

Applicant 1

General questions:

1. Can you please clarify what would qualify "for profit entities" as being "predominantly research oriented"? Is this based on percentage of profit gained from research work?

MassCEC's definition to identify which "for profit entities" would be "predominantly research oriented" is flexible. We expect it will include entities the primary function of which is research (or if an entity has multiple primary functions, research will be one) and that research is critical to the mission and function of the entity. All applicants should seek to demonstrate their research credentials in the proposal description of their qualifications and experience, and MassCEC will consider whether applicants meet this definition on a case-by-case basis.

2. How long do you expect the contract period to be?

The contract period has not been defined primarily because of the uncertainty of development of the Massachusetts networked geothermal projects. However, the estimated implementation timelines of these projects can be identified or estimated based on public information and filings. The contract period will also likely need to fall within the state obligations for expenditure of ARPA funds. MassCEC's understanding is that ARPA items funded from the state's Transitional escrow funding must be expended by June 30, 2027 per Section 2A of Chapter 102 of the Acts of 2021 ([Session Law - Acts of 2021 Chapter 102 \(malegislature.gov\)](https://malegislature.gov/Laws/Acts/2021/Chapter102)). Applicants should plan accordingly.

Program area 1:

1. Do you have specific metrics and data you envision should be included in the data bank, or will the project team develop a list of what should be included?

The data bank should minimally include data on costs, heat transfer in and around wells, heat transfer within the district loop, project information such as dimensions, building distribution points, and direct and indirect data on operational demands, such as thermal building demand, outside weather conditions, and any supplemental thermal inputs or outputs. Data should be presented in a manner that enables direct comparison between sites. This should likely build off data collected in Program Area 1 and be of sufficient detail for further research and evaluation. This data bank should be accessible to the public via a transparent and accessible portal. Applicants should suggest other relevant metrics and data to be included in the data bank.

2. What is the anticipated source of collected data? Has MassCEC engaged the utilities regarding collaborating on instrumentation plan and data sharing?

MassCEC has had preliminary conversations regarding instrumentation and data sharing with utilities, but MassCEC expects applicants to lead collaboration with utilities and identify best approaches for ensuring appropriate data and instrumentation sharing and working to ensure efforts are complimentary and not duplicative. Due to the uncertainty of future utility monitoring approaches, MassCEC and the selected applicant may maintain flexibility in adjustments of scopes and budgets for this area other related areas of uncertainty.

3. Should the cost of purchasing, installation, and operation and maintenance of metering (thermal and electric) and data collection devices be included in scope of work?

Necessary costs to perform tasks in program areas should be included in the scope of work.

4. Will the public data bank website be hosted by MassCEC or the project team?

Given the high volume of data in the data bank and the complexity of its presentation, the applicant should propose a location for the data bank being hosted. MassCEC prefers the data bank to be hosted in a high visibility location and preferably on a platform with research-oriented credentials. MassCEC's website does not have the capacity to host the data bank but will direct users to the data bank site.

5. Should website development, hosting, costs and maintenance be factored in for the public data bank?

Yes.

Program area 2:

1. Are there any key metrics or details desired in the statewide assessment, especially in the technical and economic analysis portion? Are there any key metrics used to determine feasibility in the community feasibility studies?

Applicants should suggest key metrics to be used in the statewide assessment, including key metrics to determine feasibility in community feasibility studies. Applicants should also suggest details to be included in the statewide assessment, and in the technical and economic analysis portion of the assessment.

2. How will communities be identified and selected for feasibility studies? Will the contractor or MassCEC be responsible for identification and outreach?

The selected applicant will work with MassCEC to conduct outreach, identify, and select communities for feasibility studies.

Program area 3:

1. Are there any specific deliverables or criteria for disseminating information?

Applicants should plan to engage and educate stakeholders in the host communities of potential sites. Applicants should outline an outreach and education plan and suggest deliverables accordingly. Applicants should plan to document undertakings, results, conclusions, etc. in reports and presentations to be made available to the public and should seek opportunities to publish outcomes in scientific, academic, and/or industry mediums.

2. Will there need to be website development for disseminating information, or will it be hosted on/ integrated within the MassCEC website?

Information dissemination can be hosted on and integrated into MassCEC's website. However, applicants may propose alternative avenues for hosting and disseminating information.

3. Will contractors be responsible for translating materials into multiple languages, or will MassCEC?

Applicants should recommend the scale of translation needed for materials and incorporate and costs to do so within their budget.

Applicant 2

1. Is the grant deadline August 1 (as listed on p. 7 of the FOA) or August 12 (as listed in other documents and on p. 4 of the FOA)? Is the Start Date September 1?

The Application Deadline is August 12. This has been corrected on page 7 of the FOA to be made consistent with the website and the rest of the FOA. The start date is expected to be in the fall of 2022, a specific date will be determined once an applicant is selected.

2. How is MassCEC defining team member contracts? Are subcontractors allowed? Are there limitations on type of contract? How specifically do we need to document, in our application, how funds will be disbursed to subcontractors, especially in light of the fact that different institutions may have different contract requirements?

Subcontractors are allowed. MassCEC's contracting process typically involves engaging with the project lead, while subcontractor agreements with the project lead do not directly include MassCEC. There will be language in MassCEC's contract with the project lead to the effect that the project lead will be responsible for its subcontractors adhering to the terms and conditions of its contract with MassCEC. MassCEC does not anticipate placing limitations on types of contract. There are no limitations on how funds are disbursed to sub-contractors. However, the Applicant should incorporate budget breakdown to subcontractors in the budget. Please list all anticipated sub-contractors in your application and specify anticipated rates and/or fee structure.

For the contract between MassCEC and the selected applicant, MassCEC has not specified a contract structure to be used. However, unless a non-MassCEC contract type is proposed and ultimately agreed to by MassCEC, MassCEC will default to using its own contract template. After selecting an applicant, MassCEC will work with the applicant to ensure that an agreeable contract structure and terms are developed and executed.

3. How will you handle funds disbursement? Are we responsible for proposing a contract type, i.e., fixed price, cost reimbursable, time and materials)? Could we receive some up-front amount to start the project? Or are you releasing funds on an annual or quarterly basis?

The applicant should recommend a schedule and structure for funds disbursement. Applicants may propose the payment/reimbursement structure(s), including fee for service and/or time and materials basis with a not-to-exceed value for the Tasks described in Section VI (and any others mutually agreed upon). MassCEC has typically used a "time and materials" cost reimbursement structure for services contracts, but is open to using a fee structure for milestones and deliverables. In any case, there will be language regarding the price the contract is "not to exceed". MassCEC typically does not release funds ahead of milestone/deliverable

completion or material purchases, but during the contracting period we can consider structures to reimburse materials costs incurred prior to contracting at time of execution. In both time and materials contracts and fixed fee contracts, MassCEC typically pays contract invoices within forty-five (45) days of receipt. For time and materials contracts, MassCEC would anticipate monthly invoicing, and for fixed fee, MassCEC would anticipate invoices submitted upon completion of a milestone or submission of a deliverable.

4. We are intending on applying for all three Program Areas. We are leveraging many of the activities in Program Area 1 to complete Program Areas 2 and 3 - can we write one cohesive 15-page proposal or does the proposal need to be 5 pages for each Program Area?

MassCEC will allow Program Area proposals to be as long as 8 pages, though Applicants should strive to limit Program Area proposals to 5 pages. Applicants should maintain the page limit for each Program Area. However, subsequent Program Area proposals can reference prior Program Area Proposals.

5. We are leveraging work done in each Program Area, so the combined budget for the entire project will be *less* than if we budgeted each Program Area independently. Do we need to structure the budgets for each Program Area to stand alone, in case they are funded independently? Or can we submit the project as one project + overhead, etc.? (p. 10)

Please submit a budget proposal reflecting the cost of completing all of the Program Areas that were applied for but break the budget up between the Program Areas. If MassCEC is considering selecting an applicant to undertake a more limited scope for a subset of Program Areas applied for, MassCEC will request an updated budget at that time.

6. Is it acceptable for the lead applicant to manage the overall team budget and distribute funds to partner organizations on a time-and-materials basis? Or do each of our partner organizations need to be a co-applicant who will contract with MassCEC separately and submit separate budgets?

Yes, as the lead applicant you may distribute funds to partner organizations on a time-and-materials basis (or other agreed upon structure). Sub-contractors should be identified in the proposal along with an initial budget but will not be required to contract with MassCEC directly. However, MassCEC's terms will apply/pass through to the entire project team via the contract between MassCEC and the lead applicant.

7. Do we need Letters of Support from the budget offices of each of our partner organizations, approving their budgets? Or will the applicant be responsible for overseeing the contracts with our partners?

The selected applicant will be responsible for overseeing contracts with partners and MassCEC does not require letters of support from partners' budget offices.

8. How are Letters Of Support handled in the application?

Letters of support are optional but will be allowed to be submitted as additional materials for the application.

9. There are many aspects of this project that are not under the applicant's control - significantly the timing of installation of each of the networked geothermal systems by the utilities. Is there flexibility in how we can spend our funding to accommodate these fluctuations? Will we need to file no-cost extensions if the installations take longer than the grant timeline?

Please submit an estimated budget and timeframe based on currently available information and timelines. MassCEC and the project team can negotiate contract adjustments during the course of the project, as needed, for factors that are currently unknown or out of the applicant's control.

10. Does MassCEC have a standard Conflict of Interest statement we should use?

- a. No.