CLEAN OFF-ROAD EQUIPMENT VOUCHER INCENTIVE PROGRAM (CORE) PROFESSIONAL LANDSCAPERS

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CORE - PROFESSIONAL LANDSCAPE

Agenda

• CORE background

• CORE for small business and sole proprietor landscape companies

• Proposed eligible zero-emission equipment types and voucher amounts

• How to participate
WHAT IS CORE?

General overview
• Offset the incremental cost of zero-emission technology
• First-come, first-served
• No scrappage

Originally launched in 2020
• Freight equipment only

For 2022 CORE adds:
• Expand to other off-road equipment types
• Small Business and Sole Proprietary Professional landscapers
General Timeline

**CORE**
- IM Update & Manufacturer/Dealer Open
- Summer Vouchers Open

**Landscaping**
- Work group 1
- Work group 2
- Work group 3
- IM Update & M/D Open
- Early Fall Vouchers Open

Manufacturer, Dealer, and Purchaser Meetings
Outreach to small business and sole proprietors
CORE Funding

Greenhouse Gas Reduction Fund (GGRF)

- $78.5 million freight
- $30.0 million commercial-grade landscaping
  - Replacing small off-road equipment
  - Professional landscapers
  - Sole proprietor or small business owners

Air Pollution Control Fund (APCF)

- $86.45 million
- Multiple equipment categories
Small Business Defined

• Domiciled on CA
• 100 or fewer employees, and
• $10,000,000 average annual gross receipts previous three years

Gov. Code Section 14837 (d)(1)(A)
HOW TO PARTICIPATE
BUYERS & USERS

EQUIPMENT BUYERS MUST PROVIDE PROOF OF BUSINESS STATUS

• Select from Eligible Zero Emission equipment list only
• Point of Sale Transaction – Limited paperwork
• No scrap or “turning in” of equipment is required*
• Three-year ownership commitment
## Proposed Eligible Equipment and Voucher Amounts

<table>
<thead>
<tr>
<th>Equipment Type</th>
<th>Proposed Voucher (based on purchase price)</th>
<th>Voucher Max Per Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Edger, trimmer, Chainsaw, Pole Saw</td>
<td>70%</td>
<td>$200</td>
</tr>
<tr>
<td>Leaf blower and vacuum</td>
<td>70%</td>
<td>$250</td>
</tr>
<tr>
<td>Walk behind mower</td>
<td>70%</td>
<td>$750</td>
</tr>
<tr>
<td>Ride-on Stand-ride Mower</td>
<td>70%</td>
<td>$15,000</td>
</tr>
<tr>
<td>Additional batteries and charger</td>
<td>100%</td>
<td>Two (2) batteries</td>
</tr>
<tr>
<td></td>
<td></td>
<td>One (1) charger</td>
</tr>
</tbody>
</table>

Funding is capped at $100,000 annually per purchaser
HOW TO PARTICIPATE

• We are developing an Attachment to the current Implementation Manual

• There will be some documentation, but we want to make as easy as possible

• Manufactures will need to submit commercial landscaping equipment

• Dealers will need to sign up
HOW TO PARTICIPATE
MANUFACTURERS

MANUFACTURERS MUST APPLY TO PARTICIPATE

• Equipment application process is found in the CORE Implementation Manual
• Must submit equipment data outlined in the Implementation Manual (IM) for evaluation
• Eligible equipment will be listed on CORE website
• Workforce training and development
• Must Provide Equipment Support
HOW TO PARTICIPATE
DEALERS

DEALERS MUST GET TRAINED / APPROVED TO PARTICIPATE

- Only approved dealers are allowed to participate in CORE
- CALSTART will provide participation training
- Receive training
- CORE funded equipment can only sold through participating dealers
- Provide equipment support
- Provide workforce training and development
- Provide user training and education
CONTACT

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https://californiacore.org/