

Meeting Date: August 28, 2025
Report Type: CONSENT CALENDAR
Report ID: 2025-08-07



Title: Contract Amendment with Fluxx Labs Inc. for Clean Cars 4 All Program and Charlene McGhee Memorial Lawn and Garden Program

Recommendation: Authorize the Executive Director to amend the contract with Fluxx Labs, Inc. (Fluxx) to: 1) increase the contract amount by \$200,000 for a new not-to-exceed amount of \$550,000, 2) extend the contract until December 31, 2028, 3) update the scope, and 4) in consultation with the District Counsel, make minor revision so long as the action is consistent with the purpose of the contract and does not increase the maximum amount authorized by the Board.

Rationale for Recommendation: The District currently uses Fluxx data management software to administer the Clean Cars 4 All (CC4A) Program under a contract that expires December 31, 2026. This amendment would extend the contract to December 31, 2028 and incorporate support for the Charlene McGhee Memorial Lawn and Garden (L&G) Program into the same system. Adding the L&G Program will enable both voucher programs to be managed through a single, proven platform, streamlining document processing, application reviews, approvals, and participant communications.

As the CC4A and L&G programs continue to expand, robust data management capabilities are critical for efficient and accurate program administration. Fluxx has been an effective tool for CC4A, and the proposed scope update will enhance its functionality to meet the District's evolving needs. Under the District's Purchasing Policies, Board approval is required for non-incentive contracts exceeding \$200,000; therefore, this amendment requires Board authorization.

Contact: Cindy Mahon, Program Supervisor, Transportation and Climate Change, (916) 207-3457

Presentation: No

Approvals/Acknowledgements

Executive Director or Designee: Alberto Ayala, Report Approved 8/21/2025

District Counsel or Designee: Kathrine Pittard, Approved as to Form 8/20/2025

Discussion / Justification: The District's contract with Fluxx is a sole-source agreement. For more than five years, the Fluxx data management system has supported the efficient and effective administration of the CC4A Program. Transitioning to a different system would be costly, resource-intensive, and disruptive to program operations.

The CC4 Program provides income-qualified residents in SB535 communities within Sacramento County the opportunity to retire an older, high-polluting vehicle and receive up to \$12,000 toward the purchase of a plug-in hybrid or battery-electric vehicle. Since launching in summer 2020, the program has helped more than 1,300 participants purchase or lease clean technology vehicles.

The L&G Program offers businesses, public agencies, and community organizations incentives to replace gas-powered lawn and garden equipment with battery-electric alternatives. Since its launch in April 2024, the program has replaced more than 900 pieces of polluting equipment in Sacramento County and is preparing to expand into residential lawn sector.

Fluxx software is a crucial part of the application and award process for both programs, enabling District staff and case managers to track, review, and process applications efficiently from start to finish. Incorporating the L&G Program into the existing Fluxx system will allow the District to manage both initiatives on a single, proven

platform, improving consistency, streamlining operations, and supporting the continued growth of these programs.

Summary of Plan / Rule / Amendment: The District is looking to integrate the L&G Program into the Fluxx grant management software and extend the contract agreement with Fluxx until December 31, 2028. This amendment will include services for both the CC4A and L&G programs. Additionally, the District is seeking to increase the contract amount by \$200,000, resulting in a new not-to-exceed amount of \$ 550,000.

Financial Considerations: This amendment will increase the contract amount by \$200,000 for the additional two-year term, resulting in a new not-to-exceed amount of \$550,000. This amount will go towards onboarding, subscription, and advanced services fees associated with both the CC4A and L&G programs.

The Fiscal Year 2025/26 incremental expenditures for the L&G Program are approximately \$52,000. While this amount was not specifically included in the FY 2025/26 approved budget, it will be offset by the Carl Moyer grant administrative funding. The incremental administrative funding is available from the Carl Moyer grant and will be used to offset the L&G Fluxx expenditures in the General Fund, resulting in a net zero impact to the expenditures budget. All other expenditures related to the Fluxx software program for CC4A are included in the FY 2025/26 approved budget.

Continuation of the contract beyond the current fiscal year will be subject to the availability of sufficient funds in the budget adopted for the applicable fiscal year.