CORE – Professional Landscape

Agenda

1. Background overview
2. Previous workgroups – feedback and comments
3. Final Implementation Manual: Attachment D
4. Voucher examples
5. How to participate
6. Next steps
CORE Background

General Overview

• Funding to offset the higher cost of new, zero-emission equipment
• Completed at the time of purchase
• First-Come, First-Served
• No scrappage of existing equipment

Originally for Freight

• Expanded in 2022 to include other off-road equipment types
  • Professional Landscape (SB 170)
  • Small business and sole proprietor professional landscapers
Final CORE Implementation Manual (IM) - Attachment D Overview

• Microbusiness: $10 million set aside for 180 calendar days
• Incentive amount based on 70% of equipment MSRP* cost
• $25,000 per eligible purchaser
• Allows funding for multiple batteries

* MSRP – manufacturer suggested retail price
CORE IM - Attachment D Updates

• Divided equipment types
• Clarified battery/charging equipment
• Added < and > 700Wh battery options
• Up to two power management systems ($5,000 each) per participant
• Utilize a battery recycling program
• Purchaser is a single contact
• Dealer physically located in California
# Voucher Amounts: Eligible Professional Landscape Equipment

## 1. ELIGIBLE EQUIPMENT AND VOUCHER AMOUNTS

<table>
<thead>
<tr>
<th>EQUIPMENT TYPE</th>
<th>BASE VOUCHER AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Edgers</td>
<td></td>
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<tr>
<td>Hedgers</td>
<td></td>
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<tr>
<td>String Trimmers</td>
<td>Up to $300 per tool (Bare tool or combination packaging)</td>
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<tr>
<td>Chainsaws</td>
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<tr>
<td>Pole Saws</td>
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<tr>
<td>Vacuums</td>
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<tr>
<td>Handheld Leaf Blowers</td>
<td>Up to $400</td>
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<tr>
<td>Backpack Leaf Blowers</td>
<td>Up to $400</td>
</tr>
<tr>
<td>Walk-behind Mowers</td>
<td>Up to $1,250</td>
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<tr>
<td>Ride-on/Stand-ride Mowers</td>
<td>Up to $12,500</td>
</tr>
</tbody>
</table>
# Voucher Amounts: Batteries and Chargers

<table>
<thead>
<tr>
<th>EQUIPMENT TYPE</th>
<th>VOUCHER AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Batteries &lt;700Wh</td>
<td>Up to $1,000 per base voucher</td>
</tr>
<tr>
<td>Batteries ≥700Wh</td>
<td>Up to $3,000 per base voucher</td>
</tr>
<tr>
<td>Charger⁷</td>
<td>Up to $5,000 per base voucher</td>
</tr>
<tr>
<td>Power Management Equipment⁸</td>
<td>Up to $5,000 total per purchaser</td>
</tr>
<tr>
<td>Up to $1,000 for batteries with &lt;700Wh of energy capacity, per tool so base voucher</td>
<td></td>
</tr>
<tr>
<td>or</td>
<td></td>
</tr>
<tr>
<td>Up to $3,000 for batteries with ≥700Wh of energy capacity, per tool so base voucher</td>
<td></td>
</tr>
<tr>
<td>One charger up to $5,000 per tool base voucher⁹</td>
<td></td>
</tr>
</tbody>
</table>
Voucher Amounts: Criteria

• Voucher amounts are based on 70% of Manufacturer Suggested Retail Price (MSRP) in CORE eligible equipment catalog
• Up to two power management devices, up to $5,000 total, per purchaser
• Funding is capped at $25,000 per eligible purchaser
• Equipment must be sold at no less than MSRP indicated in the CORE Eligible Equipment Catalog
• Stacking funds must not exceed 100% of the total cost of equipment
• Eligible equipment must be purchased from an approved CORE Dealer
• Eligible equipment must be listed in the current CORE Eligible Equipment Catalog
CORE Pro Landscape Voucher Example

**Backpack Blower**
- 70% MSRP up to $400

**Batteries**
- >700Wh batteries
- 70% MSRP up to $3,000

**Charger**
- Charger (one per tool)
- 70% MSRP up to $5,000

**Power Management System**
- Up to two per purchaser
Manufacturer Steps To Participate:

MANUFACTURER MUST APPLY TO PARTICIPATE

**Step 1:** Equipment application process is found in CORE IM - Attachment D “Professional Landscaping Equipment Eligibility Application”
- Must submit equipment data for evaluation

**Step 2:** CARB determines if equipment meets eligibility criteria

**Step 3:** Eligible equipment will be listed on the CORE website in the CORE Eligible Equipment Catalog
- Workforce training and development
- Must provide equipment support
Dealer Steps To Participate:

DEALERS MUST RECEIVE TRAINING APPROVAL TO PARTICIPATE

**Step 1:** Dealer must take the CORE Dealer Training Quiz and receive a score of 100 percent
- Dealer has multiple attempts to pass the quiz.

**Step 2:** Dealer must submit the required documents
- Signed Dealer Terms & Conditions
- W-9 form
- Manufacturer letter authorizing each dealer to sell CORE eligible equipment

**Step 3:** Dealer must attend the Dealer Information Session Training.
Purchaser Steps To Participate:

PURCHASER MUST USE CORE ELIGIBLE DEALERS
Voucher must be issued prior to final payment and delivery of equipment.

Step 1: Purchaser contacts CORE Approved Dealer to purchase CORE Eligible Equipment

Step 2: Purchaser selects eligible equipment. Dealer completes the Voucher Request Form on behalf of the Purchaser
  o Purchaser provides proof of professional business supporting documentation
  o Purchaser signs Terms & Conditions

Step 3: Purchaser is issued a Voucher and must pay remaining balance

Step 4: Equipment is delivered to purchaser

Step 5: Purchaser receives operator training from dealer
Next Steps

• Incorporate final comments
• Open for manufacturer equipment and dealer applications
• Open for vouchers