



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

Todd Sterling
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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

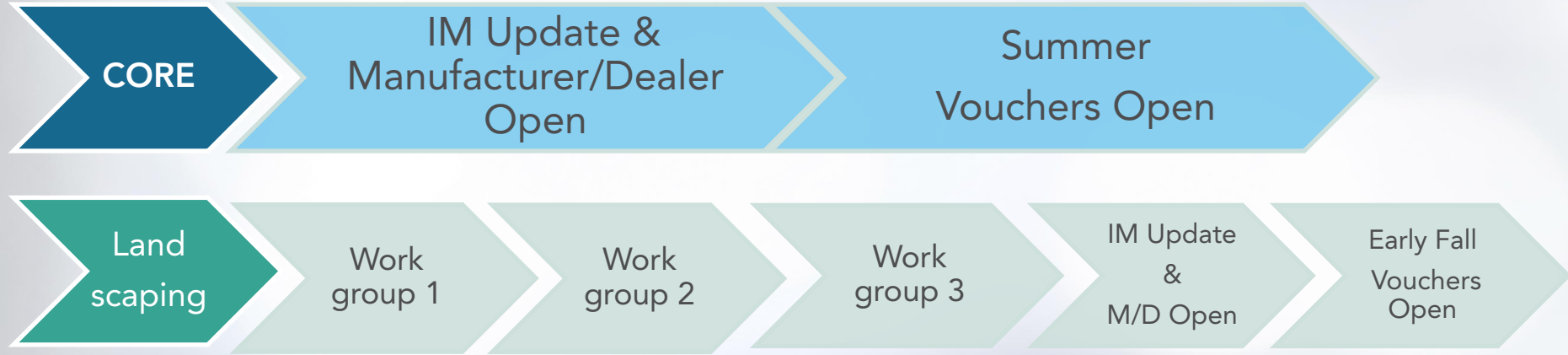
Originally launched in 2020

- Freight equipment only

For 2022 CORE adds:

- Expand to other off-road equipment types
- Small Business and Sole Proprietary Professional landscapers

General Timeline



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

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

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
- Manufacturers 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 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

Todd Sterling

Todd.Sterling@arb.ca.gov



<https://californiacore.org/>