



STATE OF CALIFORNIA

**GRANT AMENDMENT REQUEST FORM (GARF)**

CEC-277 (Revised 12/2019)

CALIFORNIA ENERGY COMMISSION

Original Agreement # EPC-15-038 Amendment # 2

Division	Agreement Manager:	MS-	Phone
ERDD	Benson Gilbert	51	916-776-0763

Recipient's Legal Name	Federal ID #
California State University, Fresno Foundation	94-6003272

Revisions: (check all that apply)	Additional Requirements
<input checked="" type="checkbox"/> Term Extension New End Date: 3/31/2026	Include revised schedule and complete items A, B, C, & F below.
<input checked="" type="checkbox"/> Budget Augmentation Amendment Amount: \$ 5,000,000	Include revised budget and complete items A, B, C, D, & F below.
<input type="checkbox"/> Budget Reallocation	Include revised budget and complete items A, B, C, & F below.
<input checked="" type="checkbox"/> Scope of Work Revision	Include revised scope of work and complete items A, B, C, E, & F below.
<input type="checkbox"/> Change in Project Location or Demonstration Site	Include revised scope of work and complete items A, B, C, E, & F below.
<input type="checkbox"/> Novation/Name Change of Prime Recipient	Include novation documentation and complete items A, B, C, & F below.
<input type="checkbox"/> Terms and Conditions Modification	Include applicable exhibits with bold/underline/ strikeout and complete items A, B, C, & F below.

**A) Business Meeting Information****Business Meeting approval is not required for the following types of Agreements:**☐ Minor amendments delegated to Executive Director per December 2013 ResolutionProposed Business Meeting Date 6/9/2021 ☐ Consent ☒ Discussion

Business Meeting Presenter Anthony Ng Time Needed: 5 minutes

Please select one list serve. EPIC (Electric Program Investment Charge)

**Agenda Item Subject and Description:**

**California State University, Fresno Foundation.** Proposed resolution approving Amendment 2 to Agreement EPC-15-038 with California State University, Fresno Foundation to augment the budget with \$5,000,000, update the Scope of Work, extend the agreement term by five years, and adopting staff's determination that this project is exempt from CEQA. This amendment will continue and expand the successful Central Valley Regional Energy Innovation Cluster program established under this agreement, allowing the cluster to provide clean energy entrepreneurs with access to a region-wide energy-water-food nexus incubator and commercialization services in California's Central Valley and North State regions that includes technology evaluation, proof-of-concept validation and advisory support as well as



STATE OF CALIFORNIA

**GRANT AMENDMENT REQUEST FORM (GARF)**

CEC-277 (Revised 12/2019)

CALIFORNIA ENERGY COMMISSION

opportunities to connect with investors, industry leaders and potential customers. (EPIC funding) Contact: Anthony Ng.

**B) List all subcontractors (major and minor) and equipment vendors:** (attach additional sheets as necessary)

<b>Legal Company Name:</b>	<b>Budget</b>
Sierra Business Council	\$ 99,900
Humboldt State University Sponsored Programs Foundation	\$ 199,800
California State University, Bakersfield Auxiliary for Sponsored Programs Administration	\$ 124,569
University Enterprises, Inc., d.b.a. Sacramento State Sponsored Research (CSU Sacramento)	\$ 249,900
Chico State Enterprises (CSU Chico)	\$ 199,800
University Corporation at Monterey Bay (CSU Monterey Bay)	\$ 299,886
The Regents of the University of California (Berkeley Campus, School of Law)	\$ 40,000
Humboldt State University Sponsored Programs Foundation (Schatz Energy Research Center)	\$ 200,000
AGH2O	\$ 99,900
Los Angeles Cleantech Incubator	\$ 10,000
Kern Economic Development Corporation	\$ 100,000
Regents of the University of California, Davis (UC Davis)	\$ 499,900
CleanStart, Inc.	\$ 320,000
Build Momentum, d.b.a. Momentum	\$ 49,843
The Regents of the University of California (UC Merced)	\$ 99,900
TBD - Evaluation	\$ 200,000
TBD - Outreach	\$ 50,000

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

<b>Legal Company Name:</b>

**C) Budget Information** (only include amendment amount information)

<b>Funding Source</b>	<b>Funding Year of Appropriation</b>	<b>Budget List Number</b>	<b>Amount</b>
EPIC	20-21	301.001H	\$5,000,000

R&D Program Area: EDMFO: EDMF

TOTAL: \$ 5,000,000

Explanation for "Other" selection

Federal Agreement #:

**D) 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)):

**GRANT AMENDMENT REQUEST FORM (GARF)**

Explain why Agreement is not considered a "Project":

2. If Agreement is considered a "Project" under CEQA:

a) ☒ Agreement **IS** exempt.

☐ Statutory Exemption. List PRC and/or CCR section number:

☒ Categorical Exemption. List CCR section number: Cal. Code Regs., tit. 14, § 15301

☐ Common Sense Exemption. 14 CCR 15061 (b) (3)

Explain reason why Agreement is exempt under the above section: The Energy Commission made CEQA findings pertaining to this project, including a Notice of Exemption filed with OPR, when the project was originally adopted by the Commission on 4/13/2016. The currently-proposed changes will result in no impact to the environment beyond that already considered on 4/13/2016 and do not constitute a substantial change or new information of substantial importance under California Code of Regulations, title 14, section 15162.

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

Check all that apply

☐ Initial Study

☐ Negative Declaration

☐ Mitigated Negative Declaration

☐ Environmental Impact Report

☐ Statement of Overriding Considerations

**E) The following items should be attached to this GARF (as applicable)**

- |   |   |  |
|---|---|--|
| 1. Exhibit A, Scope of Work/Schedule                | <input type="checkbox"/> N/A            | <input checked="" type="checkbox"/> Attached |
| 2. Exhibit B, Budget Detail                         | <input type="checkbox"/> N/A            | <input checked="" type="checkbox"/> Attached |
| 3. CEQA Documentation                               | <input type="checkbox"/> N/A            | <input checked="" type="checkbox"/> Attached |
| 4. Novation Documentation                           | <input checked="" type="checkbox"/> N/A | <input type="checkbox"/> Attached            |
| 5. CEC 105, Questionnaire for Identifying Conflicts |   | <input checked="" type="checkbox"/> Attached |

\_\_\_\_\_  
**Agreement Manager**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Office Manager**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Deputy Director**

\_\_\_\_\_  
**Date**

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

**I. TASK ACRONYM/TERM LISTS**

**A. Task List**

<b>Task #</b>	<b>CPR<sup>1</sup></b>	<b>Task Name</b>
1		General Project Tasks
2		Recruitment and Community Engagement
3		Technology Innovation Evaluation (TIE) and Technical Support Services
4		Facilities and Support Services
5		Acceleration and Advisory Support
6		Cluster Ecosystem Management and Expansion
7		Conduct Central Valley Region Events
8		Marketing and Branding
9	X	Reports and Sustainability Planning
10		Evaluation of Project Benefits
11		Knowledge Transfer Activities

**B. Acronym/Term List**

<b>Acronym/Term</b>	<b>Meaning</b>
ACEE	Advancing and Commercializing Energy Efficiency in California's Industrial, Agricultural, and Water Sector (CEC Program)
BRIDGE	Bringing Rapid Innovation Development to Green Energy (Solicitation/Ecosystem Program under the CEC)
BTV	BlueTechValley
CAM	Commission Agreement Manager
CAO	Commission Agreement Officer
CEC	California Energy Commission
CEO	Chief Executive Officer
Central Valley Region	Counties of: Alpine, Amador, Butte, Calaveras, Colusa, Del Norte, El Dorado, Fresno, Glenn, Humboldt, Inyo, Kern, Kings, Lake, Lassen, Madera, Mariposa, Merced, Modoc, Mono, Monterey, Nevada, Placer, Plumas, Sacramento, San Joaquin, San Benito, San Luis Obispo, Shasta, Sierra, Siskiyou, Stanislaus, Sutter, Tehama, Trinity, Tulare, Tuolumne Yolo, Yuba
Cluster	BlueTechValley Innovation Cluster providing services to the project-defined Central Valley Region covering 39 of California's 58 counties
Cluster Hubs	Created by this Agreement to serve as satellite locations, include California State University campuses at Bakersfield, Chico, Humboldt, Monterey Bay, Fresno, and Sacramento
CPR	Critical Project Review
CRM	Customer Relationship Management

<sup>1</sup> Please see subtask 1.3 in Part III of the Scope of Work (General Project Tasks) for a description of Critical Project Review (CPR) Meetings.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

<b>Acronym/Term</b>	<b>Meaning</b>
EIN	Empower Innovation Network
EPIC	Electric Program Investment Charge
FPIP	Food Production Investment Program (CEC Program)
GHG	Greenhouse Gas
Innovation Cluster	A concentration of interconnected companies, universities, investors, business incubators and business accelerators that stimulate innovative activity by promoting intensive interaction and collaboration, sharing of facilities, competition, and promotion of entrepreneurship
IOU	Investor Owned Utility
RAMP	Realizing Accelerated Manufacturing and Production for Clean Energy Technologies (Solicitation/Ecosystem Program under the CEC)
ROI	Return on Investment
Recipient	California State University, Fresno Foundation
REIC	Regional Energy Innovation Cluster
SBDC	Small Business Development Center
SBIR	Small Business Innovation Research
SEED	Sustainable Energy Entrepreneur Development
SEED-TAC	Sustainable Energy Entrepreneur Development- Technical Advisory Committee
SOW	Scope of Work
STTR	Small Business Technology Transfer
TAC	Technical Advisory Committee
TIE	Technology Innovation Evaluation Program – process used to assess and evaluate the technology of innovators and entrepreneurs.
WET Center	Water, Energy and Technology Center at Fresno State

**II. PURPOSE OF AGREEMENT, PROBLEM/SOLUTION STATEMENT, AND GOALS AND OBJECTIVES**

**A. Purpose of Agreement**

The purpose of this agreement is to further advance the Regional Energy Innovation Cluster in the Central Valley Region. The Recipient, through the Central Valley Energy Innovation Cluster, will provide and coordinate key services, assistance, resources, and infrastructure needed by entrepreneurs and researchers in the region to successfully bring to market energy innovations that can benefit Investor Owned Utility (IOU) electric ratepayers and lead to technological advancement and breakthroughs to overcome the barriers that prevent the achievement of the state's statutory and energy goals.

**B. Problem/ Solution Statement**

**Problem**

California's forward-thinking energy policies are spurring a new wave of entrepreneurs and researchers to conceptualize and develop innovative new solutions for a cleaner, safer, more affordable, more reliable, and more resilient electric grid that benefits the ratepayer. However, the path-to-market for energy entrepreneurs can be long and full of numerous technical and

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

non-technical barriers. Many entrepreneurs lack viable market strategies, grant application experience, business expertise and connections, and a deep understanding of the needs of potential customers. In addition, many are under financial and time constraints and do not have the means to purchase and permit the equipment and facilities needed to develop, test, and provide proof-of-concept of their technologies. An uncoordinated or underdeveloped ecosystem is not conducive for the rate of innovation and commercialization needed to meet California's energy goals.

**Solution**

- Accelerate the rate of innovation and growth of innovation-oriented companies in the energy field by providing support to ventures through access to technical expertise, key business development services, resources, and facilities available through project Hubs and partners and Fresno State's Water, Energy and Technology (WET) Center.
- Continue to develop and expand the Central Valley Region innovation ecosystem and increase participation from stakeholder groups such as investors, corporations/private industry, government agencies, educational institutions, non-profit and trade organizations.
- Maintain a nurturing culture that encourages participation from a diverse community of entrepreneurs attracting local, regional, national, and international companies to the Central Valley to develop ideas and technologies that may hold solutions to energy/water challenges.
- Expand education and outreach efforts to reduce the barriers connecting emerging energy/water technologies to region-specific needs, opportunities, and assets. To focus these efforts on advancing clean energy equity in disadvantaged and low-income communities, tribes, and rural communities where new technologies hold the potential for significant economic impact and public health benefits.
- Deploy a robust technology transfer strategy to disseminate information, knowledge, and expertise regarding applied energy research, development, demonstration, and commercial applications to a broad range of stakeholders and audiences to accelerate innovative energy/water technology awareness and adoption.
- Catalyze effective regional planning, collaboration, and coordination around energy/water innovation that will benefit IOU ratepayers and support local innovators and entrepreneurs including strengthening relationships with the region's researchers, industry partners, and energy hubs; attracting investors and industry partners; securing outside funding sources and grants; Informing policy makers of new technology; and making new technology available to end-users. Brand the BlueTechValley Innovation Cluster as a long-term, sustainable global leader in incubating, accelerating and commercializing innovative technologies at the water-energy nexus.

**C. Goals and Objectives of the Agreement**

**Agreement Goals**

The goals of this Agreement are to:

- Dramatically accelerate the rate of innovation and growth of innovation-oriented companies in the energy field.
- Provide key services, infrastructure, expertise, and resources to energy and water entrepreneurs to successfully deploy and commercialize their innovations.

## **Exhibit A**

### **Scope of Work (Round 2)**

#### **California State University, Fresno Foundation**

- Catalyze effective regional planning, collaboration, and coordination around energy and water innovation that will benefit IOU ratepayers.
- Connect emerging energy and water technologies to region-specific needs, opportunities, and assets including within Disadvantaged Communities (DACs).
- Accelerate the commercialization of technically promising innovations.
- Create a regional ecosystem that attracts local, regional, national, and worldwide entrepreneurs whose ideas and technologies provide solutions to improve energy and water use efficiencies, and other stakeholders benefitting and contributing to a robust innovation ecosystem.

*Create a sustainable model for water and energy entrepreneurial incubation that can be duplicated elsewhere in the region.*

#### **Ratepayer Benefits:**<sup>2</sup>

This Agreement will result in the ratepayer benefits of greater electricity reliability, lower costs, and increased safety by spurring investment, leveraging public and private investment, and accelerating the growth of startup and innovation companies that are developing new technologies for energy. Additionally, improved data and information provided through this Agreement will help increase market adoption of new technologies.

#### **Technological Advancement and Breakthroughs:**<sup>3</sup>

This Agreement will lead to technological advancement and breakthroughs to overcome barriers to the achievement of the State of California's statutory energy goals by supporting the development and commercialization of technological advancements and breakthroughs that overcome barriers to the achievement of the State of California's statutory energy goals by accelerating the rate of technology commercialization in California and by supporting innovators and entrepreneurs by creating links to stakeholders and resources – all while lowering costs and risks associated with energy generation, storage, management and consumption.

#### **Agreement Objectives**

The objectives of this Agreement are to:

- Recruit entrepreneurs that have capabilities, technologies, or products that address one or more priority areas and increase the awareness of the BlueTechValley Innovation Cluster's program results and impact, including creating a mobile outreach and education effort to conduct events across the Central Valley Region.
- Support innovators and entrepreneurs in evaluation and further development of technology products and services and expand the number and quality of resources accessible to innovators and entrepreneurs in the Central Valley Region.
- Access to facilities training, education and other support services for Cluster entrepreneurs and innovators and provide additional commercialization support, in particular for entrepreneurs and innovators located in areas of the Central Valley Region with very limited access to in-person support.

---

<sup>2</sup> California Public Resources Code, Section 25711.5(a) requires projects funded by the Electric Program Investment Charge (EPIC) to result in ratepayer benefits. The California Public Utilities Commission, which established the EPIC in 2011, defines ratepayer benefits as greater reliability, lower costs, and increased safety (See CPUC "Phase 2" Decision 12-05-037 at page 19, May 24, 2012, [http://docs.cpuc.ca.gov/PublishedDocs/WORD\\_PDF/FINAL\\_DECISION/167664.PDF](http://docs.cpuc.ca.gov/PublishedDocs/WORD_PDF/FINAL_DECISION/167664.PDF)).

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Acquire and provide access to energy and water industry and research information, and to provide development support services for commercialization of energy and water innovations in the Central Valley Region.
- Offer a cohort-based accelerator program (Valley Ventures Accelerator) and customized advisory services to ventures who are seeking support with funding, business development and revenue generation.
- Establish and deploy customized advisory services as part of the Cluster's effort to expand the quality of resources and the support system currently available to the Central Valley Region's ventures.
- Expand the access to risk capital opportunities and support to the entrepreneurs and ventures actively pursuing public and private funding.
- Identify, develop, and conduct public events in the Central Valley Region to broadly disseminate emerging clean energy technology and create opportunities for networking between entrepreneurs, investors, industry, end users and academia.

### **III. TASK 1 GENERAL PROJECT TASKS**

#### **PRODUCTS**

##### **Subtask 1.1 Products**

The goal of this subtask is to establish the requirements for submitting project products (e.g., reports, summaries, plans, and presentation materials). Unless otherwise specified by the Commission Agreement Manager (CAM), the Recipient must deliver products as required below by the dates listed in the **Project Schedule (Part V)**. All products submitted which will be viewed by the public, must comply with the accessibility requirements of Section 508 of the federal Rehabilitation Act of 1973, as amended (29 U.S.C. Sec. 794d), and regulations implementing that act as set forth in Part 1194 of Title 36 of the Federal Code of Regulations. All technical tasks should include product(s). Products that require a draft version are indicated by marking “**(draft and final)**” after the product name in the “Products” section of the task/subtask. If “(draft and final)” does not appear after the product name, only a final version of the product is required. With respect to due dates within this Scope of Work, “**days**” means working days.

##### **The Recipient shall:**

###### For products that require a draft version, including the Final Report Outline and Final Report

- Submit all draft products to the CAM for review and comment in accordance with the Project Schedule (Part V). The CAM will provide written comments to the Recipient on the draft product within 15 days of receipt, unless otherwise specified in the task/subtask for which the product is required.
- Consider incorporating all CAM comments into the final product. If the Recipient disagrees with any comment, provide a written response explaining why the comment was not incorporated into the final product.
- Submit the revised product and responses to comments within 10 days of notice by the CAM, unless the CAM specifies a longer time period, or approves a request for additional time.



**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

For products that require a final version only

- Submit the product to the CAM for acceptance. The CAM may request minor revisions or explanations prior to acceptance.

For all products

- Submit all data and documents required as products in accordance with the following:

Instructions for Submitting Electronic Files and Developing Software:

○ **Electronic File Format**

- Submit all data and documents required as products under this Agreement in an electronic file format that is fully editable and compatible with the California Energy Commission's (CEC) software and Microsoft (MS)-operating computing platforms, or with any other format approved by the CAM. Deliver an electronic copy of the full text of any Agreement data and documents in a format specified by the CAM, such as memory stick.

The following describes the accepted formats for electronic data and documents provided to the CEC as products under this Agreement, and establishes the software versions that will be required to review and approve all software products:

- Data sets will be in MS Access or MS Excel file format (version 2007 or later), or any other format approved by the CAM.
- Text documents will be in MS Word file format, version 2007 or later.
- Project management documents will be in Microsoft Project file format, version 2007 or later.

○ **Software Application Development**

Use the following standard Application Architecture components in compatible versions for any software application development required by this Agreement (e.g., databases, models, modeling tools), unless the CAM approves other software applications such as open source programs:

- 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 Electronic File Format requirements above must be approved in writing by the CAM. The CAM will consult with the CEC's Information Technology Services Branch to determine whether the exceptions are allowable.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

**MEETINGS**

**Subtask 1.2 Kick-off Meeting**

The goal of this subtask is to establish the lines of communication and procedures for implementing this Agreement.

**The Recipient shall:**

- Attend a “Kick-off” meeting with the CAM, the Commission Agreement Officer (CAO), and any other CEC staff relevant to the Agreement. The Recipient will bring its Project Manager and any other individuals designated by the CAM to this meeting. The administrative and technical aspects of the Agreement will be discussed at the meeting. Prior to the meeting, the CAM will provide an agenda to all potential meeting participants. The meeting may take place in person or by electronic conferencing (e.g., WebEx), with approval of the CAM.

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

- Terms and conditions of the Agreement;
- Invoicing and auditing procedures;
- Administrative products (subtask 1.1);
- CPR meetings (subtask 1.3);
- Match fund documentation (subtask 1.7);
- Permit documentation (subtask 1.8);
- Subcontracts (subtask 1.9); 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 products (subtask 1.1);
  - Progress reports (subtask 1.5);
  - Final Report (subtask 1.6);
  - Technical Advisory Committee meetings (subtasks 1.10 and 1.11); and
  - Any other relevant topics.
- Provide *Kick-off Meeting Presentation* to include but not limited to:
    - Project overview (i.e. project description, goals and objectives, technical tasks, expected benefits, etc.)
    - Project schedule that identifies milestones
    - List of potential risk factors and hurdles, and mitigation strategy
  - Provide an *Updated Project Schedule*, *Match Funds Status Letter*, and *Permit Status Letter*, as needed to reflect any changes in the documents.

**The CAM shall:**

- Designate the date and location of the meeting.
- Send the Recipient a *Kick-off Meeting Agenda*.

**Recipient Products:**

- Kick-off Meeting Presentation

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Updated Project Schedule (*if applicable*)
- Match Funds Status Letter (subtask 1.7) (*if applicable*)
- Permit Status Letter (subtask 1.8) (*if applicable*)

**CAM Product:**

- Kick-off Meeting Agenda

**Subtask 1.3 Critical Project Review (CPR) Meetings**

The goal of this subtask is to determine if the project should continue to receive CEC funding, and if so whether any modifications must be made to the tasks, products, schedule, or budget. CPR meetings provide the opportunity for frank discussions between the CEC and the Recipient. As determined by the CAM, discussions may include project status, challenges, successes, advisory group findings and recommendations, final report preparation, and progress on technical transfer and production readiness activities (if applicable). Participants will include the CAM and the Recipient and may include the CAO and any other individuals selected by the CAM to provide support to the CEC.

CPR meetings generally take place at key, predetermined points in the Agreement, as determined by the CAM and as shown in the Task List on page 1 of this Exhibit. However, the CAM may schedule additional CPR meetings as necessary. The budget will be reallocated to cover the additional costs borne by the Recipient, but the overall Agreement amount will not increase. CPR meetings generally take place at the CEC, but they may take place at another location, or may be conducted via electronic conferencing (e.g., WebEx) as determined by the CAM.

**The Recipient shall:**

- Prepare and submit a *CPR Report* for each CPR meeting that: (1) discusses the progress of the Agreement toward achieving its goals and objectives; and (2) includes recommendations and conclusions regarding continued work on the project.
- Attend the CPR meeting.
- Present the CPR Report and any other required information at each CPR meeting.

**The CAM shall:**

- Determine the location, date, and time of each CPR meeting with the Recipient's input.
- Send the Recipient a *CPR Agenda* with a list of expected CPR participants in advance of the CPR meeting. If applicable, the agenda will include a discussion of match funding and permits.
- Conduct and make a record of each CPR meeting. Provide the Recipient with a schedule for providing a Progress Determination on continuation of the project.
- Determine whether to continue the project, and if so whether modifications are needed to the tasks, schedule, products, or budget for the remainder of the Agreement. If the CAM concludes that satisfactory progress is not being made, this conclusion will be referred to the Deputy Director of the Energy Research and Development Division.
- Provide the Recipient with a *Progress Determination* on continuation of the project, in accordance with the schedule. The Progress Determination may include a requirement that the Recipient revise one or more products.

**Recipient Products:**

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- CPR Report(s)

**CAM Products:**

- CPR Agenda
- Progress Determination

**Subtask 1.4 Final Meeting**

The goal of this subtask is to complete the closeout of this Agreement.

**The Recipient shall:**

- Meet with CEC staff to present project findings, conclusions, and recommendations. The final meeting must be completed during the closeout of this Agreement. This meeting will be attended by the Recipient and CAM, at a minimum. The meeting may occur in person or by electronic conferencing (e.g., WebEx), with approval of the CAM.

The technical and administrative aspects of Agreement closeout will be discussed at the meeting, which may be divided into two separate meetings at the CAM's discretion.

- The technical portion of the meeting will involve the presentation of findings, conclusions, and recommended next steps (if any) for the Agreement. The CAM will determine the appropriate meeting participants.
- The administrative portion of the meeting will involve a discussion with the CAM and the CAO of the following Agreement closeout items:
  - Disposition of any procured equipment.
  - The CEC's request for specific "generated" data (not already provided in Agreement products).
  - Need to document the Recipient's disclosure of "subject inventions" developed under the Agreement.
  - "Surviving" Agreement provisions such as repayment provisions and confidential products.
  - Final invoicing and release of retention.
- Prepare a *Final Meeting Agreement Summary* that documents any agreement made between the Recipient and Commission staff during the meeting.
- Prepare a *Schedule for Completing Agreement Closeout Activities*.
- Provide copies of *All Final Products* on a USB memory stick, organized by the tasks in the Agreement.

**Products:**

- Final Meeting Agreement Summary (*if applicable*)
- Schedule for Completing Agreement Closeout Activities
- All Final Products

**REPORTS AND INVOICES**

**Subtask 1.5 Progress Reports and Invoices**

The goals of this subtask are to: (1) periodically verify that satisfactory and continued progress is made towards achieving the project objectives of this Agreement; and (2) ensure that invoices contain all required information and are submitted in the appropriate format.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

**The Recipient shall:**

- Submit *Monthly Update(s)* and *Quarterly Progress Report(s)* to the CAM. Each Quarterly Progress Report must:
  - Summarize progress made on all Agreement activities as specified in the scope of work for the preceding month, including accomplishments, problems, milestones, products, schedule, fiscal status, and an assessment of the ability to complete the Agreement within the current budget and any anticipated cost overruns. See the Progress Report Format Attachment for the required specifications.
- Submit a monthly or quarterly *Invoice(s)* that follows the instructions in the “Payment of Funds” section of the terms and conditions, including a financial report on Match Funds and in-state expenditures.

**Products:**

- Monthly Update(s)
- Quarterly Progress Report(s)
- Invoice(s)

**Subtask 1.6 Final Report**

The goal of this subtask is to prepare a comprehensive Final Report that describes the original purpose, approach, results, and conclusions of the work performed under this Agreement. When creating the Final Report Outline and the Final Report, the Recipient must use the CEC Style Manual provided by the CAM.

**Subtask 1.6.1 Final Report Outline**

**The Recipient shall:**

- Prepare a *Final Report Outline* in accordance with the *Energy Commission Style Manual* provided by the CAM.

**Recipient Products:**

- Final Report Outline (draft and final)

**CAM Product:**

- Energy Commission Style Manual
- Comments on Draft Final Report Outline
- Acceptance of Final Report Outline

**Subtask 1.6.2 Final Report**

**The Recipient shall:**

- Prepare a *Final Report* for this Agreement in accordance with the approved Final Report Outline, Energy Commission Style Manual, and Final Report Template provided by the CAM with the following considerations:
  - Ensure that the report includes the following items, in the following order:
    - Cover page (**required**)
    - Credits page on the reverse side of cover with legal disclaimer (**required**)
    - Acknowledgements page (optional)

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Preface (**required**)
- Abstract, keywords, and citation page (**required**)
- Table of Contents (**required**, followed by List of Figures and List of Tables, if needed)
- Executive summary (**required**)
- Body of the report (**required**)
- References (if applicable)
- Glossary/Acronyms (If more than 10 acronyms or abbreviations are used, it is required.)
- Bibliography (if applicable)
- Appendices (if applicable) (Create a separate volume if very large.)
- Attachments (if applicable)
- Submit a draft of the Executive Summary to the TAC for review and comment.
- Develop and submit a *Summary of TAC Comments* received on the Executive Summary. For each comment received, the recipient will identify in the summary the following:
  - Comments the recipient proposes to incorporate.
  - Comments the recipient does propose to incorporate and an explanation for why.
- Submit a draft of the report to the CAM for review and comment. The CAM will provide written comments to the Recipient on the draft product within 15 days of receipt.
- Incorporate all CAM comments into the *Final Report*. If the Recipient disagrees with any comment, provide a *Written Responses to Comments* explaining why the comments were not incorporated into the final product.
- Submit the revised *Final Report* electronically with any Written Responses to Comments within 10 days of receipt of CAM's Written Comments on the Draft Final Report, unless the CAM specifies a longer time period or approves a request for additional time.

**Products:**

- Summary of TAC Comments
- Draft Final Report
- Written Responses to Comments (*if applicable*)
- Final Report

**CAM Product:**

- Written Comments on the Draft Final Report

**MATCH FUNDS, PERMITS, AND SUBCONTRACTS**

**Subtask 1.7 Match Funds**

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

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

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

**The Recipient shall:**

- Prepare a *Match Funds Status Letter* that documents the match funds committed to this Agreement. If no match funds were part of the proposal that led to the CEC awarding this Agreement and none have been identified at the time this Agreement starts, then state this in the letter.

If match funds were a part of the proposal that led to the CEC awarding this Agreement, then provide in the letter:

- 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 Recipient must identify its owner and provide a contact name, address, telephone number, and the address where the property is located.
  - If different from the solicitation application, provide 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 CPR meetings.
- Provide a *Supplemental Match Funds Notification Letter* to the CAM of receipt of additional match funds.
- Provide a *Match Funds Reduction Notification Letter* to the CAM if existing match funds are reduced during the course of the Agreement. Reduction of match funds may trigger a CPR meeting.

**Products:**

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

**Subtask 1.8 Permits**

The goal of this subtask is to obtain all permits required for work completed under this Agreement in advance of the date they are needed to keep the Agreement schedule on track. Permit costs and the expenses associated with obtaining permits are not reimbursable under this Agreement, with the exception of costs incurred by University of California recipients. Permits must be identified and obtained before the Recipient may incur any costs related to the use of the permit(s) for which the Recipient will request reimbursement.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

**The Recipient shall:**

- Prepare a *Permit Status Letter* that documents the permits required to conduct this Agreement. If no permits are required at the start of this Agreement, then state this in the letter. If permits will be required during the course of the Agreement, provide in the letter:
  - A list of the permits that identifies: (1) the type of permit; and (2) the name, address, and telephone number of the permitting jurisdictions or lead agencies.
  - The schedule the Recipient will follow in applying for and obtaining the permits.

The list of permits and the schedule for obtaining them will be discussed at the Kick-off meeting (subtask 1.2), and a timetable for submitting the updated list, schedule, and copies of the permits will be developed. The impact on the project if the permits are not obtained in a timely fashion or are denied will also be discussed. If applicable, permits will be included as a line item in progress reports and will be a topic at CPR meetings.

- If during the course of the Agreement additional permits become necessary, then provide the CAM with an *Updated List of Permits* (including the appropriate information on each permit) and an *Updated Schedule for Acquiring Permits*.
- Send the CAM a *Copy of Each Approved Permit*.
- If during the course of the Agreement permits are not obtained on time or are denied, notify the CAM within 5 days. Either of these events may trigger a CPR meeting.

**Products:**

- Permit Status Letter
- Updated List of Permits (*if applicable*)
- Updated Schedule for Acquiring Permits (*if applicable*)
- Copy of Each Approved Permit (*if applicable*)

**Subtask 1.9 Subcontracts**

The goals of this subtask are to: (1) procure subcontracts required to carry out the tasks under this Agreement; and (2) ensure that the subcontracts are consistent with the terms and conditions of this Agreement.

**The Recipient shall:**

- Manage and coordinate subcontractor activities in accordance with the requirements of this Agreement.
- Incorporate this Agreement by reference into each subcontract.
- Include any required Energy Commission flow-down provisions in each subcontract, in addition to a statement that the terms of this Agreement will prevail if they conflict with the subcontract terms.
- If required by the CAM, submit a draft of each *Subcontract* required to conduct the work under this Agreement.
- Submit a final copy of each executed subcontract.
- Notify and receive written approval from the CAM prior to adding any new subcontractors (see the discussion of subcontractor additions in the terms and conditions).

**Products:**



**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Subcontracts (*draft if required by the CAM*)

**TECHNICAL ADVISORY COMMITTEE**

**Subtask 1.10 Technical Advisory Committee (TAC)**

The goal of this subtask is to create an advisory committee for this Agreement. The TAC should be composed of diverse professionals. The composition will vary depending on interest, availability, and need. TAC members will serve at the CAM's discretion. The purpose of the TAC is to:

- Provide guidance in project direction. The guidance may include scope and methodologies, timing, and coordination with other projects. The guidance may be based on:
  - Technical area expertise;
  - Knowledge of market applications; or
  - Linkages between the agreement work and other past, present, or future projects (both public and private sectors) that TAC members are aware of in a particular area.
- Review products and provide recommendations for needed product adjustments, refinements, or enhancements.
- Evaluate the tangible benefits of the project to the state of California, and provide recommendations as needed to enhance the benefits.
- Provide recommendations regarding information dissemination, market pathways, or commercialization strategies relevant to the project products.
- Help set the project team's goals and contribute to the development and evaluation of its statement of proposed objectives as the project evolves.
- Provide a credible and objective sounding board on the wide range of technical and financial barriers and opportunities.
- Help identify key areas where the project has a competitive advantage, value proposition, or strength upon which to build.
- Advocate, to the extent the TAC members feel is appropriate, on behalf of the project in its effort to build partnerships, governmental support and relationships with a national spectrum of influential leaders.
- Ask probing questions that insure a long-term perspective on decision-making and progress toward the project's strategic goals.

The TAC may be composed of qualified professionals spanning the following types of disciplines:

- Researchers knowledgeable about the project subject matter;
- Members of trades that will apply the results of the project (e.g., designers, engineers, architects, contractors, and trade representatives);
- Public interest market transformation implementers;
- Product developers relevant to the project;
- U.S. Department of Energy research managers, or experts from other federal or state agencies relevant to the project;
- Public interest environmental groups;
- Utility representatives;
- Air district staff; and
- Members of relevant technical society committees.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

**The Recipient shall:**

- Prepare a *List of Potential 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 TAC meeting will be developed.
- Recruit TAC members. Ensure that each individual understands member obligations and the TAC meeting schedule developed in subtask 1.11.
- Prepare a *List of TAC Members* once all TAC members have committed to serving on the TAC.
- Submit *Documentation of TAC Member Commitment* (such as Letters of Acceptance) from each TAC member.

**Products:**

- List of Potential TAC Members
- List of TAC Members
- Documentation of TAC Member Commitment

**Subtask 1.11 TAC Meetings**

The goal of this subtask is for the TAC to provide strategic guidance for the project by participating in regular meetings, which may be held via teleconference.

**The Recipient shall:**

- Discuss the TAC meeting schedule with the CAM at the Kick-off meeting. Determine the number and location of meetings (in-person and via teleconference) in consultation with the CAM.
- Prepare a *TAC Meeting Schedule* that will be presented to the TAC members during recruiting. Revise the schedule after the first TAC meeting to incorporate meeting comments.
- Prepare a *TAC Meeting Agenda* and *TAC Meeting Back-up Materials* for each TAC meeting.
- Organize and lead TAC meetings in accordance with the TAC Meeting Schedule. Changes to the schedule must be pre-approved in writing by the CAM.
- Prepare *TAC Meeting Summaries* that include any recommended resolutions of major TAC issues.

**The TAC shall:**

- Help set the project team's goals and contribute to the development and evaluation of its statement of proposed objectives as the project evolves.
- Provide a credible and objective sounding board on the wide range of technical and financial barriers and opportunities.
- Help identify key areas where the project has a competitive advantage, value proposition, or strength upon which to build.
- Advocate on behalf of the project in its effort to build partnerships, governmental support and relationships with a national spectrum of influential leaders.
- Ask probing questions that insure a long-term perspective on decision-making and progress toward the project's strategic goals.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Review and provide comments to proposed project performance metrics.
- Review and provide comments to proposed project Draft Technology Transfer Plan.

**Products:**

- TAC Meeting Schedule (draft and final)
- TAC Meeting Agendas (draft and final)
- TAC Meeting Back-up Materials
- TAC Meeting Summaries

**Subtask 1.12 Project Performance Metrics**

The goal of this subtask is to finalize key performance targets for the project based on feedback from the TAC and report on final results in achieving those targets. The performance targets should be a combination of scientific, engineering, techno-economic, and/or programmatic metrics that provide the most significant indicator of the research or technology's potential success.

**The Recipient shall:**

- Complete and submit the project performance metrics from the *Initial Project Benefits Questionnaire*, developed in the Evaluation of Project Benefits task, to the CAM.
- Present the draft project performance metrics at the first TAC meeting to solicit input and comments from the TAC members.
- Develop and submit a *TAC Performance Metrics Summary* that summarizes comments received from the TAC members on the proposed project performance metrics. The *TAC Performance Metrics Summary* will identify:
  - TAC comments the Recipient proposes to incorporate into the Initial Project Benefits Questionnaire, developed in the Evaluation of Project Benefits task.
  - TAC comments the Recipient does not propose to incorporate with and explanation why.
- Develop and submit a *Project Performance Metrics Results* document describing the extent to which the Recipient met each of the performance metrics in the *Final Project Benefits Questionnaire*, developed in the Evaluation of Project Benefits task.
- Discuss the *Project Performance Metrics Results* at the Final Meeting.

**Products:**

- TAC Performance Metrics Summary
- Project Performance Metrics Results

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

**II. TECHNICAL TASKS**

**TASK 2: RECRUITMENT AND COMMUNITY ENGAGEMENT**

The goals of this task are to recruit entrepreneurs that have capabilities, technologies, or products that address one or more priority areas (such as clean energy, water, climate change, wildfire mitigation, and decarbonization), to increase the awareness of the BlueTechValley Innovation Cluster's program results and impact, and encourage engagement and involvement from the broader community.

**The Recipient shall:**

- Write the *Recruitment and Community Engagement Chapter* for inclusion in the Central Valley Energy Innovation Cluster Annual Report. The Recruitment and Community Engagement Chapter shall include, but is not limited to:
  - A high-level executive summary of activities performed, and deliverables generated, within this task and its subtasks (if applicable).
  - Lessons learned (if applicable)
  - This deliverable should only be as long as necessary to address the above listed requirements.
  - This deliverable should not disclose any confidential information.

**Products:**

- Recruitment and Community Engagement Chapter (for the Central Valley Energy Innovation Cluster Annual Report)

**Subtask 2.1: Pipeline Development and Recruitment**

The goals of this subtask are to create a strong pipeline of clean energy entrepreneurs and startups and recruit eligible ventures to participate in the Cluster programs with the objective of helping the Central Valley Region overcome its barriers to meeting the state's statutory energy goals.

**The Recipient shall:**

- Develop and execute a strategic *Pipeline Development and Recruitment Plan*.
- Promote and conduct comprehensive business competitions/challenges at hubs to foster entrepreneurial and startup activities focused on EPIC priority areas. The competitions/challenges will guide early-stage companies/teams through the fundamentals of pitch training, business planning and serve as a pipeline for enrollment in more advanced Cluster programs.
- Submit to the CAM, prior to each event a *Business Competition/Challenge Memo* including schedule, information on participants and innovations.
- Assess and recruit relevant participants from regional business plan/challenge competitions to Cluster programs.
- Engage on platforms such as Angel's list and Crunchbase to actively recruit startups with relevant profiles and technologies focused on Cluster priorities.
- Engage hubs and partner personnel to actively engage in local and regional "on-the-ground" activities to recruit Cluster participants. Hubs and partners will utilize their extensive network of member organizations to host outreach and informational events to disseminate information about the Cluster programs and distribute marketing materials.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Identify and connect with organizations and entities in the region that are supporting entrepreneurs and startups with the goal of disseminating information about the Cluster's programs and services and the value of connecting with the ecosystem. Targeted focus will be placed on connecting with organizations in disadvantaged communities or entities that are serving specific minority groups, such as women, veterans, and people of color or other underrepresented groups.
- Maintain a list of organizations and entities in the Cluster region
- Organize collaborations and regional planning around energy innovations that will benefit California ratepayers.
- Participate in conferences, technology competitions and other networking activities as well as connecting with research facilities, national labs, and higher education institutions to recruit and develop a pipeline of potential innovators and entrepreneurs.
- Implement Customer Relationship Management (CRM) system to track and manage pipeline and monitor progress and milestones for entrepreneurs and ventures participating in Cluster programs.

**Products:**

- Pipeline Development and Recruitment Plan
- Business Competition/Challenge Memos

**Subtask 2.2: Mobile Outreach and Education**

The goal of this subtask is to create a mobile outreach and education effort to conduct events across the Central Valley Region.

**The Recipient shall:**

- Build an expo trailer to be used at Cluster events and gatherings in the Central Valley Region. The trailer will fold out into a display and teaching space, with video screens, posters, and hand out material, and will provide classroom style meeting space, powered with renewable technologies.
- Prepare the *Expo Trailer Fabrication Report* that includes, but is not limited to:
  - A high-level executive summary of the trailers design, purpose, function, and features.
  - Details of the trailers design, purpose, function, and features (e.g., trailer drawings, diagrams, etc.)
  - Lessons learned
  - This deliverable should only be as long as necessary to address the above listed requirements.
  - This deliverable should not disclose any confidential information.
- Plan trailers tours and events to attend with a specific focus on reaching communities that traditionally do not travel to participate in clean energy technology events.
- Create and produce videos and educational materials to inspire and encourage the pursuit and deployment of clean technology innovation.
- Organize and conduct regionally focused meetups, workshops, and outreach events to educate the general community and entrepreneurs about clean energy technology trends and opportunities, to connect academia, investors, entrepreneurs, and innovators and to showcase emerging technologies.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Produce podcasts, blogs, and other online content to keep engagement and awareness of Cluster activities visible.
- Write the *Mobile Outreach and Education Section* for the Recruitment and Community Engagement Chapter that will be included in the Central Valley Energy Innovation Cluster Annual Report. The Mobile Outreach and Education Section shall include, but is not limited to:
  - A high-level summary of mobile outreach and education activities and events.
  - This deliverable should not disclose any confidential information.

**Products:**

- Expo Trailer Fabrication Report
- Mobile Outreach and Education Section (for the Central Valley Energy Innovation Cluster Annual Report, within the Recruitment and Community Engagement Chapter)

**TASK 3: TECHNOLOGY INNOVATION EVALUATION (TIE) AND TECHNICAL SUPPORT SERVICES**

The goals of this task are to support innovators and entrepreneurs in evaluation and further development of technology products and services.

**The Recipient shall:**

- Evaluate current Technology Innovation Evaluations (TIEs) process for entrepreneurs and startups with TRL 1-5. Modify the process as needed.
- Produce updated *TIE Process Guide* (previously called the Model TIE Process Guide within the Round 1 SOW) to distribute to Cluster Hubs as a roadmap for developing and implementing the TIE process at their Hub.
- Conduct ongoing process to expand membership on the TIE Committee.
- Select subject matter experts with technical expertise required to evaluate a wide range of technologies with a potential benefit to electric utilities rate payers including (but not limited to) improving grid reliability, increasing safety, lowering consumer costs, reducing greenhouse gas (GHG) emissions.
- Maintain a *TIE Committee Member List* detailing members' areas of expertise and interests to enable easy matching of committee members' skills to particular technologies.
- Conduct TIEs for early stage entrepreneurs and innovators. The evaluations will include a confidential, independent review of the technology, an assessment of the ratepayer benefits, commercial feasibility of the technology, proposed follow up actions for validation and commercialization, and next steps including a summary of key technical support services available.
- Produce a *Quarterly Central Valley Technology Map* highlighting geographical dispersion of entrepreneurs and technology companies throughout the Central Valley Region.
- Write the *TIE and Technical Support Services Chapter* for inclusion in the Central Valley Energy Innovation Cluster Annual Report. The TIE and Technical Support Services Chapter shall include, but is not limited to:
  - A high-level executive summary of activities performed, and deliverables generated, within this task.
  - Lessons learned (if applicable)

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- This deliverable should only be as long as necessary to address the above listed requirements.
- This deliverable should not disclose any confidential information.

**Products:**

- TIE Process Guide
- TIE Committee Member List
- Quarterly Central Valley Technology Map
- TIE and Technical Support Services Chapter (for the Central Valley Energy Innovation Cluster Annual Report)

**TASK 4: FACILITIES AND SUPPORT SERVICES**

The goal of this task is to expand the number and quality of resources accessible to innovators and entrepreneurs in the Central Valley Region.

**The Recipient shall:**

- Write the *Facilities and Support Services Chapter* for inclusion in the Central Valley Energy Innovation Cluster Annual Report. The Facilities and Support Services Chapter shall include, but is not limited to:
  - A high-level executive summary of activities performed, and deliverables generated, within this task and its subtasks (if applicable).
  - Lessons learned (if applicable)
  - This deliverable should only be as long as necessary to address the above listed requirements.
  - This deliverable should not disclose any confidential information.

**Products:**

- Facilities and Support Services Chapter (for the Central Valley Energy Innovation Cluster Annual Report)

**Subtask 4.1: Cluster Facilities and Support Services**

The goal of this subtask is to offer access to facilities, training, education and other support services for Cluster entrepreneurs and innovators.

**The Recipient shall:**

- Provide access to day use of meeting rooms and educational space to entrepreneurs and innovators at the WET Center facilities.
- Develop BlueTechValley commercialization plans for startups (TRL 1-5) to establish a recommended path to follow with periodical check-ins to evaluate milestones, measure progress and identify resources, services and/or facilities available within the region or larger ecosystem. The virtual check in will allow participation from the entire Cluster Region.
- Identify service providers in the Central Valley Region and the other three Cluster regions in California to provide entrepreneurs with targeted services that may help them accomplish their goals faster. Referrals within the Cluster network will maximize the assets and resources available to Cluster participants.
- Promote and support engagement with Empower Innovation Network (EIN) to identify funding opportunities, potential partnerships and more.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Offer legal advice and assistance to entrepreneurs and innovators via access to webinars including Q&A capabilities, office hours, an online legal library and information specifically developed for entrepreneurs, and individualized legal support.
- Provide entrepreneurs with information on grants or funding opportunities from state (CEC, CalSEED, CalTestBed), federal (Department of Energy, ARPA-E, Department of Defense, United States Department of Agriculture, National Science Foundation, Economic Development Administration, Environmental Protection Agency) and private funding sources (Cleantech Open, RocketFund, foundations) that they may qualify for.
- Write a *Cluster Facilities and Support Services Section* for the Facilities and Support Services Chapter that will be included in the Central Valley Energy Innovation Cluster Annual Report. The Cluster Facilities and Support Services Section shall include, but is not limited to:
  - A high-level summary of cluster facilities and support services.
  - This deliverable should not disclose any confidential information.

**Products:**

- Cluster Facilities and Support Services Section (for the Central Valley Energy Innovation Cluster Annual Report, within the Facilities and Support Services Chapter)

**Subtask 4.2: Webinars, Workshops and Online Services**

The goal of this subtask is to provide additional commercialization support, in particular for entrepreneurs and innovators located in areas of the Central Valley Region with very limited access to in-person support.

**The Recipient shall:**

- Hold CEO Crash Course for clean energy entrepreneurs and innovators to jump-start accelerated mentoring and skills development. The event will focus on assessment (value proposition team building), feasibility (market competitor analysis, business model), and execution (financing and customers).
- Submit to the CAM, prior to each event, a *CEO Crash Course Memo* including schedule, curriculum, information on participants and innovations.
- Identify or provide in-person or virtual workshops/webinars on a variety of subjects, including technology financing, corporate engagement, and go-to-market strategies.
- Coordinate, schedule, and produce a monthly webinar ‘fire-side’ chat series featuring water, energy technology experts and technical founders with firsthand startup experience, industry insights, or other subject matter expertise.
- Continue to assist entrepreneurs by updating and maintaining the virtual classroom/resource library with access to recorded webinars, links to resources, training material, and video-on demand content including interviews and business presentations.
- Expand the virtual showcase of innovators and emerging technologies housed on the BlueTechValley Innovation Cluster website.

**Products:**

- CEO Crash Course Memo

**Subtask 4.3: Market Feasibility and Commercialization Research Services**



## **Exhibit A**

### **Scope of Work (Round 2)**

#### **California State University, Fresno Foundation**

The goals of this subtask are to acquire and provide access to energy and water industry and research information, and to provide development support services for commercialization of energy and water innovations in the Central Valley Region.

##### **The Recipient shall:**

- Provide entrepreneurs access to vetted energy and water industry and market data and relevant software and subscription services.
- Create a *List of Entrepreneurs Supported with Services Provided* for the Facilities and Support Services Chapter that will be included in the Central Valley Energy Innovation Cluster Annual Report. The List of Entrepreneurs Supported with Services Provided shall include, but is not limited to:
  - A list of entrepreneurs supported by the program, along with the services provided to the same entrepreneurs.
  - This deliverable should not disclose any confidential information.

##### **Products:**

- List of Entrepreneurs Supported with Services Provided (for the Central Valley Energy Innovation Cluster Annual Report, within the Facilities and Support Services Chapter)

#### **Subtask 4.4: Referrals to Resources within the Central Valley Region Greater Ecosystem**

The goal of this subtask is to leverage the greater entrepreneurial ecosystem as a development mechanism for Cluster entrepreneurs through local, state, and federal resources.

##### **The Recipient shall:**

- Prepare a *Referral Process Guide* that will outline the process for providing referrals to entrepreneurs. The Referral Process Guide is part of the Facilities and Support Services Chapter that will be included in the Central Valley Energy Innovation Cluster Annual Report.
  - This deliverable should not disclose any confidential information.
- Provide referrals for innovation companies in the Central Valley Region to other Regional Clusters (Bay Area, Los Angeles, and San Diego), the California SEED Initiative Program, CalTestBed, Energy Accelerator, and other California Incubation and Acceleration programs in California.
- Identify opportunities and encourage engagement with other resources through the CEC such as the annual Energy Summit, and information webinars for funding solicitations such as ACEE, FPIP, RAMP, BRIDGE and other EPIC solicitations.
- As appropriate, appoint a representative to serve on the Technical Advisory Committee for the SEED Initiative (SEED-TAC), which provides grant funding to energy entrepreneurs and researchers to establish the feasibility of their promising energy technology concepts.

##### **Products:**

- Referral Process Guide (for the Central Valley Energy Innovation Cluster Annual Report, within the Facilities and Support Services Chapter)

#### **TASK 5: ACCELERATION AND ADVISORY SUPPORT**

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

The goals of this task are to offer a cohort-based accelerator program (Valley Ventures Accelerator) and customized advisory services to ventures who are seeking support with funding, business development and revenue generation and who have a market-ready or minimum viable product (TRL 5-9).

**The Recipient shall:**

- Write the *Acceleration and Advisory Support Chapter* for inclusion in the Central Valley Energy Innovation Cluster Annual Report. The Acceleration and Advisory Support Chapter shall include, but is not limited to:
  - A high-level executive summary of activities performed, and deliverables generated, within this task and its subtasks (if applicable).
  - Lessons learned (if applicable)
  - This deliverable should only be as long as necessary to address the above listed requirements.
  - This deliverable should not disclose any confidential information.

**Products:**

- Acceleration and Advisory Support Chapter (for the Central Valley Energy Innovation Cluster Annual Report)

**Subtask 5.1: Acceleration Support Services**

The goal of this subtask is to offer a cohort-based accelerator program (Valley Ventures Accelerator) to entrepreneurs who are seeking support with business development, investment readiness, and growth.

**The Recipient shall:**

- Recruit, review and select ventures to participate in the accelerator program.
- Plan, deliver and manage cohort-based accelerator program focused on business development, investment readiness, and growth to selected ventures.
- Solicit feedback and review from participants after each cohort to evaluate quality of program, speakers and more. Incorporate suggestions in planning of following cohort if reasonable.
- Prepare and submit to the CAM an *Accelerated Entrepreneur Report*, which describes the selection process, selected entrepreneurs, and details of each cohort.

**Products:**

- Accelerated Entrepreneur Report

**Subtask 5.2: Advisory and Mentoring Support Services**

The goal of this subtask is to establish and deploy customized advisory services as part of the Cluster's effort to expand the quality of resources and the support system currently available to the Central Valley Region's ventures.

**The Recipient shall:**

- Establish a management process for providing ventures with highly customized advisory services, including management of expectations and responsibilities, setting milestones, assigning advisors and monitoring progress.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Develop a *Venture Advisory Agreement Template* outlining the services provided by the Cluster and the responsibilities of the venture, agreed milestones and timeline.
  - Template should include a signature block that can be signed electronically.
- Identify, recruit, and deploy Entrepreneurs-in-Residence (consultants) with relevant expertise to serve as a strategic counselor and mentor for accelerated ventures.
- Solicit feedback from program participants at regular intervals to evaluate the quality and accessibility of support services offered.
- Provide individualized advisory services in business development, market analysis and entry, strategy marketing and more, as relevant to cohort ventures with milestones and progress development and monitoring.
- Establish and host a series of informal Founder's Forums for founders and CEO's to engage in spontaneous discussion, collaborative problem solving, and idea generation around topics of interest to the innovator community.

**Products:**

- Venture Advisory Agreement Template (Draft/Final)

**Subtask 5.3: Central Valley Region Annual Impact Report**

The goal of this subtask is to prepare an annual impact report that documents the services provided by the BlueTechValley Innovation Cluster to accelerated entrepreneurs in the Central Valley Region.

**The Recipient shall:**

- Prepare a *Central Valley Region Annual Impact Report* to include the following for each supported organization:
  - Organization's legal name, and location.
  - Name (if available) and description of the innovation and how it 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.
  - Description of the services provided by the Recipient.
  - Technical and commercialization milestones achieved.
  - For companies the Cluster has stopped providing services to, an explanation for the decision.
- Disseminate the reports via the BlueTechValley Innovation Cluster website and social media channels.

**Products:**

- Central Valley Region Annual Impact Report

**TASK 6: CLUSTER ECOSYSTEM MANAGEMENT AND EXPANSION**

The goals of this task are to continue the development and expansion of the Central Valley Region Ecosystem, considering both resources and support, benefitting entrepreneurs and innovators, engagement of new and existing stakeholders and partners and leveraging the ecosystem to cultivate growth in the clean energy sector corresponding to the objectives of the EPIC program.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

**The Recipient shall:**

- Write the *Cluster Ecosystem Management and Expansion Chapter* for inclusion in the Central Valley Energy Innovation Cluster Annual Report. The Cluster Ecosystem Management and Expansion Chapter shall include, but is not limited to:
  - A high-level executive summary of activities performed, and deliverables generated, within this task and its subtasks (if applicable).
  - Lessons learned (if applicable)
  - This deliverable should only be as long as necessary to address the above listed requirements.
  - This deliverable should not disclose any confidential information.

**Products:**

- Cluster Ecosystem Management and Expansion Chapter (for the Central Valley Energy Innovation Cluster Annual Report)

**Subtask 6.1: Cluster Ecosystem Improvement and Management**

The goals of this subtask are to analyze and improve the support services provided by the Central Valley Region Ecosystem. Such improvements will focus on stakeholder and participant engagement, networking, and access to support services by entrepreneurs. This subtask will also focus on reporting for improved management of the Central Valley Region Ecosystem.

**The Recipient shall:**

- Map BlueTechValley Ecosystem's current stakeholders and participants, and create an *Innovation Engagement Plan* outlining the strategic implementation approach to close or narrow identified gaps in the Central Valley Region Ecosystem.
- Finalize and execute the Innovation Engagement Plan, including identifying and establishing engagement goals for each key stakeholder category as each of these groups contributes critical inputs to the region's ecosystem.
- Deliver annual reporting on ecosystem development traction, impact, and outcome.
- Develop a referral process to introduce entrepreneurs to services and programming provided by network partners, industry contacts and investor connections—leveraging the strength of the emerging ecosystem. Investors, corporations, and others will be invited to pitch sessions or act as mentors and advisors. In addition, “match making” will be facilitated between compatible investors, corporations, and startups.
- Continue to build a diverse community including strong engagements with women, minorities, and entrepreneurs of color, veterans, and disadvantaged communities through Access, Representation, Inspiration, Capital, and inclusion.
- Optimize value of the innovation ecosystem with increased access to resources for the startups and the flow of information for the ecosystem's stakeholders.

**Products:**

- Innovation Engagement Plan

**Subtask 6.2: Investment and Funding Support Expansion**

The goals of this subtask are to expand the access to risk capital opportunities and support to the entrepreneurs and ventures actively pursuing public and private funding, as well as providing education on alternative and traditional funding methods and options.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

**The Recipient shall:**

- Coordinate and create working relationships with financial and investment communities, legal associations, local and private consultants, and business groups in the Central Valley Energy Innovation Cluster Region and beyond, to highlight the potential and needs of energy and water innovators and technologies and to connect innovators to potential sources of assistance.
- Cultivate investor relations and increase awareness of investment opportunities in the regional ecosystem. The goal is to identify risk capital investors, such as angels and venture capital groups who have an interest in investing in clean energy technologies. The target list will include regional investors who, in addition to return on investment (ROI), consider local and regional economic development as an added benefit.
- Present investors with access to a targeted and vetted pipeline of startups on an exclusive online platform. The startups will be equipped with relevant investment materials such as pitch deck, financials, growth strategy and more.
- Develop angel investment tool kit to attract first-time investors to invest in cleantech opportunities.
- Build capacity in grant identification, tracking and writing to better support entrepreneurs and leverage existing public capital resources, such as SBIR/STTR, CEC's RAMP and BRIDGE and other EPIC solicitations.
- Identify or produce in-person or virtual capital infusion workshops/webinars covering a wide range of subjects relevant for ventures seeking investment.
- Write an *Investment and Funding Support Expansion Section* for the Cluster Ecosystem Management and Expansion Chapter that will be included in the Central Valley Energy Innovation Cluster Annual Report. The Investment and Funding Support Expansion Section shall include, but is not limited to:
  - A high-level summary of investment and funding support services, and the expansion of these services (if applicable).
  - This deliverable should not disclose any confidential information.

**Products:**

- Investment and Funding Support Expansion Section (for the Central Valley Energy Innovation Cluster Annual Report, within the Cluster Ecosystem Management and Expansion Chapter)

**Subtask 6.3: Cluster Hub Development and Expansion**

The goal of this subtask is to advance the continuum and development of sub-regional ecosystems and expand the access to services and support throughout the extensive Central Valley Region.

**The Recipient shall:**

- Coordinate activities and provide support through advice and best practices, and funding to the Central Valley Region Cluster Hubs.
- In collaboration with the WET Center, establish a Steering Committee made up of all Cluster Hubs. Team building efforts will include discussions about each Cluster Hub's resources, programs and areas of common and specialized skills.
  - Steering committee meeting agendas, minutes and rosters will be attached to required progress reports.
- Support hubs in recruiting innovators and entrepreneurs within their sub-regions.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Submit a *Cluster Hub Outreach Plan Report* to the CAM for comment and approval.
- Deploy interns as needed at hubs to support Cluster goals.
- Identify federal, state, or private funding opportunities for innovation hub development.

**Products:**

- Cluster Hub Outreach Plan Report (Draft/Final)

**TASK 7: CONDUCT CENTRAL VALLEY REGION EVENTS**

The goal of this task is to identify, develop and conduct public events in the Central Valley Region to broadly disseminate emerging clean energy technology and create opportunities for networking between entrepreneurs, investors, industry, end users and academia.

**The Recipient shall:**

- Hold an annual Field Demonstration and Showcase event (in-person or virtual) to promote energy and water innovations to end users and investors.
- Submit to the CAM a *Field Demonstration and Showcase Memo* prior to each annual event including schedule, location, topics, and agenda.
- Submit a *Field Demonstration and Showcase Report* that includes an event summary including the agenda, program, a description of venture participation and attendance.
- Plan and facilitate targeted networking events, by-invite-only events to introduce technology companies to prospective customers, industry partners or investors.
- Organize Quarterly Investor Pitch Nights events, involving coaching of all presenters, practice and feedback sessions.
- Submit a *Quarterly Investor Pitch Nights Summary Report* that includes an event summary with the agenda, lessons learned for event (i.e., what worked, what didn't work), a description of venture participation and attendance.
- Collaborate annually with the Kern Economic Development Corporation to host the annual Kern County Energy Summit to showcase Central Valley Region innovators and technologies.
- Host and manage two (2) Sacramento Technology Showcase bi-annual events, per year, that are open to the public in the Sacramento area to introduce companies and partners in the Central Valley Region and support outreach and education to policy-makers, regulators, public funding agencies and investors. The event will involve 15-30 companies displaying their products and making short presentations to the attendees.
- Submit to the CAM a *Sacramento Technology Showcase Memo* prior to each bi-annual event including schedule, location, topics, and agenda.
- Submit a *Sacramento Technology Showcase Report* that includes an event summary including the agenda, program, a description of venture participation and attendance.
- Write the *Central Valley Region Events* Chapter for inclusion in the Central Valley Energy Innovation Cluster Annual Report. The Central Valley Region Events Chapter shall include, but is not limited to:
  - A high-level executive summary of activities performed, and deliverables generated, within this task.
  - Lessons learned (if applicable)
  - This deliverable should only be as long as necessary to address the above listed requirements.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- This deliverable should not disclose any confidential information.

**Products:**

- Field Demonstration and Showcase Memo
- Field Demonstration and Showcase Report
- Quarterly Investor Pitch Nights Summary Report
- Sacramento Technology Showcase Memo
- Sacramento Technology Showcase Report
- Central Valley Region Events Chapter (for the Central Valley Energy Innovation Cluster Annual Report)

**TASK 8: MARKETING AND BRANDING**

The goal of this task is to brand the BlueTechValley Innovation Cluster as a long-term, sustainable global leader in incubating, accelerating, and commercializing innovative technologies at the water-energy nexus.

**The Recipient shall:**

- Write a *Marketing and Branding Plan* to promote activities and services in the Central Valley Region to attract entrepreneurs and innovators, engage the broader community, and to promote outcomes and successes.
- Continue to expand and maintain the BlueTechValley Innovation Cluster website, social media presence and distribution of newsletter content.
- Research tools and mechanisms to best reach underrepresented groups and individuals.
- Develop marketing campaigns specifically targeted to support incorporating underrepresented entrepreneurs and populations (i.e. people of color, women, veterans, disadvantaged communities) into clean energy benefits, deployment, research, and investment.
- Promote events, competitions, conferences, workshops, and webinars via traditional media, social media, and printed materials.
- Develop printed material and posters to promote and create brand awareness of the BlueTechValley Innovation Cluster.
- Release press notifications announcing new venture successes, accomplishments, investments, and partners. Copies will be included in either the monthly call or quarterly progress report, as appropriate, and as addenda in each year's Central Valley Energy Innovation Cluster Annual Report.
- Develop a *BlueTechValley Innovation Cluster Annual Fact Sheet* highlighting technology companies, economic development outcomes, and investments for use at conferences and outreach events.
- Attend conferences, workshops and other networking and educational events to promote the BlueTechValley Innovation Cluster to entrepreneurs, investors, industry, and other stakeholder audiences. A brief summary of each conference will be submitted to the CAM in *Conference Networking Documentation*.
- Create short *Video Commercials* highlighting successes of entrepreneurs, ventures, and BlueTechValley Innovation Cluster activities for use in a variety of ways including on the web, social media and at conferences.

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Submit *Video Commercial Use Plan* to CAM with the first draft video commercial. The *Video Commercial Use Plan* will contain information about where the videos may be used (e.g. company LinkedIn page, company websites, advertisement space).
- Submit *Video Commercials* to the CAM for comment and approval.
- Write the *Marketing and Branding Chapter* for inclusion in the Central Valley Energy Innovation Cluster Annual Report. The Marketing and Branding Chapter shall include, but is not limited to:
  - A high-level executive summary of activities performed, and deliverables generated, within this task.
  - Lessons learned (if applicable)
  - This deliverable should only be as long as necessary to address the above listed requirements.
  - This deliverable should not disclose any confidential information.

**Products:**

- Marketing and Branding Plan
- BlueTechValley Innovation Cluster Annual Fact Sheet
- Conference Networking Documentation
- Video Commercial Use Plan
- Video Commercials (Draft/Final)
- Marketing and Branding Chapter (for the Central Valley Energy Innovation Cluster Annual Report)

**TASK 9: REPORTS AND SUSTAINABILITY PLANNING**

The goal of this task is to prepare and disseminate information on the BlueTechValley Innovation Cluster including an annual report and sustainability.

**The Recipient shall:**

- Produce annually the *Central Valley Energy Innovation Cluster Annual Report* to include chapters on all tasks and activities in the Project. The Annual Report will be used as an outreach and recruitment tool, explaining and showcasing Project activities, impacts, energy innovators, and technologies. In addition to the previously mentioned requirements, the Annual Report shall include, but is not limited to:
  - A high-level executive summary on all tasks and activities in the Project.
  - This deliverable should only be as long as necessary to address the above listed requirements.
  - This deliverable should not disclose any confidential information.
- Develop and implement the *Central Valley Region Innovation Cluster Sustainability Plan* to catalyze effective regional planning, collaboration, and coordination around energy innovations that will benefit IOU electric ratepayers.
- Prepare the *Round 2, CPR Report #1* and participate in CPR Meeting, per Subtask 1.3.

**Products:**

- Central Valley Energy Innovation Cluster Annual Report (Draft/Final)
- Central Valley Region Innovation Cluster Sustainability Plan
- Round 2, CPR Report #1



**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

**TASK 10: EVALUATION OF PROJECT BENEFITS**

The goal of this task is to report the benefits resulting from this project.

The Recipient shall:

- Complete the *Initial Project Benefits Questionnaire*. The *Initial Project Benefits Questionnaire* shall be initially completed by the Recipient with 'Kick-off' selected for the 'Relevant data collection period' and submitted to the CAM for review and approval.
- Complete the *Annual Survey* by December 15th of each year. The Annual Survey includes but is not limited to the following information:
  - Technology commercialization progress
  - New media and publications
  - Company growth
  - Follow-on funding and awards received
- Complete the *Final Project Benefits Questionnaire*. The *Final Project Benefits Questionnaire* shall be completed by the Recipient with 'Final' selected for the 'Relevant data collection period' and submitted to the CAM for review and approval.
- Respond to CAM questions regarding the questionnaire drafts.
- Complete and update the project profile on the CEC's public online project and recipient directory on the [Energize Innovation website \(www.energizeinnovation.fund\)](http://www.energizeinnovation.fund), and provide *Documentation of Project Profile on EnergizeInnovation.fund*, including the profile link.
- If the Prime Recipient is an Innovation Partner on the project, complete and update the organizational profile on the CEC's public online project and recipient directory on the [Energize Innovation website \(www.energizeinnovation.fund\)](http://www.energizeinnovation.fund), and provide *Documentation of Organization Profile on EnergizeInnovation.fund*, including the profile link.

Products:

- Initial Project Benefits Questionnaire
- Annual Survey(s)
- Final Project Benefits Questionnaire
- Documentation of Project Profile on EnergizeInnovation.fund
- Documentation of Organization Profile on EnergizeInnovation.fund

**TASK 11: KNOWLEDGE TRANSFER ACTIVITIES**

The goal of this task is to ensure the learning that resulted from this project is captured and disseminated so that similar efforts build on the lessons learned.

The Recipient shall:

- Develop and submit a *Project Case Study Plan (Draft/Final)* that outlines how the Recipient will document the planning, commissioning, operation and lessons learned

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

of the energy innovation ecosystem program. The *Project Case Study Plan* should include:

- An outline of the objectives, goals, and activities of the case study.
- The expected impact if that learning is applied to similar future programs.
- The organization that will be conducting the case study and the plan for conducting it.
- A list of professions, practitioners, and stakeholders involved in developing and operating the program.
- Specific activities the recipient will take to ensure the learning that results from the project is disseminated to those professions, practitioners, stakeholders, as well as to the public, including the targeted market sector and potential outreach to end users, utilities, regulatory agencies, and others.
- Presentations/webinars/training events/website postings/press notifications to disseminate the results of the case study.
- This deliverable should only be as long as necessary to address the above listed requirements.
- This deliverable should not disclose any confidential information.
- Present the *Draft Project Case Study Plan* to the TAC for review and comment.
- Develop and submit a *Summary of TAC Comments* that summarizes comments received from the TAC members on the *Draft Project Case Study Plan*. This document will identify:
  - TAC comments the recipient proposes to incorporate into the *Final Project Case Study Plan*.
  - TAC comments the recipient does not propose to incorporate with and explanation why.
- Submit the *Final Project Case Study Plan* to the CAM for approval.
- Execute the *Final Project Case Study Plan* and develop and submit a *Project Case Study (Draft/Final)*. The *Project Case Study* should comply with the requirements provided for the *Final Project Case Study Plan*, along with the following:
  - This deliverable should include a “How To” guide, which if followed would enable the user to recreate a similar energy innovation ecosystem program.
  - This deliverable should only be as long as necessary to address the above listed requirements.
  - This deliverable should not disclose any confidential information.
- When directed by the CAM, develop presentation materials for a CEC- sponsored conference/workshop(s) on the project.
- When directed by the CAM, participate in annual EPIC symposium(s) sponsored by the CEC.
- Provide at least (6) six *High Quality Digital Photographs* (minimum resolution of 1300x500 pixels in landscape ratio) of program activities at the project sites or related project photographs.

**Products:**

- Project Case Study Plan (Draft/Final)
- Summary of TAC Comments

**Exhibit A**  
**Scope of Work (Round 2)**  
**California State University, Fresno Foundation**

- Project Case Study (Draft/Final)
- High Quality Digital Photographs

**IV. PROJECT SCHEDULE (ROUND 2)**

Please see the attached Excel spreadsheet.

STATE OF CALIFORNIA

STATE ENERGY RESOURCES  
CONSERVATION AND DEVELOPMENT COMMISSION

RESOLUTION - RE: CALIFORNIA STATE UNIVERSITY, FRESNO FOUNDATION

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

**RESOLVED**, that the CEC approves Amendment 2 to Agreement EPC-15-038 with California State University, Fresno Foundation to augment the budget with \$5,000,000, update the Scope of Work, extend the agreement term by five years. This amendment will continue and expand the successful Central Valley Regional Energy Innovation Cluster program established under this agreement, allowing the cluster to provide clean energy entrepreneurs with access to a region-wide energy-water-food nexus incubator and commercialization services in California's Central Valley and North State regions that includes technology evaluation, proof-of-concept validation and advisory support as well as opportunities to connect with investors, industry leaders and potential customers; and

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

**CERTIFICATION**

The undersigned Secretariat to the CEC 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 CEC held on June 9, 2021.

AYE:

NAY:

ABSENT:

ABSTAIN:

---

Patricia Carlos  
Secretariat