



AB118 Pre-Solicitation Workshop for Centers for Alternative Fuels and Advanced Vehicle Technology

California Energy Commission

Hearing Room B

April 3, 2013

Special Projects Office

Fuels and Transportation Division



Workshop Introduction and Overview

- Welcome and Introductions
- Housekeeping/Logistics
 - Bathrooms
 - 2nd Floor Snack Shop
 - In case of emergency



Agenda and Goals

- Workshop Introduction and Overview
- Overview of Draft Concept
- Public Comments
- Next Steps
- Adjourn



Overview of Draft Concept

- Solicitation Purpose
- Available Funding and How Award is Determined
- Eligibility Requirements
- Evaluation Criteria
- Required Documents



Solicitation Purpose

To unify activities that may provide future development and expansion of alternative fuels and advanced vehicle technologies through collaboration with existing and new centers throughout the state.



Available Funding and How Award is Determined

- \$2.7 million available
- Three awards of \$900,000 to be distributed among Northern, Central, and Southern California.



Eligibility Requirements

- Eligible Applicants
- Eligible Projects
- Partnership Requirements
- Match Funding Requirements



Eligible Applicants

- Eligible Applicants are:
 - Public agencies
 - Businesses
 - Public-private partnerships
 - Non-profit organizations
 - Fleet owners
 - Academic institutions



Eligible Projects

The proposed center must be serving a defined region within California and supporting multiple local agencies and businesses within the region and meet one or more of the following:

- Identify strategic opportunities to develop and demonstrate advanced technology vehicles.
- Provide a neutral site for individual companies to collaborate on technology demonstrations.
- Centralize the attention of fleet managers that are interested in alternative fuels and advanced vehicles.



Eligible Projects (Cont'd.)

- Integrate vehicle technology development with workforce training efforts.
- Serve multiple functions to support and promote local and regional alternative fuel vehicles, which may include demonstration, maintenance and/or technical training/educational services associated with multiple alternative fuels, fueling systems and/or vehicle technologies.
- Provide a central location for local and regional planning for development and deployment of alternative fuels, fueling infrastructure, or alternative fueled vehicles.



Eligible Projects (Cont'd.)

- A center can be either a physical facility or a virtual center.
- For the purposes of this solicitation, a virtual center is a web-based center with or without a physical facility.



Eligible Projects (Cont'd.)

For the purpose of this solicitation:

- Alternative fuels include
 - Electricity
 - Natural gas
 - Biogas
 - Hydrogen
 - Ethanol
 - Biodiesel
 - Renewable diesel
- Alternative fueling systems include commercial, institutional and/or residential demonstrations of fuel dispensing systems for the above-listed alternative fuels.



Eligible Projects (Cont'd.)

- Alternative vehicle technologies include, but are not limited to:
 - Electric drive cars, trucks, shuttles, buses, or off-road equipment
 - Natural gas/biogas cars, trucks, shuttles, buses, or off-road equipment
 - Hydrogen fuel cell cars, trucks shuttles, buses, or off-road equipment
 - Various hybrid configurations of the above listed technologies.



Eligible Projects (Cont'd.)

The following project types ARE NOT eligible for funding under this solicitation:

- Paper studies.
- Surveys to determine interest in or the efficacy of having a center.
- Construction or operation of a center whose sole function is developing research projects and/or conducting research.
- Proposals for any type of vehicle demonstration.



Eligible Projects (Cont'd.)

- Expenditures other than for developing, expanding, renting/leasing, and/or operating a center ARE NOT eligible for reimbursement.
- Examples of non-eligible expenditures include, but are not limited to:
 - Costs to install fueling infrastructure
 - Costs to provide/produce maintenance training
 - Costs to demonstrate alternative fueled vehicles.



Eligible Projects (Cont'd.)

Examples of eligible expenditures include, but are not limited to:

- Costs to develop, construct, expand, rent/lease, and/or operate the proposed center. These costs may include, but are not limited to:
 - Personnel costs for technology specialists, engineers, planners, managers, etc.
 - Contracting costs for these same disciplines.
 - Equipment and material costs needed for the everyday operation of the proposed center.
 - Operations and maintenance costs.
 - Administrative costs



Partnership Requirements

- Each proposal should contain a plan to recruit key partners along with a list of expected partnerships.
- Such partnerships may include, but are not limited to:
 - Manufacturers and suppliers of alternative fueling systems and alternative technology vehicles
 - Transit agencies or districts
 - Local and regional school districts
 - Vocational colleges or universities
 - Municipal and regional government entities
 - Not-for-profit advocacy organizations
 - State agencies
 - Federal agencies.



Match Funding Requirements

- Minimum of 50% of total project costs as match share.
- Applications that do not meet the minimum match share requirement will be rejected.



Evaluation Criteria

- **Relevant Experience and Qualifications**
 - Applicant/project team are well suited to successfully complete and operate the proposed center.
 - The functions, their qualifications and experience, and the match of skills and capabilities to each task.
- **Project Implementation**
 - The project schedule, the sequence of tasks, and how the tasks are related to or are dependent on each other in a logical manner.
 - Equipment and materials acquisition and installation schedule. (if applicable)
 - How the proposed project will be completed in an effective and efficient manner.



Evaluation Criteria (Cont'd.)

- **Project Readiness**
 - Key financial and contractual relationships needed to complete the project and provides letters of commitment from key project supporters/partners.
 - Documentation that the applicant owns, has access to, or controls the project site and/or building facility. (if applicable)
 - The location of the project and if the project will be located at an existing facility for which the proposed use is permitted under the existing zoning classification.
 - The existing or prior use of the project site and/or building facility.
 - Permits that may be required for the project and the schedule for obtaining these permits.



Evaluation Criteria (Cont'd.)

- **Project Budget/Finance**
 - Why state funds are needed for the project.
 - How the budget is apportioned to key project tasks.
 - The amount of non-state matching funds (cash and in-kind) in the project and provides letters of commitment from match contributors including investors and/or lenders.
 - Strategies in securing capital to ensure project and commercial success. (if applicable)
 - A cash-flow projection for the center for the first five years over the duration of the project.



Evaluation Criteria (Cont'd.)

- **Expected Economic Benefits**
 - Number of estimated direct California jobs that will be created and retained by the project.
 - Data in the project area for unemployment and location of economically distressed areas. Indicate if the project is located in a national or state economically enhanced area.
 - Increases in economic development through the manufacture, demonstration, deployment, use, and maintenance of alternative fuels, fueling systems, and/or vehicle technologies.



Evaluation Criteria (Cont'd.)

- **Expected Regional Benefits**
 - Expected regional benefits of each proposed center.
 - How the proposed center will help demonstrate alternative fueling and alternative fueled vehicles, reduce greenhouse gas (GHG) emissions, and reduce petroleum use.



Required Documents

- Project Narrative
- Project Team



Project Team

- Identify all key personnel assigned to the project.
- Include company, position title, job description, individual resume, and contact information.
- Identify which individual(s) will be committed to each task.
- Include letter(s) of support/commitment from key project partners.
 - Third-Party Match Share Commitment (MANDATORY, if applicable)
 - Key Project Partners (MANDATORY, if applicable)
 - Third-Party Letters of Support (OPTIONAL)



Any clarifying questions?



Public Comments

- Accepting oral comments during this workshop.
- Accepting written comments until 12pm on April 8, 2013.

AB118@energy.ca.gov

Subject: AB118 Centers

Attn: Miki Crowell

1516 9th Street, MS 23

Sacramento, CA 95814



Next Steps

- Release Solicitation June, 2013
- Pre-Application Workshop



Adjourn

Thank you