



REV Campus  
Challenge

# Energy to Lead Competition 2020

RFP 4188

Informational Webinar

November 4, 2019

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# Energy to Lead Competition 2020

**\$5 million available**

for colleges and universities in New York State:

**HIGH IMPACT, REPLICABLE**  
energy projects that drive  
**DEEP ENERGY SAVINGS**

- Win **\$500K–\$1.5 million** for your project
- **NO** System Benefits Charge (SBC) requirement  
– no utility constraints –



# Energy to Lead Competition 2020

## CLEAN ENERGY

- ✓ Energy efficiency
- ✓ Energy conservation
- ✓ Renewable energy

Net zero energy/carbon

Deep energy saving retrofits

Comprehensive energy efficiency measure implementation

Clean heating and cooling

Natural gas efficiency/conservation

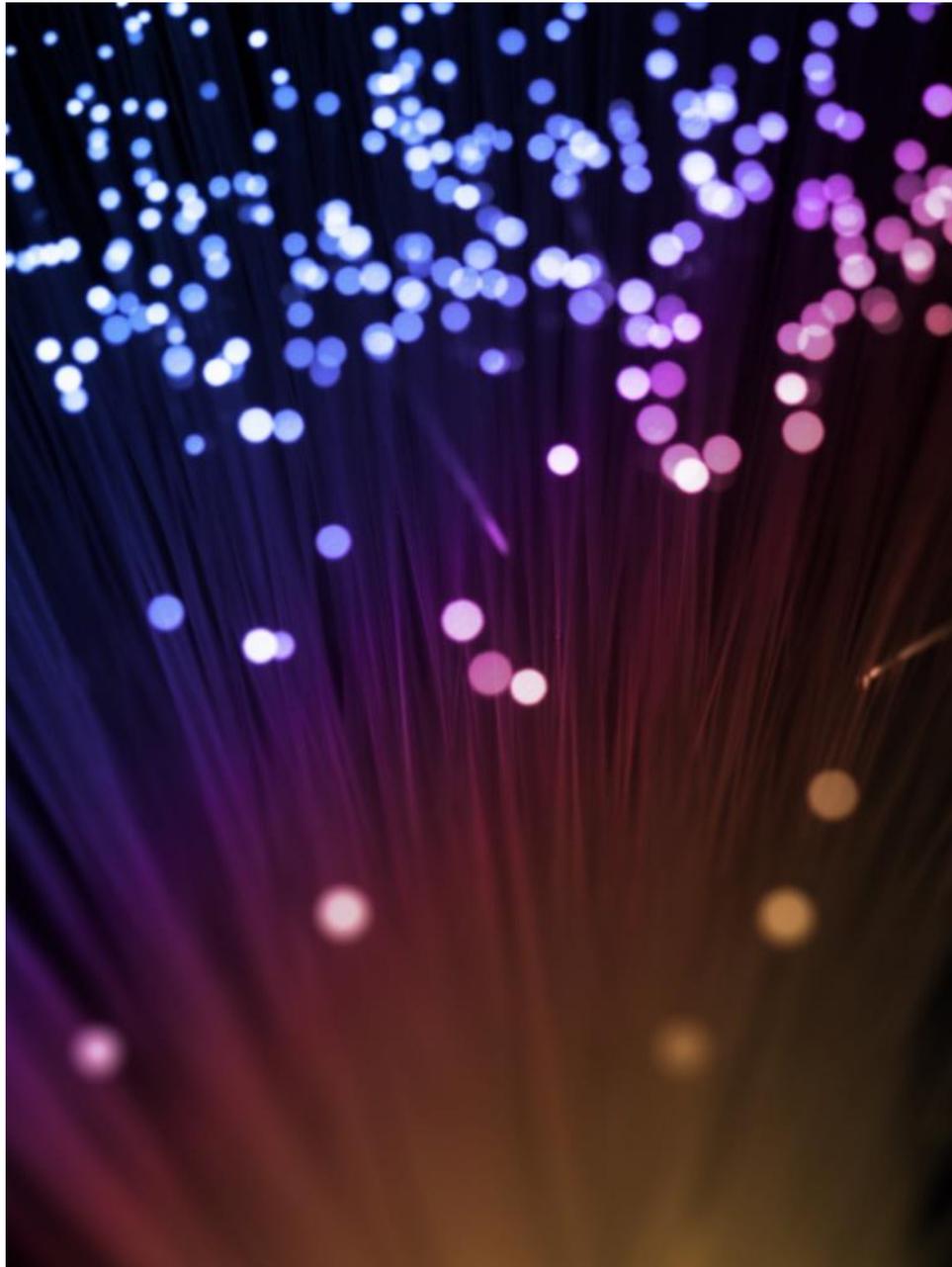
Primary fuel switch from natural gas

Combination of the above

**Any project that results in deep and impactful energy savings resulting in substantive carbon reduction**

# Program Requirements

(RFP Section II)



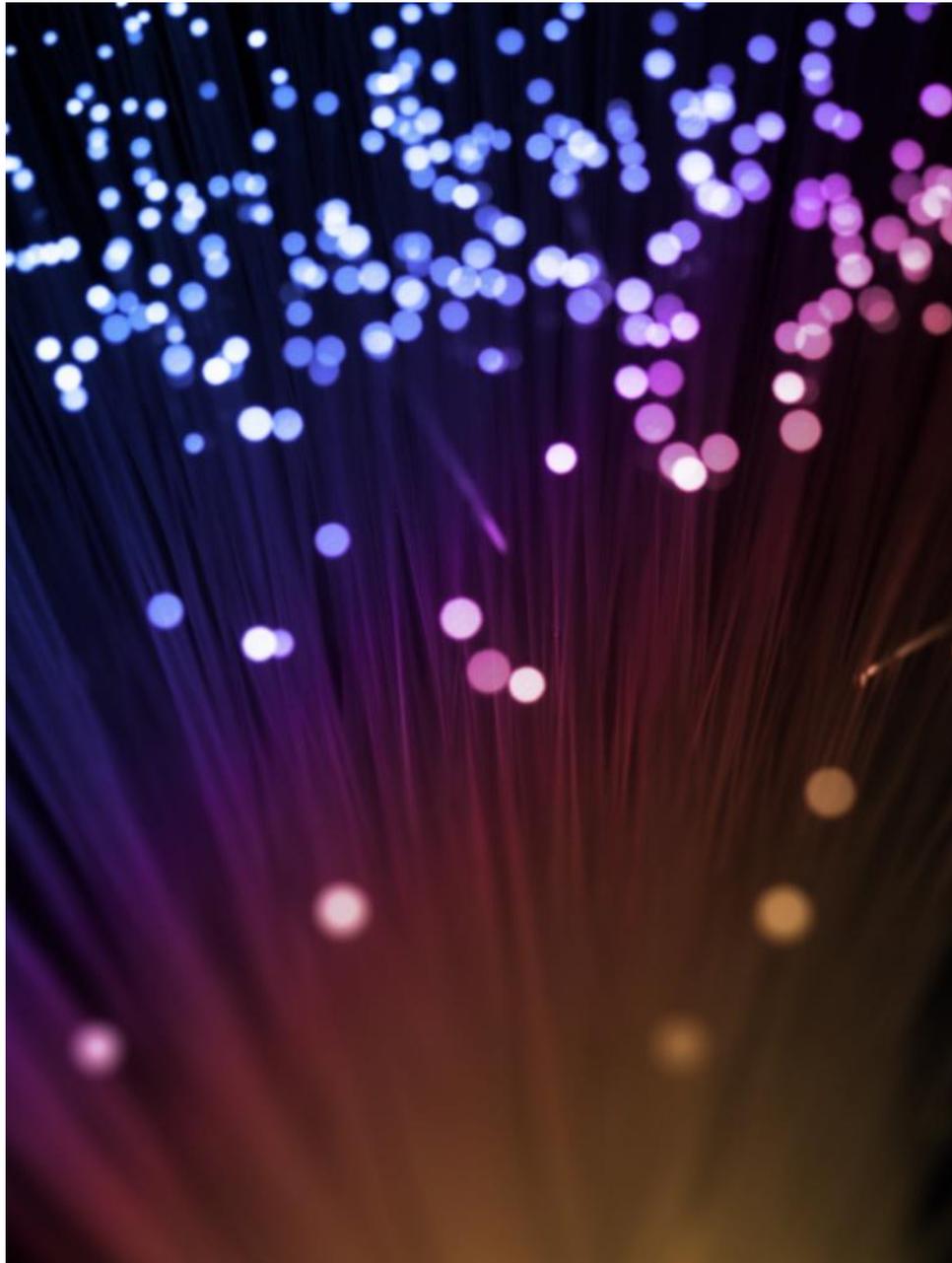
# Eligibility

## REV Campus Challenge Member Exclusive

- 120+ members
- Any two- or four-year higher education institution in New York State can join
- No fees, heavy reporting requirements, or hard commitments (e.g. 20x20)

Contact [REVCampusChallenge@nyserda.ny.gov](mailto:REVCampusChallenge@nyserda.ny.gov)

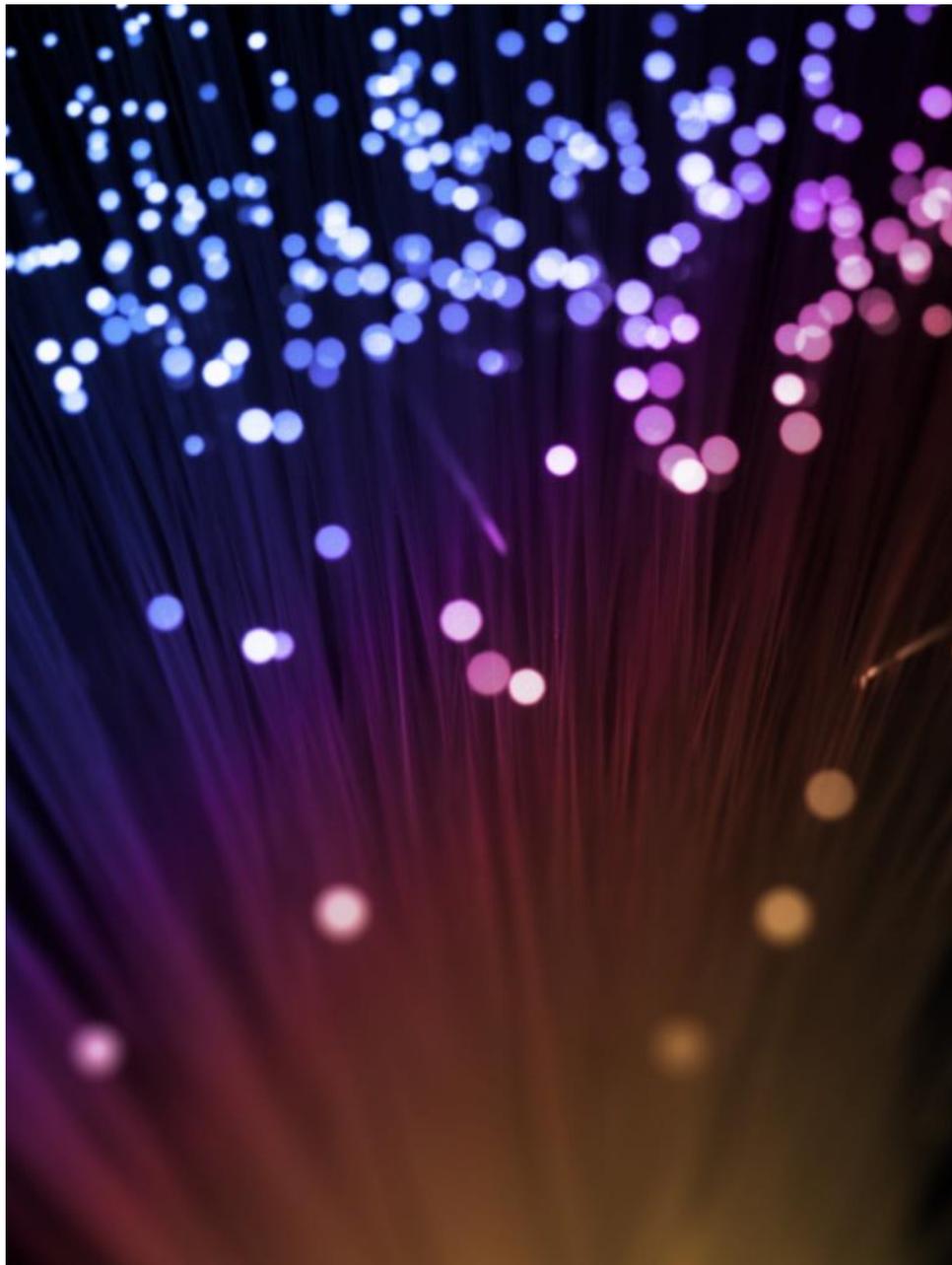
Visit [www.nyserda.ny.gov/REV-Campus-Challenge](http://www.nyserda.ny.gov/REV-Campus-Challenge)



## Proposal Teams

- May be combination of internal and external
- May be a group of institutions
- May include external, third-party consultants, service providers, or other entities
- May include students

Include **letters of support** demonstrating commitment.

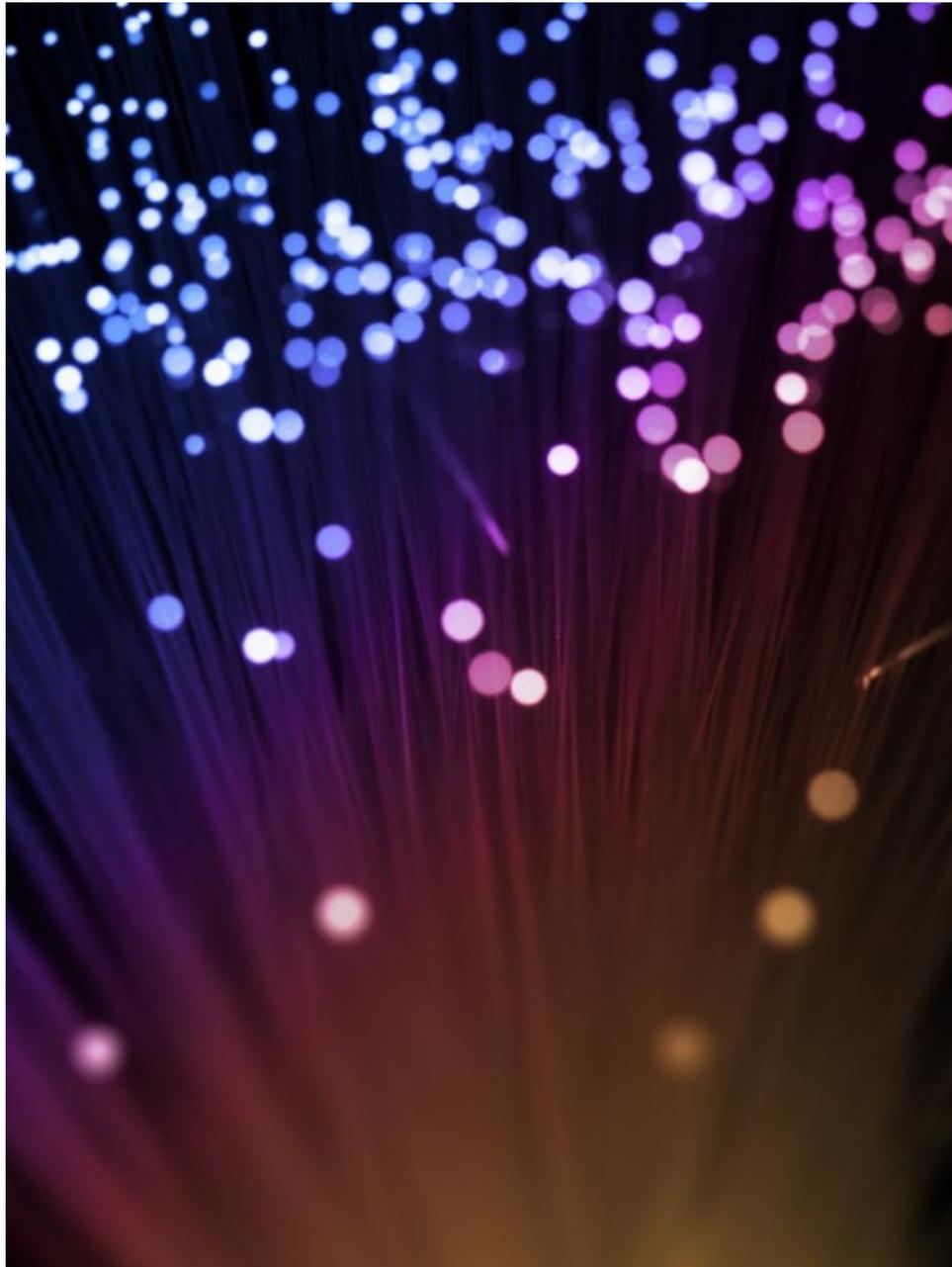


# Proposed Projects

## DEEP, REPLICABLE ENERGY SAVINGS

- Must include a clean energy investment on a NYS campus
- Must utilize commercially viable technology
- Can include one or more individual projects

**Any project that results in deep and impactful energy savings resulting in substantive carbon reduction**

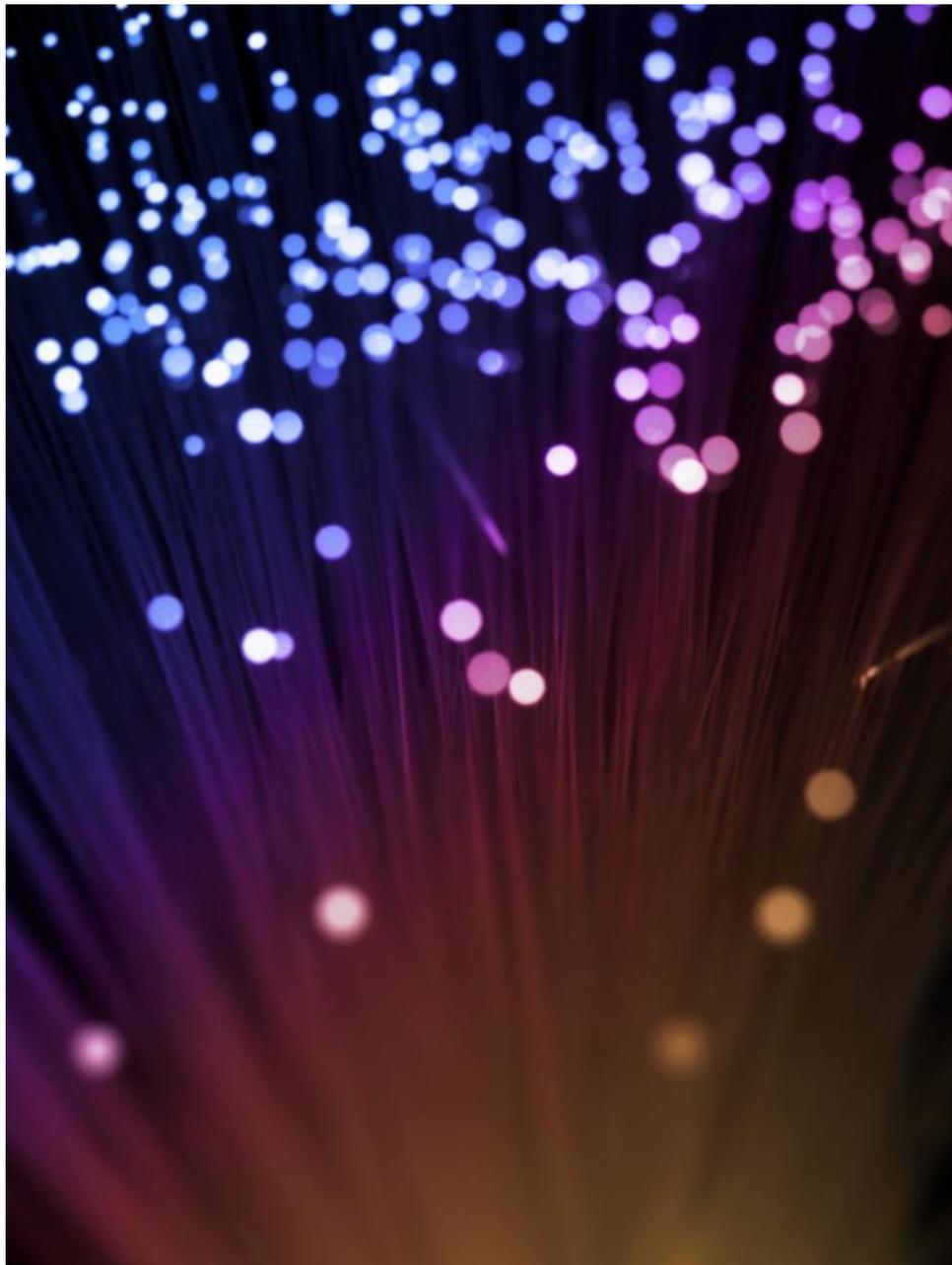


## Proposed Projects

**Additional points for projects within any DECLARED GAS MORATORIUM or gas constrained area and/or projects that REDUCE DEPENDENCE ON GAS SUPPLIES.**

- ✓ Location in moratorium or constrained area
- ✓ Demonstrate gas reduction in moratorium
- ✓ Gas reduction in new or existing buildings
- ✓ Eliminate gas use entirely
- ✓ Planning for move from gas (plus implementation)

**Any project that results in deep and impactful energy savings resulting in substantive carbon reduction**



# Proposed Projects

## Ineligible projects:

- Conversion to natural gas
- Full system replacement to new fossil fuel-based systems
- Measures with available utility incentives
- Previously installed projects/measures

# Proposal Requirements

(RFP Section III)



# Proposal Requirements

- ✓ **READ THE RFP.**  
Read it again...
- ✓ **COMPLETE ALL ATTACHMENTS.**  
And have someone else read it.
- ✓ **ASK QUESTIONS.**

[REVCampusChallenge@nyserda.ny.gov](mailto:REVCampusChallenge@nyserda.ny.gov)



# Proposal Requirements

## Proposals submitted through [online portal](#)

- **Create online account early**
  - Online required questions
- **Upload required documentation**
  - Statement of Work
  - Proposal Milestone Budget
  - Sample agreement (terms and conditions)



## Required

# Attachment A: Statement of Work Template

- **Respond to prompts**
  - Reduce unnecessary preparation
- **Adhere to structure and word count**
  - Streamline and simplify
- **Budget submitted separately**
  - Via Attachment B
- **Project Scope of Work**
  - Translates directly to contract



Required

## Attachment B: Proposal Milestone Budget

- **Payments prompted by deliverable**
  - Reduce administrative burden
  - Provides internal flexibility
- **Deliverables are tangible**
  - Demonstrate progress
- **EVERY TASK is VALUABLE!**
  - Every task has deliverable and payment



Optional

## Attachment C: Sample Agreement

**May submit requested edits to standard contractual terms and conditions.**

- Later requests may not be considered.

*Note:* majority of contracts use standard T&Cs

# Proposal Evaluation

(RFP Section IV)



# Proposal Evaluation

- **Eligibility check**
  - REV Campus Challenge member?
  - Direct, quantifiable energy savings?
- **Scoring Committee review, score, rank**
  - According to evaluation criteria
- **Email notification**
  - To portal point of contact



## Evaluation Criteria (in order of importance)

Most  
Important

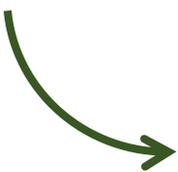


- **Project Impact and Benefits**
  - Clear, significant energy savings (table)
  - Clear, reasonable methodology
- **Project Replicability**
  - Potential for wide-scale replication
  - Well thought out performance indicators
  - Robust Impact Tracking Strategy (Attach. A)



## Evaluation Criteria (in order of importance)

- **Statement of Work**
  - Well-defined Tasks and Deliverables
  - Cover all activities needed to complete project
- **Fossil Fuel Reduction, Decarbonization**
  - See Section II: Program Requirements

- 
- ✓ Location in moratorium or constrained area
  - ✓ Demonstrate gas reduction in moratorium
  - ✓ Gas reduction in new or existing buildings
  - ✓ Eliminate gas use entirely
  - ✓ Planning for move from gas (plus implementation)



# Evaluation Criteria

(in order of importance)

- **Clarity of Budget**
  - Funding request / Energy savings = Competitive
  - **Every Deliverable is valuable!**
- **Team and Stakeholder Commitment**
  - Team meets needs of project
  - Letters of support
  - Student participation or engagement

# Reminders and FYIs



## Please Note...

- **Due date** = Thursday, February 20, 2020
- **Typo corrected**
  - Ineligible projects
  - Moratorium cut-off = due date
  - Attachment A = word doc
- **Feedback session**
  - Virtual only – January 2020



## Important Dates

### Informational webinar ([register here](#))

- **December 10, 2019**
- Same information covered
- Will update FAQs (if needed)

### Feedback sessions (optional)

- **January 2020**
- Registration available by December 2019

**PROPOSAL DUE DATE:  
FEBRUARY 20, 2020 (by 3pm!)**



## Open Q&A

### Energy to Lead 2020 [website](#)

- Description and links
- Informational webinar
- FAQs

### Energy to Lead 2020 [portal](#)

- RFP
- Required documentation
- Sign in to submit

### Additional questions?

[REVCampusChallenge@nyserda.ny.gov](mailto:REVCampusChallenge@nyserda.ny.gov)

# Does your school have what it takes to advance clean energy?

*Time to get started.*