



CALIFORNIA TRUCKING INCENTIVE GUIDE

JULY, 2022

**GOVERNOR'S OFFICE OF BUSINESS &
ECONOMIC DEVELOPMENT (GO-BIZ)**

GAVIN NEWSOM, GOVERNOR

DEE DEE MYERS, DIRECTOR

OVERVIEW

Trucking plays a critical role to the California economy as the predominant mode of transportation for the state's freight and goods movement. By weight, trucks transport the largest amount of goods into, within, and out of the state.

This guide is intended to help those across California's trucking industry identify relevant new and existing state funding resources for growth and success.

This includes:

- Trucking businesses seeking to grow, expand, and hire on new employees
- Independent owner-operators seeking to establish their own independent small business motor carrier authority
- Established firms seeking to incorporate fleets into their existing business models

ABOUT GO-BIZ

The Governor's Office of Business and Economic Development ("GO-Biz") serves as California's single point of contact for business, economic development, and job creation efforts.

GO-Biz offers a range of services to businesses including: attraction, retention and expansion services, site selection, permit streamlining, small business assistance, international trade development, and assistance in navigating state



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EMPLOYMENT & WORKFORCE

INCENTIVE NAME	TYPE	AUTHORITY	ELIGIBILITY	TOTAL \$ AVAILABLE	MAX AWARD	TIMING	CONTACT
<u>CALIFORNIA NEW EMPLOYMENT TAX CREDIT</u>	STATE INCOME TAX CREDIT	<u>STATE: FTB</u>	ANY BUSINESS	35% OF QUALIFIED WAGES x PERCENTAGE	35% OF QUALIFIED WAGES x PERCENTAGE	EACH TAXABLE YEAR	EMAIL: GEDI@FTB.CA.GOV PHONE: 916-845-3464
<u>EMPLOYMENT TRAINING PANEL (ETP)</u>	TRAINING REIMBURSEMENT	<u>STATE: ETP</u>	ANY BUSINESS	N/A	\$500,000 OR \$600,000 (CPD)	ONGOING	EMAIL: ETPEDUNIT@ETP.CA.GOV PHONE: 916-327-4391
<u>FIDELITY BONDING</u>	BUSINESS INSURANCE	<u>STATE: EDD</u>	QUALIFIED EMPLOYERS	N/A	\$5,000 - \$15,000 PER EMPLOYEE	N/A	EMAIL: WSBBONDING@EDD.CA.GOV PHONE: 916-654-7799
<u>HOMELESS HIRING TAX CREDIT</u>	STATE INCOME TAX CREDIT	<u>STATE: FTB</u>	ANY BUSINESS	\$2,500 - \$10,000 PER HIRE	\$30,000,000 CREDIT PER YR	EACH TAXABLE YEAR	<u>CONTACT FTB</u> PHONE: 1-800-852-5711
<u>WORK OPPORTUNITY TAX CREDIT (WOTC)</u>	FEDERAL INCOME TAX CREDIT	<u>STATE: EDD</u>	ANY BUSINESS	N/A	\$9600 PER ELIGIBLE EMPLOYEE	EACH TAXABLE YEAR	EMAIL: WOTCSUPPORT@EDD.CA.GOV PHONE: 916-277-5140
<u>WORK SHARING</u>	LAYOFF & UI ALTERNATIVE	<u>STATE: EDD</u>	ELIGIBLE EMPLOYERS	BASED ON EMPLOYER UI	BASED ON UNEMPLOYMENT INSURANCE	ONGOING	PHONE: 916-654-7799

FINANCING & START-UP SUPPORT

INCENTIVE NAME	TYPE	AUTHORITY	ELIGIBILITY	TOTAL \$ AVAILABLE	MAX AWARD	TIMING	CONTACT
<u>CAPITAL ACCESS: COLLATERAL SUPPORT</u>	STATE GRANT	<u>STATE: STO - CALCAP</u>	ELIGIBLE SMALL BUSINESSES	N/A	\$2,500,000	ONGOING	EMAIL: <u>CALCAP@TREASURER.CA.GOV</u> PHONE: 916-654-5610
<u>CAPITAL ACCESS: SMALL BUSINESS</u>	STATE LOAN	<u>STATE: STO - CALCAP</u>	ELIGIBLE SMALL BUSINESSES	N/A	\$5,000,000	ONGOING	EMAIL: <u>CALCAP@TREASURER.CA.GOV</u> PHONE: 916-654-5610
<u>CALIFORNIA REBUILDING FUND</u>	STATE LOAN	<u>STATE: GO-BIZ - IBANK</u>	ELIGIBLE SMALL BUSINESSES	\$56,500,000	\$100,000	VARIES	<u>CALOANFUND.ORG</u>
<u>DISASTER LOAN GUARANTEE</u>	LOAN GUARANTEE	<u>STATE: GO-BIZ - IBANK</u>	BUSINESSES IN QUALIFYING AREA	N/A	\$1,250,000	ONGOING	EMAIL: <u>SBFC-PROGRAMS@IBANK.CA.GOV</u> PHONE: 916-341-6600
<u>ELECTRIC VEHICLE CHARGING STATIONS (EVCS) FINANCING</u>	STATE LOAN	<u>STATE: STO - CALCAP</u>	QUALIFYING BUSINESSES	N/A	\$500,000	ONGOING	EMAIL: <u>CALCAP@TREASURER.CA.GOV</u> PHONE: 916-654-5610
<u>JUMP START</u>	STATE MICRO LOAN	<u>STATE: GO-BIZ - IBANK</u>	ELIGIBLE SMALL BUSINESSES	N/A	\$10,000	ONGOING	EMAIL: <u>SBFC-PROGRAMS@IBANK.CA.GOV</u> PHONE: 916-341-6600
<u>SMALL BUSINESS LOAN GUARANTEE</u>	LOAN GUARANTEE	<u>STATE: GO-BIZ - IBANK</u>	ELIGIBLE SMALL BUSINESSES	N/A	\$20,000,000	ONGOING	EMAIL: <u>SBFC-PROGRAMS@IBANK.CA.GOV</u> PHONE: 916-341-6600

TRUCKS & ASSOCIATED EQUIPMENT

INCENTIVE NAME	TYPE	AUTHORITY	ELIGIBILITY	TOTAL \$ AVAILABLE	MAX AWARD	TIMING	CONTACT
<u>CARL MOYER</u>	STATE GRANT	<u>STATE & LOCAL: CARB</u>	ANY BUSINESSES	VARIES	VARIES	ONGOING	EMAIL: 8666DIESEL@ARB.CA.GOV PHONE: 866-634-3735
<u>FARMER PROGRAM</u>	STATE GRANT	<u>STATE & LOCAL: CARB</u>	ELIGIBLE BUSINESSES	\$213,000,000	VARIES	ONGOING	EMAIL: FARMER@ARB.CA.GOV PHONE: 916-282-6273
<u>ENERGIIZE PROGRAM</u>	EQUIPMENT DISCOUNT	<u>STATE: CEC</u>	ELIGIBLE OPERATORS	VARIES ON TRUCK TYPE	\$500K - \$2M	ONGOING	EMAIL: INFRASTRUCTURE@CALSTART.ORG PHONE: 1-877-367-4493
<u>HYBRID & ZERO EMISSION TRUCK & BUS INCENTIVE</u>	POINT-OF-SALE DISCOUNT	<u>STATE: CARB</u>	ELIGIBLE VEHICLE PURCHASERS	VARIES ANNUALLY	VARIES PER VEHICLE TYPE	VARIES ANNUALLY	EMAIL: INFO@CALIFORNIAHVIP.ORG PHONE: 1-888-457-4847
<u>PARTIAL SALES & USE TAX EXEMPTION DIESEL FUEL</u>	SALES TAX EXEMPTION	<u>STATE: CDTFA</u>	QUALIFYING PURCHASERS	STATE EXEMPTION OF 5%	N/A	ONGOING	<u>CDTFA ONLINE CHAT</u> PHONE: 1-800-400-7115
<u>TRUCK LOAN ASSISTANCE</u>	STATE LOAN	<u>STATE: STO & CARB</u>	SMALL BUSINESS TRUCK PURCHASES	N/A	\$5,000,000	ONGOING	EMAIL: CALCAP@TREASURER.CA.GOV PHONE: 916-654-5610

OTHER INCENTIVE OPPORTUNITIES

INCENTIVE NAME	TYPE	AUTHORITY	ELIGIBILITY	TOTAL \$ AVAILABLE	MAX AWARD	TIMING	CONTACT
<u>CALIFORNIA DREAM FUND</u>	STATE GRANT	<u>STATE: GO-BIZ - CALOSBA</u>	NEW SMALL BUSINESSES	\$35,000,000	\$10,000	ONGOING	<u>FIND A CALIFORNIA DREAM FUND CENTER</u>
<u>CALIFORNIA COMPETES TAX CREDIT (CCTC)</u>	STATE INCOME TAX CREDIT	<u>STATE: GO-BIZ</u>	ANY BUSINESS	\$304,727,233 IN FY	20% OF TOTAL AMOUNT IN FY	AUG, 2022 JAN, 2023 MARCH 2023	EMAIL: <u>CALCOMPETES@GOBIZ.CA.GOV</u> PHONE: 916-322-4051
<u>PACIFIC GAS & ELECTRIC (PGE) ECONOMIC DEVELOPMENT RATE</u>	UTILITY RATE DISCOUNT	<u>STATE: CPUC</u>	BUSINESSES IN PGE TERRITORY	VARIES BASED ON REMAINING POWER ALLOCATION	12% - 25% DISCOUNT FIVE YEARS	ONGOING	EMAIL: <u>ECONOMICDEVELOPMENT@PGE.COM</u>
<u>RESEARCH & DEVELOPMENT TAX CREDIT (R&D)</u>	STATE INCOME TAX CREDIT	<u>STATE: FTB</u>	QUALIFIED R&D	BASED ON QUALIFYING EXPENSES	\$5,000,000 (2020-2023)	EACH TAXABLE YEAR	<u>CONTACT FTB</u> PHONE: 1-800-852-5711
<u>SAN DIEGO GAS & ELECTRIC (SDGE) ECONOMIC DEVELOPMENT RATE</u>	UTILITY RATE DISCOUNT	<u>STATE: CPUC</u>	BUSINESSES IN SDGE TERRITORY	VARIES BASED ON REMAINING POWER ALLOCATION	12% DISCOUNT FIVE YEARS	ONGOING	EMAIL: <u>EDR@SDGE.COM</u>
<u>SOUTHERN CALIFORNIA EDISON (SCE) ECONOMIC DEVELOPMENT RATE</u>	UTILITY RATE DISCOUNT	<u>STATE: CPUC</u>	BUSINESSES IN EDISON TERRITORY	VARIES BASED ON REMAINING POWER ALLOCATION	12% DISCOUNT FIVE YEARS	ONGOING	EMAIL: <u>ECONOMICDEVELOPMENT@SCE.COM</u> PHONE: 626-812-7351

ADDITIONAL GO-BIZ RESOURCES

OFFICE OF THE SMALL BUSINESS ADVOCATE (CALOSBA)

CalOSBA supports economic growth and innovation for all California small businesses, entrepreneurs, and startups by providing information and direct support they need to better navigate resources, programs and regulations.

BUSINESS INVESTMENT SERVICES (CALBIS)

The CalBIS unit is composed of a team of business development experts and specialists across the state with in-depth insight on available direct technical and financial assistance to businesses. CalBIS provides free and confidential incentive navigation services to businesses at no cost.

ZERO EMISSIONS VEHICLES (ZEV)

GO-Biz has a team specifically dedicated to cultivating opportunities to accelerate zero-emission vehicle market growth. The ZEV unit identifies funding resources for businesses and stakeholders, including vehicle incentives, infrastructure incentives, fleet resources, and financing programs.

[CONTACT US](#)

[GO-BIZ WEBSITE](#)

CALIFORNIA NETWORK OF SMALL BUSINESS TECHNICAL ASSISTANCE CENTERS

California funds a network of small business technical assistance centers in over 30 languages that provide no-cost one-on-one-consulting and low-cost training services and programs to small businesses and entrepreneurs. They have expert advisors on hand that can assist with all stages of your business including startup business plans, access to financing, growth, resiliency plans, e-commerce, marketing, and more.

FIND YOUR CENTER

Find technical assistance for your small business

California supports a network of small business technical assistance centers that provide services, including but not limited to, free one-on-one consulting and no-cost or low-cost trainings to:

- Help businesses get funded
- Enter new markets
- Strengthen operations
- Build resiliency and more.

With over 30 languages available, use this tool to find your local center today and tailored services.



CENTER MAP

