

DOCKETED

Docket Number:	21-TRAN-05
Project Title:	Zero Emission Vehicle-Related Manufacturing
TN #:	242721
Document Title:	Presentation - GFO-21-605 Pre-Application Workshop - Zero-Emission Transportation Manufacturing
Description:	N/A
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Submitter Role:	Commission Staff
Submission Date:	4/20/2022 8:23:52 AM
Docketed Date:	4/20/2022



GFO-21-605 Pre-Application Workshop

Zero-Emission Transportation Manufacturing

Fuels and Transportation Division
April 21, 2022 | 10:00 AM



Workshop Agenda

- 10:00 Introduction and Housekeeping
- 10:10 Staff Presentation
 - Solicitation Overview
 - Eligibility
 - Funding
 - Match
 - Application Components
 - Application Organization
 - Attachments
 - Application Evaluation
 - Application Screening
 - Technical Evaluation and Scoring
 - Evaluation Criteria
 - Application Submittal
 - Next Steps
- 11:10 Public Questions and Answers
- 12:00 Adjourn



Housekeeping

- Workshop is being recorded.
- Grant Funding Opportunity webpage:
<https://www.energy.ca.gov/solicitations/2022-03/gfo-21-605-zero-emission-transportation-manufacturing>
- Virtual Participation through Zoom
 - Raise Hand or Q&A feature
 - Telephone participants dial *9 to raise your hand
- Written Questions to Commission Agreement Officer:
Crystal Willis, crystal.willis@energy.ca.gov
Subject: GFO-21-605 Pre-Application Workshop
Deadline: **May 2, 2022 by 5:00 PM**



Commitment to Diversity

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

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

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



Diversity Survey



Scan the code on a phone or tablet with a QR reader to access the survey or visit the link below.

Survey Link:

<https://forms.office.com/Pages/ResponsePage.aspx?id=RBI6rPQT9k6NG7qicUgZTmfGBFroH2hGoOeve3yX1YNUNFJOT01YWDA2TEFCMjNLTIRQOUTGOURLMS4u>

One Minute Survey

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

Zoom Participants, please use the link in the chat to access the survey or scan the QR code on the left of the screen with a phone or tablet to access the survey.

Survey will be closed at the end of the day.



Other Manufacturing Incentives

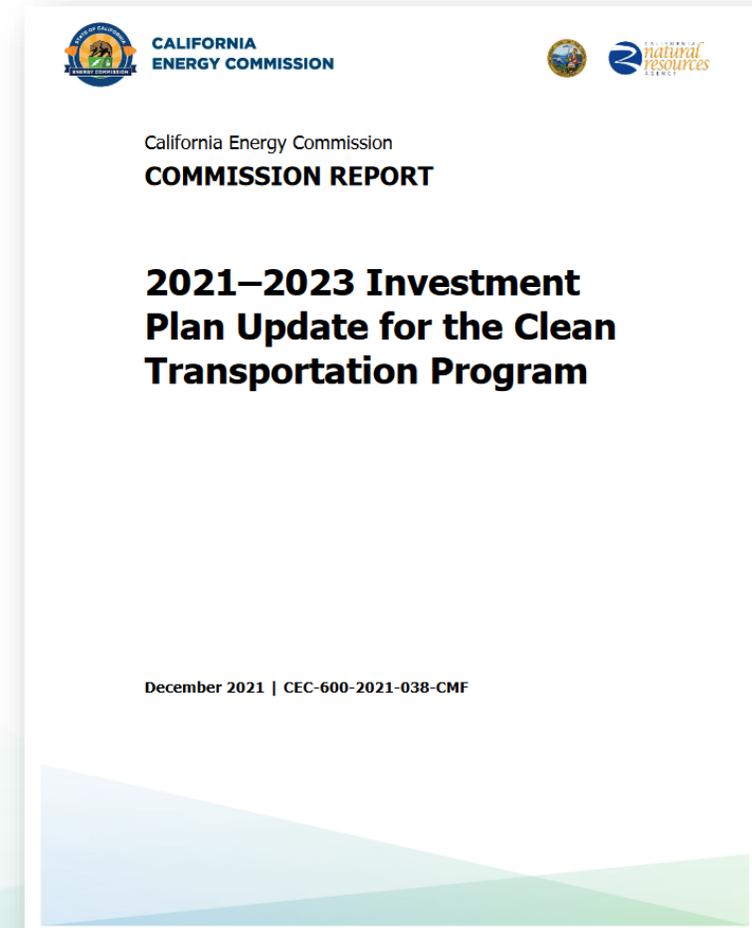
Incentive Programs*	Authority	Description	Web URL
California Competes	CA Governor's Office of Business and Economic Development (GO-Biz)	Tax credits & grants for businesses who want to relocate, stay, or grow in California.	https://business.ca.gov/california-competes-tax-credit/
Sales and Use Tax Exclusion (STE) Program	California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA)	Tax exclusion to manufacturers that promote alternative energy and advanced transportation.	https://www.treasurer.ca.gov/caeatfa/ste/index.asp
Workforce Training	Employment Training Panel (ETP)	Provides funding to employers for training that upgrades the skills of their workers.	https://etp.ca.gov/program-overview/

*More information at: <https://static.business.ca.gov/wp-content/uploads/2021/12/GO-Biz-California-Comeback-Guide-1-13.pdf>



Clean Transportation Program

- Established in 2007 by Assembly Bill 118 (2007).
- Extended to January 1, 2024 by Assembly Bill 8 (2013).
- Provides approximately \$95 million of funding per year through 2023.
- Investment Plan to determine funding allocations across various categories.





California Budget Act of 2021

- Senate Bill 129 (Skinner, 2021) Budget Act of 2021
 - \$125 million for FY 2021-2022 (\$118.75 million after admin costs)
 - Available for encumbrance until **June 30, 2024.**
 - Available for liquidation until **June 30, 2026.**
 - \$125 million for FY 2022-2023 (pending Legislative approval)
 - *"...shall be used to support manufacturing grants to increase in-state manufacturing of zero-emission vehicles, zero-emission vehicle components, and zero-emission vehicle charging or refueling equipment."*



Solicitation Overview

Zero-Emission Transportation Manufacturing

GFO-21-605



Purpose of GFO-21-605

- Attract new & expand existing zero-emission vehicle (ZEV) related manufacturing in California
- Increase number and quality of jobs
- Bring positive economic impacts to the state
- Contribute to California's goals of zero-emission transportation





Key Activities and Dates

ACTIVITY	ACTION DATE
Solicitation Release	March 30, 2022
Pre-Application Workshop at 10:00 a.m.	April 21, 2022
Deadline for Written Questions by 5:00 p.m.	May 2, 2022
Anticipated Distribution of Questions/Answers	Week of May 16, 2022
Deadline to Submit Applications by 11:59 p.m.	June 13, 2022
Anticipated Notice of Proposed Awards Posting	July 2022
Anticipated CEC Business Meeting	October – December 2022

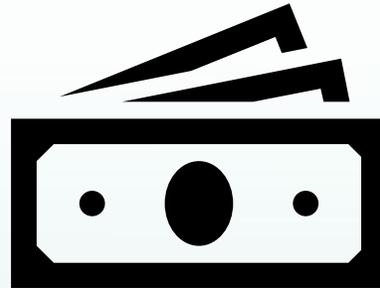


Available Funding & Minimum/Maximum Award Amounts

Total Available Funding = \$60 million

Minimum grant award = \$3 million

Maximum grant award = \$30 million





Eligible Applicants

- Open to private, for-profit businesses.
- Must have a business presence in California.
- Agree to CEC's Terms and Conditions.
- Registered and in good standing with the California Secretary of State,
<https://www.sos.ca.gov>



Application Limits

- One application/proposal per Applicant
- One product category per application (see Attachment 1 Form)
 - Applicant must self-select their **primary** manufactured product in application form
 - Multiple manufactured products allowable in a proposal
- Applicants with subsidiaries/parent company
 - Can apply jointly as one applicant
 - Can apply separately but may be subject to partial funding



Eligible Project Categories

Category 1	Category 2
<p>Complete zero-emission vehicles (ZEV)*</p> <ul style="list-style-type: none">• light-, medium-, or heavy-duty, on-road/off-road:<ul style="list-style-type: none">➤ Battery-electric vehicles (BEV)➤ Fuel-cell electric vehicles (FCEV) <p>*Final Product is for commercial sale</p>	<p>ZEV infrastructure:</p> <ul style="list-style-type: none">• Complete electric vehicle supply equipment (EVSE)• Hydrogen refueling station equipment (HRSE)• EVSE energy storage systems• Vehicle Grid Integration (VGI)-related equipment



Eligible Project Categories, continued

Category 3	Category 4
<p>ZEV and ZEV Infrastructure Components. Examples:</p> <ul style="list-style-type: none">• Power trains• Fuel cells and fuel cell stacks• Control and management systems• On-board chargers	<p>ZEV and ZEV Infrastructure Batteries and Battery components. Examples:</p> <ul style="list-style-type: none">• ZEV battery cells• ZEV battery packs• ZEV Infrastructure batteries



Eligible Project Costs

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

- Re-equipping, expanding, or establishing a manufacturing facility that manufactures, produces, and/or assembles eligible products.
- Acquisition of manufacturing, production, and/or assembly tools and equipment.
- Labor required to manufacture, produce, and/or assemble eligible products.
- Acquisition of software for manufacturing equipment (capped at 10 percent of the CEC award amount).
- Workforce training and development (capped at 10 percent of the CEC award amount).

(.... complete list on Pages 9-10 Solicitation Manual)



Ineligible Project Costs

The following project costs are **NOT** eligible:

- Labor costs for software, firmware, or hardware prototypes.
- Technology research, technology development, or technology demonstration activities.
- Analytical or feasibility studies (e.g., manufacturing, funding, product engineering, workforce, environmental, economic, strategic planning).
- Surveys, research and development, case studies, or market assessments.

(...complete list on Pages 10-11 Solicitation Manual)



Match Funding Requirements

- Projects must include a minimum 50% total match share of the total allowable project costs.
- Match share funding must also include a minimum cash contribution equal to at least 10% of CEC funding.
- Applicants must disclose the source(s) for the match share funding committed to the project.
- Match share funding may be in the form of loans, grants, and other incentives provided by the California state government, federal government, or local governments (not considered cash match)



Application Components

Zero-Emission Transportation Manufacturing

GFO-21-605



Application Organization

Item	Attachment # (if applicable)	Action Needed by Applicant
Application Form	Attachment 1	Complete form
Table of Contents	N/A	Create referenced document
Executive Summary	N/A	Create referenced document
Project Narrative	N/A	Create referenced document
Scope of Work	Attachment 2	Create document from supplied template
Schedule of Products and Due Dates	Attachment 4	Create document from supplied template
Budget Forms	Attachment 5	Complete form
Resumes	N/A	Create referenced document
Contact List	Attachment 6	Complete form
Letters of Support/Commitment	N/A	Create referenced document
CEQA Worksheet	Attachment 7	Complete form
Manufacturing Facility Layout	N/A	Create referenced document
Localized Health Impacts Information Form	Attachment 8	Complete form
Confidential Volume (see Section III.E)	N/A	Create referenced document
Past Performance Reference Form(s)	Attachment 10	Complete form



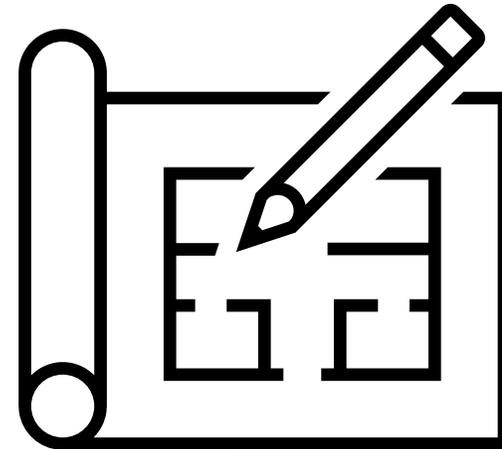
Project Narrative

- Applicants must create and submit a Project Narrative
- Project Narrative must respond to each scoring criterion described in the Evaluation Criteria (pp. 39-41)
- Include Table of Contents and Executive Summary
- Limit 30 pages, 11-point font, single-spaced, and a blank line between paragraphs



Manufacturing Facility Layout

- Applicants shall provide facility layouts and schematics to illustrate Manufacturing Operations
- Can be integrated into Project Narrative or as a separate attachment for reference.





Confidential Volume

- Business Operations-related financial documents (described in Section III.F.4.E of the solicitation manual) may be provided as confidential information
- Corporate financial records include: balance sheets and cash flow statements, and 3-year pro forma statements (if applicable)
- Clearly label all confidential material in this volume



Past Performance Reference Form (Attachment 10)

- Applicants must complete Attachment 10 to provide references for:
 - Agreements with the CEC in the last 10 years
 - The five most recent agreements with other public agencies within the past 10 years
- Include contact information. References may be contacted by CEC staff.
- Applicants must fill out a separate Past Performance Reference Form for each agreement received by the applicant.

Attachment 10
GFO-21-605
PAST PERFORMANCE REFERENCE FORM

Provide references for CEC agreements (e.g., contracts, grants, or loans) received by the Applicant in the last 10 years and the 5 most recent agreements with other public agencies within the last 10 years to verify Applicant's past performance. Each reference must include a contact person name and phone number (or email address). If contacted by California Energy Commission staff, references should be able to speak to Applicant's ability to successfully complete projects in a timely manner.

In response to Section III.F.4.A, Team Experience and Qualifications, if the team's experience and qualifications includes a specific project(s) under current or prior agreements with public funding (e.g., contract, grant, or loan), the Applicant must also submit a Past Performance Reference Form(s) for the project(s), even if the team member is not the primary Applicant.

Applicants should fill out a separate Past Performance Reference Form for each reference.

Reference Contact Information	
Name of Organization	
Street Address	
City, State, and Zip Code	
Contact Name	
Phone Number	() -
E-mail Address	

Project Information	
Project Title	
Agreement Number (or other unique identifier)	

1. For projects that did not complete (or timely complete) project objectives: Describe the challenges faced, what led to those challenges and indicate whether those challenges were within the Applicant's control.
(Answer)
2. Describe any severe audit findings and how they were ultimately addressed and resolved.
(Answer)
3. Describe the final outcome of the project.
(Answer)

Attachment 10
March 2022

Page 1 of 2

GFO-21-605
Manufacturing Grant Funding
Opportunity



ECAMS Agreement Resources

- Energy Commission Agreement Management System (ECAMS)
- Streamlined Terms and Conditions
- Resources, Budget guidance, and training tools are available at: <https://www.energy.ca.gov/funding-opportunities/funding-resources/ecams-resources>.

The screenshot shows the California Energy Commission website. The header includes the logo and navigation menu with options like HOME, PROCEEDINGS, RULES AND REGULATIONS, PROGRAMS AND TOPICS, FUNDING, DATA AND REPORTS, and SHOWCASE. A search bar is present in the top right. The breadcrumb trail reads: California Energy Commission > Funding > Funding Resources > ECAMS Resources (For ECAMS Agreements Only). The main content area is titled "ECAMS Resources (FOR ECAMS AGREEMENTS ONLY)" and contains a paragraph explaining the ECAMS system. A right-hand sidebar lists "FUNDING RESOURCES" with sub-items like "ECAMS Resources (For ECAMS Agreements Only)", "Budget Category Guidance", "Formatting Reports and Writing Style for Consultants to the California Energy Commission", and "Small Business / DVBE Information". Below this is a "CONTACT" section with "ECAMS Support" and a "RELATED LINKS" section with "Funding Opportunities". At the bottom of the main content area, there is a "Collapse All" link and a table with two rows: "Resources" and "Budget Category Guidance", each with a plus sign icon.

Source: CEC [ECAMS Resources](#)



Application Evaluation

Zero-Emission Transportation Manufacturing

GFO-21-605



Award Methodology

- Highest scoring applications with a passing score within each product category will be recommended for funding.
- Remaining funds allocated to next overall highest scoring application regardless of category.



Application Screening Process

1. Administrative Screening Criteria (Pass/Fail)

- The application is received by the date and time specified.
- The Applicant provides the required authorizations and certifications
- The Applicant has not included a statement that is contrary to the required authorizations and certifications.
- The Application does not contain confidential information, or any portion marked confidential, except for information submitted in accordance with Section III.E, separated and clearly labeled as confidential.



Application Screening Process, continued

2. Technical Screening Criteria (Pass/Fail)

- The Applicant is an eligible Applicant as specified in Section II.A of this solicitation.
- The project is an eligible project as specified in Section II.B of this solicitation.
- The project meets the minimum match share requirement, if any.
- The Applicant passes the past performance screening criterion.



Technical Evaluation & Scoring

- 0-100 points possible
- **Minimum passing score: 70 percent/points**
- Applicants should ensure applications:
 - Address each criterion
 - Organize information in unambiguous detail to facilitate review and evaluation
 - Include assumptions and calculations (as applicable)
 - Project Narrative does NOT exceed 30 pages.

Scoring Criteria	Possible Points
Team Experience and Qualifications	10
Manufacturing Operations	15
Implementation	10
Budget	15
Business Operations	10
ZEV Market and Community Benefit	20
ZEV Workforce Plan	20
TOTAL POSSIBLE	100
<i>Minimum Passing</i>	70



Application Submittal

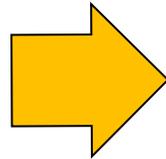
- Only method of submission is by digital delivery through CEC's Grant Solicitation System (GSS), available at <https://gss.energy.ca.gov/>
- Electronic application must be submitted as individual documents in Microsoft Word (.doc, .docx), Excel (.xls, .xlsx), and Portable Document Format (.pdf) formats.
- Digital Signatures are accepted
- Hard copy submittals are **NOT** accepted
- Clearly label all confidential material
- First- time users must register as a new user to access system.

A screenshot of the California Energy Commission's Grants Solicitation System (GSS) login page. The page features the CEC logo and navigation links at the top. A prominent "Important Information" box contains a message about password policy updates. Below this, the "Grants Solicitation System" section includes a "Log In" form with fields for "Email" and "Password", a "Sign In" button, and a "Forgot your password?" link. At the bottom, there is a "Don't have an account?" link and a "Register as a New User" button.

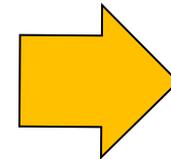


Next Steps

Q&A Deadline
May 2, 2022



Publish
Written Q&A
~May 16,
2022



Application
Deadline*
June 13, 2022

*Updates will be posted at the Grant Funding Opportunity's webpage:

<https://www.energy.ca.gov/solicitations/2022-03/gfo-21-605-zero-emission-transportation-manufacturing>



Questions and Answers

- Please use the raise hand function in Zoom if you'd like to ask your question
 - Zoom Phone controls:
 - *9 - Raise hand.
 - *6 - Toggle mute/unmute.
- You may also use the Q&A function in Zoom to type your question
- We will answer verbal questions first, then will respond to questions in the Q&A chat
- Please introduce yourself by stating your name and affiliation
- Keep questions under 3 minutes to allow time for others
- Note that our official response will be given in writing and posted on the GFO webpage the week of May 16.
- E-mail written questions to crystal.willis@energy.ca.gov by no later than **May 2, 2022 by 5:00 PM Pacific Time.**



Written Questions

E-mail written questions related to GFO-21-605 to:

Crystal Willis

CEC Commission Agreement Officer

E-mail: crystal.willis@energy.ca.gov

Subject Line: "GFO-21-605 Pre-Application Workshop"

All questions due by 5:00 PM on May 2, 2022



Thank you for participating!

**Applications are due
June 13, 2022, by 11:59 PM**