

BOARD MEETING DATE: April 6, 2018

AGENDA NO. 5

PROPOSAL: Execute Contracts to Conduct Commercial Electric Lawn and Garden Equipment Incentive and Exchange Program in Environmental Justice Areas and Reimburse General Fund for Administrative Costs

SYNOPSIS: At its October 6, 2017 meeting, the Board recognized \$2,477,250 from U.S. EPA's 2016 Targeted Air Shed Grant Program and issued a Program Announcement to solicit competitive bids from manufacturers and/or suppliers of commercial-grade, battery-electric lawn and garden equipment. This action is to execute contracts with qualified manufacturers and suppliers of commercial grade, electric lawn and garden equipment for participation in SCAQMD's electric lawn and garden incentive and exchange program in environmental justice areas in an amount not to exceed \$2,955,327, comprised of \$2,327,250 from the U.S. EPA Targeted Air Shed Grant in the Advanced Technology, Outreach and Education Fund (17) and \$628,077 from the Rule 2202 AQIP Special Revenue Fund (27). This action is to also authorize the Executive Officer to amend amounts awarded to each contractor based on the demand for the equipment that will be offered through this program. Finally, this action is to reimburse the General Fund for administrative costs up to \$150,000 for implementation of a commercial lawn and garden equipment program.

COMMITTEE: Technology, March 16, 2018; Recommended for Approval

RECOMMENDED ACTIONS:

1. Authorize the Chairman to execute the following contracts totaling an amount not to exceed \$2,955,327, comprised of \$2,327,250 from the U.S. EPA Targeted Air Shed Grant in the Advanced Technology, Outreach and Educational Fund (17) and \$628,077 from the Rule 2202 AQIP Special Revenue Fund (27):
 - a. Golden Eagle Distributing Corporation to exchange ECHO brand lawn mowers, leaf blowers, chain saws, and string and hedge trimmers in an amount not to exceed \$81,700;

- b. Husqvarna Group to exchange lawn mowers, leaf blowers, string and hedge trimmers, chainsaws and robotic lawn mowers in an amount not to exceed \$615,901;
 - c. Makita U.S.A., Inc., to exchange leaf blowers, string and hedge trimmers and chain saws in an amount not to exceed \$97,132;
 - d. Mean Green Products LLC, dba Mean Green Mowers, to exchange walk-behind, stand-on and ride-on lawn mowers in an amount not to exceed \$1,099,602;
 - e. Blount Inc., dba Oregon, to exchange leaf blowers, string and hedge trimmers and edgers in an amount not to exceed \$534,572; and
 - f. Pacific STIHL to exchange lawn mowers, leaf blowers, string trimmers, hedge trimmers and chain saws in an amount not to exceed \$526,420.
2. Authorize the Executive Officer to amend contracts with the above awardees to move funding amongst the contractors based on demand.
 3. Reimburse the General Fund up to \$150,000 from the Advanced Technology, Outreach and Education Fund (17) for administrative costs necessary to implement a commercial lawn and garden equipment program.

Wayne Nastri
Executive Officer

MMM:FM:LCM:VW:VY

Background

At its October 6, 2017 meeting, the Board recognized \$2,477,250 from U.S. EPA's 2016 Targeted Air Shed Grant Program into the Advanced Technology, Outreach and Education Fund (17) and issued Program Announcement #PA2018-03 to solicit competitive bids from potential manufacturers and/or suppliers of zero emission, battery-electric commercial-grade lawn and garden equipment currently available for sale, including volume discounts that can be applied to the SCAQMD's Commercial Electric Lawn and Garden Equipment Incentive and Exchange Program. The participants of the Program will include local governments, school districts, nonprofit organizations and commercial gardeners located in environmental justice (EJ) communities. The Program will require each participant to scrap old, polluting commercial lawn and garden equipment and replace each item with zero emission, battery-electric lawn and garden equipment of the same type.

Outreach

In accordance with SCAQMD's Procurement Policy and Procedure, a public notice advertising the PA 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 PA was emailed 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>). CARB also distributed the PA to lawn and garden companies included in their database.

Bid Evaluation

A total of eight proposals were received by the December 15, 2017 solicitation deadline, as follows:

	COMPANY NAME
1.	American Green Zone Alliance (distributor of Greenworks products)
2.	Blount Inc., dba Oregon
3.	DeWalt
4.	Golden Eagle Distributing Corporation (distributor of ECHO products)
5.	Husqvarna Group
6.	Makita U.S.A., Inc.
7.	Mean Green Products LLC, dba Mean Green Mowers
8.	Pacific STIHL

All proposals were reviewed by an evaluation panel based on the criteria in the PA. Proposals were evaluated according to detailed product specifications, product availability, the best discounted price for each model being offered, supply commitment, product warranty and the number and location of service and distribution centers. The PA required a minimum of five service locations with at least one center located in each of the four counties served by the SCAQMD. DeWalt was deemed ineligible because it did not offer the required minimum number of customer service/distribution centers and American Green Zone Alliance withdrew from this program citing business reasons.

Based on the evaluation results, staff recommends the Board execute contracts with six of the eight companies to assist the SCAQMD in the implementation of the commercial electric lawn and garden equipment incentive and exchange program in EJ areas within the SCAQMD's jurisdiction.

The evaluation panel consisted of one Program Supervisor and one Sr. Public Affairs Manager from Science & Technology Advancement and one Air Resources Engineer from CARB. Of these three panelists, two were Caucasian and one was Hispanic; two males and one female.

Proposal

These actions are to execute contracts with commercial lawn and garden equipment manufacturers and suppliers in an amount not to exceed \$2,955,327 for implementation of a commercial electric lawn and garden incentive and exchange program in EJ areas, authorize the Executive Officer to amend amounts awarded to each contractor based on demand for the different equipment offered through the program, and reimburse the General Fund for administrative costs up to \$150,000 for implementation of a commercial lawn and garden equipment program.

The incentive funding will be used to reduce the purchase price of commercial electric lawn and garden equipment. The participants (local governments, school districts, nonprofit organizations and commercial gardeners) located in EJ communities will have the opportunity to select from a variety of available makes and models of commercial-grade electric lawn and garden equipment including handheld trimmers, chainsaws, pruners, backpack and handheld blowers, and lawnmowers including ride-on, stand-on and walk-behind mowers with a cutting width greater than 31 inches. As the participants have the choice to select from a variety of equipment types, the actual number of lawn and garden equipment purchased through this incentive and exchange program will not be known until the Program is completed. Staff estimates that up to 5,600 pieces of old gasoline- or diesel-powered commercial lawn and garden equipment will be replaced with new battery-electric commercial lawn and garden equipment.

The Program will provide incentive funds to purchase the battery-powered lawn and garden equipment including the battery(s) and a charger. The Program will also offer stand-on and ride-on mowers with cutting widths of 48, 52 and 60 inches offered by Mean Green Products. In addition, the Program will offer GPS-assisted robotic lawn mowers provided by the Husqvarna Group.

Each of the six manufacturers/distributors will offer their qualifying commercial-grade, electric lawn and garden equipment at distribution centers located within the four counties that are included within the SCAQMD's jurisdiction. At these centers, the old lawn and garden equipment will be tested for operation and then drained of all fluids in a responsible manner and taken to a scrapping yard where the equipment will be

permanently destroyed by a licensed dismantler. This format has been used for all prior commercial exchange programs administered by the SCAQMD and has worked well.

SCAQMD will share participant data with CARB, who has contracted with the California State University Fullerton to survey the participants. Based on the survey, an inventory of all scrapped and new equipment purchased by the participants will be developed to quantify the actual emissions reduced from this Program in EJ communities.

Tables 1 through 6 provide the proposed make and model of the qualifying lawn and garden equipment including the manufacturer's suggested retail price (MSRP), the discounted price offered to SCAQMD, the participant's cost and SCAQMD's incentive amount. There will be approximately 70 distribution centers throughout the four-county area.

Benefits to SCAQMD

The Program's primary objective is to reduce emissions of harmful criteria air pollutants by replacing gasoline- or diesel-powered lawn and garden equipment with zero emission equipment in areas of the SCAQMD jurisdiction that have been identified as EJ areas.

Resource Impacts

Total expenditures for the proposed program will not exceed \$2,955,327, comprised of \$2,327,250 from the 2016 U.S. EPA Targeted Air Shed Grant in the Advanced Technology, Outreach and Educational Fund (17) and \$628,077 from the Rule 2202 AQIP Special Revenue Fund (27).

Attachments

Table 1 – Price information of ECHO Products

Table 2 – Price information of Husqvarna Group Products

Table 3 – Price information of Makita U.S.A. Products

Table 4 – Price information of Mean Green Products

Table 5 – Price information of Oregon Products

Table 6 – Price information of Pacific STIHL Products

Table 1: Price Information**ECHO Products** 

Equipment, Battery, Charger (bundle)	MSRP	Discounted Price	Participant Cost	SCAQMD Incentive
Lawn mower, CLM-58V4AH, 58V4AH, 58VA	\$500	\$400	\$200	\$200
String trimmer, CST-58V2AH, 58V2AH, 58VA	\$250	\$200	\$100	\$100
Handheld blower, CPLB-58V2AH, 58V2AH, 58VA	\$230	\$184	\$92	\$92
Chain saw, CCS-58V4AH, 58V4AH, 58VA	\$300	\$240	\$120	\$120
Hedge Trimmer, CHT-58V2AH, 58V2AH, 58VA	\$300	\$240	\$120	\$120

Table 2: Price Information**Husqvarna Group Products**

Equipment, Battery, Charger (bundle)	MSRP	Discounted Price	Participant Cost	SCAQMD Incentive
String trimmer, 536LiLX, QC500 & BLi300	\$800	\$640	\$320	\$320
Articulated hedge trimmer, 536LiHE3, QC500 & BLi300	\$900	\$720	\$360	\$360
Powered hedge trimmer, 536LiHD60x, QC500 & BLi300	\$900	\$720	\$360	\$360
Top handle chainsaw, T536LiXP, QC500 & BLi300	\$900	\$720	\$360	\$360
Leaf blower w/backpack battery, 536Li XP, QC500 & BLi300	\$1,400	\$1,120	\$560	\$560
Quiet leaf blower w/backpack battery, 540iBx, QC500 & BLi950x	\$1,500	\$1,200	\$600	\$600
Pole Saw, 536LiP4, QC500 & BLi300	\$900	\$720	\$360	\$360
Telescopic pole saw, 536LiPT5, QC500 & BLi300	\$1,000	\$800	\$400	\$400
Lawn Mower, LE121P, QC80 & BLi20	\$500	\$400	\$200	\$200
Lawn Mower, self-propelled, LE221R, QC80 & BLi20	\$600	\$480	\$240	\$240
Lawn Mower, robotic, 315	\$2,000	\$1,600	\$800	\$800
Lawn Mower, robotic, 415X	\$3,500	\$2,800	\$1,400	\$1,400

Table 3: Price Information**Makita U.S.A. Products**

Equipment, Battery, Charger (bundle)	MSRP	Discounted Price	Participant Cost	SCAQMD Incentive
Handheld blower XBU02PT1, BL1850B, DC18RD	\$330	\$290	\$145	\$145
Chain saw, XCU03PT1, BL1850B, DC18RD	\$430	\$345	\$172.5	\$172.5
String Trimmer, XRU09PT, BL1850B, DC18RD	\$370	\$315	\$157.5	\$157.5
Hedge Trimmer, XHU04PT, BL1850B, DC18RD	\$370	\$315	\$157.5	\$157.5

Table 4: Price Information**Mean Green Products**

Equipment, Battery, Charger (bundle)	MSRP	Discounted Price	Participant Cost	SCAQMD Incentive
Walk behind mower, WBX-33 Estate package	\$8,341	\$7,795	\$3,898	\$3,898
Walk behind mower, WBX-33 Contractor package	\$9,629	\$8,999	\$4,500	\$4,500
Walk behind mower, DWBX-48 Contractor package	\$13,370	\$12,495	\$6,248	\$6,248
Walk behind mower, DWBX-48 Industrial package	\$17,115	\$15,995	\$7,998	\$7,998
Walk behind mower, DWBX-52 Contractor package	\$13,857	\$12,950	\$6,475	\$6,475
Walk behind mower, DWBX-52 Industrial package	\$17,602	\$16,450	\$8,225	\$8,225
Stand on Zero Turn mower, SK-48 Estate package	\$14,230	\$13,299	\$6,650	\$6,650
Stand on Zero Turn mower, SK-48 Contractor package	\$17,975	\$16,799	\$8,400	\$8,400
Ride on Zero Turn mower, CXR-52 Industrial package	\$20,329	\$18,999	\$9,500	\$9,500
Ride on Zero Turn mower, CXR-52 Industrial package	\$24,074	\$22,499	\$12,500	\$10,000
Ride on Zero Turn mower, CXR-60 Contractor package	\$20,864	\$19,499	\$9,750	\$9,750
Ride on Zero Turn mower, CXR-60 Industrial package	\$24,609	\$22,999	\$13,000	\$10,000

Table 5: Price InformationOregon Products 

Equipment, Battery, Charger (bundle)	MSRP	Discounted Price	Participant Cost	SCAQMD Incentive
Backpack blower, BL120V-NA, BX975, C1600	\$1,317	\$1,088	\$544	\$544
String trimmer w/backpack battery, ST120VX, BX975, C1600	\$1,385	\$1,142	\$571	\$571
Hedge trimmer w/backpack battery, EHT120VX, BX650, C1600	\$1,225	\$1,004	\$502	\$502
Edger w/backpack battery, EG120VX, BX650, C1600	\$1,185	\$972	\$486	\$486

Table 6: Price InformationPacific STIHL Products 

Equipment, Battery, Charger (bundle)	MSRP	Discounted Price	Participant Cost	SCAQMD Incentive
Blower, BGA 85, AP 300 battery, AL300 charger	\$500	\$410	205	205
Blower, BGA 100, AR 2000 backpack battery, AL 300 charger	\$1,340	\$1,000	500	500
Blower, BGA 100, AR 3000 backpack battery, AL 300 charger	\$1,390	\$1,080	540	540
Grass Trimmer, FSA 90 R, AP 300 battery, AL 300 charger	\$570	\$450	225	225
Hedge Trimmer, HLA 65, AP 300 battery, AL 300 charger	\$600	\$510	255	255
Hedge Trimmer , HLA 85, AP 300 battery, AL 300 charger	\$670	\$655	328	328
Hedge Trimmer, HSA 66, AP 300 battery, AL 300 charger	\$490	\$400	200	200
Pole Pruner , HTA 65, AP 300 battery, AL 300 charger	\$664	\$500	250	250
Telescoping Pole Pruner , HTA 85, AP 300 battery, AL 300 charger	\$764	\$650	325	325
Chain saw, MSA 160, AP 300 battery, AL 300 charger	\$584	\$450	225	225
Chain saw, MSA 200, AP 300 battery, AL 300 charger	\$604	\$550	275	275
Lawn mower, RMA 510 w/catcher, AP 300 battery, AL 300 charger	\$580	\$480	240	240