

**Air Quality Improvement Program (AQIP)  
Advanced Technology Demonstration Projects:  
Cordless Zero-Emission Commercial Lawn and Garden Equipment**

**Applicant Workshop April 19, 2011**

On April 19, 2011, the Air Resources Board (ARB) held an Advanced Technology Demonstration Project Applicant Workshop to answer questions regarding the FY 2010-11 Cordless Zero-Emission Commercial Lawn and Garden Equipment Grant Proposal Solicitation (solicitation). This document provides ARB responses to stakeholder questions at the workshop.

**Match Funds**

**Q: Would this project qualify under the Carl Moyer Program Guidelines? If so, can we use AB 923 funds as match?**

A: No. The Carl Moyer Lawn and Garden Equipment Replacement category is for the replacement of gas powered residential grade lawn mowers whereas this project is specifically for cordless zero-emission commercial lawn and garden equipment.

**Q: What is the definition of match?**

A: Up to 50% of the demonstration project cost can be funded with AQIP funds. The remaining project funds must be match from the applicant or the technology demonstrator. Of the match funds, 10% of the total project cost has to be in cash and the remaining match can be in-kind contributions such as labor, materials, equipment, etc.

**Q: Can eligible equipment be used as match?**

A: Yes. Also, the minimum 10% cash portion can be used for almost any aspect of the demonstration (purchasing equipment, testing, salaries, etc.).

**Cost-Effectiveness**

**Q: Why is the Carl Moyer Program cost-effectiveness methodology associated with this project if it is a part of the AQIP? Why is the Moyer cost-effectiveness methodology (Appendix C) used?**

A: The cost-effectiveness methodology is used to determine if the equipment has the potential to be funded under other incentive programs, such as the Carl Moyer Program and it also allows staff to compare proposals on a level playing field.

**Q: Will the cost-effectiveness calculations be required at the time of application submittal even if the applicant does not know what type of equipment will be used?**

A: Yes. Since there is only one piece of eligible equipment that is currently available (commercial grade hedge trimmer), staff provided an example cost-effectiveness calculation for applicants to follow. If the type of equipment is unknown prior to the application deadline, the applicant may provide an estimated cost-effectiveness calculation.

### **Equipment Eligibility**

**Q: Define “commercial” lawn and garden equipment.**

A: For the purposes of this solicitation, commercial lawn and garden equipment refers to commercial-grade equipment generally used by commercial operators to complete multiple small to large gardening tasks over an 8-hour workday period.

**Q: What is the difference between residential and commercial lawn and garden equipment? Is there a designation?**

A: Currently, there is no designation on the equipment itself. Commercial equipment must be able to perform at a commercial capacity, such as being used over a long period of time. For example, a cordless zero-emission residential lawn mower is not designed to be used over an 8-hour workday.

**Q: Is it the ability of the battery or battery pack to last that defines commercial equipment?**

A: For the purposes of this solicitation, yes. Furthermore, commercial equipment must also have the durability for heavy, long-term use.

**Q: Could landscapers use residential grade equipment and qualify for this project?**

A: No. Residential-grade equipment is not eligible for this project.

**Q: Are there any cordless zero-emission lawn and garden equipment in development or are already available?**

A: Staff is currently aware of a cordless zero-emission commercial grade hedge trimmer that is commercially available however; there may be other types of equipment that are in development.

**Q: Can you give us the name of who has developed a commercial hedge trimmer and what other manufacturers are involved in developing other types of equipment that might be applicable for this proposal?**

A: The companies developing this equipment have asked ARB staff to keep that information private.

**Q: What kind of cordless zero-emission commercial lawn and garden equipment have been funded in the past?**

A: This is the first year AQIP has solicited for a cordless zero-emission commercial lawn and garden equipment project under the demonstration category.

### **Project Requirements**

**Q: Will participants be required to turn in old gas-powered commercial lawn and garden equipment in order to participate in this project?**

A: No. This demonstration project does not have a trade-in requirement. Unlike residential lawn and garden equipment programs where participants are required to trade-in a gas-powered piece of equipment to purchase a discounted zero-emission piece of equipment, this is a demonstration project. Participants are responsible for testing the equipment and provide in-use, “real world” data to the technology demonstrator on battery capacity, battery charge time, and equipment performance.

**Q: At the end of the project, can the equipment go to our technology demonstrator or participants?**

A: At the end of the demonstration, the air district/technology demonstrator may offer participants the equipment/replacement batteries at a reduced price. The goal of the demonstration is to permanently deploy cordless zero-emission commercial lawn and garden equipment.

**Q: Is this solicitation only for a demonstration-type project?**

A: The purpose of this project is to demonstrate performance of this equipment in non-residential applications to accelerate market acceptance, and applicants must outline in their proposal how this purpose will be achieved. Please note that there is also a data collection component on equipment performance and durability. This component will be achieved with “real world” or “field” testing to verify battery capacity, battery charge time, and equipment performance.

**Q: Is this project similar to the layout of the marine and locomotive demonstration proposals?**

A: Yes.

**Q: Is there any priority given to projects that can start right away?**

A: The grant solicitation requires projects to be completed by June 30, 2013. No preference will be given to projects that can be completed earlier however, in scoring the proposals, extra points will be given for a detailed project schedule that include the milestones described in the "Project Objectives and Workplan" section of Appendix A. The project schedule must include task duration, start and completion dates, in addition to the milestones. Also, this is a two year demonstration project that will have the capability to roll out new equipment as they become available.

**Q: Is ARB going to send out the questions and answers given at the applicant workshop?**

A: Staff will post ARB staff responses to stakeholder questions on the AQIP FY 2010-11 Solicitation webpage no later than 5 p.m. on April 26, 2011.