**IAC Workstream 2 Kick Off-20231102\_130235-Meeting Recording**

0:02  
So if you have any questions, we invite you to go to Slido.

0:07  
You can either scan the QR code, go to the Slido app and enter the code IAC kick off or the link has also been dropped in the chat.

0:17  
So that will allow you to kind of read through all the questions that everyone has upvote instead of asking the same question.

0:24  
And so that will allow us to have a more efficient meeting.

0:29  
I will turn it over to DOE now I believe Clifton is going to be kicking us off.

0:35  
Good afternoon.

0:36  
Thank you so much.

0:37  
Good afternoon or good morning folks, depending on where you are.

0:40  
My name is Clifton yen.

0:41  
I'm with the office of manufacturing and energy supply chains at DOE which Hunt which overseas this program.

0:47  
I'll be doing the first half of the presentation and then my colleague Mustafa, we'll, we'll take it from there.

0:52  
First of all, congratulations, we're, we're happy that you're here.

0:54  
We're looking forward to moving forward this process qualifying you all officially such that you can go out and do assessments and have your clients be eligible for grant funding.

1:05  
So a quick agenda, we'll go over the the program, we'll go over what it means to be a qualified third party assessor.

1:13  
We'll go over the goals and expectations for you all and then we'll do AQ and A as was mentioned by Christy, please put your questions via Slido.

1:24  
You can kind of, it's pretty easy.

1:25  
It's very, it's a great system.

1:26  
Go to slido.com, the link is in the chat.

1:29  
You can do slider.com.

1:31  
I think the room is IIAC kickoff I believe, Yeah.

1:36  
So rather than put it in the chat here go go.

1:38  
We'll we'll look at questions from there at the end.

1:41  
Next slide please.

1:44  
So you know you should be familiar with this hopefully, but just in case a quick overview, we should note that we'll as we move forward we'll we'll be providing A comms kit that we're we're currently reviewing and approving but we'll be providing A comms kit to all of you with some template overview slides, fact sheet and sent some you know communication guidelines.

2:03  
So you there won't be any questions on your end about how to communicate your qualification, but the grants program, we have $80 million in funding available in this this first year.

2:14  
It's it's a rolling application.

2:17  
So it's open year round for the until the end of next year.

2:21  
We'll be reviewing applications quarterly on the first being December 31st of this year.

2:26  
The grant awards are of $300,000 per manufacturer.

2:30  
That means it can be one project or multiple.

2:33  
So that means that if you have three projects totaling $200,000 we would provide the the grant recipients with a hundred $100,000 and there's some criteria for for the grant awardees there as well.

2:48  
The eligibility is for small and medium sized manufacturers.

2:52  
There's a clear definition that that I think is in the will be provided in the other text.

2:56  
You can see, you can see in the sub bullet at the end at the bottom kind of the the criteria for it in terms of of of gross annual sales and number of employees.

3:07  
I should note that water treatment facilities are are eligible and also that if there there's some companies that have individual facilities as separate tax paying LLCS.

3:20  
In that event eligibility is based on the LLC, the individual facility and not the parent company.

3:26  
So that's kind of an eligibility that that some facilities under essentially larger companies would actually be eligible for IAC grant funding.

3:36  
And the point of the IC grant funding is to implement energy assessment recommendations by the IACS themselves by DOE combined heat and power slash onset energy taps which perform kind of separate energy assessments and other third party assessors deemed equivalent by DOE such as yourselves.

3:55  
That's why we're here today.

3:57  
Next slide please.

4:00  
So the the grant program has two work streams for for application.

4:06  
The 1st is actually applying for the grant funding themselves.

4:09  
This is from the small medium sized manufacturers that receive energy assessments either through the IACS, the TAPS or or yourselves.

4:18  
And so covered projects are recommendations included in the assessments themselves.

4:21  
These are physical capital improvement projects ranging anywhere from site energy, material efficiency, site security, site productivity, reducing site waste pollution.

4:34  
That's AI think that's a mistake actually on that 4th bullet we'll fix that and then reducing greenhouse gas emissions and other non greenhouse gas pollution and again so once we have finalized the Mous with all of you, you will be qualified third party assessments assessors such that any of your SMMS that receive your assessment can apply for IAC grant funding.

5:02  
Next slide please.

5:05  
So Workstream 2.

5:07  
The other option for applying through the grant funding program is what you went through it yourselves.

5:13  
This is assessing third party qualifying third party assessors.

5:17  
So you you you should be pretty familiar with it with these bullets, but I'll quickly run through them.

5:23  
So you know if you are here, you are indeed a domestic content entity.

5:27  
Your protocol and implementation recommendations have been determined to be vendor agnostic.

5:33  
Your assessments are comprehensive, they're not limited to just one technology area like solar or lighting that across the whole envelope of facility.

5:41  
And and then you you're also willing as need be to to share your protocols and details with the DOE and the ISE program.

5:50  
You know we'll be looking to develop best practices and also you know share case studies down the line For for everyone next slide please.

6:00  
I think I'll let Mustafa jump in here.

6:04  
Thank you Clifton.

6:05  
As Clifton mentioned you guys are here as again a congratulations for being selected to qualify as a third party assessor.

6:13  
And so here's just a quick timeline view of where we are in the process.

6:17  
And so here today we've completed the application and selection portion and where we're having this kick off and have sent out the the ML US to all you to all you felt to to sign to review &.

6:30  
And then once that is completed we'll be able to officially onboard you and and have you guys UH as a part of the the the IC implementation grants program as as equivalent UMM IC equivalent assessors.

6:43  
And so UMM with that we can move into the the next slide to discuss a bit of the goals with the third party assessor qualifications.

6:52  
And so ultimately we wanted to look out and we understand that there have been assess there are assessment opportunities within the DOE as Clifton mentioned the IACS, the the DOE has a combined heat and power taps and on site which conduct energy assessments.

7:08  
So we wanted to look out and and explore and on board other additional expertise and experts in energy assessments to help expand the access and eligibility of the grant funding, right.

7:22  
And so we want to make sure that as many small and medium sized manufacturers as possible across the country have access to this funding.

7:29  
Additionally, again there's lots to learn I'm sure from the from the DOE side of things on what is a a robust energy assessment, how we can improve ours and internally program.

7:41  
And so again qualifying proven energy assessments to help kind of achieve our mission and our goal to help decarbonize move towards that net zero economy and that energy transition.

7:52  
And then lastly, again developing A cohesive network where we're able to share best practices in regards to energy assessments, assessment protocols, other things that may help us again achieving our ultimate goal and driving towards that net zero economy.

8:09  
And so with that we can go into the next slide which kind of gives a picture of you know the existing.

8:16  
If we go to the next slide please, it'll give you a picture of the, you know the selectees which are the, the, the stars in in in green in the conjunction with the the existing IAC, the IAC centers.

8:32  
And then overlaid on a map of where the, the manufacturing concentration is.

8:37  
And so you know areas which have higher manufacturing employment versus others.

8:42  
And so again we want to develop a cohesive network where we're able to reach all parts of the United States that have lots of manufacturers that we can help enable and and implement and support the implementation of some of these projects.

9:00  
And with that I I I'll go into the next slide which which will discuss kind of the the do's and don'ts and the expectations of the third party assessor.

9:09  
And so on the left hand side are some of the some of the do's.

9:12  
And so as as called out in in the in the application you know conducting yearly follow-ups to track implementation status regarding projects that are funded by the DIC implementation grants.

9:24  
And so we want to be aware of how the project's been completed, what those estimated impacts are in regards energy savings, cost savings, GHG emissions, et cetera.

9:36  
As I mentioned before, staying up to date and sharing best practices with the the IOC party.

9:40  
So this can include the the existing IOC centers that do assessments the the combined heat and power taps that also execute assessments.

9:48  
But just developing an an Ave.

9:51  
where we can share, learn, oh this is what we realize works great with small media manufacturers.

9:56  
We think that this isn't the best way to go about it just so we have an Ave.

10:00  
where we can explore different ways to make sure that we're conducting and providing it as effective assessments as possible disseminate information regarding the IOC implementation grants.

10:11  
And so again as I mentioned, our goal is to expand access and eligibility of the implementation grants.

10:17  
And so we want you guys to share the the great news and that your clients have the opportunity to receive funding to execute some of these recommendations that you guys are are suggesting in your assessments as applicable, making reasonable efforts if there is an opportunity where an intern, apprentices or other trainees students have an opportunity to learn again part of the ISE program.

10:42  
Again, we do want to push towards that net zero economy, but we do want to upskill the the next generation of manufacturing workforce, right.

10:50  
So if there's an opportunity where you can have students participate in some of these assessment activities to get some first hand experience regarding what that looks like, get a bit more familiar with energy topic areas, that'll be great.

11:06  
Additionally making reasonable efforts to deliver on on on Justice 40 initiative and in other IAC program objectives right at least with the Justice 40 initiative.

11:15  
This is a goal DOE wide and so making sure that we are contributing to that goal and and and being able to to to contribute to that in any way possible And then agreeing to have personnel from the ISE parties participate in at least one assessment a year.

11:31  
Again whether it may be Clifton and I or members of the program team or other members of the ISE parties that are interested in learning more and again can help use some of the the knowledge that they gain from your energy assessment to help make their assessments more robust.

11:46  
Having us understand what that looks like and and participating in that.

11:51  
And then lastly again as as as we've mentioned before, just sharing any assessment information as necessary, any feedback, case studies, other information that may be helpful for us, but may as well As for you folks throughout the throughout the process in regards to things that that we're not looking for And so one advertising your assessments as subsidized by the DOE, there isn't any funding directly for this.

12:20  
We aren't subsidizing assessments.

12:22  
If you do provide assessments at a cost, we're simply qualifying you and deeming you, I see equivalent.

12:27  
And so ultimately your clients would be eligible to receive grant funding, recruit A manufacturer that it knows has had to have planned either an IAC or CHP TAP assessment if you are aware of that, rather than punching them to potentially provide your assessments versus the other.

12:44  
Again we're all one team and so avoiding any potential conflicts with that representing this qualification as any further endorsement from the DOE beyond qualifying assessor as a provider of IAC equivalent assessments.

12:58  
As again we we are partnering with you specifically for this program and specifically as as a as a equivalent qualified third party assessor.

13:07  
If there is further opportunities down the line that would be outside of this and would need to be completed before communicating to others as so.

13:18  
And then we're not expecting you guys to fill out the grant applications for your clients.

13:22  
You guys are certainly welcome to help, but it's ultimately the responsibility of the manufacturer to submit the application once they receive an assessment from you guys and are looking to receive funding.

13:33  
And so ultimately they would receive that the assessment report, they would go in and fill the application themselves.

13:39  
If they have any questions regarding any of the numbers, any of the processes, they may look to you and ask those questions.

13:46  
And you can always direct those questions to us or be in contact with us and we're happy to answer those.

13:50  
But again, not looking for you folks to to answer or to fill out the applications on behalf of the applicant or the manufacturer.

14:03  
And so with that I can, I can pause here and we can jump into some of the questions on Slido.

14:12  
That's a that's a quick overview of what our expectations are in regards to to being the qualified third party assessor with that.

14:19  
But yeah, we can move over to the Slido and answer any questions that have have come up.

14:31  
So the first question, the MOU states we can do IAC like assessments or renewables for on site generation, we do both.

14:39  
Are we approved for both?

14:40  
I do not see CHP like in the MOU.

14:43  
Yep.

14:45  
And so to answer this question, yes, you're you're able to do both, right.

14:49  
So the the Iacs also look into renewable energy solutions and so if that if, if, if identifying renewable energy solutions is a part of your recommendations that you provide in your assessments, those are also qualified and are able to do both or we encourage including those in your in your assessments.

15:09  
The reason you don't see CHP like is it's specific to the statute, The statute or the law calls out specifically IAC equivalent but it it's, it's pretty vast in terms of of what's in that scope.

15:21  
So I would say that the renewables are included for clarification.

15:25  
The the CHP taps are an existing DB program that perform assessments that that assess suitability for combined heat and power or let's see the term for combined heat and power blanking.

15:42  
But anyway, but the I I should point out that the, the CHP taps are actually transitioning to become on site energy taps, cogeneration, I'm sorry CHP is also known as cogeneration.

15:51  
But the CHP taps are are going to become on site energy taps starting next year.

15:55  
They'll be focused on on site renewable including CHP.

15:58  
So just for your awareness if you hear either of those terms, hey, next question, can you elaborate on what type of assessment data we may be required to share with the DOE?

16:10  
We have certain limitations related to sharing customer data, so at least for the type of data, again, if we look at an example from the recommendations, the estimated cost savings, the estimated energy savings if there is applicable greenhouse gas savings.

16:32  
So that would be the data assessment protocols and so understanding what activities took place, who who the, the, the assessment personnel from your side who you guys met with to execute utility data regarding to how much usage there are and things like that.

16:50  
We understand that there are and there is confidential, there's an potential for for confidential information in regards to if you want to save the the face of potential to the client's name or any other confidential information we can we're we're happy to to redact those and and and and limit those.

17:09  
But ultimately the data that we want to share is just so we can get an understanding of what the assessment protocol is, what those recommendations are and then the impact of those recommendations in regards to the energy savings, cost savings, GHG, etcetera and how much that implementation will cost.

17:27  
And if I can also note, hi, all this is Jeremy Evans also with the IAC team.

17:32  
When a client, if and when a client applies for an implementation grant, they will need to share their full report as part of the application process.

17:45  
And we may also in certain cases reach out to you to sort of verify that you did in fact perform the assessment so that but that'll be coming directly from the client.

17:59  
Thank you.

18:00  
Next question, are we allowed to reference this grant opportunity in our assessment reports?

18:06  
I can take this one.

18:07  
I I believe so.

18:08  
Yes, We are actually again finalizing comms toolkit that will provide guidelines about exactly what kind of language you can use in terms of promotion and that that'll be coming to you shortly, soon.

18:24  
Can you provide more clarification requirements on the methodology for estimating project costs in the audit?

18:31  
Yeah, absolutely.

18:32  
I think one just making sure there there is we at this time we don't have a a concrete this is exactly the way the way it goes about it.

18:41  
I think having a thorough engineering analysis that that makes sense.

18:44  
So if you are estimating the the the impact of of a of a system right.

18:49  
And so using the correct sizing that that makes sense for the facility and using the exact using utility rates from you know one to two years of data to to help kind of drive those costs.

19:01  
Additionally when thinking about potentially labor that's included that they need to abide by by Davis Bacon which is is an act that ensures that you know you're not charging $5500 an hour unreasonable cost per hour but making sure that the cost especially for implementation of contractors are reasonable.

19:22  
And so again having a there's no defined and specific requirements, but but making sure that the the cost there are determine in in the report are are reasonable and and make sense using backup data whether that may be utility data in in existing proven contractor data etcetera.

19:47  
What are some of the parameters with which we the assessors rated for success, number of assessments completed number of grant awards created etcetera.

19:57  
I wouldn't say you'll be graded per SE.

19:58  
I think the the assessors you you actually represent a kind of wide variety.

20:01  
Some of you are national and con and conduct you know dozens if not hundreds of assessments.

20:06  
Some of you are are regional and and conduct fewer that's fine.

20:09  
We're looking you know you you were qualified because you met the criteria we set out in the application.

20:14  
I think if you fall short of any of the.

20:17  
Requirements set set forth in MO U.

20:19  
For example, if your your assessments for whatever reason fall, you know, diminishing quality or you're no longer recommending vendor agnostic assessments, then we'll have to reassess.

20:29  
But it's really just you're not you're not graded on your on any kind of metric about a number of awards or anything like that.

20:36  
I think the MO U is really the the gold standard for the continued partnership with DOE.

20:45  
Our industrial assessments are typically comprehensive but sometimes customers are looking for more targeted systems system assessments.

20:52  
Can I at desk be targeted, take this one, Yeah they can't, they can't be targeted.

20:59  
Again the the ultimate goal is to ensure that we're onboarding and selecting third party assessors who have who who don't focus on specific technologies or system.

21:08  
However, if the client has one is looking only to to improve the their boiler system right that that could be where you guys go in and do an assessment for them and say buying a new boiler costs this much.

21:22  
It's going to improve your energy efficiency this much and then they can take that recommendation and get it funded and and potentially apply to potentially see funding for for IC implementation grants.

21:32  
And so if it is a targeted assessment that that that that's that's fine.

21:35  
Again, as long as that's just not the the only system that you guys are doing assessments for, but you're still looking over a wide, a wide range of technologies.

21:45  
Yeah.

21:45  
And and I would say that so target is fine and obviously assessments need to be sort of bespoke as warranted to the particular needs and context of your client.

21:56  
I think we would hope that even in those cases that you're there's at least you know some more comprehensive look for things that might help them improve energy performance that they may not have considered even if you spend disproportionate time on the thing that they're most interested in.

22:12  
And that that kind of broad and then narrow or deep balance is something that is common to IAC assessments.

22:26  
Are past assessment recipients, those completed prior to equivalency status, eligible to apply for implementation grants?

22:35  
For third party assessors such as yourselves, any assessment conducted from 2021 onwards, those recipients are eligible for for grant funding.

22:43  
It's it's related.

22:44  
But I should also point out that if you are a grant recipient and you receive a grant less than $300,000, you can also reapply in in future rounds to as long as to to, you know, until you reach that cap of 3300 thousand dollars.

22:58  
And also also point out because there's a lot of nuance here, if you're if if a grant recipient, if an applicant is replying, eligibility can be either the year they apply or the year of the assessment.

23:11  
So that sometimes changes the eligibility.

23:15  
If if you know you were smaller back then you know you can, you can fit under the criteria.

23:20  
Mustafa, Jeremy, am I missing anything there regarding implementation cost methodology?

23:31  
Do they need multiple vendor quotes?

23:35  
So for for this again making sure that you're looking at the the best solution possible And so if there is, again we want to ensure that we are vendor agnostic and so identifying the the most cost effective vendor that also achieves the that that achieves the solution right.

23:53  
And so again if it's a piece of equipment that there's legitimately only one vendor which is a rare case then that that's fine.

24:01  
But explore multiple vendors to ensure that you're you're getting the the the most effective solution as possible is is encouraged and just to kind of speak in some concretes about like how this actually then works with the grant itself.

24:16  
So the the estimated cost in the assessment report is presumed as the cost with which an applicant is applying for a grant.

24:31  
There is a space for them to explain if they think that cost you know no longer makes sense or they have better information or what have you but and in either case you know the cost in the report and any explanation if they're applying for a different cost is reviewed by the review panel.

24:49  
And as part of the determination of whether you know it, it is reasonable and defensible and and thus whether the grant will application will be selected and and if they apply based on the the assessment report cost and that is deemed by the review panel to be you know defensible and and reasonable and then their cost turns out to be significantly different they may be asked to reapply for the grant again.

25:18  
So I think where possible you know having that informations that enables a really defensible cost estimate.

25:26  
You know kind of the more the better there.

25:28  
But if there isn't a strict, you know there has to be at least X number of vendor quotes in the assessment.

25:37  
Can you elaborate on the qualification for big companies as grant applicants?

25:41  
If there's specific sites receiving assessments fulfill the small to medium sized right.

25:47  
So the overall eligibility is that the the the manufacturer, the applicant gross annual sales of less than $100 million fewer than 500 employees at the plant site.

25:58  
Annual energy bills between 100,000 and 3.5 million, but I'll only quote the exact language.

26:06  
If the manufacturer slash facility is an individual LLC that pays separate taxes from the parent company, then the eligibility is based on the LLC.

26:14  
So there are it's not uncommon for companies to have their facility as a separate entity, legally an LLC.

26:22  
So in that in that case eligibility is not based on the overall parent company but the individual LLC that that facility falls under, Is it allowable for the cost of customer assessments to be supported through another federal funding program, state RLF funding in bill, that's a good question.

26:45  
And so ultimately we're not allowed to to stack federal funding program.

26:51  
So in the case that you recommend a project that's $100,000 and the at a 50% cost share the IAC implementation grants would fund 50,000 and then the customer or the applicant would be responsible for the remaining 50,000 for that applicant non federal share that they're responsible for that 50,000.

27:11  
They can't leverage other federal funding programs to to fund that.

27:15  
However, they're for the leverage internal capital loans from from from banks, private loans that may be potentially other utility programs such as rebate programs to to to help fund that.

27:28  
But we can't stack multiple federal fundings for for this program.

27:32  
I think the question might be to the cost of the assessments themselves and I I think it's fine if the if the assessments themselves are funded through a federal funding program.

27:43  
Mustafa Jeremy, is that is that correct?

27:46  
Yeah, I'm actually not familiar with RLF program, but we can look into it.

27:50  
Yeah.

27:50  
Yeah.

27:51  
So the the 50% cost share applies to the implementation grant itself.

27:54  
Again this this program is not providing any funding for the assessments per SE and implementation grant funds cannot be used to cover any of the cost of assessments themselves And and that's the cost of the assessment itself also cannot count towards cost share for the IAC implementation grant.

28:15  
But in terms of if there's another federal funding source that's supporting the actual assessment itself that's that's fine as far as we're concerned.

28:22  
It's just that when the client that applies they'll have to match 5050 with a non federal source and anything they've paid for for an assessment will not count towards that.

28:36  
Well the marketing material that you are developing for us on the IAC implementation grants include information that the small and medium sized manufacturers must adhere to if applying IE by American.

28:50  
So for for this one again, yeah, the, the marketing material will include all the necessary information regarding the, the necessary links to learn more about the IC implementation grants and and one of those links that they'll share is, is the website which goes through and discusses all the requirements.

29:06  
And so you know given that this is a a bill, bill program, it's going to be, it's going to require Davis Bacon Act, it's going to be driven by making sure that we're buying from Milko.

29:20  
So, so Baba Built America, Buy America making sure that we're adhering to that.

29:28  
So in the marketing material itself, it'll be a link to kind of the more detail regarding the IC implementation grants where they can read more about kind of what those requirements look like.

29:40  
Is there a required project implementation time frame after a grant is received.

29:47  
So for for this one again we we try to target around one to two years after award again depending on on the project.

29:54  
So we understand large CHP or combined heat and power systems those may take longer.

30:00  
Those may be looking out towards that three to five year time frame just because there's a lot more that goes into it from permitting to getting approvals on design and engineering and then finally lead times for for obtaining necessary equipment.

30:13  
However, most of the projects depending on if it's a simple HVAC replacement or or a boiler upgrade looking to to have those between that one to two year time frame.

30:26  
Again, a lot of these, there are things that can unexpectedly happen.

30:30  
For example, long lead times in which we can have a discussion as that time comes to to really nail down what that timeline looks like.

30:43  
This question I think that we just answered.

30:45  
So I didn't know if you wanted to elaborate on that anymore.

30:49  
If not, we can move on to the next one.

30:53  
Yep, Just to iterate, yeah, Davis Bacon and and and Baba being captured or in any are requirements given that this funding is tied to Bill.

31:03  
Perfect.

31:04  
Thank you.

31:05  
If a client receives a grant from this program for on site solar, are they still eligible for the tax credits available on the portion that the client pays for?

31:16  
That's a go ahead Clifton, I believe.

31:21  
So I think we had this question before as I recall they do stack, we should confirm and follow up.

31:27  
Yeah, I would also just emphasize we we can't provide like direct tax guidance at all clients who wanna stack with the tax credits.

31:39  
We really need to kind of consult the the IRS guidance and we can we can try to pull some links to that maybe clipped in in the comms info that we share after.

31:49  
But we we we definitely don't want to, we want to be careful in in not providing any tax information that we can't stand behind.

31:59  
Once they apply for implementation grants, what is the typical time they will be notified if they are accepted or not for funding.

32:09  
And so I think that depending on the the, the number of applications are received on on on a quarterly basis we look to target around three to six month time frame of notification likely towards that three month of of of reviewing and then making announcements.

32:27  
But again if if there are not as many applications for that specific quarter, we'll likely see that number a lot quicker if they if they're longer could potentially see it around that that three to six month time frame.

32:38  
But yeah and I'm going to say that we're definitely aiming for three.

32:44  
This also applies depends a little bit you know because of the quarterly review cycles it's going to be at least for now it's kind of you know December 31st deadline then March 31st and June 30th.

32:54  
And so if if someone we don't quite have the staff resources to be able to like review and we want to be able to bat you know review things against each other.

33:02  
So we can't just if someone submits on January 1st, we can't then just review it right then they'll be part of the review cycle that gets reviewed after March 31st.

33:12  
So I think that's that's part of the the reason you're hearing that range there.

33:16  
But we're we're going to aim to go, you know, as quickly as possible after each of those deadlines to get selections made.

33:23  
Because we know that this is all part of, you know, business planning and operations planning for for your clients.

33:32  
Can you recommend up to This seems to be an important area of for needed clarification.

33:51  
So we'll we'll make sure that and also I I will point out there's a series of FAQs available on the website which will also update I think very helpful for folks as they kind of field questions from their clients.

34:04  
If approved for a grant, this is a, is this a reimbursement grant process or does the client receive the funding prior to purchase?

34:14  
So it'll be it'll be the former, so we'll do a reimbursement grant process where the client will provide reporting documentation of the incurred cost up to date.

34:24  
So, so let's say they, they put a new boiler, right, so they would say that they bought this new boiler, they'd show proof of proof of purchase with the invoice.

34:34  
We process that review it, make sure it's reasonable and then we would reimburse at the 50% cost share.

34:45  
Is there anything preventing us?

34:47  
Sorry, go ahead.

34:48  
I just wanted to, I don't know if there's been any question, but the reimbursement process is not subject to that quarterly review thing that will be much more ongoing.

34:55  
So there shouldn't be, shouldn't be the same wait time for reimbursement as there is for application review.

35:04  
Is there anything preventing us from being able to offer energy performance tracking as a service within or outside of the grant application?

35:14  
I don't see why not.

35:17  
I think it depends on whether it's a physical.

35:20  
I don't think software falls under the the grant program, but if there's if there's like sensors and tracking tools, I believe that would qualify for grants generally.

35:31  
Yeah.

35:31  
So stop.

35:33  
Yep.

35:34  
So, yeah, if it's for instance if you're putting in new sensors or monitors that are allowing you to track certain streams or certain energy uses that you may not have tracked before that that will help them kind of adjust their their their demand side energy use that that could fall under the the implementation grants kind of scope.

35:56  
Again we would just need to see what that potential impact has is of installing those sensors or monitors to help kind of improve or process optimize the process.

36:05  
I think these two questions are similar.

36:12  
What's the reimbursement timeline?

36:22  
So I think that's what actually that we should answer.

36:26  
So once the the receipts are submitted and the request for reimbursement is submitted, there's a 30 day turn around time for payment.

36:41  
Would customer reimbursement also require proof of equipment commissioning and any measurement verification of the claimed benefits.

36:50  
So this one we can take back and and and give a more detailed follow up answer at least for the claim benefits.

36:58  
For instance, if you're putting in a new solar PV, we will require to get a sense of what those energy savings look like, what those cost savings are potential GHG emissions reductions to see what those realized are in, in comparison to what was predicted.

37:13  
But in terms of the the proof of equipment commissioning, we'll we'll follow up and and and give you a definitive answer and we'll post that on to the FAQs on the website, our implementation grant rules going to be included in the facts.

37:30  
Yep.

37:30  
So if you if you go into our website which you get, we can post into the chat, it'll give a a breakdown in detail regarding the the IAC implementation grants as well as the FAQs which also give additional insight on eligibility, the grants themselves, the application process etcetera.

37:49  
So perfect.

37:57  
So I believe the link has been posted in the chat.

38:00  
I'll just wait a couple more seconds to see if anybody has any questions.

38:07  
Even though I know as soon as I say that we're going to hand it back over to DOEA, question will pop up because that is how it always works.

38:15  
So I will go ahead and hand it back over to DOE if you have any more information you want to provide, any closing comments and as always, you can reach out to Energy Works at info.energyworks.org.

38:28  
If you have any questions or need any additional information, we can get those questions over to DOE and get you the response as soon as we can.

38:39  
Oh perfect.

38:43  
Can a site's preferred vendor, ESCO, be the one requesting paying for the assessment?

38:48  
As long as the assessment doesn't recommend specific technology, you can follow up.

38:58  
But as long as you guys are OK, again we'll we'll have to follow up on this one because there's the potential where it's if it's vendor agnostic versus not, but if if if you guys are because again we're not subsidizing assessments.

39:14  
And so if you guys are OK having that assessment be funded by an ESCO or or or a vendor again that's in line with us.

39:24  
It's just as long as the technology that that comes out of the assessment isn't geared towards the products from that vendor itself, right.

39:40  
So we want to ensure kind of vendor agnostic best solution out there possible.

39:45  
And so if this vendor is a pump vendor and they're like our pumps are the greatest, we'd we want to make sure that we're not just looking at their pumps for a solution that requires one.

39:57  
If you want to go back to the slides, there's one more slide that we can just go through about next steps.

40:07  
If you go to I think it's that the next slide and as as we're going to that slide, let me just reiterate that you know these are all super, super helpful questions and so please keep them coming and ones that we couldn't answer fully here we'll we'll put in the FAQ and follow up on.

40:22  
And also just want to reiterate that we're not expecting you all to be sort of walking encyclopedias of every sort of detail about about what is and isn't allowable in the implementation grants.

40:34  
Obviously we we know that knowing as much as possible is great so that you can factor that into your assessments and what have you.

40:39  
But just want to kind of reiterate what Christy said that you know you can always point them to the info@energyworks.org for for questions that aren't covered in the in the FAQ.

40:54  
And and and to add to that we, we, we want to ensure we're not disrupting any of your current business, right.

41:00  
We don't want to impact the day-to-day the way you guys go about how you do your energy assessments.

41:06  
Again, we've chosen you guys because you guys have proven that you guys do very robust energy assessments that have resulted in in in great energy savings and energy efficiency impacts.

41:14  
And so we we trust you guys in in in what you do and so we don't want to impact that day-to-day.

41:21  
Again as Jerry mentioned, if you do have any questions please reach out to us and and we're we're we're happy to to answer umm.

41:30  
But thinking about next steps again that you all should have received an an MOU UMM which is a memorandum of agreement that lays out just kind of the terms and conditions, the expectations for the third party assessor.

41:45  
So reviewing those and signing those and sending that back to us, so we can officially on board you and qualify you guys as a third party assessor.

41:53  
So your clients or any assessment since 2021 could be eligible to apply for for grant funding and with that would would would encourage you all to reach out to to qualified clients who've received an assessment again from that January 2021 time frame to apply to receive grant funding for an opportunity to implement recommendations that may have not have been implemented yet.

42:17  
So and then again we have some upcoming office hour session, one on November 16th and one on December 7th where you or your clients who are interested, it's open to anyone who's interested in in the program can come and ask questions.

42:34  
We will be there and give folks just an opportunity to to ask any questions they may have regarding the program.

42:39  
And so it is also in the website that Jeremy posted in the chat.

42:44  
And so you'll you'll find a link to the RSVP to attend those, but also feel free to to share that with your clients.

42:50  
And then the marketing material and comms material that Clifton will share with you all will also have all that information there ready for you.

43:05  
I think I see a couple more questions in the slide Slido.

43:11  
So let me, OK, WWTP are often public entities, How do we assess their sales revenue to qualify them.

43:24  
So for this we we would be in charge of assessing and and and qualifying them.

43:28  
So, so no need to take the burden on them.

43:31  
Ultimately we would have a discussion internally in regards to again if they are usually they're, they're typically a city's entity and so we usually look at at at that at that level.

43:43  
But again, we work internally to determine what that qualification looks like for them would encourage them to apply and then we can have a discussion and take the take the lead from there.

43:57  
Will you have future check insurance with the group to share learnings questions that that is the goal.

44:05  
We want to make sure that we're in contact with you all as much as frequently as possible making sure that we are learning and extracting the breast and as as I mentioned kind of creating that that opportunity and network to share best practices and so looking to to schedule and have future check insurance whether that may be at a quarterly level or or every other month.

44:28  
But yes, short answer are we free to reach out to the Ajax to coordinate with students referrals etcetera.

44:41  
I would I would like to to follow up on on this one and determine what that that model looks like in terms of of reaching out to what that dynamic is between the DICSI know there, we have a field manager there and and the the third party assessors.

44:57  
But I can reach out and follow up and and and provide a answer in the FAQs for WWTP revenue.

45:08  
We'd love to have more guidance so we can target our existing customers.

45:14  
Yep.

45:14  
And so with that can can follow up it's.

45:18  
But again what would say as an example here if a, if a wastewater treatment, let's say a city has a wastewater treatment facility as part of the cities, we would use that facility's annual revenue, the, the site head count of the less than 500 and then again did the annual energy bills.

45:41  
But we can provide more concrete data, more concrete guidance and the the FA QS and and post them and let you guys know when it's up will start date or completion date or something else be used for the January 2021 eligibility start day or completion day?

46:01  
Oh the assessment do you mean is that, is that what's meant?

46:03  
I believe so.

46:08  
I think when the report was issued, I think was what we used for 2021, yeah, the report is dated December 31st, 20/20/20, then it it would not qualify.

46:22  
Do you have any rules of thumb for fees to charge for IAC equivalent assessments?

46:30  
No rules, it's OK.

46:30  
Can I jump in on this one?

46:32  
Yeah, go ahead.

46:33  
So the the rule of thumb is we want we strongly encourage as close to no cost assessment as possible for the SMF for the small and mid sized manufacturers.

46:51  
So IAC assessments, CHP TAP assessments are no cost for the manufacturer and so we want this to make sure that it's affordable to them.

47:02  
So if you guys are doing things where you know utilities are paying or what have you that like that's that's sort of the the ideal here there we do not have a strict A strict you know it can't cost more than X to the manufacturer but this is you know but you know if if we're so so yeah there isn't a a strict limit but you know affordability to small and mid sized manufacturers I believe is referenced in the MOU and so we do want to kind of make sure we're staying attuned to that that condition are the equivalent IAX able to access assess access the same training programming that is available to the standing I IAX you might want to I think that's also related to our kind of the previous question about the relationship with the individual ICSI think we might have to come come back to you all about this as approved IAC or we also approved CHP TAP we'll we'll say and call that in the statute It it's it's I I see equivalents and yeah it's gonna be ICIC or CHP TAP equivalents.

48:28  
So what it's a an IAC specifically, but an IAC equivalent assessment or CHP type equivalent assessment.

48:38  
If no cost assessments, how will we get paid?

48:44  
Yep.

48:45  
So again, we're not, we're not telling you to run your business or your organization.

48:48  
We're not requiring that they be no cost assessments.

48:52  
I'll just refer you to item 14 in the MOU assessor will make reasonable efforts to deliver on the objectives of the Justice 40 initiative by emphasizing the provision of no cost or affordable assessments to IC implementation grant eligible clients in disadvantaged communities.

49:07  
There's a map of those and make reasonable efforts to provide free or affordable assessments of as many grant eligible manufacturers as possible that are minority women and or veteran owned consistent with the O ES diversity, equity inclusion and accessibility plan.

49:21  
So there isn't, there isn't a strict requirement here, but you know we we are asking that as sort of signatures the MOU you're making an extra effort to ensure that assessments are affordable to you know folks who are meeting those particular to businesses that are meeting those particular kind of groupings that I mentioned earlier.

49:40  
And that in general you know you're thinking about how do you make these assessments as affordable to S and Ms.

49:45  
as possible.

49:46  
We know that several of you operate for instance on utility funded contracts so that there's relatively, you know, limited or no cost to the client itself.

49:57  
That's a great model and we encourage other ones like that.

50:00  
We're not putting a a formal requirement in this MOU that all assessments be no cost to the manufacturer.

50:11  
So as an IAC our CHP recommendations are eligible for CHP TAP.

50:17  
So I think for clarity we're not you are not officially Iacs or CHPS that's a separate network Your your your assessments are deemed IAC and CHP equivalent such that assess assessment recipients can apply for for IAC grant funding and you are in your assessments you know free encouraged to perform a comprehensive facility wide assessment including on site energy including including CHP.

50:44  
But your your your assessments are deemed IAC and CHP equivalent.

50:47  
You are, you are not actually IACS or CHPS, CHP taps yourselves, right?

51:02  
So I think our time is about up.

51:05  
I'll turn it back over to DOE one last time if you have any closing comments, anything else to share and we will send out the link once we get this uploaded and also have the slides available as well, right.

51:22  
I think that that that was all we had again one, congratulations to all of you, super excited to to have you guys on board and super excited to to continue working with you all and and hopefully achieve achieve our mission to driving sustainability improvement energy efficiency towards that that net zero economy.

51:42  
If there are any questions or concerns, please don't hesitate to reach out to info at Energy Works.

51:47  
We're in contact with them every day and so we'll have a chance to to answer those questions.

51:53  
And again, I really appreciate the time this afternoon we'll we'll have everything posted on onto the website and we'll follow up as needed on some of those questions that were raised.

52:04  
But other than that, thank you all for the time.

52:12  
Have a good rest of your week everyone and have a good weekend.

52:18  
Thanks all.

52:20  
Thank you.