



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

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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



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**

PROPOSED EQUIPMENT AND VOUCHERS FOR HANDHELD EQUIPMENT

Equipment Type*	Proposed Voucher**	Proposed Battery/Charger Enhancement***
Edger, String Trimmer, Chainsaw, Pole Saw	\$200	Low Capacity up to \$400 High Capacity up to \$1,000
Leaf Blower and Vacuum	\$250	Low Capacity up to \$400 High Capacity up to \$1,200

* 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)

Equipment Type	Proposed Voucher (based on purchase price)	Proposed Voucher Max Per Unit
Walk Behind Mower	70%	\$1,750
Ride-on Stand-ride Mower	70%	\$15,000
Additional Batteries and Charger	100%	Two (2) cartridge type or high capacity battery One (1) charger

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

Equipment Type	String trimmer, Chainsaw, Pole Saw
CORE	70%
Co-funding	30%
Total Cost Covered	100%*

*= 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
- Manufacturers should provide workforce training and development
- Dealers should receive ongoing training
- Provides user training and education

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Asistencia disponible en Español



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