

State Energy Program

Competitive Funding Opportunity Announcement: DE-FOA-0001222



U.S. DEPARTMENT OF
ENERGY

Energy Efficiency &
Renewable Energy

Informational Webinar For FOA Applicants
January 27th, 2015

Protocol for questions during this webinar

- Type all questions into the 'question box' anytime during the webinar. The SEP team will read questions aloud at the end of the webinar and do their best to answer them depending on content. All questions asked during this presentation will be recorded and then posted and answered in Exchange.
- In addition, all information provided during this webinar, including this presentation, will be posted to EERE Exchange and on the State Energy Program Website.

Notice

- All applicants are strongly encouraged to carefully read the Funding Opportunity Announcement DE- FOA-0001222 **(State Energy Program 2015 Competitive Awards)** and adhere to the stated submission requirements.
- This presentation summarizes the contents of the 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 send comments to SEPFY15FOA1222@ee.doe.gov.

Agenda

- 1) Registration Requirements
- 2) SEP Competitive Award 2015 Overview
- 3) Anticipated Schedule
- 4) Changes from Last Year
- 5) Expected Post Award Deliverables
- 6) Means of Submission
- 7) Area of Interest 1
- 8) Area of Interest 2
- 9) Eligibility Requirements
- 10) Content and Form of Full Applications
- 11) Statement of Substantial Involvement
- 12) Cost Match
- 13) Key Points

Registration Requirements

- To apply to this FOA, Applicants must register with and submit application materials through EERE Exchange. Click on the “Apply for Grants” link; then, click on the “Download a Grant Application Package” link and follow the instructions. Insert the announcement number to download the Application Package.
- Although not required to submit an Application, the following registrations must be complete to receive an award under this FOA:

Registration Requirement	Website
DUNS Number	http://fedgov.dnb.com/webform
SAM	https://www.sam.gov
FedConnect	https://www.fedconnect.net
EERE Exchange	https://www.eere-exchange.energy.gov

Overview

- The SEP competitive funding opportunity provides up to \$5 million for cooperative agreements that allow States to develop high-impact, innovative approaches and solutions to transform clean energy (including energy efficiency and renewable energy) markets and achieve the economic and environmental benefits that clean energy offers. This competitive Funding Opportunity Announcement (FOA) allows States to compete for funding designed to meet EERE's nationally focused initiatives for the fundamental and permanent transformation of markets across all sectors of the economy. This FOA will include two Areas of Interest.

Anticipated Schedule

Anticipated Schedule:

FOA Issue Date:	January 20, 2015
FOA Informational Webinar:	January 27, 2015
Submission Deadline for Full Applications:	March 31, 2015 5p.m. Eastern
Expected Date for EERE Selection Notifications:	July 20, 2015
Expected Timeframe for Award Negotiations:	July 20, 2015 through October 31, 2015

Changes from Last Year

- Increase in amount available for multi-state apps of 4 or more states - up to \$800,000
- States can submit separate applications where each is listed as a Prime recipient even in the case of Multi-State proposals
- Requirement that States must select one Transformative Category in their applications and may only submit one application per Transformative Category
- An additional merit review criterion has been added to both Areas of Interest to evaluate estimated energy savings impact with a 20% weighting.
- Technical Merit Review Criteria in AOI2 are more specifically tailored to the Transformative Category and topic selected (see Appendix)

Changes from Last Year (continued)

- Addition of wastewater facilities as a special focus in the underserved sectors (Transformative Category #2, Topic #3)
- Use of EERE Exchange instead of grants.gov
- Required application attachment templates have been moved to EERE Exchange from the FOA document. These include:
 - State Energy Assessment
 - Milestone Summary Table
 - Project Summary Tables for State Energy Assessment

Expected Post-Award Deliverables

- Area of Interest 1 States: Roadmaps

Applicants awarded under Area of Interest 1 will be required to develop and submit a 'Road Map' as a key post-award deliverable. Guidance on Roadmap development is in Appendix D.

- Area of Interest 2 States: Implementation Models

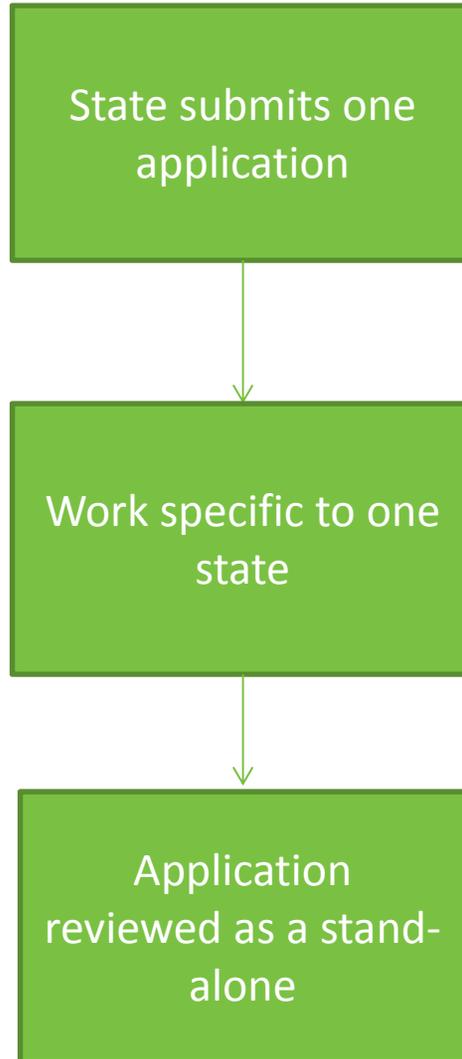
Applicants awarded under Area of Interest 2 will be required to create an Implementation Model. DOE guidance on Implementation Model Development is located at:

<http://energy.gov/eere/wipo/downloads/state-energy-program-notice-14-2-implementation-model-guidance>.

Additional information is in Appendix E.

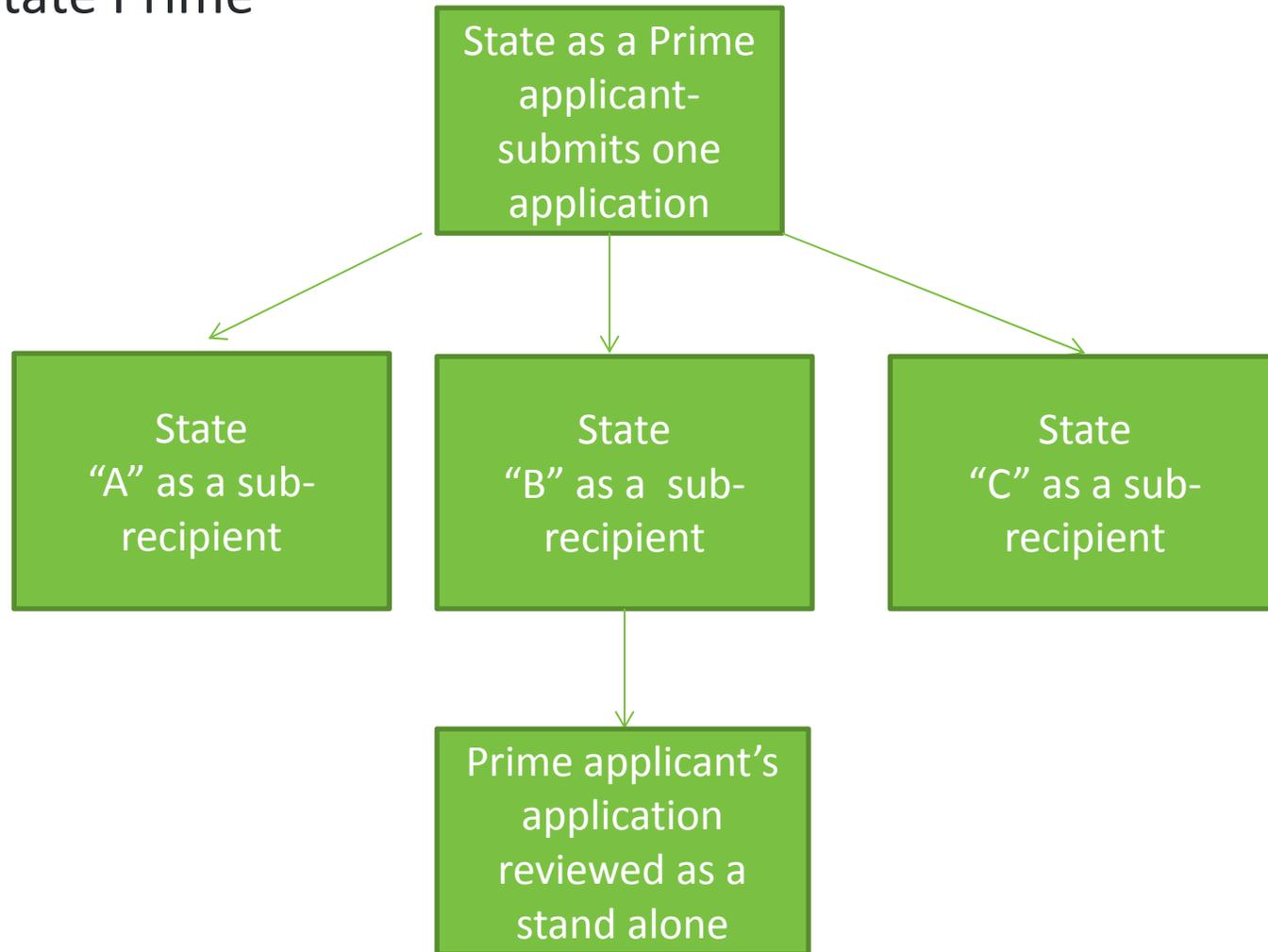
Means of Submission

State-Specific



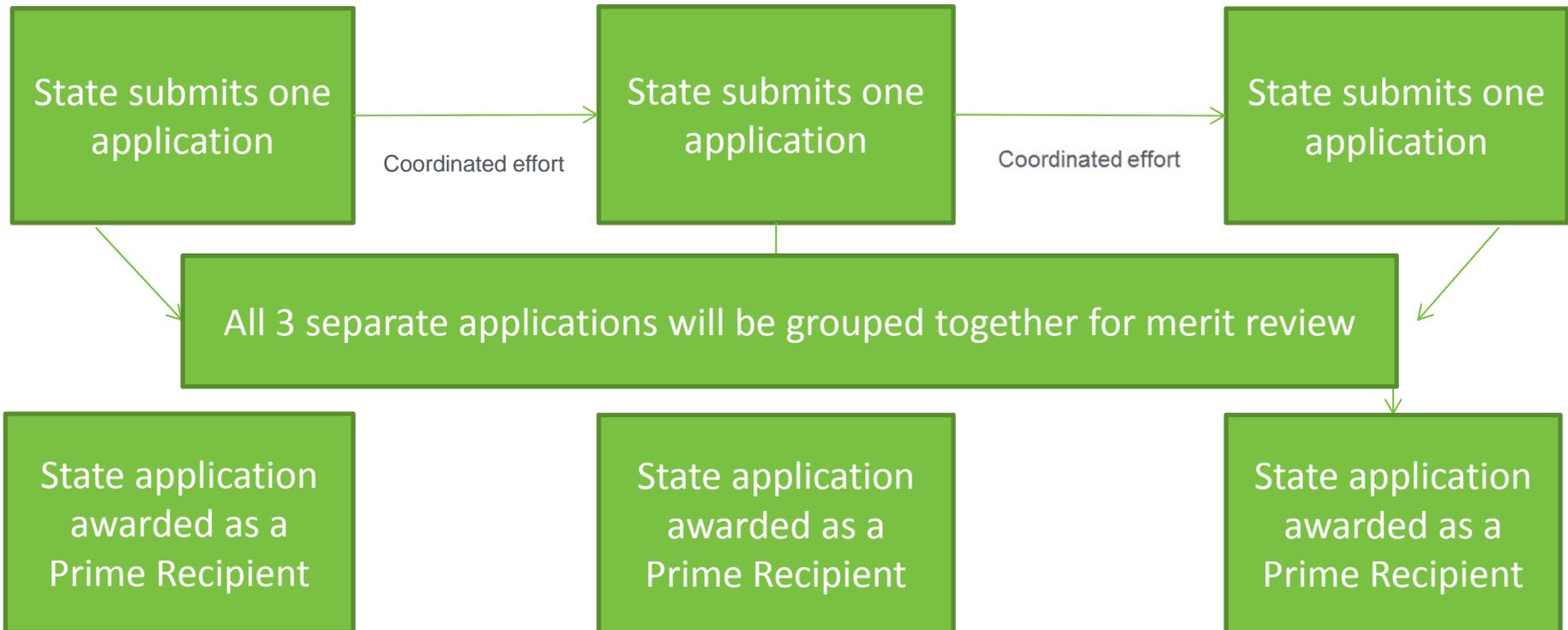
Means of Submission

Multi-State Prime



Means of Submission

Multi-State Coordinated Group



- Each state should list all partners
- Each state needs to make it clear that there is a coordinated effort.
- The separate applications will be grouped together for Merit Review purposes. If selected, each State participating in the group will enter negotiations for an individual award. If selected for award under this scenario, each State participating in the group will be considered a Prime Recipient and will assume associated responsibilities.

Award Information-Area of Interest 1

State Energy Planning

- Description
 - DOE is seeking applications from States to bolster State/regional energy planning by facilitating stakeholder and interagency discussions and related activities concerning (1) the future direction of the energy sector in the region/State, with emphasis on the electric power sector and natural gas supply and transport, and (2) how energy efficiency and renewable energy fit into the vision for the future.

Award Information-Area of Interest 1

State Energy Planning

Area of Interest-1	
Anticipated Number of Projects:	Up to 9
Anticipated Total Amount to be Awarded:	Up to \$3,500,000
Anticipated Average Award Amount:	\$200,000 to \$300,000 for an individual State-specific application; approximately \$300,000-\$800,000 total for multi-State applications.
Types of Funding Agreements:	Cooperative Agreements
Period of Performance:	2 Years
*Total Number of Allowable Submissions:	1

*Applicants have the choice to submit an application by either submitting:

- One Full Application that includes no other State or regional partners and covers only the applying State; OR
- One Full Application that includes multiple State or regional partners.

Award Information-Area of Interest 1

State Energy Planning: Merit Review Criterion

Criterion 1: Program Strategy and Plan Weight: 30%

- Reasonableness, completeness and feasibility of the proposed approach to meet the objectives of the Funding Opportunity Announcement. More specifically, how well does the proposal:
 - Identify the extent to which the State/s or region already uses energy efficiency and renewable energy as part of their energy resource mix and describe the State’s future goals and implementation strategy;
 - Identify barriers to implementing a successful program and describe how the proposed strategy and activities will overcome those barriers;
 - Establish a dialogue among the different State agencies with purview over the energy sector to develop a coordinated vision for energy planning that can help meet State policy goals, support electric reliability and comply with environmental standards. This would include a discussion of the disparate mandates of the State agencies; a discussion of current, near term and future challenges and opportunities they see in the energy sector.
 - Establish a stakeholder engagement process (including utilities), to obtain their input on electric power sector planning;
 - Include an explanation of the extent to which appropriate stakeholders for the program will be engaged in the overall effort and an outline of the timeframe of their involvement. Examples of stakeholders include: State and local environmental agencies; national air and energy associations; utilities and Public Utility Commissioners; public benefit fund administrators; contractors; educational institutions; non-profits, etc.

Award Information-Area of Interest 1

State Energy Planning: Merit Review Criterion-Continued

- Outline a process to map out and assess a set of solutions over several scenarios that:
 - Meets projected electricity and natural gas demand;
 - Addresses reliability and resiliency concerns (energy assurance);
 - Promotes economic development;
 - Mitigates to the extent possible any increase in customer bills;
 - Identifies any energy resource constraints, including infrastructure (supply, transport, transmission, delivery)
 - Discusses how State Energy Offices, Public Utility Commissions and Departments of Environmental Protection will work together to accurately and rigorously measure, track, and report energy savings and emissions reductions;
 - Address or achieve the goals of existing and forthcoming environmental regulations (making assumptions about future regulations);
 - Considers a range of potential solutions, including market-based approaches; and demonstrates (quantitatively when possible) how energy efficiency and/or renewable energy can help meet these goals.
 - Demonstrates (quantitatively when possible) how energy efficiency and/or renewable energy can help meet these goals.
- Degree to which the proposed approach contains clear goals, metrics, tasks and methods, deliverables, schedule, and budget.
- Degree to which applicant’s approach identifies and adequately addresses applicant’s previous road mapping experiences.
- Degree to which applicant’s approach incorporates best practices.

Award Information-Area of Interest 1

State Energy Planning

Merit Review Criterion-Continued

Criterion 2: Potential Impact Weight: 20%

- Degree to which the applicant demonstrates that the proposed approach will lead to continuing dialogue among State Energy Offices, State and local environmental agencies, public utility commissioners and utilities to address energy, environmental and economic issues.
- Degree to which the applicant will use analytical tools (modeling, etc.) to inform the development of the roadmap.
- Degree to which the proposed programs and activities will lead to the development of a plan that is likely to achieve increased levels of energy efficiency and renewable energy in the State/region, increases economic development opportunities associated with promoting energy efficiency and renewable energy, enhances the resiliency and reliability of energy supplies and the electric grid, complies with current and future environmental regulations, and addresses other economic pressures that will have an impact on the energy sector.
- Degree to which the proposal will focus on regional or multi-State (as opposed to State-specific) challenges and will develop regional solutions and outlines a coherent proposal for such an approach.
- Degree to which the proposal focuses on creating mechanisms for accurately and rigorously measuring, tracking, and reporting energy savings and emissions reductions.

Award Information-Area of Interest 1

State Energy Planning

Merit Review Criterion-Continued

Criterion 3: Estimated Energy Savings Impact Weight: 20%

- Estimate of energy savings and associated cost savings that would result from implementation of the project as conceived.
- Estimate of carbon dioxide reductions that would result from implementation of the project as conceived.

Award Information-Area of Interest 1

State Energy Planning

Merit Review Criterion-Continued

Criterion 4: Capabilities and Partnership Structure Weight: 30%

- Appropriateness of the credentials, capabilities, and experience of the project team and key personnel.
- Degree to which the roles, responsibilities, and level of effort of each of the project team members has been identified, and to which the described management approach allows for successful management and implementation of the proposed project.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

- Description

- The purpose of this Area of Interest is to assist States in advancing residential, commercial and/or industrial markets for energy efficiency and renewable energy through a set of policy and regulatory actions within a topical portfolio of three Transformative Categories:

- **Transformative Category 1: Developing or Expanding Utility-Related Programs**
- **Transformative Category 2: Working with Local Governments**
- **Transformative Category 3: Developing or Designing Financing Programs, EM&V Strategies, or Benchmarking & Disclosure Programs**

- DOE's goal is to provide broad flexibility to States in determining which policy, program, and regulatory areas to address in a project while also focusing on those actions that can achieve the greatest energy savings and other benefits for the State or region, and the nation as a whole. It is also a key goal of DOE under this Area of Interest to promote the most innovative ideas from States tailored to their specific energy resources and profiles.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

- Transformative Category 1:

- **Development or Expansion of Utility Related Programs**

- Proposals may address a single topic OR may integrate multiple topics:*

- Topic #1: Utility Requirements to meet Statewide Energy Efficiency & Renewable Energy Goals
- Topic #2: Distributed Energy Resources and Interconnection Standards
- Topic #3: Scope of Utility or Third-party Administered Energy Efficiency Programs
- Topic #4: Evaluation, Measurement & Verification of Ratepayer-Funded Energy Efficiency Programs
- Topic #5: Access to Whole Building Data
- Topic #6: Customer Access to Standardized Usage Data

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

- Transformative Category 2:

Working with Local Governments

Proposals may address a single topic OR may integrate multiple topics:

- Topic #1: Working with Local Governments on Advanced Policies and/or Programs
- Topic #2: Working with Local Governments to Address Underserved Sectors
- Topic #3: Working with Local Governments to Address Wastewater Facilities

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

- Transformative Category 3:
Developing Financing Programs, EM&V Strategies, or Benchmarking & Disclosure Programs

Proposals may address a single topic OR may integrate multiple topics:

- Topic #1: Developing Financing Mechanisms for Public Sector Clean Energy Investment
- Topic #2: Developing Financing Mechanisms for Private Sector Clean Energy Investment
- Topic #3: Energy Performance Benchmarking and Disclosure
- Topic #4: Evaluation, Measurement & Verification of Non-Utility Programs

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Area of Interest-2	
Anticipated Number of Projects:	Up to 12
Anticipated Total Amount to be Awarded:	Up to \$2,500,000
Anticipated Average Award Amount:	\$100,000 to \$300,000 for an individual State-specific application; approximately \$300,000-\$800,000 total for multi-State applications.
Types of Funding Agreements:	Cooperative Agreements
Period of Performance:	2 to 3 Years
*Total Number of Allowable Submissions:	2

*Applicants have the choice to submit applications in a few different combinations:

- Two single State Applications that include no other State or regional partners and cover only the applying State; OR
- Two multi-State Applications that include multiple State or regional partners; OR
- One single State Application that includes no other State or regional partners and covers only the applying State AND one multi-State Application that includes multiple State or regional partners.

States may only submit one application per Transformative Category

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion

Criterion 1: Program Strategy and Plan Weight: 30%

- Reasonableness, completeness and feasibility of the proposed approach to meet the objectives of the Funding Opportunity Announcement (see Appendix F for how this subcriterion will be evaluated for specific questions/topics).
- Degree to which the proposed approach contains clear goals, metrics, tasks and methods, deliverables, schedule, and budget.
- In the case of a proposal addressing more than one question, the degree to which the proposal presents an integrated approach to addressing these questions.
- Degree to which applicant’s approach identifies and adequately addresses applicant’s previous experiences that have impeded progress in the selected policy/program area(s).
- Degree to which applicant’s approach incorporates best practices and continuous improvement feedback mechanisms.
- Degree of project sustainability that will result from policies.
- Extent to which the proposals will seek to leverage financing sources to implement projects.
- Extent to which the proposal capitalizes on existing momentum at the State and local levels.
- Extent to which the proposal addresses applicable questions in the “State Energy Assessment” specific to each Transformative Category

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 2: Potential Impact Weight: 20%

The following criteria apply to all proposals:

- Degree to which success in initiating or expanding efforts in the selected policy/programs will move the State or region towards leadership in reducing electricity consumption;
- Degree to which the applicant demonstrates that the proposed approach can be replicated in other markets, States or regions;
- The scope of market segments reached by the proposed policy/programs;
- Degree to which applicant fully completed the FY15 State Energy Assessment, thus allowing an accurate assessment of the current energy efficiency and renewable energy state of play in the State.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 3: Estimated Energy Savings Impact Weight: 20%

The following criteria apply to all proposals:

- Estimate of potential energy savings and/or increased renewable generation capacity; and
- Estimate of carbon dioxide reductions that would result from implementation of the project as conceived.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 4: Capabilities and Partnership Structure Weight: 30%

The following criteria apply to all proposals:

- Appropriateness of the credentials, capabilities, and experience of the project team, key personnel and partners;
- Degree to which the roles, responsibilities, and level of effort of each of the project team members has been explained and fits the project, and to which the described management approach allows for successful management and implementation of the proposed project;
- Ability of the applicant to achieve cooperation among and between States, local governments, industry, commissioners, stakeholder groups and other relevant organizations; and
- Degree of demonstrated commitment of the project team.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 4: Capabilities and Partnership Structure Weight: 30%

*For proposals regarding Category 2, Question 3 (Working with Local Governments to Address Underserved Sectors-**Wastewater or Water Utilities**) ONLY:*

- With respect to the general subcriterion “Ability of the applicant to achieve cooperation among and between States, local governments, industry, commissioners, stakeholder groups and other relevant organizations,,” the following will be evaluated in determining whether this general subcriterion is met:
- Identification of other partners that will help enhance the implementation and support of the program such as energy utilities, energy service companies, EPA regional offices, DOE Industrial Assessment Centers, or other public or private sector stakeholders.

Eligibility Requirements

- Eligible applicants for this FOA include:

- ***DOMESTIC ENTITIES***

State entities are eligible to apply for funding as a Prime Recipient. In accordance with 2 CFR 200 and Energy Policy and Conservation Act, section 365(f) codified at 42 USC 6325(f) and Energy Independence and Security Act of 2007, section 531, eligibility for award for Areas of Interest 1 and 2 is restricted to the 50 States, the District of Columbia, American Samoa, Guam, the Northern Mariana Islands, Puerto Rico, and the US Virgin Islands. Applications must be submitted by the State Energy Office (SEO) or other agency responsible for administering the State Energy Program pursuant to 10 CFR 420, although States may work in collaboration with non-State entities. Non-State entities interested in collaborating with their respective State Energy Office must contact their respective SEO.

Content and Form of Full Applications

- A Control Number will be issued when an Applicant begins the Exchange application process. This Control Number must be included with all Application documents. Exchange requires double brackets to contain {{ControlNumber}} and {{LeadOrganization}} terms.
- Must be submitted in Adobe PDF format unless otherwise stated.
- Must be written in English
- All pages must be formatted to fit on 8.5 x 11 inch paper with margins not less than one inch on every side. Use Times New Roman typeface, a black font color, and a font size of 12 point or larger (except in figures or tables, which may be 10 point font). A symbol font may be used to insert Greek letters or special characters, but the font size requirement 36 still applies. References must be included as footnotes or endnotes in a font size of 10 or larger. Footnotes and endnotes are counted toward the maximum page requirement.
- Each must not exceed the specified maximum page limit, including cover page, charts, graphs, maps, and photographs when printed using the formatting requirements set forth above and single spaced. If Applicants exceed the maximum page lengths indicated below, EERE will review only the authorized number of pages and disregard any additional pages.

Components of Full Applications

- SF-424 Application for Federal Assistance
- Technical Volume-not more than 30 pages (See Chart in Section IV.C.2) (EXCEPTION: The Workplan component of the Technical Volume should be submitted in Microsoft Word Format). Consider the weighting of the evaluation criteria when preparing this.
- Other Required Attachments:
 - State Energy Assessment (Microsoft Word Format)
 - Letters of Commitment
 - SF-424A Excel – Budget Information for Non-Construction Programs
 - Budget Justification (EERE 159) (no page limit, Microsoft Excel format)
 - Summary for Public Release (1 page max)
 - Summary Slide (1 page limit, Microsoft PowerPoint format)
 - Resume File
 - Subaward Budget Justification if applicable (EERE 159) (no page limit, Microsoft Excel format)
 - SF-LLL Disclosure of Lobbying Activities
 - Implementation Model “Plan” (optional)
 - Statements of Support (optional)

Statement of Substantial Involvement

- Substantial involvement includes, but is not limited to the following:
 - EERE shares responsibility with the Prime Recipient for the management, control, direction, and performance of work under this award;
 - EERE reviews and approves in a timely manner project plans, including project management, testing and technology transfer plans, and recommending alternate approaches, if the plans do not address critical programmatic issues;
 - EERE participates in project management planning activities, including risk analysis, to ensure EERE technology office requirements or limitations are considered in performance of the work elements;
 - EERE may intervene in the conduct or performance of work under this award for programmatic reasons. Intervention includes the interruption or modification of the conduct or performance of project activities;

Statement of Substantial Involvement-Continued

- EERE promotes and facilitates technology transfer activities, including disseminating technology office results through presentations and publications;
- EERE may redirect or discontinue funding projects that fail to fully and satisfactorily complete the work described in the Statement of Project Objectives.
- EERE participates in major project decision-making processes; and
- More information on Substantial Involvement can be found in Section VI.C.10 of the FOA.

Cost Match Requirements

- The Recipient cost match must be at least **20%** of the total Federal Funds allocated. Total Estimated Project Cost is the sum of the Federal Government share and Recipient match of the estimated project costs. The Recipient's cost match must come from non-Federal sources unless otherwise allowed by law. By accepting Federal funds under this award, the Recipient agrees to be liable for its percentage match of Federal Government share, on a budget-period basis, even if the project is terminated early or is not funded to its completion. See 10 CFR Part 420.34
- To assist Applicants in calculating proper cost match amounts, EERE has included a cost match information sheet Appendix B to this Funding Opportunity Announcement.

See Appendix B

Allowable Cost Match

- Cash Contributions
 - May be provided by the Prime Recipient, Subrecipients, or a Third Party.
- In-Kind Contributions
 - Can include, but are not limited to: personnel costs, indirect costs, facilities and administrative costs, rental value of buildings or equipment, and the value of a service, other resource, or third-party in-kind contribution.
- Project teams may use funding or property received from state or local governments to meet the cost match requirement, so long as the funding was not provided to the state or local government by the Federal Government.

Key Points

We recommend that you-

- Double check your entries in EERE Exchange.
 - Submissions could be deemed non-compliant due to an incorrect entry
 - Exchange does not allow uploading of files with a size of 10MB or greater
- Make sure you hit the submit button
- Follow formatting criteria and page lengths stated in the FOA
- Use the tables provided in the FOA and Exchange to help construct a compliant application
- Include cost match commitment letters with the applications
- Include key stakeholder letters of support with the applications (optional)
- Remember that project team roles and responsibilities should be clearly spelled out
- Clearly define barriers being addressed
- Have cost match in place at the time of application submission
- Consider merit review criteria when preparing your application
- Be specific
- Federal funds and/or cost match cannot be used to capitalize revolving loan funds, financing mechanisms and/or pay for actual retrofits.
- Submit 48 hours before the due date

Appendix

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 1: Development or Expansion of Utility Related Programs

- Topic #1: Utility Requirements to meet Statewide Energy Efficiency & Renewable Energy Goals

The extent to which the proposal describes:

- The current energy savings targets and goals and/or renewable energy targets and goals in the State;
- The status of utilities in the State working to achieve the current targets and goals; and
- The reasonableness, completeness and feasibility of the approach the State will pursue regarding:
 - The identification of a suite of utility energy efficiency policies and programs that will provide significant energy savings;
 - The adoption of an electricity savings goal or expansion of an existing goal and/or;
 - The development of the implementation “plan” to achieve the goals including any proposed stakeholder process expected to be utilized.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 1: Development or Expansion of Utility Related Programs

- Topic #2: Distributed Energy Resources (DER) and Interconnection Standards

The extent to which the proposal describes:

- Whether the rules are standardized across the utilities (investor-owned and/or muni and/or coops);
- What DER size categories are covered;
- How net metering is treated under interconnection rules (if at all); and
- The reasonableness, completeness and feasibility of the approach the State plans to use to pursue standardized interconnection rules, including stakeholder engagement (utilities, technology developers) and State utility regulatory engagement.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 1: Development or Expansion of Utility Related Programs

- Topic #3: Scope of Utility or Third party administered energy efficiency programs

The extent to which the proposal describes:

- Current sectors (residential, commercial, industrial, etc.) offered electric and/or natural gas rate-payer funded energy efficiency programs;
- Current sectors (residential, commercial, industrial, etc.) offered ratepayer-funded energy efficiency programs for other fuels (not electric or natural gas);
- How cost-effectiveness tests are applied to ratepayer-funded energy efficiency programs;
- How the State will work to add sectors (residential, commercial, industrial, etc.) not currently being offered energy efficiency programs or will increase the participation of a given class; and
- How the State will ensure the long-term resource value of energy efficiency is accounted for in the application of cost-effectiveness tests.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 1: Development or Expansion of Utility Related Programs

- Topic #4: Evaluation, Measurement & Verification of Ratepayer-Funded Energy Efficiency Programs

The extent to which the proposal describes:

- A description of the process by which an EM&V plan/framework will be created;
- An explanation of how this process will include relevant stakeholders;
- An explanation of how the State will align with and/or apply with Uniform Methods Project protocols; and
- A description of how the State will pursue adoption of the EM&V framework developed.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 1: Development or Expansion of Utility Related Programs

- Topic #5: Access to Whole Building Data

The extent to which the proposal describes:

- A description of the process by which the applicant will develop policies that enable low-cost, standardized approaches for providing energy data for the purpose of whole-building energy performance benchmarking while protecting tenant privacy;
- Where applicable, a description of how the proposed process will be transparent and include stakeholders;
- A description of how the State will work to obtain support from the State's regulatory utility commission (PUC, PSC, etc.), since in most cases this entity has regulatory authority in this area;
- A description of the strategy for engaging stakeholders and clients;
- An explanation of how the State will coordinate with related policies and programs;
- The timeline for implementation; and
- The resources required for successful implementation.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 1: Development or Expansion of Utility Related Programs

- Topic #6: Customer Access to Standardized Usage Data

The extent to which the proposal describes:

- A description of the process by which the applicant will develop policies that address data format standards, privacy and data access rules;
- An explanation of how the data standard will align with, compare to, or apply the Green Button standard;
- Where applicable, a description of how the proposed process will be transparent and include stakeholders; and
- A description of how the State will work to obtain support from the State's regulatory utility commission if this entity has regulatory authority in this area.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 2: Working with Local Governments

- Topic #1: Working with Local Governments on Advanced Policies and/or Programs

The extent to which the proposal describes:

- Structure of the proposed partnership with local governments, including the number and type of local government partners;
- Areas to be addressed under the partnership;
- Parameters of assistance to be provided by the State;
- The State and local governments' respective roles and responsibilities in the partnership, including technical assistance to be provided by the State;
- Method(s) to be used to provide the proposal's technical assistance to the local government partners;
- How results from the partnership will be measured and verified;
- How the assistance will be made sustainable by institutionalizing the features of the partnership; and

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 2: Working with Local Governments

- Topic #1: Working with Local Governments on Advanced Policies and/or Programs

The extent to which the proposal describes:

- Degree of innovation in the proposal's approach. For example:
 - Methodologies to overcome first-cost bias, e.g., life cycle cost analysis
 - Use of unconventional financing mechanisms (e.g. QECBs, PPPs)
 - Inclusion of local government projects in State financing mechanisms
 - Integration of local government water and energy planning/programs;
 - Training and integration of local government departments in addressing energy efficiency
 - Development of local government climate mitigation plans

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 2: Working with Local Governments

- Topic #2: Working with Local Governments to Address Underserved Sectors

The extent to which the proposal describes:

- Identification of the underserved sector/s to be addressed (multi-family, small business, low-income, etc.), observed barriers, and how a partnership with local governments will work to overcome these barriers;
- Structure of the proposed partnership with local governments, including the number and type of local government partners;
- Parameters of assistance to be provided by the State;
- The State and local governments' respective roles and responsibilities in the partnership, including technical assistance to be provided by the State;
- Method(s) to be used to provide the proposal's technical assistance to the local government partners;
- How results from the partnership will be measured and verified; and
- How the assistance will be made sustainable by institutionalizing the features of the partnership.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 2: Working with Local Governments

- Topic #3: Working with Local Governments to Address Wastewater Facilities

The extent to which the proposal describes:

- Structure of the proposed partnership with local governments, including the number and type of local government partners;
- Parameters of assistance to be provided by the State;
- The State and local governments' respective roles and responsibilities in the partnership;
- How baseline assumptions for energy consumption in wastewater facilities will be measured and verified;
- How opportunities for improvements (mechanical upgrades, retrocommissioning, maintenance procedures and training, etc.) will be identified;
- How proposed strategy will be implemented (financing mechanisms, training, etc.);
- How progress (cost savings, kWh and GHG reductions, etc.) will be measured; and
- How the assistance will be made sustainable by standardization, information sharing, and institutionalizing the features of the partnership; and

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 2: Working with Local Governments

- Topic #3: Working with Local Governments to Address Wastewater Facilities

The extent to which the energy efficiency training and technical assistance program for water and wastewater utilities includes the following elements:

- Conducting assessments of current energy consumption
- Conducting energy audits to identify projects or operational changes to improve energy efficiency, including use of renewable energy;
- Tracking progress in terms of costs savings, kWh reductions, and associated greenhouse gas reductions achieved by energy efficiency improvements and making this information available to the State and other communities;
- Assistance in communicating with local decision-makers on the importance of energy efficiency improvements; and
- Assistance with arranging financing for priority projects identified through the audits.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 3: Developing Financing Programs, EM&V Strategies, or Benchmarking & Disclosure Programs

- Topic #1: Developing Financing Mechanisms for Public Sector Clean Energy Investment
The extent to which the proposal includes:
 - A description of the current financing mechanisms offered by the State, if any, for **public sector** energy efficiency and renewable energy projects;
 - A description of the financing mechanisms the State will seek to adopt or expand and how adoption or expansion will address current market barriers;
 - A description of potential impact (for example, current size of public building stock and annual energy consumption estimates expressed in kWh and/or therms);
 - Potential for leveraging private capital;
 - A description of the extent to which hard-to-reach sectors are addressed; and
 - A description of how benefits (e.g., energy savings and cost savings) will be measured.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 3: Developing Financing Programs, EM&V Strategies, or Benchmarking & Disclosure Programs

- Topic #2: Developing Financing Mechanisms for Private Sector Clean Energy Investment

The extent to which the proposal includes:

- A description of the current financing mechanisms offered by the State, if any, for **private sector** energy efficiency and renewable energy projects;
- A description of the financing mechanisms the State will seek to adopt or expand and how adoption or expansion will address current market barriers;
- A description of potential impact (for example, current size of targeted market and annual energy consumption estimates expressed in kWh or therms);
- Potential for leveraging private capital;
- A description of the extent to which hard-to-reach sectors are addressed; and
- A description of how benefits (e.g., energy savings and cost savings) will be measured.

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 3: Developing Financing Programs, EM&V Strategies, or Benchmarking & Disclosure Programs

- Topic #3: Energy Performance Benchmarking & Disclosure

The extent to which the proposal includes:

- A detailed explanation of the approach the State is proposing to take to create or expand benchmarking and disclosure policies or programs;
- An explanation of the type of policy or program to be pursued (mandatory, voluntary, or some hybrid) and the scope of the policy/program;
- A description of the strategy for engaging stakeholders and clients;
- A detailed explanation of the approach the State is proposing to take to create or expand benchmarking and disclosure policies or programs;
- An explanation of the type of policy or program to be pursued (mandatory, voluntary, or some hybrid) and the scope of the policy/program;
- A description of the strategy for engaging stakeholders and clients;

Award Information-Area of Interest 2

Innovative Opportunities for Energy Efficiency and Renewable Energy Practices

Merit Review Criterion-Continued

Criterion 1: Program Strategy and Plan Weight: 30%

The following are review criteria specific to each Transformative category and associated sub-topics below:

Transformative Category 3: Developing Financing Programs, EM&V Strategies, or Benchmarking & Disclosure Programs

- Topic #4: Evaluation, Measurement & Verification of non-Utility Programs

The extent to which the proposal includes:

- A description of the process by which an EM&V plan or framework will be created;
- An explanation of how this process will include relevant stakeholders and be transparent;
- An explanation of how the State will align with and/or apply ‘Uniform Methods Project Protocols’; and
- A description of how the State will pursue adoption and implementation.