

Food Production Investment Program 2022

Eleanor Oliver, Claire Sweeney, and Cyrus Ghandi GFO-22-303 Pre-Application Workshop Energy Efficiency Research Branch, Energy Research and Development Division November 17, 2022



Virtual Housekeeping



This workshop will be recorded.

Participants will be muted during the presentation. Please chat your question in the Q&A window.

Updates on solicitation documents, including this presentation, will be posted on the Grant Funding Opportunity's webpage:

https://www.energy.ca.gov/solicitations/20 22-11/gfo-22-303-food-production-investment-program

GFO-22-303 – Food Production Investment Program 2022

SOLICITATION TYPE

Grant Funding Opportunity

SOLICITATION NUMBER

GFO-22-303

SOLICITATION STATUS

Active

DIVISION

Energy Research and Development

PROGRAM

Food Production Investment Program

RELEASE DATE

November 03, 2022

SUBMISSION DEADLINE

January 25, 2023, 11:59 pm

QUESTIONS DEADLINE

November 29, 2022, 5:00 pm



Agenda Agenda



Time	Item
10:00 am	Welcome and Introduction
10:05 am	Solicitation BackgroundFood Production Investment ProgramPurpose of SolicitationAvailable Funding
10:25 am	 Application Requirements Project Group Requirements Attachments Submission Process Evaluation Process
11:00 am	Q&As
12:00 pm	Adjourn



Commitment to Diversity



The Energy Commission adopted a resolution strengthening its commitment to diversity in our funding programs. The Energy Commission continues to encourage disadvantaged and underrepresented businesses and communities to engage in and benefit from our many programs.

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

- Engage with disadvantaged and underrepresented groups throughout the state.
- Notify potential new applicants about the Energy Commission's funding opportunities.
- Assist applicants in understanding how to apply for funding from the Energy Commission's programs.
- Survey participants to measure progress in diversity outreach efforts.



We Want to Hear From You!

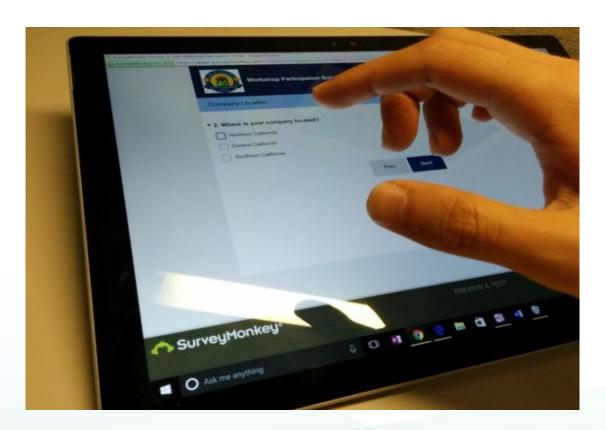


Participation Survey

Survey responses will be summarized anonymously to track the attendance of underrepresented groups in our workshops for public reporting purposes.

Online participants, please use this link: https://forms.office.com/g/kZczap0Kwi

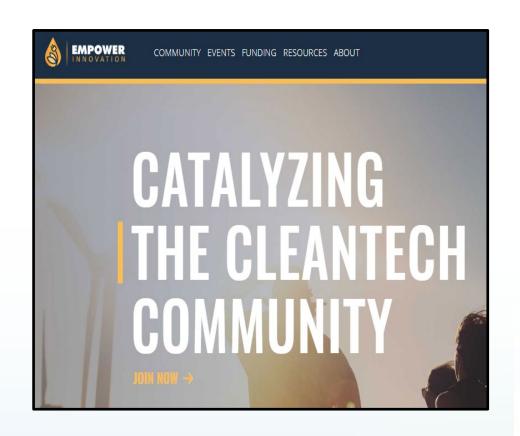
Thank You!





Connect With Us











Find a Partner on EmpowerInnovation.net



Empower Innovation strives to accelerate your cleantech journey with easy access to funding opportunities from the Energy Commission 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.

https://www.empowerinnovation.net/en/custom/funding/view/36069



Program Background



The Food Production Investment Program (FPIP) funds drop-in and emerging energy technologies at food production facilities with the goal of reducing greenhouse gas (GHG) emissions.

• FPIP is part of California Climate Investments, a statewide initiative that puts billions of Cap-and-Trade dollars to work reducing greenhouse gas emissions, strengthening the economy, and improving public health and the environment — particularly in disadvantaged communities.

To date, FPIP has invested \$111 million across 48 projects. A summary of the current projects to date is available at:

https://www.energizeinnovation.fund/projects?f%5B0%5D=funding_prog%3AFood%20Production%20Investment%20Program



Purpose of Solicitation



The purpose of this solicitation is to

- Fund drop-in energy technologies at existing California food production facilities with the goal of reducing greenhouse gas (GHG emissions);
- Demonstrate technology reliability and effectiveness;
- Benefit priority populations (disadvantaged communities, low-income communities, and low-income households as defined by SB 535 and AB 1550); and
- Help California food processors work towards a low-carbon future.

This solicitation will focus on funding projects eligible as Tier I, Drop-in Energy Technologies *only*.



Available Funding



Project Tier	Available Funding*	Minimum Award Amount	Maximum Award Amount
Tier I	\$7,000,000	\$100,000	\$6,000,000

There is more than \$7,000,000 available for this solicitation.

Eligible food processors can submit one or more applications.

Each application must be for a distinct project with no overlap

Bundling of technologies within the same facility and bundling of multiple facilities within the same company is allowed.

^{*}The CEC reserves the right to increase or decrease the available funding.



Match and Eligible Cost



35% of eligible costs is required for match funding.

Match funding contributors must submit match funding commitment letters that meet the requirements. Failure to do so will disqualify the match funding commitment from consideration.

Refer to the Solicitation Manual for more details on match funding.

Project Tier	Eligible Grant and Match Cost Items
Tier I	EquipmentMeasurement and Verification

- No installation or permitting costs are allowed.
- Measurement and verification costs are only allowed when outside parties are used for this activity. Use of in-house staff is not reimbursable by the grant or counted as match costs.



Tier I: Drop-in Energy Technologies

Description: Commercially available, energy-efficient equipment upgrades that are drop-in replacements or additions to existing equipment or processes that provide greater GHG emission reductions than current best practices or industry-standard equipment.

All projects must reduce GHG emissions and result in higher efficiency than current industry standards or best practices.

Eligible technologies for Tier I are limited to the following:

- Compressor controls and system optimization
- Machine drive controls and upgrades
- Mechanical dewatering
- Advanced motors and controls, including variable frequency drives
- Refrigeration optimization
- Low-GWP refrigerants
- Drying equipment
- Process equipment insulation
- Boilers, economizers
- Steam traps, condensate return, heat recovery

- Evaporators
- Internal metering and software to manage and control electricity, natural gas, and/or fossil fuel use if part of a larger project that reduces energy usage
- Controls for compressed air, automatic blow down for boilers
- Waste Heat to Power
- Additional technologies that are added as a result of comments received during the question and answer period.



Eligible Applicants



This is an open solicitation for food processing facilities located in California.

- Food processing facilities are those defined by the North American Industry Classification System (NAICS) codes*
 - 311 (Food Manufacturing)
 - 3121 (Beverage Manufacturing)

To be eligible for funding, projects must meet <u>all</u> the following requirements:

- Applicant must be a food processing facility located in California;
- Proposed projects must reduce GHG emissions as defined in the grant solicitation; and
- Applicant must meet all eligibility and other criteria specified in this solicitation.

Applicants must accept the FPIP terms and conditions, which are available online at: https://www.energy.ca.gov/sites/default/files/2020-02/FPIP Grant TCs ada.pdf

^{*}North American Industry Classification System: https://www.census.gov/naics/?input=31&chart=2022



Application Requirements



Each Applicant must complete and	including the following:
1. Application Form (.pdf)	5B. Subcontractor Budget (.xlsx)
2. Project Narrative (.docx)	6. CEQA Compliance Form (.docx)
3. Scope of Work (.docx)	7. Contact List (.docx)
4. Project Schedule (.xlsx)	8. Commitment and Support Letters (.docx)
5A. Prime Budget (.xlsx)	9. FPIP Benefits Calculator (.xlsx)

^{*}Attachment A, Application Submittal Checklist is an optional attachment and is **not** required to be submitted.



Application Form (Attachment 1)



The Application Form requests basic information about the applicant and the project.

The CEC has waived the requirement for a signature on application materials for this solicitation for electronic submissions.

 Even if the requirement for signatures has been waived, applicants are still expected to adhere to the requirements of this solicitation as if they had signed.

ATTACHMENT 1 Application Form

This form provides the Energy Commission with basic information about the applicant and the project. Each applicant must complete and sign this form. Projects from multiple facilities can be bundled into one application.

The CEC may have waived the requirement for a signature on application materials for this solicitation. If a notice regarding CEC's waiver of the signature requirement appears here: https://www.energy.ca.gov/funding-opportunities/solicitations, the waiver applies to this solicitation. In the event of a conflict between the notice and any language in this solicitation regarding signatures, the notice will govern.

Applicant's Identification Information

Legal Name:		
Federal Tax ID #	XX-XXXXXXX	
Project Manager	Name	
	Street Address	
Project Manager	City, State, and Zip Code	
(serves as the point of contact for all	Phone/Fax Numbers	Phone: () –
communications)		Fax: () -
	E-Mail Address	



Project Narrative (Attachment 2)



The Project Narrative form follows the proposed Scoring Criteria defined in Section IV of the Solicitation Manual.

Provide a detailed description of the proposed project(s) and provide the information requested in each of the following areas:

- **1.Technical Merit and Need** Justifies the need for the project
- 2.Technical Approach Describes the project approach, risks, and M&V plan
- **3.Impacts and Benefits** Provides quantitative estimates of GHG emission reductions and other benefits, cost-benefit to the state, assumptions
- **4.Market Potential and Information Sharing** Identify other markets for the technology and information sharing with others
- **5.Capped and Uncapped Facilities** Evaluation of capped facilities and those that need to do mandatory reporting
- **6.Preference Points:** Separate criterion for evaluation of priority populations and purchases from vendors in CA

The information in the Project Narrative will be used to score your proposal. Provide enough details so that reviewers can evaluate the proposal against each scoring criterion.



Scope of Work (Attachment 3)



The Scope of Work tells exactly what tasks are proposed for the project. All of the following tasks are mandatory:

Administrative – <u>Do not</u> revise the description.

Task 1 – General Project Tasks

Technical Tasks – Provide information in the "Recipient Shall" section on how you'll implement the following and the resulting products

- **Task 2** Site Preparation and Equipment Procurement
- Task 3 Equipment Installation
- Task 4 Measurement and Verification
- Task 5 Technology/Knowledge Transfer Activities
- Indicate additional tasks and actions to be performed and resulting products in the "Recipient Shall" section.

"Products" are major documents, plans, and reports. Tangible items that can be submitted to the CEC.

• "Products" are <u>not</u> equipment and other items that cannot be delivered and stored at the CEC.



Measurement and Verification



Awarded projects are required to perform measurement and verification (M&V) as follows:

- Pre-Installation:
 - Year-round and seasonal facilities: 3 months of pre-installation M&V on the equipment to be retrofitted/replaced.
- Post-installation:
 - Year-round facilities: 12 months of post-installation M&V on the equipment installed.
 - Seasonal Facilities: Two complete seasons with a minimum of 6 months of post-installation M&V on the equipment installed.

Make sure to consider the M&V requirements when creating proposed budgets and schedules.



Project Schedule (Attachment 4)



The Project Schedule must be included in the application and must list all products, meets, and due dates.

All work must be scheduled for completion by the anticipated agreement end date.

ENERGY RESEARCH, DEVELOPMENT, AND DEMONSTRATION AGREEMENTS Exhibit A - Scope of Work

Name of Applicant/Recipient

V. PROJECT SCHEDULE

Task/ Subtask #	Task/Subtask Name	Meeting Name	Product(s)	Due Date
Technical				
2	Site Preparation and Equipment Procurement	CPR Meeting #1	Site Preparation and Equipment Procurement Memo	[Same as above]
			CPR Report #1	[Same as above]
3	Equipment Installation	CPR Meeting #2	Draft Equipment Installation Memo	[Same as above]
			Final Equipment Installation Memo	[Same as above]
			CPR Report #2	[Same as above]
4	Measurement and Verifcation	CPR Meeting #3	Draft M&V Plan	[Same as above]
			Final M&V Plan	[Same as above]
			Draft Pre-Installation M&V Findings Report	[Same as above]



Budgets (Attachment 5A and 5B)



All Applicants must complete the Prime Budget, Attachment 5A. Applicants are allowed to procure a third-party subcontractor or utilize in-house staff for M&V

- If there is a third-party subcontractor for M&V, the Subcontractor Budget, Attachment 5B must be complete.
 - Major subcontractors are those with a budget exceeding \$100,000 or 25% of CEC funds.
- Only complete the white cells, and do not delete sheets or rows.

The Applicant must submit information on <u>all</u> budget forms, and this will be deemed the equivalent of a formal Cost Application.



Budgets (Attachment 5A and 5B)



The table below shows the budget forms required by the prime recipient and major subcontractor(s). For major subcontractor(s), all labor, FB, OH and profit rates are capped and cannot increase during the agreement term.

Prime Budget Attachment 5A	Major Subcontractor Budget Attachment 5B
Category Budget	Category Budget
Equipment	Direct Labor
Subcontractors	Fringe Benefits
	Subcontractors
	Travel
	Indirect Costs
	Profit



CEQA Compliance (Attachment 6)



The CEQA Compliance form facilitates the CEC's evaluation of proposed activities under CEQA.

 Requires state and local agencies in California to assess the potential environmental impacts of their proposed actions

This form must be completed because FPIP projects <u>are considered</u> "projects" under CEQA.

 Failure to complete the CEQA process in a timely manner after the Energy Commission's Notice of Proposed Award may result in the cancellation of a proposed award.



Contact List (Attachment 7)



ATTACHMENT 7 Agreement Contacts

Complete the information in the "Recipient" column.

The contacts list identifies the names and contact information of the project manager, administrator, accounting officer, and recipient of legal notices.

California Energy Commission	Recipient
Commission Agreement Manager: (For Progress Reports and Non-Confidential Deliverables) TBD California Energy Commission 715 P Street, MS- Sacramento, CA 95814 Phone: (916) XXX-XXXX e-mail: @energy.ca.gov	Recipient Project Manager: (Name) (Recipient Name) (Address) Phone: (xxx) xxx-xxxx e-mail:
Confidential Products:	Recipient Administrator:
Email a request to submit Confidential Products to: CGLfiles@energy.ca.gov	(Name) (Recipient Name) (Address)
Subject line should read:	Phone: (xxx) xxx-xxxx e-mail:
Request to Submit Confidential Products: [Recipient Name and CEC Agreement]	O ITOM.
Invoices:	Accounting Officer:



Commitment and Support Letters (Attachment 8)



Commitment Letters are mandatory and will be used for the application screening:

- A commitment letter commits an entity or individual to provide the funding described in the letter even the **applicant**.
- Letters that are not submitted by the deadline will not be reviewed and counted towards meeting the requirement specified.
- Applicants must submit a match funding commitment letter signed by each representative of the entity or individual that is committing to providing match funding.

All letters must total the required match amount. Letter(s) must:

- 1. Identify sources of funds, and
- 2. Guarantee the availability of the funds for the project.



Commitment and Support Letters (Attachment 8)



Support Letters are optional and may be used for scoring:

- A support letter details an entity or individual's support for the project.
- Letters that are not submitted by the application deadline will not be reviewed and counted towards meeting the requirement specified.

Applicants may include support letters from project stakeholders (i.e., an entity or individual that will benefit from or be involved in the project) that:

- 1. Describes the stakeholder's interest or involvement in the project;
- 2. Indicates the extent to which the project has the support of the relevant industry and/or community-based organizations; and
- 3. Describes any support it intends (but does not necessarily commit) to provide for the project



Quantification and Reporting Requirements



The California Air Resources Board (CARB) creates a quantification tool and reporting template for every CCI program.

- Awarded projects are required to fill out the tool periodically.
- The tool must be filled out with each application.

The quantification tool for FPIP is located in the "Clean Energy and Energy Efficiency" Section of the CCI Quantification, Benefits, and Reporting Materials webpage at http://www.arb.ca.gov/cci-quantification.





FPIP Benefits Calculator (Attachment 9)



The FPIP Benefits Calculator Tool uses inputs such energy use and project lifetime to estimate benefits for each project.

- MEASUR and AIRMaster+ provide the inputs for most Tier I project types.
- Motor and low-GWP refrigerant projects have their own input tabs.
- Outputs include GHG emission reductions, energy savings, and criteria pollutant emission reductions.



California Air Resources Board

Benefits Calculator Tool for the Food Production Investment Program Version 2.0

California Climate Investments

ABOUT:

For the California Energy Commission (CEC) Food Production Investment Program (FPIP), California Air Resources Board (CARB) staff developed this Final FPIP Benefits Calculator Tool to estimate the greenhouse (GHG) emission reductions and selected co-benefits of each proposed project type. In an effort to enhance the analysis, provide greater transparency, and assist in project-level reporting, CARB has included an output tab in this Benefits Calculator Tool for selected co-benefits and key variables. The Final FPIP Benefits Calculator Tool and Final FPIP Quantification Methodology are available for download at:

http://www.arb.ca.gov/cci-resources.

CARB released the Draft FPIP Benefits Calculator Tool and Draft FPIP Quantification Methodology for public comment in November 2020. This Final FPIP Benefits Calculator Tool and accompanying Final FPIP Quantification Methodology have been updated to address public comments, where appropriate, and for



GFO Submission Requirements



Method of Delivery is the Energy Commission 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 solicitation in another format.
- Application documents should meet formatting requirements, and page recommendations.
- Attachments requiring signatures (Application Form and Support/Commitment Letters) may be scanned and submitted in PDF format.

First-time users must register as new users to access the system.

 Grant Solicitation System (GSS) How to Apply presentation: https://www.energy.ca.gov/media/1654



GSS WARNING



START THE PROCESS EARLY!

- Applications must be fully submitted <u>BEFORE</u> the deadline listed in the solicitation manual
- The GSS system will shut off at the deadline
- Applications in the process of being submitted prior to the deadline will NOT be accepted after the deadline
- Applications will NOT be accepted after the deadline



GSS Structure



- Register as a New User
- Log In
- 3 Step Application Process:
 - 1. Select Solicitation
 - 2. Upload Files
 - Select documents for upload
 - Tag files with document type
 - Designate confidential documents (if applicable)
 - 3. Review and Submit

All three steps must be complete BEFORE the deadline



How will my Application be Evaluated? Application Screening



Admin Screening Process

- ☐ Energy Commission staff screens applications per criteria in Section IV.E.
- ☐ Criteria are evaluated on a pass/fail basis.
- Applicants must pass all screening criteria or the application will be disqualified.

Some Reasons for Disqualification

- ☐ Application is not submitted by the specified due date and time.
- □ Application does not include one or more commitment letters.
- □ Application contains confidential material.



How will my Application be Evaluated? Application Scoring



Evaluation Committee applies the scoring scale to the scoring criteria.

- Applications must obtain a minimum passing score of 70.0 points for Criteria 1-5 in order to be considered for funding.
- All passing applications will be considered for preference points.
 Criteria for preference points include:
 - Priority Populations
 - California Based Vendor
- Review Section IV of the manual and ensure the application provides a clear and complete response to each scoring criterion.

Scoring Criteria	Maximum Points
1. Technical Merit	20
2. Technical Approach	20
3. Impacts and Benefits	40
4. Market Potential and Information Sharing	10
5. Capped and Uncapped Facilities	10
Total	100
Minimum Points to Pass	70
6. Priority Populations	10
7. California Based Vendor	5
Total Bonus Points	15



Capped and Uncapped Facilities



Capped and Uncapped Facilities points are decided based on the facility's GHG status.

Facility GHG Status*	Points Received
Capped (≥25,000 MT CO2e)	10
Uncapped (10,000 to 25,000 MT CO2e)	5
Uncapped (<10,000 MT CO2e)	0

^{*}CARB GHG Reporting Database: https://ww2.arb.ca.gov/our-work/programs/mandatory-greenhouse-gas-emissions-reporting



Priority Populations



Preference points will be provided for projects located in and benefiting priority populations as indicated in Section IV.

• For multiple site locations, the applicant must address each of the above areas for each location to get preference points. No portion of points if some plants meet the requirement and others do not.

To obtain preference points, the applicant must show efforts to provide direct and meaningful benefits and address important community needs using the following approach:

- 1. Identify the priority population. Priority populations include residents of: (1) census tracts identified as disadvantaged by California Environmental Protection Agency per SB 535; (2) census tracts identified as low-income per AB 1550; or (3) a low-income household per AB 1550. Refer to mapping tool: www.arb.ca.gov/cci-communityinvestments.
- 2. Address a Need. Approach for determining community need and documentation of broad support from local community-based organizations and/or residents. Refer to examples of common needs: www.arb.ca.gov/cci-fundingguidelines.
- 3. Provide a Benefit. Identify at least one direct, meaningful and assured benefit that the project provides to priority populations. Must meet at least one of those listed in Step 3, on page 22.

Preference points will be awarded based on whether the project meets the requirements indicated in CARB guidance which is posted at the following: www.arb.ca.gov/cci-quantification.



California-Based Vendors



Preference points will be provided for equipment purchased from California-based vendors, defined as: A vendor that has the equipment manufactured in California or has a distribution center in California.

Preference points are to be awarded based on the following formula:

$$\frac{\textit{CEC Funds towards Califonia Based Vendors for Equipment}}{\textit{Total CEC Funds for Equipment}} \times 5 \ \textit{points} = \textit{Total Points}$$

For example, if the total equipment cost is \$1,000,000 and \$500,000 is purchased from California vendors, then the points will be 50% of the total points possible for this criteria.

$$\frac{500,000}{1,000,000} \times 5 = 2.5 \ points$$



Next Steps After Grant Award



Notice of Proposed Award: Shows total proposed funding amounts, rank order of applicants by project group, and the amount of each proposed award.

Agreement Development: Proposal documents will be processed into a legal agreement.

Failure to Execute: The Energy Commission reserves the right to cancel the pending award if an agreement cannot be successfully executed with an applicant.

Project Start: Recipients may begin work on the project **only** after the agreement is fully executed (approved at an Energy Commission business meeting and signed by the Recipient and the Energy Commission).



Key Dates



Activity	Date
Solicitation Release	November 03, 2022
Pre-Application Workshop	November 17, 2022 at 10:00 a.m.
Deadline for Written Questions	November 29, 2022 at 5:00 p.m.
Anticipated Distribution of Questions and Answers	Week of December 12, 2022
1st Round Deadline to Submit Applications	January 25, 2023 at 11:59 p.m.
2 nd Round Deadline to Submit Applications (<i>if funds remain</i>)	March 08, 2023 at 11:59 p.m.
Anticipated Notice of Proposed Award Posting	30 days after each proposal submittal deadline
Anticipated Energy Commission Business Meeting	45 days after each NOPA
Anticipated Agreement Start Date	45 days after the Business Meeting
Anticipated Agreement End Date	No later than June 30, 2026



Stay Up-To-Date!



Visit the FPIP webpage at:
https://www.energy.ca.gov/programs-and-topics/programs/food-production-program

Please subscribe to the "Food Production" listserv to keep up to date!

Important updates are noticed via email and posted to the FPIP docket.

Food Production Investment Program

The California Energy Commission provides grants to help food processors save energy and money while reducing greenhouse gas emissions. Funding comes from the California Climate Investments program.

The Food Production Investment Program, established in 2018, encourages California food producers to reduce greenhouse gas (GHG) emissions. The program's initial budget provided up to \$57 million to help accelerate the adoption of advanced energy efficiency and renewable energy technologies. More than \$60 million in additional funding is available for Fiscal Year 2018-2019.

Funding comes from the <u>California Climate Investments</u> program, a statewide initiative that uses cap-andtrade dollars to help reduce GHG emissions, strengthen the economy, and improve public health and the environment.

The food processing industry is one of the largest energy users in California. It is also a large producer of GHG emissions.

FPIP Projects List

CURRENT FUNDING



GFO-22-303 - Food Production Investment
Program 2022

The goals of the program are to accelerate the adoption

CONTACT

Energy Research and Development Division

Join our <u>LinkedIn Networking</u> Hub to form partnerships for funding opportunities.

PROCEEDINGS

Docket Log (18-MISC-01)

Submit e-Comment (18-MISC-01)

Funding Opportunities

RESOURCES

12-1-2020 Pre-Application Workshop GFO-20-307 – Zoom Video

SUBSCRIBE

Food Production Investment Program

Email 5

Email

SUBSCRIBE



Questions and Answers



Please chat your question in the Question and Answers window or raise your hand, and you will be called on to unmute yourself. Please remember to introduce yourself by stating your name and affiliation. (Feature found under the Participants panel)

Keep questions under 2 minutes to allow time for others.

Note the official response will be given in writing and posted on the GFO webpage.



Additional Questions



Please send all questions related to GFO-22-303 to:

Angela Hockaday

Commission Agreement Officer
angela.hockaday@energy.ca.gov

Deadline to submit questions: Tuesday, November 29th, 2022 by 5:00 PM



Thank You!