

Clean Energy States Alliance (CESA) Expression of Interest (EOI)

For the Implementation of Innovative Energy Storage Pilot Projects

Issue Date: June 1, 2021

Response Deadline: July 15, 2021

**Issued by:
Clean Energy States Alliance**



Table of Contents

1.	Introduction.....	3
1.1.	Background	3
1.2.	EOI Purpose	4
1.3.	General Guidelines	4
1.4.	EOI Schedule	5
2.	Response Requirements	5
2.1	Concept Information Form and Concept Paper	5
2.2	Professional Background and Experience	5
2.3	Summary of Requirements.....	5
3.	Submittal Instructions	6
2.4	EOI Questions, Response, and Submittal Instructions	6
2.5	Review Approach	6
4.	Concept Paper information Form	7

1. Introduction

Overview

The Clean Energy States Alliance (CESA), along with its various partners, is issuing this expression of interest (EOI) to identify potential energy storage (ES) deployment project concepts that will use ES in new and innovative applications. The purpose is to identify innovative and replicable uses of ES that can be developed to support expansion of ES cost-competitive use cases.

CESA, along with its partners, will review **concept paper** submissions to this EOI with the possibility that Respondents with project concepts of interest may be asked to submit a detailed proposal. Projects selected for consideration may be eligible for technical and/or financial support. Financial support, if offered, will require a minimum of a 50% cost share by the Respondent and Respondent's project partners (more specific cost share requirements will depend on multiple variables).

While not limited to specific types of innovative ES projects, this EOI is especially interested in project concepts designed to accomplish one or more of the following:

1. Provide resiliency and reliability to rural electric grids
2. Advance social equity¹
3. Support installation of electric vehicle fast charging stations

Notes:

- A. It is highly desirable to include renewable energy resource component(s) in the proposed project concepts.
- B. Utilization of innovative electrical energy storage technologies is advantageous.
 - 1) Systems should be at Technical Readiness Level (TRL) 7 or above. TRL definitions can be found at <https://techlinkcenter.org/news/technology-readiness-level-dod/>
- C. Size of energy storage system should be a minimum of 500 kW 2 hour. This is subject to change based upon the application.
- D. Partnership with a state energy office is desirable.

Respondents should feel free to submit more than one project concept. Each project concept should be submitted separately.

1.1. Background

CESA is a national, member-supported nonprofit that works with its members and various partners to develop and implement effective clean energy policies and programs. CESA's members—primarily state energy agencies representing 18 states and the District of Columbia—include many

¹ Social equity, in this instance, refers to projects designed to serve low-income, disadvantaged, underserved and/or overburdened communities

of the nation's most innovative, successful, and influential implementers of clean energy policies. Together, CESA, its members and partner organizations perform an essential role in moving the nation from fossil-fueled electricity generation to affordable clean energy. CESA facilitates the expansion of state clean energy policies, programs, and innovation, with an emphasis on renewable energy, energy storage, energy equity, and resiliency.

Through the issuance of this EOI, CESA and its various partners intend to gather information about potential energy storage deployment project concepts. Expressions of interest received through this EOI will be considered for potential future partnership efforts toward energy storage project development and deployment.

DISCLAIMER: This EOI is NOT a solicitation by CESA and should not be considered as such.

1.2. EOI Purpose

The purpose of this EOI is to gather information to assist CESA and its partners in evaluating innovative ES project concepts that they may wish to support. Support can either be technical, financial or both. Responses to this EOI will not be used for prequalification of EOI bidders, or for any purposes other than those expressly stated in this EOI. This EOI may result in a request for a detailed proposal.

1.3. General Guidelines

CESA reserves the right to make changes to this EOI, at any time, by issuance of one or more addenda or amendments and to distribute additional clarifying or supporting information relating thereto. Any such addenda, amendments, and/or information shall be posted on the CESA website, at <https://www.cesa.org/projects/energy-storage-policy-for-states>. CESA may ask any or all Respondents to elaborate or clarify specific points or portions of their submission. Clarification may take the form of written responses to questions or phone calls or on-line meetings for the purpose of discussing the EOI, the responses thereto, or both. It is solely the responsibility of each Respondent to ensure that all pertinent and required information is included in its submission. CESA reserves the right to determine at its sole discretion whether a submission is complete or eligible for consideration.

Any information the Respondent provides to CESA that Respondent deems to be confidential under the Freedom of Information Law ("FOIL") should be clearly marked as confidential in the response. By responding to this EOI, Respondents are deemed to agree to keep confidential all information that is directly or indirectly provided by CESA to a Respondent in connection with this EOI, provided that the foregoing confidentiality obligation shall not apply to any information that CESA has previously made generally available to the public or information that must be disclosed pursuant to law. Subject to the foregoing, CESA reserves the right, in its sole discretion and without liability, to utilize any or all of the submissions, responses and materials received in connection with this EOI, in CESA's planning efforts and otherwise.

1.4. EOI Schedule

Activity	Date
EOI Issuance	June 1, 2021
Last day to submit Clarifying Questions	June 15, 2021
Target CESA Response to Questions	July 1, 2021
EOI Response Submission Deadline	July 15, 2021

2. Response Requirements

The sub-sections below outline the requirements for responses to the EOI. Responses to this EOI should conform to the sections and format outlined below and be no more than four (4) pages in total, single-sided. If necessary, additional information may be included in other attachments.

2.1 Concept Information Form and Concept Paper

Fill out **project concept information form** requested in Section 4 and attach a brief **concept paper** (narrative). The two-page narrative should describe the proposed project including, insofar as these details are known, the following: energy storage type and capacity, type and capacity of other system components such as generators, intended applications, anticipated project partners, anticipated timeline, anticipated costs. Approximate values and estimates may be provided, and unknowns may be indicated as “TBD.” The narrative should also describe how the project meets one or more of the project types listed above, if applicable.

Together, the project concept information form and concept paper narrative with Team experience summary should be no longer than four pages.

2.2 Professional Background and Experience

In addition to the concept paper, respondents are encouraged to provide, as an attachment, the following Information: a detailed list of energy storage projects and related energy projects that the respondent and partners have developed and implemented, including the year they achieved operational readiness (OR) (or if they have not achieved OR, the estimated OR), the location, the technology type, the MW size, and the application(s). Indicate your role in the project and funding sources.

2.3 Summary of Requirements

Please include the following in your submission:

1. Concept Paper Information form (1 page)
2. Concept Paper Narrative (1-2 pages)
3. Company/Team Experience with Energy Storage or Related Energy Technologies (1 page)

3. Submittal Instructions

Respondents are requested to prepare the EOI response in accordance with the instructions outlined below, with the response focused on meeting the requirements and format set forth in Section 2 above. All responses to this EOI must be submitted via the email address provided in Section 3.1 below.

2.4 EOI Questions, Response, and Submittal Instructions

Clarifying Questions and Responses with supporting attachments are to be submitted in an email to: energystorageproject@cleanegroup.org.

Please format the email subject line as “CESA Innovative Energy Storage EOI”

Where possible, attachments should be in Microsoft Word format. If necessary, alternative standard formats such as searchable pdf or Microsoft Excel may be used. CESA will not be responsible for late, lost, illegible or misdirected submissions. Review of responses submitted to this EOI will be coordinated through CESA, its partners and consultants, as appropriate.

Any questions or needed clarifications concerning this EOI should be sent by email to energystorageproject@cleanegroup.org. The deadline to submit clarifying questions via email is 5:00 PM Eastern time on June 15, 2021. Questions emailed by this date will be addressed publicly, in written format. Emailed questions received after this date may not receive a response. CESA will not respond to any questions received in-person, by mail, by fax, or by phone.

CESA may, at its option, contact Respondents with additional questions or information requests. Additional action by CESA related to this EOI is solely at CESA’s option, and as such, CESA has no obligation whatsoever to address questions, comments, or information requests related to this EOI after receipt of Respondents responses.

2.5 Review Approach

Respondents should note that while CESA intends to review and carefully consider the information in the responses received, there is no guarantee that any project concept will be implemented. CESA has issued this EOI for information gathering purposes only. **This EOI is not a formal solicitation.**

In addition to the Notes listed in the overview section, important review considerations include but are not limited to:

- a. Likelihood that project would serve the needs of the nation
- b. Experience of Respondent and partners
- c. Degree to which project is innovative

4. Concept Paper information Form

Please use the following form to submit with concept papers. Each Response should be submitted separately. A single Respondent may submit any number of Responses.

CESA Energy Storage Concept Information Form

Respondent company / organization:

Respondent contact information (email, phone):

Project Concept Title:

Project Location:

Project Team / partners (if relevant):

Problem Statement and / or Project Benefit:

Project status: Is this project already in a design phase or a concept with verified merit?

Project Short Description/Scope (include details as necessary in the narrative):

- What energy storage technologies are proposed? Is the technology in commercial use with multiple vendors?
- What application is proposed?
- How does the proposed application fit one or more of the three preferred project types described in the Introduction?
- Project economics, if known (funding sources, project revenues and cost savings)
- Ability to install and maintain a remote data acquisition and monitoring system

Estimated schedule (proposed start date, completion date, and interim milestones if known):

Risks/Barriers/Challenges to Project Completion:

Additional information of relevance: