



**\$ Greening the Fleet \$**  
**Incentives for**  
**Cleaner Air, Lower Carbon, and a Better**  
**Economy**

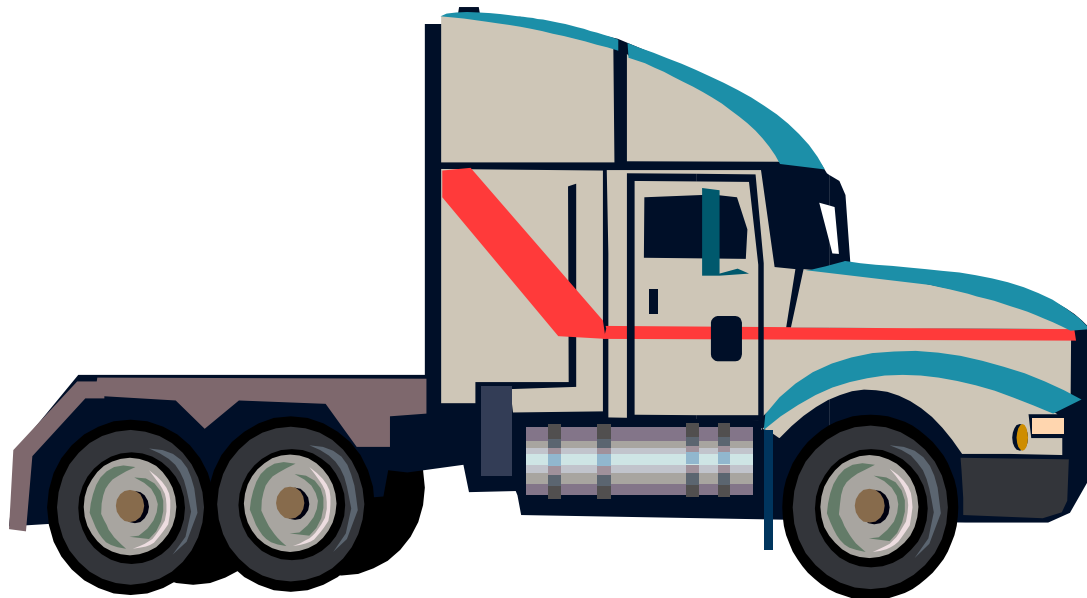
Sharon Banks, CEO

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# The CSS Mission

CSS identifies, promotes and finances technology to save fuel and reduce pollution from the legacy fleet of trucks.



# The Role of CSS

**Technology**

Grants

Discounts

**Rules**

**Tax credits**

Offsets

Financing

**Rebates**

Technical Assistance



Trucking  
Industry

# Current Opportunities

## South Coast Rail Truck Grants:

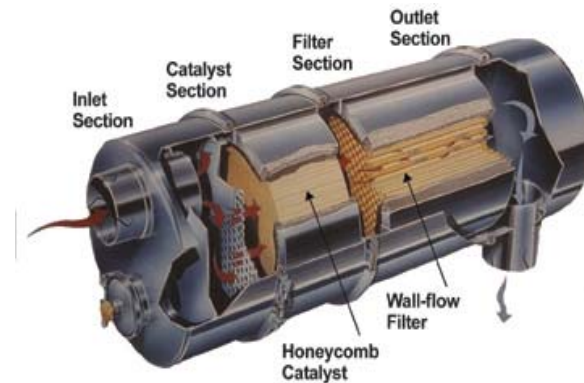
- Up to \$50,000 for truck replacement for trucks serving intermodal rail
- [Rob@cascadesierrasolutions.org](mailto:Rob@cascadesierrasolutions.org)

# DERA-Diesel Particulate Filter (DPF) Program

Currently taking applications

- 1.CSS buys the equipment and pays for the installation
- 2.The truck owner pays \$85 a month for 3 years under a lease to own
- 3.Can be from any state
- 4.No state operating requirements

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# DERA-Hybrid Truck Replacement Program

Currently taking applications

- 1.The truck owner buys the hybrid truck
- 2.The truck owner gets a rebate from CSS for 25% of the invoice
- 3.No state operating requirements

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# DERA-Diesel Truck Replacement Program

Currently taking applications

1. Grant will pay up to 25% of the cost of the replacement vehicle
2. Must scrap an old one
3. Can operate in any state

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# Goods Movement Program

## Funding on Hold

- Turn-in your old truck and get \$50,000 for a new truck
- Must operate 100% in California
- Must be hauling goods for sale
- CSS processes grants for Fleets and Owner-Operators through the AQMDs in California
- CSS provides match financing

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# On the Horizon

- Expansion of our loan funds through:
  - Foundation loans & grants
  - EPA Smart Way national loan fund
  - California AB 118
  - Washington legislative action
  - SEPs
  - Carbon credits

# CSS Financing Options

## The CSS *Everybody Wins* Equipment Lease

- Low interest (5%-9%)
- Can do an operating lease or capital lease
- SmartWay upgrades
  - APU
  - TRU (retrofit, repower, replacement)
  - Trailer aerodynamics
  - Tire inflation systems

# CSS Financing Options

## The CSS *GreenLease*

- Designed to help small businesses which often do not qualify for traditional financing. Banking partners include: GE Capital, Umpqua Bank, Shorebank Pacific, Bank of the West.
- 7-10 year payment plans for new trucks
- 5%-9% interest
- Provides match for California ibond program

# CSS Financing Options

SBA Loans up to (\$50K) per business.

- Prime + 4.5%
- Extended terms
- Unsecured

# CSS / IWLA Fleet Consulting Services

- CSS provides consulting services to fleets for a low rate
- CSS can:
  - Assess compliance requirements
  - Recommend equipment upgrades
  - Coordinate grants & carbon credits

# Progress

- Truck Replacement Projects:
  - 619 completed
  - 500+ more in process
- SmartWay upgrades:
  - 2700+ Completed
  - For updated progress reports go to:  
[www.cascadesierrasolutions.org](http://www.cascadesierrasolutions.org)

Currently saving 9,200 gallons of diesel each day  
We have just started!!!

# Contact Info



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