programs as well as ZAP. They included an emphasis on partnering with vehicle manufacturers as well as electric vehicle (EV) charging designers and identified outreach efforts to include web-based and social media platforms as well as promoting the program through their EV and other manufacturer partnerships and well as workshops and webinars for financial education and benefits of EV ownership.

Project Applicant: The Center for Strategic Economic Studies and Institutional Development dba The Center by Lendistry (Lendistry)

Lendistry is a minority and woman-led non-profit that provides small businesses and communities with resources and opportunities to accelerate economic development and to close the racial wealth gap. Services include direct consulting and advising services to diverse-led for-profit and non-profit entities to grow and drive generational wealth-building in disadvantaged communities. Lendistry demonstrated experience in providing technical assistance, recovery resources, and grant administration services to a variety of entities across California through the Paycheck Protection Program, California COVID-19 Recovery Grant Program, and the Los Angeles County Economic Opportunity Grant Program and has also implemented over 20 government-funded programs for 4 states and 6 counties.

In the application, Lendistry requested \$205 million for the implementation of the statewide CC4A and FA programs and did not request ZAP funds. They were able to identify an ecosystem of over 60 community partners and over 500 sub-partners that would include non-profits, small business development centers (SBDCs), and community development financial institutions (CDFIs). The application identified plans to leverage community relationships to conduct outreach to low-income communities and disadvantaged communities. They also intend a collaboration with BAR and BAR-certified dismantlers to ensure that vehicles are scrapped.