

RFP Questions

1. **What is the geographic location of the project?**

A: Wyoming, but the specific location is up to the awardee.

2. **Can we partner with the Wyoming Business Council and the State Loan Investment Board?**

A: Yes. Even though the RFP states that we are looking for non-Wyoming funds for match, if the funds originate outside of the Wyoming Energy Authority (WEA), that is acceptable, too. It is expected that projects leverage significant match beyond the money provided by the Wyoming Energy Authority.

3. **How much money is available? Is cost share required?**

A: Awards of up to \$1 million will be considered and cost-share / match is required. The WEA does not have an existing project, but rather is seeking proposals with viable projects that we can support with our funding.

4. **Can nuclear be included?**

A: Yes. Nuclear, if it is used for the feedstock for generating green hydrogen.

5. **When involving a green hydrogen project, may other renewable sources be used other than solar PV and wind?**

A: Yes

6. **Would additional funding incentives be considered if consultants and labor is used from the Wyoming labor pool for the construction of this project?**

A: No, but direct and indirect benefits to the state are part of the selection criteria.

7. **Would additional funding incentives be considered if an additional by-product could add increased value to the Wyoming economy besides hydrogen production? Especially if the manufactured product is a healthcare staple in combating Covid-19 and other respiratory illnesses?**

A: No, but the overall potential positive economic impact of the project is part of the selection criteria.

8. **How are payments made to the awardee(s)?**

A: For tangible projects such as construction, infrastructure, and/or equipment, payments will be made on a reimbursement basis. Otherwise, payments will be made in approximately equal parts spread out over the term of the project. This will be negotiated with the awardees based on logical phase-gates in the project.

9. **What type of public-private partnerships arrangements are being considered or would be accepted in a proposal?**

A: We are taking a very flexible approach. Partnerships can be as small as one entity plus the WEA, or larger.

10. Would a hydrogen fuel blending demonstration at a power plant utilizing grey hydrogen be acceptable or would projects be required to source either blue or green hydrogen?

A: If the purpose of the proposed pilot project is to demonstrate utilization or transportation, the source of the hydrogen does not need to be blue or green. In other words, if the project does not address hydrogen production (but rather utilization, transportation or storage), the source of hydrogen does not need to be blue or green.

11. Is the Wyoming Energy Authority planning to fund projects in each of the proposed six (6) topic areas, and what are the evaluation criteria that would be used in determining what projects, within each topic are funded?

A: No, those are just options. The evaluation is guided by criteria outlined in the RFP and exhibits, but ultimately is up to the discretion of the selection committee and the ERC (Wyoming Energy Resource Council).

12. Are all methods and discoveries resulting from this project reserved to the state?

A: No. Please review Exhibit 4 Project Template - Funding Agreement, specifically Section 5: "Responsibilities of Recipient."

13. Will the winner be allowed in some measure to collaborate with other projects even outside of Wyoming?

A: Yes. However, this project needs to be based in Wyoming and WEA funding needs to be allocated to this project.

14. Design alone: Technology selection and execution cost estimate / certainty?

A: The WEA does not have a project, but rather is soliciting projects to which we can apply cost-share.

15. Pilot construction: once technology is selected then provide EPC implementation; but at present the technology, plant configuration for the various elements of hydrogen pilot is not selected and the location is not identified.

A: See answer above (Question 14).

16. Identify the highest cost benefit via in-kind contribution.

A: In-kind contributions are allowed, but not required. In-kind contributions will not be a component of the scoring process.

17. Does the WEA intend to award feasibility studies and subsequent engineering and execution for the pilot OR expect the proponent to formulate funding and execution plan in partnership with state / non-state

entities?

A: The WEA may fund a proposed feasibility study, or may fund proposed engineering and execution. The intent is to fund proposals that have the greatest potential positive impact for Wyoming.

- 18. Is WEA considering an accelerated implementation (with public-private partners with partial state funding) vs. a conventional structured approach to execution managed by WEA (or delegated business partner) – starting with technology selection with flexibility to process more than one feed, and then follow through with EP or EPC execution.**

A: The WEA is considering providing cost-share to hydrogen prospects within the state of Wyoming.

- 19. Is there the possibility of pull-through for the proponent/proposer if an in-kind contribution is offered in early pilot development?**

A: In-kind is optional, not expected.

- 20. Is there appetite for alternative execution models and services to help develop and implement the pilot plant?**

A: The WEA is flexible with respect to execution models and services.

- 21. Do the FAR (Federal Acquisition Regulation) audit requirements apply for the state funding made available for this pilot project?**

A: No. Public procurement processes in general are not required based on this funding from the WEA. If you are blending funding from other sources, you will need to follow the regulations from those sources. Please review Exhibit 4 – Funding Agreement, Section 5 “Responsibilities of Recipient” for documentation and reporting requirements for the WEA.

- 22. Given the limited amount of project funding available, what is the WEA’s preference with respect to the budgetary balance between the cost of: a) paper based design/analysis of a proposed pilot project; and b) physical construction of a small pilot that could be used for demonstration purpose? In other words, would a pure study be acceptable, or is some physical embodiment of a pilot process essential or strongly preferred?**

A: All options are open for consideration. A study is acceptable, however the proposal needs to demonstrate that there is a path for it to become a commercial project in Wyoming.

- 23. How many acceptable proposals can be funded?**

A: Depends on the total amount requested. There is no limit to the number of projects. Only one award allowed per prime applicant.

- 24. Is it possible that industrial revenue bonds (IRBs) could be issued by the WEA for facilities, structures and properties incidental and necessary or**

useful in the production or transmission of hydrogen? If the answer is “Yes,” could IRBs be issued for commercially viable hydrogen demonstration projects?

A: Yes and yes.

25. In section A “Funding” the paragraph titled “Collaboration” contains the following statement:

“ ... no funds provided by the State of Wyoming can be expended to support work performed outside of Wyoming.”

- a. If the proposal is led by a Wyoming based company & the final pilot scale project is built and housed in Wyoming, can U.S. based subrecipients working with the Wyoming lead recipient company conduct work in their home states?**
- b. Can federal agencies, such as the United States Dept of Energy (DOE), or national labs be a subrecipient on an award if the lead company is Wyoming based and if the final pilot scale project is built and housed in Wyoming?**
- c. Can the requirement stated above be satisfied by simply ensuring that all non-Wyoming costs in a project are paid for by non-State of Wyoming funds?**

A: a) Yes. b) Yes. c) Yes.

26. In the proposal it states “... Existing non-consumable equipment costs will not be an allowable cost, but a portion of the original purchase cost may be considered as a match if justified” – Please clarify the allowable measure of this portion.

A. If existing equipment is used in the project, however no changes or modifications are made to this equipment, then the value of that equipment cannot be counted towards the total project budget. However, if modifications are made to the equipment, or the life of the equipment is significantly shortened through the project, then justification can be made to assign some of the value of that equipment to the total project budget.

27. In the proposal it states that only pro-rated costs for new non-consumable equipment (i.e., analytical instruments, computers, etc.) will be allowed unless the equipment is an integral part of the technology, plant, or implement to be developed. – We understand that in case of new development, no detailed breakdown is deemed for Package equipment. Please confirm

A: Correct, no cost breakdown is required for “off-the-shelf” or equipment that is purchased as a package.

28. How a Canadian Technology Company in the field of CO₂ Capture can participate effectively in this RFP?

A: The WEA is interested in the direct and indirect actual and potential positive economic impacts to Wyoming and your proposal needs to demonstrate this. You may

submit a proposal with just your organization, but are also welcome to partner with Wyoming companies, organizations, or institutes to strengthen the impact of your project to Wyoming.

29. Can the Wyoming Energy Authority assist in introducing a foreign Technology Company to the local Wyoming companies to establish collaboration and technology transfer in the field of CO₂ capture and solvent reclaiming?

A: We are happy to assist with connecting non-Wyoming persons/companies to the appropriate economic development organizations, either on the local or state level, to help a to make connections with Wyoming companies. However, the proposer is responsible for the business development for their own organization.

30. Following this conference call is it possible to receive: a) a copy of the presentation; and b) a list of attendees/participants who are interested in partnering?

A: Yes, the presentation and the recording are posted on our website (<https://www.wyoenergy.org/financing/>) or you can email Anja Bendel to request a copy: anja.bendel@wyo.gov. Also, a list of the people who registered for this webinar is available upon an emailed request to Anja.

31. Does the WEA have a strategic view of near-term hydrogen demand in the state? Are there identified buyers, private or even the State of Wyoming, who the WEA has identified as a buyer of hydrogen production?

A: The demand for hydrogen in the state is limited, however some buyers within the state have been identified. Strategically for the WEA, hydrogen is viewed as an energy carrier and energy transporter to larger markets outside of Wyoming.

32. The RFP document indicated that specific siting locations needed to be identified prior to submitting the RFP. How specific?

A: A site only needs to be identified if applicable, which depends on the stage in which a proposed project is. If it is in the initial stages, indicating a Wyoming county is specific enough. However, if your project is mature enough that there is a site for installation, then an aerial image with a circle around the proposed location, or even an address, should be included.

33. Relative to the requirement that "no funds provided by the WEA can be expended to support work performed outside of Wyoming", can a prime recipient from outside Wyoming proposing a Pre-FEED study for a project to be sited in Wyoming expend funds for performing the study both internally and with subrecipients who are located outside Wyoming?

A: Yes, but the proposer must demonstrate how the project is in Wyoming and benefits the state.

34. Would green hydrogen/low carbon innovative technologies [be] favored over existing hydrogen technologies?

A: If the proposal is for hydrogen generation, it needs to be blue or green. If it is for hydrogen transportation, utilization, or storage, we are open to gray hydrogen as a feedstock if that is a means to an end in order to prove a concept. It is important to remember that this is a project development RFP, and commercial viability is critical.

35. Can you provide more information about the "technology transfer" requirement? How does that apply to information and data marked "confidential"?

A: Technology transfer will be appropriate to the level of maturity that you are proposing. However, there will need to be some level of technology transfer due to the nature of the WEA funding. For example, a pre-FEED study would be published in a sanitized form. If it is a physical project with equipment etc., then the transfer can be made with publications, patents (with the IP reserved to the awardee), public forums or presentations about the project. However, business confidential information will remain confidential at all times except as otherwise ordered by a court of law.

36. Will Proposals be available as public information once they are submitted?

A: Yes, except for proprietary and confidential information. Proposals will be made available upon written request to the WEA.

37. Can we get a list of those companies that are participants in the project to date?

A: There is no project yet as the RFP is open until April 28, 2021. However, a list of registrants for the webinar can be made available upon written request to anja.bendel@wyo.gov.

38. Can an out of state entity bid on this solicitation?

A: Yes

39. We want to understand specifically if employees must be based in the State of Wyoming to qualify for funding or must out of state employees use cost-share?

A: Employees do not need to be based in the state of Wyoming, however, the project does need to be based in Wyoming. We are seeking projects that have a significant direct and indirect actual and potential positive economic impact to the state, but this does not mean that there cannot be any economic impact outside of the state.

40. Is there a preference for production and use or a preference for production or use? Please clarify the use of the words "and" and "and/or" in the title and the first paragraph.

- **The title of the RFP states (red font is emphasis): "Design and/or Construction of a Pilot Project Demonstrating Green or Blue Hydrogen Production and Use".**

- **The first paragraph of the RFP also states: design and/or construction of a pilot project demonstrating hydrogen production and/or use from renewable (green) or hydrocarbon with carbon capture and sequestration (blue) feedstock, within the boundaries of Wyoming.”**

A: It should read "and/or" in both places, and there is not a preference for one or the other. The WEA does not wish to restrict projects, but rather allow you to present the strongest proposal for your team that aligns with your strengths. Our largest interest is the direct and indirect actual and potential public benefits of the project, which will accrue to the State of Wyoming, its residents and communities, including, but not limited to: infrastructure development, business creation or retention, job creation or retention, technological advancement, intellectual property rights, commercialization, and additional state taxes, such as sales and use and/or property tax.

41. **If selected by WEA for award and upon award of a contract, are pre-award costs allowed? If so, is there a cutoff date before which any pre-award costs would not be allowed and any stipulation as to whether these can be either cost-share and/or reimbursable contract costs?**

A: Unfortunately pre-award costs are not allowed, as noted in Section 6C, *Applicant Notification*, and Section 7A, *Execute a Funding Agreement*, where it states "NOTE: Costs may NOT be incurred prior to an executed Funding Agreement." However, you may include a section in your budget labeled "Ineligible Costs" if you wish to document costs your organization has already contributed to the project prior to executing a funding agreement. Any ineligible costs listed will not be counted towards your project match, but keep in mind the selection committee is looking at the direct and indirect actual and potential economic impacts to Wyoming, at the ability of the company to execute their project plan, as well as at other metrics as shown in Exhibit 3 "Ranking Form."