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

Eloy Florez
June 22, 2022
CORE - PROFESSIONAL LANDSCAPERS

Agenda

• CORE background
• Workgroup June 2, 2022
• Proposed purchaser participation requirements
• Proposed eligible equipment types and voucher amounts
• Stacking of additional funds
• Proposed dealer requirements
WHAT IS CORE?

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

CORE

IM Update & Manufacturer/Dealer Open July 18th

Summer Vouchers Open

Landscaping

Workgroup 1

Workgroup 2

Workgroup 3

IM Update & M/D Open

Early Fall Vouchers Open

Manufacturer, Dealer, and Purchaser Meetings

Ongoing purchaser outreach
CORE PROFESSIONAL LANDSCAPER EQUIPMENT FUNDING

SB 170 Directed $30M funding for Professional Landscapers

- Small business or sole proprietor owners
- Professional landscapers
- For the purchase commercial zero-emission landscape equipment
WORKGROUP MEETING #1
COMMENTS

• Requiring scrap (destruction of equipment)
• Dedicated regional funding
• Replacing “dirtier” equipment first
• Noise of zero-emission equipment
• Outreach
SMALL BUSINESS PROGRAM DEFINITION

Gov. Code Section 14837 (d)(1)(A)
• 100 or fewer employees, and
• $15,000,000 average annual gross receipts previous three years

Proposal to adjustment for CORE Professional Landscaper
Only use employee size
• 10 or less (for the first six months)
• Open to microbusinesses after

Microbusiness definition - Gov. Code Section 14837 (d)(2)
• $2.5 Million or less over previous three years
• Less than 25 employees
EQUIPMENT PURCHASERS MUST PROVIDE PROOF OF BUSINESS STATUS

1. State contractor's license
2. State professional landscape license (C-27)
3. Business tax ID
4. Personal tax ID
5. Dealer attestation
HOW TO PARTICIPATE PURCHASER

- Work with an approved dealer
- First-Come, First-Serve
- Select from eligible zero-emission equipment list only
- Point-of-Sale Transaction
  - Limited paperwork
- Three-year California ownership commitment
- No scrap or “turning in” of equipment is required
CORE ELIGIBLE EQUIPMENT

Only eligible equipment will be funded

- Manufacturer must apply for equipment to be eligible
- Equipment must be commercial grade
- Once eligible, equipment will be listed on CORE website
- Equipment must have a minimum warranty
  - Proposing a minimum two-year commercial warranty for battery and equipment
- Manufacturers must provide equipment service support
  - Equipment can be removed from eligibility based on performance
<table>
<thead>
<tr>
<th>Equipment Type*</th>
<th>Proposed Voucher**</th>
<th>Proposed Battery/Charger Enhancement***</th>
</tr>
</thead>
<tbody>
<tr>
<td>Edger, String Trimmer, Chainsaw, Pole Saw</td>
<td>$200</td>
<td>Low Capacity up to $400 High Capacity up to $1,000</td>
</tr>
<tr>
<td>Leaf Blower and Vacuum</td>
<td>$250</td>
<td>Low Capacity up to $400 High Capacity up to $1,200</td>
</tr>
</tbody>
</table>

* Per tool or with battery/charger combo by manufacturer  
** Based on 70% of purchase price  
*** Additional battery and charger

Proposed funding cap of $100,000 annually per purchaser
# Proposed Equipment and Vouchers for Mowers (With Battery)

<table>
<thead>
<tr>
<th>Equipment Type</th>
<th>Proposed Voucher (based on purchase price)</th>
<th>Proposed Voucher Max Per Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Walk Behind Mower</td>
<td>70%</td>
<td>$1,750</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) cartridge type or high capacity battery One (1) charger</td>
</tr>
</tbody>
</table>

Proposed funding cap of $100,000 annually per purchaser
CO-FUNDING (STACKING)

CORE allows combining funding from other sources

Manufacturers
• Subject to eligible equipment

Dealers
• Dealers would be trained to identify co-funding opportunities

Purchasers
• Subject to conditions in all funding sources
• Other sources could require scrap
# Example of Co-Funding

<table>
<thead>
<tr>
<th>Equipment Type</th>
<th>String trimmer, Chainsaw, Pole Saw</th>
</tr>
</thead>
<tbody>
<tr>
<td>CORE</td>
<td>70%</td>
</tr>
<tr>
<td>Co-funding</td>
<td>30%</td>
</tr>
<tr>
<td>Total Cost Covered</td>
<td>100%*</td>
</tr>
</tbody>
</table>

*= Sales taxes not included*
Additional Co-Funding Opportunities

Carl Moyer Program

• Currently updating guidelines
• Eligibility
  • Commercial Lawn and Garden Equipment Users
• Apply through local air district
• Scrap of old equipment required
Proposed Moyer Lawn and Garden Updates

- **Expansion of Equipment Categories** – Beyond lawn mowers to handheld equipment and riding lawn mowers.
- **Addition of Commercial Applicants** – Beyond residential entities to include large and small businesses, municipalities, and institutions.
- **Addition of Co-funding Language** – Propose criteria to facilitate co-funding with CORE funds.
HOW TO PARTICIPATE

DEALERS

DEALERS MUST BE TRAINED TO PARTICIPATE

• Only approved dealers are allowed in CORE
• Program administrator provides dealer participation training
• Provides equipment service and support to purchasers
• Manufactures should provide workforce training and development
• Dealers should receive ongoing training
• Provides user training and education
CONTACT

Todd Sterling
Todd.Sterling@arb.ca.gov

Eloy Florez
Eloy.Florez@arb.ca.gov
Asistencia disponible en Español

https://californiacore.org/