

BAAQMD FARMER zero-emission equipment demonstration program Q&A as of 4/7/2020

The Air District conducted a program webinar on 3/19/20 to provide an overview of this solicitation and answer questions from interested parties. **Written questions will be accepted by email until Monday, April 6th, and should be sent to afournier@baaqmd.gov with the subject line "RE: FARMER Demo Program."** Responses to all of the written questions received will be collected and posted on the Program website by 4/8/2020 at: www.baaqmd.gov/agriculture.

Applications submitted must be dispatched with enough time to be received by the Air District no later than **3:00 p.m. (Pacific Time) on April 15, 2020** (delivery service provider tracking number may be used to verify date of receipt) to the address below. Do not send hard copies through mail services that require a delivery signature to be received to prevent undeliverable mail and returned packages. Applicants are also encouraged to submit an electronic copy of their complete application. Applications received after April 15, 2020 may be rejected and not scored. All applications must be mailed to the following address: **Bay Area Air Quality Management District, Strategic Incentives Division, Attention: Anthony Fournier, FARMER DEMO, 375 Beale St., Suite 600 San Francisco, CA 94105**

4/6/2020 Update - Submittal flexibility due to COVID-19 restrictions. All applicants must submit hard copies of their applications. **Do not send hard copies through mail services that require a delivery signature to be received to prevent undeliverable mail and returned packages. Applicants are also encouraged to submit an electronic copy of their complete application.** In cases where email and hard copies are submitted, we will use the receipt of the email application as the official receipt date. In this case the hard copy must be postmarked by 3:00 pm on April 15, 2020. Email applications must be sent to Anthony Fournier at afournier@baaqmd.gov by 3:00 pm on April 15, 2020. Please use the email subject line text: Application Submittal Zero-Emission Mobile Agricultural Equipment Demonstration Program. The application submittal deadline has not been changed.

Program webpage: www.baaqmd.gov/agriculture

	Date Received	Question	Answer	Notes
1	3/11/2020	Can you tell me whether these tractors qualify for your funding for agricultural equipment program /Carl Moyer?	Please review the equipment requirements stated in the solicitation materials. Staff will not be reviewing the eligibility of equipment during the application period.	email
2	3/19/2020	With this current Shelter In Place status in your Air District region and California's State of Emergency for Covia 19 virus, do you anticipate extending this application deadline? We are a Bay Area EV Technology Provider and are following the Shelter in place guidelines.	Yes we are aware of the situation and tracking/ monitoring it closely. At the moment there is no plan to extend the application deadline but if circumstances change then we may reconsider. We need to hear from you (applicants) to see if you are having issues with the current situation and being able to submit an application. Updates will be posted on the website (www.baaqmd.gov/agriculture). The project schedule and fund expenditure deadline is rigid so pushing the application period out farther would make it more challenging on the back end since those deadlines will remain the same.	webinar question
3	3/19/2020	How do we demonstrate manufacturer and partner compliance with all local, state and Federal Air Quality and environmental regulations? (What documentation is required?)	Self certification by the application and partners. This can include a support letter with language stating that you are current with everything. The Air District will do an internal check for notice of violations as well.	webinar question
4	3/19/2020	Can a manufacturer apply with multiple partners?	Yes, a manufacturer can partner with multiple partners	webinar question
5	3/19/2020	Would you advise for or against our potential partners submitting applications on their own in addition to being included in the manufacturer application?	We would not recommend submitting multiple applications for the same equipment. It will cause confusion on the District end. Please submit one.	webinar question
6	3/19/2020	What elements should be included in a partner's Letter of Support?	A description of the partner and what they bring to the project (e.g. resources and other support). If it's an agricultural operator a description of the work will perform and what business they do. This letter should also have a confirmation that they meet all applicable air quality regulations. See the solicitation document for more information.	webinar question
7	3/19/2020	Do you need 5 pieces of equipment for the project?	No you don't need 5 pieces of equipment. Our goal is to have multiple pieces funded versus only 1 piece of equipment that takes all the funding which is why we have the initial 5 piece goal. We may fund more than 5 pieces if funding will allow for it.	webinar question
8	3/19/2020	How do we connect with manufacturers to be a partner in a demo project? I would be interested in participating?	We don't have a forum available right now for match making. We can check-in with people on the webinar and post a pdf file on the website of people who are interested in being a partner and participating in the program.	webinar question
9	3/19/2020	Do both the manufacturer and the partner need to be located in the BAAQMD?	No they do not. The requirement is for the person operating the equipment to be within the BAAQMD jurisdiction.	webinar question
10	3/19/2020	Tractor OEM's head quarters are located outside CA. Are OEM's excluded?	No they don't need to be located within California. The operation of the equipment needs to be within the district boundaries though.	webinar question
11	3/19/2020	We are making hydrogen drones to spray crops. Since they don't directly replace diesel equipment are they still eligible?	That isn't really the type of equipment we are looking to fund. We are looking to replace traditionally diesel equipment with zero emission equipment. Please feel free to email us and provide more specifics of this project but this may not be the best fit for this program	webinar question
12	3/19/2020	Can you submit a USB drive instead of a CD?	Yes that is fine, a USB may be submitted along with the required hardcopies.	webinar question

13	3/19/2020	Is there guidance for how to best measure GHG and criteria pollutant reductions?	Yes there is guidance in the solicitation document, see page 8. The district will also perform the calculation again to make sure the methodology is consistent throughout the application and all of the applications submitted.	webinar question
14	3/19/2020	Are the 'statutory requirements' referenced the same thing as the 'local, state and federal air quality and environmental regulations'?	Yes they are the same.	webinar question
15	3/19/2020	Because the funds awarded cover only up to 80% of eligible costs, are partners expected to contribute to the total costs?	Yes applicants need to figure out where those additional costs will come from. All of our incentives programs generally have a cost share component to them.	webinar question
16	3/19/2020	Would grant cover cost of leasing a Biogas tractor (negative carbon tractor)?	The focus of this solicitation is zero tailpipe emissions, so this equipment may not be the best fit for this solicitation. The purchase of commercially available biogas tractors may be eligible for funding under the Carl Moyer Program - www.baaqmd.gov/moyer .	webinar question
17	3/19/2020	Is stacking allowed with other state or federal programs?	Yes this program allows stacking but the other grant amounts and sources, and the status (secured, to be requested, etc.) need to be disclosed with your application. The requirements of the alternate funding sources may preclude their combination with this program so you would need to specify in the application that the other funding sources acknowledge they allow for stacking.	email
18	3/19/2020	Is leasing the equipment allowed during the project period?	Yes but there is a lower funding cap if the equipment is returned to the manufacturer after the 1 year demonstration, and projects that involve longer operational periods will reduce more emissions which will score higher than shorter term projects for this criteria. See the solicitation document for details.	email
19	3/20/2020	Would our application be considered if we did a solar trial using stationary engines that exceed the 25hp requirement?	The focus of this solicitation is on the demonstration of mobile equipment used in agricultural operations. Stationary engines would not be eligible for funding under this program.	email
20	3/20/2020	If not [from the above question], is there a different program we could look at for that specific trial?	The Air District's Carl Moyer Program (CMP - www.baaqmd.gov/moyer) funds the replacement of diesel engines with cleaner equipment, and zero-emission equipment where feasible and cost-effective. The program can also fund infrastructure to support zero-emission equipment. The CMP requires the permanent dismantling of existing equipment and is intended for equipment deployment and not demonstration or pilot projects.	email
21	3/23/2020	What activities or achievements "count" as milestones after which payments may be requested?	Payment milestones will be discussed with the applicant selected for funding and may vary from project to project depending on the need to access the funding at different times. Generally payments will be made at the completion of major project steps/deliverables like equipment delivery, operational completion, submittal of final report, etc. The District is looking to minimize the milestone payments and will be holding back a % of the funds until the project is completed and the final report is submitted.	email
22	3/23/2020	Is a portion of funding available at the beginning of the demonstration year (before any milestones are met) to purchase the components required to build the tractors?	This is possible, but it depends on the overall payment and milestone schedule for the project, the timing, and the amount being requested. Generally payments are made at the completion of a deliverable (see response above).	email
23	3/23/2020	On the Application Form/Coversheet, for Line 1, Name of Applicant, are you looking for an individual's name or the company name? (If the latter, Line 2, Organization Name, will be redundant -- however we would like the company to be the awardee, not an individual.)	The Name field is for the individual responsible for completing and submitting the application. The Organization is the company name. Contracts will be awarded to the Organization name and not to the individual.	email
24	3/23/3030	I use a smelly 30 year old pickup to transport sheep to educational events in Santa Rosa. We would like to expand our Carbon Farming lessons to include zero emission vehicles. Would a replacement vehicle with associated charging infrastructure connected to our existing solar panels or maybe new ones be eligible for the FARMER Program?	Based on your email it sounds like your vehicle has an on-road engine. If that is true then it wouldn't be eligible for the program since the focus is off-road mobile farming equipment. However, there may be funding opportunities through the Carl Moyer on-road program for you to go to zero emission including infrastructure. Please visit www.baaqmd.gov/onroad for more information and program contacts.	email
25	3/23/2020	We are a manufacturer of professional grade all-terrain e-scooters used in agriculture. Our scooter is used in vineyards, greenhouses, dairy farms etc. Our scooter is used to replace other vehicles of 25 hp or greater. Would this type of vehicle be eligible?	This solicitation is focused on demonstrating zero-emission, mobile, off-road equipment with 25 hp or more, used in agricultural operations. The equipment described sounds more like a transportation technology which would not be eligible, and may not meet the 25 hp requirement.	email
26	4/3/2020	I am working on an application for the above program. In lieu of the COVID-19 restrictions I have a question regarding the submittal process: Is the 15th of April a hard deadline for physical copies, or as an emailed PDF with all required information suitable? With "shelter-in-place" restrictions in effect getting the application mailed on time may prove challenging	Yes, we can provide some flexibility on the submittal process. Everyone should submit a hard copy application. Applicants concerned about the deadline and mail delivery services can submit both the hard copy and also email an electronic copy of their complete application. In cases where email and hard copies are submitted, we will use the receipt of the email application as the official receipt date. The hard copy must be postmarked by 3 pm on 4/15. The email applications must be sent to Anthony Fournier at afournier@baaqmd.gov by 3:00 pm on 4/15/2020.	email

27	4/6/2020	<p>The section outlining ineligible costs ends with "etc." (see excerpt below) this is causing some confusion for our costing team. Can you elaborate on what is included in this 'etc.'?</p> <p>"The following activities are required, but they are not covered by the funding source (ineligible for reimbursement): application preparation, data collection, project administration, reporting, maintenance, travel, permits, operating costs, permits, environmental review, electricity or fuel costs, etc."</p>	<p>We cannot predict and list all of the possible costs an applicant may submit in their application, so we clarified what costs are eligible (equipment, materials, labor, sales tax associated with eligible costs, and charging or fueling infrastructure) and identified several of the costs that will be needed to complete the project but are ineligible for reimbursement.</p>	email
28	4/6/2020	<p>We are also interested in understanding what labor is eligible for funding, as 'labor' is outlined as an eligible cost in the eligible cost part of the solicitation, however many items outlined as ineligible costs are labor. Can you provide some clarity here? Is all other labor that is not outlined in the 'ineligible costs' section eligible for funding?</p>	<p>Labor associated with the design and build of the zero-emission equipment, and design, build and installation of infrastructure is eligible for reimbursement. No other labor is eligible for funding. Costs incurred prior to contract execution between the applicant and Air District are not eligible for reimbursement.</p>	email
29	4/6/2020	<p>The solicitation document states "Applicants should not include any confidential information or data in the submittal." in areas where the solicitation document is specifically requesting information that we consider confidential, does omitting that info invalidate our application? Would BAAQMD reach out to request more information in this scenario rather than tossing the application?</p>	<p>In these cases you can provide summaries or aggregated data that you don't consider confidential and state that specific information is considered confidential and may be provided upon request. BAAQMD may follow-up with some applicants to review confidential information if needed for clarification or verification, but no confidential information should be included in the application submittal.</p>	email
30	4/6/2020	<p>Alternatively, how do you feel about utilizing generalities/ranges instead of a specifics to keep proprietary information secure?</p>	<p>This is fine as long as you also reference that additional source data is considered confidential but is available upon request.</p>	email
31	4/6/2020	<p>If implements or attachments are needed, can they be included in eligible costs for reimbursement even if they are common with the diesel equivalent machine?</p>	<p>Yes, equipment attachments needed to perform farming/agricultural work are eligible for reimbursement as long as these costs are reasonable.</p>	email
32	4/6/2020	<p>Can you confirm engineering time considered to be part of the labor cost, or does that only include things like assembly and charging infrastructure installation?</p>	<p>Engineering time associated with the design and build of the zero-emission equipment, and infrastructure is eligible for reimbursement. Costs incurred prior to contract execution between the applicant and Air District are not eligible for reimbursement.</p>	email
33	4/6/2020	<p>The solicitation requires emission and GHG reductions to be quantified using the Carl Moyer Program and ZANZEFF methodologies, respectively. However, it does not refer to cost-effectiveness calculations which are included in both methodologies.</p> <p>Must the applicant provide cost-effectiveness calculations, as well? If so, does the maximum funding amount also need to be calculated or just the CE? If the former, does the BAAQMD project funding cap (80% with post demo deployment) supersede the CMP funding caps in Table 5-4?</p>	<p>No, there is no need for an applicant to calculate the cost-effectiveness for their application. The referenced methodologies are intended to provide guidance on how to quantify the criteria pollutant and GHG emission reductions (in terms of Tons Per Year - TPY).</p>	email
34	4/6/2020	<p>The CMP 2017 guidelines grant the air districts some discretion regarding the two-step calculation process for emission quantification. Is the two-step calculation required for applicable projects or can we revert to the methodology in the previous CMP guidelines?</p>	<p>You can use a single-step emissions calculation for the application's emissions analysis.</p>	email
35	4/6/2020	<p>What is considered allowable as "match funding" for this program?</p>	<p>Match funding is funding that is provided by the applicant or project stakeholders to cover the balance of the project costs not funded by the Air District's funding. Match funding sources can include individual contributions from project stakeholders, grants, in-kind match, etc.</p>	email
36	4/6/2020	<p>Can external public funding outside of BAAQMD be considered as match funding for this program? Are there any limitations to the type of external public funding allowed?</p>	<p>Yes, other public grant programs are proposed for match; However, the Air District will need to analyze the requirements of the proposed match program to determine whether the funds can be combined with Air District funding.</p>	email
37	4/6/2020	<p>Are there any charging equipment requirements for e-tractors (e.g. stationary, non-stationary, grid-tied, and/or off-grid)?</p>	<p>Charging infrastructure for proposed electric equipment must be able to meet the demands and operation schedules of the electric equipment being funded as part of this demonstration so that the equipment can perform duties typically performed by diesel equipment. The type of charging infrastructure would be selected by the applicant. Stationary, non-stationary, grid-tied, and/or off-grid charging setups would all be eligible. All applicable safety, environmental and electrical standards and requirements would apply.</p>	email