



First Pre-Application Workshop for EPIC GFO-17-302

Demonstrate Business Case for Advanced Microgrids in Support of California's Energy and GHG Policies

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Agenda

Topic	08-17-2017
Welcome and Introduction <ul style="list-style-type: none">• Housekeeping• Background and Policy Drivers• Solicitation Purpose, Goals, Funding Amount• Eligible Applicants• Key Dates	2:00 pm
Project Groups and Ratepayer Benefits	2:15 pm
Application requirements <ul style="list-style-type: none">• Formatting and Attachments• Proposal Evaluation Process<ul style="list-style-type: none">• Screening and Scoring• Proposal Approval Process	3:00 pm
Connect with us and LinkedIn Networking Hub	3:25 pm
Questions and Answers	3:30 pm
Adjourn	4:30 pm



Housekeeping

- In case of emergency
- Facilities
- Sign-in sheet
- Muting of WebEx during presentation
- Q&A protocol
 - Please hold all your Qs until the end of the presentation
- Updates on solicitation documents and today's presentation will be posted at:

<http://www.energy.ca.gov/contracts/epic.html#GFO-17-302>



Commitment to Diversity

The California Energy Commission adopted a formal resolution strengthening its commitment to diversity in its funding programs.

We encourage disadvantaged and underrepresented businesses and communities to engage in and benefit from our programs.

To meet this commitment, our 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.



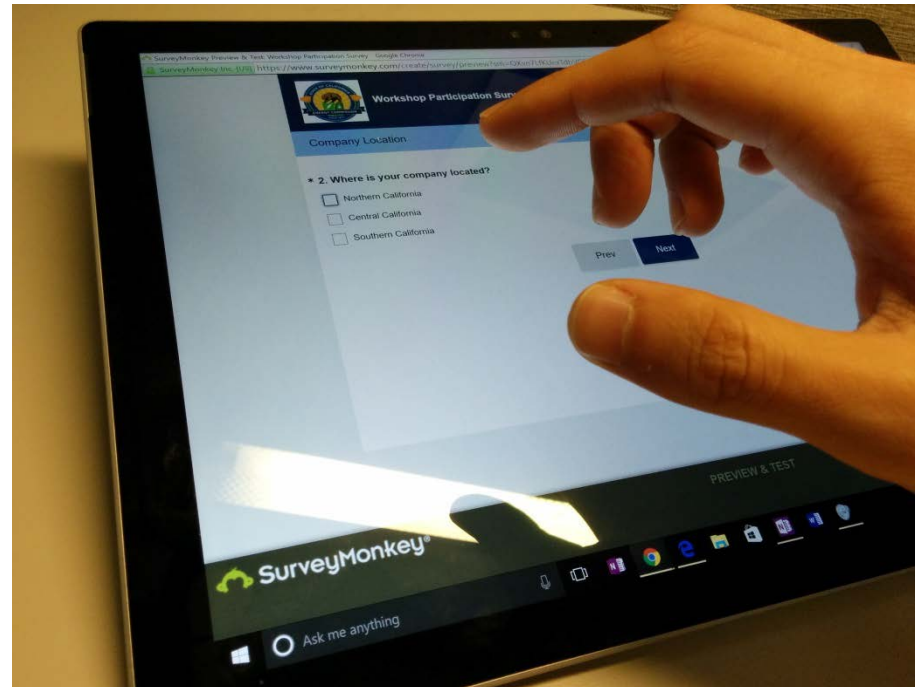
We Want to Hear From You!

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 already answered the four-survey questions during WebEx registration

Thank You for your time!





Background

- **The Electric Program Investment Charge (EPIC)** is funded by an electricity ratepayer surcharge established by the California Public Utilities Commission (CPUC) via CPUC Decision 11-12-035 in 2011.
- The purpose of EPIC is to:
 - Benefit the ratepayers of the three largest electric investor-owned utilities, **Pacific Gas and Electric Co., San Diego Gas and Electric Co., and Southern California Edison.**
 - Fund clean energy technology projects that promote greater electricity reliability, lower costs, and increased safety.
 - Encourage technological advancement and breakthroughs to achieve state's statutory energy goals.
- Annual program funds total \$162 million with 80 percent administered by the California Energy Commission.



EPIC FUNDED PROJECTS

<http://innovation.energy.ca.gov/SearchHome.aspx>

energy.ca.gov | Contact Us | Quick Links

CA.GOV CALIFORNIA ENERGY COMMISSION ENERGY INNOVATION SHOWCASE

HOME SEARCH

SEARCH projects

HIGHLIGHTING ENERGY INNOVATION

BY THE NUMBERS

DOLLARS AWARDED	PROJECTS AWARDED	MATCH FUNDING
\$470 MILLION	279	\$223 MILLION

FEATURED PROJECTS



City of Fremont Fire Stations Microgrid Demonstration

The project will design and build low carbon-based microgrids at three fire stations ...



Bringing A New Generation of LED Lighting Solutions to Market

The purpose of this agreement is to design and develop innovative light-emitting diode ...

TRENDING





Background

Program Areas, Strategic Objectives, and Funding Initiatives

2015-2017 EPIC Investment Plan

- **Program Area:** Technology Demonstration and Deployment
- **Strategic Objective S14:** Take Microgrids to the Next Level: Maximize the Value to Customers.
 - **Funding Initiative S14.1:** Use Microgrids to Evaluate a Combination of Emerging Technologies to Determine the Best Integrated Performance and Least Cost Configuration to Meet the Customers Energy Needs.



Background

Some Applicable Laws, Policies, and Background Documents

GHG Emission Reductions:

- AB 32 (Nunez) - The Global Warming Solutions Act of 2006
- SB 350 (Pavley) Clean Energy and Pollution Reaction Act of 2015
- Executive Order B-30-15 of 2015

RPS

- SB X1-2 (Skinner)- Renewables Portfolio Standard of 2011

Energy Storage Procurement Targets

- AB 2514 (Skinner) – Energy Storage Systems of 2010
- CPUC Decision 13-10-040 of 2013 (1325 MW)
- AB 2868 (Gatto) – Distributed Energy Storage of 2016 (500 MW)

CPUC DER Action Plan of 2017

California Microgrid Roadmap Workshops of 2016 and 2017

<http://www.energy.ca.gov/research/microgrid/>



Background

2012-2014 EPIC INVESTMENT PLAN FUNDED MICROGRID DEMONSTRATION PROJECTS (PON-14-301)

<http://www.energy.ca.gov/contracts/PON-14-301/>

Seven microgrid projects were awarded (~\$25.7M EPIC fund, ~\$9.7M match funding) to support high penetrations of renewables (3 projects) and the operations of critical facilities (4 projects)

1. Borrego Springs - A Renewable-Based Community Microgrid
2. Las Positas Community College Microgrid
3. A Renewable Based Direct Current Building Scale Microgrid
4. Demonstrating a Community Microgrid at the Blue Lake Rancheria
5. City of Fremont Fire Stations Microgrid Project
6. Laguna Subregional Wastewater Treatment Plant Microgrid
7. Renewable Microgrid for a Medical Center



EPIC Funded Microgrid Projects

<http://innovation.energy.ca.gov/SearchResults.aspx?cat=Topics&subj=SmartGrid&subSubj=Microgrids>

The screenshot shows the EPIC website interface. At the top, there is a navigation bar with the CA.GOV logo, the California Energy Commission logo, and the 'ENERGY INNOVATION SHOWCASE' title. A search bar is located on the right side of the navigation bar. Below the navigation bar, a dark banner reads 'DISCOVER THE POWER OF ENERGY INNOVATION' and 'Projects Advancing Microgrids'. The main content area shows search results for 'Microgrids', with 16 projects found. On the left side, there are filters for 'Project Status' (All Projects, Active Projects, Closed Projects) and 'Smart Grid' (Battery Storage, Grid Planning and Operations, Intelligent Communication and Control Systems, Microgrids, Smart Inverters, Transmission and Distribution, Vehicle-Grid Integration). A 'Sorted by Start Date' dropdown menu is set to 'Ascending'. The search results list four projects:

Project Name	Organization	Project Start Date	Project Amount
Solar Forecast Based Optimization of Distributed Energy Resources in the LA Basin and UC San Diego Microgrid	The Regents of the University of California, San Diego	1/15/2015	\$999,984
City of Fremont Fire Stations Microgrid Project	Gridscape Solutions	5/8/2015	\$1,817,925
Las Positas Community College Microgrid	Chabot-Las Positas Community College District	5/8/2015	\$1,522,591
Laguna Subregional Wastewater Treatment Plant Microgrid	Trane U.S., Inc.	5/8/2015	\$4,999,804



Solicitation Purpose

The purpose of this solicitation is to advance the deployment of microgrids that will

- increase the penetration of distributed energy resources (DER),
- demonstrate clear, repeatable, standardized configurations with measurable benefits to end users,
- provide a high probability of future commercial success, and
- include a plan that leverages other non-EPIC funding opportunities for future microgrids.



What is DER

DER is defined in the Sec.8.769.(a) of AB 327 (Perea, 2013, Chp 611) and the 2017 CPUC DER action plan as distribution-connected

- Distributed renewable generation resources,
- energy efficiency,
- energy storage,
- electric vehicles, and
- demand response technologies.

https://leginfo.legislature.ca.gov/faces/billNavClient.xhtml?bill_id=201320140A_B327

http://www.energy.ca.gov/research/epic/documents/final_documents_submitted_to_CPUC_2014/2014-04-28_EPIC_Application_to_CPUC.pdf



Projects Focus Groups

Group 1: Demonstration of Standardized High-DER Penetration, Renewable-Based, Resilient and Commercially Viable Microgrids Located at California Military Bases, Ports, or Native American Tribes within IOU Service Territories;

Group 2: Demonstration of Standardized High-DER Penetration, Renewable-Based, Resilient and Functional Microgrids located at California Disadvantaged Communities within IOU Service Territories; or

Group 3: Demonstration of Standardized High-DER Penetration, Renewable-Based, Resilient and Commercially Viable Microgrids in IOU Territories that are not Proposed Under the Group 1 and Group 2 Projects. Examples of These Microgrid Locations are Local Communities, Rural Areas, Industrial Complexes, University and College Campuses, Local School Campuses or Other Similar Demonstration Opportunities where Microgrids Provide Clear and Definable Added Value to the Selected End User.



Available Funding

For **3 groups**, up to **\$44.7 million** available

Project Group	Available funding	Minimum award amount	Maximum award amount	Minimum match funding amount (% of EPIC Funds Requested)
Group 1: Demonstration of Microgrids Located at California Military Bases, Ports, or Native American Tribes	\$22,000,000	\$2,000,000	\$5,000,000 or \$7,000,000 If the proposed project links multiple microgrids	20% if the requested EPIC project fund is \$5,000,000 or less. 25% if the requested EPIC project fund is more than \$5,000,000 but not exceeding \$7,000,000.
Group 2: Demonstration of Microgrids Located at California Disadvantaged Communities	\$11,700,000			
Group 3: Demonstration of Commercially Viable Microgrids Located at Other Locations	\$11,000,000			



Match Funding Requirement

(pgs. 14-15, GFO)

Match funds include, if used for project expenses:

1. Cash in hand funds
2. Equipment (unit cost of at least \$5K and useful life of at least one year),
3. Materials,
4. IT services,
5. Travel,
6. Subcontractor costs,
7. Contractor/Project partner in-kind labor costs, and
8. Advanced practice costs.

Definition of each match funds and Do-not include list on pg. 14, GFO.



Match Funding Requirement

(pgs. 14-15, GFO)

For this GFO, if military, other government or local organizations need to **rely on future approved budgets** to meet the required match funding:

- the applicants **must provide a letter** from their appropriate agency budgeting office that clearly states the proposed future fiscal funding is in their internal requested budget documents and it is reasonable to assume that the organization should receive those funds when the future year budget is approved.
- If awarded a grant and later it is determined that these **proposed match funding are not approved**, it is up to the awardee and their partners in the project to make all possible attempts to **obtain new additional match funding** to replace the amount that was not approved.



Applicant Eligibility Requirements

(pgs. 20-21, GFO)

- This solicitation is open to all entities with the exception of local publicly-owned electricity utilities (a local publicly owned electric utility is an entity as defined in CPUC Code section 224.3)

- Applicants **must** accept the EPIC terms and conditions.

<http://www.energy.ca.gov/research/contractors.html>

- Applicants are required to register with the California Secretary of State at <http://www.sos.ca.gov> and be in good standing to enter into an agreement with the Energy Commission.
- Applicants must propose a team that has demonstrated the ability to successfully complete similar research or demonstration projects.



Applicant Eligibility Requirements (continued)

- A principal applicant may **only submit one application for this GFO**.
 - If the principal applicant submits multiple applications, the Energy Commission staff will **randomly** select one application to be evaluated, reviewed and scored.
 - Any other application submitted by the same applicant will be returned without additional action.
- However, there is **no limit** on the number of applications that an entity can participate in **as a subcontractor** or **match funding partner**.



Project Eligibility Requirements

Projects should demonstrate technological advancement and breakthroughs to achieve state's statutory energy goals.

Technology Demonstration and Deployment Stage

- Projects must fall within the “technology demonstration and deployment” stage, which involves the installation and operation of pre-commercial technologies or strategies at a scale sufficiently large and in conditions sufficiently reflective of anticipated actual operating environments to enable appraisal of operational and performance characteristics, and of financial risks



Project Eligibility Requirements (continued)

General application guidance for Groups 1, 2 and 3 (pg. 34, GFO):

- All microgrid demonstrations must be **located in a California IOU electric service territory (PG&E, SDG&E, or SCE)** and the **microgrid site must be an IOU customer that pays the Electric Program Investment Charge (EPIC)** in accordance with CPUC Decision 12-05-037.
- Upon the release of the Notice of Proposed Awards (NOPA), all environmental review, utility interconnections and other system requirements **must be met by the applicant's proposed project timeline** thereby not preventing the Energy Commission from encumbering the required funds by the necessary due dates.
 - Furthermore, if any proposal that is listed on the released NOPA as an awardee is subsequently **unable to complete required environmental review by the timeline** defined in the approved proposal, **they will be removed** from the awardee funding list and the next-highest scoring proposal on the finalist list will receive the funding in its place.



Project Eligibility Requirements (continued)

Application guidance for California Native American Tribes (pg. 22, GFO):

- Projects are eligible if they are located on the lands of California Native American tribes listed with the Native American Heritage Commission (NAHC).
 - **Please note** that *project* requirements are distinct from *applicant* requirements in Section II.A.1, pg. 20 of the GFO, Applicant Eligibility, stating that “all entities” other than POUs may apply.



Group 1: Demonstration of Standardized High-DER Penetration, Renewable-Based, Resilient and Commercially Viable Microgrids Located at California Military Bases, Ports, or Native American Tribes within IOU Service Territories

Purpose: To create a standardized microgrid configuration that can be demonstrated, its benefits measured and value streams validated. Microgrids should meet the individual needs of selected market segments while providing measurable benefits and making business case for repeated future applications funded by non-EPIC funds.

Proposals must address, comply and meet with certain requirements listed on pgs. 23-26 of GFO manual, such as items :

- 2) The proposed microgrid must include a minimum of three DER elements (see pg. 23, GFO manual for further details).
 - 4) The owner/operator of the proposed microgrid must commit to continue operations of the microgrid for an **additional three years** beyond the term end date of the EPIC grant (see pg. 23, GFO manual for further details).
 - 7) A maximum of 70% of the EPIC funding may be used for equipment purchases (see pg. 23, GFO manual for the restriction of allowable expenses).
 - 10) The proposed microgrid must demonstrate a minimum of 20% reduction in GHG emissions from what existed prior to installing the microgrid
 - 19) There is **5 additional pts** under scoring criterion 9 for **projects being in DAC.**
- **Additional requirements are in GFO.**



Group 2: Demonstration of Standardized High-DER Penetration, Renewable-Based, Resilient and Functional Microgrids located at California Disadvantaged Communities (DAC) within IOU Service Territories

Purpose: To create a standardized microgrid configuration that can be demonstrated, its benefits measured and value streams validated. Microgrids should meet the individual needs of selected market segments while providing measurable benefits and making business case for repeated future applications funded by non-EPIC funds. Microgrids should also provide services and improvements to the residents of DAC communities and not just temporary jobs while providing significant local environmental benefits and/or power reliability enhancements.

Proposals must address, comply and meet with certain requirements listed on pgs. 27-30 of GFO manual

Requirements are same as Group 1, **except for**

- Item 7 which is “A maximum of [80% of the EPIC funding](#) may be used for equipment purchases (pg. 27, GFO manual for the restriction of allowable expenses).
- Item 19, there is **no 5 additional pts** under scoring criterion 9 for Group 2.
- **For complete list of requirements, please see pgs. 27-30 of GFO manual.**



Group 3: Demonstration of Standardized High-DER Penetration, Renewable-Based, Resilient and Commercially Viable Microgrids in IOU Territories that are not Proposed Under the Group 1 and Group 2 Projects.

Purpose: To create a standardized microgrid configuration in the remaining market that can be demonstrated, its benefits measured and value streams validated. Microgrids should meet the individual needs of selected market segments while providing measurable benefits and making business case for repeated future applications funded by non-EPIC funds.

Proposals must address, comply and meet with certain requirements listed on pgs. 31-34 of GFO manual

Requirements are same as Group 1



Ratepayer Benefits, Technological Advancements, and Breakthroughs (Section II.B.3, pgs. 34 – 37, GFO)

- Applicants in Project Narrative Form (Att. 4) and the “Goals and Objectives” section of the Scope of Work Template (Att. 6) must describe how the project will:
 - Benefit California IOU ratepayers by increasing reliability, lowering costs, and/or increasing safety; addressing the guiding principles/component benefits listed above where applicable and
 - Lead to technological advancement and breakthroughs to overcome barriers to achieving the state’s statutory energy goals.
- Applicants must also describe **qualitative benefits** under Scoring Criteria 3 (Impacts and Benefits for California IOU Ratepayers), located in Section IV.F of the GFO manual.
- Applicants in the project narrative (Att. 4), must describe how they will **measure and verify** the impacts and benefits to California ratepayers that the applicants claim in their proposal.



Ratepayer Benefits, Technological Advancements, and Breakthroughs (Section II.B.3, pgs. 34 - 37) – Cont.

Defining Similar Facilities for Adopting Microgrids

- Applicants must define target adopters and describe the maximum potential market for proposed microgrids by answering the following questions:
 - If similar ratepayer facilities in IOU territories adopt the proposed microgrid configuration, how many of them would there be (or how many MW or MWh of capacity or electricity would be included)?
 - Additionally, what would be the size of the **national and international market** for this microgrid?
 - Also, applicants must include these numbers in the project narrative (Att. 4) since it defines the proposed market.
 - Applicants will report benefits and costs for two scenarios using the current state of the proposed facility as a baseline:
 - The project for which the applicant is requesting EPIC funding and
 - A scenario of market maturity, where the microgrid has been replicated on a fairly large scale.
 - Additionally, applicants should discuss what level of microgrid penetration they would expect from their target adopters, in what time frame, and why.



Ratepayer Benefits, Technological Advancements, and Breakthroughs (Section II.B.3, pgs. 34 - 37) – Cont.

Project Benefits and Costs

- For each of the proposed project, and mature market, at the very least, applicants should discuss the costs and benefits, quantitatively wherever possible, qualitatively if need be. Applicants should explain how they derived their quantitative estimates, providing references and explain the basis of any judgements they had to make. Applicants should be transparent about uncertainty, and are welcome to provide potential ranges of costs and benefits where simple point estimates would be misleading.
- Applicants should discuss how the cost of the microgrid will impact its commercial viability in the future, and how they would express that cost to a potential future customer.
- **Examples of expected projects benefits listed in GFO.**



Measurement and Verification Plan (pg. 37, GFO)

Applicants must include a M & V plan in the Project Narrative (Att. 4) that describes how actual project benefits will be measured and quantified, such as by pre and post-project energy use (kWh, kW), reliability improvements, resiliency improvements, and cost savings for energy, water, and other benefits.



Key Dates (pg. 16, GFO)

Activity	Action Date & Time (PST or PDT)
Solicitation Release	08/04/2017
First Pre-Application Workshop in Sacramento	08/17/2017 2:00 PM
Second Pre-Application Workshop in Los Angeles	08/23/2017 10:00 AM
DEADLINE FOR WRITTEN QUESTIONS	08/25/2017 5:00 PM
Anticipated Distribution of Questions and Answers	Week of 09/11/2017
DEADLINE TO SUBMIT APPLICATIONS	10/20/2017 5:00 PM
Anticipated Notice of Proposed Award Posting Date	JANUARY 2018
Anticipated Energy Commission Business Meeting Date	MARCH 2018
Anticipated Agreement Start Date	JUNE 2018
Anticipated Agreement End Date	06/30/2022



GFO Application Requirements (for Electronic Submission)- pg. 39, GFO

- **Preferred method** of Delivery is the Energy Commission Grant Solicitation System, available at <https://gss.energy.ca.gov/>.
- First-time users must register as a new user to access system. Passwords require letters and numbers.
- Log into the system early to solve technical issues in advance of the deadline.
- Electronic files **must** be in MS Word (.doc or .docx) and MS Excel formats. Keep file names short. Files with long names cannot be loaded into the system.
- Only hit “I Agree & Submit” **after** all application files are uploaded into the system. Once you hit “I Agree & Submit,” you cannot edit or add more files.
- Letters of support and commitment as well as attachments requiring **signatures must** be scanned and submitted in **PDF format**.
- The system will not allow applications to be submitted after the due date and time.
- More detailed information can be found on the pages 38-40 of the solicitation manual.



Live Demo Tutorial (for Electronic Submission)



GSS How to Apply Video.mp4



GFO Application Requirements (for Hard Copy Submittal) – pgs. 39-40, GFO

- Submit Applications with **all attachments** in the order specified in Section III of the manual by the due date and time listed in Section I of the manual.
- Application documents should meet formatting requirement, page limits and number of copies specified in the table on page 38 of the GFO manual (page limits are recommended limits):
 - **One** hard copy (**with signatures**) and **one** electronic copy (on a CD-ROM or USB memory stick).



GFO Application Requirements (continued)- pg. 40-44, GFO

Applicants must complete and include **ELEVEN attachments:**

Att. 1. Application Form (**signature!**)

Att. 7. Budget Forms

Att. 2. Executive Summary Form

Att. 8. CEQA Compliance Form

Att. 3. Fact Sheet Template

Att. 9. References and Work Product Form

Att. 4. Project Narrative Form

Att. 10. Contact List Template

Att. 5. Project Team Form

Att. 11. Commitment and Support Letters (**signature!**)

Att. 6 & 6a. Scope of Work Templates



Application Form (Attachment 1)

- Form provides the Energy Commission with basic information about the Applicant and project.
- Must include all information requested.
- Must be **signed** by an authorized representative of the Applicant's organization.
- Information provided should be consistent with project budget, narrative, and letters of commitment.



Executive Summary (Attachment 2)

- Executive Summary should summarize the information included in the project narrative.
- Must include:
 - A project description
 - The project goals and objectives to be achieved
 - An explanation of how the goals and objectives will be achieved, quantified, and measured
 - A description of the project tasks and overall management of the agreement
- **Suggested limit: two pages.**



Fact Sheet (Attachment 3)

- Must present project information in a manner suitable for publication.
- The fact sheet must follow the template provided and include:
 - A summary of project specifics
 - A description of the issue addressed by the project
 - A project description
 - Anticipated benefits for the State of California
- **Suggested limit: two pages**



Project Narrative (Attachment 4)

- Project Narrative includes the **majority** of the responses to the Scoring Criteria (see Section IV, GFO manual, pgs. 51 - 56) and group specific questions & project readiness (see pg. 41, GFO manual)
- Provide a detailed description of the proposed project and respond to the information requested in each of the following areas:
 1. Technical Merit and Need (20 pts)
 2. Technical Approach (20 pts)
 3. Impacts and Benefits for California IOU Ratepayers (20 pts)
 4. Team Qualifications, Capabilities and Resources (10 pts)
 5. Budget and Cost Effectiveness (10 pts)
 6. Funds Spent in California (15 pts)
 7. Ratio of Direct Labor and Fringe Benefit Rates to Loaded Labor Costs (5 pts)
 8. Match Funding (required) and match funding above the required minimum receives up to 10 additional pts if the project passes the minimum passing scores of 49.00 pts for scoring criteria 1-4 and 70.00 pts for scoring criteria 1-7.
- Provide sufficient detail so that reviewers will be able to evaluate the proposal against each of the scoring criteria.
- **Suggested limit: 20 pages**



Project Team Form (Attachment 5)

- Must identify by name all key personnel assigned to the project:
 - Project Manager
 - Principal Investigator (if applicable)
 - Subcontractor receiving at least 25% of Energy Commission funds or \$100,000, whichever is less
- Clearly describe their individual areas of responsibility.
- Include a resume (**maximum two pages for each resume**)



Scope of Work (Attachments 6, 6a)

- The Scope of Work identifies the **Tasks** required to complete the project.
 - Task 1: General Project Tasks are mandatory and cannot be revised.
 - Task 2 - TBD: Technical Tasks should be very specific and help scorers to identify what you will deliver to the Energy Commission. Products can be documents, plans and reports. “Products” **are not** equipment and other items that cannot be delivered and stored at the Energy Commission. Under Technical Tasks, also include mandatory tasks of “evaluation of projects benefits”, “technology/knowledge transfer activities” and “production readiness plan”.
- Project Schedule (6a) should provide information about meetings, products and their due dates.
 - All work **MUST** be scheduled for completion by **June 30, 2022**.
 - Product titles must match as shown in the Scope of Work (Attachment 6).



Budget Forms (Attachment 7)

Every Applicant must complete and include the budget forms for its team:

- Category Budget
- Direct Labor (Prime Labor Rates)
- Fringe Benefits
- Travel
- Equipment
- Materials and Misc.
- Subcontracts
- Indirect Costs and Profit

The Applicant must submit information on **all** budget worksheets, and in the format required.

Don't delete sheets or rows; use the hide/expand function.



California Environmental Quality Act (CEQA) Compliance Form (Attachment 8)

- The Energy Commission requires this information to facilitate its environmental evaluation of the proposed project under CEQA.
- The form will also help applicants to determine CEQA compliance obligations by identifying which funded activities may be exempt from CEQA and which activities may require additional environmental review.
- All sections of the form **must** be completed.
- Failure to complete CEQA process in a timely manner may result in cancellation of the award.



Reference and Work Product (Attachment 9)

- This form contains two sections:
- Section 1: References
 - Provide applicant and subcontractor references as instructed.
- Section 2: Work Products
 - Provide a list of up to three past projects detailing technical and business experience of the applicant or team member (two pages maximum per project).
 - Include copies of up to three recent relevant publications in scientific or technical journals (if applicable).
- **Suggested limit: one page for each reference, two pages for each project description**



Contact List (Attachment 10)

- Identifies the names and contact information of the project manager, administrator, accounting officer, and recipient of legal notices.
- Applicant should complete the information in the “Recipient” column shown in blue text.
- Energy Commission staff will complete the information in the “California Energy Commission” column.



Commitment and Support Letter Form (Attachment 11)

- A **Commitment Letter** commits an entity or individual to providing the service or funding described in the letter.
- **Match funding** is required and must be supported by a match fund commitment letter **signed** by each authorized representative.
- Since the project will involve a demonstration or deployment site, a commitment letter **must** be included from the host site.
- Any project partners that will make other contributions to the project must submit a commitment letter.
- A **Support Letter** details an entity or individual's support for the project.
 - **At least one** support letter from a project stakeholder must be included.



Application Evaluation (Section IV, pgs. 45-56, GFO)

To evaluate applications, the Energy Commission will organize an Evaluation Committee that primarily consists of Energy Commission staff.

Application will be evaluated in two stages:

- Stage 1 – Application Screening (Section IV.E, pg. 48)
- Stage 2 – Application Scoring (Section IV.F, pg. 50)



→ Stage 1 Application Screening (Administrative)

Application Administrative Screening Process

1. Energy Commission staff screens applications per criteria in the solicitation (pgs. 48 & 49).
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.
- ✓ No signature on the Application Form.
- ✓ Applicant did not address one of the eligible project groups.
- ✓ Requested funding is outside of the specified minimum/maximum range.
- ✓ Application does not include at least one support letter.
- ✓ Application contains confidential material.



→ Stage 2 Technical Scoring

- Evaluation Committee applies the **scoring scale** to the scoring criteria.
- Applications must receive a **minimum passing score of 49.00 points for criteria 1- 4 and total minimum passing score of 70.00 points** for criteria 1–7 to be eligible for funding.
- Passing applications will be considered for preference points.
- **Additional points (up to 10 pts)** may be awarded for match funding above the required minimum and **(5 pts)** benefitting disadvantaged communities (Groups 1 and 3).

Scoring Criteria (pages 51-56)	Maximum Points
1. Technical Merit and Need	20
2. Technical Approach	20
3. Impacts and Benefits for CA IOU Ratepayers	20
4. Team Qualifications, Capabilities and Resources	10
Minimum points to pass	49.00
5. Budget Cost-Effectiveness	10
6. EPIC Funds Spent in CA	15
7. Ratio of Direct Labor and Fringe Benefit Rates to Loaded Labor Rates	5
Total	100
Total minimum points to pass	70.00



Technical Scoring Scale

% Possible Points	Interpretation	Explanation for Percentage Points
0%	Not Responsive	Response does not include or fails to address the requirements being scored. The omission(s), flaw(s), or defect(s) are significant and unacceptable.
10-30%	Minimally Responsive	Response minimally addresses the requirements being scored. The omission(s), flaw(s), or defect(s) are significant and unacceptable.
40-60%	Inadequate	Response addresses the requirements being scored, but there are one or more omissions, flaws, or defects or the requirements are addressed in such a limited way that it results in a low degree of confidence in the proposed solution.
70%	Adequate	Response adequately addresses the requirements being scored. Any omission(s), flaw(s), or defect(s) are inconsequential and acceptable.
80%	Good	Response fully addresses the requirements being scored with a good degree of confidence in the Applicant's response or proposed solution. No identified omission(s), flaw(s), or defect(s). Any identified weaknesses are minimal, inconsequential, and acceptable.
90%	Excellent	Response fully addresses the requirements being scored with a high degree of confidence in the Applicant's response or proposed solution. Applicant offers one or more enhancing features, methods or approaches exceeding basic expectations.
100%	Exceptional	All requirements are addressed with the highest degree of confidence in the Applicant's response or proposed solution. The response exceeds the requirements in providing multiple enhancing features, a creative approach, or an exceptional solution.



How to achieve a high score?

Scoring Criteria	The Question to Answer
Technical Merit and Need	Why should your project be funded?
Technical Approach	How you're going to do what you're going to do?
Impacts and Benefits for CA IOU Ratepayers	How will your project benefit ratepayers?
Team Qualifications, Capabilities and Resources	Who is going to make this project happen, and what resources are available to make it happen?
Budget Cost-Effectiveness	Are you spending money wisely?
EPIC Funds Spent in CA	This is a direct calculation based on budget forms.
Ratio of Direct Labor and Fringe Benefit Rates to Loaded Labor Rates	This is a direct calculation based on budget forms.



Ranking, Notice of Proposed Award, Agreement Development

Applications that receive a total minimum score of 70.00 points for all criteria will be ranked according to their score.

- The Energy Commission will post a **Notice of Proposed Award (NOPA)** that includes: (1) the total proposed funding amount; (2) the rank order of applicants; and (3) the amount of each proposed award. The Energy Commission will post the NOPA at its headquarters in Sacramento and on its website, and will mail it to all applicants that submitted an application.
- Proposed awards **must** be approved by the Energy Commission at an Energy Commission Business Meeting.
- Applications recommended for funding will be developed into a grant agreement to be considered at an Energy Commission Business Meeting.
- Recipients may begin the project only **after full execution** of the grant. agreement (approval at an Energy Commission business meeting and signature by the Recipient and the Energy Commission).



Ranking, Notice of Proposed Award, Agreement Development

Debriefings: Unsuccessful applicants may request a debriefing after the release of the NOPA by contacting the Commission Agreement Officer listed in Part I. A request for debriefing must be received **no later than 30 calendar days** after the NOPA is released.

The Energy Commission reserves the right to:

- Allocate any additional funds to passing applications, in rank order.
- Negotiate with successful applicants to modify the project scope, schedule, and/or level of funding.



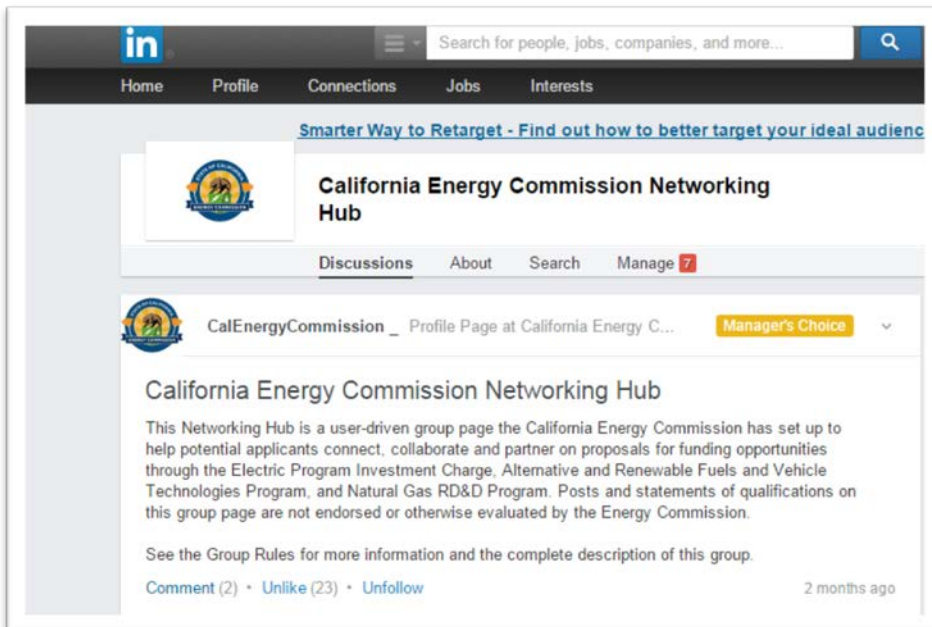
Grounds for Rejection or Cancel an Award

Applications that do not pass the screening stage will be rejected. In addition, the Energy Commission reserves the right to reject an application and/or to cancel an award if the any of the circumstances listed on pages 46 - 47 are discovered at any time during the application or agreement process.

- Example: The application contains false or intentionally misleading statements or references that do not support an attribute or condition contended by the applicant.



Connect With Us





Find Partners Through LinkedIn

The Energy Commission created a user-driven LinkedIn group page to help potential applicants connect, collaborate, and partner on proposals for research funding opportunities. Participants may subscribe to the “**California Energy Commission Networking Hub**” by clicking on this link bit.ly/CalEnergyNetwork or searching LinkedIn.

By subscribing, you’ll be able to network and contact your peers and colleagues.

LinkedIn





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 **Thursday, August 31 at 2 PM.**

Go to energy.webex.com and enter Meeting Number: **920 066 420**

No password is required.

Subscribe to the subgroup: <https://www.linkedin.com/groups/13543410>

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-17-302.
- All questions must be submitted to the Contract Agreement Officer.





Questions and Answers



Please send all questions related to GFO-17-302 to:

Crystal Presley-Willis

Commission Agreement Officer

California Energy Commission

1516 Ninth Street, MS-18

Sacramento, CA 95814

Telephone: (916) 653-6110

Fax: (916) 654-4423

Crystal.Presley-Willis@energy.ca.gov

Deadline to submit questions:

Friday, August 25, 2017 5:00 PM PDT



Thank you!