

IAC Workstream 1&2 Office Hours - November 2023-20231116_130226-Meeting Recording

0:02

Mute their mics and their phones.

0:06

We'll get started in just a moment, giving everyone time to join.

0:10

This session will be recorded and as I said, this will be the Q&A for the IAC implementation grant.

0:33

We'll let people in for the first few minutes and then we will start a brief presentation and then the Q&A session.

0:42

Again, if everyone can keep their mics and phones muted, that would be appreciated.

1:17

All right, well, it's still coming, it's three after.

1:22

We're going to go ahead and start this session.

1:24

This is the IAC implementation grant discussion.

1:27

This is the latest round of applications.

1:31

We will have a brief presentation and then we will do a live Q&A.

1:37

As a reminder, this is being recorded.

1:41

Both the recording as well as the transcript and then a copy of the questions and answers will be available from the Opportunity web page once this session is done.

1:52

They'll be posted tomorrow so you'll be able to go there on Friday, November 17th and be able to pull this information down and share it with others who are not able to attend as the previous sessions.

2:07

This is being run with the questions being submitted via Slido in the chat.

2:16

You already have a link there and this is the link that was made available in the RSV P.

2:22

So we already have a few questions that have been submitted over the past week.

2:27

This is a crowdsourcing platform so or I should say an upvote platform.

2:34

So if there are questions there that you are interested in and you vote them up, they will bubble up to the top and be the first ones that are addressed.

2:45

We anticipate to be able to get through all of the questions today, but if we don't, they will be answered and provided in the FAQ and available from the opportunity web page once those have been coordinated internally.

3:00

So once again, this is the IAC implementation grant discussion in Q&A.

3:06

We have the Energy Works team here.

3:08

If you do experience technical issues, then you would use the chat for this team's meeting.

3:16

But any questions related to the opportunity itself, please submit via Slido and we'll be moving those through and getting to those.

3:27

After the presentation, we are pleased to be joined again by representatives from the IAC team.

3:35

We have both Clifton Yin and we have Mustafa Mahmoud.

3:44

Mahmoud.

3:45

I always say the name wrong and my thread's going again today.

3:48

Anyway, we appreciate their presence here and without further ado, we will start to move forward into the presentation and then again Q&A will happen after.

4:07

Great.

4:07

Thank you so much for the the welcome.

4:08

I'll, I'll kick us off and then Mustafa will take the second-half.

4:12

So thanks all for joining.

4:14

Shout out to Eric who in in the chat who's the traditionalist is this IAC instead of IAC?

4:20

Either way it's fine I think.

4:21

But we're here to talk about the IAC implementation grants.

4:25

I'll I'll come hopefully it's kind of familiar to you folks but I'll quickly go over it.

4:28

Just a refresher for those who are not familiar, we have \$ 80 million in funding available for this this first year.

4:35

It's an open year, open round, open year round application with rolling applications through next year, so you can apply at any time.

4:44

We'll be reviewing applications on a quarterly basis with the first deadline being December 31st of this year and then we're awarding funds throughout the year.

4:53

So the grant awards of up to \$ 300,000 per manufacturer at a 50% cost share.

4:59

This can be one project or multiple and this means it can be.

5:02

Let's say you have three projects, the total 80K in cost.

5:06

We could provide up to 40K in funding.

5:09

Let's say you have one project of \$ 700,000 we could provide up to \$ 300,000 to to match your your project.

5:18

The criteria we we use when we're actually reviewing applications, 50% we look at the impact of feasibility of the project, 25% financial need and demonstrated ability to get the financing for the cost share and then 25% looking at benefits to your surrounding community.

5:36

Eligibility for the grants is for small on medium sized manufacturing firms.

5:40

There's some clear criteria as to that it's in, it's in the text at the at the bottom and and also I want to point out water and wastewater treatment facilities are eligible as well.

5:51

There is also a kind of clarification if if you are a larger company but your individual facilities use our, our, our, our individual LLCs, they pay taxes separately, then eligibility is based on the size of the facility and not the size of the parent company.

6:08

And also I'll point out even if you are a large company that don't technically qualify for the grant program, you know, we encourage you to tell your supply chain, tell folks down the line to to apply for the grant program.

6:20

And then also to be eligible you need need to receive a energy assessment from a qualified source one in IAC, an industrial assessment center.

6:29

There are 37 around the country.

6:30

This is adoe program that provides these assessments for for for free, for no cost the DOE combined heat and power taps.

6:38

These are also this is also a DOE program that provides assessments.

6:45

Folks are saying there's a echoes, hear me OK is it OK?

6:50

Well, I'm hearing echo.

6:52

OK.

6:53

Well, sorry about that Ernie.

6:56

So the, yeah, so the DOE combined team power Taps, they'll be transitioning to become on site energy taps in the new year and focusing not only on CHP but also on site renewable.

7:07

And then finally other third party assessors deemed equivalent by DOE basically third party companies that or organizations that provide energy assessments that DOE deems of equivalent quality to the IC assessments.

7:22

And in this first in the first pilot round we actually qualified ten such assessors and we're working to finalize our agreements with them right now.

7:31

Next slide please, right, so there are there are two, two work streams for this program.

7:40

One is to actually actually apply for the grant funding.

7:43

So this is for the, the small medium sized manufacturers that want to get funding for their projects.

7:48

Two is the qualifying as a third party assessor.

7:51

So if you are a organization that conducts comprehensive energy assessments, you can apply you, you and we.

7:59

If approved, we would deem your assessments lac equivalent such that your clients could receive could apply for funding and receive funding.

8:07

So to be clear, you would not receive any funding through the grant program, but your the the recipients of your assessments would be eligible for for funding.

8:16

Next slide.

8:20

So question one, UH, which I've talked about UH, so again UH grant funding up to \$ 3000 UH per per manufacturer.

8:28

UMM, you have to get a qualified assessment from one of the one of the three sources that I talked about and these are typically these are and then these are to implement recommendations from the assessment reports that you that you will receive from your assessor BETIC, the CHP tab or the third party assessor.

8:44

And these are physical physical capital improvement projects, anything that can improve site and energy and material efficiency, projects that improve site cybersecurity, improve cyber productivity, reduce site waste and then or reduce greenhouse gas emissions.

9:04

And the IC and CHP programs are you can Google them to see where they're located and apply for a free assessment.

9:12

And again we're working to to qualify formally 10 initial selectees for 3rd party, third party assessors and it is linked on the the bottom of this of this slide deck and you can find it online as well.

9:28

Next slide.

9:31

So this is this a graphic to kind of layout just how straightforward and simple the process is.

9:35

One, get an assessment, the ISE and CC-3 TAP assessments are free.

9:40

There's a mix for the the third party assessors that are qualified.

9:43

So some are at cost, some are at no cost.

9:45

2, you apply for grant funding through our website.

9:50

Three, we review it or you're selected and we kind of undergo negotiations for the process.

9:57

And then five you you submit your invoices and you get grant funding we're we're trying to commit so we're sticking to reimbursement of within 30 days after you submit your invoices for your project next slide and so the application design for the the this is for the the the work stream one.

10:19

I believe I want to I want to actually point out that we're using a a kind of a new system partnership intermediate agreement that's the energy work, the energy works team.

10:28

By using this this system it allows us to really simplify and streamline the application process.

10:32

So folks who traditionally apply for government funding might be used to you know dozens if not hundreds of pages to sort through and and similarly long application forms and drawn out drawn out application process by using energy works.

10:46

Thanks to them.

10:47

Thanks to that team we've been able to simplify the application process so the the applications for these grant fund.

10:52

This grant, the grant funding is around 5 pages.

10:55

We use submittable.com which is like a online forms website.

10:59

So it's it's really, really easy.

11:02

There's just four parts.

11:04

One you know detailing the the grant funding request and this will kind of match what you have in your assessment report.

11:11

2 just details about about your company, your organization so we can make sure you you are actually eligible.

11:18

3.

11:19

Some you know some additional follow up questions to to clarify eligibility and the 4A short project narrative describing the projects project more projects and kind of your your your financial information and your plan for for the projects.

11:31

So you know really easy to apply.

11:35

Next slide, I think this is Mustafas, Awesome.

11:39

Thank you, Clifton and thank you everyone for for attending.

11:43

As Clifton mentioned earlier, two work streams under this program.

11:47

And so the second one is that qualification of third party assessors to address that latter part in the statute that classifieds, you know qualified assessments can either be IAC assessments, CHP TAP or on site energy assessments or that third party assessors that provide an equivalent assessment to the to the first two.

12:06

As such we are soliciting applications similar time frame in terms of of application deadlines.

12:11

So we'll be open year round and we'll be soliciting applications.

12:15

Some of the things that we are looking for to ensure eligibility are you know the applicant is a domestic entity, the the assessment protocol and implementation recommendations are vendor agnostic.

12:27

And so you aren't partnering with a vendor for specific equipment, whether that may be pumps, piping, etcetera, where in some of the recommendations that are coming out from your assessments, you're suggesting that they purchase this vendor's pumps.

12:39

And so we want to keep a vendor agnostic and ensure that the best solutions are being proposed.

12:45

The assessments aren't limited to one or small set of technology areas or interventions.

12:50

And so again we want to show equivalencies to the IACS and the CHP taps.

12:55

They look across a broad range of energy sufficiency improvements with broad range of technology sets and so keeping that consistency within the program.

13:04

And then lastly did the assessor is willing to if qualified is willing to share and provide assessment protocols and detailed on calculations behind the impact of recommendations that come out similar to the IACS and the CHP Taps willing to share those with, with with the IAC party.

13:21

So folks within the program, the IA, the existing IACS and directors, the CHP Taps as well just so we have an opportunity to develop a cohesive network and and share across best practices and and other items that can help not only improve on the DOE side and their existing assessments but as well as things that the third party assessor can take away as well.

13:44

So if you if you go to the next slide it, it goes into kind of what the goals are for the third party qualification qualifications, third party assessor qualifications.

13:53

And so one really is we want to expand the access and eligibility of the implementation grant funding.

13:59

So we realize that the IACS and the CHP taps aren't going to be able to assess every manufacturer across the country.

14:07

And there are gaps in which there are other entities, whether that may be energy consulting firms, private engineering firms that can that conduct these assessments at manufacturers that the IACS and CHP tasks may not reach.

14:20

And so ultimately we want to ensure that we are supporting those manufacturers and so having this eligibility lever and qualifying these third party assessors allows us and to take the grant funding further.

14:33

One additionally, we also want to qualify entities who have proven energy assessment experience and efficiency savings.

14:42

And so entities that have proven experience in providing energy assessments and realizing energy savings, we want to capture that to ultimately feed into the goal of our office at the manufacturing energy supply chains and kind of driving that clean energy transition.

14:59

And then lastly, again, as I mentioned before, we want to continue to improve and there there's definitely room for, for potential improvement within the DOE

15:08

But there are also things that the DOE that folks could potentially learn from.

15:11

And so developing that network where we can share best practices and learn from each other and have an opportunity to to grow from that perspective and ensure that we are executing the best Assessed Energy assessments as possible.

15:25

So we'll we'll go into the the next slide, it's similar as Clifton was mentioning the the application process and compared to traditional funding opportunities through the Department of Energy is a lot more streamlined.

15:37

And so with the third party qualified assessors, all we ask for, we have some questions regarding the your assessment capabilities and so on average that the number of assessments you're conducting if it's regional, across the country, statewide, etcetera.

15:52

And then we ask for some sample assessment reports just to get an idea of kind of what are the activities that take place within the assessments.

15:59

And so and also understanding kind of the calculations behind that we'll add here and you'll see in the application if if interested that happy to redact any confidential or critical client information.

16:13

We really just want to get a sense of kind of the activities that are taking place, what kind of what kind of calculations are being done, what approach is being used just so we can get a sense of what activities are are being executed.

16:25

And then lastly again around the project narrative, again giving us a bit more detail to understand kind of your capabilities, your experiences, what are the the activities and the protocols behind the assessments.

16:40

It's so I think the the next slide here if we go to the next slide, this again just a overview of kind of how to apply and what that application process looks like.

16:52

And so as Clifton mentioned earlier, we are open year round and do we're open on a rolling basis a year round and then we have quarterly review cycles.

17:02

And so this first kind of quarterly review is open from October will close in December.

17:09

The application will then reopen immediately after and then we'll collect all the applications and review the applications for the first quarter of 2024 and we'll repeat that cycle.

17:19

And so these are some of the the the upcoming deadlines for your awareness.

17:22

And then as I'm as we mentioned, our application has a lot more streamlined than than traditional sense and you'll find the links for the two different work streams depending on what you're interested in, in the links here and there through submittable.

17:35

And then again as we we, we will continue to have these monthly office hours sessions.

17:40

And so we're having our N1 here today.

17:43

We'll have another session here in less than a month or so in December on December 7th.

17:48

But also we have a Bank of frequently asked questions on our website that you can have access to in the case of some of your questions are answered here.

17:57

But also reaching out to info@energyworks.com or energyworks.org, we're in contact every day and so we'll try to answer your question as quickly as possible possible.

18:05

But yeah, that's the that that is kind of some of the details and information that you guys can take.

18:11

And these, this, these, this deck will be made available to everyone afterwards on our website just for reference.

18:20

But I think if we go to the next slide, it kind of goes, it goes into where we are in terms of the timeline and key dates.

18:27

So again we opened the, the relaunch of the program.

18:30

We had our first round earlier in the year and that we relaunched and opened the reopened the program on October, had our first office hours session couple weeks afterwards and we're having our November session today.

18:43

We'll have another one before the the first deadline comes on December, December 7th with the application deadline on the at the end of the year.

18:52

And then after those applications are are submitted, we'll review those bunch early spring and look to have selections and distribution of grants around that later spring, early summer, potentially time frames.

19:05

But again, applications will still be open during that time that we are reviewing and you can feel free to apply whenever ready.

19:12

We understand and that different cycle SNLP cycles happen where manufacturer will be ready maybe in June versus being ready in November.

19:22

So again, hopefully adding that flexibility of having an open application year round allows folks to apply whenever they're ready.

19:31

I'll, I'll, I'll stop there.

19:32

I think we can pivot into the the questions or the the most important part of this session.

19:37

And so again as as mentioned, please submit any questions you guys have on into the Slido.

19:44

If there are questions that we can answer immediate, we'll try to answer them immediately here.

19:48

If there are ones that we need to take away and and follow up on, we will and we'll post them on our website, on the FAQ, on the updated FAQs.

19:59

All right, thank you.

20:00

We'll go ahead and get started with the Q&A.

20:03

What supporting documentation is required to validate gross sales, employee count and energy spend application criteria?

20:12

Yep.

20:13

And go ahead, Colton.

20:15

Sure.

20:16

So yeah, this is actually self reported.

20:20

We actually do make an effort to to validate to reporting figures.

20:25

And of course you know you subject to legal, legal action if you're not up front on the application form.

20:29

But no, no supporting, no supporting documentation is required.

20:36

Is a unique entry entity identifier required for applications?

20:41

This isn't required.

20:42

So in the application we we give an option for folks to say no.

20:46

We understand that not all entities will have a unique entity identifier, but if you do, feel free to report it.

20:53

Not required.

20:53

However, regarding the energy bill eligibility criteria, does it pertain to bills for the manufacturing firm or just for the manufacturing site?

21:06

It applies to the manufacturing firm, but there is again this.

21:09

This program is targeted towards small and medium sized manufacturers.

21:12

But again, there's a if if an individual individual facility, if facility applying is an individual LLC that pays taxes separately from the parent company, then eligibility is based on the the site, the facility and not the parent.

21:29

It looks like we've lost you, but oh, really?

21:32

Can you hear me?

21:33

No, now we can hear you.

21:35

Did you get that answer?

21:37

Yeah, we, we, I think we missed the last part.

21:39

But yes, ultimately if separate and if if you're an LLC and you pay separate taxes, the eligibility would be based on the the LLC and not the parent company.

21:49

But typically it's it's it's going to be based on the the manufacturing firm.

21:52

If that's not the case, if a company has different tax IDs for different locations, can separate projects for the same company name exceed the \$ 300,000 cap for a company?

22:07

This is, this is a good question.

22:08

I think ideally in the statute it's laid out and it's \$ 300,000 for the manufacturing firm.

22:17

However if there is potentially some flexibilities in regards to the way the tax structure is for the entity we can follow.

22:24

We're going to follow up and explore if we can potentially have it where it's base of this separate tax entity rather than the entire manufacturing firm.

22:34

So we'll follow up and once we have that answered, we'll post it on the FAQ.

22:39

Really good question.

22:40

I feel like these edge cases are very interesting because college lacs get paid via separate grant funds and IAC equivalents do not.

22:50

Do the applications from the MF GS need to contain a line item for the assessment fee?

22:57

So if I'm reading this correctly, this is asking if you can be reimbursed for the application if if you had to pay for the set for a assessment, whether or not you could be reimbursed for that.

23:08

And the answer is no, Mustafi think I'm reading that correctly, I believe.

23:12

So, yeah.

23:13

Is it?

23:13

If ultimately we're funding the recommendations that come out of the assessments, we wouldn't fund assessment fees or any other costs that are associated with receiving the assessment.

23:27

Yeah, when reapplying for the grant to add new recommendations, cyber productivity expanded opportunity for reduction.

23:38

Does the company use the same IAC number if if the same IAC gave the conducted the assessment or if it's being based off of the same assessment report and that assessment report is eligible or take took place after 2018?

23:58

If they if the entity wants to reapply to receive additional funding on recommendations that they did not implement or receive funding for in the first round, potentially they're happy to as long as they're still under that \$ 300,000 cap per manufacturing firm.

24:12

So say manufacture this this entity.

24:15

If in this first round that you applied, you received the grant funding of \$ 300,000, you wouldn't be eligible to receive any of the additional funding.

24:22

However, if you received only \$ 150,000 to implement 3 out of the five recommendations in that report or anyone want to implement the remaining two year, you have the opportunity to to apply again in the next round to to receive the funding to implement the last two recommendations and and still able to use that same IIC number.

24:43

What are the purchase requirements for the program?

24:46

When can the customer make purchases relative to the grant being awarded?

24:54

Sophie, you might be better a better answer for this one than me.

24:57

Yep.

24:58

And so in terms of the the purchase requirements and so again as the selections are being made we'll we'll have to align on the the the scope or the the the project that we are funding.

25:09

And so any pre award cost if you're beginning to incur cost prior to when you have been selected and we've finalized the award, we have to have a discussion and approval if those incur, if those pre award costs incurred qualify.

25:24

However, once you apply and we say as an example installing solar, solar panels on your roofs, once we you're approved and selected for this project, after that as you incur your cost, you'll submit

invoicing as Clifton mentioned, you'll submit invoicing to the the energy works teams and we'll process it and then reimburse you at that 50% rate.

25:49

Pardon me, that was that was my question.

25:50

Do you mind if I speak up for a moment?

25:52

Just a point of clarification.

25:53

I'd like to make sure I understand that completely.

25:57

Yeah, sure.

25:57

Got it.

25:58

Thank you.

25:59

So based on on what I heard there, I think what I heard you say is that if the customer incurs some cost, let's say an extremely long lead time item that they need to get ahead of the game on prior to being awarded the grant.

26:17

There's a chance that that would remain an eligible cost associated with the grant.

26:22

But it's it's uncertain until they're awarded and that goes into an evaluation process exactly.

26:28

So we understand that they're like critical path items which an example could be like your very long lead times right for for certain equipment.

26:36

If we recognize that this needs to be done as soon as possible just so the timing is realistic, we we would require just a discussion and receive agency approval from the from the DOE to to count those costs as eligible.

26:50

But if there's other pre reward costs that have that folks are just being proactive and and aren't really critical to to the project execution, again unlikely that those would be counted but would just mention

that it's it's it's a case by case basis and we'd have to just have a discussion to potentially qualify those.

27:10

OK, OK, thank you.

27:12

Awesome.

27:13

Next question, when and how does the grant funding arrive?

27:16

I believe this was covered in the last response.

27:20

Do you all have, do you want to elaborate on that at all or yes.

27:24

So after you submit your invoices, well, the funding would come through through Energy Works.

27:27

After you submit your invoice, we endeavor to provide funding within 30 days.

27:32

I believe you you can submit invoices four times within a two year.

27:39

That's right, right.

27:40

Yeah, that's especially the case.

27:41

I think this is like if you have multiple projects that would be you know a factor, are there any strings attached evaluation etcetera.

27:56

So would say yes, I mean we're going to do some reporting requirements and and documentation.

28:01

So if you are awarded, we're going to require that you submit reporting and and documentation to track the, the progress of the project to ensure that the the funding is going towards those projects that are actually being executed.

28:14

And then especially at the end of the, at the end of the project, we require a final deliverable which will give us insight into kind of the the impact of the the, the projects that have been implemented.

28:23

So the energy savings that have been reported out in the in the reports and the recommendations, the cost savings that you guys have been able to realize etcetera.

28:29

And so there are requirements for, for the for the funding opportunity and there's some rules that you that'll have to be followed as we get into that point.

28:39

And once awards are being are made, may we submit next year for funding for a project completed this year and recommended in the IAC report.

28:51

Unfortunately no.

28:52

I mean we're we're very happy that you implemented the recommendation, but this is this fund, this grant funding program is meant to support projects that have not yet been completed.

29:03

How often are third party assessor applications reviewed.

29:09

So we're we're going to follow that that similar time frame that that quarterly review basis.

29:14

And so we'll have applications open at least for this for this last quarter of 2023 and then we'll review those first quarter 2024.

29:23

But yeah, we'll review them on a quarterly basis and qualify assessors on a rolling basis.

29:32

If a grant is approved for a current project, how much time do we need to wait to reapply again for funding?

29:39

That's a good question.

29:39

It's a fun one.

29:40

This this imply, this is great because we want people to take full advantage of the \$ 300,000 cap.

29:45

I don't think there is a time deadline.

29:47

I mean we there might be some as the final grant figures are you know finalized.

29:53

There might be some discrepancies between how much you're eligible for based on just real world changes in in project costs.

29:59

But again, if you you are free to apply multiple times until you reach a cap of \$ 300,000 per per entity per manufacturer.

30:11

How long does it take to have an IAC assessment done?

30:17

For this one I'd have to double check.

30:19

I can reference you to the the lac dot university website which allows you to to apply and there's more information there.

30:25

In terms of the the timing for for the IACS, roughly I think it's potentially a couple months from applying and then scheduling all the necessary dates for free assessment activities and then executing the final assessment and then generating the final reports.

30:44

That whole entire process can take a couple months, but would recommend visiting IAC dot University and can put the link in the chat here to learn more and potentially apply to receive an IAC assessment and one company receive funding for two different plants.

31:08

This one it depends.

31:10

And so the answer is yes, as long as both plants have received a qualified assessments and the total funding across both plants does not exceed \$ 300,000.

31:19

And so again you're limited to that \$ 300,000 cap if you have a manufacturing site A&B if A received a qualified assessment and I whether that's IACCHP TAP or the third party qualified assessor and same thing as as B that they could both be eligible to apply for funding.

31:39

I submitted a request for an IACA few weeks ago and haven't heard back.

31:42

Do you have an estimated timeline on when we could expect to hear back?

31:49

Yeah, that's a good question.

31:49

I think.

31:50

I think send an e-mail to Info@energyworks.org and we can follow up to the back channels.

31:56

It, you know, it is kind of first come, first serve and they, the Iscs do have, you know a lot of requests for assessments.

32:02

Again, there's also the CSP tab at onsite.

32:05

Energy tab assessments are available as well at no cost and we are working to finalize agreements with 10 third party assessors which you'll which you can find their names on the website.

32:22

Around \$ 5,000,000 was awarded in the first round.

32:25

Going forward is there a target amount of grant money the program is trying to award per cycle.

32:32

So as as Clifton mentioned earlier, we have \$ 80 million of funding available for the first year of operation with with five being used in this first round.

32:42

And then on a quarterly cycle we're we're roughly looking between a number at least on the quarter view between that 15 to to 20 million around per per quarter.

32:55

Again the the total allotted amount for for the actual program is 400 million.

33:00

And so as demand continues to grow and as as as we continue to execute these rounds, there isn't a specific target number for for each of these quarters.

33:10

Again, it's going to be dependent heavily on not only demand but as well as as as you know quality projects that we want to look to, to fund and implement.

33:21

By statute the the \$ 400 million expires in FY20 6 I believe.

33:26

So please apply.

33:28

We want you to apply, we want to, we want to invest the money in manufacturers.

33:32

So do IAC equivalent firms need to offer free assessments or can can we charge for them?

33:41

You can charge for them but we we strongly encourage affordability as as as part of the as part of the process.

33:48

But the first ten and third party assessors we've we've qualified it's a mix of no cost and AT cost assessments but of course you know qualifying as AIC equivalent is itself a selling point.

33:59

Obviously you can.

34:00

You can tell your clients, hey, if you get one of our assessments, you can apply for for DOV DOV funding through this program.

34:10

CHP is a recommendation in some IAC assessment reports.

34:13

Would a CHP recommendation first have to be verified by CHP taps before applying for the grant?

34:23

We can follow up.

34:25

I don't believe they need to be verified by the the CHP tap if they're coming from a qualified assessor and so from if it's an IAC that's recommending that that CHP TAP assessment, they shouldn't have to go through qualification for or getting that qualified by by CHP task before applying.

34:42

They could go and apply what if the project will take longer than one year to implement?

34:51

That's no problem.

34:52

We were kind of allowing a window of two years for project project completion, so that's no problem if a past assessment is updated with additional recommendations for the grants, Should we be updating the IAC database with those additional recommendations?

35:11

I would say yes, I'd be.

35:12

I'd contact and reach out to the your your IAC director to discuss the the the additional recommendations and making sure that they're capturing those in the in their IAC database.

35:29

If you reached the \$ 300,000 funding the first time, can we reapply again for another project in another funding round?

35:35

If yes, is there a waiting time to reapply?

35:38

And unfortunately the answer is you know it's the there's a strict cap of \$ 300,000 per per manufacturing per per entity again unless you have individual LLCs and individual facilities.

35:51

We actually, I think we had a question earlier that we were gonna try to clarify on this topic.

35:58

Yeah.

35:58

So you'll see an updated FAQ soon.

36:01

Is need for financial assistance one of the criteria for the grant if so how does a manufacturer prove their need?

36:09

Yep.

36:09

And so this one is going to be in the project narrative.

36:12

So just giving us a bit more detail, a bit qualitative detail in regards to kind of what what, what the situation is, how this grant will be able to unlock and execute this, this, this project right if their current existing barriers and and that this grant is an opportunity to to help push that project over the over the line.

36:32

That's kind of the the idea that we're trying to see also in this criteria we look for kind of like how are you going to be able to also attain that that non federal cost share, right, a 50% cost share.

36:44

And so are you going to be leveraging internal capital?

36:48

Are you going to be looking at potentially other sources of of of funding whether that may be loans from a from a private bank, other utility programs, rebate program, Escos, things like that.

36:58

So that's also included, but more detail can be found on the on the energy Works website under the the IC implementation and grants that there's a review criteria there that lays it out if you don't receive funding in 1/4 is your application rolled over to the next quarter?

37:18

Not automatically, no.

37:19

You'd have to you have to reapply.

37:21

I would say you we would probably encourage you to to work on the application to improve the the the criteria that consult the criteria that we you know we talked about earlier.

37:31

There's more detail on the on the website about project narrative about demonstrating financial need demonstrating you can provide 50% cost share, you know demonstrating project project impact.

37:42

I don't say so.

37:42

I I don't think funding availability, the ability availability would be the the factor in in in rejecting an application.

37:50

It would be the application itself.

37:51

In the first round we actually awarded a grant sum of just \$ 2000 for an LED LED project.

37:57

So no project is too small.

38:00

So yeah, so you would be encouraged to to reapply.

38:04

I think it's the same.

38:05

This is the same question.

38:06

Yeah, I work with an energy efficiency initiative funding program.

38:12

We offer grants for efficiency projects.

38:15

If we pledge 70% cost share, what would the IAC grant be?

38:21

So our cost share is going to be at at at 50%.

38:24

And so theoretically if if a project is a total projects cost is \$ 100,000 the the IC grants will be at a maximum of \$ 50,000 and then so that's the federal share and then the non federal share if the energy efficiency incentive program funds 70% of that remaining of that non federal share of the 50% or \$ 50,000 then that that'll be great.

38:49

But again we're we're at that 100, 50% of the total project cost up to \$ 300,000 again.

38:56

So if it exceeds 600 and 600,000 and one dollar we're capped at that \$ 300,000 and then the the remain the, the remaining 300,000 and \$ 1.00 will be on the the entity.

39:10

Do farms qualify as manufacturers specifically irrigation efficiency projects, I don't believe so we can look into this for to to to confirm and and update the FAQ's.

39:24

I actually will point out I'll do a shout out the USDA, the the Ag department has a a reef program which is actually a very, very similar program to ours except it's funding for for for specifically for for farmers.

39:38

So if you Google USDA reef program you can look into that we will confirm.

39:44

I'm pretty sure the answer is no.

39:45

But we can confirm based on some of these edge cases, what do you think?

39:52

Yep.

39:52

And and we'll mention that when we and this can be found on the website, our eligibility criteria is manufacturers and we define a manufacturer as an entity that engages in either mechanical, physical or chemical transformation of materials, substances or components and so.

40:10

Right.

40:11

And additionally we also qualify the water treatment for water and wastewater treatment facilities.

40:15

But in that definition of that manufacturer, if you if you the entity feels that you execute some of those execute some of those activities, feel free to let us know and we can work internally to make sure that it either to see if you either qualify or not.

40:36

What kind of reasons are you looking for, for the community benefits of the project.

40:42

Yep.

40:43

And so we lay out kind of the the, the criteria in terms of the the the community benefits plan on the the website.

40:50

And so looking for things of whether or not the the, the facility is located in a disadvantaged community as defined by the the climate and energy social justice tool.

41:01

If the applicant's minority owned, women owned, veteran owned business or works with minority owned MWBE businesses to the to the extent which the the applicant is you know providing good paying jobs at a fair rate.

41:19

And so we have a list of kind of what those review criterias look like under the community benefits plan.

41:24

And again additionally the impact environmentally to the surrounding the community.

41:30

There's also a link in on the website in terms of more guidance from the Department of Energy because this is an agency wide initiative, more information and requirements that we're looking for in regards to what we want to see in the community benefits plan.

41:45

So there's a link there that has additional information and and and guidance.

41:52

Does the \$ 300,000 cap currently remain in place until FY20 26 closed?

41:59

Yes.

41:59

And we don't foresee a change to that unless there's a legislative, some sort of legislative change.

42:05

So we do not foresee a change to this.

42:09

If we are in a state without an IAC center like those higher education institutions how can we make this accessible to our communities.

42:18

So the the IC range is 150 miles.

42:20

So and just just because you're not in the same state as an IC does not mean you can you can't apply for an IC assessment.

42:26

And also I will point out so the the CSV taps are also in in separate areas as well.

42:31

And then finally the the third party assessors there's they also are in some some other regions separate from the ICS plus some of them are national.

42:39

So they conduct assessments really anywhere you are.

42:41

So geography should not be a limiting factor.

42:43

We encourage you to, you know take advantage of the opportunities if not selected for funding, do you give justification for why it wasn't selected and what we can do to change and reapply.

42:58

So if not selected we'll we'll send out notification letters that provide an overall a checklist that goes into kind of some of the reasons why the application was not selected.

43:11

And we encourage folks to once to to reapply after making updates and addressing some of the the the criterias that we selected as the reasons why you weren't selected.

43:22

But you'll get some feedback on on why you weren't selected.

43:29

If not approved for funding, will feedback be given as to reasons for the denial.

43:33

So I think that was just covered and a grant application.

43:39

Is it possible for some recommendations to be accepted and others not.

43:45

This did not.

43:46

We did This actually was not the case in the first round.

43:48

I don't I can't I mean there could be edge case stop.

43:52

What do you what do you think?

43:53

Yeah.

43:54

And so there there there could be ideally we look at the entire portfolio and so of of the application and so if your application comes in with with five recommendations that you want to implement will assess the portfolio on a whole in terms of the the impact, the energy saved and things like that.

44:10

So we we typically look at it on a on a portfolio wide basis.

44:18

And so that is the last of the questions.

44:23

Wait, we have 14 more minutes?

44:25

Yeah, we have 14 more minutes, we could, yeah.

44:26

So if you guys do this, do this all the way, sorry, let me, I'll get that one back.

44:34

Hold on just a second.

44:34

I clicked the wrong one.

44:36

So a manufacturer can benefit from this funding once the 300, once if the \$ 300,000 is reached, yes and we have, we have yes.

44:44

So once you have hit \$ 300,000, you cannot reapply for additional funding.

44:48

And again if you have a product that costs \$ 1,000,000, we would pay up to 300 thousand \$ 300,000.

44:53

So it's not like it has to be exactly 5050.

44:55

We can we'll provide up to \$ 300,000, and then the company will be responsible for the rest of the funding.

45:03

Is it possible to make past reasons for denial visible to other applicants?

45:10

Fortunately, we can't make reasons for denial for specific applications public to other applicants in terms of just general guidance and support.

45:21

Again asking us any questions as you're filling out your applications is the best way to ensure that your application is as robust as possible.

45:37

What is the expected timeline for application for the IAC assessment and when is it conducted?

45:44

I think we answered that earlier, but just real quick it, it can take several months in between the in between applying scheduling the assessment itself, which typically you know one day on site and then it takes time for the assessment report to come out as well.

45:57

My understanding is that the ISCS are expected to turn around and report within within two months, if not much sooner than that, but long story shortly it can take several months.

46:06

But this program, this funding opportunity is available again rolling throughout the year all of all of next year.

46:11

So there's not a huge urgency I think but we encourage you to start your assessments now if you haven't already.

46:20

Actually I'll reemphasize that for the IACS if you had an assessment dating back to 2018, you can use that assessment as part of your application.

46:30

And then for the third party assessors that we're verifying you can use assessments for 2021 onwards.

46:35

So older assessments still do qualify for grant funding.

46:44

Are electricity, natural gas, water or carbon Emissions reduction scored differently in applications?

46:51

So are are review criteria.

46:54

So we split it out as as 50% of impact and feasibility and so this is where this impact in terms of energy efficiency improvements, carp potential greenhouse gas reductions, some of these savings here on on energy again with electricity, natural gas et cetera that'll that's where they will be assessed there in that 50% bucket of of impact and feasibility.

47:21

Is there a specific cost effectiveness test related to proposed measures utilized guidelines here.

47:27

So the ISCS have long standard practice and guidelines to kind of protocol to use several vendor quotes for for for cost.

47:36

It's also a lot of institutional knowledge in in terms of what what they recommend in their assessments.

47:42

And as we've evaluate third party assessors, we kind of apply the same vigor to how how they conduct their assessments, where is the application?

47:54

So you can find that link on the Energy Works website under the opportunity page and we will go ahead and drop that link in the chat.

48:02

Again, we should put that at the top.

48:04

I feel like it's kind of, it's an important question.

48:07

How do you know if a plant is in an underserved community?

48:12

Yep.

48:12

So there there are tools that exist out there there that as I mentioned, I think it was the climate and economic justice social tool which I can put a link in the chat that gives you an I, I, I, I, oh you did you looked ahead.

48:23

But essentially if you if you post your address into that, it'll, it'll give you guidance on if you're if the facility is located in a disadvantaged community or not.

48:34

So sorry, could you repeat that the way you said to find that, Yep, I posted a link in the chat for you.

48:40

If you use that tool, the the the Climate and Economic Justice Screening tool, it gives you, there's a map on the on the front page that when you click that link and there's an option for you to input the address of the site, which will, once you submit that, it'll give you insight on whether or not it's in a disadvantaged community.

49:01

Does the application have to include all aspects of the assessment?

49:06

Yes, we're we're at, you're asked to attach the entire assessment report.

49:11

I wouldn't see why people would chop up their assessment report anyway.

49:14

I think that's pretty easy just to attach the whole thing.

49:17

Again, anditsavailable.com and that's some you know, government website.

49:21

It's pretty straightforward and but we'll we'll mention that if in your assessment report you receive 10 recommendations and you only want to receive funding for five, feel free to report on the five that you want to to implement in the in the application and their respective costs.

49:36

That's a really good point.

49:38

Yeah, you do not you do not have to apply for funding for every single project.

49:41

You can pick and choose which assessment recommendations to to implement.

49:46

It was mention of validating energy savings post implementation.

49:50

Are there entities to perform this validation or is this the manufacturer's responsibility?

49:59

So can follow up on this and provide more guidance by ideally working with the assessor and entity that provided the assessment as they they helped generate that initial estimation.

50:09

And so working the manufacturer and that assessor entity working to generate what those post assessment or post implementation figures would look like and what those calculations were.

50:19

But we can follow up and provide official guidance in terms of the the process for for executing that really good questions.

50:31

OK, We have a couple more minutes if anybody has any additional questions.

50:38

If not, I will turn it back over to Carla to go ahead and close this out.

50:45

All right.

50:46

Well, we'll keep an eye out in case any final questions come in.

50:50

But in the meantime, I do want to thank everyone for their time.

50:53

I'm going to post one more thing into the chat and it's just kind of a succinct grouping.

50:59

If you have questions, follow up questions.

51:01

As was mentioned earlier, whether you're having issues with scheduling, IAC assessment or something outside of what was asked today, please reach out to info@energyworks.org and we monitor that inbox and we will either answer it directly or coordinate with DOE for a final answer on that.

51:26

We've also mentioned going and looking at opportunities.

51:28

Obviously, the IAC opportunity page is something that you are probably familiar with right now.

51:34

But if you haven't looked further, if you go to www.energyworks.org, you will see an option to go look at several other opportunities that are currently available.

51:46

And you also have the option to join the ecosystem, which means as new opportunities or new rounds of this opportunity come out, we will send out a notification so that you're aware that it has opened and that there are perhaps more informational sessions like this Q&A session or a more formal introductory session like our objective strategic sessions that will be held.

52:12

And of course all of them have RSVP links and they use the same format.

52:17

They'll use Slido for questions.

52:19

Just like the next time we have AQ and a session on December 7th, we will be using Slido.

52:26

In some cases, I think we came to this meeting with six or seven questions that were answered or that were posed already, especially if they are a trickier question that allows our speakers time to sort of review and have the answers for you.

52:41

So if you would like to answer to ask your questions early, then we can have answers prepared when we come to the Q&A session.

52:50

And if there is nothing else, I'd like to thank our two speakers that were here today.

52:56

You know, we had Clifton Yen who discussed the Workstream one and we have Mustafa Mahmood who discussed Workstream 2 and provided great answers all around.

53:06

And then the Energy Works team was helping to monitor the discussions and to coordinate a lot of the postings that came out.

53:15

Again, the recording of this session as well as the transcript and FAQs will be available off the opportunity web page.

53:25

Start looking for that tomorrow.

53:27

If there are any further questions that come in, we'll coordinate them and get those answers out there as well.

53:34

So I see nothing else has come in since then.

53:36

I thank everybody for your time in joining us for this session and we hope to see you and hear from you again in December.

53:44

And remember, the deadline to apply is December 31st and new sessions and new rounds will happen after that.

53:54

Thank you.

53:54

Have a good afternoon.

53:56

Thank you all.

53:57

Thanks everyone.

53:57

Bye.