Shane Hamstra, TechWerx:
Good afternoon. Good morning, everyone depending on where you're joining from today. Thank you so much for being here for this webinar. Just a few quick announcements before we begin.

If you need any assistance today throughout today's event, please use the chat, and I'll be happy to address any technical needs you might have.

The Q and A is the best place to place your questions for our presenters today, and our panelists will try to get to as many questions as possible, and as you see, questions submitted, you are able to upvote those questions, and that will help us understand which of those questions are most interesting to all of you.

Today's webinar is being recorded and will be posted for Archival viewing. And you'll get an email about that when it is ready.

So, lastly, if you would like to use the caption function on your screen for today's webinar click on the CC button on the toolbar on your zoom panel and click on show subtitles, and each of you can manage those individually on your own screen. So, without further ado, I'd love to hand things over to our panelists and presenters to get us going.

Taylor Moot, **TechWerx**
Hi, everyone. Thanks for being here today. So just really quickly on an intro side, my name is Taylor Moot, and I'm part of the TechWerx Hub and the TechWerx Hub is a new innovation hub managed by RTI International in support of the Department of Energy.

We're here today to talk about the clean energy careers for all opportunity which is being funded by the energy ere or the office of energy efficiency and renewable energy here at the Department of Energy.

The goal of TechWerx, as well as kind of this opportunity, is really to facilitate connections among Federal academic nonprofits and small businesses across the US. If you want to hear more about the opportunities that come up through TechWerx or more updates on this specific opportunity, we recommend that you follow our LinkedIn page as well as sign up for our newsletter via the link on our website

Next slide, please. I'm just gonna quickly talk through a few housekeeping notes. So, as Shane mentioned. The questions will be handled towards the end of the session. We're going to be using the Q&A function in zoom and that way you all can upvote them, and we can make sure to address the questions that are getting the most votes first. Throughout the webinar go ahead and ask questions and vote for the ones that you think are most relevant to you, so that we make sure that those get answered.

Just as a note. There are quite a few of you in here, so we may not be able to get to every question today. But we'll try to get through as many as we can, regardless of which ones we get through. We're going to make sure that all these questions are answered and they will all be updated on the website.

So those ones that we can't get to now, we'll review internally and then get all that updated and posted on the FAQ part of the opportunity page on our website. And then that'll continue to be updated periodically.

A few other small things per DOE guidance. We don't allow any AI bots on the webinar, such as Auto AI, or any of the other note taking bots you shouldn't need them, because this is recorded and the transcript will be available. So just so, you know, if we see them, we will remove them

Last as a reminder this webinar will be recorded, and it will be posted on the tech work website within 2 to 3 business days as long as with the slides and the Transcript.

Today we have joining us folks from the Department of Energy in the office of energy efficiency, renewable energy. So specifically, we have Terrence Mosley, who is a senior advisor for diversity in stem, for EERE at DOE, and he is joined by 2 of the folks from his team, Zachary Quirk and Alexandra Johnson, and with that I'm going to pass it over to Terrence to really get into the weeds of what we're here to talk about today.

Terrence Mosley, DOE EERE
Hi, thanks, Taylor, hey, I really appreciate it, and we are so appreciative for all of you that have tuned in today. As Taylor mentioned. I'm Terrence Mosley, senior advisor for diversity in stem, for the office of energy efficiency, and renewable energy at DOE, and I wanted to just quickly cover the mission of EERE for those that may not be familiar with us. You know our mission, of course, is to accelerate the R&D and now, including demonstration and deployment of technologies and solutions to equitably transition America to net zero greenhouse gas emissions, economy wide by no later than 2050.

But the part that I really want you to pay attention to is the second part of this. And this is really what a lot of these efforts are about this type of effort that you're calling in for.

We're trying to also, at the same time that we're trying to decarbonize the economy. We are also trying hard to create good paying jobs for the American people with a focus on workers and communities who have been most negatively impacted by the energy transition and those historically underserved by the energy system and overburdened by pollution.

This was really important for me to point out to you, because I really want you to understand that a lot of what we are trying to do is accelerate the clean energy transition. But we're trying to make sure to do it in a way that is equitable and making sure that we are

trying to provide opportunities for everyone, and that includes with the workforce. So, if you go to the next slide. We'll kind of get into the meat of the issue here.

Now, according to the DOE, you see a report and what we're going to do. We're going to put a link in the chat so that everyone has a common reference point. But if you look at this year's latest USEER report. Energy employment in general contains 5 technology areas, and they fall under either electric power generation energy efficiency fuels, motor vehicles and then transmission distribution and storage where we get into the grid.

And so, the great thing to know is that employment across all of these areas increased in 2023. And if you look at this pie chart, you can, you know, see a little bit more about the facts that we're that we want to make sure that you're aware of. 42% of energy jobs in 2023 were made up of clean energy jobs. And this is almost 5% of new jobs created in the US economy in 2023.

And so, it's really growing. And the thing that we want you to know is that clean energy is really driving job growth. And it's outpacing the rest of the energy sector at 12.8% versus 9.8%. And then, when you look at the workforce in general, 82% of the entire energy workforce is under 55 years old. And that makes sense when you think about a lot of the newer technologies, newer companies, really, you know, kind of still emerging industries. And that's an exciting thing. Because really, what we're trying to get across is that this is a really up and coming, growing industry. And of course we're needing to fill those. Fill the work pipeline for these industries. And then, just in general here, 142,000 clean energy jobs were added in 2023. So, these are just some of the facts, and you can. You can read the USEER report, and you'll be able to see some of some of these facts.

So now let's cross over on the next slide. We'll get into a little bit more detail on the background for part of the reason why we're putting this effort out there is that when you look at demographics of the current energy workforce.

When you look at it, you see a couple of numbers really stick out that it's predominantly male versus the national workforce average. And then it's predominantly white, which is, you know, almost equivalent to the national workforce average. If you look at a lot of the other categories, some of the things that really stand out is that we need to increase gender parity in this field where you look at the female workforce energy workforce average, which is at 26% versus the national average. At close to half of the workforce. you look and see, we're behind. We're behind in most percentages when it when it comes to African American just slightly with Hispanic workforce.

And then, of course, we want to also cover disabled populations as well as formerly incarcerated. And you can see once again you'll be able to see all of this in the report, but we wanted to call out certain parts of this to let you know why we felt it was really important to try to reach out and make sure that we're working with organizations like those of you online to try to see if we can really move the needle in this area.

So, let's move on into the actual opportunity itself. If we go to the next slide the overview of what we're doing here is with the clean energy careers for all workforce development project. We're really trying to address the need for a more diverse American energy workforce.

But we're doing that, in a sense, by leveraging organizations that are uniquely qualified to reach a wide variety of communities. And we're really looking for effective and unique ways to broaden participation and engage individuals from many different groups within science, technology, engineering, and mathematics, in ways that promote interest in careers that support the nation's transition to clean energy.

Now, the details of the project specifically what you will be applying for hopefully when we see your proposals come in one of the things that we're trying to do is. We're anticipating. designating 7 between somewhere between 7 to 10 awards based on based on budgets and cost of up to $300,000 each during this phase one.

And the projects I want to be clear here. It's not that the overall project. Is expected to be 9 months. But this phase, one of this particular proposal, when we get proposals in for you, we want to be able to have it very much clearly defined, as far as who the partners are. If there are partners, what your goals are, the number of potential candidates that you're looking to touch and to really move the needle towards diversifying the energy workforce.

We would follow up after that, as we'll talk about later, we'll define. Once we once we're able to review and to choose awardees, we would be able then to really work out a schedule to meet a certain timeline to be able to come back in the second bullet. Here, you see, we're looking to hopefully be able to award 3 to 5 out of the phase. Once awardees that will have an opportunity to receive a second phase award where we're basically split. approximately 750,000 based on what we see in the performance and the availability of additional funds. And so, but this most important section is really upfront. What you're proposing who your partners are, and how you're proposing to really move the needle on the energy workforce moving forward.

So, if we go to the to the next slide, we'll look at more overview where once again the objective of what we're hoping to do with your ideas and your proposals is really to promote the exposure to and inspiration of participants that will provide future growth of the clean energy workforce sector.

And the great thing about a lot of your organizations that have called in today is that you all really have a wide variety of constituents that you all deal with. So, when we're looking at the populations that we're hoping to reach through this you're looking at, of course, K. Through 12 for future pipelines of students that are interested in stem and interested in energy specifically. But then also, we're looking at undergraduates, whether it be at 2 year community colleges, whether it be 4 year institutions, you know all institutions, minority

and majority serving institutions. We're also looking at graduate students as potential future researchers, or what have you, or working in the industry. But the thing that we wanted to do. We didn't want to just limit it to students, because we know there are a lot of people that may have interest in transitioning from current fields into clean energy. So, we wanted to make sure to give the opportunity for you to include other audiences such as alumni, whether it might be veterans, whether it might be formally incarcerated or reentry programs reentering populations.

One of the things that we really thought was important here is that, part of the reason that we wanted to do this again is that we do a lot of funding to universities, and one of the things that I thought was important for this effort is that we wanted to, as I mentioned before, really work with organizations like a lot of you online that really have these variety of audiences that we're looking to touch and not just necessarily university students. So, some of your organizations that may have strengths in dealing with K through 12 populations. Some of you strictly, maybe undergraduate graduate. But then there are other programs that that might specialize in some of these other populations that we want to reach

So, when it comes to workforce sectors you can always look at EERE as the short acronym for Office of Energy Efficiency and Renewable Energy. But you can Google our website at any time and just go to energy.gov, but basically, when you look at the areas that that we cover within our technology offices. Uou can see these are just some of the workforce sectors that that we work with on a daily basis, whether it might be advanced materials and manufacturing bioenergy, building, efficient energy efficiency and decarbonization, energy storage and grid integration, hydrogen and fuel cells, industrial efficiency and decarbonization, lots of different forms of renewables, whether it's solar wind water, geothermal. And then also we get into vehicles and e-mobility. So, these are just some of the areas here. And you can say that you can see that we've listed that it's not limited to these. But these are a lot of the areas that we deal with on a daily basis. So, we just wanted to make sure to give you some ideas of some of the technology areas that really fall within our technology space in the clean energy field.

If we go to the next slide, I'm going to turn it over to my good friend, Dr. Alex Johnson, and she's gonna cover some of the potential activities that that we can now look at.

Alexandra Johnson, DOE EERE
Hi, so some of the activities we're looking to support include more work based learning opportunities, like internships, apprenticeships or other job based experiences. We're essentially trying to get more hands-on experience or any sort of clean energy based experience to people in the public so they can get more interested or get trained into the clean energy workforce.

We're also interested in providing career coaching and mentorship, including soft skills development that helps with workforce development in general and trying to transition

people to the clean energy workforce. We're interested in education and curriculum development. So educational based programming working with students is also very acceptable as well as any sort of career, exposure, inspiration. This can be virtually, in person to any sort of stakeholder groups at any level within the clean energy workforce. So, K, through 12, undergraduates entry level workforce members, you know, multiple levels of the workforce pipeline. And you can cover multiple programming components. So, it doesn't have to be focused on one specific type of programming. These are just main examples that we would be really interested in supporting, and it can be in any format that is most eligible for your program.

And after that I think I will turn it back over to Terrence

Terrence Mosley, DOE EERE
Oh, well, yeah, Zack will be covering the next section.

Zack Quirk, DOE EERE
Hi, all so I just want to talk a little bit and give you guys a brief idea about some of the eligibility criteria as well as some evaluation criteria that we'll look at for the applications.

So, in terms of eligibility, I think what we're kind of going for is the kind of objective of this opportunity is to provide fund proposals for nonprofit 501 c. 3 organizations that are qualified to reach and best develop strategic programs that meet the need for diverse American energy workforce.

And we want to give preference to programs that have a really broad national or regional impact. And while entities that focus on state or local communities are welcome. We really encourage you guys to consider ways to expand your reach beyond just a single state for this opportunity.

And then, of course, applicants must qualify as a domestic entity. And we really wanted to focus on the idea that a lot of collaboration and partnerships are allowed to encourage for this opportunity. So, for example, you could have an application of 3 teams, one team and team 3 team, 2 and team 3 can provide a lot of helpful information and context to booster the application. And we'll discuss this in the in the Q&A section, but in terms of the application itself and kind of funding mechanism. Team 1 is responsible for submitting the application. And then, if this application is accepted for funding team, one is responsible to distribute that funding to team 2 and team 3 appropriately.

Next slide, please. And then, lastly, we'll just talk briefly about some of the review criteria for evaluating your applications. We're really gonna focus on jobs and relevant technical fields as we described earlier. We want to have a good breadth upper of participants. So, we would love to have applications that aim at a huge swath of different audiences. So, including K through 12 community colleges, undergraduate graduate students, veterans and as well as post backs and postdocs, so alumni from those universities. And then

including formerly incarcerated as well as transitionary professionals into the clean energy space.

We're looking to have specific supporter programs to be provided for those audiences. For example, with certificate programs, internships or online programming.

We'll give preference to these programs that have, like we said, have real broad national or regional impacts away from just the state and local level.

We're really interested and excited about novel approaches and ways to be able to quantify these impacts that you'll would do from this opportunity.

We hope that these applications are able to include industrial engagement. So, from companies, trade associations or potential partnerships. Between your organization and parts of industry.

We also hope that your application has a really well documented implementation. Kind of timeline with your budget, and how your plans will be implemented across that timeline as well as trying to have some quantifiable program milestones as well as evaluation metrics. So, both you, as a as an organization, can evaluate your own priors, but also us as a team of evaluators can better understand. How you're going to be impactful for your application.

Terrence Mosley, DOE EERE
Right, and one of the things, and I'll just chime in here before we get to the next slide is the when you look over this, though, you know hopefully, you can see that we're really looking, you know, as I mentioned earlier, to move the needle and really try to have an effect on a on a wide breadth of participants.

Because we need, we know we need all hands on deck to be able to fill the positions needed to truly move the needle on the clean future, clean energy workforce. And so that's why we, you know, we definitely want you to understand that you don't have to bring all of these parties to the table. We know there are a lot of organizations out there that have that have, you know, programs that deal with a lot of these particular communities, whether it's K through 12 undergrad graduating, what have you but part of the thing that we'll get into, and Taylor will talk about it in a little bit. Here is how we do want you to really consider partnering, though, because the more breadth that you can bring to your proposal and to the table.

I really think that a lot of you, I see the chat flowing, and I really see a lot of organizations that are hopefully becoming familiar with each other. Which is another reason why we're doing this. I see so many people on right now that we're extremely happy that from the from the numbers we've seen that there's a good number of you that haven't received DOE funding before. And so that's the part that really pleases us about this is that we really want

to reach new communities. Because if you do what you've always done, you'll reap the same results. And so, we're really looking for new organizations that we maybe haven't worked with before, and even those we have, you know, even those we have. But we love to see partnerships form out of this that can last even much longer than our funding will last. And so that's part of the reason we're really big on partnerships. But, Taylor, I think with the next page I think I'll turn it back to you. And we can start moving towards the important information for everybody to know online.

Taylor Moot, TechWerx
Yeah. So just to echo what you know. Terrence and Zack and Alexandro's have been saying, partnerships are something that we think can be a good fit for many of you all, and then we have set up a teaming list on the opportunity page. So please go ahead and look on who's been adding themselves as well as consider adding yourself, that can kind of help with that sort of national or broader impact component.

So, let's talk about what happens next. The application opened late September. We have 3 sort of Q&A Webinar sessions that are happening. You all are in the 1st one, and then we'll basically do a similar thing on November 13th and December 4th. The big date for you all to keep in mind about is December 13th that's when the application deadline is. Those applications need to be in by 5 Pm. Eastern. We really recommend that you all try to get it in a little bit earlier, just in case you run into any technical issues. That's best practice that we always recommend. Then after that you'll see that we go back and do a lot of reviewing of the applications, and then we expect that the activities will begin roughly around April

Next slide, please. Okay, so we are, gonna get into the questions. So, as we stated, the goal is to go through the questions as are the ones that are most upvoted. So please get in the QA specific section and look through those upvote any ones that you think are a good fit for what questions you have that kind of thing, and I'll start reading them off alright. Terrence are you ready?

Terrence Mosley, DOE EERE
I am ready my friend.

Taylor Moot, TechWerx
Okay. So, the 1st one is. Can this funding be used to buy equipment? Or is it only used to support student activities?

Terrence Mosley, DOE EERE
If the if the equipment is used in facilitation of let's say, a certification or a certain type of training and as long as it fits within your budget, and it's, you know, laid out in your plans. I would think that that would be acceptable.

Taylor Moot, TechWerx

Awesome. That one's been answered live. So, the next one is our salaries an eligible expense in this grant?

Terrence Mosley, DOE EERE
Yes, I would fully expect that to be a part of it, because some smaller organizations may need to hire additional staff, or May may need to bring contractors or something in to help facilitate a program. So yes, that that would be okay.

Oh, and I tell you what Taylor, I just in please forgive me on this one. I just happened to see one come through that that that I wanted to mention, anyway. Oh, and I think it was just put in. But yes, I saw it come up that whether the 501 c. 6 s. Were eligible, and I think I just saw that in the chat. So yes, they are eligible as well. As a matter of fact, it's really encouraged, because we think a lot of you would work really well together, because if you had some 501(c)(3)'s that maybe in conjunction with the 501(c)(6) that might be a trade association or somebody that works in the industry. That could be a really great partnership. Perhaps, you know, looking at potential jobs or internships, or what have you so Yes, I I just wanted to make sure to answer it while I saw that one pop up on the screen.

Taylor Moot, **TechWerx**
Yes, just yep. Now, this is great. Okay, let me get to the next one. So, the next one I may direct to myself, but I will read it out. Can you please post the link to the actual application and any DOE guidance documents? There's not a lot of information on the TechWerx website.

So, this is a question that we've seen from other opportunities. But I do want to clarify, and Terrence and OTT please jump in with anything else. So, the application and the information you see on the TechWerx website is what you'll use to apply. So that opportunity page has all the relevant details, and then you'll see the application form that's linked there as well. That application form is what you'll use to directly apply. So, the applications will come into TechWerx will facilitate and work with DOE to select those. But you're not applying through traditional DOE websites and things like that. You are directly applying through the TechWerx website.

Terrence Mosley, DOE EERE
Right. And Taylor, just to add to that, I just I because I think I saw one of the questions pop in the chat somebody asked about a FOA number. And this is not a FOA. This is not a traditional funding opportunity announcement that you would maybe see through the website. This is strictly through this TechWerx mechanism here. So, this this is who's running the project.

Taylor Moot, **TechWerx**
And you can all go ahead and look at the app. You can log in and look at the application page in advance. You don't have to submit it until the end, but you'll be able to see that all

laid out. So, it's not like once you enter your one and done kind of thing. So please get in there and look at it. It should have all the relevant information that you need.

Okay, so the next question I'll refer back to you, Terrence. Can the funding be used only for directly educating students? Or can it be used for systems change activities such as things that provide support to educators or educational institutions, coalition building, etc., as examples.

Terrence Mosley, DOE EERE
Yes, I would say that as well. That is really one of the one of the reasons why we wanted to use this mechanism to do this, because it does give you a little more freedom in how you can use the funds, because as long as you can justify the connection with the funds that you're expending towards the end goal of what we're trying to do then. Yes, then we would. We would be fine with that.

Taylor Moot, **TechWerx**
The next question is, how many proposals are applicants allowed to submit, either as the prime or as the sub?

Terrence Mosley, DOE EERE
Well, I would tell you this. I can answer it a couple of different ways, but I'll just give you the short of it. You could turn in multiple applications, but you can only win one as a lead. You could only be the awardee on one as the lead the lead PI, or the lead organization.

But we are not against you partnering with others on larger scale projects. And so, you could actually you could actually submit a proposal as the lead. And there are some organizations that may be smaller in scope, or, you know, smaller in scale, that may want to just partner n proposals, and not necessarily be a lead. So really you have to just kind of consider that yourself.

I'll give you an example that I've run into before. If you were a lead organization, and you wanted to submit 3 different proposals. Well, the thing the truth is that based on how they review, we would only be able to choose one. So, it would probably it would just have to be the highest ranked proposal. If reviewers reviewed them, and all 3 of them were, you know, great we would only be able to select the highest ranked one and go from there. So, it's kind of one of those things where it's at your own peril. If you if you submit multiple, we can only select you as the leading one. And so, Taylor, I think hopefully that that answered that.

Taylor Moot, **TechWerx**
Yeah, definitely.

Terrence Mosley, DOE EERE
Okay.

Taylor Moot, **TechWerx**
Okay, so the next question, I think we might have covered a little bit of this. But I think maybe there's a secondary part. So, the first part is, is this a Federal DOE grant, or is it a prize? And what are the reporting requirements?

Terrence Mosley, DOE EERE
It is not a prize, I can tell you that. And then what I would say is on the reporting. And, Taylor, this is probably where I can turn it back to you a little bit.

After awardees are selected. There will be a process where you know where we will definitely work with you on timelines. And you know, working with, you know, kind of how your project is laid out and what we what we would be expecting in reporting requirements and that kind of thing. So, Taylor, I mean, if there's anything additional there, I'll let you add that in.

Taylor Moot, **TechWerx**
Yeah. So, I think the other thing to know is that the reporting requirements are really based on milestones. That w we will, as Terrence said, we'll cover as part of kind of that negotiation period. But they are intended to be intentional and useful, but not overly burdensome. So, we'll kind of leave it at that.

Okay, let me grab the next one. So, the next question is, would you consider workforce development programs that provide opportunities to individuals who lack prior education as a good fit?

Terrence Mosley, DOE EERE
Yeah, I I would say for sure that that's why we put, but not limited to when we put those different audiences. Because actually we would love to see that. Because if and I think I mentioned it towards the beginning, like, we're really looking for unique opportunities to be able to generate future workers. And that's why I really wanted it to stand out to you that we're looking for nontraditional audiences. And that's why, you know, instead of just sticking with student populations around the country, that's why we listed, you know, alumni veterans, or, you know, even reentry programs, they all fit the bill for what we're looking for, because we're not looking for, you know, programs that generate necessarily the next group of PhDs. I mean, we're just looking for clean energy workforce increases and trying to move the needle on the diversity of the workforce so that we can really make sure that we're reaching out to all audiences. And if we can get really good pilot or proof of concept type programs then that is what we're looking for because we can, if we find some really good things that work hopefully, those are things that we can expand on in the near future.

Taylor Moot, **TechWerx**

Awesome. Next question is, can you share more information about those fortunate enough to secure the awards for phase one. What will they be expected to provide, and on what timeframe?

Terrence Mosley, DOE EERE
Taylor, if I don't know you, you kind of mentioned it a little bit briefly before. I mean, I don't know if you want to follow up on that some more, or we could just talk about more of like the expected timelines after the fact, you know, all of that will be negotiated after awardees are selected.

Taylor Moot, **TechWerx**
Yeah, exactly. So basically, once awardees have been selected, we'll enter into that negotiation period, and we'll discuss kind of what are those milestones. And then what are those reporting requirements to demonstrate that you've met a milestone. Then that's how we'll kind of get into the weeds with that a little bit. But again, this is not supposed to be particularly onerous in terms of you all having to provide a bunch of information. We really are trying to focus the work on doing the work rather than just reporting on the work. So, it's not a great and specific answer, but hopefully it gives you some guidance on kind of what to expect and what might be coming.

Terrence Mosley, DOE EERE
And I think another key part to that, too, is the fact that you know we understand, you know, just like one of the previous questions about if you had to hire a staff, or you know add people, we know that it will take a few months for you, especially if you're working on partnerships or with newer partners. We understand that it will take some months to pull together those groups and working partners, and really kind of get your plans laid out.

That's why I mentioned at the beginning you know, it's not that we expect anything to be completed after 9 months. But we really want to be able to set up a timeline where, when we move over the next, you know, once we once we, you know, select Awardees, we want to be able to move over those next few months where you can really move fast and really work with your partners, develop your plans. And hopefully, after that, about that 9 month, Timeline, we're really hopeful that you'll be able to have some solid numbers in mind for the audiences that you're trying to reach and that you'll hopefully be able to affect so anyway. So, but yeah, I think, between that hopefully, that's a that's a good answer for you.

Taylor Moot, **TechWerx**
Next question is, can phase one funds be used to establish an internship or an on the job training program that can be implemented in phase 2? Sometimes it can be hard to set up and execute a program within 9 months.

Terrence Mosley, DOE EERE
Right. And that's why we're really wanting you to set up the plans and really just try to have solid plans in place. I would say that yes, funds could be used towards that. But once

again, I want you to really think about the partners that you work with as well. Because if you're able to maybe get a trade association that represents a lot of companies in the field or corporate interests, some different industry partners. You may be able to work out some things where they provide those types of opportunities. Without, you know, without you having to pay for it, or maybe sharing some cost or something like that. But yes, I mean, all of that's okay. But it's really you know, that's why we keep emphasizing the partnerships, and really finding the right partners to work with.

Taylor Moot, **TechWerx**
Alright. Next question is does funding come in before the project begins? Or is it issued as reimbursement after the project completes?

I will take this one, and then you all can jump in as well. So, the way it works is that the payments are milestone based. So, once you've reached your 1st milestone, you get a certain amount of money, and then the next milestone you reach, you get a second amount of money. We'll manage the milestone design and discuss all that during the negotiations. But you should be getting a series of payments throughout the entire project rather than getting reimbursements after the projects complete. But I'll pause there and see if there's anything else anyone wants to add.

Terrence Mosley, DOE EERE
No, just confirming the milestone based. I mean, that's really a key word. And that that's why we mentioned that, you know, when we talk about that 9 month period, you know. That's why I keep mentioning. You know we're not expecting your work to be finished at all by then. But the thing is, you should be far enough along with a couple of milestones in between time, where we really should be able to hopefully see clearly, you know more, even more clearly your vision for the programs that you want to support and put into place.

Taylor Moot, **TechWerx**
All right. Next question, I think, is also one that I'll direct to myself. Are there any stated restrictions on indirect costs or FNA rates in the call or proposal?

And again, everyone jump in if there's anything else to add. But really, what we are focused on is trying to make sure that the total budget that you propose fits within the amount that we are budgeting for this program. But we're not looking for specifics of line item, details such as indirect cost things like that. But I'll pause there and see if there's anything else to add.

Sara Harvey, DOE OTT: Yeah, I can jump in here. That's exactly right. This is what we're talking about when we say milestone based payments. So, when you enter into those B2B agreements after being selected, you're gonna negotiate with the DOE on what those milestones are gonna be, and then what the deliverables for those milestones will be, and then you submit that deliverable usually PDF with the invoice, and then you get paid for that

milestone, so we don't necessarily need to see your costs broken out. It's just sort of how much money it will require to meet that deliverable.

Taylor Moot, **TechWerx**
Awesome. Thanks. Sarah.

Terrence Mosley, DOE EERE
And Taylor, our time is moving pretty good here. I didn't know if you wanted to mention I saw a couple of questions, I think flash by about the partnering list, I think. I think here put it into the link into the chat, but I didn't know if there was anything else that you wanted to mention about it. I think I saw some questions pop up about that.

Taylor Moot, **TechWerx**
I think and I haven't been watching it super closely to be totally honest. But the link is there. If you have any questions, or you're having problems getting access to it or it's not working for you, please, email us at info@TechWerx.org. That'll be really helpful.

But I also see in the chat that a lot of you all are making connections directly about who may be potentially working together, and ultimately the goal of all of this is to really facilitate that. So whatever method you're using, that's great, but feel free to also use the teaming website.

Terrence Mosley, DOE EERE
Absolutely. I think that's the key thing there is just to make sure if anybody has any problems with getting on the teaming list, please. You know. E-mail us and let us know.

Taylor Moot, **TechWerx**
And it looks like we just dropped it in the chat again. So, there you go.

Terrence Mosley, DOE EERE
Someone just asked for it again. So perfect.

Taylor Moot, **TechWerx**
Okay. The next question that we have is 9 months can be quick turnaround for a project with national reach. I'm curious about that 9 month timeline.

Terrence Mosley, DOE EERE
You know, if I I'll put it this way, we felt that there was an enough time to really get the components of your proposal, I mean, of really what you're trying to pull together, together.

I will put it this way that you know, and we can fully work with you, because I think the thing that we're looking for at 1st with phase, one is really the merit of what you're trying to do in your project. If you feel that it, you know, would really, you know that that you would be best served with a little bit longer, maybe to, you know, to pull your plans together. This is not a

hard and rigid, you know, type of a schedule. We just really needed a timeframe to shoot, for to say, hey, by this time next year, you know, we really would think that you know that you would have a pretty clear picture of who your partners are, the numbers of candidates that you're really trying to touch through whichever programs you're doing. What's your actual program, whether it's, you know, online, whether it's in person certifications, curriculum, whatever it might be. So, we're really just looking for the more solid establishment of what you're trying to do.

And then, you know, as Taylor mentioned, you know, because there, there can be delays. You know, we're planning on hopefully, having, you know, awardees selected by next spring. And you know I'm not looking at the chart right now, but I know it's you know, sometime in next spring. So, by the time that you go through negotiations and we actually work out final plans, you know, if there's a couple of months that have gone by and things are moving a little slow, then we can always push back. This is not a hard and rigid type of a program. So, we really want to work with you the best way we can to make sure that you're effective in what you're trying to do. So hopefully, that answers that. But yeah, it's not a hard and fast rule.

But you know, we didn't want to say you had 2 years, either. We wanted to make sure to get it to the table as quick as we can to really try to move it forward and help you move it forward. So yes, it's not a hard and fast rule today, but we will work together to negotiate that with awardees.

Taylor Moot, **TechWerx**
Awesome. Alright, we have the next question. Is there any cost share required for this opportunity? Sara, I don't know if there's anything specific, you want to add.

Sara Harvey, DOE OTT
Just the answer to that is, no.

Taylor Moot, **TechWerx**
Okay, perfect.

Terrence Mosley, DOE EERE
That's my answer as well.

Taylor Moot, **TechWerx**
Fun one to answer.

Terrence Mosley, DOE EERE
That's right. That's always a fun one to answer.

Taylor Moot, **TechWerx**

Okay. Awesome. Alright. The next question is: $300K for a multi-state national training is nice, but potentially a small amount of funding. Are you expecting that this program would be combined with other sources of funding? And will you be able to help make those connections for the additional funding?

Terrence Mosley, DOE EERE
You know what I would never say. It's not possible, I think, for what we're trying to do here. You could almost think of it as a pilot of sorts, and I think that's 1 of the reasons why I wanted to emphasize. You know that we are looking at doing a phase 2, you know, because, you know, we only have so much funding to work with here, which is why, once again, we really want you to look at partnerships and bringing a lot of your groups together to be able to really be efficient in what we're trying to get done.

But if you look at it as a pilot, I think what we're really trying to do is prove the concept. And I think the proof number one is the big audience that's here today. And that's the thing that that really makes me excited. Because if we can show that there is an audience for this, this is this is what leads to future rounds and hopefully future larger rounds. Because if we can find that we get enough unique and really creative proposals that people are really supporting within DOE. That's what leads to, you know, bigger opportunities later on. So that's why we really want you to, you know. Bring us your best you know your best partnerships, your best proposals, because the more that we can put this in front of people and say, hey? Well, you know. You know group A, you know group a here did this with $300,000, and just imagine what they would have if they were at scale, you know, if we were able to help them scale up this program. And so that's what can actually help us to get this even further off the ground.

One of the things I think I mentioned it briefly at the beginning, but, as I mentioned, you know a lot of the work we do, and a lot of the funding and funding awards that we give out are pretty much within the university community with some industry partners, those kinds of things. We have done better over the last couple of years with more community groups and community based organizations in the environmental justice space. But when you think about it, this is a particular audience that I've really been wanting to work with, because a lot of you in the science and engineering space that have nonprofits or opportunities where you work with audience in this space.

This is where we really haven't done this as much in the past. And so, the more that we can build a demand for this type of opportunity, the more that we can justify doing it more in the future. So, I hope that helps. I fully realize that 300 k, or, you know, 200 250,300 K is not, gonna you know, change the world necessarily, but it may change it for a year, and if we can prove it with a pilot program, then maybe we can help you make that connection for future funding to keep it sustainable, and plus the partners that you form may also be able to help you as well, because we'll never have enough funding to fund all of the creative proposals that we would like to. But if you create these really nice partnerships and maybe have some industry partners, university partners. Maybe there's a way that you can work outside of this

particular funding opportunity to keep the opportunities going, and we would love to see that.

Taylor Moot, **TechWerx**
The other thing, I'll add, is our last slide in this does have some. You can scan the QR code, but some links to places to keep an eye on funding that EERE or DOE is putting out that might pertain to this. So, we're not necessarily directly gonna email you and tell you that these are available. But we are trying to help identify opportunities for you all as well.

Terrence Mosley, DOE EERE
And thank you for mentioning that, Taylor. I know we'll put that up before the before the session is over with. But that was something else that I really wanted to do as well to. That's why I mentioned. You can go to the ere website and we have places. You can go. We're going to put some links in or put the opportunity up before we leave to, so that you can go to our other funding opportunities, and just scan through, and see if there are any other opportunities that that might be a fit for you.

Taylor Moot, **TechWerx**
Awesome. Okay, thank you all for all the questions, and I appreciate all the upvoting. And I see it's active. I really appreciate it. The next question is, will you fund existing programs that meet your criteria? Or does the programming need to be new? Or, in addition to existing options.

Terrence Mosley, DOE EERE
I'm so glad you asked that. Yes, we fund new and existing programs. If we didn't say that clearly before, I definitely wanted to mention that because some of you do have programs going that you may be able to scale with this funding. So, you know, as long as it's a really good solution to the issue of trying to diversify the clean energy workforce. Then, hey, I'm all for it.

Taylor Moot, **TechWerx**
The next one is a bit specific to their specific organization. But I'm gonna try to kind of make it a little bit more broad, so that multiple people who maybe have similar questions feel like it's being answered. So, if my organization is largely focused on serving a community, or like a midsize city, that kind of base. How should they be thinking about how well they're how well they are suited for this type of funding, given that the focus is national?

Terrence Mosley, DOE EERE
Well, you know what. And that's why we tried to put it as like regional or national. I mean, we're, we're. We really are interested in programs that are kind of that that hopefully have the ability to really move the needle, as we said. But I will tell you this. It's not that you can't submit a proposal that is, you know, locally based, or, you know, kind of more local in scope, you know, because that particular program might be the most unique thing we see in the proposals that come through. I'm not saying that we would discount it, or, you know,

throw it out because it only serves one local community. The thing I would encourage you to do is to think about it in the scope of you know. Hey, okay, these are great programs that we're doing in our local area. Is there a way that we could partner with other organizations? Maybe within our region, maybe within a tri-state region, maybe within, you know, an organizational scope. That's one of the reasons why we really wanted to make this more about the partnership of organizations coming together, because you may have a great local initiative that could really scale if you partnered with a you know, a group that has more national connections. So, I would just tell you that, you know. And I'm glad you asked this question because I do want to emphasize that we're definitely not telling you not to submit if it's local in scope. But it's just the fact that we feel that it would be much stronger if you were able to, partner, to be able to bring some of those great ideas to more of a scale. And so that that's what I would. That's what I would say to that question.

Taylor Moot, **TechWerx**
Next question is, who will be doing the selection? Is it tech works? Is it DOE.

Terrence Mosley, DOE EERE
Oh, we will review proposals with you know. We'll have DOE personnel, will you know, around EERE and other probably other DOE offices will have involved with reviewing as any other funding opportunity that comes through. We'll do reviews of proposals. And you know, we have criteria for those, and we'll let the reviewers make decisions like any other funding opportunity that comes through.

Taylor Moot, **TechWerx**
Awesome. Next question is, do all partners need to be 501(c)(3) or 501(c)(6) organizations?

Terrence Mosley, DOE EERE
No. The lead organizations we definitely want to have lead organizations that fall in that space. But that's why we bring up the partnerships. Because if you are a nonprofit organization that might want to partner with a you know, with a you know I don't know a consortium of universities, or with you know, an industry trade association, whatever it might be. I would tell you there's not too much off limits. I mean, you know, it's really being creative about the partnerships, because the partnerships can help you unless your organization serves all purposes. I mean, you know, that's what those partnerships are for to really help you expand your reach.

But yes, think, Taylor, please tell me if I'm if I'm you know, getting off base with it. But I think, are they asking, can they lead the project, or can only a 501(c)(3) lead, or something like that?

Taylor Moot, **TechWerx**
I think it's what you're saying, like the nonprofit, 501(c)(3) or non-lobbying 501(c)(6) need to be the lead, but partners belonging do not have to be either of those. They can be other organizations.

Terrence Mosley, DOE EERE
Absolutely, absolutely.

Taylor Moot, **TechWerx**
But yeah, that's correct. Alright, we are getting close to time. But I think we have time for another question or 2. I think, kind of building along what we were talking about just now. The application calls for a nonprofit education organization. Does that mean that specifically, an educational organization needs to be the lead applicant, or can a nonprofit that is not an educational organization be a lead applicant?

Terrence Mosley, DOE EERE
Probably a case by case basis. I mean, I think as long as it is, you know, a 501(c)(3). I mean it. It's not like you have to be necessarily education based. And I guess when you say education based, I'm hoping that I'm saying this right? I mean, if you're thinking that you have to be connected to a university or something like that, I mean not as long as you're a qualifying entity as a you know 501(c)(3) or non-lobbying 501(c)(6) I think you're in great shape.

Taylor Moot, **TechWerx**
Okay, I think we're gonna do one last question here. And then we'll kind of switch to kind of wrap up really quickly.

Could a public research university that's not a nonprofit be eligible if using the funds to use the funds to provide research internships for undergraduate students?

Terrence Mosley, DOE EERE
We might I don't know. We may have to look at that a little closer, because I don't know, Taylor, what could you read the 1st part of that again is you said it's a public based university.

Taylor Moot, **TechWerx**
Taylor Moot: Yeah. So, the that says, could a public research university that's not a nonprofit be eligible?

Terrence Mosley, DOE EERE
Terrence Mosley: Okay. The only thing about that is that I think it's a case by case type thing, you. This may be a situation where we need you to email the project mailbox because you know, in most cases most public universities fall under that IRS classification of 501(c)(3). So not quite sure what case wouldn't fall under that. But you know, we probably would have to look at it, you know case by case, and just see. I wouldn't want to say anything today, yes or no, without kind of knowing a little bit more about the situation.

Taylor Moot, **TechWerx**

But also, I'll add, just generally speaking, if you are not a nonprofit, you are welcome to be a partner on any of these to be the lead? So, depending on exactly what this is referring to, I think there's maybe opportunities.

Terrence Mosley, DOE EERE
Absolutely. And I think the last part of that you know. The part that I that I understood more clearly is that they were talking about providing you know. What was it? Maybe research internships?

Taylor Moot, **TechWerx**
Yeah

Terrence Mosley, DOE EERE
Yes, I that that's the part that we would love for you to bring to the table. And that's why I'm saying there will be sections of this that really help people, maybe on a college scale to get to research in clean energy, which is awesome. But then there will be other portions of this, which is why we mentioned all of those other categories of constituents, because there will be some programs that really generate more workforce, you know, as far as just you know, maybe getting people from, you know, from either not working. I think the question we had on, you know, somebody that maybe hadn't completed a degree. You know whether it's formerly incarcerated, whether it's, you know, just alumni or veterans that may not be working now, or something. That's why we're all over the scale, you know, we're really looking for your best ideas to bring all of these people to the table. And so, we're hoping to have a really good representative group of projects that really span a spectrum. So yeah, so we would love to see some that create more researchers, whereas on the other side, we love to see other programs that are creating the next generation of, you know, technicians that work in the clean energy space. And so, yeah, so I think all of the above is great.

Taylor Moot, **TechWerx**
Awesome. Thank you. So, we have 3 min left, and I want to do a little bit of like what comes next. So unfortunately, we won't have time to answer the rest of the questions in this session, but rest assured we will. We have them. We're gonna collect them, and we're going to work with DOE to get all of them answered. When that happens, they'll go onto our website on the opportunity page and we will send out an email, letting you all know when that is there. So, keep an eye out for that. Keep checking the website. All those good things.

To wrap up, I think let's go to the next slide really quick. Awesome. So again, thank you all for attending. We've had a really good conversation, and we've really just appreciated how much of you have shown up and have shown interest in this. As we mentioned during some of the Q&A session. There are some places where there are relevant, potentially relevant DOE funding opportunities that we think you all might be interested in. Those QR codes on the left have those EERE funding opportunities. And then as well, there is a specific DOE STEM training and workforce development page, and that also has opportunities. So, scan those QR codes, check those out and keep an eye on all of that.

The second thing is, if you do have additional questions. You'll see in the chat that our email is there. But please send us an email or use that contact us page on the website. We will be going through all the questions that have been in here, so you don't need to follow up on those. But if anything else comes up during the process please feel free to email us.

And then finally, we'd appreciate it if you take a quick post webinar survey to share your feedback on how useful this session was using that QR code is on the right of your screen here.

And we just want to say again, you know, from everyone thank you so much for attending. We're really excited about this opportunity, and I'm excited to see what you all come up with.

Alright. Well, have a good day, everyone.

Terrence Mosley, DOE EERE
Thanks everyone.