

Advancing Solutions to Improve the Energy Efficiency of U.S. Commercial Buildings

Funding Opportunity Announcement: DE-FOA-0001168

Webinar: October 27th, 2014, 2:00 pm Eastern Time



U.S. DEPARTMENT OF
ENERGY

Energy Efficiency &
Renewable Energy

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DE-FOA-0001168: ADVANCING SOLUTIONS TO IMPROVE THE ENERGY EFFICIENCY OF U.S. COMMERCIAL BUILDINGS

Anticipated Schedule:

FOA Issue Date:	October 23, 2014
FOA Informational Webinar:	October 27, 2014 at 2:00 pm ET
Submission Deadline for Concept Papers:	November 22, 2014 at 5:00 pm ET
Submission Deadline for Full Applications:	January 20, 2015 at 5:00 pm ET
Submission Deadline for Replies to Reviewer Comments:	February 19, 2015 at 5:00 pm ET
Expected Date for EERE Selection Notifications:	April 30, 2015
Expected Timeframe for Award Negotiations:	May 1 – June 30, 2015

Notice

- All applicants are strongly encouraged to carefully read the Funding Opportunity Announcement DE-FOA-0001168 (“FOA”) and adhere to the stated submission requirements.
- This presentation summarizes the contents of FOA. If there are any inconsistencies between the FOA and this presentation or statements from DOE personnel, the FOA is the controlling document and applicants should rely on the FOA language and seek clarification from EERE.
- If you believe there is an inconsistency, please contact *CBIFOA2015@ee.doe.gov*

Agenda

- 1) FOA Description
- 2) Topic Areas/Technical Areas of Interest
- 3) Award Information
- 4) Statement of Substantial Involvement
- 5) Cost Sharing
- 6) Pre-Selection Interviews
- 7) Letters of Intent
- 8) Concept Papers
- 9) Full Applications
- 10) Merit Review and Selection Process
- 11) Registration Requirements

FOA Description

- Through this FOA, DOE seeks to fund the scale-up of promising solutions to the market barriers that hinder the growth of energy efficiency in the commercial building sector. The objective of this funding is to build a path for market-ready solutions to be used at scale across the U.S. to improve building efficiency.
- According to the US Energy Information Agency, in 2013, 40% of total U.S. energy was consumed in residential and commercial buildings. About 18 Quadrillion Btu of this –roughly half—was attributable to commercial buildings.
- Commercial buildings can be made much more efficient using a variety of cost effective efficiency improvements while creating jobs and building a stronger economy.
- However, well-documented informational, structural, and market barriers, such as split incentives, asymmetrical or inadequate information, higher first costs and high investment hurdle rates, impede the adoption of more energy efficient technologies and practices.

FOA Description

- The mission of the US Department of Energy's Building Technologies Office (BTO) is to help meet DOE EERE and Administration targets to improve energy efficiency in commercial and residential buildings, with a near-term goal of 20% savings by 2020 and 50% by 2030.
- The Commercial Building Integration (CBI) program plays an important role in meeting the Building Technologies Office goals; it is charged with increasing voluntary adoption of energy efficient technologies and practices in commercial buildings, serving as a critical "market stimulation" link between BTO's Emerging Technologies and Codes and Standards programs.
- In order for CBI to help meet BTO, EERE and DOE energy efficiency goals for commercial buildings, the program has invested in the development of resources, tools, and solutions designed to help overcome the aforementioned barriers to energy efficiency.
- These resources are available online at <https://buildingdata.energy.gov/cbrd/> and on the CBI program website at <http://commercialbuildings.energy.gov>.


FOA Description

- Successful proposals will deploy one or more of these resources, tools and solutions through successful existing programs or innovative new ones, to increase program impact and increase energy savings in commercial buildings. Coalitions of organizations are encouraged to apply together in order to better leverage current deployment channels, market orientation, strategic relationships and overall deployment impact (geographic, sector or otherwise.)
- Successful applicants will succinctly summarize persistent market barriers, the solution or solutions proposed to overcome one or more market barriers, and the deployment opportunity and plan to achieve results.
- DOE is interested in proposals that will impact a significant geographic or market sector (at least 100 buildings is the minimum for consideration).
- Proposals should develop a program over the grant period that can be self-sustaining without DOE funding after the funding period ends.
- All proposals must have the potential to meet the EERE mission and DOE strategic goal to reduce building energy consumption. All benefits must be clearly described, quantified and justified.

Topic Areas/Areas of Interest

1. **Business solutions, such as Implementation Models**, developed in the Better Buildings Challenge, available online at <http://energy.gov/BetterBuildingsChallenge>
2. **Data and analysis platforms** such as the Building Energy Asset Score: <https://buildingenergyscore.energy.gov/>; the Standard Energy Efficiency Data platform: <http://energy.gov/eere/buildings/standard-energy-efficiency-data-platform> the Buildings Performance Database: <http://energy.gov/eere/buildings/buildings-performance-database>; and energy modeling resources: <http://energy.gov/eere/buildings/energy-modeling-software>
3. **Better Buildings Workforce Guidelines and training programs**: www4.eere.energy.gov/workforce/node/7 performance based design-build https://buildingdata.energy.gov/cbrd/energy_based_acquisition/
4. **Guidance tools for deeper energy savings**, such as the Advanced Energy Design Guides and Advanced Energy Retrofit Guides
5. **Procurement specifications for highly efficient technologies**: <http://www4.eere.energy.gov/alliance/activities/specifications>
6. **RTU or Low-cost Wireless Sub-meter Challenge Specification compliant technologies**, <http://www4.eere.energy.gov/alliance/activities/technology-solutions-teams/wireless-meter-challenge> and <http://www4.eere.energy.gov/alliance/activities/technology-solutions-teams/space-conditioning/rtu>.
7. **Completed technology demonstration resources** created through the Better Buildings Alliance <http://www4.eere.energy.gov/alliance/activities/demonstrations>, Green Proving Ground, <http://www.gsa.gov/portal/content/163479> and ESTCP, [http://www.serd.org/Program-Areas/Energy-and-Water/\(list\)/1/](http://www.serd.org/Program-Areas/Energy-and-Water/(list)/1/).
8. **Owner-tenant collaboration on energy efficiency (addressing split incentive)** including resources found at the Green Lease Library (<http://www.greenleaselibrary.com/>)
9. **Energy-saving ideas and strategies for new construction and retrofits**, as well effective ways of disseminating these lessons as demonstrated in the Commercial Building Partnerships (<http://energy.gov/eere/buildings/commercial-building-partnerships>)

Best Practices from Better Buildings Challenge Partners



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100% LED-Lit Store

WALMART


Showcase Project: #2362 South Euclid, OH

LOCATION: South Euclid, OH

PROJECT SIZE: 185,000 Square Feet

Annual Energy Use (Source EUI)		Annual Energy Cost	
Baseline (ASHRAE 90.1 2007)	387 kBtu/sq.ft	Baseline (ASHRAE 90.1 2007)	\$564,000
Expected (2015)	231 kBtu/sq.ft	Expected (2015)	\$357,000
Actual	COMING IN 2015	Actual	COMING IN 2015
Expected Energy Savings:	40%	Expected Savings:	\$207,000

STAPLES



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Implementation Model: Eco-Treasure Hunts At Fulfillment Centers

ORGANIZATION TYPE
Retail

BARRIER
Difficulty identifying and implementing comprehensive energy efficiency opportunities at fulfillment centers

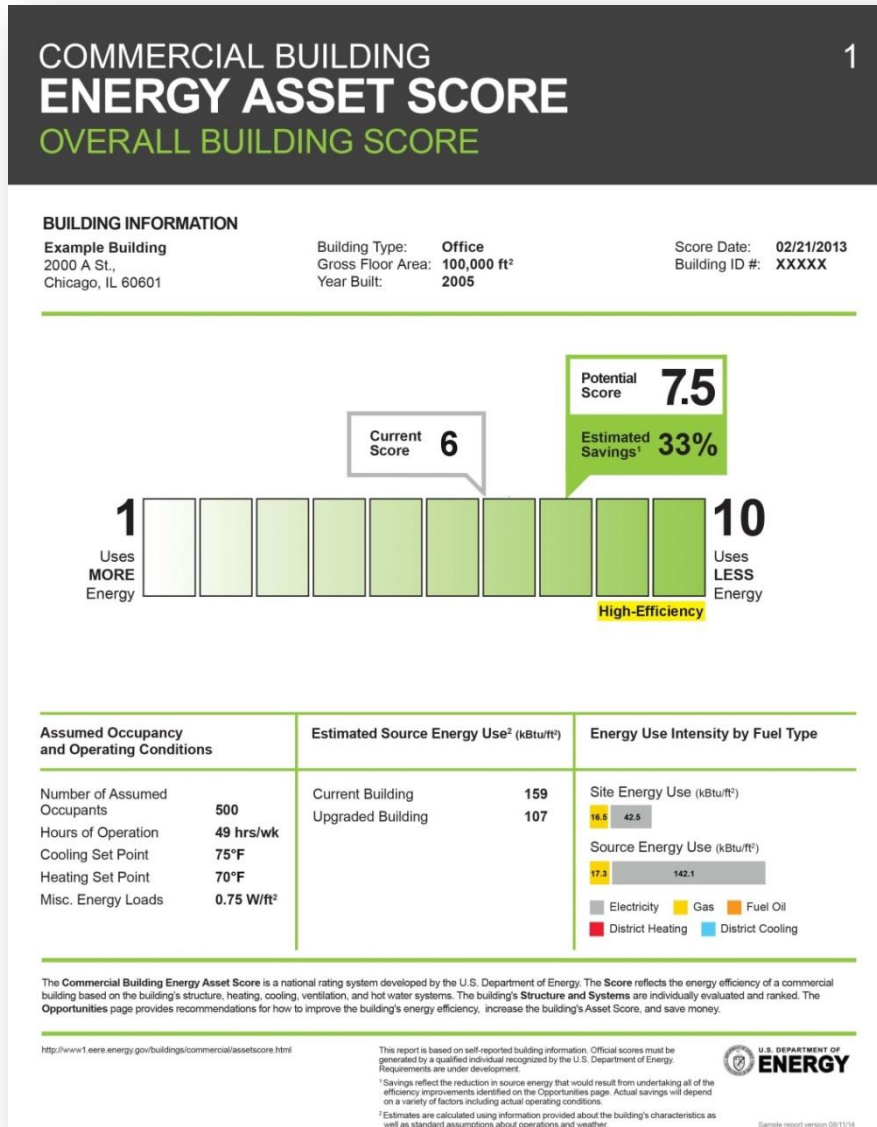
SOLUTION
Partner with fulfillment center staff to conduct Eco-Treasure Hunts

OUTCOME

1. Energy use reductions of 20% or more at fulfillment centers participating in Eco-Treasure Hunts
2. Lasting collaboration with fulfillment center staff to improve energy efficiency

Implementation Models: <http://www4.eere.energy.gov/challenge/browse-topic>
Showcase Projects: <http://www4.eere.energy.gov/challenge/showcase>

Building Energy Asset Score



- National standard tool for assessing the EE of a building's physical characteristics and energy systems
- Generates a simple, whole building energy score on a 10-point scale and provides energy improvement recommendations
- Enables users to transfer data from the ENERGY STAR Portfolio Manager benchmarking tool
- Free to use
- Read more at:
<http://energy.gov/eere/buildings/commercial-building-energy-asset-score>

Standard Energy Efficiency Data (SEED) Platform

Open source software includes database and user interface; as well as plug-in and API architecture for “apps”

Users can combine data from multiple sources about a portfolio of buildings, clean and validate it, and share the information with others

Initially designed to help cities manage building transparency programs, but has many other potential uses by public entities, utilities, etc.

See <http://buildings.energy.gov/SEEDPlatform>

The screenshot displays the SEED Platform user interface. On the left is a dark sidebar with navigation links: Erik Larson (home icon), Projects (0), Buildings (1,601), Data (2), Help (?), and Feedback (megaphone icon). The main content area has a header with the SEED PLATFORM logo, a search bar, and a + icon. Below the header, it shows '1,601 Buildings' and a filter bar with 'Action', 'All', 'Building Info', and 'Compliance Info' tabs. A table lists building data with columns: ID, ADDRESS, NAME, FLOOR AREA FT², YEAR BUILT, and USE TYPE. The table includes search filters for each column. The first 10 rows of data are shown, with the last row partially obscured by a pagination bar. The pagination bar indicates 'Display: 10 buildings' and 'Showing 291 to 300 of 1,601 buildings', with 'Previous' and 'Next' buttons.

	ID	ADDRESS	NAME	FLOOR AREA FT²	YEAR BUILT	USE TYPE
	<input type="text" value="ID"/>	<input type="text" value="Address"/>	<input type="text" value="Name"/>	<input type="text" value="Min"/> <input type="text" value="Max"/>	<input type="text" value="Year Built"/>	<input type="text" value="Use Type"/>
<input type="checkbox"/>	IMP78-6970045	1015 HALF ST		400,000	2011	COMMERCIAL
<input type="checkbox"/>	IMP78-1270055	0800 17TH ST		431,570	2010	COMMERCIAL
<input type="checkbox"/>	IMP78-12990325	1855 WISCONSIN AV		60,000	2010	COMMERCIAL
<input type="checkbox"/>	IMP78-6280901	0020 F ST		173,460	2010	COMMERCIAL
<input type="checkbox"/>	IMP78-7110809	145 N ST		589,000	2010	COMMERCIAL
<input type="checkbox"/>	IMP78-7740058	1005 3RD ST		140,908	2010	RESIDENTIAL-MULTI FAMILY
<input type="checkbox"/>	IMP78-26780709	3460 14TH ST		353,792	2009	RESIDENTIAL-MULTI FAMILY
<input type="checkbox"/>	IMP78-28680155	2305 14TH ST		276,542	2009	RESIDENTIAL-MULTI FAMILY
<input type="checkbox"/>	IMP78-29107002	4100 GEORGIA AV		75,240	2009	RESIDENTIAL-MULTI FAMILY
<input type="checkbox"/>	IMP78-3200028	1155 F ST		380,222	2009	COMMERCIAL

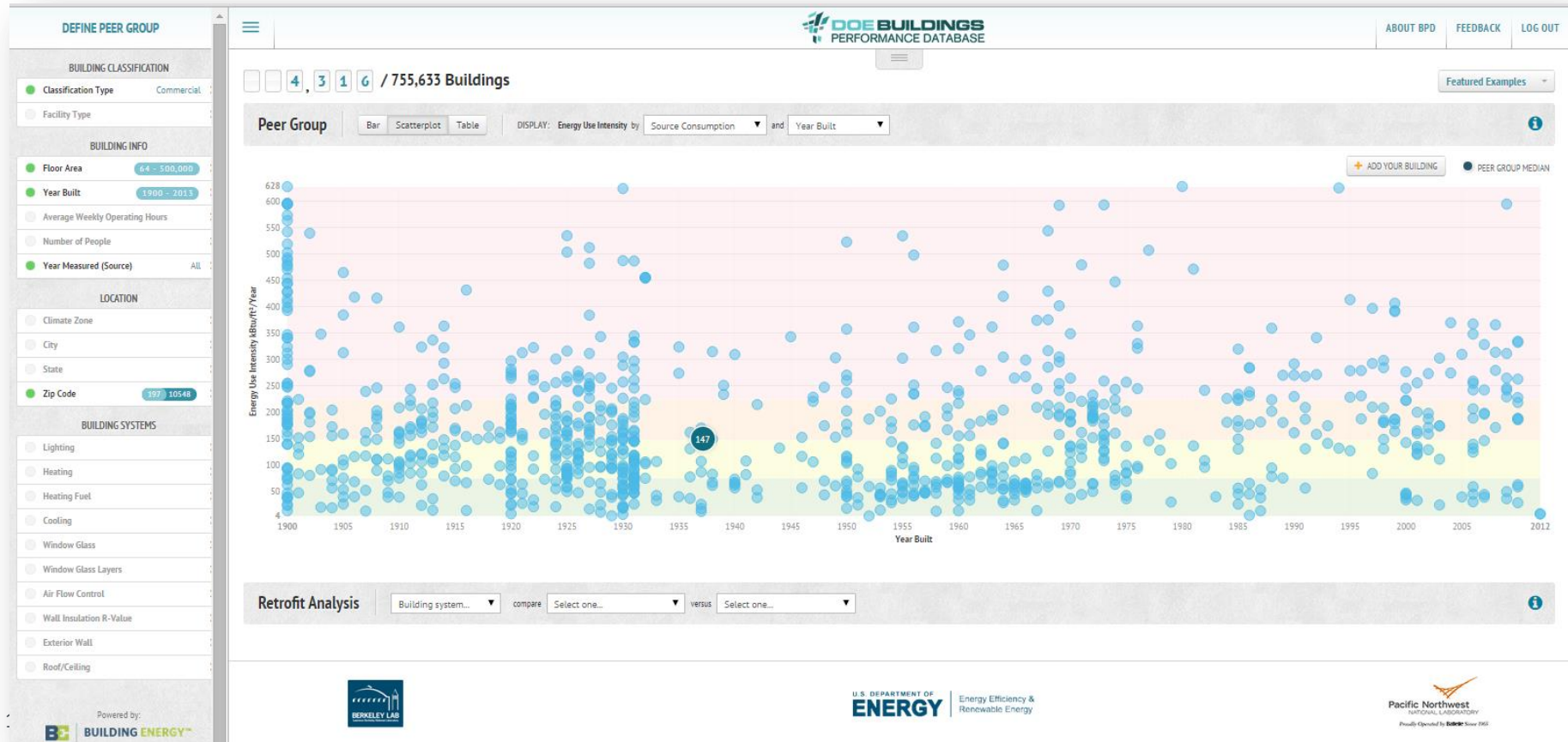
Buildings Performance Database

The BPD enables users to statistically analyze trends in the energy performance and physical & operational characteristics of real commercial and residential buildings.

Anonymized dataset of over 750,000 buildings and growing

API interface allows other software developers to conduct analyses using the BPD data.

See <http://buildings.energy.gov/BPD>. The BPD is offline for a major redesign, launching in January. More information on the redesign will be posted on the web site next week.



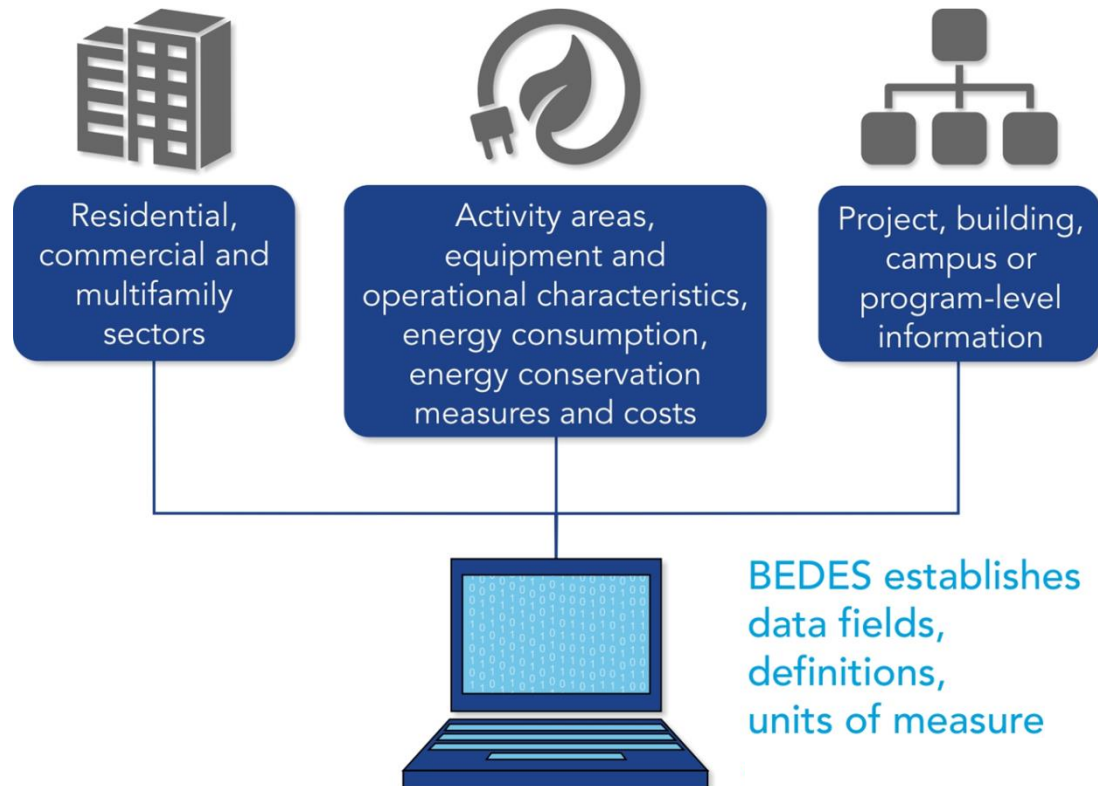
Building Energy Data Exchange Specification

BEDES provides a common set of terms, definitions and field formats to facilitate data exchange and interoperability among public and private sector tools.

BEDES' terms and definitions are aligned with many common Federal tools and industry standards.

Terms from the BEDES Dictionary can be implemented in schemas, software tools, data collection protocols etc. as needed to meet each users' specific needs.

See <http://buildings.energy.gov/BEDES> and <http://bedes.lbl.gov>



Better Buildings Workforce

Better Buildings Workforce Guidelines (<https://www4.eere.energy.gov/workforce/projects/workforceguidelines>)

- DOE and the National Institute of Building Sciences engaged industry stakeholders to develop voluntary national guidelines for commercial building workforce training and certification programs for the following key energy-related jobs:
 - Energy Auditor, Building Commissioning Professional, Building Operations Professional, Energy Manager
- Guidelines can be used by industry training and certification providers to upgrade or modify their existing programs or to develop new ones
- *Benefits for:*
 - **Employers, building owners, governments, EE programs**—Objective, consistent way to identify skilled and qualified workers
 - **Workers**—Increased skills, greater mobility and clearer professional development pathways
 - **Training and certification programs**—Recognized by DOE for meeting industry-developed guidelines for quality

Energy-Performance-Based Acquisition for Commercial Buildings
(https://buildingdata.energy.gov/cbrd/energy_based_acquisition/)

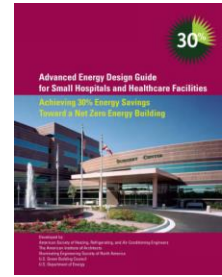
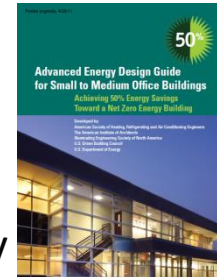
- Energy-performance-based acquisition is the process of considering energy performance goals and incentives for the entire building lifecycle, including planning, design, construction, and operation.
- DOE and the National Renewable Energy Laboratory have developed a suite of training resources on Energy-performance-based acquisition that are ready for dissemination
 - “How To” guide; case studies; sample RFPs, presentations, and more

Guidance Tools for Deeper Energy Savings

Two Advanced Energy Design Guide (AEDG) series:

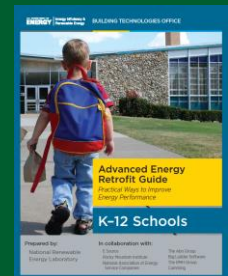
- 30% energy savings
- 50% energy savings
- Described as a 'cookbook' approach to building energy efficiency
- Provide design packages and strategies to help owners and designers achieve 30% or 50% site energy savings over ASHRAE 90.1–2004
- Present climate specific recommendations for prominent building types
- Offer both prescriptive and performance solutions

Free download: www.ashrae.org/technology/page/938



Advanced Energy Retrofit Guides:

Provide energy managers with comprehensive guidance for planning and executing successful retrofit projects in commercial buildings, tailored to specific building types and climate regions.



AERG website: <http://energy.gov/eere/buildings/advanced-energy-retrofit-guides>

Topic Areas/Areas of Interest

Proposals that utilize procurement specifications for highly efficient technologies:

<http://www4.eere.energy.gov/alliance/activities/specifications>



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Technology & System Specifications

The Better Buildings Alliance [Technology Solutions Teams](#) develop specifications for you to customize and use to obtain quotes for high-efficiency products and services. Collective support for these product and performance specifications demonstrates a market need to manufacturers and leads to greater product availability, higher quality, and more competitive pricing. Get started by clicking below.

Available Specifications



Under Development



The Advanced RTU Campaign and the Low-cost Wireless Sub-meter Challenge

Wireless Sub-meter Challenge

- A coalition including the DOE's Better Building Alliance Technology Solutions Team issued a challenge to industry in 2013 to produce a wireless sub-meter for \$100 or less per metered point.
- The specifications of the device include essential requirements for electrical energy measurement and wireless data transmission to onsite collection point
- Over 20 companies accepted the challenge and at least one product is expected to proceed to the next phase of testing in early 2015.
- <http://www4.eere.energy.gov/alliance/activities/technology-solutions-teams/wireless-meter-challenge>

The Advanced Roof Top Unit (RTU) Campaign: ARC

- Encourages commercial building owners and operators to replace their old RTUs with more efficient units or to retrofit their RTUs with advanced controls in order to take advantage of these benefits.
- ARC is a collaboration between ASHRAE and RILA, with DOE providing technical support to Campaign participants through the Better Buildings Alliance and the Federal Energy Management Program.
- Interested parties can join as participants, supporters, or organizers.
- As a result of the campaign 31,600 RTUs have been replaced or retrofitted saving 300 GWh of electricity (3 TBtu of primary energy) and \$33million annually.
- <http://www.advancedrtu.org/>



Completed Technology Demonstration Resources

Completed technology demonstration resources that provide the information and data to recognize high impact technology applications and overcome barriers to adoption.

Buildings Alliance <http://www4.eere.energy.gov/alliance/activities/demonstrations>

Green Proving Ground (GPG), <http://www.gsa.gov/portal/content/163479> and

ESTCP, [http://www.serdp.org/Program-Areas/Energy-and-Water\(list\)1/](http://www.serdp.org/Program-Areas/Energy-and-Water(list)1/)

Example savings from real building technology demonstrations.

- Better Buildings : display door retrofits for open refrigerated display cases produced **50-80% savings in refrigeration heat loads**
- GPG: simple timer controls on power strips produced **26% electricity savings at workstations**
- ESTCP: Remote Building Analytics identified **15-30% more ECMs at a lower cost** than onsite assessments

Information and data produced through these technology demonstration programs can help drive efficiency in commercial buildings.

Solutions to Address Split Incentive: Green Leasing

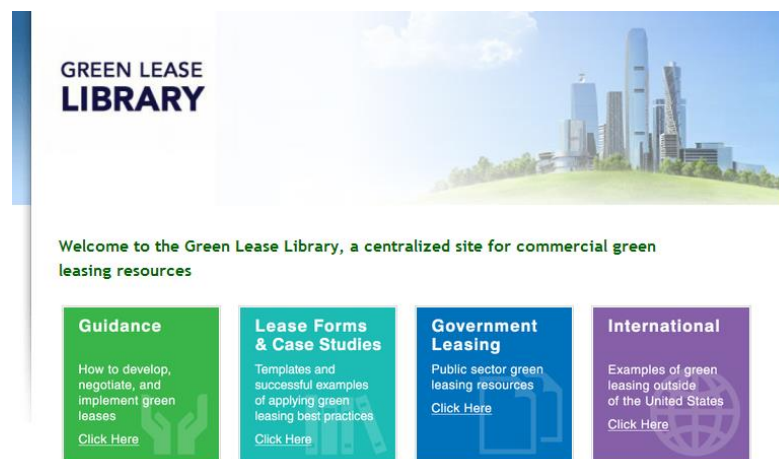
- According to some estimates, half the commercial space in the USA is tenant-occupied
- Tenant choices have a huge impact on the efficiency of buildings they occupy. Depending on building type, tenants control 50-80% of building energy use
 - 35 to 60% for office
 - > 80% for open air retail properties
- Tenants have enormous influence on building owners, particularly in markets where competition for tenants is strong
- However, tenants do not usually have incentives to invest in energy efficiency upgrades to buildings they do not own.
- Conversely, landlords do not always have the incentive to upgrade buildings when tenants are paying the energy bills
- DOE seeks solutions to address this “Split Incentive” and encourages the use of the following resources:

GreenLeaseLeaders.com



*Innovators creating sustainable
landlord-tenant relationships*

GreenLeaseLibrary.com



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Energy-saving ideas & strategies for new construction and retrofits

Helpful resources for new construction projects

1) Cost Control Strategies for Zero Energy Buildings: High-performance design and construction on a budget

- Guide: <https://buildingdata.energy.gov/cbrd/resource/1655>
- Fact sheet: <https://buildingdata.energy.gov/cbrd/resource/1654>

2) Energy Performance Based Design-Build Procurement Process

- Using an Energy Performance Based Design - Build Process to Procure a Large Scale Low- Energy Building:
http://www.nrel.gov/sustainable_nrel/pdfs/51323.pdf
- How-To Guide for Energy-Performance-Based Procurement:
http://apps1.eere.energy.gov/buildings/publications/pdfs/rsf/performance_based_how_to_guide.pdf

Non-Responsive Applications

The following types of applications will be deemed nonresponsive and will not be reviewed or considered for an award:

- Applications that fall outside the technical parameters specified in the FOA, including:
 - Proposals that do not meet the 100 building threshold for consideration
 - Proposals that do not explain which DOE tool(s), resource(s) or solution(s) they intend to deploy to help building owners save energy
 - Proposals that do not include a 50% cost-share criterion
 - Proposals that focus exclusively on technology development
 - Proposals that lack quantifiable impact metrics
- Applications for proposed technologies that are not based on sound scientific principles (e.g., violates the law of thermodynamics).
- DOE will not fund building equipment for demonstration or retrofits through this FOA.
- DOE will not fund incentives or rebates that are not sustainable after the award period.

Award Information

Total Amount to be Awarded	Up to \$9,000,000*
Average Award Amount	EERE anticipates making awards that range from \$500,000 to \$1,000,000.
Types of Funding Agreements	Cooperative Agreements
Period of Performance	Up to 3 years
Cost Share Requirement	50% of Total Project Costs

*Subject to the availability of appropriated funds

Statement of Substantial Involvement

EERE has substantial involvement in work performed under 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 as a whole. 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 that the Go/No Go decision point.
- EERE participates in major project decision-making processes.

Cost Share Requirements and Contributions

- Applicants must contribute a minimum of **50%** of the total project costs for demonstration projects.
- Contributions must be:
 - Specified in the project budget
 - Verifiable from the Prime Recipient's records
 - Necessary and reasonable for proper and efficient accomplishment of the project
- Every cost share contribution must be reviewed and approved in advance by the Contracting Officer and incorporated into the project budget before the expenditures are incurred

Allowable Cost Share

- 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

Allowable Cost Share

- Cost Share must be allowable and must be verifiable upon submission of the Full Application
- Refer to the following applicable Federal cost principles:

Recipient Type:	State & Local Government	Non-Profit Organization	Educational Institutions	Commercial (For-Profit) Organizations
Administrative Requirements	10CFR600.000 10CFR600.200	10CFR600.000 10CFR600.100	10CFR600.000 10CFR600.100	10CFR600.000 10CFR600.300
Cost Principles	2 CFR 225	2 CFR 230	2 CFR 220	48 CFR Part 31 (FAR Part 31)
Audit	A-133	A-133	A-133	10CFR600.316

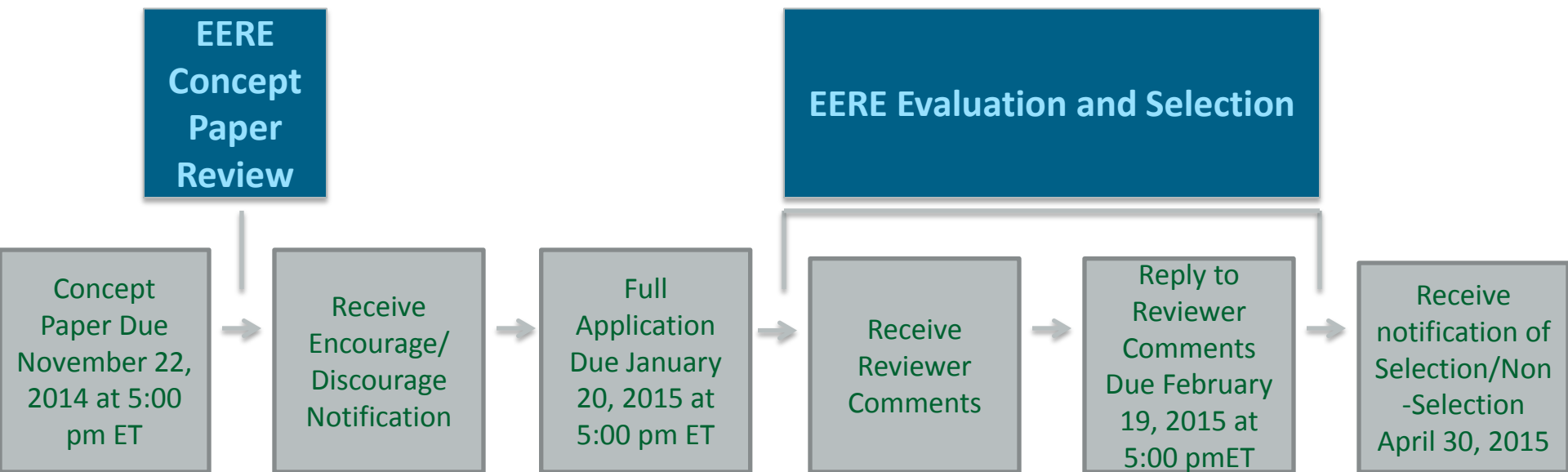
Unallowable Cost Share

- The Prime Recipient may not use the following sources to meet its cost share obligations including, but not limited to:
 - Revenues or royalties from the prospective operation of an activity beyond the project period
 - Proceeds from the prospective sale of an asset of an activity
 - Federal funding or property
 - Expenditures reimbursed under a separate Federal Technology Office
 - Independent research and development (IR&D) funds
 - The same cash or in-kind contributions for more than one project or program

Cost Share Payment

- Recipients must provide documentation of the cost share contribution, incrementally over the life of the award
- The cumulative cost share percentage provided on each invoice must reflect, at a minimum, the cost sharing percentage negotiated
- In limited circumstances, and where it is in the government's interest, the EERE Contracting Officer may approve a request by the Prime Recipient to meet its cost share requirements on a less frequent basis, such as monthly or quarterly. See Section III.B of the FOA.

FOA Timeline



Expected Timeframe for Award Negotiations: May 1 – June 30, 2015

Concept Papers

- Applicants must submit a Concept Paper
 - Each Concept Paper must be limited to a single project. Unrelated concepts and technologies should not be consolidated into a single Concept Paper.
 - The Concept Paper must adhere to the Concept Paper Requirements in section IV, Application and Submission Information, part C, “Content and Form of the Concept Paper.”
 - The project description is limited to 2 pages
 - The Concept Paper can also include graphs, charts, and supplemental information (limit 3 pages)
- Concept Papers must be submitted by November 22, 2014 at 5:00 pm ET through EERE Exchange, <https://eere-Exchange.energy.gov/>, in accordance with the instructions.
 - **Applicants are strongly encouraged to submit their Concept Papers and Full Applications at least 48 hours in advance of the submission deadline.**
 - Under normal conditions, applicants should allow at least 1 hour to submit a Concept Paper.
- EERE makes an independent assessment of each Concept Paper
 - EERE will encourage a subset of Applicants to submit Full Applications.
 - Other Applicants will be discouraged from submitting a Full Application. An applicant who receives a “discouraged” notification may still submit a Full Application.
 - In order to provide Applicants with feedback on their Concept Papers, EERE may include general comments provided from reviewers on an Applicant’s Concept Paper in the encourage/discourage notification

Concept Paper Review

EERE evaluates the Concept Papers based on the following review criteria:

- **Criterion 1: Impact of the Proposed Solution Relative to State of the Market. Weight: 50%**
 - This criterion involves consideration of the following factors:
 - Method used to identify current barriers to energy efficiency in target market
 - If success is achieved, the proposed idea would significantly improve commercial building energy efficiency relative to the current state of the market/current baseline
- **Criterion 2: Overall Merit of the Solution. Weight: 50%**
 - This criterion involves consideration of the following factors:
 - The proposed solution meets the criteria of the FOA.
 - The proposed solution identifies specific tools and/or resources for deployment.
 - The proposed solution is unique and/or innovative; and
 - The proposed approach is without major flaws.

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.
 - **SF-424A Budget & Budget Justification:** a detailed budget and spend plan for the project.
 - **Summary for Public Release**
 - **Summary Slide**
 - **Administrative Documents:** E.g., U.S. Manufacturing Plan, FFRDC Authorization (if applicable), Disclosure of Lobbying Activities, etc

Full Applications: Technical Volume Content

- **Technical Volume: the key technical component of the Full Application**

Content of Technical Volume	Suggested number of pages
Cover Page	1 page
Project Overview	1 page
Description, Innovation and Impact	3 pages
Workplan	6 pages
Technical Qualifications and Resources	2 pages
FOA Specific Requirements	2 pages

Full Application Eligibility Requirements

- Applicants must submit a Full Application by January 20, 2015 at 5:00 pm ET
- 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 Cost Share requirement is satisfied Section III.B of FOA;
 - The Full Application is compliant Section III.C of FOA; and
 - The proposed project is responsive to the FOA Section III.D of FOA
 - Applicants have only submitted one Concept Paper and one Full Application, and
 - The Full Application meets any other eligibility requirements listed in Section III of the FOA.

Who's Eligible to Apply?

- Eligible applicants for this FOA include: Individuals, Domestic Entities, Foreign Entities*, Incorporated Consortia, Unincorporated Consortia
- For more detail, please see Section III.A of the FOA for eligibility requirements
- 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.
- FEDERALLY FUNDED RESEARCH AND DEVELOPMENT CENTERS AND GOVERNMENT OWNED, GOVERNMENT-OPERATED LABORATORIES are not eligible to apply for funding as a Prime Recipient but may receive funding as a subrecipient.

*If a foreign entity applies for funding as a Prime Recipient, it must designate in the Full Application a subsidiary or affiliate incorporated (or otherwise formed) under the laws of a State or territory of the United States to be the Prime Recipient.

Multiple Applications not Allowed

- Applicants may only submit one Concept Paper and one Full Application for consideration under this FOA
- If an applicant submits more than one Concept Paper or Full Application, EERE will only consider the last timely submission for evaluation
 - Any other submissions received listing the same applicant will be considered non-compliant and not eligible for further consideration
 - This limitation does not prohibit an applicant from collaborating on other applications (e.g., as a potential Subrecipient or partner) so long as the entity is only listed as the Prime Applicant on one Concept Paper and Full Application submitted under this FOA

Merit Review and Selection Process (Full Applications)

- The Merit Review process consists of multiple phases that each include an initial 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: Overall Program Strategy Merit and Innovation Weight: 40%

- Reasonableness, completeness and feasibility of the proposed approach to meet the objectives of the Funding Opportunity Announcement.
- Degree to which the proposed approach contains clear goals, metrics, tasks and methods, deliverables, schedule, and budget. Sufficiency of detail in the application to assess relevant data, calculations, and discussion of prior related work and analysis that supports the viability of the proposed work.
- Degree to which the applicant has correctly characterized the energy efficiency challenges or barriers faced by the market sector(s) targeted by this project and identifies how it will overcome these barriers.
- Discussion and demonstrated understanding of the key risk areas involved in the proposed work, and the quality of the mitigation strategies to address them.
- In the case of a proposal addressing more than one barrier or tool, the degree to which the proposal presents an integrated approach.
- Degree of program sustainability that will result from proposal.
- Extent to which proposal capitalizes on existing momentum in the market, policy or regulatory environment.

Technical Merit Review Criteria - Continued

Criterion 2: Potential Impact Weight: 30%

- Degree to which success in the selected program area(s) will significantly increase energy efficiency in the target market.
- The percent of market segment reached by the proposed policy/program.
- Degree to which the proposal identifies objectives and metrics identified in the FOA and demonstrates compelling impact.
- The potential impact of the project on overcoming commercial energy efficiency barriers
- Degree to which the applicant demonstrates that the proposed approach can be replicated in or expanded to other markets.

Technical Merit Review Criteria - Continued

Criterion 3: Team Capabilities and Resources Weight: 30%

- Appropriateness of the credentials, capabilities, and experience of the project team, key personnel and partners to execute project and further development and replication of the proposed solutions.
- 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 industry, government, key stakeholder groups and other relevant organizations.
- Reasonableness of budget and spend plan for proposed project and objectives.
- Degree of demonstrated commitment of the project team (for example, letters of commitment/support from local and state government officials, financial institutions, community colleges and/or universities, public utility commissions, energy service companies, program sponsors, non-profit organizations, and other critical stakeholders and participants.)

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 February 19, 2015 at 5:00 pm ET 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.

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 Selection Official may also consider the following program policy factors in making his/her selection decisions:

- The degree to which the proposed project, including proposed cost shares, optimizes the use of available EERE funding to achieve programmatic objectives;
- The level of industry involvement and demonstrated ability to accelerate adoption of energy efficiency solutions designed to overcome persistent market barriers
- Technical, market, organizational, and environmental risks associated with the project;
- Whether the proposed project is likely to lead to increased employment and manufacturing in the United States;
- Whether the proposed project will accelerate transformational energy efficiency advances in areas that industry by itself is not likely to undertake because of technical and financial uncertainty; and
- The degree to which the proposed project directly addresses EERE's statutory mission and strategic goals.
- Whether the proposed project will enhance, rather than duplicate or overlap with work currently underway;
- The opportunity to maximize deployment or replication based on the application of the solution or strategy.

Registration Requirements

- To apply to this FOA, Applicants must register with and submit application materials through EERE Exchange: <https://eere-Exchange.energy.gov>
- 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
DUNS Number	http://fedgov.dnb.com/webform
SAM	https://www.sam.gov
FedConnect	https://www.fedconnect.net
Grants.gov	http://www.grants.gov

Means of Submission

- Concept Papers, Full Applications, and Replies to Reviewer Comments must be submitted through EERE Exchange at <https://eere-Exchange.energy.gov>
- EERE will not review or consider applications submitted through other means
- The Users' Guide for Applying to the Department of Energy EERE Funding Opportunity Announcements can be found at <https://eere-Exchange.energy.gov/Manuals.aspx>

Key Submission Points

- Check entries in EERE 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 EERE 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 Exchange Confirmation page at each step, which contains the application's Control Number

Applicant Points-of-Contact

- Applicants must designate primary and backup points-of-contact in EERE 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 :
CB/FOA2015@ee.doe.gov
- All Q&As related to this FOA will be posted on EERE Exchange
 - You must select this specific FOA Number in order to view the Q&As
 - EERE will attempt to respond to a question within 3 business days, unless a similar Q&A has already been posted on the website
- Problems logging into EERE Exchange or uploading and submitting application documents with EERE Exchange?
Email EERE-ExchangeSupport@hq.doe.gov.
 - Include FOA name and number in subject line
- All questions asked during this presentation will be posted on EERE Exchange