GFO-20-601 Pre-Application Workshop

Blueprints for MD/HD ZEVs and ZEV Infrastructure

Fuels and Transportation Division

Katie Herter
July 28, 2020
California Energy Commission
Housekeeping

• Muting on Zoom
• Zoom recording
• Questions & Answers
• Updates on solicitation documents including this presentation will be posted at the Grant Funding Opportunity’s webpage: https://www.energy.ca.gov/solicitations/2020-07/gfo-20-601-blueprints-medium-and-heavy-duty-zero-emission-vehicle
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<tr>
<td>10:00 am</td>
<td>Welcome and Introductions</td>
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<tr>
<td>10:05 am</td>
<td>Solicitation Background</td>
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<td>• Clean Transportation Program</td>
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<td>• Purpose of Solicitation</td>
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<td>• Available Funding</td>
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<td>10:25 am</td>
<td>Application Requirements</td>
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<td>• Submission Process</td>
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<td>11:00 am</td>
<td>Q&amp;As</td>
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<td>12:00 pm</td>
<td>Adjourn</td>
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The California Energy Commission (CEC) adopted a resolution strengthening its commitment to diversity in our funding programs. The CEC continues to encourage disadvantaged and underrepresented businesses and communities to engage in and benefit from our many programs.

To meet this commitment, CEC staff conducts outreach efforts and activities to:

- Engage with disadvantaged and underrepresented groups throughout the state.
- Notify potential new Applicants about the CEC’s funding opportunities.
- Assist Applicants in understanding how to apply for funding from the CEC’s programs.
- Survey participants to measure progress in diversity outreach efforts.
We Want to Hear From You!

One Minute Survey

The information supplied will be used for public reporting purposes to display anonymous overall attendance of diverse groups.

• Please use this link to the survey: https://forms.office.com/Pages/ResponsePage.aspx?id=RBI6rPQT9k6NG7qicUgZTOxLoNHYLs9Fs9nLlfXVBrxUME02OVFLM0xKNjBER0I5STBJM1Q0SDNlWC4u

Thanks!
Empower Innovation strives to accelerate your clean tech journey with easy access to funding opportunities from the CEC and other funding providers, curated resources and events, and connections to people and organizations.

FIND A PARTNER
Announce your interest in this funding opportunity and message other interested parties to find potential partners.

RESOURCES & TOOLS
Browse the collection of resources for clean tech innovators including Resource Libraries, Funding Sources, Tools, and Databases.

To connect with others for this GFO please go to this link: https://www.empowerinnovation.net/en/custom/funding/view/13851

Please direct questions for the Empower Innovation platform to: https://www.empowerinnovation.net/en/contact_us
This solicitation will award projects funded by the **Clean Transportation Program**

- Formerly known as the Alternative and Renewable Fuel and Vehicle Technology Program

- Established by Assembly Bill 118 (Nunez, 2007)

- Has an annual budget of approximately $100 million

- Extended to January 1, 2024 by Assembly Bill 8 (Perea, 2013)
“...to develop and deploy innovative technologies that transform California’s fuel and vehicle types to help attain the state’s climate change policies.”

- California Health and Safety Code 44272(a)

Complementary goals:

- Improve air quality.
- Investments in low-income and disadvantaged communities.
- Promote economic development.
- Increase alternative fuel use.
- Reduce petroleum dependence.
Policy Drivers

• **AB 32**: reduce GHG emissions to 1990 levels by 2020.

• **SB 32**: reduce statewide GHG emissions to 40% below the 1990 levels by 2030.

• **SB 100**: requires that 60% of California’s electricity be powered by renewable & zero-carbon sources by 2030 and 100 % by 2045.

• **Senate Bill 1275; Executive Order B-16-2012; Executive Order B-48-18**: Infrastructure to accommodate 1 million electric vehicles by 2020, etc.

• **Executive Order B-32-15**: Improve freight efficiency and transition freight movement to zero-emission technologies.
The purpose of this solicitation is to accelerate the deployment of medium- and heavy-duty (MD/HD) zero-emission vehicles (ZEVs) and ZEV infrastructure with a holistic and futuristic view of transportation planning.
• A total of $3 million is available for awards for this solicitation.
• Projects are eligible for up to 100% of the total project costs or $200,000, whichever is less.
• Funds must be used to develop or expand on a MD/HD ZEV blueprint planning document.
• A minimum of $1 million of total funds available under this solicitation will be set aside for public entities.
Eligible Applicants

• This solicitation is open to all public and private entities.

• Eligible entities must have a role in the development, planning, permitting, or oversight of the planned MD/HD ZEVs and/or ZEV infrastructure.

• Applicants must accept the Clean Transportation Program Terms and Conditions, without negotiation.

• Applicants are required to register with the California Secretary of State and be in good standing to enter into an agreement with the CEC: http://www.sos.ca.gov
Projects must, at a minimum:

• Be located in California and include only geographic regions within California.

• Build upon, but not be duplicative of previous planning efforts funded through the CEC.

• Be comprehensive and implementable to assist fleets in the complete transition to MD/HD zero-emission vehicles and infrastructure.

• Identify electric charging and/or hydrogen refueling requirements needed for the planned transition to or acquisition of MD/HD vehicles.
The blueprint should also:

- Identify the actions and milestones needed for implementation of MD/HD ZEVs and ZEV charging or refueling infrastructure.
- Minimize the risks and uncertainties surrounding the design, permitting, planning, and financing of ZEV infrastructure network through engagement.
- Analyze the combination of technologies and systems that potentially offer the best mix of economic, environmental, and technical performance specific to the project/region.
The blueprint should also:

- Document actions or steps already adopted by the local jurisdiction and the impact of those actions or steps on the development of MD/HD ZEV infrastructure.

- Identify steps already taken or that will need to be taken in order to ensure a safety plan is in place for needed hydrogen refueling infrastructure.
  - This may include, but is not limited to, coordination with the Pacific Northwest National Laboratory’s or the Center for Hydrogen Safety’s Hydrogen Safety Panel.
The blueprint should also:

• Identify analytical tools, software applications, and data needed to improve future MD/HD ZEV infrastructure planning activities.

• Identify each task or area of responsibility required of the project partners and stakeholder groups to develop a replicable approach for other fleets transitioning to zero-emission.
The blueprint should also:

- Develop an outreach strategy tailored to local community, supported by education and outreach materials appropriate for potentially affected residents, in the languages needed for the community, to educate on the planning efforts and potential future impacts.

- Work with community colleges, community-based organizations (CBOs) and community leaders to develop workforce development strategies that will enable training, education, and readiness for the local community workforce to obtain the requisite knowledge, skills, and ability to develop, support, and maintain the MD/HD ZEV fleets.
The blueprint should also:

• Summarize the types of jobs that will be created for the local community.

• Identify goals to reduce greenhouse gas (GHG) emissions, criteria air pollutants, and toxic air contaminants for the region, and the emitters at the local level that would need to be targeted.
The blueprint should also:

- Identify the benefits that would accrue to disadvantaged communities (DACs), low-income communities, priority populations, and/or tribal lands to the maximum extent possible. Address health and safety, access and education, financial benefits, economic development, and consumer protection.
Eligible Project Costs

- Costs incurred must be for the development of a MD/HD ZEV infrastructure blueprint planning document.
- *Note:* Reimbursable costs incurred prior to executing an agreement will not be reimbursed by the CEC.
• There are no match funding requirements for blueprint projects awarded under this solicitation.
Each Applicant must complete and include the following:

<table>
<thead>
<tr>
<th>Application Form (Attachment 1)</th>
<th>Contact List (Attachment 6)</th>
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<tbody>
<tr>
<td>Project Narrative</td>
<td>Letters of Support/Commitment</td>
</tr>
<tr>
<td>Scope of Work (Attachment 2)</td>
<td>Local Health Impacts Form (Attachment 7)</td>
</tr>
<tr>
<td>Schedule of Products and Due Dates</td>
<td>Past Performance Reference Form (Attachment 9)</td>
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<td>(Attachment 4)</td>
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<td>Budget Forms (Attachment 5)</td>
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• Applicants must include a completed Application Form which describes project eligibility and project proposal.
• The narrative must include a table of contents and provide:
  – A detailed description of the proposed project,
  – Operational goals and objectives,
  – The project approach and how tasks will be implemented through the proposed Scope of Work (Attachment 2),
  – How the project benefits DACs, low-income communities, priority populations, and/or tribal lands.

• Applicants must address the scoring criteria described in Section IV.E
Scope of Work (Attachment 2):

• Tell us exactly what you are proposing to do in your project.
• Identify what will be delivered to the CEC.
• Be sure to include in the technical tasks:
  – At least one product deliverable per task.
  – Address requirements in Section II.B. under Project Requirements.

Schedule of Products and Due Dates (Attachment 4):

– Product deliverables that correspond with the Scope of Work.
– Realistic dates on when product deliverables can be completed.
• Identify how CEC funds will be spent to complete the project.
• All reimbursable costs must be incurred within the approved term of the funding agreement.
Applicants must include a completed Contact List (Attachment 6) by including the appropriate points of contact for the Applicant.

The CEC will complete the CEC points of contact during agreement development.
• Follow guidelines provided for commitment and support letters.
  – Commitment letters are required for entities or individuals that are committing match funding, testing/demonstration sites, including the Prime.
  – Support letters describe a project stakeholder’s interest or involvement in the project.
• Any project partners that will make contributions to the project must submit a commitment letter.
• Limit of two pages per letter.
Applicants must complete and submit a Local Health Impacts Information Form (Attachment 7).

The CEC requires this information to assist in developing and publishing a localized health impacts report.
Past Performance Reference Form (Attachment 9)

- Provide references for grants received by the Applicant or team in the last 10 years, or for similar or related types of projects completed in the last 10 years.

- References may be contacted by CEC staff.

- Applicants should fill out a separate Past Performance Reference Form for each reference addressed in the Project Narrative.
Administrative Screening Process

1. CEC staff screens applications per criteria in Section IV.A.2.

2. Criteria are evaluated on a pass/fail basis.

3. Applicants must pass ALL administrative & technical screening criteria, or the application shall be disqualified and eliminated from further evaluation.
How will my Application be Evaluated?
Application Screening

Technical Screening Criteria

1. The Applicant is an eligible Applicant.
2. The project is an eligible project.
3. The project meets the minimum match share requirements, if any.
4. The Applicant passes the past performance screening criterion.
Applicant Past Performance with the CEC (Pass/Fail)

1. CEC staff will screen applications per criteria in Section IV.A.4.
2. Applicant must pass this screening criterion to be eligible to be scored under the evaluation criteria.
3. The Applicant—defined as at least one of the following: the business, principal investigator, or lead individual acting on behalf of themselves—received funds from the CEC (e.g., contract, grant, or loan) and entered into an agreement(s) with the CEC within the last 10 years and demonstrated severe performance issues characterized by significant negative outcomes.
How will my Application be Evaluated?

Application Scoring

- Evaluation Committee applies the scoring scale to the evaluation criteria.
- Applications must obtain a minimum passing score of 70 points in order to be considered for funding.
- Review Section IV of the manual and ensure the application provides a clear and complete response to each evaluation criteria.

<table>
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<tr>
<th>Scoring Criteria</th>
<th>Maximum Points</th>
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<tr>
<td>1. Team Experience and Qualifications</td>
<td>25</td>
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<tr>
<td>2. Project Readiness and Implementation</td>
<td>25</td>
</tr>
<tr>
<td>3. Project Budget</td>
<td>15</td>
</tr>
<tr>
<td>4. Outreach and Economic Benefits</td>
<td>15</td>
</tr>
<tr>
<td>5. Innovation and Sustainability</td>
<td>20</td>
</tr>
<tr>
<td>Total Points Possible</td>
<td>100</td>
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Minimum Points to Pass 70
• Preferred method of delivery is the CEC’s Grant Solicitation System, available at: https://gss.energy.ca.gov/

• Electronic files must be in Microsoft Office Word (.doc, .docx) and Excel (.xls, .xlsx) formats, unless originally provided in the solicitation in another format.

• Until further notice, any requirement in CEC contract, grant, and loan solicitations to provide a signature is waived (even if it is in the screening criteria). No signature, even electronic, is necessary.
  – https://www.energy.ca.gov/funding-opportunities/solicitations

• First-time users must register as a new user to access system.
• Due to COVID-19, hard copy submissions will only be accepted via U.S. Mail, FedEx, or UPS.

• By the due date and time listed, submit applications with all attachments in the order specified in Section III of the manual.

• Application documents should meet formatting requirements, page limits, and number of copies specified.

• Provide one hard copy and one electronic copy (USB stick) containing electronic files of the application.

• Electronic files submitted via e-mail and FAX transmissions will not be accepted.

• In order to be consistent with orders and recommendations from state and local officials to encourage physical distancing to slow the spread of COVID-19, in-person delivery of applications will NOT be allowed.
### Key Activities and Dates

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<tr>
<th>Activity</th>
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<tr>
<td>Solicitation Release</td>
<td>July 14, 2020</td>
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<tr>
<td>Pre-Application Workshop</td>
<td>July 28, 2020 at 10 am</td>
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<tr>
<td><strong>Deadline for Written Questions</strong></td>
<td><strong>August 7, 2020 at 5:00 PM</strong></td>
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<tr>
<td>Anticipated Distribution of Questions and Answers</td>
<td>August 21, 2020</td>
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<tr>
<td><strong>Deadline to Submit Applications</strong></td>
<td><strong>September 17, 2020 at 5:00 PM</strong></td>
</tr>
<tr>
<td>Anticipated Notice of Proposed Award Posting</td>
<td>October 2020</td>
</tr>
<tr>
<td>Anticipated CEC Business Meeting</td>
<td>December 2020</td>
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Updates on solicitation documents will be posted at the [GFO webpage](https://www.energy.ca.gov/solicitations/2020-07/gfo-20-601-blueprints-medium-and-heavy-duty-zero-emission-vehicle):
Questions and Answers

Three ways to ask questions:

1. **Use the raise hand function in Zoom:**
   - Zoom Phone Controls:
     - *6 - Toggle mute/unmute.
     - *9 - Raise hand.
   - Please introduce yourself by stating your name and affiliation.
   - Keep questions under 3 minutes to allow time for others.

2. **Type questions in the Q&A Box in Zoom:**
   - Please provide name and affiliation.

3. **Submit written questions:**
   - Send written questions to Douglas.Harvey@energy.ca.gov no later than August 7, 2020 5:00 PM PST.

Note that an official CEC response will be provided in writing and posted on the GFO webpage in approximately two weeks.
Additional Questions

Please send all questions related to GFO-20-601 to:

Douglas Harvey
Commission Agreement Officer
1516 Ninth Street, MS-18
Sacramento, California 95814
(916) 654-4747
Douglas.Harvey@energy.ca.gov

Deadline to submit questions: Friday, August 7, 2020 5:00 PM
Deadline to submit applications: Thursday, September 17, 2020 5:00 PM