



Solar Market Pathways Informational Webinar

Introduction and Full Application

June 17, 2014

energy.gov/sunshot

6/17/2014



- All applicants are strongly encouraged to carefully read the Funding Opportunity Announcement DE-FOA-0001071 (“FOA”) and adhere to the stated submission requirements.
- This presentation summarizes the contents of FOA. If there are any inconsistencies between the FOA and this presentation or statements from DOE personnel, the FOA is the controlling document and applicants should rely on the FOA language and seek clarification from EERE.
- If you believe there is an inconsistency, please contact SolarMarketPathways@go.doe.gov

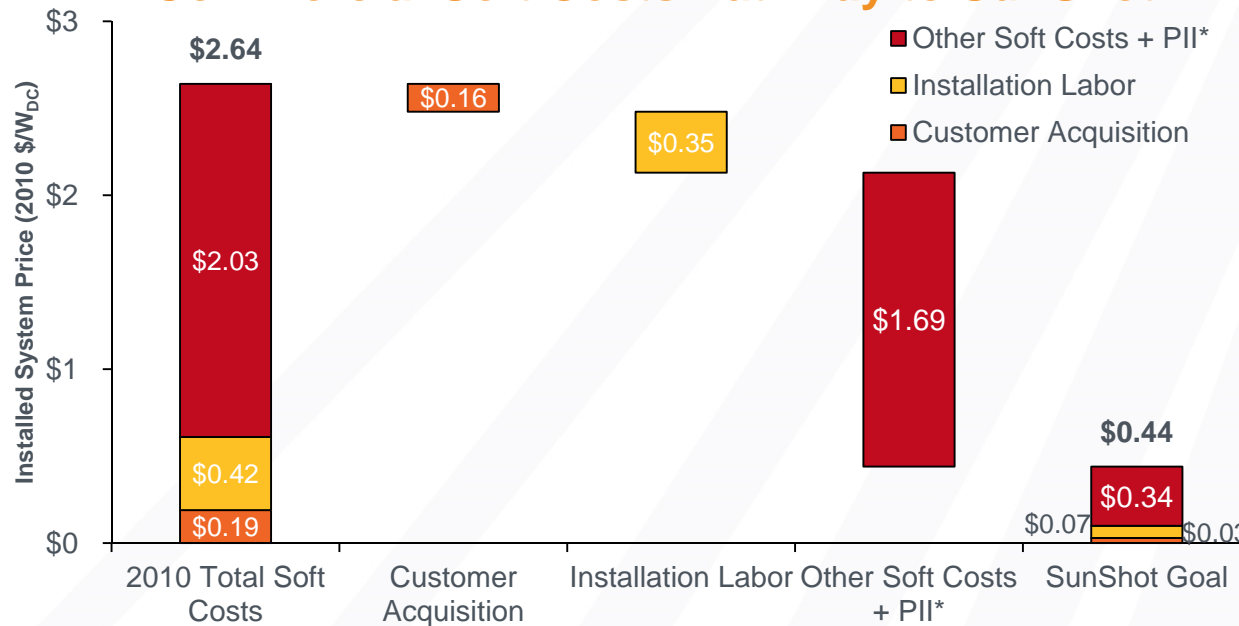
Agenda

- Solar Market Pathways Objectives
- Full Application Overview
- Timeline
- Questions
 - Type questions into comment box (will be answered within 3 business days after completion of the webinar)

Background for Solar Market Pathways

- The SunShot Initiative supports research, manufacturing, and market solutions to help make solar energy resources in the United States more **affordable and accessible for all Americans**.
- **Reducing the solar “soft” costs** (e.g., access to capital, supply-chain costs, and connecting to the grid), are key to achieving SunShot deployment goal of enabling solar energy to grow from less than 0.4% of the current U.S. electricity supply to roughly 14% by 2030.

Commercial Soft Costs Pathway to SunShot



* PII is “permitting, inspection, interconnection.” “Other soft costs” includes installer and developer overhead and profit, financing and supply chain costs, and sales tax. Financing, policy and regulatory barriers contribute to solar soft costs in indirect ways, inhibiting market growth and project development.

SunShot Vision Study, February 2012 http://www1.eere.energy.gov/solar/sunshot/vision_study.html;

Model assumes \$0.50/W modules and a system lifetime of 30 years. “Electric Power Monthly with Data for July 2013”, DOE EIA <http://www.eia.gov/electricity/monthly/pdf/epm.pdf>

Intent of Solar Market Pathways

- Enable the enduring growth of solar options in the United States and expand access to solar electricity to all U.S. homes, farms, communities, businesses, and state, local, and tribal governments, while ensuring a reliable, affordable, and clean electrical grid.
- This FOA will provide resources and technical assistance to support community-driven stakeholder processes in regional, state, tribal, and local jurisdictions to develop multi-year solar deployment plans.
- This FOA will determine a National Coordinator that will help connect teams and disseminate information

Goals of Solar Market Pathways

- To support *replicable* state, tribal, and local efforts to create the economic environment that will enable the cost-effective deployment of solar technologies.
- Develop and strengthen community partnerships through inclusive stakeholder processes that will consider multi-year strategies on how to simultaneously address the challenges and opportunities of increasing solar (and related technologies) on the electrical grid.
- The desired outcome of the stakeholder processes is an agreed-upon solar deployment plan and/or programs, delivered to the appropriate decision makers, that would establish a clear path for approximately the next five to ten years of solar deployment in the applicant's jurisdiction.

Award Overview

- Total Amount to be Awarded: \$15 million
- Cost Share Requirement: 20%
- Period of Performance: 24 to 36 months
- Topic Area Details:

Topic Area #	Topic Area Description	Estimated Funding	Number of Expected Awards	Average Award Amount	Individual Awards May Vary Between
A	Solar Deployment Case Studies (Plan and Programs)	\$13 to 14 million	5 to 10	\$1 million	\$100,000 and \$4M
B	National Coordinator	\$1 to 2 million	1	\$1 to 2 million	\$100,000 and \$4M

Examples of Topics

- **Applications of interest** include, but are not limited to (FOA sections I.A,B,C):
 - Solar deployment plans that are or will be cost-effective by 2020
 - Plans that target challenges related to deploying and integrating distributed solar generation
 - Plans that address deployment of solar photovoltaics (PV) and/or concentrating solar power (CSP) to increase access to cost-competitive electricity
- **Topics of Interest** include, but are not limited to (FOA section I.C):
 - Evaluation of the net benefits and costs of solar to and from the electrical grid;
 - Shared solar programs and community-based approaches to solar deployment;
 - Financing models, such as commercial property assessed clean energy (PACE) programs;
 - Incorporating solar into the applicant's existing state, tribal, and local emergency response plans;
- **Applications Specifically Not of Interest** include, but are not limited to (FOA section I.D):
 - No purchase or installation of solar equipment will be funded with program funds. However, engineering designs, environmental studies, and other preparatory activities are acceptable.

Eligible Applicants (full details in FOA Section III.A)

- Individuals
 - U.S. citizens and lawful permanent residents
- Domestic entities
 - For- & not-for-profit, universities, national labs/FFRDCs
 - Can be held by foreign entity, but Applicant must be incorporated in U.S.
- Foreign entities
 - Waiver must be submitted for DOE approval
 - Can receive a minority of funding as a sub-recipient
- Consortia
 - May include domestic and/or foreign entities
 - Incorporated consortia can apply as prime recipient
 - Unincorporated consortia must designate a member as prime recipient
- **Applicants may submit more than application to this FOA**
 - Each application must describe a unique and distinct project

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Mandatory Concept Papers

Reminder: Concept Papers are Mandatory to submit a Full Application

Concept Papers were due in EERE-Exchange by

May 28, 2014 5:00 PM ET

<https://eere-exchange.energy.gov/>

You ARE eligible to submit a Full Application:

- You submitted a Concept Paper by the deadline AND received either an “Encourage” or “Discourage” decision through EERE Exchange.

You ARE NOT eligible to submit a Full Application:

- You did not submit a Concept Paper by the deadline OR
- Your Concept Paper was deemed “non-compliant” or “non-responsive”

Full Application Review Process—Due July 11 at 5:00p.m. ET

Is Full Application compliant?
(FOA Section III.C & Section IV.D)

No →

Application not reviewed

Yes

External Evaluation of Full Applications
(Criteria FOA Section V.A)

Reply to Reviewers Comments
(FOA Section IV.F)

External Reviewers Meeting

Pre-selection Interviews

Selection

Compliance of Full Application & Reply to Reviewers Comments

- Full Applications are deemed compliant if:
 - The Applicant submitted a compliant and responsive Concept Paper;
 - The Full Application complies with the content and form requirements in Section IV.D of the FOA; and
 - The Applicant successfully uploaded all required documents and clicked the “Submit” button in EERE Exchange by the deadline stated in the FOA.
- Replies to Reviewer Comments are deemed compliant if:
 - The Reply to Reviewer Comments complies with the content and form requirements in Section IV.F of the FOA; and
 - The Applicant successfully uploaded all required documents to EERE Exchange by the deadline stated in the FOA.

Components of Full Application

Files are PDF, unless stated otherwise

File		Notes
Technical Volume	<ul style="list-style-type: none"> Cover Page Project Overview Technical Description, Innovation, & Impact 	<ul style="list-style-type: none"> Workplan Technical Qualifications & Resources <p>See Chart in Section IV.D.2</p>
SF-424		no page limit
Budget Justification (EERE 159)		no page limit, Microsoft Excel format. Applicants must use the template available in EERE Exchange
Summary for Public Release		1 page max
Summary Slide for Public Release		1 page limit, Microsoft PowerPoint
Subaward Budget Justification (EERE 159)		
Budget for Federally Funded Research and Development Center Contractor File		if applicable
Authorization from cognizant Contracting Officer for FFRDC		if applicable
SF-LLL Disclosure of Lobbying Activities		
Foreign Entity and Performance of Work in the United States waiver requests		if applicable

Full Application Merit Review Criteria

Criterion	Weight
1. Merit, Innovation, and Impact <ul style="list-style-type: none">• Merit and Innovation• Impact of Advancement	50%
2. Project Plan <ul style="list-style-type: none">• Research Approach and Workplan• Identification of Risks• Baseline, Metrics, and Deliverables• Market Transformation Plan	30%
3. Team and Resources	20%

Please see Section V.A.2 for full description of the Full Application Merit Review Criteria.

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Timeline



Full Applications Due July 11, 2014 at 5pm ET

Submit in EERE-Exchange by

July 11, 2014 5:00 PM ET

<https://eere-exchange.energy.gov/>

Questions?

- This webinar and its Q&A will be posted on EERE Exchange
- While the FOA is open, questions can be emailed to SolarMarketPathways@go.doe.gov
- Answers will be posted at:
<https://eere-exchange.energy.gov/>

Exact: <https://eere-exchange.energy.gov/FAQ.aspx?FoalId=ef4fe006-4fea-4a3c-ac84-be98ce1962f6>