<table>
<thead>
<tr>
<th><strong>Docket Number:</strong></th>
<th>21-TRAN-05</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Title:</strong></td>
<td>Zero Emission Vehicle-Related Manufacturing</td>
</tr>
<tr>
<td><strong>TN #:</strong></td>
<td>242721</td>
</tr>
<tr>
<td><strong>Document Title:</strong></td>
<td>Presentation - GFO-21-605 Pre-Application Workshop - Zero-Emission Transportation Manufacturing</td>
</tr>
<tr>
<td><strong>Description:</strong></td>
<td>N/A</td>
</tr>
<tr>
<td><strong>Filer:</strong></td>
<td>Spencer Kelley</td>
</tr>
<tr>
<td><strong>Organization:</strong></td>
<td>California Energy Commission</td>
</tr>
<tr>
<td><strong>Submitter Role:</strong></td>
<td>Commission Staff</td>
</tr>
<tr>
<td><strong>Submission Date:</strong></td>
<td>4/20/2022 8:23:52 AM</td>
</tr>
<tr>
<td><strong>Docketed Date:</strong></td>
<td>4/20/2022</td>
</tr>
</tbody>
</table>
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
  o Solicitation Overview
    ▪ Eligibility
    ▪ Funding
    ▪ Match
  o Application Components
    ▪ Application Organization
    ▪ Attachments
  o Application Evaluation
    ▪ Application Screening
    ▪ Technical Evaluation and Scoring
    ▪ Evaluation Criteria
  o Application Submittal
  o 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](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**
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.
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=RBl6rPQT9k6NG7qicUgZTmfGBFroH2hGoOeve3yX1YNUNFJOT01YWDA2TEFCMjNLTRQOUtGOURLMS4u

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

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

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

Solicitation Manual pg. 4-5, “I.H. Maximum Number of Applications”
Eligible Project Categories

<table>
<thead>
<tr>
<th>Category 1</th>
<th>Category 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Complete zero-emission vehicles (ZEV)*</td>
<td>ZEV infrastructure:</td>
</tr>
<tr>
<td>• light-, medium-, or heavy-duty, on-road/off-road:</td>
<td>• Complete electric vehicle supply equipment (EVSE)</td>
</tr>
<tr>
<td>➢ Battery-electric vehicles (BEV)</td>
<td>• Hydrogen refueling station equipment (HRSE)</td>
</tr>
<tr>
<td>➢ Fuel-cell electric vehicles (FCEV)</td>
<td>• EVSE energy storage systems</td>
</tr>
<tr>
<td></td>
<td>• Vehicle Grid Integration (VGI)-related equipment</td>
</tr>
</tbody>
</table>

*Final Product is for commercial sale

Solicitation Manual pg. 8-9 “II.B. Project Requirements”
### Eligible Project Categories, continued

<table>
<thead>
<tr>
<th>Category 3</th>
<th>Category 4</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ZEV and ZEV Infrastructure Components. Examples:</strong>&lt;br&gt; - Power trains&lt;br&gt; - Fuel cells and fuel cell stacks&lt;br&gt; - Control and management systems&lt;br&gt; - On-board chargers</td>
<td><strong>ZEV and ZEV Infrastructure Batteries and Battery components. Examples:</strong>&lt;br&gt; - ZEV battery cells&lt;br&gt; - ZEV battery packs&lt;br&gt; - ZEV Infrastructure batteries</td>
</tr>
</tbody>
</table>

Solicitation Manual pg. 8-9 “II.B. Project Requirements”
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)
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)
• 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

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

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.

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.

Solicitation Manual pg. 3-4 “I.E. How Award is Determined”
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.
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.

<table>
<thead>
<tr>
<th>Scoring Criteria</th>
<th>Possible Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Experience and Qualifications</td>
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</tr>
<tr>
<td>Manufacturing Operations</td>
<td>15</td>
</tr>
<tr>
<td>Implementation</td>
<td>10</td>
</tr>
<tr>
<td>Budget</td>
<td>15</td>
</tr>
<tr>
<td>Business Operations</td>
<td>10</td>
</tr>
<tr>
<td>ZEV Market and Community Benefit</td>
<td>20</td>
</tr>
<tr>
<td>ZEV Workforce Plan</td>
<td>20</td>
</tr>
<tr>
<td><strong>TOTAL POSSIBLE</strong></td>
<td><strong>100</strong></td>
</tr>
<tr>
<td><strong>Minimum Passing</strong></td>
<td><strong>70</strong></td>
</tr>
</tbody>
</table>

Solicitation Manual pg. 35-43 “IV. Evaluation Process and Criteria”
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.

Solicitation Manual pg. 20-21 “III. Application Format, Required Doc...”
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

Solicitation Manual pg. 3, “I.D. Key Activities and Dates”
Questions and Answers

• Please use the raise hand function in Zoom if you’d like to ask your question
  o 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