

Attachment A: AGZA Workshop Proposal

American Green Zone Alliance Workshop for Professionals Transitioning to Battery Electric Land Care Equipment and Operations

The American Green Zone Alliance (AGZA) is pleased to submit this workshop proposal to the Town of Atherton. This workshop will provide outreach, education, and resources to help Atherton and surrounding area professional landscape maintenance crews transition operations away from less fossil fuel-powered equipment to battery electric and people-powered alternatives. Transitioning to battery electric equipment and people-powered tools generate meaningful reductions in noise, and emissions, benefitting the health of workers, and the public, and improving the quality of life in Atherton.

Our goal is to work collaboratively with the Town of Atherton and private professional maintenance companies to help facilitate positive outcomes for the future. Conducting an AGZA workshop for local professionals and the community demonstrates Atherton's commitment to quality of life for its residents and positions Atherton as a sustainability leader in the State of California and beyond by actively introducing viable solutions towards clean, quiet, and sustainable landscape maintenance practices for professionals conducting business in the community.



Images: Battery-electric land care equipment and operations workshops hosted by AGZA in Gardena and Pacific Palisades, California

AGZA's workshop will be a 4.5 - hour training in both a classroom and outdoor setting. By the end of the workshop, attendees will understand current regulations (including any Town specific ordinances), an introduction to low-impact landscape maintenance and operations, the ability to access funding mechanisms to lower the cost of battery-powered equipment and be inspired by the potential that their industry must lead and shape their future.

Workshop Schedule

8:00 am to 8:20 am – **Sign In / Morning Refreshments**
8:25 am to 8:35 am – **Town of Atherton Presentation**
8:40 am to 9:25 am – **AGZA Classroom Component (1st Half Presentation with Q&A)**
9:30 am to 10:00 am – **Gardenland (Safe Charging with Q&A)**
10:00 am to 10:05 am - **BREAK**
10:10 am to 10:40 am – **AGZA Classroom Component (2nd Half Presentation with Q&A)**
10:45 am to 12 noon – **Outdoor Tool Demos & Field Tutorials**
12:30 pm to 1:30 pm – **Lunch & Networking**

Workshop Content

AGZA "Classroom" Component Electric Operations: Emphasizes the importance of training and certification, satisfying aesthetic expectations, and reaching a Return on Investment. Specific topics covered include the following:

- Impact reduction and benefits
- Battery electric basics
- Infrastructure and charging
- Work productivity considerations
- Economics (ROI, Downstream savings, cost-effectiveness)
- Case studies

Attendees will learn about the current CA State Regulations AB1346 and the Clean Off-Road Equipment Voucher Incentive Project (CORE) for private small businesses to take advantage of price discounts on commercial electric equipment. Additionally, any other area incentive programs will be introduced.

Hands-on field demonstration: AGZA will arrange for an outdoor demo and field tutorial of commercial-grade battery-electric handheld tools and mowers, including:

- Large and small mowers (including robotic)
- Blowers
- Line trimmers/weed whips
- Hedge trimmers
- Stick edgers
- Pole saws, rear handle, and top handle chain saws

Additional showcase of equipment from representatives of proposed list of equipment manufacturers to be invited:

- Husqvarna: <https://www.husqvarna.com/us/discover/commercial-battery-products/>
- Stihl: <https://www.stihlusa.com/products/battery-products/>
- Makita: <https://www.makitatools.com/ope/lxt>
- EGO: <https://egopowerplus.com/>
- Kress: <https://www.kress.com/en-us/>
- Greenworks: <https://www.greenworkstools.com/>

Workshop attendees may be eligible for a raffle prize (battery electric tool) and may receive additional discounts on equipment.

The workshop will be conducted with AGZA bilingual staff on hand. Additionally, the classroom portion of the workshop will be available on Zoom with Town Staff providing the audiovisual connection.

Fees and Expenses

Project Component	Fees
AGZA Community Workshop	\$3,000

**Additional consulting is available on request (hourly fee)*

Costs relating to facility rental, lunch/refreshments, outdoor tent, and marketing are the responsibility of the host. AGZA will also contribute to outreach efforts by providing templates for mailers and flyers and through network channels including social media, local Air Districts, and equipment dealers.

Terms

The training may be scheduled for February 2023 and March 2024. Payment should be made as follows (net 30 days):

- 50% upon acceptance (If the training need be rescheduled, AGZA will keep the deposit and credit it towards a future training date if it falls before the end of March 2024).
- 50% upon completion of the workshop

Please remit payments to:

American Green Zone Alliance
3950 Laurel Canyon Blvd Suite 1191
Studio City, CA 91614

An authorized signature below indicates agreement to accept this proposal and payment schedule and terms.

Name

Position, Town of Atherton

Date_____

Dan Mabe, President

American Green Zone Alliance

Date_____



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