

**DOCKETED**

<b>Docket Number:</b>	18-MISC-01
<b>Project Title:</b>	Food Production Investment Program
<b>TN #:</b>	229715
<b>Document Title:</b>	Presentation Pre-Application Workshop - Food Production Investment Program - GFO-19-901
<b>Description:</b>	California Energy Commission staff held two pre-application workshops to discuss the Food Production Investment Program (FPIP) solicitation GFO-19-901 with potential applicants. These presentation slides are from the second workshop, held in Fresno on September 10, 2019
<b>Filer:</b>	Cyrus Ghandi
<b>Organization:</b>	California Energy Commission
<b>Submitter Role:</b>	Commission Staff
<b>Submission Date:</b>	9/11/2019 12:05:15 PM
<b>Docketed Date:</b>	9/11/2019



California  
Energy Commission  
Research & Development



# Pre-Application Workshop

## Food Production Investment Program

### GFO-19-901

Energy Research and Development Division

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San Joaquin Valley Air Pollution Control District, Fresno  
September 10, 2019  
Cyrus Ghandi, Estella Shi, Kevin Uy





# Workshop Agenda



Time	Topic
10:00 a.m.	Welcome and Introductions <ul style="list-style-type: none"><li>• Housekeeping</li><li>• Commitment to Diversity</li><li>• Connect with Us</li></ul>
10:15 a.m.	Solicitation Information <ul style="list-style-type: none"><li>• Program Background and Drivers</li><li>• Solicitation Purpose</li><li>• Key Dates</li><li>• Funding</li><li>• Administrative/Application Requirements</li></ul>
10:45 a.m.	Questions and Answers
11:15 a.m.	PG&E Presentation
11:45 a.m.	Application Walkthrough
12:15 p.m.	Final Questions and Answers



# Housekeeping

- ▶ In case of emergency
- ▶ Facilities
- ▶ Muting of WebEx
- ▶ Sign-in sheet / Business card sheet
- ▶ Updates on solicitation documents including this presentation will be posted at the Grant Funding Opportunity's webpage:  
<https://www.energy.ca.gov/solicitations/2019-08/gfo-19-901-food-production-investment-program-2019>.



# Commitment to Diversity

The Energy Commission adopted a resolution strengthening its commitment to diversity in our funding programs. We continue 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.

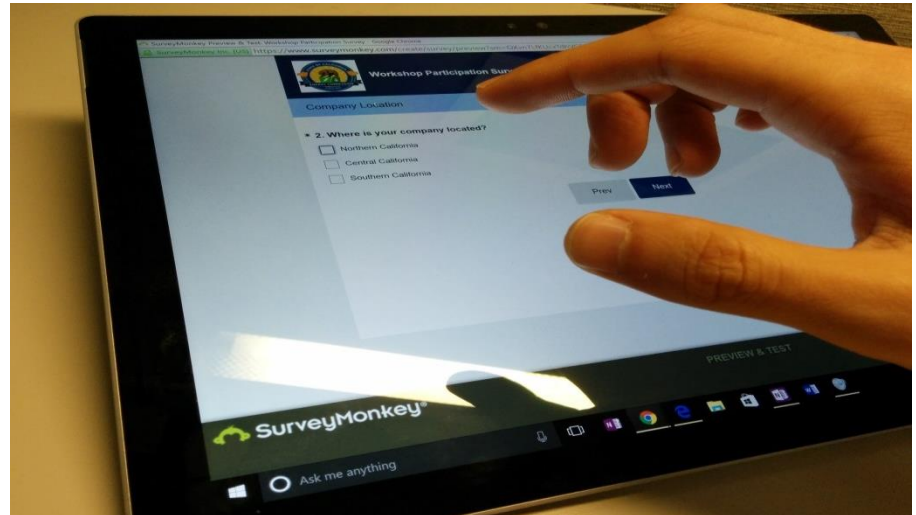
# We Want to Hear From You!

## 1 minute survey

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

- ▶ In-person participants please use the tablet being passed around the room
- ▶ WebEx participants please use the link in the WebEx chat box

**Thank you for your time!**





# Connect with Us




**CA Energy Commission**  
@CalEnergy

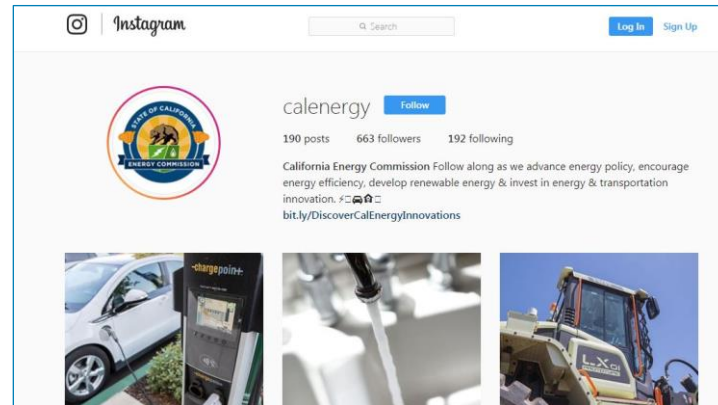
The California Energy Commission is the state's primary energy policy and planning agency. [bit.ly/DiscoverCalEnergy](https://bit.ly/DiscoverCalEnergy)

Sacramento, CA  
[energy.ca.gov](https://energy.ca.gov)  
Joined July 2010

Tweets: 7,729 | Following: 1,553 | Followers: 9,872 | Likes: 996 | Lists: 3

Today the Senate confirmed the appointment of #CalEnergy Commissioner Karen Douglas. Get to know her: [ow.ly/5tA30k0ZYn](https://ow.ly/5tA30k0ZYn)

Twitter

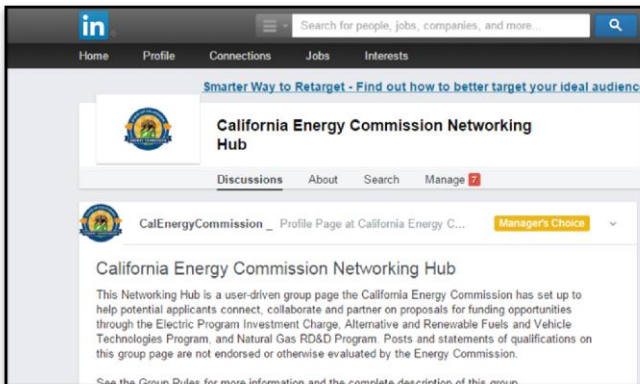


Instagram profile for **calenergy**. Bio: California Energy Commission Follow along as we advance energy policy, encourage energy efficiency, develop renewable energy & invest in energy & transportation innovation. [bit.ly/DiscoverCalEnergyInnovations](https://bit.ly/DiscoverCalEnergyInnovations)

190 posts | 663 followers | 192 following

Grid images: electric car, water tap, construction vehicle.

Instagram



California Energy Commission Networking Hub

Discussions | About | Search | Manage

CalEnergyCommission - Profile Page at California Energy C... Manager's Choice

This Networking Hub is a user-driven group page the California Energy Commission has set up to help potential applicants connect, collaborate and partner on proposals for funding opportunities through the Electric Program Investment Charge, Alternative and Renewable Fuels and Vehicle Technologies Program, and Natural Gas RD&D Program. Posts and statements of qualifications on this group page are not endorsed or otherwise evaluated by the Energy Commission.

LinkedIn





# LinkedIn Networking Webinar



LinkedIn Networking webinars are opportunities for interested applicants to introduce themselves, identify their strengths, and describe what they're seeking from potential partners. Individuals are encouraged to participate to leverage their connections.

A one-hour, moderated webinar will be held on **September 17** at **3:00 p.m.**

Go to **energy.webex.com** and enter Meeting Number: **927 739 701**

No password is required.

Link to the Subgroup: <https://www.linkedin.com/groups/12128572/>

**NOTE:**

Energy Commission staff will facilitate introductions. However, staff involved in development of the solicitation and scoring of proposals **will not** be present. Technical questions must be submitted to the Contract Agreement Officer.



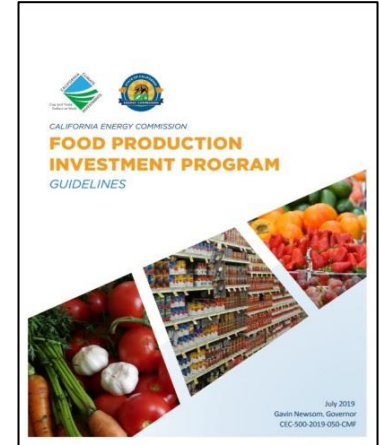


# Program Background

- ▶ The Food Production Investment Program funds drop-in and emerging energy technologies at food production facilities with the goal of reducing greenhouse gas (GHG) emissions.
- ▶ The Food Production Investment Program (FPIP) was established by Assembly Bill 109 (Budget Act of 2017) with additional funding in Senate Bill 856 (Budget Act of 2018).
- ▶ 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.

# Program Background

- ▶ **FPIP Guidelines:**
  - ▶ Provides information on how the program is structured and administered.
  - ▶ Developed through workshops and public comments.
  - ▶ Solicitations are implemented based on the requirements in the guidelines.\*
  - ▶ Changes to the guidelines require formal approval at an Energy Commission Business Meeting.
- ▶ **Funding appropriated twice:**
  - ▶ Fiscal Year 2017/2018: \$57 Million
  - ▶ Fiscal Year 2018/2019: \$60.8 Million



\* The guidelines are available at: <https://ww2.energy.ca.gov/research/fpip/documents/>

# FPIP Policy Drivers

- ▶ AB 32 (Global Warming Solutions Act of 2006): reduction of GHG emissions to 1990 levels by 2020
- ▶ SB 32 (Global Warming Solutions Act of 2006: Emissions limit): reduction of GHG emissions to 40% below 1990 levels by 2030.
- ▶ AB 1550: sets investment minimums for GGRF projects in and benefiting disadvantaged communities and low-income communities (amends SB 535)
- ▶ AB 1532: facilitates achievement of GHG reductions using Cap-and-Trade auction proceeds
- ▶ SB 862: requires the California Air Resources Board to develop guidance on quantification methodologies for GGRF projects

Other policy drivers are listed in the FPIP guidelines:  
<http://www.energy.ca.gov/research/fpip/documents/>

# Solicitation Purpose

The purpose of this solicitation is to:

- ▶ Funds drop-in and emerging energy technologies at 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, low income households as defined by SB 535 and AB 1550).
- ▶ Help California food processors work towards a low carbon future

Project Funding Tiers:

- ▶ Tier I: Drop-in Energy Technologies
- ▶ Tier II: Emerging Energy Technologies



# Eligible Applicants

Applicants to FPIP are limited to 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 **all** 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.

\* North American Industry Classification System:

[https://www.census.gov/eos/www/naics/2017NAICS/2017\\_NAICS\\_Manual.pdf](https://www.census.gov/eos/www/naics/2017NAICS/2017_NAICS_Manual.pdf)

# Tier I: Drop-In Energy Technologies

Tier I 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 (Solicitation Manual, Section II.B.):**

- ▶ 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

# Tier II: Emerging Energy Technologies

Tier II Description: Technologies that are emerging and not widely used in California but have been proven elsewhere to reduce GHG emissions

**All projects must reduce GHG emissions and:**

- ▶ Be proven elsewhere to reduce GHG emissions
- ▶ Be cutting-edge and emerging technology
- ▶ Not be drop-in ready replacements for existing equipment

**Eligible technologies for Tier II limited to the following (see Section II.B):**

- ▶ Solar thermal
- ▶ Renewable energy generation, including biogas production
- ▶ Microgrids
- ▶ Fuel switching
- ▶ Additional technologies that are added as a result of comments received during the question and answer period

# Measurement and Verification (Section II.B.2)

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

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



# 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.
- ▶ Upcoming solicitations will require the tool to 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: <http://www.arb.ca.gov/cci-quantification>

Agency	Project Type	Quantification Methodology (QM) and Calculator Tool	Priority Population Benefit Criteria Table	Reporting Template
California Energy Commission	Industrial Energy Efficiency, Food Production Advanced Technology	Food Production Investment Program QM Calculator Tool	Energy Efficiency and Renewable Energy	Food Production Energy Efficiency
	Low Carbon Fuels Production	Draft Low Carbon Fuel Production QM Draft Calculator Tool	Clean Transportation and Equipment	Draft Coming Soon
	Renewable Energy for Agriculture Program	Renewable Energy for Agriculture QM Calculator Tool	Energy Efficiency and Renewable Energy	Agricultural Renewables and Energy Efficiency

# Available Funding (Section I.F)

There is up to \$74,000,000 available for this solicitation.

Project Tier	Available Funding*	Minimum Award Amount	Maximum Award Amount	Minimum Match Requirement**
Tier I	\$49,000,000	\$100,000	\$6,000,000	35% of Eligible Costs
Tier II	\$25,000,000	\$2,000,000	\$8,000,000	15% of Eligible Costs

\*The Energy Commission reserves the right to reallocate funding between any of the tiers

\*\* Only applies to eligible cost items

# Eligible Costs (Section I.F)

Project Tier	Eligible Grant and Match Costs Items
Tier I	<ul style="list-style-type: none"><li>• Equipment</li><li>• Measurement and Verification*</li></ul>
Tier II	<ul style="list-style-type: none"><li>• Equipment</li><li>• Measurement and Verification*</li><li>• Engineering Design*</li></ul>

- **No installation costs allowed for either tier.**
- **Technologies eligible for Tier I are not eligible for Tier II and vice versa.**

\*Only when outside parties are used for this activity. Use of in-house staff is not reimbursable by the grant or by match.

# Multiple Applications (Section II.B.3)

Tier	Maximum Award per Entity per Round is \$14 Million Subject to the Following Limits
I	\$6 million
II	\$8 million

- **Eligible food processors can submit one or more applications for Tier I and Tier II.**
- **Does not take into consideration awards made in the previous solicitation.**
- **Each application must be for a distinct project with no overlap.**

# Bundling of Facilities (Section II.B.3)

Tier	Bundling
I	<p><b>Allowed:</b></p> <ul style="list-style-type: none"><li>• Bundling of technologies within the same facility</li><li>• Bundling of multiple facilities within the same company</li></ul>
II	<p><b>Allowed:</b></p> <ul style="list-style-type: none"><li>• Bundling of technologies within the same facility</li></ul> <p><b>Not Allowed:</b></p> <ul style="list-style-type: none"><li>• Bundling of multiple facilities</li></ul>



# Key Dates

Activity	Action Date
Solicitation Release	8/27/2019
<b>First Pre-Application Workshop - Sacramento</b>	<b>9/5/2019, 10:00 AM PDT</b>
<b>Second Pre-Application Workshop - Fresno</b>	<b>9/10/2019, 10:00 AM PDT</b>
<b>Deadline for Written Questions</b>	<b>9/13/2019, 5:00 PM PDT</b>
Anticipated Distribution of Questions and Answers	Week of 9/30/2019
<b>Round 1</b>	
<b>Deadline to Submit Applications</b>	<b>11/20/2019, 5:00 PM PST</b>
Deadline to Submit Commitment Letter(s)	12/20/2019, 5:00 PM PST
Anticipated Notice of Proposed Award Posting Date	Week of 12/30/2019
Anticipated Energy Commission Business Meeting Date	2/12/2020
Anticipated Agreement Start Date	3/23/2020

# Key Dates (continued)

Activity	Action Date
<b>Round 2*</b>	
<b>Deadline to Submit Applications</b>	<b>2/14/2020, 5:00 PM PST</b>
Deadline to Submit Commitment Letter(s)	3/16/2020, 5:00 PM PDT
Anticipated Notice of Proposed Award Posting Date	Week of 3/16/2020
Anticipated Energy Commission Business Meeting Date	6/10/2020
Anticipated Agreement Start Date	6/30/2020
Anticipated Agreement End Date	No later than 3/31/2024

\* If funds remain at the conclusion of Round 1, the Energy Commission will release a notice and accept applications for Round 2 by the due date listed in the schedule or another date as indicated in the notice. The purpose of Round 2 is to allow for new proposal submissions and resubmissions in order to fund additional projects should funds remain after Round 1.

# Attachment Overview

Attachments 1-8 are required when submitting an application.

A. Grant Submittal Checklist (.docx)	4B. Subcontractor Budget Forms (.xlsx)
1. Application Form ( <i>requires signature</i> ) (.pdf)	5. CEQA Compliance Form (.docx)
2. Project Narrative (.docx)	6. Contact List (.docx)
3. Scope of Work (.docx)	7. Commitment and Support Letter Form ( <i>letters require signature</i> ) (.pdf)
3A. Project Schedule (.xlsx)	8A. FPIP Benefits Calculator (.xlsx)
4A. Recipient Budget Forms (.xlsx)	8B. FPIP Quantification Methodology (.pdf)





# Project Narrative (Attachment 2)



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

Provide 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:** what is your approach, risks, and M&V plan
- 3. Impacts and Benefits:** quantitative estimates of GHG emission reductions and other benefits, cost benefit to the state, assumptions
- 4. Market Potential and Information Sharing:** other markets for the technology and information sharing with others
- 5. Capped and Uncapped Facilities:** evaluate the proposals with emphasis on capped facilities and those that need to do mandatory reporting
- 6. Preference Points:** separate criteria for priority populations and purchases from vendors in CA

As information in the project narrative will be used to score your proposal, provide enough detail so that reviewers will be able to evaluate the proposal against each of the scoring criteria.

# Scope of Work (Attachment 3)

All of the following tasks are mandatory for both Tiers:

**Task 1: General Project Tasks** – do not revise the description on the products  
**Technical Tasks – starts with Task 2** – provide information in the “Recipient Shall” section on how you’ll implement the following and the resulting products in the “Recipient Shall” section:

- Task TBD: **Project Engineering Design (Tier II only)**
- Task TBD: **Site Preparation and Equipment Procurement**
- Task TBD: **Equipment Installation**
- Task TBD: **Measurement and Verification**
- Task TBD: **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 Energy Commission)
- “Products” are not equipment and other items that cannot be delivered and stored at the Energy Commission.

# Budget (Attachment 4A and 4B)

- ▶ All Applicants must fill out Attachment 4A.
- ▶ If you are using Major Subcontractors\* for M&V (Tiers I and II) and/or Engineering Design (Tier II only), you must complete Attachment 4B.
- ▶ Only complete the white cells.

**Don't delete sheets or rows; use the hide/expand function**

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

\*Major subcontractors are those with a budget exceeding \$100,000 or 25% of CEC funds

# Budget (Attachment 4A and 4B)

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 (Attachment 4A)	Major Subcontractors (Attachment 4B)
Category Budget	Category Budget
Equipment	Direct Labor
Subcontractors	Fringe Benefits
	Subcontractors
	Travel
	Indirect Costs
	Profit

# CEQA Compliance (Attachment 5)

Completion of this form facilitates our 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 regardless of whether the proposed activities are considered a “project” 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



# Commitment and Support Letter Form (Attachment 7)



Commitment Letters (Mandatory and will be used for screening):

- ▶ A commitment letter commits an entity or individual to providing the funding described in the letter
- ▶ 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 to the required match for Tier I or Tier II. Letter(s) must:
  1. Identify sources of funds, and
  2. Guarantee the availability of the funds for the project

Note: If the match funds are provided by the applicant, a commitment letter from the applicant is needed.



# Commitment and Support Letter Form (Attachment 7) (cont.)



Support Letters (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 Benefits Calculator Tool (Attachment 8A)

- ▶ The FPIP Benefits Calculator Tool uses inputs such as 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**  
**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 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/cc-resources>.

CARB released the Draft FPIP Benefits Calculator Tool and Draft FPIP Quantification Methodology for public comment in August 2019. This Final FPIP Benefits Calculator Tool and accompanying Final FPIP Quantification Methodology have been updated to address public comments, where appropriate, and for consistency with updates to the FPIP Guidelines.

This Final FPIP Benefits Calculator Tool uses methods described in the supporting Final FPIP Quantification Methodology. Other co-benefits estimated in this and other benefits calculator tools use methods described in CARB's Co-benefit Assessment Methodologies. All CARB Co-benefit Assessment Methodologies are available at <http://www.arb.ca.gov/cc-co-benefits>.

**More information:**  
Questions on this Benefits Calculator Tool should be sent to: [GGREProgram@arb.ca.gov](mailto:GGREProgram@arb.ca.gov)  
For more information on CARB's efforts to support implementation of California Climate Investments, see: [www.arb.ca.gov/auctions/ccccccs](http://www.arb.ca.gov/auctions/ccccccs)  
Questions pertaining to the FPIP should be sent to: [Curus.Chandhi@energy.ca.gov](mailto:Curus.Chandhi@energy.ca.gov)

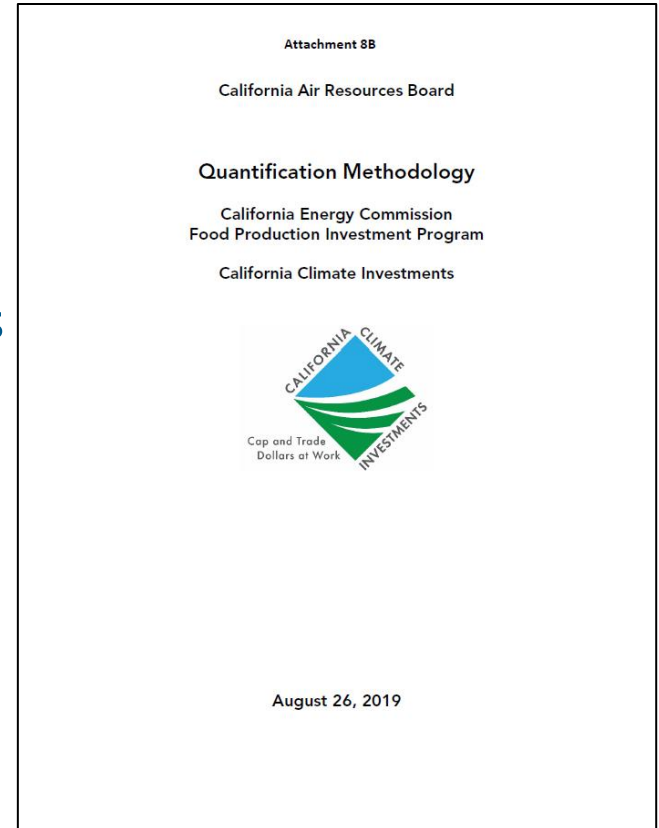
Read Me | Project Info | Input\_General | Input\_Motors | Input\_Refrigerants | Input\_AH1550 | GHG Summary | Co-benefits Summary | **Definitions -AND- Conversions**



# Quantification and Reporting

## Quantification Methodology (Attachment 8B)

- ▶ The FPIP Quantification Methodology (QM) provides the methods and calculations used to estimate GHG emission reductions while functioning as a step-by-step user guide for the Benefits Calculator Tool.
- ▶ The FPIP QM directs users to use the Manufacturing Energy Assessment Software for Utility Reduction (MEASUR) and AIRMaster+ tools for energy calculations.





# Application Evaluation



## Consists of Two Stages

- ▶ Stage 1 – Application Screening, Section IV.A.1
- ▶ Stage 2 – Application Scoring, Section IV.A.2



# Application Screening

## Proposal Screening Process

1. Energy Commission staff screens applications per criteria listed in the Manual Section IV.E.
2. Criteria is evaluated on a pass/fail basis.
  - ▶ Applicants must pass all screening criteria or the applicant will be disqualified.



# Follow These Guidelines



- ▶ Read the Application.
- ▶ **Sign the Application**– Attachment 1 .
- ▶ Submit Application by the due date and time specified in the solicitation (Section 1.G).
- ▶ Only request funds within the minimum and maximum range (Section I.F).
- ▶ Do not include a statement or otherwise indicate that you will not accept the terms and conditions.
- ▶ Provide one or more commitment letter(s) for match funding that meets the minimum match for each Tier specified in Section I.F.1 (Attachment 7). Commitment and support letters must be submitted by the due date listed in the schedule.
- ▶ Request funds for a technology listed in Section II.B or that was added as an addendum
- ▶ Project location is a food processing facility.
- ▶ If submitting multiple applications, make sure each application is for a distinct project and not duplicative of another application that you are submitting.

# Application Scoring Scale (Section IV.F)

Refer to **Section IV.F** in the Grant Manual for explanation of the percentage points.



% of Possible Points	Interpretation
0%	Not Responsive
10-30%	Minimally Responsive
40-60%	Inadequate
70%	Adequate
75%	Between Adequate and Good
80%	Good
85%	Between Good and Excellent
90%	Excellent
95%	Between Excellent and Exceptional
100%	Exceptional

# Scoring Criteria (Section IV.F)

Technical Scoring Criteria	Maximum Points	
	Round 1	Round 2
1. Technical Merit	20	25
2. Technical Approach	10	15
3. Impacts and Benefits	40	40
4. Market Potential and Information Sharing	10	10
5. Capped and Uncapped Facilities	20	10
<b>Preference Points</b>		
6. Priority Populations	10	10
7. California-Based Vendors	5	5

- ▶ Evaluation Committee applies the scoring scale to the scoring criteria
- ▶ **The minimum passing score is 70.00 out of 100 points for criteria 1 - 5.**
- ▶ **Preference Points applied only for those that meet the minimum passing score**
- ▶ Applicants must review Section IV.F and ensure that their application provides a clear and complete responses to each scoring criteria in the project narrative (Attachment 2 and 8A).

# Capped and Uncapped Facilities Criteria

- ▶ A Strong scoring preference is given based on the facility's GHG status for Round 1
- ▶ Preference will be reduced for Round 2

Facility GHG Status*	Points Received Round 1	Points Received Round 2
Capped ( $\geq 25,000$ MT CO <sub>2</sub> e)	20	10
Uncapped (10,000 to 25,000 MT CO <sub>2</sub> e)	10	5
Uncapped (<10,000 MT CO <sub>2</sub> e)	0	0

\*CARB GHG Reporting Database: <https://ww2.arb.ca.gov/our-work/programs/mandatory-greenhouse-gas-emissions-reporting>

# Priority Populations (Section III.D.8 and IV.F)

- ▶ Preference points will be provided for projects located in and benefiting priority populations as indicated in Section IV
- ▶ For multiple site locations, applicant must address each of the above areas for each location to get preference points. No proration of points if some plants meet the requirement and others do not.
- ▶ To obtain preference points, 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](http://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](http://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](http://www.arb.ca.gov/cci-quantification)



# California-Based Vendors (Section III.D.9 and IV.F)

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 to be awarded based on the following formula:

$$\frac{\text{CEC Funds towards California Based Vendors for Equipment}}{\text{Total CEC Funds for Equipment}} \times 5 \text{ Points}$$

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.

$$\text{Total points} = (500,000/1,000,000) * 5 = 2.5 \text{ points}$$

# Potential Grounds For Rejection at Any Time (Section IV.C)

The Energy Commission reserves the right to reject an application for any of the following reasons:

- ▶ Application contains false or misleading statements
- ▶ Application is intended to mislead the State in its evaluation
- ▶ Application does not comply with the solicitation requirements
- ▶ Applicant has received unsatisfactory evaluations from the Energy Commission or another California state agency
- ▶ Applicant is a business entity that is not in good standing with the California Secretary of State
- ▶ Existence of information demonstrates that the Applicant does not have the financial capability to complete the project
- ▶ Applicant fails to meet CEQA compliance within sufficient time for the Energy Commission to meet the encumbrance deadline

# Next Steps After Grant Award

- ▶ **Agreement Development:** Proposal documents will be processed into a legal agreement. (Approximately 8 weeks)
- ▶ **Failure to Execute:** If the Energy Commission is unable to successfully execute an agreement with an applicant, it reserves the right to cancel the pending award\*
- ▶ **Project Start:** Recipients may begin the project only after full execution of the grant agreement (i.e., approval at an Energy Commission business meeting and signature by the Recipient and the Energy Commission)

\*Refer to the Solicitation Manual, Section IV.B



# Application Submission Requirements

## (for Electronic Submission)



Preferred method of Delivery is the Energy Commission Grant Solicitation System, available at: <https://gss.energy.ca.gov/>.

- ▶ Electronic files must be in Microsoft Word (.doc format) and Excel formats, unless originally provided in solicitation in another format.

Attachments requiring signatures may be scanned and submitted in PDF format. Attachment 8A must be in Excel format

Completed Budget Forms (Attachment 4A and 4B) must be in Excel format.

First time users must register as a new user to access system.

Video on how to register and submit application:

<https://www.youtube.com/watch?v=nxrdS3KHSAA&feature=youtu.be>

**Test system before the due date and don't wait until the last minute to submit.**



# Application Submission Requirements *(for Hard Copy Submittal)*



Submit Applications with all attachments in the order specified by the due date and time listed in Section I.G of the manual.

Application documents should meet formatting requirements, page limit recommendations, and number of copies specified in Section III.A.

- ▶ **One** hard copy and **one** electronic copy.


# Stay Up to Date

- ▶ Visit the FPIP webpage at: <https://www.energy.ca.gov/programs-and-topics/programs/food-production-program>
- ▶ Subscribe to the “Food Production” listserv to keep up to date: <https://www.energy.ca.gov/programs-and-topics/programs/food-production-program>
- ▶ 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.

**AVAILABLE FUNDING**



**GFO-19-901 - Food Production Investment Program 2019**

The goals of the program are to accelerate the adoption of advanced energy efficiency and renewable energy technologies at California food processing.

**CONTACT**

Energy Research and Development Division

Join our [LinkedIn Networking Hub](#) to form partnerships for funding opportunities.

**RELATED LINKS**

[Docket Log \(18-MISC-01\)](#)  
[Funding Opportunities](#)  
[Submit e-Comment \(18-MISC-01\)](#)  
[Workshops, Notices, and Documents](#)

**SUBSCRIBE**

Food Production Investment Program

**First Name \***

**Last Name \***

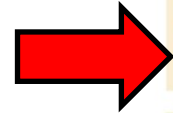
**Email \***

**CATEGORIES**

**Topic**  
 Efficiency  
 Energy Research and Development

**Division**  
 Energy Research and Development

**Program**  
 Food Production Investment Program



# Questions and Answers



- ▶ Please state your name and affiliation as an introduction.
- ▶ Please keep questions under 3 minutes to allow enough time for others.
- ▶ Please note that our official response will be given in writing in the Q&A document. We encourage you to submit all questions in writing in addition to asking them today.



# Additional Questions

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

<https://www.energy.ca.gov/solicitations/2019-08/gfo-19-901-food-production-investment-program-2019> .

Please send all questions related to GFO-19-901 to:

**Angela Hockaday**

Commission Agreement Officer

1516 Ninth Street, MS-18

Sacramento, CA 95814

(916) 654-5186

[Angela.Hockaday@energy.ca.gov](mailto:Angela.Hockaday@energy.ca.gov)

**Deadline to submit questions:**

**Friday, September 13, 2019 5:00 PM PDT**





# Customer Resources

September 2019



*Pacific Gas and  
Electric Company*



# Thank You

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In June 2019, PG&E collaborated with the CEC and CLFP to host a Food Producers Workshop in Fresno, CA.

Big Thank You to:

- Kevin Uy, CEC
- Cyrus Ghandi, CEC
- John Larrea, CLFP



Our PG&E customers appreciate you taking the time to share information on grants and industry updates.



# About this presentation

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- Time of Use Update
- Scoping Audits
- Third Party Engineering Resources
- Sun Maid Project
- On Bill Financing
- Next Steps
- Questions

**Important Ask:** Please reserve questions until the end. I promised the CEC we would not go over on time. My contact information is in this presentation, please connect with me if you have additional questions.



# Time of Use Update

## CURRENT PLAN

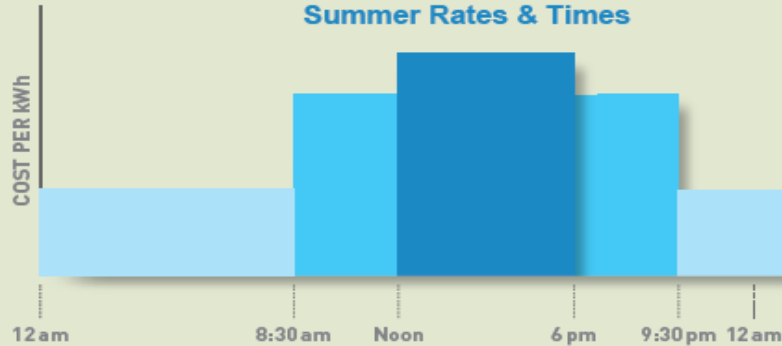
Months

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

Days

MON TUE WED THU FRI SAT SUN

### Summer Rates & Times



## NEW PLAN

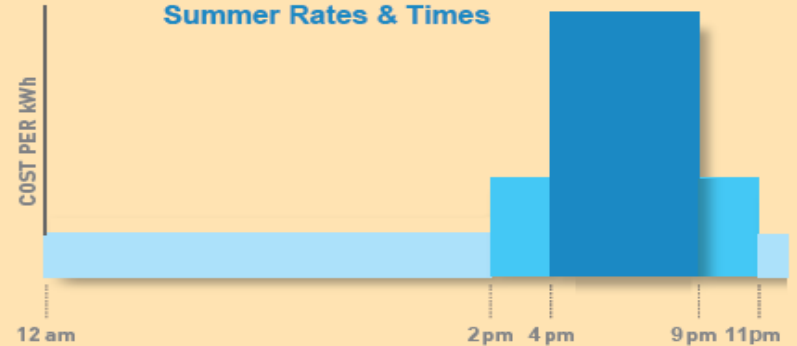
Months

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

Days

MON TUE WED THU FRI SAT SUN

### Summer Rates & Times




 HIGHER SUMMER RATES IN EFFECT

 LOWER WINTER RATES IN EFFECT

 OFF-PEAK

 PARTIAL-PEAK

 ON-PEAK

 June - September

\*Super-off peak period will be from 9am-2pm everyday from March through May only



# Time of Use Update

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## When is this happening?

- November 2019: Early Opt In

*Example: Without any changes to operation or energy efficiency you save money.*

- November 2020: Default

*Example: TOU shift showed additional costs, you have time to work with PG&E on energy efficiency plans to reduce costs.*

## What support will PG&E provide?

- Rate analysis and support will be provided by Account Managers and Contact Center
- Resources in this presentation can be a key to reducing energy costs

## What if I have solar?

- Solar Customers allowed 10 years of grandfathering from Permission To Operate date
  - for customers who completed interconnection process by 7/31/2017
- TOU Hours will be grandfathered But prices will adjust to reflect underlying costs starting in March 2021. This effect lessens the difference between peak and off-peak prices



# Scoping Audits

Did you know PG&E can assist with scoping audits?

PG&E Engineer  
Scoping Audits

- Initial call to learn about your business
- Onsite site walk to discover project ideas

Project  
Implementation

- Our goal is to help you establish efficiency projects
- We will assist you with resources and project implementation

No Cost



# Third Party Resources

Third Party	Description
CLEARresult	<ul style="list-style-type: none"><li>• <b>Specialization:</b> Comprehensive set of energy programs and demand-side management strategies</li><li>• Project development, engineering services, implementation and incentive calculations</li></ul> <p><i>CLEARresult Contact: Laura Freiburg-Slate / 650-712-2017 / <a href="mailto:laura.Freiburg-slate@clearresult.com">laura.Freiburg-slate@clearresult.com</a> or your PG&amp;E Account Manager</i></p>
Lockheed Martin	<ul style="list-style-type: none"><li>• <b>Specialization:</b> Identifying process-focused energy efficiency improvements</li><li>• Project development, engineering services, implementation and incentive calculations</li></ul> <p><i>Lockheed Martin Contact: Richard Theden / 661-205-7328 / <a href="mailto:richard.c.Theden@lmco.com">richard.c.Theden@lmco.com</a> or your PG&amp;E Account Manager</i></p>
ICASE	<ul style="list-style-type: none"><li>• <b>Specialization:</b> Large industrial compressed air and vacuum systems</li><li>• Project development, engineering services, implementation and incentive calculations</li></ul> <p><i>ICASE Contact: Tyler Costa / 925-922-5977 / <a href="mailto:tyler@airleakdetection.net">tyler@airleakdetection.net</a> or your PG&amp;E Account Manager</i></p>
Cascade Energy	<ul style="list-style-type: none"><li>• <b>Specialization:</b> Finding energy savings in natural gas systems</li><li>• Project development, engineering services, implementation and incentive calculations</li></ul> <p><i>Cascade Energy Contact: Jason Ruhl / 925-490-1117 / <a href="mailto:Jason.ruhl@cascasdeenergy.com">Jason.ruhl@cascasdeenergy.com</a> or your PG&amp;E Account Manager</i></p>



# Sun Maid Project



**\$300,000**  
**Annual**  
**Energy**  
**Savings**

**Project Description:** Replacement of aged, inefficient compressed air system with optimized compressed air system - variable frequency drive compressors, compressor control system, and waste heat recovery for dessicant air dryer.

**Utility Involvement:** PG&E and SoCal Gas were involved in this project. The customer utilized Lockheed Martin to assist with project development and implementation. Utilizing PG&E customer resources assisted this large energy efficiency project.

**Case Study:** DC Energy Services prepared a Case Study, please reach out to [info@dcenergyservices.com](mailto:info@dcenergyservices.com) to obtain a copy.

**More Information:** Sun Maid is preparing a video showing the installation of the system. They plan to make this video available to others interested in similar projects.





# On Bill Financing

Did you know PG&E provides 0% loans for energy efficiency projects?

## One Solution Two Options

### Non Incentive On Bill Financing

- 1.- Loans up to \$250,000 and larger on exception basis
- 2.- Long term payback if needed
- 3.- Available without a utility incentive

### Traditional On Bill Financing

- Loans up to \$250,000 and larger on exception basis
- Long term payback if needed
- Available with a utility incentive

### Common Goal:

Achieve energy efficiency goals utilizing bill neutral financing mechanism.



# Next Steps

**PG&E is ready to assist you with your energy efficiency goals. Our staff is spread throughout our service territory to serve you. Our third party resources are also ready to serve you.**

PG&E Contacts	
Contact	How to connect
PG&E Account Manager	Currently not working with an Account Manager? Please reach out to Justin Witte
Justin Witte Large Ag & Food Processing Account Manger	559-263-5908 / <a href="mailto:j7wd@pge.com">j7wd@pge.com</a>
More information available at <a href="http://pge.com/ag">pge.com/ag</a>	



# Questions

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## Questions?

If you have a question later, please reach out.

Thank You





# Additional Questions

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

<https://www.energy.ca.gov/solicitations/2019-08/gfo-19-901-food-production-investment-program-2019> .

Please send all questions related to GFO-19-901 to:

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