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Office of ENERGY EFFICIENCY
& RENEWABLE ENERGY

SOLAR ENERGY TECHNOLOGIES OFFICE

Solar Energy Technologies Office

Bipartisan Infrastructure Law: Advancing Equity through Workforce Partnerships

DE-FOA-0002769

FOA Webinar

energy.gov/solar-office

August 4, 2022

Welcome!

- This webinar will provide an overview of the Department of Energy Solar Energy Technologies Office's (SETO) recently announced FY 2022 Workforce funding program
- All applicants are strongly encouraged to carefully read the Funding Opportunity Announcement (FOA) **DE-FOA-0002769** and adhere to the stated submission requirements.
- This presentation summarizes the contents of the FOA. No new information on the FOA will be discussed in this webinar. There are no particular advantages or disadvantages to the application evaluation process with respect to participating on the webinar today. Your participation is completely voluntary.
- 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 by submitting questions to Seto.workforceFOA22@ee.doe.gov
- Please direct questions to Seto.workforceFOA22@ee.doe.gov. SETO will post answers to FOA-related questions on Exchange so everyone has equal access to the answers.

Anticipated Schedule

FOA Issue Date:	July 27, 2022
Informational Webinar:	2:00pm ET August 4, 2022
Submission Deadline for Letter of Intent:	5:00pm ET September 13, 2022
Submission Deadline for Concept Papers:	5:00pm ET September 20, 2022
Submission Deadline for Full Applications:	5:00pm ET December 6 , 2022
Expected Submission Deadline for Replies to Reviewer Comments:	5:00pm ET January 26, 2023
Expected Date for EERE Selection Notifications:	Late February 2023
Expected Timeframe for Award Negotiations:	March-April 2023

All Submission Deadlines are at 5:00 p.m. ET on date listed.

Agenda

- 1) FOA Background
- 2) Teaming List
- 3) FOA Description
- 4) Award Information
- 5) Statement of Substantial Involvement
- 6) FOA Timeline
- 7) Concept Papers
- 8) Full Applications
- 9) Merit Review and Selection Process
- 10) Registration Requirements

FOA Background

This FOA supports the goals of the Biden Administration by supporting the development of workforce programs and partnerships that will facilitate the continued deployment of solar energy technologies, while supporting an inclusive workforce with opportunities for career advancement, including through union membership.

FOA Background

This FOA is designed to be:

- Consistent with Executive Order 14008 to support the goal that 40% of the overall benefits of certain investments flow to Disadvantaged Communities in accordance with the Justice40 Initiative.
- Consistent with Executive Order 14025 to encourage worker organizing and collective bargaining.
- Consistent with Executive Order 14052 to improve job opportunities for Americans by focusing on high labor standards, including prevailing wages and the free and fair chance to join a union.

According to SETO's Solar Future's Study:

- Achieving decarbonization goals will require the solar industry to grow from employing approximately 230,000 individuals today to between 500,000 and 1,500,000 workers by 2035.
- The transition to this clean energy future must be equitable and inclusive and must benefit all Americans, particularly DACs.

Job Quality and Equity Considerations:

- Community and Labor Engagement
- Quality Jobs
- Diversity, Equity, Inclusion, and Accessibility
- Justice40 Initiative

Teaming Partner List

- To facilitate the formation of new project teams for this FOA, a Teaming Partner List is available at <https://eere-exchange.energy.gov>
- Any organization that would like to be included on this list should submit the information described in the FOA to Seto.workforceFOA22@ee.doe.gov
- By submitting this information, you consent to the publication of the above-referenced information
- By facilitating this Teaming Partner List, EERE does not endorse or otherwise evaluate the qualifications of the entities that self-identify themselves for placement on the Teaming Partner List

FOA Description

This FOA will support **multi-stakeholder** high-road workforce development partnerships that help accelerate the deployment of solar energy while advancing the Administration's priorities for the clean energy workforce around:

- Worker empowerment, quality jobs with a free and fair choice for workers to join a union, and
- Energy and Environmental Justice (EJ) and Diversity, Equity, Inclusion, and Accessibility (DEIA)

Key Elements of a Successful Application

- Multi-Stakeholder Teams
- Demand-driven
- Worker-centric
- Leveraging Existing Infrastructure and Resources
- Sustainability and Replicability
- Prioritization of Energy Justice

Areas of Interest

- Apprenticeship Readiness (Pre-Apprenticeship) or Apprenticeship Partnership
- Community-Led Training Partnership
- Clean Energy Sector Partnerships:

Applications Not of Interest

- Applications that fall outside the technical parameters specified in Section I.A. and I.B. of the FOA.
- Applications for proposed technologies that are not based on sound scientific principles (e.g., violates the laws of thermodynamics)
- Applications that focus on training programs for Concentrating Solar Power or other solar-thermal technologies.
- Single employer programs or programs without formal partnerships

Award Information

Total Amount to be Awarded	Approximately \$10 million
Anticipated # of Awards	8-16
Average Award Amount	EERE anticipates making one award in the range of \$250K-\$1.5 million
Types of Funding Agreements	Cooperative Agreements
Period of Performance	24-36 months
Cost Share Requirement	Encouraged, but not required

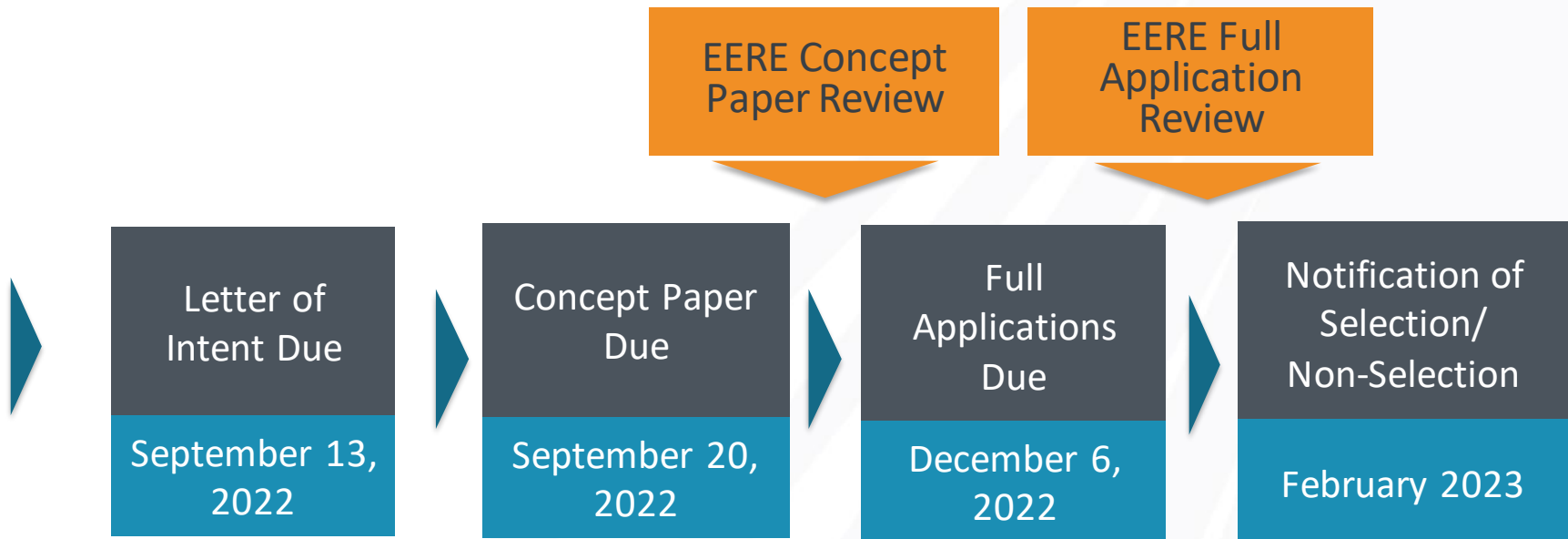
Statement of Substantial Involvement

EERE has substantial involvement in work performed under cooperative agreement awards made following this FOA. EERE does not limit its involvement to the administrative requirements of the award. Instead, EERE has substantial involvement in the direction and redirection of the technical aspects of the project.

Substantial involvement includes, but is not limited to, the following:

- EERE shares responsibility with the Recipient for the management, control, direction, and performance of the Project.
- 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.
- EERE may redirect or discontinue funding the Project based on the outcome of EERE's evaluation of the Project at the Go/No-Go decision points.
- EERE participates in major project decision-making processes.

FOA Timeline



All Submission Deadlines are at 5:00 p.m. ET on date listed

Applicants are strongly encouraged to submit FOA application documents at least 48 hours in advance of the submission deadline.

Expected Timeframe for Award Negotiations: March – April 2023

Required Letters of Intent

- Letters of Intent (“LOIs”) are REQUIRED in order to be eligible to submit a Concept Paper and Full Application
- To be considered:
 - The LOI must comply with the content and form requirements of Section IV.C described in the FOA
 - The applicant must enter all required information and click the “Create Submission” button in the EERE Funding Opportunity Exchange by the deadline stated in the FOA.
- The LOIs should not contain any proprietary or sensitive business information
- EERE will not provide notification of eligibility for Letters of Intent

Concept Papers

- All applicants must submit a Concept Paper
- Section IV.D of the FOA states what information a Concept Paper should include and the page limits.
 - Failure to include the required content could result in the Concept Paper receiving a “discouraged” determination or the Concept Paper could be found to be ineligible.
- Concept Papers must be submitted by 09/20/2022, 5 p.m. ET, through the EERE Funding Opportunity Exchange
- EERE provides applicants with: (1) an “encouraged” or “discouraged” notification, and (2) the reviewer comments

Concept Paper Review

Concept Paper Criterion: Overall FOA Responsiveness and Viability of the Project (Weight: 100%)

This criterion involves consideration of the following factors:

- The applicant clearly describes the proposed program, describes how the program is unique and innovative;
- The applicant has identified risks and challenges, including possible mitigation strategies, and has shown the impact that EERE funding and the proposed project would have on the relevant field and application;
- The applicant has the qualifications, experience, capabilities and other resources necessary to complete the proposed project; and
- The proposed work, if successfully accomplished, would clearly meet the objectives as stated in the FOA.

Full Applications

The Full Application includes:

- **Technical Volume:** The key technical submission - info relating to the technical content, project team members, etc.
- **SF-424 Application for Federal Assistance:** The formal application signed by the authorized representative of the applicant.
- **Budget & Subrecipient Budget Justification Workbook:** a detailed budget and spend plan for the project.
- **Summary for Public Release**
- **Summary Slide**
- **Statement of Project Objectives**
- **Resumes**
- **Letters of Commitment**
- **Other Administrative Documents**

Full Applications: Technical Volume Content

The Technical Volume to the Full Application may not be more than 15 pages, including the cover page, table of contents, and all citations, charts, graphs, maps, photos, or other graphics, and must include all of the information in the table below.

Content of Technical Volume	Suggested % of Technical Volume
Cover Page	
Project Overview	10%
Technical Description, Innovation and Impact	30%
Workplan and Market Transformation Plan	40%
Technical Qualifications and Resources	20%
Appendices	Letters of commitment, resumes, References

Full Application Eligibility Requirements

- Applicants must submit a Full Application by **December 6, 2022**
- Full Applications are eligible for review if:
 - The Applicant is an eligible entity Section III.A of FOA;
 - The Applicant submitted an eligible Concept Paper;
 - The Full Application is compliant Section III.C of FOA;
 - The proposed project is responsive to the FOA Section III.D of FOA; and
 - The Full Application meets any other eligibility requirements listed in Section III of the FOA.

Who is Eligible to Apply?

Eligible Applicants for this FOA include:

1. U.S. citizens and lawful U.S. permanent residents
2. For-profit entities
3. Educational institutions
4. Nonprofits
5. Labor unions
6. State, local, and tribal government entities
7. DOE/Federally Funded Research and Development Centers (FFRDCs)

For more detail about eligible applicants, please see [Section III.A](#) of the FOA

Nonprofit organizations described in Section 501(c)(4) of the Internal Revenue Code of 1986 that engaged in lobbying activities after December 31, 1995, are not eligible to apply for funding.

Prime Recipients must be incorporated (or otherwise formed) under the laws of a State or territory of the United States and have a physical location for business operations in the United States. See [Section III.A.iii](#) for requirements applicable to foreign entities applying under this FOA.

Multiple Applications

An entity may submit more than one Concept Paper and Full Application to this FOA, provided that each application describes a unique, scientifically distinct project and provided that an eligible Concept Paper was submitted for each Full Application.

Merit Review and Selection Process (Full Applications)

- The Merit Review process consists of multiple phases that each include an eligibility review and a thorough technical review
- Rigorous technical reviews are conducted by reviewers that are experts in the subject matter of the FOA
- Ultimately, the Selection Official considers the recommendations of the reviewers, along with other considerations such as program policy factors, to make the selection decisions

Technical Merit Review Criteria

- **Criterion 1: Technical Merit, Innovation, and Impact (50%)**
 - Technical Merit and Innovation
 - Impact of Technology Advancement
 - Project Management
 - Job Quality
 - Diversity, Equity, Inclusion, and Accessibility
 - Justice40 Initiative
- **Criterion 2: Project Research and Market Transformation Plan (20%)**
 - Research Approach, Workplan and SOPO
 - Identification of Technical Risks
 - Baseline, Metrics, and Deliverables
 - Sustainability and Dissemination Plan

Technical Merit Review Criteria – Continued

- **Criterion 3: Team and Resources (30%)**
 - The capability of the lead applicant and the proposed team to address all aspects of the proposed work with a high probability of success. The quality of the project team, including participation of labor unions. The qualifications, relevant expertise, and time commitment of the individuals on the team;
 - The sufficiency of the facilities to support the work;
 - The degree to which the proposed consortia/team demonstrates the ability to meet the objectives of the FOA;
 - The level of participation by project participants as evidenced by letter(s) of commitment and how well they are integrated into the Workplan, Workplan; and
 - The reasonableness of the budget and spend plan for the proposed project and objectives.

Replies to Reviewer Comments

- EERE provides applicants with reviewer comments
- Applicants are not required to submit a Reply - it is optional
- To be considered by EERE, a Reply must be submitted by **5:00pm ET on January 26** and submitted through EERE eXCHANGE
- Content and form requirements:

Section	Page Limit	Description
Text	2 pages max	Applicants may respond to one or more reviewer comments or supplement their Full Application.
Optional	1 page max	Applicants may use this page however they wish; text, graphs, charts, or other data to respond to reviewer comments or supplement their Full Application are acceptable.

Pre-Selection Interviews

- EERE may invite one or more applicants to participate in Pre-Selection Interviews
- All interviews will be conducted in the same format
- EERE will not reimburse applicants for travel and other expenses relating to the Pre-Selection Interviews, nor will these costs be eligible for reimbursement as pre-award costs
- Participation in Pre-Selection Interviews with EERE does not signify that applicants have been selected for award negotiations

Selection Factors

The Selection Official may consider the merit review recommendation, program policy factors, and the amount of funds available in arriving at selections for this FOA

Program Policy Factors

- The degree to which the proposed project exhibits programmatic diversity when compared to the existing DOE project portfolio and other projects selected from the subject FOA;
- The degree to which the proposed project, including proposed cost share, optimizes the use of available EERE funding to achieve programmatic objectives;
- The degree to which the project advances job quality, broad occupational training, and upward mobility for workers in the clean energy industry
- The level of industry involvement and demonstrated ability to overcome key barriers;
- The degree to which the proposed project is likely to lead to increased high-quality employment in the US;
- The degree to which the proposed project will accelerate transformational advances in areas that industry by itself is not likely to undertake
- The degree to which the proposed project, or group of projects, represent a desired geographic distribution;
- The degree to which the proposed project incorporates diversity, equity, and inclusion elements, including, but not limited to, applicant or team members from MSIs.
- The degree to which the proposed project maximizes benefits to DACs.
- The degree to which the proposed project preferences union participation.

Registration Requirements

- To apply to this FOA, Applicants must submit application materials through EERE eXCHANGE:
 - Beginning in July 2022*, eXCHANGE will be updated to integrate with [Login.gov](https://www.login.gov). As of Sept. 29, 2022*, applicants must have a Login.gov account to access [EERE eXCHANGE](#). Please ensure that the email address associated with Login.gov matches the email address associated with your eXCHANGE account. For more information, refer to the eXCHANGE Multi-Factor Authentication (MFA) Quick Guide in the [Manuals section](#) in eXCHANGE.
- Obtain a “control number” at least 24 hours before the first submission deadline.
- Although not required to submit an Application, the following registrations must be complete to received an award under this FOA:

Registration Requirement	Website
SAM	https://www.sam.gov
FedConnect	https://www.fedconnect.net
Grants.gov	http://www.grants.gov

Means of Submission

- Letter of Intent, Concept Papers, and Full Applications must be submitted through the EERE Funding Opportunity Exchange at <https://eere-exchange.energy.gov/>
- EERE will not review or consider applications submitted through other means
- For User Guides and training on how to use the EERE Funding Opportunity Exchange, click the [Manuals](#) link on the main page

Key Submission Points

- Check entries in the EERE Funding Opportunity Exchange
 - Submissions could be deemed ineligible due to an incorrect entry
- EERE strongly encourages Applicants to submit 1-2 days prior to the deadline to allow for full upload of application documents and to avoid any potential technical glitches with the EERE Funding Opportunity Exchange
- Make sure you hit the “**Submit**” button
 - Any changes made after you hit submit will un-submit your application and you will need to hit the “Submit” button again
- For your records, print out the EERE Funding Opportunity Exchange Confirmation page at each step, which contains the application’s Control Number

Applicant Points-of-Contact

- Applicants must designate a Technical and Business point-of-contact in the EERE Funding Opportunity Exchange with whom EERE will communicate to conduct award negotiations
- It is imperative that the Applicant/Selectee be responsive during award negotiations and meet negotiation deadlines
 - Failure to do so may result in cancellation of further award negotiations and rescission of the Selection

Questions

- **Questions about this FOA? Email Seto.workforceFOA22@ee.doe.gov**
 - All Q&As related to this FOA will be posted in the EERE Funding Opportunity Exchange
 - To view Q&As, select your FOA from the opportunities page. You will see “FOA Q&A” in the DOCUMENTS section
 - EERE will attempt to respond to a question within 3 business days, unless a similar Q&A is already posted on the website
- **Problems logging into or uploading and submitting application documents within the EERE Funding Opportunity Exchange? Email EERE-ExchangeSupport@hq.doe.gov**
 - Include FOA name and number in subject line
- All questions asked during this presentation will be posted in the EERE Funding Opportunity Exchange