

WEBVTT

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00:00:08.170 --> 00:00:15.109

Ben Simon: Alrighty. Well, hey, good morning. Good afternoon, everybody. Thank you for joining the follow up webinar here this morning.

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00:00:15.587 --> 00:00:20.400

Ben Simon: Quick housekeeping items. So this webinar is being recorded here today.

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00:00:20.550 --> 00:00:27.549

Ben Simon: We are going to publish the recording these slides and a transcript. Within a couple of business days. After

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00:00:27.855 --> 00:00:41.670

Ben Simon: after here today. Just wanna remind you. I I think most audio and video is disabled for participants. But if you do not wish to have your voice recorded. Please do not speak, do not wish to have your image recorded. Please do not turn on your camera.

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00:00:42.030 --> 00:00:48.709

Ben Simon: If you do speak or use your video, you are presumed to consent to the recording and use of your voice or image.

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00:00:51.910 --> 00:01:10.119

Ben Simon: So yes, this is the funding opportunity announcements. Fy, 24. Scale up of integrated biorefineries. Phone number 3, 3, 7, 1. My name is Ben Simon. I'm a technology manager within the bioenergy technologies office and our systems development and integration sub program.

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00:01:10.290 --> 00:01:16.160

Ben Simon: I'm the topic lead for topic area one, and also the acting phone manager.

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00:01:18.517 --> 00:01:32.120

Ben Simon: So just wanted to provide some some notes kind of upfront here. So again, there's no new information other than what's provided in the follow up will be discussed in the webinar today. So IA lot of the information that you will see was copy and pasted

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00:01:32.240 --> 00:01:34.989

Ben Simon: directly from the foa document.

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00:01:35.010 --> 00:01:41.230

Ben Simon: There are no advantages or disadvantages to the evaluation process by participating in the webinar. Today

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00:01:41.330 --> 00:01:49.200

Ben Simon: the participation is completely voluntary. So it's more just informational walking you through the foa, pointing out certain aspects.

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00:01:49.380 --> 00:02:06.450

Ben Simon: All right. I'll say it again here. But yeah, recording of this webinar, a transcript of it and a copy of the slides I'm presenting here today will be posted on the funding opportunity page on ere exchange at the conclusion of the webinar. Give us a few days to process the transcript.

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00:02:08.880 --> 00:02:15.399

Ben Simon: So I highly encourage you to read the full funding opportunity announcement or foa. 3, 3, 7, 1

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00:02:15.550 --> 00:02:41.639

Ben Simon: you know, while this is a presentation of the summaries of the content of the foa. If there are any discrepancies, the foa is the controlling document, while we do have a Q&A log here within the chat. Feel free to submit your questions to that Q. And A. Log. I'm not answering any live questions, but we will capture any questions asked in the Q&A section and post those to the website which I'll cover here shortly.

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00:02:42.066 --> 00:02:51.790

Ben Simon: Afterwards. The formal avenue to ask any questions is to submit an email to the email you see on the screen here. Fy, 24 beto scale up@ee.do.gov.

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00:02:52.510 --> 00:02:58.159

Ben Simon: Please keep in mind. Do not expect a direct response via email to your question.

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00:02:58.474 --> 00:03:17.559

Ben Simon: So we have a Q&A log that we post for everybody to see all questions and all answers that were asked. We aim to respond to questions within 3 business days. I I do ask if there is a large number of questions that come out of the webinar to to maybe give us a few more days to process those just based on

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00:03:17.889 --> 00:03:24.700

Ben Simon: sheer volume. But again that that Q&A log is a running list of all the questions that have been answered.

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00:03:25.717 --> 00:03:33.499

Ben Simon: So this is where this is posted. So this is a snippet. Of exchange, and the flow itself with the topic areas and all the contact info

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00:03:33.808 --> 00:03:55.180

Ben Simon: you'll see the document section at the bottom. Right now there's just 2 documents. The 1st one is the foe itself, and then the sec. Second document. Is that question and answer log. So. I encourage you to review that question and answer log before you submit a question, because if somebody else has already submitted that exact same question or similar question. It might already have been answered.

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00:03:56.049 --> 00:04:03.840

Ben Simon: Under this document section. This is where you'll find a copy of the recording transcript and slides within the next few business days as well.

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00:04:06.420 --> 00:04:32.220

Ben Simon: Alrighty. So jumping into the foa specifics here. So this is the anticipated schedule. So the foa was announced about 3 weeks ago on September 11th at the North American Staff Conference. Submission for concept papers is on November 7.th so I'm pulling up the exact dates for those that's about 57 days after

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00:04:32.220 --> 00:04:48.900

Ben Simon: the full was announced. Full applications. We try to give you some time off over the holidays and New Year, so full applications due on January 16, th 16, th at 5 Pm. Eastern. That's roughly about 70 days after concept papers are due.

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00:04:49.550 --> 00:05:08.120

Ben Simon: There is a reply to reviewer comment phase. So I'll get a bit more into that later on. Within this presentation. We're hoping to make those comments available on March 10, th which gives you at least 3 business days to submit those to submit your replies to reviewer comments. By March 13th

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00:05:08.460 --> 00:05:18.540

Ben Simon: we're hoping to have select selection notifications, go out by April 30th and open to negotiate those awards over summer of 2020.

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00:05:22.550 --> 00:05:32.610

Ben Simon: So agenda here for today. So I'm gonna give a a bit of a background on the flow itself. The topic areas, areas of interest. Some of the award information

funding size

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00:05:32.700 --> 00:05:37.150

Ben Simon: review of substantial involvement from eere

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00:05:37.200 --> 00:05:44.619

Ben Simon: some information on cost, sharing some timelines get into the application documents, how those are reviewed, and just some reminders on registration.

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00:05:46.860 --> 00:05:57.359

Ben Simon: So the follow so this fall will advance the Biden-harris administration goals to put the Us. On a path to achieve net 0 emissions, economy wide by no later than 2050.

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00:05:57.560 --> 00:06:05.239

Ben Simon: So to support these priorities, the bioenergy technologies office, we primarily conduct research, development and demonstration activities

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00:06:05.340 --> 00:06:19.079

Ben Simon: to enable a diverse supply of renewable waste streams and biomass and convert those nationwide into targeted biofuels and bioproducts with an emphasis on later stage demonstration.

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00:06:20.430 --> 00:06:41.060

Ben Simon: So this fella supports high impact technology particularly on the demonstration scale for the production of low carbon fuels, for the aviation, marine rail and heavy duty industries, as well as renewable chemicals, with an emphasis on reducing lifecycle greenhouse gases compared to the petroleum incumbents.

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00:06:41.790 --> 00:07:00.529

Ben Simon: So the 2 primary goals and challenges that this foe is looking to support is the sustainable aviation fuel, grand challenge with a volumetric goal of 35 billion gallons of staff by 2050, but also the clean fuels and product shot goal of at least 50% demand for maritime rail off-road

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00:07:00.570 --> 00:07:04.539

Ben Simon: and as well as carbon based chemicals by 2050.

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00:07:04.590 --> 00:07:09.010

Ben Simon: So I have some links on the bottom here to both of those challenges.

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00:07:09.630 --> 00:07:18.559

Ben Simon: So Beto's Beto's scale up strategy, we you utilize a phased down phased approach with a down select between phase one and phase 2

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00:07:18.740 --> 00:07:28.290

Ben Simon: which I will describe more detail in the coming slides. But just to reiterate the funding opportunity announcement we're talking through here today is for phase one awards only.

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00:07:28.757 --> 00:07:40.150

Ben Simon: I will say a couple of times, but getting a phase, one award does not guarantee you a phase. 2 award. You will have to go through that down select process which I'll describe in more detail.

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00:07:42.290 --> 00:07:52.770

Ben Simon: So the foa has 3 topic areas. They're all very similar. But but have unique scales and products. So topic area one, is our pilot scale.

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00:07:53.360 --> 00:08:18.749

Ben Simon: So this is looking to identify, evaluate, and select applications proposing project definition, development and execution for scaling from what we call our pre pilot scale to the pilot scale. So pre pilot could be something at a pilot scale. But just a single unit operation or multiple unit operations, or maybe even from the bench scale into a fully integrated pilot plant

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00:08:19.580 --> 00:08:30.159

Ben Simon: topic area 2 is scaling from that pilot scale to a a full demonstration scale facility. I'll go into the metrics and the award sizes for both of those

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00:08:30.200 --> 00:08:39.970

Ben Simon: topic area one and topic area 2 are focused on biofuels and co-products where topic area 3 is the scale up of organic chemical pathways.

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00:08:40.059 --> 00:08:54.620

Ben Simon: So topic area 3, it's kind of up to the applicants to justify the prior scale data that they have. And so why they're wanting to go to either a pilot or a demonstration scale, organic chemical facility.

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00:08:58.160 --> 00:09:04.459

Ben Simon: So I mentioned the phase approach. And again, this foa is for phase one awards only.

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00:09:04.909 --> 00:09:14.890

Ben Simon: So phase one is the verification and design basis definition. So most projects will have 2 budget periods. For this phase, one.

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00:09:14.900 --> 00:09:22.709

Ben Simon: that 1st budget period is kind of a verification of the data presented in your application. So we want to verify. You have the prior scale data.

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00:09:23.126 --> 00:09:32.873

Ben Simon: That justifies your readiness. To scale up. There's a go. No go, so we'll review that verification that'll take place in person.

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00:09:33.370 --> 00:09:37.010

Ben Simon: with DOE and our independent engineer.

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00:09:37.260 --> 00:09:48.469

Ben Simon: If that's successful, you're moving to budget period to where the majority of the design basis definition occurs. I'll go a bit more into phase one deliverables later on.

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00:09:49.270 --> 00:09:57.150

Ben Simon: There's a down select process. To really approve the larger portion of these pilot demonstration scale facilities.

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00:09:57.190 --> 00:10:14.089

Ben Simon: so that down select is really subject to future appropriations. The applicants, success and progress during phase one and as well as balance of technology portfolio within the bioenergy technologies office.

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00:10:14.260 --> 00:10:33.489

Ben Simon: So that phase 2 is the final design, construction and operation of that pilot or demonstration scale facility. So you'll see a couple more go. No go. So in vp. 3, you're kind of doing your your final design, really putting together final budgetary quotes for general contractors and equipment suppliers

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00:10:33.860 --> 00:10:43.139

Ben Simon: stuff like that where you go through another go no go process to move into Bp, 4, which is where, really, where you go into that construction, mode and and mobilization.

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00:10:43.810 --> 00:10:50.829

Ben Simon: there's a final go. No, go before you move into Budget Period 5, which is the extended operations to meet the time on stream requirements.

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00:10:51.150 --> 00:11:09.639

Ben Simon: So this is the the phase approach that we're talking about here again, a phase, one award is not guaranteed to go through the down select process to meet phase. 2 objectives, however, successful applicants, should have a complete design package that can be used to raise capital funds from other avenues.

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00:11:12.300 --> 00:11:22.380

Ben Simon: So at the end of at the end of phase one. So at the end of phase one, we expect a full design package and and you know those deliverables will be reviewed by the DOE

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00:11:22.510 --> 00:11:24.520

Ben Simon: and our independent engineer.

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00:11:24.640 --> 00:11:31.829

Ben Simon: This design package includes, was not limited to, you know, process design basis documents, process flow diagrams

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00:11:31.880 --> 00:11:58.049

Ben Simon: and mass and energy balances, budgetary estimates and schedules. There's a complete list of these design package elements that are in Appendix one of the foa. I would highly encourage you to go look at that appendix one, and that really could help you develop your statement of project objectives or your project goals to really work on each of those required design elements for a phase, one design package.

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00:11:59.020 --> 00:12:03.689

Ben Simon: unless it here again, selection for phase one does not guarantee a phase, 2. Reward

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00:12:06.770 --> 00:12:34.869

Ben Simon: alrighty to get into the topic area specifics and metrics here. So this is topic area one pilot scale. This table is copied from the foa. So I'll kind of walk through this. So again, topic area one and 2 are focused on biofuels new this year. We are allowing for gaseous products at standard temperature and pressure, in addition to liquid products at standard temperature and pressure. As long as you can show that they meet a fuel type, 4.

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00:12:35.030 --> 00:12:48.589

Ben Simon: Sustainable aviation fuel, heavy duty, trucking marine fuel. If it's an off-road vehicle fuel, and or a sustainable rail fuel. There are definitions for those fuel types within the foa.

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00:12:49.390 --> 00:13:10.000

Ben Simon: the fuel selling price. So we just want those to be cost competitive with a petroleum based incumbent. This is based on a techno economic analysis for the end plants, for a mature commercial facilities. You want to see that those are competitive with petroleum. Since the petroleum price does does vary.

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00:13:11.233 --> 00:13:32.599

Ben Simon: There are time on stream requirements. For each of the the topics here. These are end of Project goals. So you do not have to have these time on stream coming in to be eligible to apply. But as you are designing and planning to operate this facility. These are the metrics you have to hit at the end of phase 2.

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00:13:32.870 --> 00:13:34.960

Ben Simon: So this is 1,500 h

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00:13:34.980 --> 00:13:43.349

Ben Simon: cumulative time on stream minimum, 1,500 h, cumulative time on stream as well as a minimum, 1,000 h, continuous time on stream.

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00:13:44.280 --> 00:13:49.760

Ben Simon: a throughput equivalent. So just to kind of give you a kind of scale of this facility for pilot scale

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00:13:49.790 --> 00:14:12.870

Ben Simon: we require at least a minimum 20,000 gallons per year, equivalent of the biofuel produced. And this is nameplate capacity. So this doesn't mean that you have to generate 20,000 gallons of biofuels, but that the facility is designed, if it were operated for a full operational year that it would produce at least 20,000 gallons.

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00:14:13.934 --> 00:14:26.869

Ben Simon: Ghg reductions. You should aim to provide at least a minimum 70% reduction against the petroleum based fuels. I'll cover program policy factors later on. But this is just a

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00:14:26.880 --> 00:14:36.850



Ben Simon: kind of a plug, for you know, there's a a policy factor that the selection official, if there are greater greenhouse gas reductions above this, or significant savings

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00:14:36.890 --> 00:14:39.660

Ben Simon: that that could be placed as a priority

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00:14:40.560 --> 00:15:10.440

Ben Simon: allowable feedstocks. Here are all of Beto's typical scale up feedstocks. These include lignocellulosics like woody and agriculture, residues, algae, wet waste, such as sewer sludge municipal solid waste or Msw. Food waste, biogas, grain, starch, oilseed crops, construction and demolition waste, and then carbon dioxide either waste or direct air capture.

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00:15:11.740 --> 00:15:22.050

Ben Simon: So that's pilot scale. When I switch over to demonstration scale, you'll see pretty much everything stays the same metric wise except for that throughput equivalent. So the demonstration scale

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00:15:22.426 --> 00:15:27.190

Ben Simon: closer to that. Tr1, 7, technology rendered in this level 7 or 8.

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00:15:27.668 --> 00:15:32.269

Ben Simon: The only thing that changes is that that nameplate throughput capacity.

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00:15:32.713 --> 00:15:38.019

Ben Simon: Should be a minimum of 1 million gallons per year of the targeted bio fuel.

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00:15:38.240 --> 00:15:42.379

Ben Simon: So that's the big difference between a pilot and demo, which is the nameplate capacity.

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00:15:45.078 --> 00:15:53.420

Ben Simon: Topic area 3, so this is a kind of a new area for for my sub program this year. So this is the organic chemical pathways.

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00:15:53.910 --> 00:16:02.929

Ben Simon: So the target products here, we're looking to have high impact. So we want to replace a petroleum based chemical with

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00:16:02.960 --> 00:16:08.940

Ben Simon: something that significantly reduces greenhouse gas emissions to have a large impact on the industry.

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00:16:09.100 --> 00:16:19.426

Ben Simon: So we're kind of bounding this by any organic chemical that has a Us. Domestic production exceeding half a million short tons. So if there's

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00:16:19.930 --> 00:16:26.260

Ben Simon: production within the Us that exceeds that as an organic chemical, that is an allowable replacement.

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00:16:26.570 --> 00:16:32.459

Ben Simon: We also want those to be cost competitive with petroleum base. Sorry there's a type of there. It says, fuel sports the same products.

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00:16:32.520 --> 00:16:40.000

Ben Simon: We want those to be cost competitive. Again, from a techno economic analysis for a mature commercial facility.

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00:16:41.091 --> 00:16:53.750

Ben Simon: Time on stream requirements are the same as topic area one and 2 the only difference is on kind of the throughput equivalent here is that we want it to be determined and justified by you. The applicants based on

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00:16:54.180 --> 00:17:17.530

Ben Simon: where the technology needs to be demonstrated to garner that additional funding and interest from parties. So we're looking to you to really define what prior scale data that you have? And does it make sense to go to a pilot or a demo? So, for example, maybe a pilot's 100 pounds per day, or a demo is a ton per day

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00:17:17.540 --> 00:17:21.840

Ben Simon: of the respective material. So it's up to the applicants to to define that

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00:17:22.500 --> 00:17:38.680

Ben Simon: to support the clean fuels and products shot. We have a higher greenhouse gas reduction target metric. Here again, at least a minimum, 85% reduction based on the petroleum incumbent. And again, program policy factor. It may be applied for those that significantly exceed this.

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00:17:38.940 --> 00:17:42.030

Ben Simon: And all the same, feedstocks are available here.

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00:17:45.150 --> 00:17:54.490

Ben Simon: So getting into some some non responsive. So what are some applications that do not meet the intent of these topic? Areas? So

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Ben Simon: these will be deemed as non-responsive, and will not be even sent to our technical reviewers, and will not be considered for an award.

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00:18:03.400 --> 00:18:14.099

Ben Simon: So these include applications that fall outside the parameters specified in Section one A, which was a lot of the the topic area info, one b, and then one D of the foa.

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00:18:14.580 --> 00:18:20.599

Ben Simon: So you know, applications that are proposed on technologies that are not based on sound scientific principles

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00:18:20.670 --> 00:18:29.895

Ben Simon: or applications that use model feedstocks in lieu of commercially available. You know, at this point in development. If you're at the demonstration

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00:18:30.500 --> 00:18:32.049

Ben Simon: if you have the demonstration

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00:18:32.710 --> 00:18:34.559

Ben Simon: part in the

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00:18:34.610 --> 00:18:44.439

Ben Simon: technology developments, you know, you really need to be using the feedstocks that will be applicable at the commercial scale. So if you're using model feedstocks that is considered ineligible.

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00:18:45.260 --> 00:18:51.210

Ben Simon: a full list of those feed stocks are an appendix E of the foa with their representative definitions.

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00:18:53.870 --> 00:19:00.971

Ben Simon: So for topic area specifics, again, I'm kind of lumping topic area one and 2 together, since those are the biofuel topics?

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00:19:01.310 --> 00:19:08.060

Ben Simon: so we do allow co-products to be produced at a facility that's producing biofuels.

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00:19:08.080 --> 00:19:13.750

Ben Simon: Our only requirements is that at least 50% of the input carbon.

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00:19:13.770 --> 00:19:32.869

Ben Simon: not counting waste streams. And you know, stack emissions, at least 50% of that carbon needs to go into the biofuel. So basically, what's that saying is your primary product for topic area one and 2 should be the biofuel. You can have the co-product. It should help with the economics. We just want the primary product to be that

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00:19:34.337 --> 00:19:39.250

Ben Simon: topic area one and 2. So again, we want to provide gaseous and liquid fuels.

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00:19:39.735 --> 00:19:51.579

Ben Simon: That meets the transportation modes of maritime aviation, heavy duty off road and rail. We're excluding light duty vehicles because our sister's office within eere

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00:19:51.590 --> 00:19:57.140

Ben Simon: has a lot of funding into the decarbonization of light duty vehicles

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00:19:57.660 --> 00:20:05.019

Ben Simon: along those same lines any applications to topic area one or 2 that propose hydrogen or electricity as transportation fuels

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00:20:05.090 --> 00:20:11.560

Ben Simon: are deemed non responsive. Since there are other offices looking to fund advances in these areas.

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00:20:14.770 --> 00:20:34.039

Ben Simon: Topic area 3. So again, non-responsive would be any application that proposes to produce inorganic chemicals. Again, the topic is organic chemicals, so

it needs to contain that that carbon molecule. So examples would be chlorine, caustic soda, ammonia, hydrogen or not of interest for this topic area.

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00:20:34.770 --> 00:20:51.380

Ben Simon: Again, we want to have, you know, large greenhouse gas reduction impact on industry. So any application that's targeting. A small niche or fine chemical pharmaceutical nutraceutical market market are not of interest. Again, reminder of that half a million

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00:20:51.400 --> 00:20:53.719

Ben Simon: tons per year production.

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00:20:54.390 --> 00:21:00.609

Ben Simon: And finally, applications. In topic area 3. Targeting the production of protein or the biomass itself

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00:21:00.740 --> 00:21:06.110

Ben Simon: as an end product are not of interest. An example of this would maybe be algae based protein

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00:21:06.453 --> 00:21:10.660

Ben Simon: is is not of interest. We're really looking to be that organic chemical.

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00:21:14.030 --> 00:21:23.289

Ben Simon: So a teaming partner list so we are facilitating the formation of maybe new project teams. Or maybe if you're wanting to partner on this so I have 2 links here.

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00:21:23.550 --> 00:21:36.599

Ben Simon: That 1st link will take you to the current teaming partner list for this foa if you would like to be included on that list, you can follow the second one here. You'll just need to select this specific foa kind of at the top.

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00:21:36.790 --> 00:21:46.310

Ben Simon: You'll put in some of your contact information, organization type, your technical expertise, and maybe a brief description. Of your capabilities.

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00:21:46.560 --> 00:21:51.999

Ben Simon: By submitting this information, you, of course, consent to the publication of the above referenced information.

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00:21:52.270 --> 00:21:59.749

Ben Simon: and by submitting your name on this teaming partner list, you know, ere is not endorsing or evaluating the qualification of these entities

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Ben Simon: that are self identifying themselves. Again, this is just a a a place to collect interested parties. We rely on you to connect with each other. To put together those partner lists.

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00:22:13.540 --> 00:22:24.320

Ben Simon: Alrighty. Now the now the fun part. Talking about the the funding amounts so Beto has approximately 12 million dollars set aside for these phase. One awards.

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Ben Simon: We're anticipating making awards that range between 2 and 3 million dollars. So this is between 4 and 6 total awards. We're looking to make across all 3 topic areas.

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00:22:36.560 --> 00:22:45.120

Ben Simon: The type of funding agreement is a cooperative agreement. You may be familiar with these. This is in reference to the substantial involvement

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Ben Simon: which I will cover here later.

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00:22:47.982 --> 00:22:56.200

Ben Simon: Period of performance again, for the phase one aspects we're anticipating between 12 and 24 months. For for those phase, one activities.

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Ben Simon: And since these are demonstration of technologies, we really want applicants to have some skin in the game. So these are, you know, you are required to cover 50% of the total project costs. So I'll cover cost share in a bit more detail later on.

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00:23:14.087 --> 00:23:27.929

Ben Simon: The really exciting part. Talking about the phase. 2 awards. So again, phase one award does not guarantee you phase 2 funds. You're subject to that down select subject to many performance reviews. And the quality of that design package. But

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00:23:27.940 --> 00:23:33.669

Ben Simon: you should be thinking about your phase 2 funding amounts during your phase, one application.

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00:23:34.521 --> 00:23:41.909

Ben Simon: So within the phone, we advertise that for phase one I'm sorry for. I'm sorry for topic one. The pilot scale

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00:23:41.990 --> 00:23:47.159

Ben Simon: up to 15 million dollars being available. For that phase. 2 portion

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00:23:47.660 --> 00:23:58.510

Ben Simon: topic area 2. The demonstration scale facility in that minimum, 1 million gallons per year biofuels that phase, 2. Award consideration is up to 100 million dollars.

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00:23:59.110 --> 00:24:08.949

Ben Simon: Topic area 3, since that is up to the applicant to define pilot versus demonstration scale. Again, it's either that 15 or up to that, 100 million dollars.

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00:24:09.160 --> 00:24:17.159

Ben Simon: And again, this these phase 2. The cost share requirement of 50% of total project costs. Applies to phase 2 as well.

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00:24:17.500 --> 00:24:26.009

Ben Simon: And I did want to note there is some more language. Under each of the topic areas. But there is a contingency requirements for phase 2 as well, in addition

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00:24:26.140 --> 00:24:31.140

Ben Simon: to the cost shared. So we found DOE and industry best practices to have a minimum

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00:24:31.150 --> 00:24:43.509

Ben Simon: of 25% of the total projects costs set aside for contingency. Based on, you know, challenges with equipment and shakedown and commissioning and extended operations.

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00:24:43.840 --> 00:24:50.939

Ben Simon: Again, phase 2 awards are not guaranteed. These, these follow up funding

amounts are subject to the availability of appropriated funds.

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00:24:54.150 --> 00:25:04.150

Ben Simon: alright substantial involvement. So again, this goes back to the cooperative agreement type of award mechanism, so ere has substantial involvement at the work performed under awards

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00:25:04.230 --> 00:25:31.290

Ben Simon: made. Following this follow up, we do not limit our involvement to the administrative requirements of the award. Instead, we have substantial involvement in the direction and redirection of the technical aspects of the project as a whole. So some examples of this include, but not limited to sharing responsibility for the management, control, direction, and performance of the project. We may intervene in the context or performance of the work under the award for programmatic reasons.

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00:25:31.920 --> 00:25:37.059

Ben Simon: So this includes interruption or modification of project activities.

140

00:25:37.710 --> 00:25:44.379

Ben Simon: We may redirect or even discontinue funding based on the outcomes of our go. No go decision points

141

00:25:44.390 --> 00:25:54.519

Ben Simon: and the on site verifications that come from those. And we do anticipate participating in major dishes. Decision processes throughout the life of the award.

142

00:25:56.050 --> 00:26:02.920

Ben Simon: So these are these are not grants. These are cooperative agreements. A lot more involvement within the project scope from the DOE side.

143

00:26:03.780 --> 00:26:19.179

Ben Simon: So I've mentioned cost share and again, 50% kind of across the board here. But you do need to account for cost share within your full application. So this is included in the the budget justification which is one of the required application documents that I'll get into more

144

00:26:20.120 --> 00:26:35.799

Ben Simon: cost share must come from non-federal sources, and to assist with calculating proper cost. Share amounts as well as an example. Calculation, please reference appendices A and B within the foa.

145



00:26:36.060 --> 00:26:51.499

Ben Simon: So I have here just kind of like a sample table. Again, 50% of of that cost. So if you're asking for 3 million in Federal share. That means you have to require a minimum of 3 million in cost share for a a project size of about 6 million.

146

00:26:55.420 --> 00:27:05.460

Ben Simon: So cost share contributions. So they must be specified in the Project budget. There's a separate tab on the budget justification for those cost share sources.

147

00:27:05.470 --> 00:27:15.060

Ben Simon: It must be verifiable from the prime applicants records, and it must be necessary and reasonable for proper and efficient accomplishments of the project.

148

00:27:15.850 --> 00:27:22.630

Ben Simon: So if you're selected for award negotiations. Every cost, share, contribution, will and must be reviewed and approved

149

00:27:22.830 --> 00:27:28.819

Ben Simon: by by the contracting officer and incorporated into the Project budget before expenditures are occurred.

150

00:27:29.520 --> 00:27:56.319

Ben Simon: I will mention this final note a few times that vendors and contractors may not provide cost share. So if they, if you have a vendor that's providing partial donations of goods or services that is not an allowable source of cost. Share vendors and contractors are typically just providing work at costs have no interest in the end results from the processes so cost, share must be from either the prime applicant.

151

00:27:56.400 --> 00:28:00.359

Ben Simon: the subrecipients, or 3rd parties.

152

00:28:01.613 --> 00:28:26.010

Ben Simon: So some applicable cost principles for cost share. So, depending on whether you're a for profit entity, or maybe any other non federal entity, we've got 2 links here to the code of Federal regulations that will kind of give you some cost principles on cost share. Again, you'll you'll have these slides will be posted to the website in case you want to click on those links.

153

00:28:29.070 --> 00:28:47.750

Ben Simon: So the 2 type of cost share types are cash and in kind. So you can think of cash, as you know, an actual exchange of of money between hands. Again, that comes from either the prime recipients, subrecipients, or a 3rd party, and again, vendors and contractors cannot provide cost, share

154

00:28:48.643 --> 00:28:57.490

Ben Simon: in kind can include things like donation of time or donation of space or use of equipment. A lot of the times we see

155

00:28:57.929 --> 00:29:13.300

Ben Simon: equipments used fees as cost share. So if you have and maybe if you're gonna put your pilots in a building that you own, and you're having rents kind of along with the utilities used kind of within that space

156

00:29:13.390 --> 00:29:16.400

Ben Simon: that can be considered in kind cost share.

157

00:29:16.550 --> 00:29:21.610

Ben Simon: So again, we have more information within the the phone or appendix a on cost share examples

158

00:29:23.682 --> 00:29:35.269

Ben Simon: unallowable cost share. So there's a few sources. That you cannot use as cost share so revenues and royalties from the operation of these facilities beyond the project period

159

00:29:36.200 --> 00:29:38.769

Ben Simon: proceeds from the sale of assets.

160

00:29:39.020 --> 00:29:52.909

Ben Simon: you cannot use other Federal funding sources or properties. So, as an example, there, if you have, say a Usda grant to maybe gather the biomass in the front end of these demonstration facilities.

161

00:29:52.960 --> 00:29:58.809

Ben Simon: You cannot use that Federal funding as cost. Share this specific award.

162

00:30:00.461 --> 00:30:16.340

Ben Simon: You can't use the same cash or in kind contributions for more than one project. So again, using that, Usda Grant, if you're already providing cost share to that, Usda Grant, you cannot count that same cost share with this specific award.

But again, vendors and contractor contributions are not allowable.

163

00:30:18.830 --> 00:30:25.299

Ben Simon: So recipients must provide documentation of the cost, share, contribution over the life of the award

164

00:30:26.022 --> 00:30:32.860

Ben Simon: during the negotiation process, we will negotiate a cost there percentage again, a minimum of 50%.

165

00:30:32.900 --> 00:30:43.569

Ben Simon: And you will need to show that cumulative cost share percentage on on each invoice. So we see a lot of times. Some awardees kind of front load cost share.

166

00:30:44.013 --> 00:31:00.489

Ben Simon: You know. Maybe that initial verification, your cost, sharing all your time that 1st invoice is includes 70% cost share. That next invoice can be for less. As long as you're maintaining a cumulative cost share that meets the required negotiated amount.

167

00:31:01.820 --> 00:31:09.310

Ben Simon: In limited circumstances, and where it's in the Government's interest, the contracting officer may approve a request from the the prime applicant

168

00:31:09.430 --> 00:31:19.039

Ben Simon: to meet this cost share requirements on a less frequent basis, such as monthly or quarterly. So there's a section in the foa. Section 3 B. 6. That describes that in more detail. If it's of interest to you.

169

00:31:21.440 --> 00:31:38.999

Ben Simon: Alrighty enough. Enough on cost share, kind of reminder on the timeline here. We're gonna kinda hit on the blue boxes in the in the coming slides. But review of the timeline again concept papers what we do in exchange on November 7, th 5 by 5 Pm. Eastern.

170

00:31:39.210 --> 00:31:47.759

Ben Simon: We have internal turnaround of at least 2 weeks to review. Those concept. Papers provide you an encourage or discourage notification as well as the

171

00:31:47.810 --> 00:31:50.230

Ben Simon: concept. Paper reviewer comments

172

00:31:50.470 --> 00:31:59.920

Ben Simon: about 70 days after that, and again, I've been joking after the holiday season after the New Year. Full applications due on January 16, th by 5 Pm.

173

00:31:59.980 --> 00:32:19.459

Ben Simon: We will target to have reviewer comments back to you all by March 10.th Please be apprised that this timeline may shift just based on finding reviewers and conflicts of interest. Note that any reviews done at the concept, paper or full application phase. Those reviewers are.

174

00:32:19.921 --> 00:32:26.690

Ben Simon: required to sign a disclosure, an Nda nondisclosure for that technology. So it's all held

175

00:32:26.710 --> 00:32:28.529

Ben Simon: within DOE.

176

00:32:28.750 --> 00:32:42.750

Ben Simon: Provide that some provide those comments hopefully. By March 10th you'll have at least 3 business days, so if that shifts, we'll ensure to provide you at least 3 full business days to to provide. Replies to review your comments, which I'll speak to more lately.

177

00:32:42.890 --> 00:32:54.080

Ben Simon: We're hoping to send out notifications of selections by April 30th again, it will. Probably there will be a couple of months of negotiation in there on scope schedule. We need to get a Nepa review done.

178

00:32:54.160 --> 00:32:58.140

Ben Simon: So we're anticipating making the full awards by August of next year.

179

00:33:01.450 --> 00:33:09.989

Ben Simon: Alrighty. So concept papers. This is a must. You must submit a concept paper to be eligible to submit a full application.

180

00:33:10.060 --> 00:33:21.489

Ben Simon: Each concept paper must be limited to a single concept or a technology. I'll speak to it more in the coming slides. But you are allowed to submit multiple concept papers

181

00:33:21.550 --> 00:33:28.070

Ben Simon: so long as the projects and the technology and the intent is unique.

182

00:33:29.299 --> 00:33:39.779

Ben Simon: Section 4, C of the foa States what information should be included? As well as the page limits? So again, if you fail to include the required content.

183

00:33:39.850 --> 00:33:49.669

Ben Simon: you will receive a discouraged determination, or we could find the concept paper to be completely ineligible, and would not even go through the review process. So I highly encourage you to look at. Section 4 c.

184

00:33:50.066 --> 00:33:54.230

Ben Simon: To see page limits and requirements of content of the content. Paper

185

00:33:55.160 --> 00:34:02.019

Ben Simon: exchange. Eere. Exchange is the formal avenue for submission of that concept paper. Again, it must be received.

186

00:34:02.368 --> 00:34:08.099

Ben Simon: By November 7, th 5 Pm. Eastern, and we'll go in a bit more details on exchange here shortly.

187

00:34:09.067 --> 00:34:14.459

Ben Simon: From there within exchange. Where is where we'll provide the encourage or discourage notification to that

188

00:34:14.510 --> 00:34:17.120

Ben Simon: as well as reviewer comments.

189

00:34:17.929 --> 00:34:38.530

Ben Simon: A discouraged notification does not prevent you from submitting a full application. The discourage notification might mean that you've either used an ineligible feedstock. You're producing an ineligible fuel, or maybe your concept does not meet the intent of the foa. So you're discouraged and less likely

190

00:34:38.530 --> 00:34:52.059

Ben Simon: to potentially be eligible during the full application phase, or maybe score poorly from the technical reviewers. So why discourage notification does not disqualify you from submitting a full application? We encourage you to review those

comments in detail.

191

00:34:52.100 --> 00:35:03.030

Ben Simon: address those, or maybe consider. Hey, maybe maybe this funding opportunity. It's not the one that looks to advance my project, and maybe you need to look for a different funding opportunity. So

192

00:35:03.240 --> 00:35:05.159

Ben Simon: so I just wanted to to mention that.

193

00:35:07.730 --> 00:35:26.089

Ben Simon: So how our concept paper is reviewed. So there's 1 criteria for concept paper. It's the overall responsiveness to the foa and the viability of the project. So this is copied exactly from the foa kind of the criteria that the Federal and contractor

194

00:35:26.720 --> 00:35:30.609

Ben Simon: reviewers will look to for the concept papers again. All, all under an nda.

195

00:35:30.660 --> 00:35:46.790

Ben Simon: How well you describe the proposed technology! How is it unique and innovative? And how will advance the state of the arts? You've identified risk and challenges and integration strategies, the impacts that our funding will have on the relevant field, the applicants.

196

00:35:46.790 --> 00:36:02.300

Ben Simon: You know your qualifications, experiences, and other resources that you have and if successful, how will you meet the objectives stated in the photo? Again, the saf grand challenge and the clean fuels product shots are kind of the main objectives we're looking to support from this photo.

197

00:36:04.417 --> 00:36:12.970

Ben Simon: Full applications. So unfortunately, full applications are a a big lift on the applicant side. There are a lot of

198

00:36:13.070 --> 00:36:35.160

Ben Simon: documents that need to be put together here. These are all listed. It is imperative that you provide all of these, in particular to foreign entity, waiver requests, and transparency of foreign connections. All of these documents are not only required for the technical review aspect, but also for the administrative review aspect. To ensure that you are eligible.

199

00:36:35.180 --> 00:36:40.909

Ben Simon: eligible entity that can carry out the scope within the project here. So I'm not gonna go through

200

00:36:41.318 --> 00:36:43.310

Ben Simon: each of these in detail.

201

00:36:43.390 --> 00:37:01.099

Ben Simon: There are some templates available on exchange for a lot of these application requirements. So the Sf. 44 there's a template, the budget. There's also the last 3 bullets here. There's templates for the block flow diagram. The pro forma

202

00:37:01.459 --> 00:37:15.459

Ben Simon: in the lifecycle analysis. So please pay attention to each of these. Ensure you're meeting the the page requirements and and not duplicating one document for another, because that can really draw out the negotiation and selection process.

203

00:37:18.070 --> 00:37:26.790

Ben Simon: We wanted to hit on the technical volume. This is probably the largest documents within the full application phase, and really has

204

00:37:26.850 --> 00:37:46.110

Ben Simon: most of the meat of the technology and most of where the technical review will occur. So we just wanted to spend a little bit of time on this. The page limits are listed within the foa, and this is just kind of a suggestion volume. Of the technical volume. Kind of just use this as your guide on kind of how much time to spend in each of these areas.

205

00:37:46.280 --> 00:37:48.480

Ben Simon: So obviously, there's a cover. A cover page

206

00:37:48.560 --> 00:37:52.429

Ben Simon: kind of the overall project overview should be about 10%

207

00:37:53.044 --> 00:38:03.109

Ben Simon: the technical description innovation impact should be about 30%. The work plan? How do you go about to design a facility? Who are you engaging? Are you engaging the

208

00:38:03.120 --> 00:38:11.599

Ben Simon: local community? What what are you doing environmentally or permit wise should be covered kind of in this work plan here. And that's the majority of the technical volume.

209

00:38:12.296 --> 00:38:17.299

Ben Simon: The team's qualifications and resources. So you guys have the capabilities to

210

00:38:17.380 --> 00:38:21.309

Ben Simon: to carry out. The scope should be about 20% there, that that volume

211

00:38:24.198 --> 00:38:37.010

Ben Simon: so for eligibility. Again, you must have submitted a a concept paper to be eligible for submitting a full application. Full applications are due January 16th by 5 Pm. Within exchange.

212

00:38:37.030 --> 00:38:49.250

Ben Simon: Full applications are eligible for review. If you're an eligible entity which I'll cover in the next couple of slides, which is detailed more in Section 3 A of the foa. Again you submitted a concept paper.

213

00:38:49.320 --> 00:38:54.249

Ben Simon: You've met the cost share requirements. It's listed in 3 B, and then I've already covered

214

00:38:54.480 --> 00:38:59.479

Ben Simon: the full applications compliance. And this, and with section 3 C of the foa

215

00:38:59.938 --> 00:39:09.970

Ben Simon: you're responsive. So again, overall responsiveness, using appropriate feedstock making appropriate fuel, you've you've mentioned and hit on the time on stream requirements

216

00:39:10.130 --> 00:39:14.840

Ben Simon: and any other eligibility requirements listed in Section 3 of the fill up.

217

00:39:16.970 --> 00:39:30.430

Ben Simon: So who's eligible? Cisco is open to a very broad audience. So this is



institutions of higher education. For profit, nonprofit entities, state and local governments as well as tribes.

218

00:39:30.741 --> 00:39:36.159

Ben Simon: So again for more detail about eligible applicants. Please see. Section 3 of the foa. Section 3, A.

219

00:39:36.814 --> 00:39:44.730

Ben Simon: I did want to note here at the bottom. Prime recipients must be incorporate, incorporated under the laws of a State or Territory

220

00:39:44.740 --> 00:39:49.739

Ben Simon: within the Us, and have a physical location for operations within the us.

221

00:39:49.820 --> 00:39:57.469

Ben Simon: So we really want to see that the application the applicant is located has a office in the Us. We really want to see that those

222

00:39:57.580 --> 00:40:14.700

Ben Simon: this pilot or demonstration. Facility is built within the Us. Obviously expertise lies without, outside of the outside of the Us. As well. So foreign entities are eligible to participate. But please see section 3, a. 2, for requirements on those foreign entities, as well as the additional application

223

00:40:14.750 --> 00:40:17.490

Ben Simon: material that must be included with those

224

00:40:19.990 --> 00:40:39.080

Ben Simon: so multiple applications already hinted at this earlier. But again, you are certainly allowed to submit multiple applications. However, we just want each of those applications to describe a unique, distinct project, and we need a separate concept paper and full application for those. So if you want to

225

00:40:39.170 --> 00:40:43.800

Ben Simon: do a pilot for a biofuel and a pilot for an organic chemical.

226

00:40:43.850 --> 00:40:52.720

Ben Simon: That's great. We hope to see that. But we just need a separate concept paper for the Biofuel project. We need a separate concept paper for the

227

00:40:52.930 --> 00:40:57.259

Ben Simon: organic chemical topic. So you're certainly allowed to provide multiple concept papers.

228

00:40:57.960 --> 00:41:07.430

Ben Simon: If you do submit multiple concept papers for the same projects that could be deemed as as ineligible, and and may make you ineligible for the full application phase

229

00:41:10.900 --> 00:41:22.239

Ben Simon: alrighty. So merit review. So once we have full applications. How do we actually go through those and and and review those for technical merit and impact? So there's multiple phases that that we go through.

230

00:41:22.631 --> 00:41:48.969

Ben Simon: It's a it's a very rigorous review, conducted by technical matter experts both within the Federal government and outside. They're all under a nondisclosure agreement. They cannot share any of the information. It's yeah 2 months to really go through all of those we have a offline merit review meeting where we get all the reviewers together to discuss scores and comments, make sure nobody reviewed anything. It is. It is quite the detailed process.

231

00:41:49.150 --> 00:41:57.470

Ben Simon: however. Ultimately the selection of the projects and awards comes down to the selection official. In this case the director

232

00:41:57.920 --> 00:42:06.960

Ben Simon: of the Bioenergy Technology Office, the selection official will consider consider the scores and comments from reviewers, from the Federal Consensus Board.

233

00:42:07.384 --> 00:42:17.390

Ben Simon: But also other things as program policy factors like the one I mentioned earlier about higher Ghg reductions. To ultimately make that final selection decision

234

00:42:20.150 --> 00:42:32.069

Ben Simon: alright technical criteria for the full application. So I I won't go through each of these in detail here because there's a lot. So again, this is copied directly over from the foa. But I highly encourage you as you're

235

00:42:32.190 --> 00:42:48.470

Ben Simon: developing your application material. Go, go look at the criteria to see

how how you scored against these. So if you're able to speak to each of these kind of within your full application, that makes it much easier for a technical reviewer to provide strength, weakness, comments, and scores against these criteria.

236

00:42:49.150 --> 00:42:56.069

Ben Simon: So criteria, one has the the most weight at 50%. So this is technical merit, innovation, and impact.

237

00:42:56.270 --> 00:43:00.420

Ben Simon: There are, 3 sub criteria to this.

238

00:43:00.500 --> 00:43:06.642

Ben Simon: the criteria one, and they're all of of equal weight. So don't think one has has more than the other.

239

00:43:07.090 --> 00:43:18.190

Ben Simon: so I'll just kind of flip through these here again. These are covered within the phone itself. It should help hopefully guide you. During the application development process.

240

00:43:26.620 --> 00:43:49.479

Ben Simon: So criteria 2 is weighted at 20%. So this is kind of your research plan market transformation plan. So again, your work, your approach, your statement of project objectives to identify risks. What are your baseline metrics? Are you going to work with industry to really advance this further. After the life of this specific award, it's weighted at 20%

241

00:43:50.724 --> 00:43:57.499

Ben Simon: team and resources is at 10% kind of hit on this for a bit already, but just technical qualifications of the team

242

00:43:57.570 --> 00:44:02.840

Ben Simon: resources available, the facilities that you have reasonableness of the budget and spend

243

00:44:04.930 --> 00:44:10.030

Ben Simon: the 4th criteria is our diversity, equity, inclusion and environmental justice. Criteria.

244

00:44:10.660 --> 00:44:19.129

Ben Simon: This one's weighted at 20% here and again, looking at workforce

implications. Again, that community engagement perspective

245

00:44:19.535 --> 00:44:30.260

Ben Simon: especially for the demonstration scale facility. You know, you're gonna build this and it's gonna be at a site where it could impact communities or engaging with workforce developing jobs.

246

00:44:30.270 --> 00:44:34.530

Ben Simon: This is where we speak to all of that here. So

247

00:44:34.960 --> 00:44:39.640

Ben Simon: again, all of these top criteria are equal weights within these specific criteria.

248

00:44:41.700 --> 00:44:48.100

Ben Simon: So review that within the foa. Certainly help you during the development development phase.

249

00:44:49.350 --> 00:45:01.310

Ben Simon: So I've mentioned replies to reviewer comments. So we will provide each of the applicants with. We kind of clean up the comments a bit, just to make sure that they make sense and not inflammatory.

250

00:45:01.721 --> 00:45:20.520

Ben Simon: So we send those back to the applicants. Your response is completely optional. It is not required. I think it would be good to reply. It can certainly help if a reviewer maybe saw a technology gap, or maybe you're missing some background, or Hey, I'd like to see more information in the space, or

251

00:45:20.660 --> 00:45:24.750

Ben Simon: hey? Maybe misquoted a certain calculation, or something like that.

252

00:45:24.920 --> 00:45:27.480

Ben Simon: So this reply to reviewer comments is a good

253

00:45:27.570 --> 00:45:50.310

Ben Simon: phase to where you can talk directly to those reviewers. You have 3 pages to provide, some language to provide some text, or even some some graphs and charts or or other data to really support your application. So this could really help the technical reviewers if could, could increase their score. Maybe they eliminate some weaknesses and add some strengths based on these replies, so

254

00:45:51.062 --> 00:45:58.700

Ben Simon: please check ere exchange. Again, we will send out a notification once these comments. Are available.

255

00:45:58.890 --> 00:46:06.720

Ben Simon: you'll have at least 3 business days to review those and submit a reply again through exchange. To get those back to the reviewers

256

00:46:07.890 --> 00:46:09.769

Ben Simon: again. Completely optional

257

00:46:12.170 --> 00:46:16.406

Ben Simon: already. Selection factors. I kind of already covered the selection official.

258

00:46:16.810 --> 00:46:19.679

Ben Simon: you know, to consider many different factors.

259

00:46:20.140 --> 00:46:31.320

Ben Simon: scores, comments from the reviewers. Looking at program policy factors looking at our technology portfolio, and maybe the amount of funds that are remaining at selection. Maybe we get

260

00:46:31.690 --> 00:46:41.859

Ben Simon: 5 proposals that we want to select. But we don't have the full, you know, 2 or 3 million dollars for those. So maybe we can only select 4 of the projects kind of coming from there.

261

00:46:43.030 --> 00:47:05.980

Ben Simon: So these are some of the the program policy factors. Again, this is copied completely out of the out of the foa documents. So these are just some factors that the selection official has to maybe select one project over another to maybe hit on a couple of these. So the 1st bullet there. Technology, diversity compared to our existing projects. So maybe if we have a bunch of

262

00:47:06.000 --> 00:47:17.299

Ben Simon: one specific technology pathway within our portfolio, to maybe expand those to maybe have more demonstration going on in the bio economy. As a whole.

263

00:47:17.410 --> 00:47:22.719

Ben Simon: the selection official can use that program policy factor to select one project over another.

264

00:47:23.268 --> 00:47:32.729

Ben Simon: To kind of go into a bullet in the middle here, maybe even looking at the project team and team members. So maybe it's a veteran owned business woman owned business minority, owned business

265

00:47:32.750 --> 00:47:53.570

Ben Simon: or tribe, you know. Maybe just based on those project teams. To meet environmental justice of the Administration can use one of those as well. So review review these program policy factors. It might not help you in the application development here. But maybe just give you some background. On the ultimate selection process. For this fellow

266

00:47:56.650 --> 00:48:08.239

Ben Simon: alrighty registration requirements. Again, everything is done through ere exchange. Exchange. Now also links to login.gov when you log in through there.

267

00:48:09.151 --> 00:48:35.500

Ben Simon: We highly encourage you to obtain what's called a control number at least 24 h before. The concept paper submission. So this control number is kind of like your unique identifier. For your proposed project and technology. We want you to do that, you know, at least 24 h, if not further in advance of the submission of the concept paper to ensure. There's no technical difficulties with exchange. Or maybe your Internet. What have you?

268

00:48:36.586 --> 00:48:43.439

Ben Simon: In parallel? Maybe when you're developing the full application. It's not required for the full application, but it is required.

269

00:48:43.792 --> 00:48:56.210

Ben Simon: If your project is selected and goes through the negotiation process need to be registered in sam.gov. System for award management need to be registered in fed connect, and you need to be registered in grants.gov

270

00:48:56.300 --> 00:49:09.219

Ben Simon: So you'll need your unique entity identifier to plug into to each of those. So as you're doing the full application it will make the negotiation process go much quicker if you're already registered within these websites

271

00:49:12.740 --> 00:49:38.930

Ben Simon: means of submission. I've said it a couple of times. I'll say it again. Era exchange is the formal avenue to submit concept papers and full applications. We will not review or consider applications submitted through other means. So if you email us or email myself directly, or if you send me it through the mail that will not be considered for the full application process, it needs to be submitted through Era Exchange.

272

00:49:39.356 --> 00:49:44.253

Ben Simon: There is a manual on exchanges website on how to navigate, how to use that.

273

00:49:44.620 --> 00:49:51.589

Ben Simon: it. It should be yeah, fairly fairly straightforward to utilize that. But again, just the nail at home must go through ere exchange.

274

00:49:55.364 --> 00:50:06.409

Ben Simon: We highly encourage you to submit. At least a day, if not 2 days, or even more, prior to the deadline for cops and papers and full applications again. We've had

275

00:50:06.460 --> 00:50:20.279

Ben Simon: some folks wait until the last hour to submit and exchanges going through required, you know, monthly maintenance, or they've lost Internet, and they can't upload. So save yourself the hassle upload a couple of days in advance.

276

00:50:20.701 --> 00:50:47.150

Ben Simon: This also gives you the opportunity to revise documents. So if you update, if you upload a week early, maybe as you go through. You have the option to re upload submittals and application documents prior to the submission deadline. But just make sure you hit the submit button again. So whenever you, if you make any changes to your proposal, you have to scroll to the very bottom and hit the submit button for those to take effect.

277

00:50:47.410 --> 00:51:03.260

Ben Simon: We highly encourage you to take a screenshot of. Whenever you do complete that submission, you get a nice little timestamp to show that you've submitted before the deadline, and that really helps if there are any questions about whether or not you met the due dates and met your eligibility requirements.

278

00:51:05.950 --> 00:51:13.759

Ben Simon: points of contact. So you must designate primary and backup points of contact within exchange. So this just gives us a contact to reach out to

279

00:51:14.095 --> 00:51:32.089

Ben Simon: before clarifications for the negotiation process. So we we do want you to be responsive to that. So that's why we ask for a backup. Maybe the primaries out of the office, or or what have you? We do send some information to you pretty quickly after the selection process that needs to be returned quickly.

280

00:51:32.553 --> 00:51:50.259

Ben Simon: So your failure to respond in a timely manner. May result in cancellation or rescission of your selection. So please, maybe use a a shared mailbox that that multiple piece multiple people are monitoring. Maybe maybe as the backup with contact.

281

00:51:52.320 --> 00:52:13.320

Ben Simon: All right, I think this is my last slide here. So again questions. I think I see a couple drops in the chat here. If afterwards you have any additional questions, this is the formal mailbox to email those 2. This is also at the bottom of each page within the foa. Again, we're going to post all these Q. And as again, don't expect a direct email response back.

282

00:52:13.420 --> 00:52:33.250

Ben Simon: Need to go back to exchange and check that QA. Log if it hasn't been asked already. We'll put that on there. They're even labeled by number of question, and whether it's a technical or administrative question. So please go review that QA. Log? We do attempt to. We strive to get those answers to questions within 3 business days.

283

00:52:33.710 --> 00:52:41.629

Ben Simon: Sometimes in these webinars we get, we get a a lot of questions. So please give us some. Some wiggle room there. But yeah, we do aim for that 3 business days.

284

00:52:42.256 --> 00:52:56.573

Ben Simon: There's a separate email inbox. If you have any challenges, with exchange or questions, or maybe maybe the account that you guys submit under is under somebody else's name. The technical folks. We are not

285

00:52:57.040 --> 00:53:22.480

Ben Simon: you know, in charge of exchange. They have a separate help desk, separate team that manages that. So the exchange email address is here. If you do reach out to them, please include this specific foa, name and number, so that way they can trace that back. This is a specific opportunity that you're having challenges with. So again, any questions that are in the chat here? We will capture. We'll answer



those.

286

00:53:22.590 --> 00:53:25.249

Ben Simon: Put that on the the Q. And a log

287

00:53:25.390 --> 00:53:30.310

Ben Simon: that is on exchange, and that is the end of my presentation here.

288

00:53:30.500 --> 00:53:45.539

Ben Simon: Appreciate you joining. I hope this was at least helpful kind of walking through the the forward documents. I wish you best of luck during during your application phase. We'd love to see a large number. And with that we will conclude for the day. Have a great rest of your day. Bye.