

U.S. DEPARTMENT OF
ENERGY

Office of
**ENERGY EFFICIENCY &
RENEWABLE ENERGY**

The Competitive Edge

Achieving SEP Competitive Success

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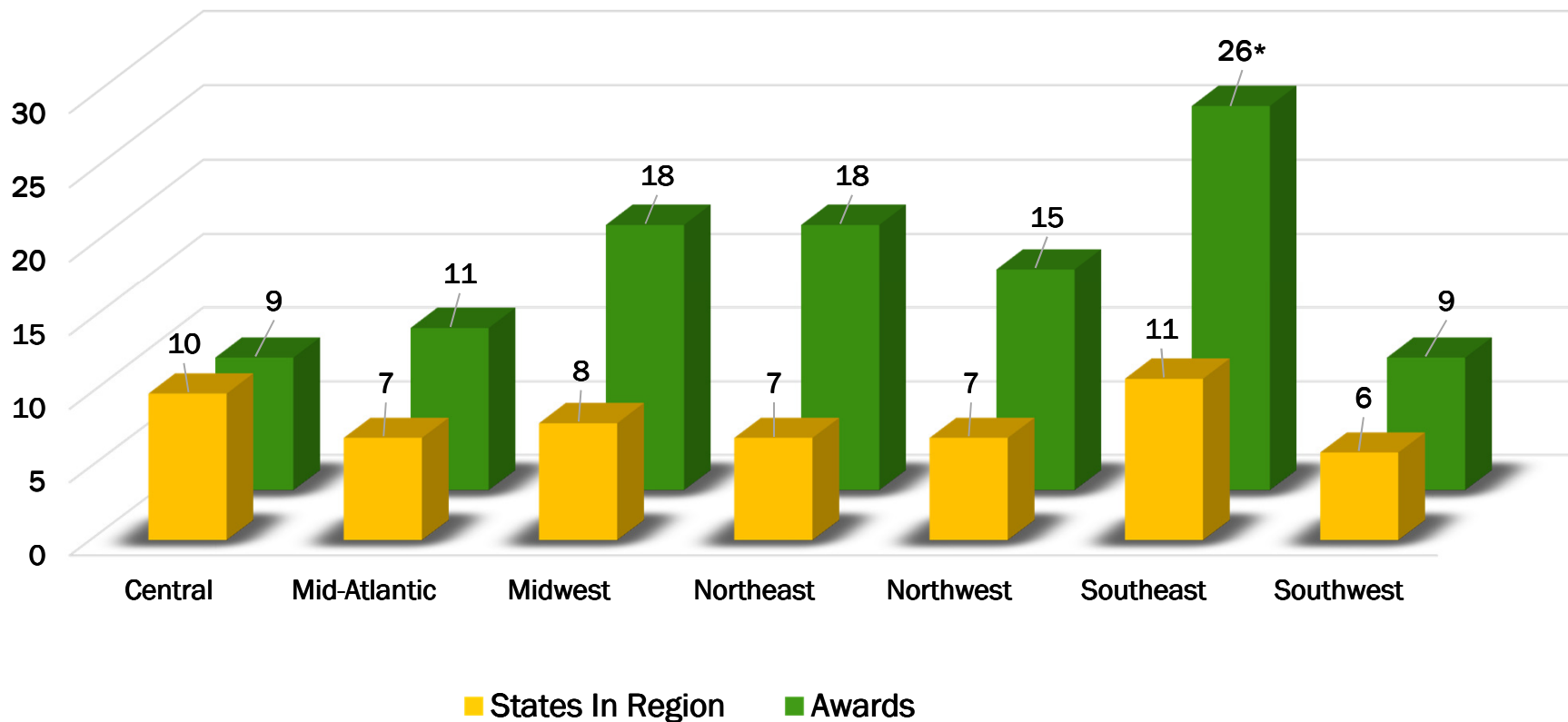
October 4, 2017



What is the SEP Competitive Program?

- **SEP Competitive Awards are cooperative agreements under which DOE and states work together to achieve success.**
- **Award Topics in FY16**
 - State Energy Planning
 - Opportunities for Innovative EE and RE Programs
 - Working with Utilities
 - Financing Mechanisms
 - Benchmarking and Disclosure
 - Standardizing EM&V
 - Partnering with Local Governments
 - Technical Assistance to Advance SEP Formula Grant Activities

SEP Competitive Awards by NASEO Region 2010-2016



Competitive Award Selections

The screenshot shows the Energy.gov website navigation and content. The top navigation bar includes 'ENERGY.GOV', 'Energy.gov Offices', 'National Labs', and a search bar. Below this is the 'Office of ENERGY EFFICIENCY & RENEWABLE ENERGY' with links for 'About Us' and 'Initiatives'. A secondary navigation bar lists 'SERVICES', 'EFFICIENCY', 'RENEWABLES', and 'TRANSPORTATION'. The main content area is titled 'WEATHERIZATION AND INTERGOVERNMENTAL PROGRAMS OFFICE' and features a large green banner with the text 'State Energy Program Competitive Award Selections (2012-2016)'. Below the banner, the page content includes a breadcrumb trail 'Home » State Energy Program Competitive Award Selections (2012-2016)', an introductory paragraph about the State Energy Program (SEP), a section for 'State Energy Program 2016 Competitive Award Selections', and a table for 'Area of Interest 1: State Energy Planning'.

Home » State Energy Program Competitive Award Selections (2012-2016)

Each year the State Energy Program (SEP) selects a number of states for competitive funds to advance innovative approaches for local clean energy development that will reduce energy bills for American families and businesses, protect the environment by reducing carbon emissions, and increase our nation's energy security. Below is information on competitive awards from 2012-2016.

State Energy Program 2016 Competitive Award Selections

The State Energy Program (SEP) awarded \$5 million to 16 states to advance innovative approaches for local clean energy development that will reduce energy bills for American families and businesses, protect the environment by reducing carbon emissions, and increase our nation's energy security.

Area of Interest 1: State Energy Planning

RECIPIENT	KEY PARTNERS	DOE INVESTMENT	PROJECT DESCRIPTION
HAWAII DEPARTMENT	The University of Hawaii at Manoa's Laboratory for Advanced Visualization &		Hawaii will use existing high resolution imagery and large-scale simulation data as a visualization tool that will help stakeholders understand the policy choices needed to move to a 100% renewable energy (RE) system. Data visualization tools are high-speed networks of high performance computers that connect data sets to provide clarity to complex problems. The project will create a platform to produce and make informed decisions around a coordinated

- <https://energy.gov/eere/wipo/state-energy-program-competitive-award-selections-2012-2016>

Supporting Resources

Expertise of DOE EE/RE Offices

Technical Advisors on-hand to help: EE Front Office; Buildings and Technology Office; U.S. Environmental Protection Agency; Advanced Manufacturing Office



Cohort Collaboration

Project Officers and the Partnerships & Technical Assistance (P&TA) staff bring together cohorts of States with similar goals and barriers to enable information sharing and collaboration

Providing Technical Assistance (TA)

DOE offers webinars, workshops, peer exchanges, and other TA to address specific needs of States



Success by the Numbers

- 667 Energy Audits, 25M+ ft² audited*
- 364 buildings, 27M+ ft² retrofitted*
- 40 renewable energy systems installed*
- 35 policies developed*
- 41,000+ people trained through workshops, educational sessions*

- 6 Implementation Models published (see slide 9)
- 6 Road Maps published (see slide 8)

* State-reported data in PAGE

Formula vs Competitive: Key Differences

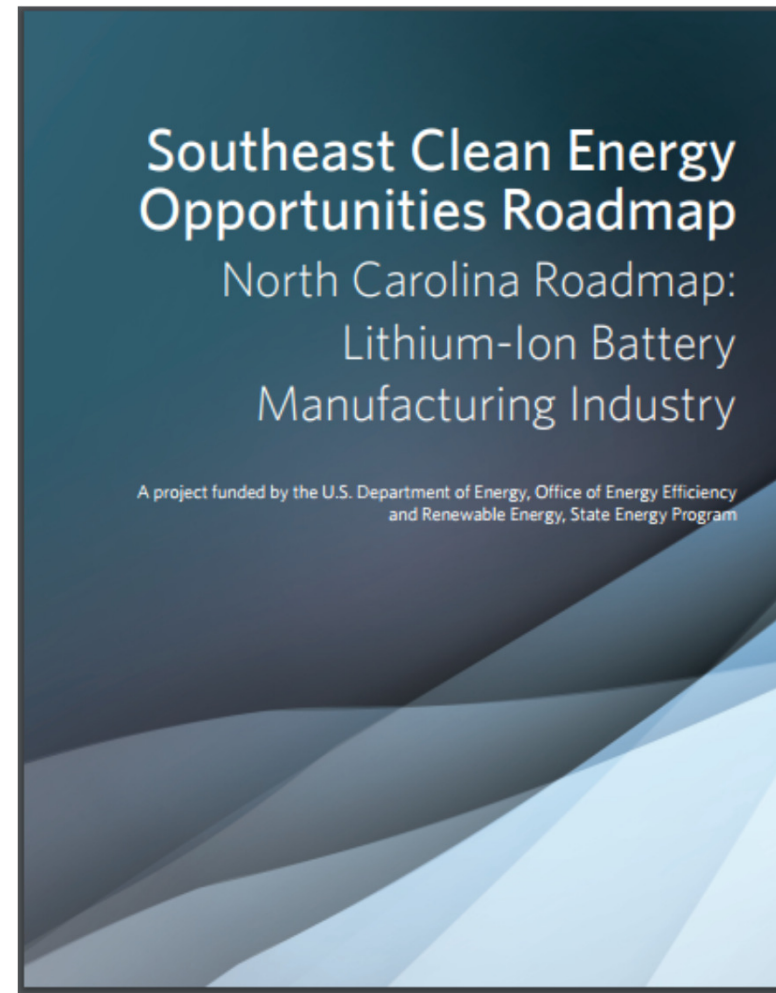
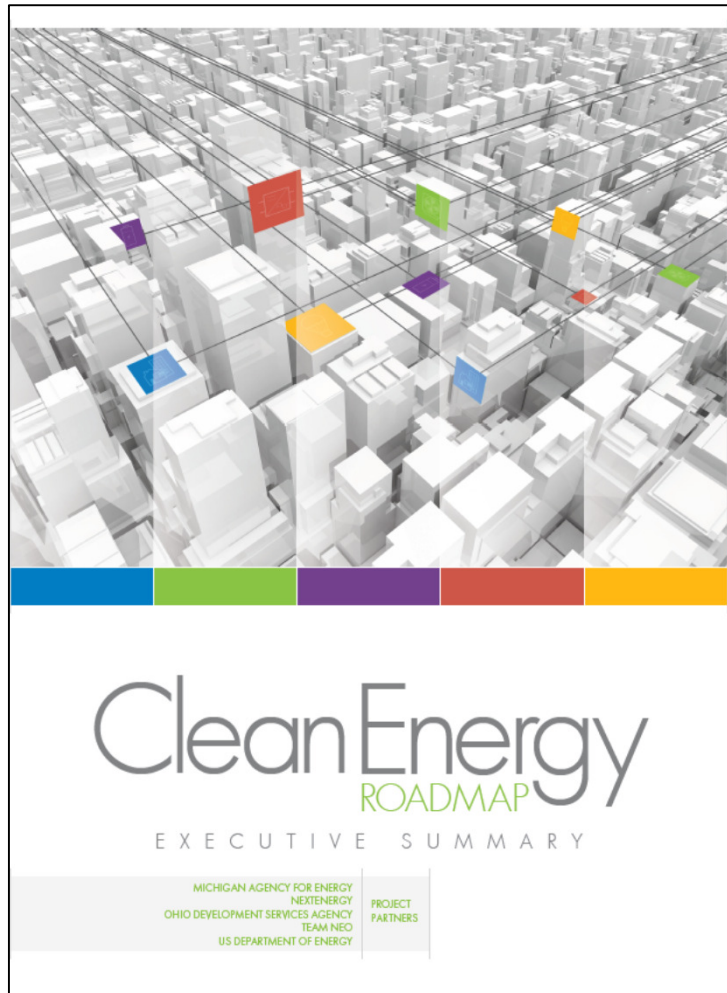
	Formula	Competitive
Funding Instrument	Grant	Cooperative agreement
Solicitation Type	Administrative and Legal Requirements Document (ALRD)	Funding Opportunity Announcement (FOA)
Scoping Document	Annual File	Statement of Project Objectives (SOPO)
Award Period	1 year	2-3 years
Deliverables	Annual Summary	Final Report, Roadmap/ Solution Summary Executive Summary

What does managing a competitive award entail?

- Active management and monitoring of the project team
- Participation on biweekly calls with DOE
- Participation in TA calls, cohort calls, in-person meetings
- Quarterly reporting in PAGE
- Specific deliverables: final report, roadmap, solution summary, executive summary



Roadmaps



SEP Competitive Team



Kelsie Bell



Virginia Castro



Greg Dierkers



Pete Gingrass



Brandi Martin



Charles Satterfield



David St. Jean

Typical Schedule

- **December:** Notice of intent for FOA is published
- **January:** FOA released, Grant writing workshop held
- **March:** Proposals due
- **August:** Awards Announced
- **September – December:** Award Negotiations
- **January:** Period of Performance begins
- **February:** Kick-off meeting at NASEO mid-winter meeting

How to Craft a Successful Application

Successful Applications	Unsuccessful Applications
Clearly address each merit review criterion	Not addressing a merit review criterion
Justify potential impact by including methodology, assumptions	Estimated impact are unreasonable or cannot be justified
Propose a rational set of tasks	Budgets incongruous with proposed activities
Have been proofread	Include avoidable errors (e.g. typos)

What if you don't have \$\$ for Cost Match?

- May not be required (FY16 Technical Assistance to Advance SEP Formula Grant Clean Energy Activities)
- Cost Match can be in-kind and come from a third party:
 - personnel costs,
 - indirect costs,
 - facilities and administrative costs,
 - rental value of buildings or equipment,
 - value of a service or other resource



Questions?
