

Solar Market Pathways

Funding Opportunity Announcement (FOA) Number: DE-FOA-0001071

Webinar Script 6/17/2014

Title Slide (Slide 0): Solar Market Pathways:

During this webinar we will provide a brief overview of this funding opportunity and review process. Please bear in mind that the content included in the webinar is only intended to summarize the contents of the funding opportunity announcement (FOA).

Slide 1: Therefore, please note that any content within this presentation that appears discrepant from the FOA language is superseded by the language in the FOA. All Applicants are strongly encouraged to carefully read the funding opportunity guidelines and adhere to them. Neither the U.S. Department of Energy (DOE) nor the employees associated with DOE working on this presentation shall be held liable for errors committed by Applicants based on potentially incorrect or inaccurate information presented herein.

Slide 2—Agenda: Here is the agenda for this presentation. To start things off, I will present a brief background on the SunShot Initiative.

We will follow with a discussion of the motivation, intent, and goals of this FOA, and discuss the specific areas of interest for this funding opportunity. Again, Applicants should read the funding announcement for more information on the objectives of this funding announcement.

I will then briefly go over the Full Application and review process.

Finally, we will then close the webinar by reviewing how you can submit questions regarding this webinar or the funding opportunity language.

NOTE: While we will not provide a “live” Question and Answer period during this webinar, as the webinar is occurring, please type your questions into the comment box. These questions, as well as questions sent to SolarMarketPathways@go.doe.gov will be posted on a Frequently Asked Questions page on EERE Exchange.

Slide 3—Background for Solar Market Pathways: The SunShot Initiative is a collaborative national effort and the re-branded name of the Solar Energy Technologies Office within the Department of Energy’s Office of Energy Efficiency and Renewable Energy (EERE for short). One key area of focus within SunShot is to help states, tribes, and local communities lower the soft costs of solar, such as access to capital, supply-chain costs, and connecting to the grid, in order to help make solar affordable and accessible for all Americans. The figure in this slide demonstrates the total solar soft costs for Commercial-scale solar, starting in 2010, and the amount of reductions necessary in each area to achieve the SunShot goal by 2020.

Slide 4—Intent of Solar Market Pathways: I will now go over the intent and goals of this FOA. The intent of the Solar Market Pathways FOA is to enable the enduring growth of solar options in the United States and expand access to solar electricity to all U.S. homes, farms, communities, businesses, and state, local, and tribal governments, while ensuring a reliable, affordable, and clean electrical grid. It is also intended to provide resources and technical assistance to support community-driven stakeholder processes in regional, state, tribal, and local jurisdictions to develop multi-year solar deployment plans. And finally, this FOA will designate a National Coordinator to help connect teams and disseminate information.

Slide 5—Goals of Solar Market Pathways: The goals of this FOA are to support replicable state, tribal, and local efforts to create the economic environment that will enable the cost-effective deployment of solar technologies. In addition, this FOA should help develop and strengthen community partnerships through inclusive stakeholder processes that will consider multi-year strategies on how to simultaneously address the challenges and opportunities of increasing solar (and related technologies) on the electrical grid. Finally, the desired outcome of the stakeholder processes is an agreed-upon solar deployment plan and/or programs, delivered to the appropriate decision makers, that would establish a clear path for approximately the next five to ten years of solar deployment in the applicant’s jurisdiction.

Again, please look through the FOA for more information on the objectives of this funding opportunity, in particular Section I.

Slide 6—Award Overview: To accomplish the goals of this funding opportunity, EERE SunShot has made \$15 million dollars of funding available and anticipates making approximately 10 to 15 awards for this funding opportunity. The number of awards and amount of awarded funding will reflect the scope and complexity of the proposed plan in the awards selected for negotiation and the availability of funds. The funding agreements will take the form of Cooperative Agreements. Cooperative agreements assume substantial involvement from DOE. More information on this can be found in Section II.B.1 of the funding opportunity. Awards can be for up to three years and have a required cost share of 20%.

Slide 7—Examples of Topics: To provide clarity for Applicants, listed here are some examples of Topics of Interest, and Not of Interest, in this FOA. Please see Sections I.A,B,C, and D for complete descriptions.

Slide 8—Eligible Applicants: In addition, listed here is a list of Eligible Applicants, but please see Section III.A in the FOA for full details.

Slide 10—Mandatory Concept Papers: Concept Papers are mandatory to submit a Full Application. Concept Papers were due May 28 at 5:00 pm Eastern Time. You are eligible to submit a Full Application if you submitted a Concept Paper by the deadline AND received either an “Encourage” or “Discourage” decision through EERE Exchange. An Applicant who receives a “discouraged” notification may still submit a Full Application. EERE will review *all* compliant and responsive Full Applications. However, by discouraging the submission of a Full Application, EERE intends to convey its lack of programmatic interest in the proposed project in an effort to save the Applicant the time

and expense of preparing an application that is unlikely to be selected for award negotiations. You are NOT eligible to submit a Full Application if you did not submit a Concept Paper by the deadline OR your Concept Paper was deemed “non-compliant” or “non-responsive”.

Slide 11—Full Application Review Process: Full Applications are due on July 11 at 5 p.m. Eastern Time. We strongly encourage you to submit all application documents 1-2 days prior to their deadlines to avoid and/or resolve any issues you may have with EERE Exchange. If you have difficulties, EERE Exchange support can be contacted by email at EERE-ExchangeSupport@hq.doe.gov as described in Section IV.A.1 “Additional Information on EERE Exchange” of the FOA.

Per the diagram on this slide and similar to the Concept Paper review phase, Full Applications will be deemed compliant or non-compliant, covered in greater detail on the next slide and in Section III.C and Section IV.D of the FOA. Non-compliant Full Applications will not be reviewed. Compliant Full Applications will be reviewed by at least 3 expert reviewers. The reviewers that are used for Full Applications may differ from those used for the Concept Papers. The Applicant will then have a short period of time to prepare a Reply to Reviewer Comments. The replies are then considered along with the applications when making selections during the External Reviewers Meeting.

A subset of Applicants may then be selected for pre-selection clarification meetings. Selection for clarification does not mean that the Applicant has been selected for an award and is for the purposes of clarifying the application. Applicants may only receive a couple days’ notice before such clarifications, which can take the form of written responses to questions, video or conference calls with DOE representatives and/or merit reviewers, in person-meetings, or presentations. Following all of this, selections for awards are made.

Slide 12—Compliance of Full Application and Reply to Reviewers Comments: Full Applications are deemed compliant if the Applicant submitted a compliant and responsive Concept Paper, the Full Application complies with the content and form requirements in section IV.D of the FOA, and the Applicant successfully uploaded all required documents and clicked the “Submit” button in EERE Exchange by the deadline stated in the FOA. Replies to Reviewer Comments are deemed compliant if the Reply complies with the content and form requirements in section IV.F of the FOA and the Applicant successfully uploaded all required documents to EERE Exchange by the deadline stated in the FOA.

Slide 13—Components of Full Application: When constructing a full application, please ensure that all the submitted materials adhere to the formatting criteria and page lengths stated in the FOA. Do not submit applications that are in excess of the stated page limits.

Triple check your entries in Exchange and make sure that you click the submit button.

Also, when using the EERE Exchange system, please note that if you make any changes to your application after it has been submitted, the application becomes un-submitted in Exchange. You would then need to ensure that you resubmit your Full Application again *before 5p.m. Eastern Time on July 11th* by clicking the submit button again. These are just a subset of items to triple-check to ensure that your full application is compliant with this FOA—as noted in this flow diagram, non-compliant full applications will not be reviewed. Please see Section III.C and Section IV.D for full details.

Slide 14—Full Application Merit Review Criteria: If a Full Application is deemed compliant, the Full Application will be reviewed according to specific review criteria that are listed in Section V.A.2. of the FOA. Applicants are strongly encouraged to consider these criteria when constructing a Full Application because they will be used by the reviewers when evaluating submitted Full Applications. Once the Full Application review is complete, the Applicants will be provided the reviewer comments and will receive 3 business days to submit a Reply to Reviewer Comments.

Slide 15—Agenda Timeline: Now we will give you a brief rundown of the expected timeline for this FOA over the next few months.

Slide 16—Timeline: As described here, the Solar Market Pathways FOA was announced on April 17. The mandatory Concept Papers were due on May 28 at 5:00 p.m. Eastern Time, and the Full Applications are due July 11. Selection Notifications are expected to occur in September 2014, and the Award Negotiations are expected to occur in September/October 2014.

Slide 17—Full Applications Due: Again, the Full Applications are due on July 11, 2014 by 5 p.m. Eastern Time in EERE Exchange.

Slide 17—Questions (final slide): Thank you for listening to this informational webinar on the Solar Market Pathways FOA, and for submitting your questions during this webinar. We will post responses on the Frequently Asked Questions page for this FOA on EERE Exchange. Going forward, any questions about this FOA need to be sent to SolarMarketPathways@go.doe.gov so that they can be answered in a fair manner and posted online. Please send all questions to this email address and EERE will attempt to answer questions within 3 business days. Answers will be posted in FAQ section for this funding announcement in EERE exchange on the links noted here.

The slides for this webinar will be posted in EERE Exchange shortly in the section for this FOA.

Thank you.