**IAC Workstream 1&2 Office Hours-20231019\_130006-Meeting Recording**

0:02  
And we'll give everyone a chance to join Before we start, just to remind everyone that we will be recording this and making it available for others who weren't able to attend to be able to see it and and read the transcript from the web page.

0:21  
So thank you for joining and we welcome everyone.

0:39  
This is the IAC Implementation Grant Office Hours.

0:43  
We ask that you mute your phone or your computers and your phones.

0:48  
So we will proceed in a few minutes once we give everyone a chance to join.

1:43  
And once again welcome everyone.

1:45  
We will be starting in just a couple of minutes for giving everyone a chance to join.

1:50  
Before we begin the IAC implementation grant office hours again, we ask that you mute and we will proceed once everyone's had a chance to get in.

3:06  
All right, well, let's go ahead and get this moving forward.

3:10  
Welcome everyone.

3:11  
This is the IAC Implementation grant office hours for the continuing rounds of applications that are coming in.

3:20  
I am Carla Heron, Director for Energy Works.

3:23  
Welcome to this.

3:24  
As a reminder, we ask that you stay muted during this this session.

3:29  
We do have the ability for you to answer or to ask questions through Slido.

3:35  
You have the QR code there on the display.

3:39  
You're also able to direct link to it, but the questions will be asked through that and then they will be presented to the group.

3:49  
These are the the ability to upvote these is something you can do.

3:55  
So if there is a question that aligns to what you'd like to know, please upvote that.

4:00  
So that that is one of the ones that we are able to get to during this meeting.

4:05  
We're trying not to have redundant questions if possible.

4:09  
Also, as we noted earlier, we'll be recording this.

4:13  
The recording and the transcript will be available probably later tomorrow depending on the bandwidth to get this up.

4:22  
So that can be shared with others that weren't able to visit this session.

4:28  
Please let others know if there are people in your organization or anyone that would be interested in this will have that available.

4:37  
And then also we have two different work streams that are being presented today.

4:43  
They have two separate sections for asking questions.

4:47  
So if you have something specific to the applications themselves, that is workstream 1.

4:53  
Workstream 2 is for the third party assessor applications.

4:57  
So Please note that we will be working through as many of the questions as we can today.

5:03  
If we do not get them all answered, they will be provided afterwards on the web page so that you can get to the FAQs and you can find the answers there.

5:13  
If there are any technical or complex answers that are required, we will work internally to get those answered and they may be posted later.

5:25  
So just be aware and please check back on to the IAC opportunity page for updates.

5:33  
All right.

5:34  
We do have with us a couple of the members from DOE MESK, which is the manufacturing and energy supply chains team.

5:46  
They're the ones that are the sponsoring office for this IAC opportunity.

5:52  
So we'll be introducing them.

5:53  
They will be providing more information about this and then we do have members from the Energy Works team here as well as other members from DOE that supports the Partnership Intermediary Agreement.

6:09  
Sorry, my threats going that can provide more details on that as well.

6:15  
Anyway, so we'll move forward now as I mentioned, please ask all questions through Slido if you have questions about getting to it.

6:25  
We're also posting updates into the chat itself, so that provides a link to get to that.

6:32  
So let's move forward from there.

6:36  
The next slide please.

6:40  
Hey, awesome.

6:42  
Well, thank you for the for for the introduction Carla.

6:45  
As Carla mentioned my name is Mustafa Mahmoud, I'm one of the deployment managers supporting the IAC or Industrial Assessment Center's implementation grants program.

6:55  
And I'm joined here with my my colleague Clifton as well who also supports on on kind of standing up and and and this supporting the program.

7:06  
And so as Carla mentioned we we relaunched we had a first round but we relaunched an open solicitation for this IAC implementation grant.

7:14  
And so the good news is that applications are open year round and so whenever manufacturers are interested stakeholders whenever you are ready to apply the the application will be open.

7:26  
And so for this, a a brief background about the the implementation grants.

7:31  
And so roughly $80 million of funding is available for for this open round.

7:37  
The grants are awards of up to $300,000 per manufacturer.

7:42  
If you are a manufacturer that has multiple sites, say you have two sites that got assessed, those total will be $300,000.

7:50  
It can't be $300,000 per site and it is at a 50% cost share.

7:55  
And so if a project cost $500,000, we will fund up to $250,000.

8:02  
However, again we are capped at the $300,000 mark and so therefore if a project is $700,000 that you are looking for funding, we will only go up to the $300,000.

8:14  
And so with the the application and then there'll be links in this presentation and as Carla mentioned will be made available for you on the on the website.

8:22  
But when when looking at the applications and the recommendations that we're looking to find the the criteria's broken out in this this way with 50% of impact and feasibility.

8:33  
So the impact of the project in regards to energy savings, greenhouse gas emissions savings, cost savings, things like that 25% of demonstration of financial need.

8:42  
Will you be able to meet that that 50% or whatever the cost share requirement is based on the project and then 25 remaining of community benefits plans.

8:50  
Will you be be able to partner with DNI partners?

8:52  
Will how will this project support the surrounding community from not only a socio economic perspective but as well from an environmental perspective?

9:03  
Eligibility is exclusive to small and medium sized manufacturers which is defined in the in the footnote below.

9:08  
So an firm that has less than $100 million in annual sales, the site of interest that was assessed has fewer than 500 employees and then an annual energy bill between bills between 100,000 and three and a half million dollars.

9:24  
Also included in this is our our water treatment facilities.

9:28  
And then lastly these are from to address recommendations that are made under three different type of assessments, so IAC assessments, another sister DOE program, the combined heat and power technical assistance partnerships and then other assessments that are deemed qualified or deemed equivalent by the Department of Energy.

9:48  
So we are working as Carla mentioned, we have two parallel work streams, one with qualifying these third party assessors that would fall under this bucket.

9:57  
Next slide please and so just a a brief overview of what the industrial assessment centers are.

10:05  
And so the the IAC program has existed within the DOE for for nearly over 40 years.

10:11  
Currently there are four year programs across the United States, 37 universities that have conducted over 20,000 assessments across the US And so this program provides technical assistance to small and medium sized manufacturers while helping train the next generation of energy savvy engineers, right.

10:33  
And so with these assessments, they're typically able to identify around $130,000 of annual savings with nearly 50 percent, $50,000 of those implemented within the first year.

10:45  
And so you have these universities that that go around and and and provide no cost assessments to these small and medium sized manufacturers to unidentify energy efficiency improvements.

10:57  
And then if you go to the next slide when thinking about the the combined heat and power technical assistance partnerships so that there are 10 regional entities across the United States.

11:08  
Again have conducted a wide, uh a plethora of technical screenings over the past five years.

11:15  
Typically focus on oh, if we can go on mute, Yep, they typically focus on combined heat and power systems and so generating on site electricity while being able to to to leverage the waste heat recovery for for heating.

11:30  
And so this is another program that that that are able to identify energy resilient recommendations to help not only improve energy efficiencies, promote energy independence and also enhance the the nation's great resilience.

11:45  
And so again to learn more this, this deck will be made available in the passive slides to learn more.

11:49  
There's a link to each of these programs on the slides if we go to the the next slide.

11:57  
So thinking about under this program, what are the typical projects that we do want to cover.

12:02  
You have your traditional improved site energy or material efficiencies, whether that's putting in an upgraded piece of equipment or upgraded piece of HVAC that's way more efficient than the existing incumbent to help improve energy efficiencies, improving your site cybersecurity infrastructure.

12:19  
And so if that's putting security, network security practices in place to help improve and minimize any network security risk, improving site productivity.

12:28  
If I'm able to make a product quicker, increase the up time of any equipment that I have in place, reduce site waste production and then reduce site greenhouse gases, any CO2 emissions or non greenhouse gas pollutions whereas your knocks in your socks.

12:44  
And so these are a wide range of projects that are covered under this program that have an opportunity to be funded.

12:51  
Next slide and as Carla mentioned before, we do have two parallel work streams going on with this opportunity.

13:01  
So the first work stream is the actual implementation grants and so providing the federal funding to medium, small and medium sized manufacturers who've received to implement recommendations from either the IAC assessments that they've received the CHP TAP assessment since 2018 or as we are continuing to qualify these third party assessors.

13:22  
If you are a client of one of these third party assessors and have received an assessment from them starting in 2021, you could be eligible to have some of those recommendations that they provided in that assessment to be funded.

13:35  
And then the other one, again it's it's feeding into that that qualified third party assessors of identifying entities that are out there that execute assessments.

13:44  
If you are an entity or a stakeholder that goes out and provides assessments and recommendations to small and medium sized manufacturers to help improve their energy efficiencies, reduce greenhouse gas, improve site productivity.

13:58  
Any of those that fell under that cover projects list that we just went over encourage you to apply and qualify as a third party it's assessor just so your clients could be potentially eligible to receive federal funding under this program.

14:14  
I'll go to the the the next slide.

14:16  
And so again we did have a first round of of this opportunity and we recently relaunched the, the, the program.

14:23  
And so when thinking about kind of what's new in this program, one we are adopting a rolling application, the application will be open year round in which we'll collect applications at a predetermined time basis.

14:36  
We are currently going to collect applications on a quarterly basis and so all applications that are submitted in Q 4/20/23 will will will collect those, review those and then fund those and then we'll we'll continue this process.

14:47  
But whenever you are ready, we understand that S and OP processes take place at different points in time you you won't be able to have the business plan put together in in it lining up when the application is open.

14:59  
And so having it open year round gives you guys an opportunity to to apply when you're ready and as I mentioned establishing A predetermined time intervals for application reviews again, so we'll we'll we'll collect all of the applications that are submitted in Q 1/20/24, review those and fund those and do the same thing moving forward with Q2Q3Q4 of 2024 clarified some of the eligibility criteria.

15:23  
Again, we are limited by by what's written in the law, but trying to introduce some flexibilities there to ensure that as many small and medium manufacturers can be eligible to apply and receive grant funding, we streamlined our our landing page and application forms.

15:37  
If you've worked with the government before, the typical application process is pretty strenuous.

15:42  
And So what we've done is is try to help streamline that significantly into which the the application is as seamless as possible from going to getting my report from the assessment to applying to receive funding and then hosting these monthly office hours.

15:59  
So we understand that there are folks have many questions and have especially if you're not familiar with working with the government and so making ourselves available to to answer any questions that you may have on a on a on a frequent basis.

16:12  
And so hosting a monthly office hours session where you guys can get some face to FaceTime with us to ask any questions that you may have about the program.

16:23  
Next slide please.

16:26  
And so when thinking about the our, our updated application design again, so trying to make it as seamless as possible of getting your report and then moving and and applying for for funding.

16:36  
And so with the grant funding request you know have in the in the actual application a table which mimics the common reports that come out from IAC assessment, CHP TAP assessments for qualified third party assessors.

16:49  
So you're able to just copy and paste and and and and input that information as seemly as possible.

16:54  
Some targeted questions about the work, the operation behind the facility, getting some more background about the the manufacturer and their operation, understanding if you do fit the the criteria.

17:05  
Again as I mentioned this is exclusive to small and medium sized manufacturers and there are some predefined eligibility requirements in the in the law and so asking some questions there just to make sure that you're aware if you do qualify or if you do not.

17:20  
And then lastly some project narrative questions just to answer some questions in regards to you know the technical scope behind the project work plan, how this project, how, how you plan to to find it the the 50% non federal share and then how this project can help support and enable the the local community and how it will benefit the surrounding community.

17:40  
So that's that's for Workstream one.

17:42  
And then in the in the next slide it's the application for Workstream 2 is, is, is, is, is a bit shorter.

17:49  
And so again one as an assessor what are your assessment capabilities, how many do you conduct a year, are you regional nationwide just understanding kind of what those, what your assessments are.

18:02  
And then two, getting some sample assessment reports, understanding kind of what that output looks like for for the client and this information the information can be redacted in the case that when when you are submitting these client confidential information can be redacted.

18:18  
We just want to get an understanding of what those assessment reports look like, how robust they are.

18:22  
And then lastly again some project narrative questions, again some targeted questions to help understand kind of your experience with with conducting energy assessments and and and so forth.

18:34  
And so again in comparison to this with with typical traditional government funding opportunities, a lot more streamlined, a lot less strenuous and hopefully not as time consuming, understanding that there always is limited capacity to to apply to these funding opportunities.

18:51  
And so hopefully it may hopefully making it as seamless as possible for you guys.

18:56  
If we go to the next slide, so just thinking about some, some timelines actually I may pause here and see if there are any questions and we, I think we could transition over to the Slido to see if there are any questions.

19:14  
This just here is a timeline of the, the opportunity.

19:18  
And so again we launched on the 6th having our first office hours session today, we'll have another one in November as well.

19:25  
And then the the first quarter of applications that the the next submission deadline is December 31st.

19:31  
But again this will be open year round.

19:34  
And so if you're not ready by December to submit by December 31st, you have an opportunity to apply between January and March.

19:40  
So but with that I'll I'll, I'll pause there and and and shift over to the Slido to answer any questions that may that have come up.

19:57  
I'll share my screen real quickly one SEC.

20:03  
Oh, there it is.

20:06  
So this, this first question does a gross annual sales of less than 250 million apply to the site we are working on or working with or the corporation as a whole.

20:15  
So I think the the 250 million I think is the the current guidance under the IAC program.

20:21  
We understand that there is a discrepancy between that and the the IC implementation grants.

20:26  
However, we are limited to $100 million in in what's written in the statue and so our criteria is, is the $100 million, so less than $100 million.

20:36  
And in regards if it's respect to the site or the corporation, it's to the manufacturer as a whole.

20:43  
We'll add if you if the manufacturing firm is a subsidiary or LLC under a parent, a holding company, if the manufacturer submits its own taxes, you can use the manufacturer's revenue and gross sales, not the holding companies.

20:58  
I'll also add that if at the time of the assessment, if you are less than $100 million, even though you are more than $100 million now, you would still you'd you would be eligible.

21:07  
So it's whatever is lower or more appropriate.

21:15  
Yep.

21:21  
I I can I can do the next one.

21:23  
So can utility incentives be combined with grant funds on an invitation project it's kind of it is case by case basis you'll have to look at the fine print.

21:31  
But generally speaking these tax the the benefits do do stack.

21:36  
There are many grant and funding programs out there both federal, state, local and so I think well it it does depend program by program but I think generally speaking allows them to do stack and we can provide guidance on on specific funding opportunities are.

21:58  
So this next question are qualifying assessments limited by geography travel over the state and the Southeast.

22:04  
So no, no limitations on on geography and so you know if you're predominantly focused on the the Southeast region that that that's OK.

22:12  
So no, no eligibility or limitations there.

22:17  
I'll actually also add that you can see the the preliminary list of both grant awards and 3rd party assessors on off share link.

22:25  
It's it's still pending final negotiations, but it is it has been publicly posted on on the DOE website as to the first round.

22:32  
So you can kind of get a sense of what kind of grants we have awarded and what what kind of assessors we've we've also deemed eligible pending final negotiations.

22:45  
Next question, can R&D only facilities participate in this grant?

22:50  
That's a good question.

22:51  
I think no, yes, yes they can I think provided that you fall under the other under all the other eligibility requirements as long as you are a manufacturer domestically owned fall under the the the staffing details.

23:05  
I know manufacturers have all kinds of hybrid, hybrid pro hybrid facilities they do manufacturing they do R and DI believe.

23:12  
So you you you do you are eligible in this case and then I think that that that top one was answered again the the, the one is it's less than 150 a $100 million in in annual sales and then we're looking at total sales so could be total domestic and international sales.

23:34  
Can you explain how water treatment facilities qualify for this opportunity heard SMMS exclusively but also saw water treatment facilities are included.

23:41  
So, Yep, So one of the the the major clients from from, from AIAC perspective that receive assessments are water treatment facilities and so working internally and and we're able to to grant water treatment facilities eligibility to fall under a recipient of the of the qualified assessments and therefore they're able to to apply and so no limitations.

24:06  
If you are a water treatment facility that has received an IAC assessment or other qualifying assessment, you can apply for this funding.

24:15  
The R&D question was answered as well.

24:18  
What is the size requirement?

24:20  
It is listed on the website and the Mustafa did go over it in the slides but the facility have received the assessment should have fewer than 500 employees either at the time of the assessment or in the most recent fiscal year.

24:36  
Annual energy bills between $100,000 and 3.5 million.

24:39  
Again this is either the most recent fiscal year or the year in which the assessment was completed.

24:43  
If it's different, if it's you know if it falls under that category you can you can use that that year.

24:50  
And then the the the the company, the the manufacturer applicant or wastewater treatment entity should have a gross annual sales of less than $100 million.

24:58  
And again, it's also either the most recent fiscal year or the year the assessment was completed.

25:09  
Is there any MMV required associated with the grant program.

25:13  
So yes, we will have some MMV requirements after after selection, there'll be a process in which the the recipients will report documentation in regards to status of the project, but also just kind of some some metrics that we align on in terms of the the benefits that come out of that.

25:31  
So whether that's the the the energy save the cost savings that you've you've realized up to that point funding that's been spent and so there there will be an MMV process that takes place after the the selection has been made as a contractor fund this service Flex test program are we able to submit grant applications on behalf of the manufacturer.

25:54  
We ask all manufacturers to to submit their own applications.

25:57  
You can certainly consult outside parties, but applications must come directly from the the manufacturers or wastewater facilities themselves.

26:10  
Can facilities under construction participate if they're willing to make changes to plan systems?

26:15  
If the facility I think it one would have to be it needs to be established.

26:21  
So I don't know if this is if they're already established and they're just undergoing A retrofit or if it's they this is a a brand new facility, they likely cannot participate given the fact that we are there's an eligibility requirement for the the annual energy bills and so we have to use actual actual annual energy bills rather than projected.

26:44  
What can we find the eligibility requirements?

26:46  
I just close to the link in the chat.

26:49  
This is where you'll you'll find the application forms, details about eligibility, links to the FAQs and where you can actually apply as well.

26:56  
And you know, I'll I'll reiterate as as Mustafa said that this is a thanks to the the Partnership Intermediary agreement.

27:02  
Relative to other DUV funding opportunities, this is this is quite straightforward.

27:07  
The application is very short and brief roughly 5 pages.

27:10  
You answer to some questions online.

27:12  
We're using submittable rather than the typical energy exchange online, which is I mean kind of complicated and difficult to to navigate through.

27:20  
So we do encourage folks to to check out that link and apply what equipment, machinery that replaces manual labor tasks with automation, robotics, qualifying to improve productivity criteria.

27:36  
So this is a good example of yeah that would that would fall under improving your site productivity and so that would be one of the covered projects under the program.

27:45  
Yeah, I'll be I'll add if it's if it's a recommendation under under the eligible assessment either through the IAC CHP tab or the third party assessor then then qualifies.

27:54  
And I think and also I'll point out in some older IAC assessments there's typically an appendix with additional recommendations that are not in the main section, those are still considered eligible recommendations under the IAC grant program to apply for the third party IAC.

28:10  
Can the scope of third party IAC be only providing manufacturers fleet assessment, sustainability and decarbonization?

28:18  
I'm not sure if I understand this question.

28:24  
The scope of IC repriting plate assessment.

28:30  
I think this one in terms of when thinking about for the at least for the third party assessor qualification and and thinking about the the scope of the scope of assessment or technology areas that the assessment focuses on again sustainability decarbonization that that they would potentially qualify.

28:47  
Again we just ask that the scope, the the scope of the assessment so the different technology sets, the different recommendations that you guys are looking at aren't too narrowly technology focused.

29:00  
And so we're only, we're not only looking at potentially a solar solar recommendations right to reduce greenhouse gases that can come from you know not only installing solar panels but putting in new LED lighting to improve my energy efficiency or using a combined heat and power system.

29:18  
Just exploring having a wide range of of technology sets within your recommendations and not being limited to that.

29:26  
Hopefully that answers that question.

29:27  
If not, again if you have a follow up question you could send it to to info dot at energy works and we could try to answer it offline.

29:36  
Umm as as best as we can.

29:38  
Thanks Tafa.

29:39  
Yeah so the the assessments should be to be deemed IS equivalent.

29:42  
Generally we're looking for comprehensive assessment, consider the whole scope of a facility, not just one technology piece.

29:49  
So based on program timelines, is it anticipated that applicants may start an assessment now and so qualify for implementation grants, Yes.

29:57  
So this, this, this first open round, we have $80 million available, but this out of a whole program of $400 million until fiscal year 2026, I believe.

30:07  
Is that right, Mustafa?

30:09  
So I I don't want unless we have a huge deluge in applications, I think it's safe to say that yes, there will be funding available for implementation grants even if you are still waiting for an assessment.

30:25  
Yep.

30:26  
Chris Clifton, do you want to repeat the the R&D question?

30:29  
Yeah, I think I have a weird answer.

30:30  
I think the answer is yes is as long as you are have have received an assessment from IIC, a CHP TAP or a third party assessor, yes, you are eligible for ISE grant funding.

30:42  
There are all kinds of facilities that manufacturers have.

30:45  
So as long as you receive an assessment, yes, you are eligible.

30:50  
Yep.

30:51  
And then back to ability to stack with other incentive programs, what was the incentive, what was the answer?

30:56  
And so when when looking at stacking this with other incentives or other programs, we so that we cannot stack this program with other federal funding opportunities.

31:09  
And so if there's another opportunity within our office manufacturing and supply chains that that you think you qualify for and you receive funding for that that cannot count towards as as a non kind of non federal share for this program.

31:25  
And so say yeah, you have a project that's $200,000, you'll receive $100,000 from this program and then say you want $50,000 from another federal program, you can't use that to pay that non federal share.

31:37  
We we're not able to stack federal funding opportunities.

31:40  
However for that non federal share you are able to leverage utility programs.

31:45  
So there are rebate programs, state funding.

31:48  
As long as it doesn't, it's not sourced from a federal funding source.

31:54  
Other grant programs or or or incentive programs that may exist as long again, as long as they're not coming from a federal source.

32:06  
Can you go over the holding company requirements?

32:09  
Yeah, let me actually, let me actually just paste the the detail in the chat because I don't think it'll be, it'll be more clear.

32:18  
Oh, where is it?

32:18  
I'm sorry, I'm looking for the actual text you have to buy questions.

32:28  
I can pull it up, but I guess while Clifton is is looking for that essentially if you are a manufacturer and you are a a a subsidiary or LLC under a larger parent holding company, if often times we realize that if we applied the $100 million annual sales to that parent company they likely would not qualify.

32:52  
So if you are an LLC and you pay taxes separate to that holding company, you can use the manufacturer's annual sales.

33:01  
And so I can what we can post the exact language as we have in this illustration in in the chat, but that those would be the the, the requirements for if you are an LLC sitting under a parent company.

33:17  
Well said Mustafa, I, I put the text in the chat, I think those were all the questions on the slide.

33:28  
Oh, I think we can go back to the the presentation and wrap up.

33:33  
There are only a couple more slides remaining which are just some references and resources for you folks.

33:41  
Again, as I mentioned some some helpful links in regards to there's the website of the actual opportunity which includes A frequently asked questions and so if you have any other questions that may come up after this call, oh, I think it disappeared.

33:55  
But any questions that may come up after this call would encourage you folks to to check out the frequently asked questions.

34:01  
If they're not there, feel free to reach out to info@energyworks.org with the question and we'll try to answer it as soon as possible.

34:09  
And once we answer it, we'll post it on this FAQ on the website and then the work stream one and two applications, again as as Clifton mentioned, a lot, a lot more streamline application to compare it to the typical government funding opportunities.

34:24  
And then just some links in regards to the the, the press release of the opportunity, more detail about the IAC implementation grants and some links that you can sign up to receive notifications from not only MESC of the office manufacturing energy supply chain where this program sits under, but from also energy works and the opportunities that they they support in partnership with the DOE.

34:45  
And so as I mentioned again, if you have any questions or concerns regarding the the program about this presentation, anything regarding the IC implementation grants, please feel free to reach out to info@energyworks.org.

35:01  
They'll be happy to to to answer your questions as best they can and as quickly as possible.

35:16  
OK, great.

35:18  
I think one more question actually did come in through Slido if I'm not mistaken.

35:25  
Let's double check that one.

35:33  
So it looks like it's the question was expansions qualify Green Tech for expansions of a manufacturing site.

35:40  
And so if the expansion comes from a recommendation that's made in the in the in the qualified assessments as we listed out, so IACCHP, TAP or those other qualified third party assessors and they fall under which Green Green site would would fall under helping reduce decarbonization within a site.

36:00  
And so as long as it meets those two criterias and the manufacturing for where the facility meets the eligibility criteria as we laid out for small and medium sized manufacturers, they would, they would qualify and potentially be eligible to receive funding under the implication grants program.

36:16  
I think you're on mute, Clifton.

36:22  
Next stop, I was going to make the quick pitch and the quick point that you know we are this is 1 program within one office within within larger DOE.

36:29  
And there are a lot of DOE funding opportunities right now.

36:31  
Even if you don't necessarily qualify for our funding opportunity, there are others you can look at.

36:35  
I could, I would encourage you to follow mess, sign up for mess emails from our office from mess, but also just visit grants.gov where you can see all the different funding opportunities across DOE and the federal government.

36:48  
I believe there there are many opportunities or manufacturers out out there right now and following up on that statement as well, I I posted in the link to energyworks.org and that is the easiest way to get to this and a few other opportunity pages that are that are being done under this partnership intermediary agreement.

37:20  
So if you go to that website, you can opt to go to the opportunities and you'll see this one as well as I think we have eight others that are active right now.

37:33  
It's constantly being updated at least with the ones that we are doing through the partnership intermediary.

37:38  
And of course, if there are questions, you can also either join the ecosystem there or you can e-mail us directly at info@energyworks.org and we're able to follow up.

37:49  
And if we need to get any specific information from Mustafa or Clifton or another member of their team, Jeremy, we're able to reach out directly to them and coordinate any information that is needed.

38:05  
All right.

38:06  
And then there's one more, it looks like there's one more questions on the on the slide.

38:10  
Oh, what if we've already spent some money towards the project.

38:14  
Again these are for this is targeted to projects that have not yet been implemented.

38:18  
It would be a case by case basis depending on how far in the project that you've gone.

38:23  
And so if it's you've only paid for permitting, we can have a discussion on the rest of the implementation of the project and if that would qualify.

38:30  
But on a, it would depend on a case by case basis, but typically we would we're we're only looking at projects that have not yet been implemented, so we cannot retroact.

38:38  
If your project's already been implemented and then one just came in, does this look back to older assessments apply to all in the program?

38:50  
Is it 2021?

38:51  
And so for the IAC and CHP TAP assessments, we're looking back all the way until 2018 for the third party, the qualified third party assessors.

39:01  
And so the assessments that come from them, we're looking starting in 2021.

39:09  
Once again, a reminder, if you could mute your systems, your phones, that would be appreciated.

39:19  
All right.

39:21  
If there are no more questions, we'll start to sort of wrap this up a little bit.

39:27  
Are there any closing words that Mustafa, you or Clifton would like to add to this before we go into the housekeeping section?

39:39  
Nope.

39:39  
I think thank you all again.

39:40  
I we really appreciate the time and the interest in the the IC implementation grants opportunity.

39:47  
Hopefully we are here to hopefully serve you.

39:49  
So if you do have any questions or concerns, we do have another monthly session coming up on November 16th I believe And so if your your question, if you have any further questions feel free to to join that session and ask there.

40:03  
But also as I mentioned.

40:05  
And the website that's that's posted in the link in in this presentation to the opportunities page will have a broad list of frequently asked questions that that we've received.

40:16  
And so that there may be an opportunity there to to help get your questions answered.

40:20  
But again thank you so much for the time and really appreciate the the interest in in in our program.

40:27  
One of the question popped up on the slide, oh, are the announced third parties on the website approved?

40:33  
It's it's not yet, it's pending.

40:36  
I think there will be an official announcement once it's official official, but they are, they have at least been tentatively deemed as eligible.

40:44  
So so keep stay posted and we will be making updates to the web page as those are finalized in case there are any changes to that, you'll see it there.

40:57  
As Mustafa and Clifton have mentioned, we do have office hours that are scheduled for November 16th and then again for December 6th.

41:06  
And that is really to provide that sort of final bit of information and clarification as you're going into the applications which are due by the 31st of December.

41:19  
That is really a hard deadline for this round.

41:21  
As they mentioned, there will be future rounds.

41:24  
So we are encouraging not only those who are ready with an assessment already in hand to submit, but then to start to work the process to coordinate your assessments and begin your applications.

41:39  
And if there are again questions or other things you need your real lifeline for, this is info@energyworks.org.

41:48  
We'll be doing all the coordination, sending out reminders, working through the different tools.

41:54  
We appreciate everyone using Woofoo to RSVP to this, and then we're using Submittable as the application tool for this.

42:04  
It's a very streamlined process.

42:07  
There are a couple of forms involved in that as well as pulling out the capabilities statement that you'll need to complete to submit with the application itself.

42:19  
So everything is really encompassed into that tool to sort of make it an easy process for you to work through.

42:29  
Again, this has been recorded.

42:30  
We're going to be posting this tomorrow on to the opportunities page so that you can both get to the video recording as well as the transcript and then we'll be updating it with the slide oh questions and the answers that were asked today as well as any other pertinent things that come in that we need to make available to everyone else.

42:54  
So you know it.

42:57  
We appreciate everyone's time.

42:59  
If there are no more questions or no more final comments, then go ahead.

43:05  
I was going to say I'll answer the last question that was that was posted into the slide and we can wrap up.

43:09  
But the the question was how long do we have to to complete the project after the award is given.

43:16  
This is this is going to depend on the, on the on the sizing of the OR the size of the project, right.

43:20  
So typically within an IAC assessment your implementation of projects are you know LED lighting upgrades replacing an HVAC unit system.

43:29  
So we typically try to give a leniency of around the two year mark again with CHP TAP installing a new combined heat and power system.

43:37  
There are other things that are involved permitting, ensuring you're getting approval from the local city or region to begin construction.

43:46  
And so with those we work on a case by case basis to to align on what that realistically timeline looks like.

43:51  
But again we typically most of these projects we like to get them completed under, under, under the two year mark depending on what the, the sizing the project in which we can work together on a case by case basis for that.

44:07  
And then for clarity, this is obviously a cost sharing opportunity that is out there.

44:15  
We are working to provide a pretty streamlined invoicing system once work is underway so that payments are in arrears, if you will.

44:25  
There will be submissions of your your proof of payment for the different elements that have been procured or installed and that invoicing process usually takes about 30 days from it being submitted by you, the participant in through the system to be paid back.

44:47  
So just for you know, open full communication.

44:53  
It is a process, but it is a fairly streamlined process with a fairly quick turn around.

45:00  
So and if there are questions on that, that's something that we go into deeper detail on once the down selections are made and we're actually doing the statements of effort with the individuals that were selected.

45:15  
And then it looks like two more questions came up on the slide.

45:17  
Oh, but I think they're related in terms of the can projects be, can projects add up?

45:23  
And so yes, this can encompass multiple projects.

45:25  
So if you have three projects that total up to $600,000, we would give you $300,000 to help implement those multiple projects.

45:36  
And so yes you can you can have multiple projects captured under the the the implementation grants.

45:45  
Following that on one question we've had is after the applications have come in, can they be broken up?

45:51  
Maybe you've made you've made a decision not to pursue one of them or to delay doing something.

45:57  
What comes in as the application is exactly what is being considered and and being perhaps selected and awarded and so if there are changes to the application afterwards after selection then that really precipitates going into the next round and breaking it.

46:16  
Breaking up that application to meet what your actual needs are also point out.

46:24  
So in the in the first link I posted in the chat you can see the the the tentative awards we've announced for the the first round for both the grants and the assessors and you'll note that you know no application is too small.

46:37  
We actually tentatively awarded a $4000 LED lighting project.

46:42  
So you can apply for projects as small as you want, you can apply for projects up to $300,000.

46:47  
We we we we we welcome all kinds of applications as long as you're getting them from assessments and and you're improving your facilities.

46:57  
And then so a couple more questions.

47:00  
Is there reimbursement after completion of project or after the spending of funds And so during the project implementation phase, we'll have set out reporting timelines and so every so-called months we'll have you report out on the funds spent to date towards implementation of that project.

47:19  
And then we'll have a payment structure that follows that, that reporting schedule.

47:23  
And so you know if you spent 50,000 to date, we'll pay the the 25,000 to the 50% cost share that you spent to meet that.

47:34  
And then what if we buy LED lights and install them ourselves, can the money be used towards the employee wages?

47:39  
And so yes, this could be the dedicated hours of the employees towards implementing this project, even if it's as simple as you know, installing LED lights, right.

47:48  
So the hours that were dedicated towards installing the LED lights can be captured as implementation cards, implementation costs for for the program, for the project.

47:57  
The question, they're all good questions.

48:05  
I shouldn't, I shouldn't they actually have been some very interesting questions and that is great.

48:12  
So if we are all done with questions, I think we've covered all of the internal housekeeping items that we wanted to bring out.

48:25  
Going once, going twice.

48:28  
If not, then we thank everyone for their time this afternoon.

48:33  
Please share this information amongst your peers in case there is interest and further questions.

48:42  
As we said, reach out to info@energyworks.org.

48:46  
We thank Mustafa and Clifton for your time with us today and providing a a really great detail on this opportunity that is out there and and that is not just a one time deal that it will be continuing on.

49:00  
So if this current round is difficult to make the deadline, there will be another one starting up in January.

49:10  
And with that, we thank everyone and we hope to see those of you who have follow up questions at the November 16th office hours.

49:24  
Thank you all.

49:25  
Thank you.