**STATE OF CALIFORNIA**

**CONTRACT REQUEST FORM (CRF)**

**CEC-94 (Revised 01/13)**

**California Energy Commission**

---

**A) New Agreement** 300 -15-007 (To be completed by CGL Office)

<table>
<thead>
<tr>
<th>B) Division</th>
<th>Agreement Manager:</th>
<th>MS-</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>ERDD</td>
<td>Joshua Croft</td>
<td>51</td>
<td>916-445-5328</td>
</tr>
</tbody>
</table>

**C) Contractor’s Legal Name**

California Clean Energy Fund dba CalCEF Ventures

**Federal ID Number**

77-0640000

**D) Title of Project**

California Sustainable Energy Entrepreneur Development (CalSEED) Initiative

**E) Term and Amount**

<table>
<thead>
<tr>
<th>Start Date</th>
<th>End Date</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>4/20/2016</td>
<td>3/1/2023</td>
<td>$33,000,000</td>
</tr>
</tbody>
</table>

**F) Business Meeting Information**

- Operational agreement (see CAM Manual for list) to be approved by Executive Director
- ARFVT combines under $75K delegated to Executive Director.

**Proposed Business Meeting Date**

3/9/2016

Consent: N  
Discussion: ☑

**Business Meeting Presenter**

Joshua Croft

**Time Needed:** 5 minutes

Please select one list serve. Select

**Agenda Item Subject and Description**

CALIFORNIA CLEAN ENERGY FUND DBA CALCEF VENTURES. Proposed resolution approving Agreement with CalCEF Ventures for a $33,000,000 contract to develop and manage the California Sustainable Energy Entrepreneur Development (CalSEED) Initiative. The CalSEED Initiative will support the early development of promising new energy concepts that can provide benefits to electric ratepayers in Pacific Gas and Electric, Southern California Edison, and San Diego Gas & Electric service territories. (EPIC funding) Contact: Joshua Croft. (Staff presentation: 5 minutes)

---

**G) California Environmental Quality Act (CEQA) Compliance**

1. **Is Agreement considered a “Project” under CEQA?**
   - ☑ Yes (skip to question 2)
   - ☐ No (complete the following (PRC 21065 and 14 CCR 15378)):

   **Explain why Agreement is not considered a “Project”:**
   Agreement will not cause direct physical change in the environment or a reasonably foreseeable indirect physical change in the environment because

2. **If Agreement is considered a “Project” under CEQA:**
   - ☑ a) Agreement IS exempt. (Attach draft NOE)
     - ☑ Statutory Exemption. List PRC and/or CCR section number: 14 CCR 15262 "Feasibility and Planning Studies"
     - ☑ Categorical Exemption. List CCR section number: 14 CCR 15306 "Information Collection"
     - ☑ Common Sense Exemption. 14 CCR 15061 (b) (3)

   **Explain reason why Agreement is exempt under the above section:**
   This project involves research of promising new energy concepts and development of solicitations based on that research to fund early stage technologies. These early energy concepts are in the infant stages of development and are not yet commercial. In some cases, there is not even a prototype of the technology. This project helps establish the technical merits and commercial potential of promising early stage technologies and establish private sector interest and capital. Funding for awards from the solicitations developed by this project will be subject to approval at a future Energy Commission business meeting. Therefore, this project is exempt under 14 CCR 15262 because the project involves planning studies for possible future actions which the Commission has not yet approved, adopted, or funded. This project is also exempt under 14 CCR 15306 because the project consists of data collection, research, experimental management, and resource evaluation activities that do not lead to a serious or major disturbance to an environmental resource. Additionally, this project is exempt under 14 CCR 15061(b)(3) because there is no possibility that the research and development of solicitations for early state energy concepts may have a significant effect on the environment.

   ☐ b) Agreement IS NOT exempt. (Consult with the legal office to determine next steps.)

   Check all that apply
   - ☑ Environmental Impact Report
   - ☐ Statement of Overriding Considerations
   - ☑ Initial Study
   - ☑ Negative Declaration
   - ☐ Mitigated Negative Declaration
H) List all subcontractors (major and minor) and equipment vendors: (attach additional sheets as necessary)

<table>
<thead>
<tr>
<th>Legal Company Name</th>
<th>Budget</th>
<th>SB</th>
<th>MB</th>
<th>DVBE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lawrence Berkeley National Laboratory</td>
<td>$ 1,010,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Grant Farm, Inc</td>
<td>$ 1,193,976</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Cleantech Open</td>
<td>$ 798,764</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greenlining Institute</td>
<td>$ 267,400</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Energy Excenteran</td>
<td>$ 239,978</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Umberg Zipser LLP</td>
<td>$ 300,465</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Regents of the University of California, Davis</td>
<td>$ 99,500</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Regents of the University of California, San Diego</td>
<td>$ 99,500</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Center for Sustainable Energy</td>
<td>$ 99,500</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

I) List all key partners: (attach additional sheets as necessary)

<table>
<thead>
<tr>
<th>Legal Company Name:</th>
</tr>
</thead>
</table>

J) Budget Information

<table>
<thead>
<tr>
<th>Funding Source</th>
<th>Funding Year of Appropriation</th>
<th>Budget List No.</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPIC</td>
<td>14-15</td>
<td>301.001B</td>
<td>$13,476,562</td>
</tr>
<tr>
<td>EPIC</td>
<td>15-16</td>
<td>301.001C</td>
<td>$13,000,000</td>
</tr>
<tr>
<td>EPIC</td>
<td>15-16</td>
<td>300.001C</td>
<td>$700,964</td>
</tr>
<tr>
<td>EPIC</td>
<td>16-17</td>
<td>300.001D</td>
<td>$1,800,000</td>
</tr>
<tr>
<td>EPIC</td>
<td>16-17</td>
<td>301.001D</td>
<td>$2,000,000</td>
</tr>
<tr>
<td>EPIC</td>
<td>17-18</td>
<td>300.001E</td>
<td>$499,036</td>
</tr>
<tr>
<td>EPIC</td>
<td>17-18</td>
<td>301.001E</td>
<td>$1,523,438</td>
</tr>
</tbody>
</table>

R&D Program Area: EDMFO: EDMF

TOTAL: $33,000,000.00

K) Contractor’s Administrator/ Officer

<table>
<thead>
<tr>
<th>Name: Grace Nitafan</th>
<th>Name: Zarka Popovic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address: 5 3Rd St Ste 900</td>
<td>Address: 5 3Rd St Ste 900</td>
</tr>
<tr>
<td>City, State, Zip: San Francisco, CA 94103-3202</td>
<td>City, State, Zip: San Francisco, CA 94103-3202</td>
</tr>
<tr>
<td>Phone: 415-957-0167</td>
<td>Phone: 415-400-8842</td>
</tr>
<tr>
<td>Fax: -</td>
<td>Fax: -</td>
</tr>
<tr>
<td>E-Mail: <a href="mailto:grace.nitafan@calcef.org">grace.nitafan@calcef.org</a></td>
<td>E-Mail: <a href="mailto:zpopovic@calcef.org">zpopovic@calcef.org</a></td>
</tr>
</tbody>
</table>

L) Selection Process Used

- Solicitation: RFP
  - Solicitation #: RFP-15-305
  - # of Bids: 7
  - Low Bid?: ☑ No ☐ Yes

- Non Competitive Bid (Attach CEC 96)
- Exempt: Select Exemption (see instructions)

M) Contractor Entity Type

- ☑ Private Company (including non-profits)
- ☑ CA State Agency (including UC and CSU)
- ☑ Government Entity (i.e. city, county, federal government, air/water/school district, joint power authorities, university from another state)

N) Is Contractor a certified Small Business (SB), Micro Business (MB) or DVBE?

- ☑ No ☐ Yes

If yes, check appropriate box:
## Civil Service Considerations

- [ ] Not Applicable (Agreement is with a CA State Entity or a membership/co-sponsorship)
- [x] Public Resources Code 25620, et seq., authorizes the Commission to contract for the subject work. (PIER)
- [x] The Services Contracted:
  - [ ] are not available within civil service
  - [ ] cannot be performed satisfactorily by civil service employees
  - [x] are of such a highly specialized or technical nature that the expert knowledge, expertise, and ability are not available through the civil service system.
- [x] The Services are of such an:
  - [x] urgent
  - [x] temporary, or
  - [x] occasional nature
  - [ ] that the delay to implement under civil service would frustrate their very purpose.

**Justification:**
The solicitations are dependent upon scientific breakthroughs, which are difficult to predict if or when they may happen, need to be acted upon quickly, and can occur across a wide variety of scientifically specialized areas. This is in contrast to traditional CEC solicitations that are driven by state policies that identify long-term needs and challenges to meeting the state’s energy goals, which can be planned for far in advance. The contractor is needed on an occasional basis when scientific breakthroughs are identified. The specialized technical expertise needed is difficult to predict and predefine. For example, future scientific breakthroughs in graphene could merit a solicitation focused on advanced materials for energy applications. This solicitation would require an in-depth knowledge of materials science and engineering which may not currently exist in state civil service. Acquiring this expertise in a civil service classification may also take a significant amount of time. The specialized expertise may only be needed on for a short period of time. For example, market conditions or other factors may determine that no other future solicitations are needed to demonstrate the feasibility of energy concepts involving graphene. Because of this, specialized expertise in materials science and engineering would only be needed on a temporary basis.

## Payment Method

- [x] A. Reimbursement in arrears based on:
  - [ ] Itemized Monthly
  - [x] Itemized Quarterly
  - [ ] Flat Rate
  - [ ] One-time
- [ ] B. Advanced Payment
- [ ] C. Other, explain:

## Retention

1. Is Agreement subject to retention? [ ] No [x] Yes
   - If Yes, Will retention be released prior to Agreement termination? [x] No [ ] Yes

## Justification of Rates

This contract was selected through a competitive solicitation process. As part of this competitive solicitation process, 30 percent of the total score is based on the average loaded hourly rate. The score for Average Loaded Hourly Rate is derived from a mathematical cost formula which compares the cumulative average loaded hourly rate of all loaded hourly rates listed in the subject Bidder's Cost Bid, with the cumulative average loaded hourly rate of all loaded hourly rates listed in the Lowest Bidder's cost bid.

## Disabled Veteran Business Enterprise Program (DVBE)

1. [ ] Exempt (Interagency/Other Government Entity)
2. [x] Meets DVBE Requirements
   - DVBE Amount: $300,465.00
   - DVBE %: 3.35
   - Contractor is Certified DVBE
   - Contractor is Subcontracting with a DVBE: Umberg Zipser
3. [ ] Contractor selected through CMAS or MSA with no DVBE participation.
4. [ ] Requesting DVBE Exemption (attach CEC 95)
STATE OF CALIFORNIA  
CONTRACT REQUEST FORM (CRF)  
CEC-94 (Revised 01/13)  

<table>
<thead>
<tr>
<th>1) Miscellaneous Contract Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Will there be Work Authorizations?</td>
</tr>
<tr>
<td>✗ No ☐ Yes</td>
</tr>
<tr>
<td>2. Is the Contractor providing confidential information?</td>
</tr>
<tr>
<td>✗ No ☐ Yes</td>
</tr>
<tr>
<td>3. Is the Contractor going to purchase equipment?</td>
</tr>
<tr>
<td>✗ No ☐ Yes</td>
</tr>
<tr>
<td>4. Check frequency of progress reports</td>
</tr>
<tr>
<td>☐ Monthly ☐ Quarterly ☐</td>
</tr>
<tr>
<td>5. Will a final report be required?</td>
</tr>
<tr>
<td>✗ No ☐ Yes</td>
</tr>
<tr>
<td>6. Is the contract, with amendments, longer than a year? If yes, why?</td>
</tr>
<tr>
<td>✗ No ☐ Yes</td>
</tr>
</tbody>
</table>

The Commission has had a long standing understanding with the Department of General Services giving the Commission blanket authority to execute multi-year contracts for the Commission’s Research, Development, and Demonstration (RD&D) programs. This stems from the fact that RD&D projects do not neatly fit in a short timeframe and allowing longer timeframes supports projects (1) of greater complexity and (2) moving from testing to commercialization, both of which provide greater benefits to Californians.

The proposed contract likewise needs a longer duration to fully realize the benefits of the proposed work. The contractor will support early-level clean energy entrepreneurs through multiple phases of support, with the most promising clean energy entrepreneurs receiving further support as they continue to develop their innovations for the marketplace. Continuity through these multiple phases of support is critical to project success and can only be accomplished with a longer term contract since the first phase of support will itself take a minimum of at least 12 months. Many of the experts used in the first phase of support will also be the experts used for the follow-on support.

<table>
<thead>
<tr>
<th>7) The following items should be attached to this CRF (as applicable)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Exhibit A, Scope of Work</td>
</tr>
<tr>
<td>☐ N/A ☐ Attached</td>
</tr>
<tr>
<td>2. Exhibit B, Budget Detail</td>
</tr>
<tr>
<td>☐ N/A ☐ Attached</td>
</tr>
<tr>
<td>3. CEC 96, NCB Request</td>
</tr>
<tr>
<td>☐ N/A ☐ Attached</td>
</tr>
<tr>
<td>4. CEC 30, Survey of Prior Work</td>
</tr>
<tr>
<td>☐ N/A ☐ Attached</td>
</tr>
<tr>
<td>5. CEC 95, DVBE Exemption Request</td>
</tr>
<tr>
<td>☐ N/A ☐ Attached</td>
</tr>
<tr>
<td>6. CEQA Documentation</td>
</tr>
<tr>
<td>☐ N/A ☐ Attached</td>
</tr>
<tr>
<td>7. Resumes</td>
</tr>
<tr>
<td>☐ N/A ☐ Attached</td>
</tr>
<tr>
<td>8. CEC 105, Questionnaire for Identifying Conflicts</td>
</tr>
<tr>
<td>☐ N/A ☐ Attached</td>
</tr>
</tbody>
</table>
# Exhibit A
## Scope of Work

### Task List

<table>
<thead>
<tr>
<th>Task #</th>
<th>Task Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Contract Management</td>
</tr>
<tr>
<td>2</td>
<td>CalSEED Initiative Plan</td>
</tr>
<tr>
<td>3</td>
<td>Technical Aspects of the CalSEED Initiative</td>
</tr>
<tr>
<td>4</td>
<td>Solicit Applications for Series A CalSEED Funding</td>
</tr>
<tr>
<td>5</td>
<td>Annual Business Plan Competition for Series B</td>
</tr>
<tr>
<td>6</td>
<td>Project Management</td>
</tr>
<tr>
<td>7</td>
<td>Strategic Planning</td>
</tr>
</tbody>
</table>

### Key Words/Terms

<table>
<thead>
<tr>
<th>Word/Term</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>CalSEED</td>
<td>California Sustainable Energy Entrepreneur Development Initiative</td>
</tr>
<tr>
<td>CAM</td>
<td>Commission Agreement Manager, the person designated by the Energy Commission to oversee the performance of a contract resulting from this solicitation and to serve as the main point of contact for the Recipient.</td>
</tr>
<tr>
<td>Contractor</td>
<td>The Bidder who receives a contract from the Energy Commission performs the tasks specified in this Scope of Work under the direction of the Energy Commission’s Agreement Manager (CAM).</td>
</tr>
<tr>
<td>CPUC</td>
<td>California Public Utilities Commission</td>
</tr>
<tr>
<td>DVBE</td>
<td>Disabled Veteran Business Enterprise</td>
</tr>
<tr>
<td>EPIC</td>
<td>Electric Program Investment Charge, the source of funding for the projects awarded under this solicitation</td>
</tr>
<tr>
<td>Energy Commission</td>
<td>California Energy Commission</td>
</tr>
<tr>
<td>GHG</td>
<td>Greenhouse Gas</td>
</tr>
<tr>
<td>Project Manager</td>
<td>The person designated by the bidder to oversee the project and to serve as the main point of contact for the Energy Commission.</td>
</tr>
<tr>
<td>Proposal</td>
<td>Formal written response to this document from Bidder</td>
</tr>
<tr>
<td>Subawardee</td>
<td>The recipient of a subaward.</td>
</tr>
<tr>
<td>Subaward</td>
<td>Funding from CalSEED Series A and Series B</td>
</tr>
<tr>
<td>RFP</td>
<td>Request for Proposal</td>
</tr>
<tr>
<td>State</td>
<td>State of California</td>
</tr>
<tr>
<td>TAC</td>
<td>Technical Advisory Committee</td>
</tr>
<tr>
<td>Technology Readiness Level</td>
<td>Technology Readiness Level (TRL) is a metric used for describing technology maturity.</td>
</tr>
</tbody>
</table>
BACKGROUND/PROBLEM STATEMENT

California’s forward thinking energy policies are driving entrepreneurs and researchers to conceptualize new technological solutions for achieving a cleaner, safer, more affordable and more resilient energy future. For most energy entrepreneurs and researchers to successfully bring their innovations to market, they need multiple rounds of funding over several years. To obtain this sustained, long-term funding – either through private capital and/or large government grants – entrepreneurs and researchers must first demonstrate that their concept is feasible. However, funding opportunities to prove the feasibility of new energy concepts are limited. Early stage concepts are dependent upon scientific breakthroughs, which are difficult to predict if or when they may happen, need to be acted upon quickly, and can occur across a wide variety of scientifically specialized areas. The necessary specialized technical expertise in a wide variety of research fields needed to evaluate early stage concepts is difficult to predict and predefine, and often times the required specialized expertise may only be needed for a short period of time.

The Energy Commission is also committed to ensuring its Research and Development programs reflect the rich and diverse characteristics of California and its people. This includes encouraging greater participation by underrepresented groups, specifically Disabled Veteran Business Enterprises (DVBE’s), small businesses and minority-, women-, and LGBT-owned businesses; as well as encouraging greater geographic representation throughout California.

For purposes of this contract, underrepresented groups include:

- DVBE’s.
- Minority-, women-, and LGBT-owned businesses.
- Small businesses.
- Businesses located in disadvantaged communities as defined by CalEnviroScreen 2.0. (http://oehha.ca.gov/ej/ces2.html)
- Organizations and businesses located in the following geographic locations:
  - San Joaquin Valley (Fresno, Kern, Kings, Madera, Merced, San Joaquin, Stanislaus and Tulare Counties)
  - North State (Colusa, Del Norte, Glenn, Humboldt, Lake, Lassen, Mendocino, Modoc, Plumas, Shasta, Siskyou, Tehema, and Trinity Counties)
  - Inland Empire (Inyo, Riverside, and San Bernardino Counties)

For many of these underrepresented groups, being able to obtain a small funding award will better set them up for future success for larger funding opportunities.

RATEPAYER BENEFITS, TECHNOLOGICAL ADVANCEMENTS, AND BREAKTHROUGHS

California Public Resources Code Section 25711.5(a) requires Electric Program Investment Charge (EPIC)-funded projects to:

- Benefit electricity ratepayers; and
- Lead to technological advancement and breakthroughs to overcome the barriers that prevent the achievement of the state’s statutory energy goals.
Exhibit A
Scope of Work

The California Public Utilities Commission (CPUC) defines “ratepayer benefits” as greater reliability, lower costs, and increased safety. The CPUC has also adopted the following guiding principles as complements to the key principle of electricity ratepayer benefits: societal benefits; Greenhouse Gas (GHG) emissions mitigation and adaptation in the electricity sector at the lowest possible cost; the loading order; low-emission vehicles/transportation; economic development; and efficient use of ratepayer monies.

This contract will fund applied research and development to accelerate the development of new energy concepts that provide the benefits described above. As opposed to other EPIC funding opportunities that focus on the more mature stages of technology development, this contract will address a critical gap in the early technology development phase where small amounts of funding can have a significant impact in bringing new ratepayer-beneficial innovations to market.

GOALS AND OBJECTIVES OF THE CONTRACT

The Contractor will perform the tasks specified in this Scope of Work under the direction of the Commission Agreement Manager (CAM). The CAM will oversee the management and administration of the contract.

The Goals and Objectives of the contract include the following:

- Establishing the technical merits and commercial potential of promising early-stage energy technology concepts that provide the greatest benefits to Investor-Owned Utility (IOU) electric ratepayers. These are technologies with a Technology Readiness Level (TRL) below 5.
- Attracting private sector interest and capital to clean energy innovations supported through the California Sustainable Energy Entrepreneur Development (CalSEED) Initiative.
- Encouraging broad and diverse participation in the CalSEED Initiative from entrepreneurs and researchers throughout California.
- Ensuring a fair, simplified, streamlined, and transparent process for identifying entrepreneurs and researchers to receive support from the CalSEED Initiative.

The CalSEED Initiative will support energy entrepreneurs and researchers at two levels:

**Series A:** Series A will provide support to selected entrepreneurs and researchers to establish the technical feasibility of their promising energy technology concepts. Series A will include up to $150,000 in funding as well as technical consulting and guidance. A combined minimum of $4 million of Series A and Series B support must go to projects from underrepresented groups.

**Series B:** Series B will provide entrepreneurs and researchers whose energy technology concepts show significant commercial promise with additional support, including up to $450,000 in follow-on funding, to further develop their innovations. Only energy concepts that receive Series A funding may be eligible for Series B.

---

1 CPUC “Phase 2” Decision 12-05-037 at page 19, [http://docs.cpuc.ca.gov/PublishedDocs/WORD_PDF/FINAL_DECISION/167664.PDF](http://docs.cpuc.ca.gov/PublishedDocs/WORD_PDF/FINAL_DECISION/167664.PDF).
2 Id. at pp. 19-20.
FORMAT/REPORTING REQUIREMENTS

Deliverables/Reports

When creating reports, the Contractor shall use and follow, unless otherwise instructed in writing by the CAM, the latest version of the Consultant Reports Style Manual published on the Energy Commission’s web site:

http://www.energy.ca.gov/contracts/consultant_reports/index.html

Each final deliverable shall be delivered as one original, reproducible, 8 ½” by 11”, camera-ready master in black ink. Illustrations and graphs shall be sized to fit an 8 ½” by 11” page and readable if printed in black and white.

Electronic File Format

The Contractor shall deliver an electronic copy (CD ROM or memory stick or as otherwise specified by the CAM) of the full text in a compatible version of Microsoft Word (.doc).

The following describes the accepted formats of electronic data and documents provided to the Energy Commission as contract deliverables and establishes the computer platforms, operating systems and software versions that will be required to review and approve all software deliverables.

- Data sets shall be in Microsoft (MS) Access or MS Excel file format.
- PC-based text documents shall be in MS Word file format.
- Documents intended for public distribution shall be in PDF file format, with the native file format provided as well.
- Project management documents shall be in MS Project file format.

Software Application Development

If this scope of work includes any software application development, including but not limited to databases, websites, models, or modeling tools, the Contractor shall utilize the following standard Application Architecture components in compatible versions:

- Microsoft ASP.NET framework (version 3.5 and up) Recommend 4.0
- Microsoft Internet Information Services (IIS), (version 6 and up) Recommend 7.5
- Visual Studio.NET (version 2008 and up) Recommend 2010
- C# Programming Language with Presentation (UI), Business Object and Data Layers
- SQL (Structured Query Language)
- Microsoft SQL Server 2008, Stored Procedures Recommend 2008 R2
- Microsoft SQL Reporting Services Recommend 2008 R2
- XML (external interfaces)

Any exceptions to the Software Application Development requirements above must be approved in writing by the Energy Commission Information Technology Services Branch.
**Exhibit A**

**Scope of Work**

**TASK 1- CONTRACT MANAGEMENT**

The Contractor shall manage a team capable of undertaking all work assignments identified in this Scope of Work. Final assignment of tasks and maximum payment for individual projects will be described in the contract.

All project work performed by the Contractor team shall be directed by and coordinated with Energy Commission staff as designated by the CAM. Work performed by the Contractor or its subcontractors beyond the term end date of the contract will not be reimbursed for payment.

**Task 1.1 Kick-off Meeting**

The goal of this subtask is to establish the lines of communication and procedures for implementing this contract. The meeting will be held in Sacramento, CA and the CAM will designate the specific location. The administrative and technical aspects of this Contract will be discussed at the meeting.

The **administrative portion** of the meeting will include discussion of the following:

- Terms and conditions of the Contract
- Administrative deliverables
- Project meetings and briefings
- Match fund documentation (if applicable)
- Permit documentation (if applicable)
- Subcontracts and
- Any other relevant topics.

The **technical portion** of the meeting will include discussion of the following:

- The CAM’s expectations for accomplishing tasks described in the Scope of Work;
- An updated Project Schedule
- Technical deliverables
- Progress reports and invoices
- Final Report
- Technical Advisory Committee meetings and
- Any other relevant topics.

**The Contractor shall:**

- Attend a “kick-off” meeting with the CAM, the Contracts Officer, and a representative of the Accounting Office.
  - The meeting will be held in person in Sacramento, CA and the CAM will designate the specific location. The Contractor shall include their Project Manager, Contracts Administrator, Accounting Officer, and others designated by the CAM in this meeting. The administrative and technical aspects of this Contract will be discussed at the meeting.
Exhibit A
Scope of Work

• Provide a List of Match Funds, as applicable.
• If necessary, prepare an updated Schedule of Deliverables based on the decisions made in the kick-off meeting.

The CAM shall:
• Arrange the meeting including scheduling the date and time.
• Provide an agenda to all potential meeting participants prior to the kick-off meeting.

Contractor Deliverables:
• An Updated Schedule of Deliverables (if applicable).
• A List of Match Funds (if applicable).

CAM Deliverables:
• Kick-off Meeting Agenda

Task 1.2 Invoices
The goal of this subtask is to ensure that invoices contain all required information and are submitted in the appropriate format.

The Contractor shall:
• Prepare Quarterly Invoices for all reimbursable expenses incurred performing work under this Contract. The Quarterly Invoices must only invoice for activities in compliance with Exhibit B of the Terms and Conditions of the Contract. The Quarterly Invoices must be in the correct format as provided by the CAM.
• In addition, each invoice must document and verify:
  o Energy Commission funds received by California-based entities
  o Energy Commission funds spent in California
  o Match fund expenditures (if applicable).
• Invoices shall be submitted quarterly together with progress reports (task 1.3). Invoices must be submitted to the Energy Commission’s Accounting Office.

Contractor Deliverables:
• Quarterly Invoices

CAM Deliverables:
• Quarterly Invoice Template

Task 1.3 Quarterly Progress Reports
The goal of this subtask is to periodically verify that satisfactory and continued progress is made towards achieving the objectives of this Contract.
Exhibit A
Scope of Work

The Contractor shall:

- Prepare Quarterly Progress Reports that summarize all Contract activities conducted by the Contractor and any subcontractors for the reporting period, including an assessment of the ability to complete the Contract within the current budget and any anticipated cost overruns. The Quarterly Progress Reports must also include a brief summary of all active Series A and Series B projects in a stand-alone section. Each progress report is due within 15 calendar days after the end of the reporting period. The CAM will provide the format for the progress reports.

Contractor Deliverables:

- Quarterly Progress Reports

CAM Deliverables:

- Quarterly Progress Report Format Template

Task 1.4 Manage Subcontractors

The goal of this subtask is to ensure quality products, to enforce subcontractor Contract provisions, and in the event of failure of the subcontractor to satisfactorily perform services, recommend solutions to resolve the problem.

The Contractor shall:

- Manage and coordinate subcontractor activities. The Contractor is responsible for the quality of all subcontractor work. If the Contractor decides to add new subcontractors, Contractor shall 1) comply with the Terms and Conditions of the Contract, and 2) submit Written Notification to the CAM.
- Prepare and submit a Draft Subcontractor Conflict of Interest Policy to ensure that no conflicts of interest exist between subcontractors and subawardees.
- Prepare and submit a Final Subcontractor Conflict of Interest Policy incorporating CAM comments.

Contractor Deliverables:

- Written notification to CAM of subcontractor change
- Subcontractor Conflict of Interest Policy (Draft and Final)

CAM Deliverables:

- Comments on Draft Subcontractor Conflict of Interest Policy

Task 1.5 Project Meetings and Briefings

The goal of this subtask is to determine whether any modifications must be made to the tasks, products, schedule, or budget. Project meetings provide the opportunity for frank discussions between the Energy Commission and the Contractor. As determined by the CAM, discussions may include project status, challenges, successes, findings, project goals and benefits, recommendations, and final report preparation. Participants will include the CAM and the Contractor, and may include the Commission Agreement Officer (CAO) and any other individuals selected by the CAM to provide support to the Energy Commission.
The Contractor shall:

- Attend or participate in program support and project-related meetings or discussions in person or via WebEx or conference call, as requested by the CAM.
- Submit Responses to e-mails or other written communication requests regarding project management status and issues, as requested by the CAM.
- Prepare meeting notes for each Project Meeting that: (1) discusses the progress of the Contract toward achieving its goals and objectives; and (2) includes recommendations and conclusions regarding continued work on the project, as requested by the CAM.
- Submit the meeting notes to the CAM for review and approval.

Deliverables:

- Responses to written requests on project status
- Meeting notes for each Project Meeting

Task 1.6 Technical Advisory Committee (CalSEED-TAC)

The goal of this subtask is to create an advisory committee for this Contract. CalSEED-TAC members will serve at the CAM's discretion. The CalSEED-TAC is anticipated to meet four times per year. The CalSEED-TAC should be composed of diverse professionals representing the following groups:

- California Energy Commission. Representatives from the Energy Commission will co-Chair the Advisory Committee along with the selected Contractor for this contract.
- One representative (four total) from each agreement awarded under GFO-15-306: “Regional Energy Innovation Clusters.” Regional Energy Innovation Cluster awardees will provide and coordinate key services, assistance, resources, and infrastructure needed by entrepreneurs and researchers in the region to successfully develop and commercialize new energy innovations.
- One representative from the contract awarded under RFP-15-304: “Connecting Emerging Energy Technologies and Strategies to Market Needs and Opportunities.” The awardee from this contract will provide market intelligence and analysis, financial expertise, and other tools and resources to increase the market impact of projects funded from the EPIC Program.
- Pacific Gas & Electric.
- San Diego Gas & Electric.
- Southern California Edison.
- U.S. Department of Energy.
- Five to seven technical experts proposed by the Contractor with geographic and organizational diversity.

The purpose of the CalSEED-TAC is to:

- Score proposals and make final recommendations for Series A support (see Task 4).
- Nominate applicants that have received Series A funding to participate in the Business Plan
Exhibit A
Scope of Work

Competition (see Task 5).

- Provide input and recommendations to the Contractor on guidance for recipients of Series A and Series B support. The guidance may include directing recipients to technical experts and cluster services that can best assist them in developing and commercializing their energy concept (See Task 7).

- Provide recommendations to the Contractor on ways to improve the CalSEED Initiative to meet the goals and objectives of the contract (See Task 7).

The Contractor shall:

- Prepare a List of Potential CalSEED-TAC Members that includes the names, companies, physical and electronic addresses, and phone numbers of potential members. The list will be discussed at the Kick-off meeting, and a schedule for recruiting members and holding the first CalSEED-TAC meeting will be developed.

- Recruit 5-7 CalSEED-TAC members. Ensure that each individual understands member obligations and the CalSEED-TAC meeting schedule developed in subtask 1.6.

- Prepare a List of CalSEED-TAC Members once all CalSEED-TAC members have committed to serving on the CalSEED-TAC.

- Submit Documentation of CalSEED-TAC Member Commitment (such as Letters of Acceptance) from each CalSEED-TAC member to the CAM.

- Prepare and submit a CalSEED-TAC Conflict of Interest Policy to ensure that no conflicts of interest exist between CalSEED-TAC members and subawardees.

Deliverables:

- List of Potential CalSEED-TAC Members
- List of CalSEED-TAC Members
- Documentation of CalSEED-TAC Member Commitment
- CalSEED-TAC Conflict of Interest Policy

Task 1.7 Annual Reports

The goal of this subtask is to prepare a written Annual Report that details the current results of the CalSEED Initiative. The Annual Report will include at a minimum the following information:

- Yearly and cumulative information on:
  - Number of applications received
  - Total amount of funds requested
  - Number of projects funded
  - Total amount of funding awarded
  - Summary of the operating budget, including expenditure rates
  - Number of proposals received and total amount requested from underrepresented groups.
Exhibit A
Scope of Work

- For each project that was active or that closed within the last year:
  - Principle Investigator
  - Organization
  - Address and Project Location (if different from address)
  - Status, if applicable, as DVBE, minority-, women-, or LGBT-owned business
  - Funding amount received
  - Technical consulting received (if applicable) including:
    - Description of the services received
    - Name, affiliation and contact information of expert(s) providing the technical consulting services
    - Cost of technical consulting
  - Amount and source of funding used for technical consulting: funding sources are either the 2012-2014 EPIC Investment Plan or the 2015-2017 EPIC Investment Plan (or both)
  - Project Description
  - Description of how the innovation will benefit electric ratepayers in California IOU service territories and lead to technological advancement or breakthroughs to overcome barriers to achieving the state’s statutory energy goals
  - Status update including technical and commercialization milestones achieved such as public and/or private follow-on funding.

The Contractor shall:

- Prepare and submit a Draft Annual Report to the CAM for review and approval. The CAM will provide written comments to the Contractor on the draft report. The Contractor shall review the comments and discuss any concerns regarding the recommended changes with the CAM.

- Prepare and submit the Annual Report, incorporating CAM comments.

Contractor Deliverables:

- Annual Report (Draft and Final)

CAM Deliverables:

- Comments on Draft Annual Report

Task 1.8 Final Report

The goal of this subtask is to prepare a written Final Report that incorporates a comprehensive description of the benefits of the CalSEED Initiative to IOU electric ratepayers. The Final Report shall be prepared in language easily understood by the public or layperson with a limited technical background.

The Final Report must be completed before the termination date of the Contract in accordance with the Schedule of Deliverables.
Exhibit A
Scope of Work

The Final Report shall be a public document. If the Contractor’s work on all or part of this project has obtained confidential status from the Energy Commission, then the Contractor must prepare both a public and a confidential version of the Final Report, and the Contractor shall perform the following subtasks for both the public and confidential versions of the Final Report. When creating the Final Report, the Recipient must use a Style Manual provided by the CAM.

Task 1.8.1 Final Report Outline

The Contractor shall:

- Prepare a Draft Outline of the Final Report.
- Submit the draft outline of the Final Report to the CAM for review and approval. The CAM will provide written comments to the Contractor on the draft outline. The Contractor shall review the comments and discuss any concerns regarding the recommended changes with the CAM.
- Prepare and submit the Final Outline of the Final Report, incorporating the CAM’s comments.

Contractor Deliverables:

- Outline of the Final Report (Draft and Final)

CAM Deliverables:

- Comments on Final Report Outline

Task 1.8.2 Final Report

The Contractor shall:

- Prepare the Draft Final Report for this Contract in accordance with the approved final report outline.
- Submit the draft Final Report for review and comment. The CAM will provide written comments to the Contractor. The Contractor shall review the comments and discuss any issues with the recommended changes with the CAM.
- Prepare and submit the Final Report, incorporating CAM comments.

Deliverables:

- Final Report (Draft and Final)

Task 1.9 Final Meeting

The goal of this subtask is to discuss closeout of this Contract and review the project. The meeting will be held in Sacramento, CA and the CAM will designate the specific location, or via Web-Ex or teleconference. The administrative and technical aspects of Contract closeout will be discussed at the meeting.

The Contractor shall:

- Meet with Energy Commission staff prior to the term end-date of this Contract. This meeting will be attended by the Contractor Project Manager and the CAM. The CAM will determine any additional appropriate meeting participants.
- Present findings, conclusions, and recommended next steps (if any) for the Contract, based on the information included in the Final Report.
Exhibit A
Scope of Work

- Prepare a *Written Document of Meeting Agreements and Unresolved Activities*.
- Prepare a *Schedule for Completing the Closeout Activities* for this Contract, based on determinations made during the meeting.
- Provide *ALL Draft and Final written deliverables provided under this Contract on a CD-ROM or USB memory stick*, organized by the tasks in the Contract.

**Deliverables:**

- Written Documentation of Meeting Agreements and Unresolved Activities
- Schedule for Completing Closeout Activities
- CD-ROM or USB memory stick containing *ALL draft and final written deliverables provided under this Contract*, organized by task

**Task 1.10 Match Funds (If applicable)**

The goal of this subtask is to ensure that the Contractor obtains any match funds planned for this Contract and applies them to the Contract during the Contract term.

While the costs to obtain and document match funds are not reimbursable under this Contract, the Contractor may spend match funds for this task. The Contractor may only spend match funds during the Contract term, either concurrently or prior to the use of Energy Commission funds. Match funds must be identified in writing, and the Contractor must obtain any associated commitments before incurring any costs for which the Contractor will request reimbursement.

**The Contractor shall:**

- If match funds were a part of the proposal that led to the Energy Commission awarding this Contract, prepare a *Match Funds Status Letter* that documents the match funds committed to this Contract and includes:
  - A list of the match funds that identifies:
    - The amount of cash match funds, their source(s) (including a contact name, address, and telephone number), and the task(s) to which the match funds will be applied
    - The amount of each in-kind contribution, a description of the contribution type (e.g., property, services), the documented market or book value, the source (including a contact name, address, and telephone number), and the task(s) to which the match funds will be applied. If the in-kind contribution is equipment or other tangible or real property, the Contractor must identify its owner and provide a contact name, address, telephone number, and the address where the property is located
  - A copy of a letter of commitment from an authorized representative of each source of match funding that the funds or contributions have been secured.
- At the Kick-off meeting, discuss match funds and the impact on the project if they are significantly reduced or not obtained as committed. If applicable, match funds will be included as a line item in the progress reports and will be a topic at project meetings and briefings.
- Provide a *Supplemental Match Funds Notification Letter* to the CAM if receipt of additional match funds is obtained.
Exhibit A
Scope of Work

- Provide a *Match Funds Reduction Notification Letter* to the CAM if existing match funds are reduced during the course of the contract. Reduction of match funds may trigger a project meeting.

**Deliverables:**

- Match Funds Status Letter
- Supplemental Match Funds Notification Letter (if applicable)
- Match Funds Reduction Notification Letter (if applicable)

**TECHNICAL TASKS**

**Task 2 CalSEED Initiative Plan**

The goal of this task is to finalize the CalSEED Initiative Plan submitted in the proposal. This will serve as the strategic and operation plan for the CalSEED Initiative. The plan will describe the procedures, processes, tools and resources that will be used to implement, develop, and manage the CalSEED Initiative in a manner that achieves the Goals and Objectives of the contract.

The Contractor shall:

- Submit the *Draft CalSEED Initiative Plan* submitted in the proposal to the Energy Commission for review and comment.
- Meet with the CAM, and others invited by the CAM, to discuss necessary changes to the plan to ensure it complies with all applicable state laws and rules.
- Submit the *Final CalSEED Initiative Plan* for CAM approval.

**Contractor Deliverables:**

- CalSEED Initiative Plan (Draft and Final)

**CAM Deliverables:**

- Final CalSEED Initiative Plan Approval

**Task 3 Technical Aspects of the CalSEED Initiative**

The goal of this task is to develop and manage the technical aspects of the CalSEED Initiative in accordance with the *CalSEED Initiative Plan*.

The Contractor shall:

- Conduct research on scientific breakthroughs, possible future scientific breakthroughs, and their potential applications to energy for inclusion in the *CalSEED Initiative Application Manual* (See Task 4) as a Summary Analysis of Breakthrough Topics.
- Develop innovative approaches and Marketing Materials to encourage participation in the CalSEED Initiative including by underrepresented groups.
- Develop and maintain the tools and resources identified in the CalSEED Initiative Plan.
- Provide or make available on an as-needed-basis the tools and resources for use by applicants and recipients.
- Develop and update a network of technical experts, complete with a Document of Technical Expert Information that, upon request from the Contractor, will provide:
Exhibit A
Scope of Work

- Independent technical reviews to be used by the CalSEED-TAC in evaluating applications for Series A CalSEED funding
- Technical consulting to recipients of Series A and Series B funding.

- Prepare and submit to the CAM each year a document containing the following information for the technical experts used in the CalSEED Initiative:
  - Name
  - Affiliation
  - Area(s) of expertise
  - Contact information
  - Services provided to the CalSEED Initiative: technical review of proposals, technical consulting.

- Prepare and submit Attestation for System Functionality that affirms the tools and systems described in the CalSEED Initiative Plan are functional.

- Conduct other activities as specified in the final CalSEED Initiative Plan as approved by the CAM.

Deliverables:

- Summary Analysis of Breakthrough Topics
- Marketing Materials
- Document of Technical Expert Information
- Attestation for System Functionality
- Other deliverables as specified in the final CalSEED Initiative Plan as approved by the CAM

Task 4 Solicit Applications for Series A CalSEED Funding

The goal of this task is to conduct up to three solicitations per year for Series A support, including screening applications for eligibility; initiating project evaluation and selection processes; and recommending selected projects for funding to the CAM.

The CAM will direct the contractor to enter into sub-awards with Series A applicant(s) whose projects are approved for funding at an Energy Commission Business Meeting.

The Contractor shall:

- Develop the CalSEED Initiative Manual that communicates the aspects of the CalSEED Initiative necessary for entrepreneurs and researchers to produce quality applications for Series A and Series B funding. This will be a public document that will describe the following to potential applicants:
  - The solicitation release and notification process
  - An intuitive and streamlined application system for applicants
  - The application screening and selection criteria
  - The award recommendation and Energy Commission approval process
  - The process for unsuccessful applicants to request debriefings
  - The contract management process
Exhibit A
Scope of Work

- The services available to entrepreneurs and researchers that receive Series A and Series B funding.

- Create Application Forms for Series A and B funding opportunities.
- Create Scorer and Reviewer Forms for Series A and B funding opportunities.
- Schedule up to three solicitations per year as directed by the CAM.
- Submit Annual Solicitation Schedule(s), up to three solicitations a year.
- Submit a Solicitation Package, including the solicitation and planned outreach materials, for each solicitation.
- Seek approval from the CAM for the solicitation focus areas as each new solicitation is developed, ensuring all solicitations are consistent with the EPIC Triennial Investment Plans and the SEED Initiative Plan. Upon approval of the solicitation package, develop, release, and advertise the solicitation to promote geographically and organizationally diverse applicants in accordance with the process from Task 2.
- Hold a CalSEED-TAC meeting to score proposals and identify recommended projects for each solicitation.
- Recommend projects to the Energy Commission for funding for each solicitation with a CalSEED Series A Project Recommendations Package that includes the following for each project:
  - Principle Investigator
  - Organization
  - Address and Project Location (if different from address)
  - Status, if applicable, as DVBE, minority-, women-, or LGBT-owned business
  - Funding Amount and Source (2012-2014 EPIC Investment Plan or 2015-2017 EPIC Investment Plan)
  - Project Description
  - Description of how the project will benefit California IOU electric ratepayers
  - A sequential identification number
  - A composite score and rank order
  - A funding justification
  - A project scope of work, and schedule
  - A project budget showing all proposed expenditures.

Deliverables:
- CalSEED Initiative Manual (Draft and Final)
- Application Forms (Draft and Final)
- Scorer and Reviewer Forms (Draft and Final)
- Annual Solicitation Schedule(s)
- Solicitation Packages
- CalSEED Series A Project Recommendations Packages
Task 5 Annual Business Plan Competition for Series B

The goal of this task is to plan and conduct Annual Business Plan Competitions. The Business Plan Competition will serve as the mechanism to evaluate which energy concepts that received Series A funding have the greatest commercial potential and merit Series B funding. The Annual Business Plan Competition will culminate in a “pitch fest” to a panel of market experts. This panel of experts will recommend projects for Series B funding. Annual Business Plan Competitions will be held beginning in 2017 through 2021, or until funds are expended.

The CAM will direct the contractor to enter into sub-awards with the Series B applicant(s) whose projects are approved for funding at an Energy Commission Business Meeting.

The Contractor shall:

- Discuss and coordinate the date, location, panel members and format of the Annual Business Plan Competition with the CAM. The Contractor will provide suggestions for review panel members to the CAM and ensure no potential conflict of interests exist between the review panel members and applicants participating in the Business Plan Competition.

- Submit Annual Business Plan Competition Schedule with the date, location, panel members and format of the Annual Business Plan Competition with a credentials summary for each of the review panel members.

- Prepare and submit to the CAM for approval an Annual Business Plan Competition Approval Package for each Annual Business Plan Competition. The Approval Package shall include:
  
  - The Series A recipients selected by the CalSEED-TAC to participate in the upcoming Business Plan Competition (See Task 7)
  - The review panel members for the Business Plan Competition. The review panel will be chosen based on their market expertise
  - The rules and requirements for the Business Plan Competition
  - The date, location and format of the Business Plan Competition
  - Planned outreach materials for advertising the Annual Business Plan Competition.

- Conduct the Annual Business Plan Competitions in accordance with the CalSEED Initiative Plan and the Annual Business Plan Competition Approval Package.

- Hold a CalSEED-TAC Meeting to Finalize Scores for Series B Funding and submit CalSEED-TAC Meeting Minutes to the CAM.

- Prepare and submit to the CAM the CalSEED Series B Project Recommendation Package that includes the following for each project:
  
  - Principle Investigator
  - Organization
  - Address and Project Location (if different from address)
  - Status, if applicable, as DVBE, minority-, women-, or LGBT-owned business
  - Funding Amount and Source (2012-2014 EPIC Investment Plan or 2015-2017 EPIC Investment Plan)
  - Project Description
Exhibit A
Scope of Work

- Description of how the project will benefit California IOU electric ratepayers
- A sequential identification number
- A composite score and rank order
- A funding justification
- A project scope of work, and schedule
- A project budget showing all proposed expenditures.

- Prepare and submit an Annual Business Plan Competition Summary Memo that summarizes the outcome and lessons learned of each Annual Business Plan Competition.

Deliverables:

- Annual Business Plan Competition Schedule
- Annual Business Plan Competition Approval Packages
- CalSEED-TAC Meeting Minutes
- CalSEED Series B Project Recommendation Packages
- Annual Business Plan Competition Summary Memos

Task 6 Project Management

The goal of this task is for the Contractor to manage each project receiving Series A and Series B support from the CalSEED Initiative, providing fiduciary and technical oversight for projects in accordance with the CalSEED Initiative Plan. The Contractor will be the first line of communication with the recipients for all administrative needs.

The Contractor shall:

- Intervene to provide appropriate levels of technical or administrative assistance for projects that encounter problems.
- Prepare and submit to the CAM a Draft Completed Project Summary Template that summarizes the findings, accomplishments, and next steps for each finished subawardee project.
- Prepare and submit to the CAM a Final Completed Project Summary Template incorporating comments from the CAM.
- Provide annual, unless otherwise specified in writing by the CAM, Completed Project Summaries that provide details as outlined in the Final Completed Project Summary Template for each subaward that finishes Series A and Series B projects that year.

Contractor Deliverables:

- Completed Project Summary Template (Draft and Final)
- Completed Project Summaries

CAM Deliverables:

- Comments on Draft Completed Project Summary Template

Task 7 Strategic Planning

The goal of this task is for the CalSEED-TAC to provide strategic guidance on the CalSEED Initiative by participating in annual strategic planning meetings.
Exhibit A
Scope of Work

The Contractor shall:

- Prepare a Project Status Report that includes a project status update for all projects that are currently active or that closed within the last year. The project status update should describe any milestones the recipient has achieved or barriers they have encountered in developing their energy concept.

- Prior to the annual strategic planning meeting, provide each member of the CalSEED-TAC with a copy of the Project Status Report.

- Organize and lead annual strategic planning meetings with the members of the CalSEED-TAC. The purpose of the annual strategic planning meetings is to:
  - Review and discuss technical and non-technical barriers and challenges for projects and identify guidance or assistance that can best help the recipient
  - Solicit input from CalSEED-TAC members on opportunities to improve the CalSEED Initiative
  - Determine which energy concepts that received Series A funding should be nominated for the Annual Business Plan Competition for Series B funding
  - Recommend up to five energy concepts funded through the CalSEED Initiative to be showcased at the Energy Commission’s Annual Forum at a date to be determined.

- Prepare and submit Meeting Minutes from each annual strategic planning meeting.

- Submit to the CAM a Summary of Series A Recipients Participating in The Business Plan Competition.

- Prepare and submit an Updated CalSEED Initiative Plan and Updated CalSEED Initiative Application Manual based on comments received at the strategic planning meeting.

Deliverables:

- Project Status Reports
- Meeting minutes for each Annual Review
- Summary of Series A Recipients Participating in the Business Plan Competition
- Updated CalSEED Initiative Plans, as necessary (Draft and Final)
- Updated CalSEED Initiative Manuals, as necessary (Draft and Final)
## Schedule of Deliverables and Due Dates

<table>
<thead>
<tr>
<th>Task</th>
<th>Deliverable</th>
<th>Due Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>Contract Management</strong></td>
<td></td>
</tr>
</tbody>
</table>
| 1.1  | Contractor Deliverables:  
• Updated schedule of deliverables (if applicable)  
• A list of Match Funds (if applicable)  
CAM Deliverables:  
• Kick-off Meeting Agenda |  
• 1 week following the Kick-off meeting  
• At the Kick-off meeting  
• At least 24 hours prior to the Kick-off meeting |
| 1.2  | Contractor Deliverables:  
• Quarterly Invoices  
CAM Deliverables:  
• Quarterly Invoice Template |  
• Quarterly with Progress Reports  
• At least 2 weeks prior to the first Quarterly Invoice |
| 1.3  | Contractor Deliverables:  
• Quarterly Progress Reports  
CAM Deliverables:  
• Quarterly Progress Report Format Template |  
• Quarterly  
• At least 1 month before the first Quarterly Progress Report |
| 1.4  | Contractor Deliverables:  
• Written notification to CAM of subcontractor change  
• Draft Subcontractor Conflict of Interest Policy  
• Final Subcontractor Conflict of Interest Policy  
CAM Deliverables:  
• Comments on Draft Subcontractor Conflict of Interest Policy |  
• 1 week following the completion of all processes related to subcontractor changes as detailed in the Terms and Conditions  
• 2 Weeks prior to the Kick-off Meeting  
• At the Kick-off Meeting  
• 1 week following the submission by the Contractor of the Draft Subcontractor Conflict of Interest Policy |
| 1.5  | Responses to written requests on project status.  
• Meeting notes for each formal meeting. |  
• As requested by CAM  
• 1 week after each formal meeting |
| 1.6  | List of Potential CalSEED-TAC Members  
List of CalSEED-TAC Members  
Documentation of CalSEED-TAC Member Commitment |  
• At the Kick-off meeting  
• 1 week following the finalization of the CalSEED-TAC  
• 2 weeks following the finalization of the CalSEED-TAC |
### Exhibit A
#### Scope of Work

<table>
<thead>
<tr>
<th>Task</th>
<th>Deliverable</th>
<th>Due Date</th>
</tr>
</thead>
</table>
| 1.7  | • Draft Annual Report  
      | • Annual Report | • Annually starting 1 year from the contract start date  
      | | • 1 month from date Draft Annual Report is submitted |
| 1.8.1 Contractor Deliverables:  
   CAM Deliverables: | • Draft Outline of Final Report  
      | • Final Outline of Final Report  
      | • Comments on Final Report Outline | • 6 months prior to contract end-date  
      | | • 2 days following receipt of CAM approval  
      | | • 1 month after Contractor submission of Draft Outline of Final Report |
| 1.8.2 | • Draft Final Report  
      | • Final Report | • 4 months prior to contract end-date  
      | | • 2 months prior to contract end-date |
| 1.9  | • Written documentation of meeting agreements  
      | • Schedule for completing closeout activities  
      | • CD-ROM or USB memory stick containing all draft and final written deliverables provided under the contract, organized by task. | • 6 months prior to contract end-date  
      | | • 8 months prior to contract end-date  
      | | • 2 months prior to contract end-date |
| 1.10 | • Match Funds Status Letter  
      | • Supplemental Match Funds Notification Letter (if applicable)  
      | • Match Funds Reduction Notification Letter (if applicable) | • Kick-off Meeting  
      | | • Within 2 days of receiving notification of additional funds being matched or being reduced (as applicable). |
| 2    | **CalSEED Initiative Plan**  
      | Contractor Deliverables:  
      | CAM Deliverables: | • 10 days prior to the Kick-off Meeting  
      | • Draft CalSEED Initiative Plan  
      | • Final CalSEED Initiative Plan | • 1 month after the Kick-off Meeting  
      | | • At most 1 month after Contractor submission of Final CalSEED Initiative Plan |
| 3    | **Technical Aspects of the CalSEED Initiative**  
      | • Summary Analysis of Breakthrough Topics report  
      | • Marketing Materials  
      | • Document of Technical Expert Information | • TBD  
      | | • TBD  
      | | • TBD  
      | | • TBD |
# Exhibit A

## Scope of Work

<table>
<thead>
<tr>
<th>Task</th>
<th>Deliverable</th>
<th>Due Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td><strong>Solicit Applications for Series A CalSEED Funding</strong></td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• CalSEED Initiative Manual (Draft and Final)</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• Application Forms (Draft and Final)</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• Scorer and Reviewer Forms (Draft and Final)</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• Annual Solicitation Schedule(s)</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• Solicitation Package</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• CalSEED Series A Project Recommendations Packages</td>
<td>TBD</td>
</tr>
<tr>
<td>5</td>
<td><strong>Annual Business Plan Competition for Series B Funding</strong></td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• Annual Business Plan Competition Schedules</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• Annual Business Plan Competition Approval Packages</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• CalSEED-TAC Meeting Minutes</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• CalSEED Series B Project Recommendation Packages</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>• Annual Business Plan Competition Summary Memos</td>
<td>TBD</td>
</tr>
<tr>
<td>6</td>
<td><strong>Project Management</strong></td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>Contractor Deliverables:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Draft Completed Project Summary Template</td>
<td>2 weeks after CAM submission of Comments on Draft Completed Project Summary Template</td>
</tr>
<tr>
<td></td>
<td>• Final Completed Project Summary Template</td>
<td>TBD, Annually or as directed by the CAM</td>
</tr>
<tr>
<td></td>
<td>• Completed Project Summaries</td>
<td></td>
</tr>
<tr>
<td></td>
<td>CAM Deliverables:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Comments on Draft Completed Project Summary Template</td>
<td>2 weeks after Contractor submission of Draft Completed Project Summary Template</td>
</tr>
<tr>
<td>Task</td>
<td>Deliverable</td>
<td>Due Date</td>
</tr>
<tr>
<td>------</td>
<td>-------------</td>
<td>----------</td>
</tr>
<tr>
<td>7</td>
<td><strong>Strategic Planning</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Project Status Report</td>
<td>• TBD, Annually</td>
</tr>
<tr>
<td></td>
<td>• Meeting minutes for each Annual Review</td>
<td>• TBD, Annually</td>
</tr>
<tr>
<td></td>
<td>• Summary of Series A Recipients Participating in the Business Plan Competition</td>
<td>• Annually</td>
</tr>
<tr>
<td></td>
<td>• Updated CalSEED Initiative Plans (Draft and Final)</td>
<td>• Annually</td>
</tr>
<tr>
<td></td>
<td>• Updated CalSEED Initiative Manuals (Draft and Final)</td>
<td></td>
</tr>
</tbody>
</table>
RESOLUTION NO: 16-0309-11

STATE OF CALIFORNIA

STATE ENERGY RESOURCES
CONSERVATION AND DEVELOPMENT COMMISSION

RESOLUTION - RE: CALIFORNIA CLEAN ENERGY FUND DBA CALCEF VENTURES

RESOLVED, that the State Energy Resources Conservation and Development Commission (Energy Commission) adopts the staff CEQA findings contained in the Agreement or Amendment Request Form (as applicable); and

RESOLVED, that the Energy Commission approves Agreement 300-15-007 with California Clean Energy Fund dba CalCEF Ventures for a $33,000,000 contract to develop and manage the California Sustainable Energy Entrepreneur Development (CalSEED) Initiative. The CalSEED Initiative will support the early development of promising new energy concepts that can provide benefits to electric ratepayers in Pacific Gas and Electric, Southern California Edison, and San Diego Gas & Electric service territories; and

FURTHER BE IT RESOLVED, that the Executive Director or his/her designee shall execute the same on behalf of the Energy Commission.

CERTIFICATION

The undersigned Secretariat to the Commission does hereby certify that the foregoing is a full, true, and correct copy of a Resolution duly and regularly adopted at a meeting of the California Energy Commission held on March 9, 2016.

AYE: [List of Commissioners]
NAY: [List of Commissioners]
ABSENT: [List of Commissioners]
ABSTAIN: [List of Commissioners]

Tiffani Winter,
Secretariat