



# USEPA West Coast Collaborative

May 30, 2012 – Seattle, Washington – Matt Schrap, VP Gov. Prog.

# Our Family



**VELOCITY VEHICLE GROUP**

*MOVING YOU FORWARD*

*Driving Your Business...Moving You Forward*



## Why do you care?

- ▶ Since 2008, Crossroads has grown its portfolio from \$2.2 million to over \$120 Million.
- ▶ Direct lender that specializes in the on-road trucking fleet
- ▶ Access to nationwide new and used HD truck inventories
- ▶ Management Team with 20+ years of financing experience
- ▶ Specialized programs for fleet contractors (FCAP)
- ▶ Active participant in State Trucking Associations
- ▶ Reoccurring sponsor and speaker for Clean Cities Coalition events and other outreach and educational events
- ▶ First hand knowledge of complicated regulatory requirements
- ▶ Dozens of educational seminars on clean truck financing and legal restrictions
- ▶ The same question from all fleets....
- ▶ “How Can I Afford It?” “How am I Supposed To Pay?”



## Why Are We Different?

- ▶ **2008: Secured \$6 Million from Early Prop 1B Program + \$6 Million in SCAQMD/federal funds for 132 LNG trucks (first large alt. fuel deployment in California port drayage market)**
- ▶ **2008– 2010: Crossroads operated the Port of Los Angeles & Port of Long Beach Port Clean Truck Financing Program through PFAC, funding over \$30 million clean diesel and liquid natural gas trucks.**
- ▶ **2010: Created California Fleet Solutions (CFS) to assist fleet owners with CARB requirements. Now CFS is most trusted group for CARB compliance direction.**
- ▶ **March 2011: Financed close to \$11 Million of trucks, through the SCAQMD Prop 1B grant program**
- ▶ **May 2012: Of 1100+ Prop 1B applications Submitted over 60% ranked to receive funding, over \$20 Million total.**
- ▶ **2012: Top lending institution in California Capital Access Program (CalCAP) over 43% of all loans issued totaling over \$35 Million.**
- ▶ **2011-2012: CARB PLACE-DL Program Administrator.**
- ▶ **2012: Approved Leasing Dealer for Texas Natural Gas Vehicle Grants through TCEQ.**





## We Understand the Trucking Industry...

- ▶ California is Complicated...
- ▶ Opportunities Abound...
- ▶ Acronyms Aplenty...

BACT, DERA, NOx, IRP, ScRAPs, GMERP, TCEQ, CARB, ETC...

- ▶ My Favorite...

TRAC

Terminal Rental Adjustment Clause

- ▶ TRAC?
- ▶ Lease to Own...
- ▶ Flexible Payments
- ▶ Minimal Restrictions
- ▶ How Does It Help?





## STAR TRAC...

- ▶ Off Balance Sheet Asset...
- ▶ Expense the Rent!!!
- ▶ Tax Savings Passed On.
- ▶ Step and Skip Payments...
- ▶ Preserve Cash Flow.
- ▶ CARB Compliance.
- ▶ Flexible Residuals and Term.
- ▶ No Mileage Restrictions...
- ▶ No Paint Restrictions...
- ▶ Body Ad-Ons.
- ▶ Supplement your Fleet!
- ▶ Go Boldly....Leasing can Help!!!



# Credit Process



- ▶ Crossroads looks beyond traditional third party scores and basic financial ratios
- ▶ Whether an owner/operator or a large fleet, Crossroads undergoes the same approach when reviewing credit





# THANK YOU USEPA and all WCC Members and Participants

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