

Attachment B – Scoring Criteria

The Energy Commission will evaluate each proposal based on the criteria below. This is a competitive solicitation. It is important that applicants provide sufficient detail to properly evaluate the proposal. Please respond directly to each criterion. Use the criterion title as the heading for each response.

SCREENING CRITERIA (PASS/FAIL)

All applications will be screened with the below Pass/Fail criteria. Applications that fail any of the Pass/Fail criteria below will not be further evaluated and will receive a score of “0”.

1. Proposed project is an eligible project (Application Manual, Section 6).
2. The Cover Page is signed by the Applicant’s authorized representative.
3. The required minimum 50 percent non-state match funding is budgeted.
4. The application does not contain confidential information.
5. If applicable, project partners are identified and documentation confirming their role and participation is provided.

SCORING CRITERIA

The scoring evaluation will be conducted in two rounds. In the first round, Applicants who indicated on their application cover sheet that they will have CEQA completed on or before May 1, 2012, will be scored according to the criteria below. Projects receiving a minimum of 70 percent will be eligible for funding and ranked in a first Notice of Proposed Awards.

After first-round projects are awarded funds, Applicants who indicated in their application that they will have CEQA completed after May 1, 2012, will be scored according to the criteria below. Projects receiving a minimum of 70 percent will be eligible for funding and ranked in a second Notice of Proposed Awards.

Passing projects that are unfunded in the first round and any first-round projects that fail to timely submit CEQA documentation will be shifted to the second round of scoring and ranked with their original score against projects scored in the second round.

Using this Scoring Scale, the Evaluation Team will give a score for each criterion based on the table below. The percent of possible points will be applied to the maximum points available for each criterion. The resulting scores for the applicable criteria will be summed and divided by the maximum possible points to obtain an overall percentage for the proposal. A minimum of 70 percent will be required to be eligible for funding.

% of 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.
25%	Minimally Responsive	Response minimally addresses the requirements being scored. The omission(s), flaw(s), or defect(s) are significant and unacceptable.
50%	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.

1. Qualifications of the Applicant/Project Team

Maximum Points 15

- Describe the applicant/project team (including partners) and why they are well suited to successfully complete the proposed project.
- Explain the functions the applicant and each team member will perform, their qualifications and related technical and business experience, and the match of skills and capabilities to each task.
- Explain how specific past experience will contribute to the implementation of this project.

2. Technology Development

Maximum Points 25

- Identify and briefly describe your proposed production technology and the transportation fuel it will provide. Identify any co-products your technology might generate.
- Discuss the steps needed to develop, demonstrate, commercialize, and deploy the technology to produce biofuel. Provide your Commercialization timeline, including dates and volumes of fuel produced in each year.

3. Market Development

Maximum Points 30

- Identify and describe the target markets addressed by the proposed technology. Estimate market populations, existing or potential competition, and your projected market share, and identify market drivers, and anticipated growth.
- Specify the anticipated year and quarter of commercial scale production.
- Identify market barriers and how your marketing plan will address them.
- If applicable, indicate how your plan will utilize existing infrastructure.
- Identify strategic marketing partners and customers and their role in ensuring commercial success.

4. Project Implementation

Maximum Points 20

- Identify your project objectives, and describe how the tasks in your Statement of Work will lead to project completion.
- Discuss the project schedule, the sequence of tasks, and how tasks are related to or dependent on each other.
- Identify proposed feedstocks, competition for feedstocks, and feedstock procurement strategies to ensure a reliable supply at a competitive cost.
- Describe how this project will lead to or support your commercialization plan.

5. Project Readiness

Maximum Points 25

- Identify all contractual relationships, including feedstocks, needed to complete your project. Provide documentation that the applicant owns, has access to, or controls the project site.

- Identify the location of the project and if the project will be located at an existing facility for which this proposed use is permitted under the existing zoning classification. Projects at existing facilities may be scored higher.
- Describe fully all other permitting that may be required for the project and the schedule for obtaining the necessary permits.
- Provide documentation of commitment or letters of interest in purchasing and/or distributing the biofuel.
- Provide CEQA documentation (e.g., Notice of Exemption, Negative Declaration, Mitigated Negative Declaration, or Environmental Impact Report) if CEQA approval is completed for the project. If CEQA is not completed, provide a copy of the CEQA application and schedule for CEQA approval.
- Provide documentation from the local lead agency that they are the authority having jurisdiction for the project or that discussions have occurred regarding the appropriate level of CEQA review that may be required for the project. If no CEQA review would be required, provide documentation from the local lead agency explaining why not.

6. Project Budget and Cost-Effectiveness

Maximum Points 80

- Describe how the budget is apportioned to different components of your project. Explain why state funds are needed for the project to go forward.
- Provide a cash-flow projection for your business over the duration of the grant-funded project. Projects must demonstrate positive cash-flow over the life of the project.
- Explain how the project budget provided is consistent with the proposed tasks identified in the scope of work.
- Explain how the proposed project budget cost-effectively supports the goals and objectives of the project. Provide justifications, assumptions, and rationale used.
- Discuss the commercial project's capital costs (i.e. fixed assets), input and production costs, target selling price, projected sales volumes and revenues, and other key factors affecting commercial competitiveness of the end product(s).
- Identify potential sources of capital to ensure project and commercial success.
- Discuss any estimated value and planned use of potential LCFS, RFS2, and/or cap and trade credits
- Fifteen points of the 80 points available for this scoring criterion will be determined by average loaded hourly rates (ALR). ALR will be calculated by using the information that the Applicant provides in form B-6 (Loaded Rate Calculation) in Attachment F. Therefore, the ALR will be weighted as 5% of the overall score.

ALR will be scored as follows:

- 100 Percent score - ALR \$0-50.00
- 70 Percent score - ALR \$50-100
- 50 Percent score – ALR \$100-150
- 0 Percent score– ALR \$150+

7. Match Funding

Maximum Points 10

- Describe the amount of non-state matching funds (cash and in-kind) in the project. Provide letters of commitment from match contributors.

Projects with higher percentages of match share will receive higher scores.

- 70 Percent score- 50-59.9% applicant's match
- 80 Percent score- 60-74.9% applicant's match
- 90 Percent score- 75-79.9% applicant's match
- 100 Percent score- greater than 80% applicant's match

8. Economic Benefits

Maximum Points 25

- Quantify the direct California jobs that will be created and retained by the proposed project. Specify the level and industry classification of jobs created, and identify job duration. Also provide job projections at commercial scale.
- Quantify state and local tax impacts associated with both the production and sale of the product produced by the project and impacts at commercial scale.
- Provide an estimation of the economic impact to California suppliers, product distributors, and other supply-side business supporting the project.
- If applicable, provide an estimation of the economic impacts, including revenues and benefits, to business that may use any co-products produced by the project.
- Describe how the project will benefit an economically distressed area(s). Provide referenced data in project area for unemployment figures, low-income and minority populations, location of economically distressed areas, and average wage rate.

9. Sustainability

Please refer to the [Alternative and Renewable Fuel and Vehicle Technology Program Regulations in 3101.5](#) of the California Code of Regulations to ensure a thorough understanding of these requirements.

GHG Reduction

Maximum Points 20

- Quantify the potential greenhouse gas emissions of the proposed project in grams of CO₂-equivalent per megajoule, and include your assumptions and calculations using a method that conforms to the Air Resources Board's (ARB) Low Carbon Fuel Standard (LCFS). Compare the greenhouse gas emissions reductions to the appropriate petroleum baseline listed on the Low Carbon Fuel Standard website. <http://www.arb.ca.gov/fuels/lcfs/lcfs.htm> If the carbon intensity of the proposed project has already been calculated through the ARB Biorefinery Registration process, please state so and reference the Biorefinery Registration Database.

Projects with higher percentages of GHG emission reduction will receive higher scores.

Petroleum Reduction

Maximum Points 10

- Quantify the petroleum reduction benefits of the proposed project and include your assumptions and calculations.
- Estimate the potential petroleum reductions that could be realized by widespread commercial application of the technology in the marketplace.

Natural Resource Impact

Maximum Points 20

- Explain how the project will use or reclaim marginal or abandoned land, or otherwise minimize direct and indirect land use impacts on California's agricultural economies. If actively farmed lands are to be used, describe what crops were previously cultivated and how economic impacts from commercial-scale production of biofuel on these markets would be minimized or mitigated.
- Explain how the proposed project will reduce criteria air pollutants and air toxics, and lead to a decrease, on a life cycle basis, in emissions of air pollutants or any other substances known to damage human health or the environment.
- Describe and quantify the water efficiency and water use reduction measures used in the project including, but not limited to, the use of

recycled or reclaimed water and the reduction or elimination of point and nonpoint source wastewater discharge. If purpose grown energy crops are to be used, describe their total and per-acre water requirements in acre-feet per year. (Preference is for use or reclamation of wastewater.)

- If applicable, describe the renewable energy or co-generation used in the project and any arrangements with electric utilities or third parties for the disposition of surplus energy generated. Describe any energy efficiency measures used in the project.

Feedstock Sourcing

Maximum Points 15

- Describe the type, source and volume of the feedstock or waste streams for the proposed project.
- If purpose grown energy crops are to be used as a feedstock, explain how the project would use sustainability best management practices for their production including fossil-based fertilizers and pesticides.
- If woody biomass is to be used as a feedstock, describe how material collection sustains or enhances forest ecological values, and would be consistent with restoration, fire-risk and ecosystem management goals.

Sustainability Certification

Maximum Points 5

- Describe how the proposed project will promote the sustainable production of alternative and renewable fuels or technologies through the use of certified sustainable feedstocks or in accordance with certified sustainability standards, including, but not limited to, the certification programs described in program regulations, Section 3101.5 (b)(3)(A) of Title 20 of the California Code of Regulations.