

1. Are pre-revenue start-ups disqualified from the program?

Answer: No, they are not disqualified.

2. Our IP is a novel device (ie product) and approach to widespread electric vehicle charging infrastructure. It is unclear to me whether this qualifies in part B Eligible Topic Areas. Can you verify whether such a proposal would qualify as a Technology Demonstration Program Eligible Topic Area under either part v “Energy storage, conversion, and conditioning equipment” or part ix. “Other renewable energy technology”?

Answer: EV charging equipment could be eligible as part of a project that meets requirements of the RFP.

3. The outline document makes a number of references to “educational” goals and components. My initial understanding is that this is a reference to underlying information, and deliverables within the proposal necessary to educate the selection committee insofar as the viability of my proposal itself. If I’m wrong can you provide a fuller description of this requirement?

Answer: The educational component of Scope A is not a hard requirement. If a proposal contains an educational component, then it should be described in the submission.

4. What do you mean by engineering adaptation? Can we submit a proposal about an engineering efficiency machine or component that exists and is out in the market, but isn't part of the mainstream? This question is in regard to engineering adaptation.

Answer: Yes, consistent with the overall requirements of the RFP.

5. Is there an expected number of awards to be offered for Scope B (R&D Program)?

Answer: No, there is not an expected number of awards to be offered.

6. For a multi-vendor project, do project costs qualify for total project costs across all partners, or does only the total cost of the prime contractor and subcontractor charges to prime count as project costs?

Answer: All qualifying project costs can count.

7. We have a fuel cell bus that we want to convert to an electric bus. Can we count this bus as a match towards the technology program? Usually equipment is defined as physical resources meant for general purpose use. The project we are proposing will be to reconfigure a fuel cell bus into a battery electric bus which will be the sole product of the demonstration. 75% of the required components for this project were purchased through federal funds. In our opinion, these components should not be classified as equipment, rather they represent available physical resources (just like in kind resources such as time spent, etc.) that we will contribute to the project. The desired outcome is to produce a battery electric bus; so we would be cost sharing by providing 75% of the total project

cost with existing materials and components. If we were to build an electric bus from scratch, we would have to provide all 100% of the total cost. Instead, we are asking for only 25% of the total cost. So can we count those materials and components as cost share?

Answer: Only costs incurred after the start of the project are eligible.

8. Can software licensing be included in project budget, including licensing of sub-contractor proprietary software?

Answer: Software can be included if it is specific to the project, such as system control software. General use software is not eligible.

9. The RFP says clearly only 1 proposal per vendor. For example, can different PI's in the same department or company or university submit proposals?

Answer: Addendum #4 addresses this question: "A university department, college, program, academic research group, or a principal investigator can be designated as the primary vendor for a proposal. A primary vendor may submit one proposal for Scope A and one for Scope B."

10. Will applicants be required to have their share of the costs in hand at the time of application or could it be contingent on a federal award which results of which would not be known at the time of application or DNREC award? That is, could one get an award for DNREC contingent on securing cost share? And when must that cost share need to be in hand by?

Answer: Proposals can be presented as being contingent on future funding decisions. Also, it should be noted that additional (semiannual) RFPs can be expected.

11. Can subcontractors and consultants be located outside the state of Delaware?

Answer: Yes.

12. Can R&D projects be social science oriented if they have the potential to improve the adoption/deployment of a technology?

Answer: The Department will accept proposals that would use social science to focus on promoting renewable energy and energy efficiency.

13. Are venture partners required to be Delaware businesses, or registered businesses in the state of Delaware?

Answer: The prime contractor must be a Delaware entity.

14. Are there examples of past winners?

Answer: No, this RFP has not been issued in the last ten years.

15. There is a part in the RFP that talks about federal contributions. Are we supposed to have federal contributions?

Answer: The RFP does not specify a federal contribution, only that there be a cost share.

16. The RFP offers hand delivery as an option for the final proposal package... can you elucidate on whether that is really an option?

Answer: Please see Addendum #3. All proposals should be emailed directly to Brett.Swan@delaware.gov and should not be mailed or hand delivered.

17. Can work on this project begin prior to award?

Answer: No, a project cannot begin prior to the award.

1. Is battery storage available to receive a grant?

Answer: Yes, battery storage is an eligible technology. See Section II. 1. B.

2. Is there a time of performance for the award? That is, could someone say delay start of the award until early 2021 while one waits on a federal decision?

Answer: There is no required start date.

3. Section II.2.d.v, paragraph 1, page 5. What is the required number and timing of decisions points? Are these same as go/no-go points? Is one decision point at the end of each year sufficient for multi-year contracts?

Answer: There is no requirement for a number or frequency of decision points.

4. Section IV.B.24, paragraph 1, page 14. Are business references required for academic research groups? Typically, research is done at universities under a principle investigator, who is not a business.

Answer: References from those who have a professional relationship with the Principal Investigator, or the program would serve the same purpose.

5. Section IV.B.13, paragraph 1, page 11. Are venture partners required to be Delaware businesses, or registered businesses in the state of Delaware?

Answer: The prime contractor must be a Delaware entity.

6. Section III-A-1, paragraph 3, page 6. Does University of Delaware need to provide this or just any sub-award vendors?

Answer: The RFP states, "Provide Delaware license(s) and/or certification(s) necessary to perform services as identified in the scope of work." An academic institution may provide any licenses needed to perform its work as a research or an academic institution.

7. Understanding that the Supporting documentation is effectively going to have a fixed length (it is what it is), is there a size preference (or restriction) for the proposal in the main or the final entire package?

Answer: No, there is no fixed length or size preference for the proposal package.

8. As a pre-revenue startup we do not an existing insurance policy, however we understand that an insurance policy will be necessary for the pilot demonstration program, Can we demonstrate that we have selected an insurance carrier and provide a quote along with an agreement to insure at the listed levels upon project instantiation?

Answer: A proposal can be submitted without an existing insurance policy. However, such insurance would be required for the project to enter into a contract and for funding to start.

9. For each proposal, is there a limit on the length of the proposal/each section?

Answer: No, there is not a limit on proposal length.

10. Is salary considered an expense on the grant?

Answer: Salaries for staff time directly devoted to the project can be considered an expense.

11. Is there a decision on how many applications from UD would be awarded?

Answer: Addendum #4 addresses this question: “A university department, college, program, academic research group, or a principal investigator can be designated as the primary vendor for a proposal. A primary vendor may submit one proposal for Scope A and one for Scope B.”

12. Q3. II.2.a.iv. p. 4. Is work undertaken by non-Delaware subcontractors and consultants to a Delaware entity and who have their place of business in another state considered project work in Delaware?

Answer: Work conducted by a subcontractor from out of state in support of a project located in Delaware is acceptable.

13. Q4. II.2.a.iv. p. 4 and II.2.d.vi.1, p. 5. If the answer to the question above is no, can the Delaware “project” then be considered that portion of a larger project that is conducted in Delaware. For example, if total project costs were \$1.5M, and the portion conducted in Delaware by a Delaware entity were \$1M, could we use the \$1M as cost share?

Answer: Refer to the answer to Question #12.

14. Q6.II.2.b.i, p. 4. By the words “adaptation,” which can mean to accommodate, conform or reconcile, and “development,” which can mean evolution, expansion, growth and progress, is it your intent to include social scientific analyses and random control experiments to understand which characteristics of individuals, norms and contexts might lead to adoption and diffusion of renewable energy technology and which policies or nudges (approaches that steer individuals in that direction while at the same time maintaining their freedom of choice)?

Answer: The Department will accept proposals that would use social science to focus on promoting renewable energy and energy efficiency.

15. A, a. vi. “hourly billing” UD does not bill time on hours but on fractional position over months of work (e.g. 1/2 over 6 months). UD validates this effort level on an annual or semi-annual basis. Can time be submitted according to UD policy and allowed UD accounting?

Answer: Yes.

16. A, c. contract can provide up to 25% of the cost of a project. Can part of that 75% be demonstrated by non-binding letter from expected funder?

Answer: Yes.

17. 1.A.d.i.1 “educational goals must be included”. Education of public, or of students (e.g. at UD)?

Answer: If a proposal includes an education component, either education of the public or of students can meet this provision.

18. v. project is carried out and installed in Delaware. In writing the proposal, is it a positive, negative, or neutral to mention that there is also a regional market for sales outside Delaware?

Answer: Demonstration of market potential inside or outside of Delaware would be consistent with the purpose of the program.

19. c.ii “Grants made under the Technology Demonstration Program shall not exceed 25% of all expenditures from the Green Energy Fund on an annual basis.” What is that annual expenditure?

Answer: Subject to availability of funds, the projected annual budget for the Technology Demonstration program is roughly \$640,000.

20. III.A.1 Some work will be done by electrical contractors, to be competitively bid. Therefore, the specific contractors for such trade work will not be identified at time of proposal. Business license can be provided at time of acceptance of bid. Is that satisfactory?

Answer: Yes.

21. 4. “The term of the contract between the successful bidder and the State shall be for 1 to 3 years with 2 optional extensions for a period of one (1) year for each extension. So, original term of award can be 3 years, correct?”

Answer: Yes.