GFO-17-501 Pre-Application Workshop


Los Angeles Cleantech Incubator
August 23, 2017
Kevin Uy, David Weightman
<table>
<thead>
<tr>
<th>Time</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:00 pm</td>
<td>Welcome and Introductions</td>
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<td></td>
<td>• Housekeeping</td>
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<td>• Commitment to Diversity</td>
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<td>• Connect with Us</td>
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<tr>
<td>2:15 pm</td>
<td>Solicitation Information</td>
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<td></td>
<td>• Program Background, Drivers, and Motivation</td>
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<td>• Purpose, Groups, and Funding</td>
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<td>• Key Dates</td>
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<td>• Application Requirements</td>
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<tr>
<td>3:00 pm</td>
<td>Questions and Answers</td>
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<tr>
<td>4:00 pm</td>
<td>Adjourn</td>
</tr>
</tbody>
</table>
Housekeeping

• In case of emergency
• Facilities
• Sign-in sheet / Business card sheet
• Updates on solicitation documents including this presentation will be posted at the Grant Funding Opportunity’s webpage: http://www.energy.ca.gov/contracts/pier.html#GFO-17-501
Commitment to Diversity

The Energy Commission adopted a resolution strengthening its commitment to diversity in our funding programs. We continue to encourage disadvantaged and underrepresented businesses and communities to engage in and benefit from our many programs.

To meet this commitment, Energy Commission staff conducts outreach efforts and activities to:

• Engage with disadvantaged and underrepresented groups throughout the state.
• Notify potential new applicants about the Energy Commission's funding opportunities.
• Assist applicants in understanding how to apply for funding from the Energy Commission's programs.
• Survey participants to measure progress in diversity outreach efforts.
We Want to Hear From You!

1 minute survey
The information supplied will be used for public reporting purposes to display anonymous overall attendance of diverse groups.

- iPads are being passed around the room
- WebEx participants took the survey when joining

Thanks for your time!
Connect with the Energy Commission

https://www.facebook.com/CAEnergy/


https://twitter.com/CalEnergy

...and the Energy Commission’s listserves

www.energy.ca.gov/listservers
Find Partners via LinkedIn

The Energy Commission created a user-driven LinkedIn group page to help potential applicants connect, collaborate and partner on proposals for funding opportunities.

Join the “California Energy Commission Networking Hub” using:

- The LinkedIn Search Box
- URL: bit.ly/CalEnergyNetwork

Then, use the ‘About this Group’ section on the LinkedIn group page to find funding opportunity specific subgroups.

Subgroup page for this GFO: https://www.linkedin.com/groups/13542993
LinkedIn Networking Webinar

This virtual networking webinar is an opportunity for interested applicants to introduce themselves, explain their interests in this solicitation, and what they seeking from potential project partners. Individuals are encouraged to participate to leverage their connections.

The one-hour webinar will held be on **September 5 at 2:00 PM**

Go to [energy.webex.com](http://energy.webex.com) and enter **Meeting Number: 491 378 813**

No password is required.

Subscribe to the subgroup: [https://www.linkedin.com/groups/13542993](https://www.linkedin.com/groups/13542993)

**NOTE:**
- Energy Commission staff will facilitate introductions.
- Staff involved in development of the solicitation and scoring of proposals will not be present.
- Staff will not provide answers to questions on GFO-17-501
- All questions must be submitted to the Contract Agreement Officer.
Natural Gas Program Background

• The Natural Gas Research, Development and Demonstration Program is funded by a natural gas ratepayer surcharge established by the California Public Utilities Commission (CPUC) in 2004.
• The purpose of the Natural Gas RD&D Program is to benefit the ratepayers of natural gas investor-owned utilities.*
• The Natural Gas RD&D Program funds clean energy technology projects that promote greater natural gas reliability, lower costs, and increased safety.
• Funded projects must lead to technological advancement and breakthroughs to overcome the barriers that prevent the achievement of the state’s statutory energy goals.
• Annual program funds total $24 million.

* Pacific Gas and Electric Co., San Diego Gas and Electric Co., and Southern California Gas Company
State Energy Policy Drivers

Energy Efficiency

- Zero Net Energy Residential Buildings Goal
- Zero Net Energy Commercial Buildings Goal
- Double Energy Savings in Existing Buildings Goal
- Reduce GHG Emissions to 1990 Level (AB 32) - Represents 30% Reduction from Projected GHG Emissions
- Reduce GHG Emissions 40% Below 1990 Levels (Exec. Order)
- Reduce GHG Emissions 80% Below 1990 Levels (Exec. Order)

Renewable Energy

- 11% RPS Goal
- 20% RPS Goal
- 33% RPS Goal
- 50% RPS Goal
- 12 GW DG Goal
- 8 GW Utility-Scale Goal

Greenhouse Gas Reductions

- 40,000 GWh/year
- 63,000 GWh/year
The purpose of this solicitation is to fund:

• **Industrial Energy Efficiency** projects focused on reducing natural gas use;

• **Waste-Heat-to-Power** projects focused on recovering industrial waste heat for power generation;

• **Near-Zero Emission Distributed Generation** projects focused on minimizing pollutant emissions; and

• A **Technical Assessment** to identify energy efficiency research needed to reduce natural gas use in the chemicals and allied products manufacturing industry.
# Key Dates

<table>
<thead>
<tr>
<th>Activity</th>
<th>Action Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solicitation Release</td>
<td>8/11/2017</td>
</tr>
<tr>
<td>Pre-Application Workshop</td>
<td>8/23/2017, 2:00 pm</td>
</tr>
<tr>
<td><strong>Deadline for Written Questions</strong></td>
<td>8/28/2017, 5:00 pm</td>
</tr>
<tr>
<td>Anticipated Distribution of Questions and Answers</td>
<td>Week of 9/11/2017</td>
</tr>
<tr>
<td><strong>Phase 1</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Deadline to Submit Applications</strong></td>
<td>10/10/2017, 5:00 pm</td>
</tr>
<tr>
<td>Anticipated Notice of Proposed Award Posting Date</td>
<td>Week of 11/13/2017</td>
</tr>
<tr>
<td>Anticipated Energy Commission Business Meeting Date</td>
<td>2/14/2018</td>
</tr>
</tbody>
</table>
## Key Dates (Cont.)

<table>
<thead>
<tr>
<th>Activity</th>
<th>Action Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Phase 2 (If funds remain from Phase 1)</strong></td>
<td></td>
</tr>
<tr>
<td>Deadline to Submit Applications</td>
<td>12/19/2017, 5:00 pm</td>
</tr>
<tr>
<td>Anticipated Notice of Proposed Award Posting Date</td>
<td>Week of 1/29/2018</td>
</tr>
<tr>
<td>Anticipated Energy Commission Business Meeting Date</td>
<td>4/11/2018</td>
</tr>
<tr>
<td>Anticipated Agreement Start Date</td>
<td>June 2018</td>
</tr>
<tr>
<td>Group 4 Anticipated Agreement End Date</td>
<td>December 2019</td>
</tr>
<tr>
<td>Groups 1, 2, and 3 Anticipated Agreement End Date</td>
<td>June 2021</td>
</tr>
</tbody>
</table>
## Available Funding

There is up to $10,700,000 available for this solicitation.

<table>
<thead>
<tr>
<th>Project Group</th>
<th>Available Funding</th>
<th>Minimum Award Amount</th>
<th>Maximum Award Amount</th>
<th>Minimum Match Funding</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group 1</strong>: Develop and Demonstrate Energy Efficiency Technologies and Strategies to Reduce Natural Gas Use in the Industrial Sector</td>
<td>$6,260,000</td>
<td>$750,000</td>
<td>$1,500,000</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Group 2</strong>: Develop and Demonstrate Cost-effective Waste Heat to Power Systems for California Industries</td>
<td>$2,140,000</td>
<td>$750,000</td>
<td>$1,500,000</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Group 3</strong>: Develop and Demonstrate Near-Zero Emission Small and Micro-scale Distributed Generation Systems</td>
<td>$2,000,000</td>
<td>$750,000</td>
<td>$1,500,000</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Group 4</strong>: Technical Assessment of the Energy Efficiency Potential of the Chemicals and Allied Products Industry</td>
<td>$300,000</td>
<td>$300,000</td>
<td>$300,000</td>
<td>Optional</td>
</tr>
</tbody>
</table>
Priority Funding for Southern California

- Groups 1, 2, and 3 projects which perform a demonstration project in Southern California are eligible for prioritization of funding.

- For the purpose of this solicitation, Southern California is defined as Natural Gas IOU service territory in the following 10 counties: Imperial, Kern, Los Angeles, Orange, Riverside, San Bernardino, San Diego, Santa Barbara, San Luis Obispo, and Ventura.

- Up to $6 million reserved for Southern California projects.

- For full details on funding prioritization, please refer to the solicitation manual, section I.F.
Match Funding

- Groups 1, 2, and 3: At least **10 percent** of the requested Natural Gas R&D funds **is required** as match funding.
- Group 4: Match funding is optional.
- Scoring criteria and bonus points only apply to match funding commitments **above minimum requirements**.
- Match funding contributors must submit match funding commitment letters that meet the requirements of Attachment 11. Failure to do so will disqualify the match funding commitment from consideration.
- Refer to Section 1.F for match fund eligibility.
Applicants may receive up to 10 additional points based on the criteria below:

- Up to 5 points will be awarded based on the percentage of match funding that exceeds the minimum match funding amount. This ratio will be multiplied by 5 to yield the points.

  For example: If requested Natural Gas funds are $1,000,000, the Applicant must provide at least $100,000 in match funding. If $500,000 is provided in match funding, the amount that will be evaluated for additional points is $400,000. Thus the ratio = $400,000/$1,000,000 = 0.40

- The remaining 5 points will be based on the level of commitment, type of match funding, dollar value justification, and funding replacement strategy described in the match funding commitment letter.

- See section IV.F for application scoring scale.
Project Groups

For each project group we will discuss:

- Funding
- Purpose
- Target Technical Specifications
- Example Projects
Technology Readiness Level

Groups 2, 3 – Achieve TRL 6 by project end
Group 1 – Achieve TRL 7 by project end

*Technology Readiness Assessment Guide. Department of Energy
http://www2.lbl.gov/dir/assets/docs/TRL%20guide.pdf
Group 1: Energy Efficiency

- Develop and Demonstrate Energy Efficiency Technologies and Strategies to Reduce Natural Gas Use in the Industrial Sector
- Funding amount and range:
  - Up to $6,260,000 available
  - $750,000 to $1,500,000 per award
  - 10% match funding required
Group 1: Purpose

- **Purpose:** Support targeted industries to reduce natural gas use and to meet carbon reduction goals through improvements in energy efficiency technologies or processes.
- Targeted industries include, but are not limited to:
  - Food processing
  - Glass, chemical and cement manufacturing
  - Oil and gas extraction and refining
Group 1: Project Focus

- Projects must focus on natural gas savings from energy efficiency and not from energy generation.
- Projects which switch from natural gas to electricity are not eligible.
- Applicants must present proposed technical specifications and explain how the project will meet or exceed the technical targets by the end of the agreement term.
Group 1: Target Technical Specifications

Applicants must present proposed technical specifications and how the project will meet or exceed the following targets by the end of the agreement term (Technical targets are contained in Section II.B.1.a.)

<table>
<thead>
<tr>
<th>Efficiency</th>
<th>At least 10% reduction in natural gas use</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifetime</td>
<td>At least 10 years</td>
</tr>
<tr>
<td>Payback</td>
<td>10 years or less</td>
</tr>
<tr>
<td>Maturity</td>
<td>TRL 7</td>
</tr>
</tbody>
</table>
Group 1: Example Projects

• Improvements to current waste heat recovery technologies for low temperature (400 deg F) and high temperature (>1200 deg F) with potential to reduce natural gas use by 10%
• Improvements to the efficiency of manufacturing processes that reduce both energy and emissions
• Improvements to glass making technologies
• Advanced chemical control, distillation, and integration processes
• Please refer to the solicitation manual, section II.B.1, for additional examples
Group 2: Waste Heat to Power

• Develop and Demonstrate Cost-effective Waste Heat to Power Systems for California Industries

• Funding amount and range:
  • Up to $2,140,000 available
  • $750,000 to $1,500,000 per award
  • 10% match funding required
Group 2: Purpose

• **Purpose:** Support technological advances needed for a wide-scale adoption of waste heat to power in California industries.

• Targeted industries include, but are not limited to:
  • Food processing
  • Metal, glass, and chemical manufacturing
  • Wood and paper product manufacturing
Group 2: Purpose

- California has abundant, virtually untapped potential for waste heat to power systems

Group 2: Project Focus

- Research should address cost reductions and efficiency improvements in collecting and managing the waste heat, improving its quality for power generation, and improving the power generation systems that take in the waste heat.
- Projects focused only on improving industrial waste heat recovery, without demonstrating electricity generation, are not eligible.
- Applicants must present proposed technical specifications and explain how the project will meet or exceed the technical targets by the end of the agreement term.
Applicants must present proposed technical specifications and how the project will meet or exceed the following targets by the end of the agreement term (Refer to Section II.B.1.b.)

<table>
<thead>
<tr>
<th>Specification</th>
<th>Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capacity</td>
<td>1 MWe or less</td>
</tr>
<tr>
<td>Efficiency</td>
<td>At least 5% electric efficiency (HHV*) for solid state systems; At least 15% electric efficiency (HHV) for mechanical systems</td>
</tr>
<tr>
<td>Lifetime</td>
<td>At least 10 years</td>
</tr>
<tr>
<td>Payback</td>
<td>5 years or less</td>
</tr>
<tr>
<td>Maturity</td>
<td>TRL 6</td>
</tr>
</tbody>
</table>

*HHV – Higher Heating Value
Group 2: Example Projects

• Emerging technologies for converting waste heat to power, including:
  • Mechanical systems including the Kalina cycle and supercritical carbon dioxide cycle
  • Solid state systems including thermoelectric and thermionic generators
• WHP systems specifically designed to improve the economic performance for lower temperature (150 to 400°F) waste heat resources
• Low-cost, deployable waste heat-to-power systems in industrial facilities with a high potential for replication
Group 3: Near-Zero Emission DG

• Develop and Demonstrate Near-Zero Emission Small and Micro-scale Distributed Generation Systems

• Funding amount and range:
  • Up to $2,000,000 available
  • $750,000 to $1,500,000 per award
  • 10% match funding required
Group 3: Purpose

• **Purpose:** Support technological advances needed to enable near-zero criteria pollutant emissions from distributed generation and combined heat and power systems

• Targeted sectors include light industrial, small commercial, and residential
Group 3: Project Focus

- Research should address the emissions and permitting barriers which face small and micro-scale DG and CHP systems.
- In particular, significant reduction in nitrogen oxide (NOx) emissions is targeted due to its contribution to ozone pollution and resultant poor air quality.
- Applicants must present proposed technical specifications and explain how the project will meet or exceed the technical targets by the end of the agreement term.
## Group 3: Target Technical Specifications

Applicants must present proposed technical specifications and how the project will meet or exceed the following targets by the end of the agreement term (refer to Section II.B.1.c.)

<table>
<thead>
<tr>
<th>Capacity</th>
<th>1 MWe or less</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emissions</td>
<td>CARB* and local air quality district compliant</td>
</tr>
<tr>
<td></td>
<td>• NOx: 0.07 lb/MWh (31.8 g/MWh)</td>
</tr>
<tr>
<td></td>
<td>• CO: 0.10 lb/MWh (45.4 g/MWh)</td>
</tr>
<tr>
<td></td>
<td>• VOCs: 0.02 lb/MWh (9.1 g/MWh)</td>
</tr>
<tr>
<td>Efficiency</td>
<td>At least 25% electric efficiency (HHV)</td>
</tr>
<tr>
<td></td>
<td>At least 80% total efficiency (if using combined heat and power)</td>
</tr>
<tr>
<td>Lifetime</td>
<td>At least 10 years</td>
</tr>
<tr>
<td>Payback</td>
<td>10 years or less</td>
</tr>
<tr>
<td>Maturity</td>
<td>TRL 6</td>
</tr>
</tbody>
</table>

* Distributed Generation Certification Regulation. California Air Resources Board. [http://www.arb.ca.gov/energy/dg/dg.htm](http://www.arb.ca.gov/energy/dg/dg.htm) (page 5)
Group 3: Example Projects

• Cost-effective emissions control to enable increased deployment of existing small and micro-scale DG and CHP systems

• Novel systems and strategies for small and micro-scale DG and CHP systems, including:
  • Alternate configurations, new subsystems, or previously ignored applications which drastically increase performance, efficiency, and/or cost-effectiveness

• Hybrid or cascaded DG systems in which heat from one generator drives another
Group 4: Purpose

• Conduct a Study that is a Technical Assessment of the Energy Efficiency Potential of the Chemicals and Allied Products Industry
• Funding amount:
  • Up to $300,000 available for 1 project
Group 4: Focus

- Assess Efficiency related Technologies/Approaches that:
  - Reduce on-site natural gas use and are cost-effective
  - Lower Green House Gas Emissions (GHG)
  - Have potential for market adoption within 5 years
- **Not an assessment of operational changes**
What are “Chemicals and Allied Products”?

This industry group includes facilities that make:

- Industrial Organic and Inorganic Chemicals
- Polymers, Resins, Rubber
- Pharmaceutical Products
- Soap, Detergents and Cleaning Preparations; Perfumes, Cosmetics
- Paints, Varnishes, Lacquers and Enamels
- Adhesives, Sealants, Explosives
- Agricultural and Miscellaneous Chemicals
Group 4: Natural Gas Use Reduction Methods

- **Increase Efficiency** – lower the amount of natural gas used per unit of output or specific process

- **Use Alternative Fuels** – convert or replace equipment that uses natural gas to equipment that uses low or no carbon fuels, such as:
  - **Solar Assist** – Add solar thermal technology to displace or partially displace the use of natural gas
  - **Lower Carbon Fuels** – convert or modify equipment to use less carbon-intensive fuels
  - **Other** - Hydrogen-based fuels
Group 4: Key Goals and Outcomes of Technical Assessment

• Profiles where and how much natural gas is used in the Chemicals and Allied Products manufacturing industry.

• Identifies, evaluates and prioritizes unique and crosscutting technological advancements, approaches and strategies to improve natural gas efficiency.

• Estimates the natural gas and GHG emission reduction potential under market adoption scenarios within 5 years.
Group 4: Key Factors to Discuss in Proposal

• For “Technical Approach” identify what tasks will be conducted for the study, and

• What approach will be used to complete the tasks

• For “Team Qualifications” discuss the firm and team member experience relevant to this type of study and industry group
Group 4: Proposal-Related Unique Features

• Separate technical scoring criteria for Group 4 – refer to pages 45-46
  • Technical Approach
  • Team Qualifications
  • Budget and Cost Effectiveness
  • PIER Natural Gas Funds Spent in California
  • Ratio of Direct Labor and Fringe Benefit Costs to Loaded Labor Costs
  • Match funding (optional)

Minimum passing score required

• 18 month term for agreement
• Not location specific
Administrative Requirements
Eligible Applicants

- This is an open solicitation for public and private entities.
- Applicants must accept the PIER terms and conditions.
  - Standard, University of California and Department of Energy T&Cs: [http://www.energy.ca.gov/research/contractors.html](http://www.energy.ca.gov/research/contractors.html)
- Applicants are required to register with the California Secretary of State and be in good standing to enter into an agreement with the Energy Commission. [http://www.sos.ca.gov](http://www.sos.ca.gov)
- Applicants must propose a team with proven ability to successfully complete similar projects.
GFO Submission Requirements (Electronic Submission)

• Preferred method of Delivery is the Energy Commission Grant Solicitation System, available at: [https://gss.energy.ca.gov/](https://gss.energy.ca.gov/).

• Electronic files must be in Microsoft Office Word (.doc, .docx) and Excel (.xls, .xlsx) formats, unless originally provided in solicitation in another format.

• Attachments requiring signatures (Application Form and Support/Commitment Letters) may be scanned and submitted in PDF format.

• First-time users must register as a new user to access system.

• Live Demo Tutorial
Live Demo Tutorial (Electronic Submission)

“How to Apply” video will be posted at the Grant Funding Opportunity’s webpage:
http://www.energy.ca.gov/contracts/GSS/GSS_How_to_Apply_Video.mp4
GFO Submission Requirements (Hard Copy Submission)

- Submit Applications with all attachments in the order specified by the due date and time listed in Section III of the manual.
- Application documents should meet formatting requirements, page limits, and number of copies specified on page 22.
  - **One** hard copy and **one** electronic copy* containing electronic files of the application.

* CD-ROM or USB memory stick
**Application Requirements**

<table>
<thead>
<tr>
<th>Each Applicant must complete and include the following:</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Application Form <em>(requires signature)</em> (.pdf)</td>
</tr>
<tr>
<td>7. Budget (.xls)</td>
</tr>
<tr>
<td>2. Executive Summary (.docx)</td>
</tr>
<tr>
<td>8. CEQA Compliance Form (.docx)</td>
</tr>
<tr>
<td>3. Fact Sheet (.docx)</td>
</tr>
<tr>
<td>9. References and Work Product (.docx, .pdf)</td>
</tr>
<tr>
<td>4. Project Narrative (.docx)</td>
</tr>
<tr>
<td>10. Contact List (.docx)</td>
</tr>
<tr>
<td>5. Project Team (.docx, .pdf)</td>
</tr>
<tr>
<td>11. Commitment and Support Letters <em>(letters require signature)</em> (.pdf)</td>
</tr>
<tr>
<td>6. Scope of Work (.docx)</td>
</tr>
<tr>
<td>12. California Based Entity Form (.docx)</td>
</tr>
<tr>
<td>6a. Project Schedule (.xlsx)</td>
</tr>
<tr>
<td>13a. CCHP Cost Calculator (.xlsx)</td>
</tr>
</tbody>
</table>

Be Consistent in your application!
Project Narrative (Attachment 4)

• This is your opportunity to tie everything together and explain the entirety of the project. The narrative should explain:
  ▶ Why your project is important?
  ▶ What you will be doing in your project?
  ▶ How are you going to complete the project?
  ▶ How will ratepayers benefit?
  ▶ What it is going to cost ratepayers, and is it worth it?
  ▶ Address the additional requirements listed in section II.B.1.e

*Please note there are separate templates for groups 1, 2, and 3 and group 4.*
Scope of Work (Attachment 6)

• Tell us exactly what you are proposing to do in your project.
• Identify what you will deliver to the Energy Commission.
• Be sure to include in the tasks:
  ▶ At least one product per task
• Be sure to include Project Schedule (Attachment 6a)
  ▶ Be realistic on when product deliverables can be completed
Budget (Attachment 7)

• Identify how you will be spending Natural Gas funding and match funds to complete this project.

• Each Applicant and subcontractor receiving $100,000 or more of Energy Commission funds must complete the budget forms.

• This must be submitted in the same format (excel file) as it is provided.

• Do not delete sheets or rows, use the hide/expand functions.
  ▶ Shaded cells are automatically filled or calculated.

• Projects that receive an award of public funds from the Energy Commission are likely to be considered a public works project under the California Labor Code and payment of prevailing wage. Payment of prevailing wages can be significantly higher than non-prevailing wages and this should be factored into the budget—refer to Section III.D., item 8, and also the terms and conditions, item 10

• Ensure that any rates provided are MAXIMUM rates for the entire term of the agreement
Commitment and Support Letter Forms (Attachment 11)

- This form provides guidelines for letters of support or commitment that are submitted with the application.
  - Commitment letter commits an entity or individual to providing the service or funding described.
  - Support letter details an entity’s or individual’s support for the project.
- All Applicants are required to submit **at least one** support letter from a project stakeholder.
- Any project partners that will make other contributions to the project must submit a commitment letter.
- Match funding for each Application must be supported by a match fund commitment letter.
- Limited to two pages per letter, excluding the cover page.
Groups 2, and 3 applicants should review the *DG-CHP Cost Calculator (Attachment 13a)* included in the solicitation files.

Applicants should enter values requested into the model to provide an initial rate of return.

Applicants must provide a copy of the completed calculator as part of their application package.

If a calculator is not provided, clearly explain why it is not applicable and provide the requested measures and justifications for these measures in a separate attachment. Refer to the *Guidelines for Cost and Benefit Calculations (Attachment 13)* for methodology and input metrics.
DG-CHP Cost Calculator (Attachment 13a)  
(Groups 2 and 3 Only)

Tab 1: Color Codes
- Provides a guide to the cell colors

Tab 2: Engineering Data
- Enter technical values to produce an annual energy balance

Tab 3: Economic Data
- Enter cost values to produce a cumulative cash flow
How will my Application be Evaluated?

→ Application Screening

**Application Admin Screening Process**

1. Energy Commission staff screens applications per criteria in the solicitation (section IV.E).

2. Criteria is evaluated on a pass/fail basis.
   - Applicants must pass all screening criteria or the application will be disqualified.

**Some Reasons for Disqualification**

- Application not submitted by the specified due date and time.
- Applicant did not address one of the eligible project groups.
- Requested funding is outside of the specified minimum/maximum range.
- Application does not include one or more support letters.
- Application contains confidential material.
How will my Application be Evaluated?

Application Scoring (Groups 1, 2, and 3)

- Evaluation Committee applies the scoring scale to the scoring criteria.

- Applications must obtain a minimum passing score of 70% for criteria 1-4 (or 49 points) in order to continue evaluation, and must also obtain a minimum passing score of 70% overall for criteria 1-7 (or 70 points), in order for an Application to be considered for funding. Passing applications will be considered bonus points.

- Each Applicant must review the Evaluation and Award Process section of the solicitation and ensure that the application provides a clear and complete response to each scoring criteria in the project narrative.

### Scoring Criteria (section IV.F) | Maximum Points
--- | ---
Technical Merit and Need | 20
Technical Approach | 20
Impacts and Benefits for CA IOU Ratepayers | 20
Team Qualifications, Capabilities and Resources | 10
Budget and Cost-Effectiveness | 10
Natural Gas Funds Spent in CA | 15
Ratio of Direct Labor and Fringe Benefit Costs to Loaded Labor Costs | 5
**Total** | **100**
**Minimum points to pass** | **70**
How will my Application be Evaluated?

→ Application Scoring (Group 4)

- Evaluation Committee applies the scoring scale to the scoring criteria.
- Applications must obtain a minimum passing score of 70% for criteria 1-2 (or 45.5 points) in order to continue evaluation, and must also obtain a minimum passing score of 70% overall for criteria 1-5 (or 70 points), in order for an Application to be considered for funding. Passing applications will be considered for bonus points.
- Each Applicant must review the Evaluation and Award Process section of the solicitation and ensure that the application provides a clear and complete response to each scoring criteria in the project narrative.

<table>
<thead>
<tr>
<th>Scoring Criteria (section IV.F)</th>
<th>Maximum Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Approach</td>
<td>20</td>
</tr>
<tr>
<td>Team Qualifications, Capabilities and Resources</td>
<td>45</td>
</tr>
<tr>
<td>Budget and Cost-Effectiveness</td>
<td>10</td>
</tr>
<tr>
<td>Natural Gas Funds Spent in CA</td>
<td>15</td>
</tr>
<tr>
<td>Ratio of Direct Labor and Fringe Benefit Costs to Loaded Labor Costs</td>
<td>10</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100</strong></td>
</tr>
<tr>
<td><strong>Minimum points to pass</strong></td>
<td><strong>70</strong></td>
</tr>
</tbody>
</table>
Disadvantaged Communities
Groups 1, 2 and 3

- Projects with all test or demonstration sites located in disadvantaged communities (and justifies how the project will benefit the disadvantaged community) will receive additional points.

- A disadvantaged community is identified by census tract and represents the 25% highest scoring tracts in CalEnviroScreen 3.0 or later versions.*

Disadvantaged Communities
Groups 1, 2 and 3
Applications must meet both minimum passing scores (Scoring Criteria 1-4 and 1-7) to be eligible for the additional points. Bonus point criteria include:

- Match Funding
  - Groups 1, 2, and 3 - above 10%
  - Group 4
- Disadvantaged Communities (Groups 1, 2, and 3)
- California Based Entities

<table>
<thead>
<tr>
<th>Scoring Criteria (section IV.F)</th>
<th>Maximum Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Match Funding</td>
<td>10</td>
</tr>
<tr>
<td>Disadvantaged Communities <em>(Groups 1, 2, and 3)</em></td>
<td>5</td>
</tr>
<tr>
<td>California Based Entities</td>
<td>5</td>
</tr>
<tr>
<td><strong>Total Bonus Points (Groups 1, 2, and 3)</strong></td>
<td><strong>20</strong></td>
</tr>
<tr>
<td><strong>Total Bonus Points (Group 4)</strong></td>
<td><strong>15</strong></td>
</tr>
</tbody>
</table>
Next Steps After Grant Award

• **Agreement Development**: Proposal documents will be processed into a legal agreement. (Approximately 8 weeks)

• **Failure to Execute**: If the Energy Commission is unable to successfully execute an agreement with an applicant, it reserves the right to cancel the pending award*

• **Project Start**: Recipients may begin the project only after full execution of the grant agreement (i.e., approval at an Energy Commission business meeting and signature by the Recipient and the Energy Commission)

*Refer to the Grant Manual, Section IV.B
Questions and Answers

• Please state your name and affiliation as an introduction.
• Please keep questions under 3 minutes to allow enough time for others.
• Please note that our official response will be giving in writing in the Q&A document. We encourage you to submit all questions in writing in addition to asking them today.
Additional Questions?

Please send all questions related to GFO-17-501 to:

**Angela Hockaday**
Commission Agreement Officer
1516 Ninth Street, MS-18
Sacramento, CA 95814
(916) 654-5186
(916) 654-4423 (fax)
Angela.Hockaday@energy.ca.gov

**Deadline to submit questions:**
Monday, August 28, 2017 5:00 PM PDT