

GFO-20-603 Pre-Application Workshop

Block Grant for Medium-Duty and Heavy-Duty
Zero Emission Vehicle Refueling Infrastructure
Incentive Projects

Fuels and Transportation Division



Alex Wan
August 11, 2020
California Energy Commission



Housekeeping

- Muting on Zoom
- Zoom recording
- Questions and 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-20-603-block-grant-medium-duty-and-heavy-duty-zero-emission-vehicle): <https://www.energy.ca.gov/solicitations/2020-07/gfo-20-603-block-grant-medium-duty-and-heavy-duty-zero-emission-vehicle>



Agenda

Welcome and Introductions

Solicitation Overview

- Clean Transportation Program
- Purpose of Solicitation
- Available Funding
- Project Requirements
- Attachments
- Submission Process

Questions & Answers

Adjourn



Commitment to Diversity

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The 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!

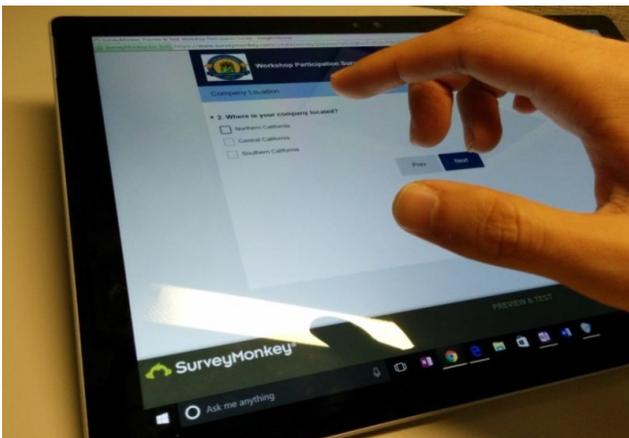


One Minute Survey

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

Participants, please use [this link to the survey](https://forms.office.com/Pages/ResponsePage.aspx?id=RBI6rPQT9k6NG7qicUgZToLxoNHYLs9Fs9nLIfXVBrxUME02OVFLM0xKNjBER0I5STBJM1Q0SDNaWC4u):

<https://forms.office.com/Pages/ResponsePage.aspx?id=RBI6rPQT9k6NG7qicUgZToLxoNHYLs9Fs9nLIfXVBrxUME02OVFLM0xKNjBER0I5STBJM1Q0SDNaWC4u>



Thanks!



Find a Partner on EmpowerInnovation.net

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/13907>

Please direct questions for the [Empower Innovation platform](#) to:

https://www.empowerinnovation.net/en/contact_us



Clean Transportation Program

pg. 5

- 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).
- Annual budget of approximately \$100 million per year.
- Extended to January 1, 2024 by Assembly Bill 8 (Perea, 2013).



Clean Transportation Program

pg. 5

“...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.



Purpose of Solicitation

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This is a competitive block grant solicitation. The CEC's Clean Transportation Program is seeking a block grant Recipient to design and implement up to \$50 million in grant funds for various medium- and heavy-duty (MD/HD) zero-emission vehicle (ZEV) refueling infrastructure incentive projects throughout California.



Available Funding

pgs. 6-7

- Currently up to \$20 million is available.
 - In the future, up to \$50 million may be available.
 - Additional funding is subject to California State Budget Act appropriations to the Clean Transportation Program and Clean Transportation Program Investment Plan allocations.
- Cost limits:
 - Up to 7 percent of funds are available under the resulting agreement for administrative costs to implement the block grant incentive project(s).



Eligible Applicants

pg. 10

- This solicitation is open to all not-for-profit technology entities with a physical office in California and organized to advance transportation technologies.
- 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>



Project Requirements

pg. 11

- Identify MD/HD ZEV refueling infrastructure incentive projects, which may be based on:
 - Zero-emission fuel type.
 - Site locational requirements.
 - Geographical region.
 - Locational requirements.
 - Complementing incentive vouchers received/obtained for MD/HD ZEVs.
 - Complementing completed planning grant awards with follow-on infrastructure funding.



Project Requirements (Cont.) *pgs. 11-12*

- Proposed projects shall include:
 - Type(s) of MD/HD EV charging equipment eligible and hydrogen refueling equipment eligible;
 - Minimum technical requirements of MD/HD ZEV refueling equipment;
 - Type of incentive structure;
 - Type of funding mechanism;
 - Quantity of MD/HD EV chargers and hydrogen refueling projects targeted;
 - Incentive amount per EV charger and hydrogen refueling equipment/project; and
 - Total funding required to complete proposed project.



Project Requirements (Cont.) *pg. 12*

- Simple and user-friendly application documents for each project.
- Outreach and advertisement plan for each approved incentive project tailored to targeted markets/areas.
- Conduct outreach.
- Engage community-based organizations, community leaders, CA Native American tribes, and potentially affected residents in the planning process and provide education on ZEV transportation benefits.



Project Requirements (Cont.) *pgs. 12-13*

- Develop webpages for project applicants and public that must include, at a minimum:
 - Online application forms;
 - Ability to submit applications;
 - Applicable documents and forms;
 - Ability to track total funds, both available and expended in real-time; and,
 - Ability to provide information on disbursements, such as a heat map.
- Conduct annual technical advisory workshop in partnership with the CEC to identify fueling needs of zero-emission MD/HD industry.



Project Requirements (Cont.) *pg. 13*

- Collect (through surveys, webinars, or other means) and submit data on recipients.
- Develop plan to implement internal control processes and documentation standards to minimize errors, fraud, waste and abuse.
- Develop processes/procedures to issue incentive payments to projects within 30 calendar days of receipt of a valid and complete request for incentive funds.
- Develop processes/procedures to allow third parties to provide funding.



Project Requirements (Cont.) *pg. 13*

- Establish, maintain, and submit all incentive project records.
- Establish separate accounts and implement procedures to separately accept, track, disburse, and report on funding from 3rd party sources.



Eligible Project Costs

pgs. 13-14

- Costs incurred must be for the development and implementation of a block grant to provide incentives for MD/HD infrastructure projects.
- Administrative costs may not exceed 7% of all funds encumbered.
- Note: Reimbursable costs incurred prior to executing an agreement will not be reimbursed by the CEC.



Match Funding

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- There is no match share requirement.



Application Requirements

pg. 21

Each Applicant must complete and including the following:

Application Form (Attachment 1)	Contact List (Attachment 6)
Table of Contents	Letters of Support/Commitment
Project Narrative	CEQA Worksheet (Attachment 7)
Scope of Work (Attachment 2)	Local Health Impacts Information Form (Attachment 8)
Schedule of Products and Due Dates (Attachment 4)	Past Performance Reference Form (Attachment 10)
Budget Forms (Attachment 5)	
Resumes	



Application Form (Attachment 1) *pgs. 21-22*

- Applicants must include the completed Application Form which describes project and applicant eligibility.



Table of Contents

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- The Applicant should include a table of contents.
- Will not count towards page limitations.
 - 20 page limit.
 - But application forms, table of contents, resumes, scope of work, schedule of products and due dates, budget forms, contact list, letters of support/commitment, CEQA worksheet, Local Health Impacts Information forms, and Past Performance Reference Forms do not count towards this page limitation.



Project Narrative

pgs. 22-27

Project Narrative must include:

- A detailed description of the proposed project;
- Its operational goals and objectives; and,
- An explanation of how the project will be implemented through the tasks described in the Scope of Work.
- Respond to the scoring criteria described in Section III.D.3.a-e.



Project Narrative

pgs. 22-23

- Past Performance:
 - List of grants with the CEC and other public agencies during the last 10 years.
 - References for grants received by the Applicant or team in the last 10 years (Attachment 10).
 - For projects that did not complete (or timely complete), describe the challenges faced, what caused these challenges, and whether these challenges were within the applicant's control.
 - Severe audit findings (if any), and how they were addressed and resolved.
 - Final outcome of the project.



Project Narrative (Cont.)

pgs. 23-24

- Team Resources, Qualifications, and Experience:
 - Team’s experience related to transportation-related projects.
 - Knowledge, skills, abilities and experience in understanding and identifying market trends and needs within the MD/HD ZEV sector.
 - The team’s experience in administering high-quality and cost-effective incentive projects.



Project Narrative (Cont.)

pg. 24

- Team Resources, Qualifications, and Experience (continued):
 - Experience and expertise related to data collection and management of large databases.
 - Experience in outreach to relevant stakeholders.
 - Experience and ability to assist, guide, and support incentive recipients.
 - Experience with innovative approaches to infrastructure deployment.



Project Narrative (Cont.)

pg. 24

- Implementation and Technical Readiness:
 - Describe the expected project launch date and other important dates.
 - Team’s approach to developing and implementing high-quality and effective incentive projects.
 - How team will maximize project performance.



Project Narrative (Cont.)

pgs. 24-25

- Implementation and Technical Readiness (Continued):
 - Internal controls.
 - Team’s approach to confirm and oversee adherence by incentive recipient to incentive project requirements.
 - Team’s approach and ability to timely scale resources necessary to ensure successful implementation.



Project Narrative (Cont.)

pgs. 25-26

- Implementation and Technical Readiness (Continued):
 - Team’s approach to ensure that incentive payments will be processed and paid within 30 calendar days of a valid and complete incentive payment request.
 - Team’s approach to allow interested third parties to efficiently provide funding.
 - How the team will ensure expenditures are cost-effective and will maximize benefits.
 - How the team will collect and utilize information about recipient experiences and motivations.
 - How the block grant award will incorporate, address, and identify and maximize project benefits.



Project Narrative (Cont.)

pg. 26

- Budget:
 - Describe types and amounts of administrative costs to be incurred.
 - Maximum percentage of funds that will be used for administrative costs.
 - Expected efficiencies or economies of scale.
 - Team's approach to minimize and control administrative costs.
 - How administrative costs are reasonable to ensure effective and successful project implementation.
 - Known or expected risks or budget contingencies.



Project Narrative (Cont.)

pgs. 26-27

- Innovation
 - Describe unique and innovative ideas and approaches.
 - How the block grant will incorporate both electric charging and hydrogen refueling to offer best mix of MD/HD incentive projects.
 - Hypothetical project assignment as listed in the application manual.
 - 1 page limit.



Scope of Work & Schedule of Products and Due Dates

pg. 27

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.
- Specific Scope of Work has been drafted.
 - Applicant may modify or add to it as necessary.

Schedule of Products & Due Dates (Attachment 4):

- Product deliverables that correspond with the Scope of Work.
- Realistic dates on when product deliverables can be completed.
- All work must be completed by March 30, 2026.



Budget (Attachment 5)

pgs. 28-29

- Identify how funds will be spent to complete the project.
- All reimbursable costs must be incurred within the approved term of the funding agreement.
- Subcontractors receiving \$100,000 or more CEC funds, or 25% of CEC funds, whichever is less, must complete a separate budget form.
- All labor rates must represent maximum rates over agreement life.
- Information on the budget forms will not be kept confidential.
- Applicants shall not budget for, and cannot be reimbursed for, more than actual allowable expenses.



Resumes

pg. 29

- Include resumes for key personnel identified in the proposal.
- 2 page limit.



Contact List (Attachment 6)

pg. 30

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- 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.



Letters of Support/Commitment

pg. 30

- Follow guidelines provided for commitment and support letters.
- Any project partners that will make contributions to the project must submit a commitment letter.
- Limit of two pages per letter.



CEQA Worksheet (Attachment 7) *pgs. 30-31*

- Applicants must complete and submit a completed CEQA Worksheet (Attachment 7).
- The CEC requires this information to assist it in making its own determination under CEQA.
- Applicants are encouraged to provide documentation of communication with the local lead agency, if one exists.
 - If no CEQA review would be required, provide documentation from the local agency explaining why not.



Local Health Impacts Information Form (Attachment 8)

pg. 31

- Applicants must complete and submit a Local Health Impacts Information Form (Attachment 8).
- The CEC requires this information to assist in developing and publishing a localized health impacts report.



Past Performance Reference Form (Attachment 10)

pgs. 22-23

- 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.



How will my Application be Evaluated?

Application Screening

pg. 32

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

pg. 32

Technical Screening Criteria

1. The Applicant is an eligible Applicant.
2. The project is an eligible project.
3. The Applicant passes the past performance screening criterion.



How will my Application be Evaluated?

Application Screening

pgs. 32-33

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

pgs. 34, 37-39

- **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.**

Scoring Criteria	Maximum Points
1. Team Experience and Qualifications	20
2. Implementation and Technical Readiness	30
3. Budget	20
4. Innovation	30
Total Points Possible	100
Minimum Points to Pass	70



GFO Submission Requirements (Electronic)

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- Preferred method of delivery is [the CEC's Grant Solicitation System](https://gss.energy.ca.gov/), 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.
 - It's advisable to register sooner.



GFO Submission Requirements (Hard Copy)

pgs. 19-20

- 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 Dates

pg. 6

Activity	Date
Solicitation Release	July 27, 2020
Pre-Application Workshop	August 11, 2020
Deadline for Written Questions	August 25, 2020 at 5:00 pm
Anticipated Distribution of Questions and Answers	September 1, 2020
Deadline to Submit Applications	September 25, 2020 at <u>5:00 pm</u>
Anticipated Notice of Proposed Award Posting	November 2020
Anticipated Energy Commission Business Meeting	January 2021

Updates on solicitation documents will be posted at the [GFO webpage](https://www.energy.ca.gov/solicitations/2020-07/gfo-20-603-block-grant-medium-duty-and-heavy-duty-zero-emission-vehicle): <https://www.energy.ca.gov/solicitations/2020-07/gfo-20-603-block-grant-medium-duty-and-heavy-duty-zero-emission-vehicle>



Questions and Answers

pg. 8

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 Kevyn.Piper@energy.ca.gov no later than **August 25, 2020 5:00 PM PST.**

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



Additional Questions

Please send all questions related to GFO-20-603 to:

Kevyn Piper

Commission Agreement Officer

1516 Ninth Street, MS-18

Sacramento, CA 95814

(916) 654-4845

Kevyn.Piper@energy.ca.gov

Deadline to submit questions: Tuesday, August 25, 2020 5:00 PM.

Deadline to submit applications: Thursday, September 25, 2020 5:00 PM.