

NextGen Buildings Innovation Challenge (PON 3519 Round 7) Proposal Workshop  
Webinar

August 22, 2023

Q & A Document

#	Question	Assigned To	Notes/Flags
1	How many applications are you expecting this September?		This varies from round to round. Typically, we see anywhere from 40-60. These numbers reflect the total across split across all challenge areas. No specific number is expected for this round though.
2	Is there a certain TRL/CRL benchmark that proposed technologies have to meet to qualify? For this stage, is it only TRL 4+?		There isn't a TRL level that would preclude someone from applying. However, if you have a commercial-ready product, then you are ineligible for this type of funding.
3	Is cost-share counted from the time the application is turned in or from the time the contract with NYSERDA is executed?		Cost-share is counted from the time the contract is executed.
4	Can we use a building type and size for our proposal, not a specific building?	Michael Genovese	You should have your target market in mind when formulating your proposal.
5	For team qualifications, we must list individual people, not firms, correct? Are partners also individuals or firms?		We are looking for the qualifications of the people performing the work.
6	Are you expecting a written legal Freedom to Operate Opinion?	Michael Genovese	As part of the proposal, no. This could be done as part of the project work for IP process. It is not relevant for all projects.
7	Is it possible to have an overlap at the end of feasibility with the	Robert Carver	No. There is a distinct cut off between stages.

	beginning of development stage?		
8	Are there any time limits for each stage?		No time limit for any given stage, but there is a three-year limit for the entire project.
9	Does NYSERDA provide support for first time applicants?	Robert Carver	We are only permitted to provide instructional support. We don't make teaming arrangements. Given our procurement guidelines we are limited in the assistance we can provide.
10	Could you offer guidance on how the TRL levels map to an innovation in business models (under Ground Source Heat Pump Cost Compression)?	Robert Carver	We cannot offer guidance on this.
11	Are there page limits or recommendations for Project Narrative A and SOW Attachment A1?	Michael Genovese	Proposal narrative is a form fillable document. The proposal narrative document has word limits for each question. We ask that you try to stay within those limits. Please do not include excessive appendices.
12	Do letters of support and funding commitments for future phases (say, development and demonstration for a concept in feasibility) need to be submitted as part of the proposal?		No, they are not required to be part of the proposal.
13	When will we receive a copy of this presentation as well as last week's presentation?		We don't have plans to send out copies of the presentation slides. Both recordings will be available on the website when we've completed processing.
14	When and where will the Q+A from this session and the last one be posted?		It will be on the PON 3519 web page. Webinar links will be replaced with these recordings and Q&A documents.
15	What's the expected award amount for each project?		None. The total amount of funding available per project is limited by

			the proposers ability to provide cost share.
16	Are there geographic business registration or program execution requirements (do you have to be NY based)?	Robert Carver	Proposers are not required to be in NY state. In the demonstration phase the demonstration site has to pay into the system benefit charge in order for NYSERDA to support it.
17	1.Please confirm if applicants provide the building? 2. Is the 3rd party M&V budget subject to the same cost-share rules (e.g. participants have to absorb a part of the M&V cost)?		NYSERDA does not identify project sites for demonstration. Not necessarily. Cost share numbers must meet the appropriate breakdown on the total. Individual line items do not.
18	Demonstration of smart buildings may require heat pump, storage, and building management capabilities. Can the recoupment obligation be split amongst the different elements for a collaborative project?		Recoupment obligations are for the product development phase only.
19	Regarding project cost share, are Federal guidelines regarding allowable project costs applicable? Or does NYSERDA have its own rules regarding allowable costs and cost share calculations?		Do not assume our requirements are the same as the federal guidelines. Go to the budget document for questions. Allowable cost share includes: Materials you have on hand, consultants you might hire, etc.
20	How many awards are expected?		No expectation.
21	What is the usual time between award and contract executed?		Dependent upon many factors. On average 26-28 weeks.
22	Is there a minimum amount of cost share? An ideal range?		See summary document. Feasibility stage (TRL 1-3) 20/80. Development (TRL 4-7) 50/50 Demonstration (TRL 8-9) 40/60. Numbers are displayed as Proposer/NYSERDA.

23	Are recoupment payments based on top line revenue or a degree of cash flow (gross margin, ebitda, etc.)?		Based on revenue.
24	Can you please clarify the initial and follow-on funding which is available for each subtopic?		No specific amount of funding for each subtopic, except for intelligent buildings. Follow-on funding: What is needed to take it to the next stage.
25	Does the 3-year schedule need to include all proposed project phases? Or can each phase be up to 3 years?		Three-year limit is for all stages.
26	Can other NYSERDA programs be used as cost share?		Look at program rules for other programs. In the past it has been not permitted.
27	Is the \$350k limit on the Feasibility stage the total including proposers cost share or just the NYSERDA funded portion?		Just the NYSERDA portion.
28	We have a patented PCM based technology for temp control in an enclosure. We want to integrate to HVAC system. Is it a valid project for this PON?		Please send that question to the designated contact for thermal storage. (Michael Genovese)
29	Also, can a technology already being commercialized be eligible for the program (demonstration stage)?		It's possible. Our intent with demonstrations is it should be the first in the state of NY.
30	If entering only in the Demonstration stage, is a New York based site owner for testing required to be identified already, or can implementation be done in New York State owned buildings?		In all cases demonstrations have to take place in NYS buildings.

31	I may have misheard this, but Is the award date 26 weeks from Sept. 27?		No, the 26 weeks is the average contract negotiation stage. We expect awards to be announced before the end of this year.
32	How about using DOE or NREL money for cost sharing?		Any non-NYSERDA dollars are usually fine. We don't want to pay for the same thing twice, needs to be complimentary.
33	To clarify, do we have to identify a site before applying?		Not required that you have a host site when you submit your application.
34	Can some of the cost sharing on the demonstration stage be payment from the host site for services? Or is it expected that the host site is free for the customer?		Host site can be included as cost share.
35	What is the technical background of the panel of judges?		We include individuals from NYSERDA who's expertise would be relevant to the challenge area. We also include external SMEs but cannot give specific details.
36	Can we see the poll results from today?		<p>Q1: Is this your first time submitting a proposal to NYSERDA?</p> <p>Yes: 40% No: 11% No Answer: 49%</p> <p>Q2: Which challenge area do you intend to submit a proposal for?</p> <p>Building Envelope Systems &amp; Components: 15% GSHP Cost Compression: 12% Intelligent Buildings: 32% Thermal Storage: 4% No Answer: 38%</p> <p>Q3: At which stage do you intend to propose?</p>

			<div>Feasibility: 25%</div> <div>Development: 29%</div> <div>Demonstration: 23%</div> <div>No Answer: 23%</div>
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