



U.S. DEPARTMENT OF  
**ENERGY**

Energy Efficiency &  
Renewable Energy



## Financial Assistance Funding Opportunity Announcement

FOA: DE-FOA-0000829

## Better Buildings – Commercial Energy Efficiency Solutions

March 12, 2003

**None of the information presented here is legally binding. The content included in this presentation is intended only to summarize the contents of funding opportunity DE-FOA-0000829. Any content within this presentation that appears discrepant from the FOA language is superseded by the FOA language. All Applicants are strongly encouraged to carefully read the FOA guidelines and adhere to them. Neither the U.S. Department of Energy (DOE) nor the Federal 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.**

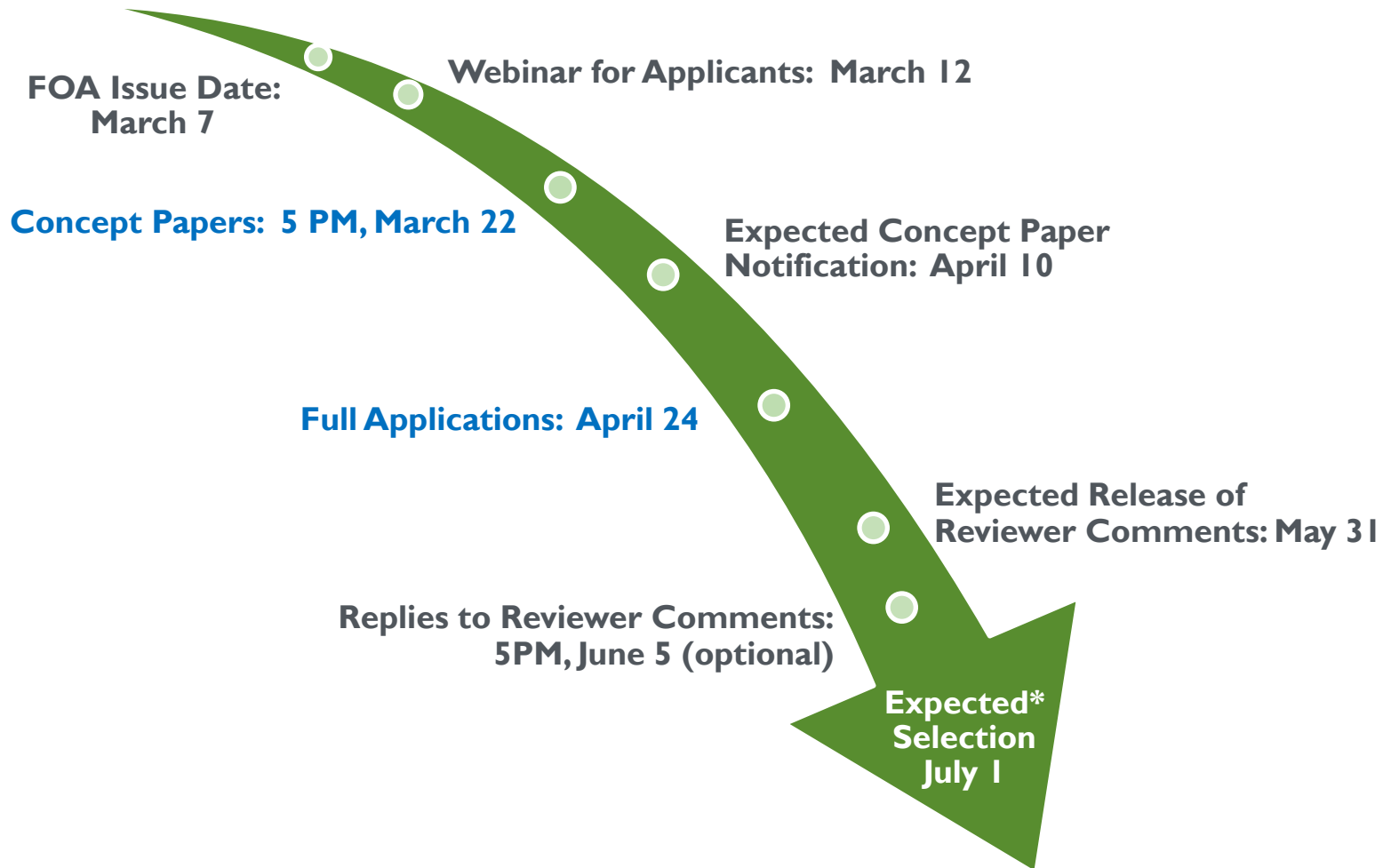
# What is a Funding Opportunity Announcement?

1. Contains instructions for potential applicants;
2. Provides the objectives of the funding opportunity;
3. Outlines directions for successfully submitting the application:
  - Eligibility,
  - Required documents,
  - Technical objectives,
  - Review Criteria and scoring; and
4. Includes conditions associated with federal funding.

# First Steps

- Register--
  1. EERE Exchange: <https://eere-Exchange.energy.gov>;
    1. All documents must be submitted through EERE Exchange
    2. Forms and templates are available through this website.
  2. Grants.gov for Amendments to the FOA;
  3. System for Award Management to receive an organizational account and SAM MPIN: <https://www.sam.gov>;
  4. FedConnect: <https://www.fedconnect.net>.
- All prime and subcontractors should have a:
  - DUNS number, <http://fedgov.dnb.com/webform>, and
  - SAM registration, <https://www.sam.gov>.

# Schedule



\*Questions to: [BetterBuildings.CEES@go.doe.gov](mailto:BetterBuildings.CEES@go.doe.gov)

# Funding Opportunity

## Summary

- \$12 million, 6-12 awards, \$2M max/award;
- Cooperative Agreement with substantial involvement between EERE and Recipient;
- 12 month budget period with performance-based continuation each year for up to 3 years;
- 50% cost share;
- Confirmation that project worksites are not historic properties or within historic districts.

## Multi-Faceted Teams and Multi-Faceted Approach

- Research- building science, technologies, methods, systems, strategies;
- Demonstration- field/industry orientation, existing relationships and/or projects;
- Market Deployment- interact and deploy to the small commercial building market at scale.

# Objectives



# Barriers and the Market

Identify the target market;

Address key barriers such as high transaction costs, information gaps, financial hurdles, and organizational inertia;

Demonstrate the solution in at least one target sub-market; and

Cultivate a plan to take the solution to market to national scale.






# Energy Performance

- New Construction or Substantial Retrofit:
  - demonstrated performance through the verification of design
  - and subsequent measurement of actual consumption at a level that
  - meets or exceeds Architecture 2030 50% Challenge Targets (kBtu/sq. ft./yr.)
- Existing Buildings:
  - demonstrate at least 20% decrease versus baseline energy consumption at scale across the U.S.

*Energy performance metrics that can be measured, validated and are quantitative.*

# Criteria for Review

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- Concept Paper/Pre-Application
    - Review Criteria
      - *Potential Reduction in Building Energy Use, Cost and GHG Emissions (40%)*
      - *Viability and Quality of the Proposed Plan (30%)*
      - *Qualifications of Applicants (30%)*
    - DOE will provide feedback to encourage or discourage further submissions.
  - Full Application
    - Review Criteria
      - *Potential Reduction in Building Energy Use, Cost and GHG emissions (30%)*
      - *Quality of the Proposed Project Plan (30%)*
      - *Capability and Resources of the Applicant/Project Team (40%)*
    - EERE may opt for pre-selection presentations from certain applicants. The Selection Official may consider the merit review recommendation, budget evaluation, program policy factors, and the amount of funds available.
  - Award Selection

# Required Concept Submittals

Project Description

Summary of Technical  
Qualifications and  
Resources

Business Plan

Summary Slide

Metrics Table

# Required Full Application Submittals

Title Page/Abstract for Public Release

Technical Volume

Technical Qualifications and Resources

Statement of Project Objectives (SOPO)

Summary Slide

SF-424

Budget Justification

Subrecipient Budget Justification

Budget and Authorization for FFRDC  
Contractor (if applicable)

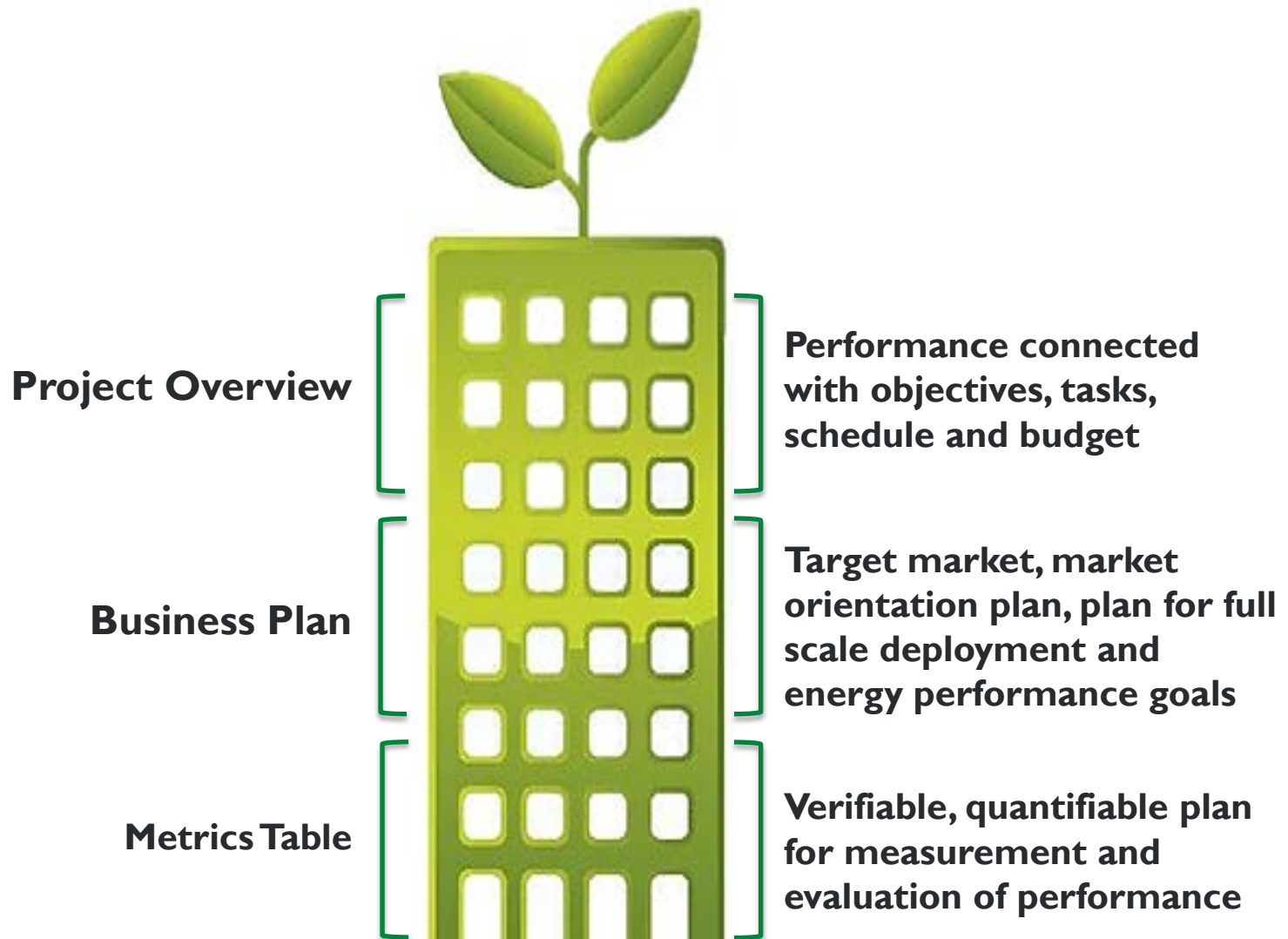
SF-424A Budget Form

Letters of Commitment (Cost Share)

Site and Historic District Confirmation

Waiver Requests (if applicable)

# Technical Volume



# Metrics Table

**EXAMPLE METRICS TABLE** (dates, numbers, metrics and performance criteria should be specific to the project)

Commercial Building Energy, Inc.: Jane Smith – [Jsmith@email.com](mailto:Jsmith@email.com) , (555)123-4567

Metric	Date	Metric Title  Description: Specific, Measurable, Quantitative  <i>Metrics should be those which best reflect the performance of the proposed solution and include energy savings</i>	Verification Process & Additional Notes  Method or methodology for verification of metrics
	Performance Period		
	%total DOE funding		
D0	11/1/2013	<b>Baseline Performance</b>	Technical
	1	Technical	1. Benchmark score, rating, etc.
	20%	1. Benchmarked energy 2. Buildings audited 3. Monitors installed  Business 1. # of audit leads: ≥50 2. # of retrofit leads: 10 3. Community survey	2. Spreadsheet with building information 3. Building and energy performance data sent to DOE  Business 1. Audit calculations & cost-benefit analysis 2. Letters of interest 3. Survey results, jobs created, projects completed
D1	02/1/2014	<b>Neighborhood Energy Kick-off</b>	Technical
	4	Deploy neighborhood outreach program	1. Benchmark score, rating, etc.
	30%	Technical 1. Assist owner in getting data to benchmark 1 2. Mine audit data for rebate match-up  Business 1. use new customer approach to sell retrofits 2. develop new financing scheme	2. Spreadsheet with cost analysis and potential savings if retrofits are implemented with rebate  Business 1. Letters of stakeholder interest in retrofits 2. Jobs created and energy savings potential using financing mechanism

# Summary Slide

Title

Institution/Company & Principle Investigator

Total Project Cost: \$

Cost Share: \$

Control Number

DOE Funding: \$

Duration: mo

Month	Metrics Summary

Additional Information

Impact
(Size 14 Font) <ul style="list-style-type: none"><li>Targeted market sector</li><li>How does the solution meet energy savings goals?</li><li>Describe the plan and timeframe for deployment scale-up/commercialization</li></ul>

## Team Strengths and Description of Solution

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- Deployment partner experience & qualifications
- Research partner experience & qualifications
- Describe the proposal, market barriers and the plan for overcoming barriers and deploying , demonstrating or researching the solution

# Key Points

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We recommend that you-

- Triple check your entries in EERE Exchange
  - Submissions could be deemed non-compliant due to an incorrect entry
- Make sure you hit the submit button
  - Any changes made after you hit submit will unsubmit your application and you will need to hit the submit button again
- Follow formatting criteria and page lengths stated in the FOA
- Use the provided tables to help construct a compliant application
- Submit 48 hours before the due date



# Cost Share

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1. Must be eligible under the award conditions;
2. Verifiable from the recipient's records;
3. Not included as contributions for any other federally-assisted project or program;
4. Necessary and reasonable for proper and efficient accomplishment of project or program objectives; and
5. Allowable under the cost principles applicable to the type of entity incurring the cost.

**See Appendix B**

# Award Negotiation

- The schedule for negotiations includes a rapid turn around time and frequent interactions (every other day at times).

*Failure to meet rapid turn around times may result in termination of award negotiations.*

- Submit a list of sites for Environmental Review and documentation that they are not historic properties.
- DOE will conduct an assessment of financial and project management capabilities.
- Identify all subrecipients with DUNS, budget/contract amount, scope or work and performance goals.
- Ensure that cost-share requirements are eligible.

# Financial Assistance Award Document

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- Assistance Agreement Form
- Special Terms and Conditions
- Intellectual Property Provisions
- Statement of Project Objectives (SOPO)
- Reporting Checklist and Instructions
- Budget Information
- National Policy Assurances
- Applicable program regulations
- Approved Application
- DOE financial assistance regulations

# Logistics

## Data Produced Under the Award

- Unlimited rights to the Government in technical data produced under Government financial assistance awards, including the right to distribute to the public.
- One exception to the foregoing is that invention disclosures may be protected from public disclosure for a reasonable time in order to allow for filing a patent application.

## Annual Compliance Audits

- Prime Recipient
- \$500,000 or more in federal funds over the fiscal year
- Annual compliance audit by an independent auditor

- Submit Questions to [BetterBuildings.CEES@go.doe.gov](mailto:BetterBuildings.CEES@go.doe.gov)
- Answers posted at <https://EERE-Exchange.energy.gov>, DE-FOA-0000829