

PON 2844 ETAC-CI Program – Large-Scale Demonstrations

Emerging Technologies & Accelerated Commercialization (ETAC-CI)
Pre-Proposal Webinar

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PON 2844 – Program Goals

- Increase market adoption of **buildings-related** commercially available yet under-used energy-saving and load-reduction strategies or technologies
 - commercial, institutional, and non-process-related industrial settings
- Focus on **large-scale** and **high-impact** demonstrations
- Identify and address barriers to broad market acceptance
- Replicable projects lead to expanded market share across New York
- Add to NYS toolbox of effective clean energy opportunities

PON 2844

- \$8.5 million in NYSERDA funding available
(Per-proposal funding requests expected to range between \$250,000 and \$2.5 million)
- Two rounds/due dates:
 - Round 1 proposals due by 5 pm September 22, 2014
 - Round 2 proposals due by 5 pm January 28, 2015
- Two categories:
 - Category A (Strategy Demonstrations)
 - Category B (Technology Demonstrations)
- All proposals must include **minimum 40% cost-share** by the proposing team (see Sec. IV, p.7)

Categories

- Category A (Strategy Demonstrations)
 - Analytical tools such as remote energy audits
 - Strategies to accelerate customer decision-making or streamline project development steps
 - Pilot programs (successfully implemented elsewhere)
 - Tools for energy practitioners
- Category B (Technology Demonstrations)
 - Products or technologies for energy efficiency/load management
 - Clean distributed energy resources such as energy storage

PON 2844 – Project Eligibility

- Strategies and technologies demonstrated must:
 - be commercially available
 - have a proven track record
 - have the potential to be widely adopted across a building sector or subsectors
 - have met all applicable code, health and safety standards
- Host sites must be located in New York State
- Excludes research and development activities, utility power quality issues or utility-grid-sited projects
- See Section III, pp.3-4 for list of ineligible project types

NYSERDA -Funded Performance Validation

- Performance validation includes measurement and verification (M&V)
- Goes beyond M&V of energy savings to look at other performance factors
- Uncovering barriers to and solutions for widespread market adoption
- NYSERDA Technical Consultant (TC) carries out performance validation
- Project validation proposal will inform the project validation plan developed by NYSERDA

Preparing Proposal

- Provide documents in proposal in the order outlined in the PON (see Section IV, pp. 6-8)
 - Helps NYSERDA in review of proposals
- Submit two paper copies and one complete copy on CD
 - Paper copies must have completed and signed Proposal Checklist attached (with original signature)
 - CD must include an electronic copy of the entire proposal (in Word/Excel and/or PDF format)
 - If statement of work and budget are provided in PDF format, CD must also include editable copies (Word/Excel) to assist with review and contract development for successful proposals
 - Attachment C is an Excel spreadsheet and should be included in this format with the electronic copy – paper copy requires signature
- NYSERDA can only review what you provide in your proposal; it is very important to provide all required information to describes your proposed project and your team's qualifications

Proposal Sections

- Proposal Checklist (signed)
- Attachment B - Disclosure of Prior Findings of Non-responsibility
- Executive Summary
- Strategy or Technology Identification
- Market Assessment, Path to Market Growth, and Replication Plan
- Strategy or Technology Demonstration Project Description, Scope of Work, and Schedule (see Attachment E for Sample SOW)

(cont' d)

Proposal Sections, cont' d.

- Demonstration Site Plan
- Project Validation Proposal
- Proposer Qualifications
- Outreach Plan
- Cost Proposal
- Attachment C - Proposal Cost & Savings Ratio
- Letters of Commitment (use Attachment D format)
- Other supporting materials

Evaluation Criteria

- Market Assessment and Replicability (20%)
 - Independent performance data
 - Strong potential to penetrate New York markets
- Energy and Other Benefits (20%)
- Demonstration Site Plan (20%)
 - Firm commitments from multiple sites and key project partners
- Responsiveness, Scope of Work/Project Validation Proposal (15%)
- Budget, Project Plan, and Schedule (15%)
- Proposer Qualifications (5%)
- Outreach Plan (5%)

Successful Proposals-Next Steps

- After due date, proposals will be evaluated by a panel of experts chosen by NYSERDA
- Awardees notified approximately 6-8 weeks after due date
- NYSERDA contracting process begins (time varies)
- Once contract is executed:
 - Technical Consultant will be assigned by NYSERDA
 - Performance Validation Plan (PVP) will be finalized
- After PVP is approved by NYSERDA , installation/implementation can begin

Thank you!

Questions?



Further Questions

Contact

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More information on ETAC-CI may be found at:

nyserda.ny.gov/etac-ci

More information on PON 2844:

<http://www.nyserda.ny.gov/Funding-Opportunities/Current-Funding-Opportunities/PON-2844-Emerging-Technologies-and-Accelerated-Commercialization-Commercial-Industrial-Program.aspx>