

Attachment B Scoring Criteria

The Energy Commission will evaluate each application based on the scoring criteria below. This is a competitive solicitation. It is important that applicants provide sufficient detail to properly evaluate the application. 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 Pass/Fail criteria noted below. Applications that fail any of the Pass/Fail criteria will not be further evaluated and will receive a score of “0”.

1. The application is received by the Energy Commission’s Grants and Loans Office by the specified due date and time.
2. The Cover Page is signed by the Applicant’s authorized representative.
3. Proposed project is an eligible project (Application Manual, Section 7).
4. The required minimum 50 percent non-state match funding is budgeted.
5. The source and amount of match funding is disclosed, verified and documented.
6. The application does not contain confidential information.
7. If applicable, project partners are identified and documentation confirming their role and participation is provided.

Scoring Criteria

The Scoring Committee will give a score for each criterion using 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 considered 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 why the applicant/project team is well suited to successfully complete the proposed project.
- Explain the functions each team member will perform, their qualifications and relevant technical and business experience, and the match of skills and capabilities to each proposed task.
- Explain how specific past experiences will contribute to the successful implementation of the project.

2. Market Development Maximum Points 25

- Estimate market potential, existing or potential competition, and strategies that secure and/or expand market share.

- Identify estimated production targets for three (3) years following the start of commercial production. Describe the ability of the business to respond to lower or higher than expected product demand.
- Identify key market development barriers and how your marketing plan will address them.

3. Project Implementation Maximum Points 20

- Describe how the tasks in the Scope of Work will reasonably lead to project completion and meet the project's operational goals and objectives. Discuss the project schedule, the sequence of tasks, and how the tasks are related to or are dependent on each other.
- Describe the extent to which the proposed manufacturing process is consistent with industry standards and practices.
- Identify equipment and materials acquisition and installation schedule.
- Provide facility layout plan that identifies the major work areas and the manufacturing line.
- If applicable, describe any renewable energy or cogeneration systems used in the project and any arrangements with electric utilities or third parties for the disposition of the energy generated in the manufacturing process.

4. Project Readiness Maximum Points 25

- Identify key contractual relationships needed to complete the project. Provide letters of commitment from potential customers.
- Provide documentation that the applicant owns, has access to, or controls the project site and/or building facility or has the option to lease.
- Identify the location of the project and if the project will be located at an existing structure for which the proposed use is permitted under the existing zoning classification. Describe the existing and prior use of the project site and/or building facility. Projects may be given a higher score if the proposed project is located at an existing facility and is allowed under an existing zoning classification.
- Describe permits that may be required for the project and the schedule for obtaining them.
- Describe applicant's progress toward completing CEQA review for the project. Provide documentation from the lead agency that they are the lead agency for the project and that discussions have occurred regarding the appropriate level of CEQA review that may be required. If no CEQA review would be required, provide documentation from the lead agency explaining why not. If CEQA approval is completed for the project, provide CEQA documentation. If CEQA approval is not completed, provide documentation and schedule needed to obtain CEQA approval.

5. Project Budget

Maximum Points 40

- Describe how the budget is allocated to the different elements of the proposed project.
- Explain how the proposed project budget provided is consistent with the proposed tasks identified in the Scope of Work.
- Explain why state funds are needed for the project to move forward.
- Explain how the proposed project budget is a cost-effective use of state funds to implement and supports the goals and objectives of the project.
- Identify potential sources of capital to ensure project success.
- Eight points of the 40 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 approximately 5% of the overall score. Proposals will be scored as follows:
 - ALR \$0 - \$49.99 = 8 points
 - ALR \$50 - \$99.99 = 6 points
 - ALR \$100 - \$149.99 = 4 points
 - ALR \$150 or greater = 0 points

6. Match Funding

Maximum Points 10

- Demonstrate the ability and evidence to leverage match funding as follows:
 - 50 - 59.9% applicant's match share = 7 points
 - 60 - 74.9% applicant's match share = 8 points
 - Greater than 75% applicant's match share = 10 points

7. Economic Benefits

Maximum Points 25

- Quantify the direct California jobs that will be created and retained by the project.
- Estimate the state and local tax impacts associated with the project.
- Provide an estimate of the economic benefits to California suppliers, product distributors, and other supply-side businesses supporting the project. Provide a list of California-based suppliers supporting the project.
- Provide 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 (i.e. enterprise zone, enhanced manufacturing area).