

BOARD MEETING DATE: November 7, 2014

AGENDA NO. 4

PROPOSAL: Execute Contracts to Demonstrate Commercial-Grade Electric Lawn and Garden Equipment 

SYNOPSIS: On July 11, 2014, the Board released RFPs to demonstrate commercial-grade electric lawn mowers and cordless electric hand-held lawn and garden equipment to promote and accelerate market penetration of such equipment in the South Coast Air Basin. This action is to execute contracts with Greenstation, Mean Green Products and Pacific Stihl to procure commercial-grade electric lawn and garden equipment including necessary technical and logistical support to implement a two-year demonstration program with participating local landscape professionals, municipalities and other eligible entities in an amount not to exceed \$423,687 from the Rule 1309.1 Priority Reserve Fund (36).

COMMITTEE: Technology, October 17, 2014; Recommended for Approval

RECOMMENDED ACTION:

Authorize the Chairman to execute contracts with the following entities to demonstrate commercial-grade electric lawn mowers and cordless electric hand-held lawn and garden equipment, as listed in Table 1 (attached), in an amount not to exceed \$423,687 from the Rule 1309.1 Priority Reserve Fund (36).

1. Greenstation, in an amount not to exceed \$77,995;
2. Mean Green Products, in an amount not to exceed \$310,394; and
3. Pacific Stihl, in an amount not to exceed \$35,298.

Barry R. Wallerstein, D.Env.
Executive Officer

Background

SCAQMD has been demonstrating both riding and walk-behind commercial-grade electric lawn mowers with local professional landscape services and municipalities. However, recognizing that the commercial sector accounts for the majority of NO_x and PM emissions from lawn and garden equipment, a Commercial-Grade Electric Lawn and Garden Equipment Demonstration Program was developed to further promote the use of zero emission lawn and garden equipment in commercial gardening and landscaping operations. On July 11, 2014, the Board issued two RFPs. RFP #P2015-04 was for the demonstration of commercial-grade electric lawn mowers and RFP #P2015-05 was for commercial-grade cordless electric hand-held lawn and garden equipment, such as leaf blowers, string trimmers, hedge trimmers and chainsaws. Prototype equipment were also eligible to participate in this Program.

Outreach

In accordance with SCAQMD's Procurement Policy and Procedure, a public notice advertising the RFP/RFQ and inviting bids was published in the Los Angeles Times, the Orange County Register, the San Bernardino Sun, and Riverside County's Press Enterprise newspapers to leverage the most cost-effective method of outreach to the South Coast Basin.

Additionally, potential bidders may have been notified utilizing SCAQMD's own electronic listing of certified minority vendors. Notice of the RFP/RFQ has been e-mailed to the Black and Latino Legislative Caucuses and various minority chambers of commerce and business associations, and placed on the Internet at SCAQMD's website (<http://www.aqmd.gov>).

Bid Evaluation

By the RFP closing deadline of August 14, 2014, Greenstation, Mean Green Products and Pacific Stihl each submitted a proposal in response to both RFPs.

The proposals for both RFPs were reviewed and evaluated by a four-member panel in accordance with established SCAQMD guidelines, using technical and cost criteria outlined in the RFPs. The four-member panel consisted of three SCAQMD staff and a Senior Air Quality Specialist from San Joaquin Valley Air Pollution Control District (SJVAPCD). The panel members included two Asians, one male and one female, and two Caucasian males.

The table below summarizes the evaluation of proposals for each RFP. Proposals receiving a technical score of at least 48 out of 60 points were considered qualified and eligible for contract awards. Proposals were also awarded up to 40 points for the cost

score and a maximum of 15 additional points for special business categories as defined in the RFPs.

Proposer	Technical Score	Cost score	Additional Points	Total Score
RFP #P2015-04 – Electric lawn mower demonstration				
Greenstation	54	40	15	109
Mean Green	54	31	0	85
Pacific Stihl	41	-	-	-
RFP #P2015-05 – Electric hand-held lawn and garden equipment demonstration				
Pacific Stihl	59	40	0	99
Greenstation	58	20	15	93
Mean Green	58	30	0	88

Proposal

This action is to execute contracts with Greenstation, Mean Green Products and Pacific Stihl to demonstrate commercial-grade electric lawn and garden equipment, as listed below. The equipment proposed represents a wide variety of electric lawn and garden equipment, ranging from hand-held hedge trimmers to 60” riding mowers, to fully support the operational needs of participating landscape professionals and municipalities. Additionally, to conduct a side-by-side comparison and analysis, the same type of equipment will be ordered from more than one vendor. SCAQMD will purchase up to five of each selected piece of equipment along with supporting accessories such as batteries and chargers to implement a two-year demonstration program with participating local gardening and landscape professionals as well as municipalities, universities and other eligible entities in the Basin. The equipment will be loaned to participants on a rotating basis for 60-90 days and contractors will be responsible for training users on safe and proper operation and maintenance of the equipment and providing necessary technical and logistical support.

Contractors	Demonstration Equipment	Qty¹	Requested Funding Amount²
Greenstation	22" walk-behind, self-propelled mower	5	\$77,995
	Leaf blower	5	
Mean Green Products	60" riding mower	5	\$310,394
	48" stand riding mower	5	
	Leaf blower	5	
	String trimmer	5	
	Hedge trimmer	5	
	Chainsaw	5	
Pacific Stihl	Leaf blower	5	\$35,298
	String trimmer	5	
	Hedge trimmer	5	
	Chainsaw	5	
	Total	60	\$423,687

1. The quantity shown is the maximum number of equipment SCAQMD may procure for demonstration.

2. The amount includes supporting accessories such as batteries and chargers as well as technical and logistics support during the demonstration.

All three proposers have sufficient related experiences and qualifications to provide necessary support and training in the proposed demonstration program. They all have successfully participated in the SJVAPCD's Cordless Zero-Emission Commercial Lawn and Garden Equipment Demonstration Program in 2012 through 2013 and many of the recommended equipment in Table 1 have been involved in the SJVAPCD's demonstration program with positive feedback from the users.

Benefits to SCAQMD

Successful demonstration of commercial-grade electric lawn and garden equipment will promote and accelerate market acceptance and deployment of these technologies in the Basin. This will help to eliminate NO_x and PM emissions from the use of commercial gasoline- and diesel-fueled lawn and garden equipment and contribute to the attainment of clean air standards in the Basin.

Resource Impacts

The three contracts recommended to implement this Program shall not exceed \$423,687 from the Rule 1309.1 Priority Reserve Fund (36). There are sufficient funds available in the Rule 1309.1 Priority Reserve Fund (36).