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
Visit 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
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)
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
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)

- **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]
Does your school have what it takes to advance clean energy?

*Time to get started.*