

# **GFO-20-606 Pre-Application Workshop**

**Zero-Emission Drayage Truck  
and Infrastructure Pilot Project**

**December 17, 2020**



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**California Energy Commission**

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**California Air Resources Board**





# 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](#).<sup>1</sup>

1. <https://www.energy.ca.gov/solicitations/2020-11/gfo-20-606-zero-emission-drayage-truck-and-infrastructure-pilot-project>



# Agenda



Welcome, Introductions, and Housekeeping

Solicitation Details

- CEC's Clean Transportation Program
- CARB's Clean Transportation Incentives
- Purpose of Solicitation
- Available Funding
- Project Requirements
- Attachments
- Submission Process

Questions & Answers

Adjourn



# Commitment to Diversity



The California Energy Commission (CEC) adopted a resolution strengthening its commitment to diversity in our funding programs. The CEC and CARB continue to encourage disadvantaged and underrepresented businesses and communities to engage in and benefit from our many programs.

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

- Engage with disadvantaged and underrepresented groups throughout the state to increase their participation (such as women, minorities, disabled veterans, and LGBTQ+).
- Notify potential new applicants about the CEC's and CARB's funding opportunities.
- Assist applicants in understanding how to apply for funding from the CEC's and CARB's programs.
- Survey participants to measure progress in diversity outreach efforts.



# We Want to Hear From You!

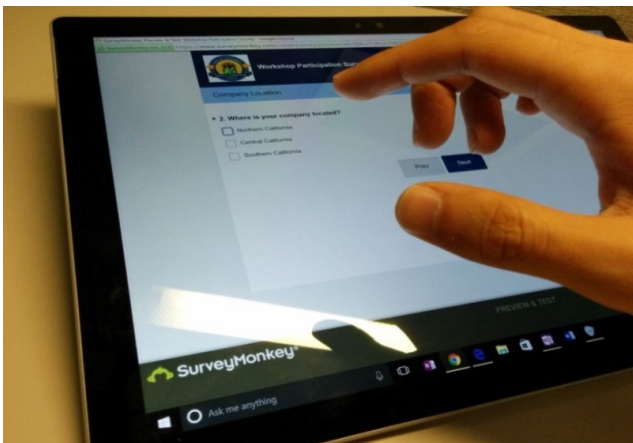


## One Minute Survey

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. Please direct questions for the Empower Innovation platform to [https://www.empowerinnovation.net/en/contact\\_us](https://www.empowerinnovation.net/en/contact_us)

## **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/18086>



# CEC's Clean Transportation Program



- Established by Assembly Bill 118 (Nunez, 2007).
- Annual budget of approximately \$100 million per year in funds.
- 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."



# CEC's Clean Transportation Program



## Complementary goals:

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





# CARB's Clean Transportation Incentives



- Established by Assembly Bill 118 (Nunez, 2007)
- In 2014, the Legislature appropriated Greenhouse Gas Reduction Fund (GGRF) monies to establish the Low Carbon Transportation program and the Air Quality Improvement Plan (AQIP).
- This solicitation utilizes funds from the Cap-and-Trade auction proceeds deposited into the GGRF as part of the California Climate Investments.



# 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.
- **Executive Order B-32-15:** Improve freight efficiency and transition freight movement to zero-emission technologies.
- **Executive Order N-19-19:** Redouble the state's "efforts to reduce greenhouse gas emissions and mitigate the impacts of climate change while building a sustainable, inclusive economy."
- **Executive Order N-79-20:** All new on-road passenger and commercial vehicles and all applicable new off-road vehicles shall be zero-emission by 2045.



# Purpose of Solicitation



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The purpose of this solicitation is to deploy around 50 on-road zero-emission (battery-electric and/or hydrogen) Class 8 trucks in a single fleet along with the necessary infrastructure needed for service operation.

The goal of this solicitation is to assess the ability of fleets and the electrical grid to recharge or refuel large numbers of trucks daily at a single location.



# Available Funding



A total of **\$44.1 million** is available for awards under this solicitation. Awardee(s) will be entering into two grant agreements—one with the CEC and one with CARB. The CEC will be funding the charging and hydrogen fueling infrastructure, workforce training and development, and other associated administrative costs and CARB will be funding the trucks and associated administrative costs.

Agency	Purpose	Amount of Funding
California Energy Commission	Purchase of Charging and Fueling Infrastructure, Workforce Training and Development, and Associated Construction and Administrative Costs.	\$20.1 Million
California Air Resources Board	Purchase of Trucks and Associated Administrative Costs	\$24.0 Million



# Eligible Applicants



*Page 16*

- This solicitation is open to local air districts, California-based public entities, and California-based non-profit organizations.
- Private sector parties (i.e., technology manufacturers and end-users) interested in securing funding for a technology or strategy, must partner with an eligible Applicant.
- Applicants that have demonstrated their expertise at implementing large scale advanced technology deployment projects and providing sufficient administration and oversight.



# Eligible Applicants



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- Applicants should be in good standing to enter into an agreement with the CEC and CARB.
- Applicants are required to be [registered with the California Secretary of State](https://www.sos.ca.gov/business-programs/business-entities) (<https://www.sos.ca.gov/business-programs/business-entities>). Out-of-state business entities can register to transact business in California by filing the applicable form with the California Secretary of State.



# Project Requirements

## *for Entire Project*



Page 20

- Funded projects must be located in California.
- Funded projects must deploy on-road, zero-emission Class 8 trucks, the necessary infrastructure, and a ZEV Workforce Plan.
- All technologies should be commercially-available at the time of application, and the trucks should have a CARB Executive Order.
- Each funded project must provide a minimum of 12 months of data collection on the vehicles, infrastructure, and ZEV Workforce Plan.



# Project Requirements

## *for Zero-Emission Drayage Trucks*



Page 21

- CARB funding under this solicitation must be utilized for new battery-electric or hydrogen fuel cell on-road Class-8 drayage trucks.
- Trucks must be able to operate in the fleet's typical duty cycle for a minimum of 150 miles on a single fueling.
- All trucks, no matter the technology, must have a CARB Executive Order by June 1, 2022.
- All trucks must be deployed no later than June 15, 2023.





# Project Requirements

## *for Zero-Emission Drayage Trucks*



Page 21

- 12 months of data collection from each truck when commissioned and ends when the last truck deployed completes its data collection.
- Applicants must demonstrate how proposed projects will support air quality improvements in and provide benefits to disadvantaged and low-income communities, priority populations, and/or tribal lands.



# Project Requirements

## *For EV Charging Infrastructure Projects*



Page 23

- Electric charging infrastructure eligible for funding shall:
  - Support the zero-emission trucks for this project
  - Facilitate non-proprietary vehicle-charger interoperability. Such connectors/interfaces may include but are not limited to SAE J1772, SAE J3105, CCS2, inductive charging, or others.
  - Be installed according to AB 841, the Electric Vehicle Infrastructure Training Program (EVITP) outlined on pages 23 and 24 of the solicitation manual.



# Project Requirements

## *For Hydrogen Fueling Infrastructure Projects*

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- Applicants shall commit to:
  - Constructing the hydrogen fueling infrastructure according to the National Fire Protection Association (NFPA) 2, Hydrogen Technologies Code 2020 edition.
  - Developing a Hydrogen Safety Plan for the proposed project.
  - Participating in an early Hydrogen Safety Design Review by the Pacific Northwest National Laboratory's Hydrogen Safety Panel.



# Project Requirements

## *For Hydrogen Infrastructure Projects*



Page 26

- Applicants shall commit to (continued):
  - Having private-access stations only.
  - Providing a description of how it will train the hydrogen fueling infrastructure users on the safe operation and safety of the equipment.
  - Reporting Safety Incidents using the NREL Data Collection Tool (Attachment 19).



# Project Requirements

## *For Workforce Training and Development*



Page 28

- Workforce training and development will include, but is not limited to, the following:
  - Costs for AB 841 Electric Vehicle Infrastructure Training Program.
  - Curricula, training materials, and trainee feedback.
  - Itemized budget, expenditures, and training costs.
  - Data collection findings and recommendations.



# Eligible Project Costs

## *For Vehicle Technology*



Page 28

Costs incurred for the following that are eligible for CARB reimbursement or as the Applicant's match share:

- Truck purchases as defined in Section II, subsection B-2.
- Administrative costs associated with purchasing the trucks.
- Vehicle maintenance.
- Data collection equipment.



# Eligible Project Costs

## *For Battery-Electric Charging Infrastructure*



*Page 28*

Costs incurred for the following that are eligible for CEC reimbursement or as the Applicant's match share can include:

- EVSE (chargers)
- Maintenance facility upgrades
- Installation/construction costs
- Subcontracts
- Utility service upgrades
- Energy storage equipment



# Eligible Project Costs

## *For Hydrogen Fueling Station Infrastructure*

Page 29



Costs incurred for the following that are eligible for CEC reimbursement or as the Applicant's match share can include:

- Equipment necessary to construct a hydrogen fueling station
- Installation/construction costs
- Subcontracts
- Hydrogen costs
- Electrical costs for on-site hydrogen generation
- Maintenance facility upgrades





# Eligible Project Costs

## *For Workforce Training and Development*



Page 29

Costs incurred for the following that are eligible for CEC reimbursement or as the Applicant's match share can include:

- Workforce training and development
- Tuition reimbursement for sending employees to community college, trade school, etc.
- Electric Vehicle Infrastructure Training Program training and certification
- Data collection



# Match Funding

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- A minimum of 50% of match funding is required.
- Applicants must disclose the source for the match share funding committed to the project.
- Match funding must meet the requirements of the CEC's *Clean Transportation Program Terms and Conditions* and CARB's *Low Carbon Transportation Sample Grant Agreement*. Refer to Section II.D in the Solicitation Manual for more details on match funding.



# Application Requirements



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**Each application must include the following completed attachments:**

**1. Application Form**

**2. Project Executive Summary**

**3. Project Narrative**

**4. Scope of Work/Workplan**

**5. Schedule of Products and Due Dates/Milestones**

**6. Budget Forms**

**7. Disadvantaged Communities Eligibility Determination**

**8. ZEV Workforce Plan**

**9. Procedure for Handling Confidential Information**

**10. Résumés/Applicant Qualifications**



# Application Requirements



Page 36

**Each application must include the following completed attachments (continued):**

**11. Contact List**

**14. CEQA Worksheet**

**12. Letters of Support and Commitment**

**15. Local Health Impacts Form**

**13. CARB Executive Order**

**16. Conflict of Interest Declaration**



# Application Form (Attachment 1)



Page 37

- A form the Applicant completes.
- Tell us exactly what you are proposing to do in your project.
- Title of Project.
- Proposed Project Term length.
- Project Location.
- Amount of funding requested and match share commitment amount.
- Brief project description.
- All project partners and their roles.
- Complete CEQA Compliance section.

The CEC may have waived the requirement for a signature on application materials for this solicitation. Visit <https://www.energy.ca.gov/funding-opportunities/solicitations> for the most recent requirements.



# Project Executive Summary (Attachment 2)



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- A document the Applicant must create.
- A summary of the proposed project.
- Will also serve as CARB's *Project Summary for Public Posting*
- Do not include information that is not in the Project Narrative (Attachment 3).
- Ensure document is ADA-compliant with 1" margins on all sides and using a 12-point font (Arial or Tahoma).



# Project Executive Summary (Attachment 2)



Page 39

## Project Executive Summary must include (in no particular order):

- |  |  |
|--|--|
| <ul style="list-style-type: none"><li>• Applicant name</li></ul>           | <ul style="list-style-type: none"><li>• Environmental benefits</li></ul>                             |
| <ul style="list-style-type: none"><li>• Requested funding amount</li></ul> | <ul style="list-style-type: none"><li>• Benefits to disadvantaged communities</li></ul>              |
| <ul style="list-style-type: none"><li>• Match share amount</li></ul>       | <ul style="list-style-type: none"><li>• Technologies and infrastructure to be demonstrated</li></ul> |
| <ul style="list-style-type: none"><li>• Project title</li></ul>            | <ul style="list-style-type: none"><li>• Requested funding amount</li></ul>                           |
| <ul style="list-style-type: none"><li>• Project objectives</li></ul>       | <ul style="list-style-type: none"><li>• Major participants</li></ul>                                 |
| <ul style="list-style-type: none"><li>• Project description</li></ul>      | <ul style="list-style-type: none"><li>• Potential economic benefits</li></ul>                        |



# Project Narrative (Attachment 3)



Page 39

- A document the Applicant must create.
- This is your opportunity to explain the entirety of the project in-depth.
- The narrative should explain:
  - Why is your project necessary and important to California?
  - What is your project approach and how will each major task be implemented?
  - How will the project be completed in the term proposed?
  - How will the project outcomes benefit Disadvantaged Communities, priority populations, and/or tribal lands?

***Must address the scoring criteria described in Section III.D.3.a-f.***





# Scope of Work/Work Plan (Attachment 4)



Page 44

- A document that the Applicant must create that follows the template provided.
- Tell us exactly what you are proposing to do in your project.
- Identify what will be delivered to CEC and CARB.
- Be sure to include in the technical tasks:
  - At least one product deliverable per task.
- Refer to the Scope of Work/Work Plan Instructions (Attachment 22) for more details.



# Schedule of Products and Due Dates (Attachment 5)



*Page 45*

- A form the Applicant completes using the template provided.
- Product deliverables that correspond with the tasks/milestones detailed in the Scope of Work/Work Plan.
- Realistic dates on when product deliverables can be completed.



# Budget Forms (Attachment 6)



*Page 45*

- A form the Applicant completes.
- Identify how CEC and CARB funds and match 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 of CEC or CARB funds or 25% or more of the total funds requested, whichever is less, must complete a separate budget form.



# Disadvantaged Community Eligibility Determination (Attachment 7)



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- A document the Applicant must create.
- Location in a disadvantaged or low-income community is not required to be eligible for funding.
- At least 90 percent of the Low Carbon Transportation funds must be spent on projects located in or providing benefit to disadvantaged or low-income communities.
- Disadvantaged or low-income community status is determined using CCI's Priority Population Map.



# ZEV Workforce Plan (Attachment 8)



*Page 48*

- A document the Applicant creates.
- A planning tool for curricula development and training of eligible personnel.
- Limited to personnel in maintenance, operations, and service of the funded project trucks and infrastructure.
- ZEV Workforce Plan shall include, but not limited to:
  - Identification of personnel
  - Hiring plan
  - Job classifications or titles
  - Proposed training and curriculum
  - Compliance with EVITP



# Procedure for Handling Confidential Information (Attachment 9)



Page 49

- A form the Applicant must complete.
- Must be signed and returned if the application contains confidential information that the Applicant wants protected as trade secrets.
- Employee salaries are not considered to be confidential or a trade secret.
- Including confidential information in the proposal is not recommended.

***\*Clearly label all confidential material in your proposal\****



# Résumés/Project Partner Qualifications (Attachment 10)



*Page 49*

- A document the Applicant creates.
- Résumés for key personnel and partners identified in the Scope of Work must be included.
- Applicant staff and project team information should include:
  - Name
  - Title/Company Name
  - Phone Number
  - Email
  - Hourly pay rate
  - Experience
  - Expected duties during the project



# Contact List (Attachment 11)



*Page 50*

- A form the Applicant completes.
- Applicants must include a completed Contact List by including the appropriate points of contact for the Applicant.
- The CEC and CARB will complete the CEC and CARB points of contact during agreement development.





# Letters of Commitment and Support (Attachment 12)



*Page 50*

- Documents that must be created.
- Follow guidelines provided for commitment and support letters.
  - Commitment letters are from entities or individuals that are committing match funding, testing/demonstration sites, including the Awardee.
  - Support letters describe a project stakeholder's interest or involvement in the project.
- All Applicants must submit at least one commitment letter from a project partner and at least one commitment letter from a community-based organization.
- Match funding must be supported by a match fund commitment letter.
- Any project partners that will make contributions to the project must submit a commitment letter.
- Limit to two pages per letter.



# CARB Executive Order (Attachment 13)



*Page 51*

- Submit copy of state-issued CARB Executive Order with application showing that the proposed fleet vehicle is in compliance with CARB regulations for vehicle emissions standards.
- If there is no Executive Order available at the time of application, explain in detail how an Executive Order is expected to be issued from CARB on or before June 1, 2022.



# CEQA Worksheet (Attachment 14)



Page 51

- A form the Applicant completes.
- CEQA compliance **must be** completed before the agreements are executed.
- Failure to complete the CEQA worksheet on time may lead to disqualification of the proposal.
- Applicants should provide documentation of contacting its lead agency, such as:
  - Completed Notice of Exemption
  - Permit application
- **CEQA must be completed by April 1, 2021.**



# Local Health Impacts Form (Attachment 15)



*Page 54*

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



# Conflict of Interest Declaration (Attachment 16)



Page 54

- A document the Applicant must create.
- All Applicants must disclose any conflicts of interest.
- Summarize the Applicant's or any subcontractors' current, ongoing, or pending direct or indirect interest, which poses an actual, apparent, or potential conflict of interest with the Awardee's ability to fulfill the duties of the grant agreements. This includes, but not limited to, financial interest in zero-emission:
  - Vehicle manufacturers
  - Technology providers
  - Related organizations



# Application Evaluation



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## Administrative Screening Process

1. Staff screens applications per criteria in Section IV.A.2.
  - The application is received by the date and time specified.
  - The Applicant provides required authorizations and certifications.
  - The Applicant has not included a statement that could be used as grounds to reject an application.
2. Criteria are evaluated on a pass/fail basis.



# Application Evaluation



Page 55

## 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.
4. The Applicant or subcontractors do not have any conflict of interests.



# Application Evaluation



***Applicants must pass ALL administrative and technical screening criteria or the application shall be disqualified and eliminated from further evaluation.***





# Application Scoring



- Technical 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.D of the manual and ensure the application provides a clear and complete response to each scoring criteria.

Scoring Criteria	Maximum Points
1. Applicant and Project Team Experience	15
2. Project Implementation	25
3. Project Budget	15
4. Environmental and Economic Benefits	25
5. Vehicle Readiness and Degree of Commercialization	20
<b>Total</b>	<b>100</b>
<b>Minimum Points to Pass</b>	<b>70</b>



# GFO Submission Requirements



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- **Only** method of delivery is the CEC's [Grant Solicitation System](https://gss.energy.ca.gov/), available at: <https://gss.energy.ca.gov/>.
- Electronic application must be submitted as individual documents in Microsoft Word (.doc, .docx), Excel (.xls, .xlsx), and Portable Document Format (.pdf) formats.
- 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.



# Key Activities and Dates



Activity	Date
Solicitation Release	November 19, 2020
Deadline for Written Questions	December 14, 2020 at 5:00 p.m.
Pre-Application Workshop	December 17, 2020 at 9:30 a.m.
Anticipated Distribution of Questions/Answers	December 11, 2020
<b>Deadline to Submit Applications</b>	<b>February 1, 2021 at <u>5:00 pm</u></b>
Anticipated Notice of Proposed Award Posting & Preliminary Award Letters	March 2021
Anticipated CEC Business Meeting	April 2021

Updates on solicitation documents will be posted at the GFO webpage:

<https://www.energy.ca.gov/solicitations/2020-11/gfo-20-606-zero-emission-drayage-truck-and-infrastructure-pilot-project>



# Questions and Answers



## Two ways to ask questions in Zoom:

### 1. Use the raise hand function:

#### 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:

- Please provide name and affiliation.

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



# Additional Questions



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Please send all questions related to GFO-20-606 to:

**Kevyn Piper**

(916) 654-4845

[kevyn.piper@energy.ca.gov](mailto:kevyn.piper@energy.ca.gov)

**Deadline to submit applications: February 1, 2021 5:00 PM**