IN² Channel Partner Strategic Award – Funding Opportunity Information

Background

History

The Innovation Incubator (IN²) program was created in 2014 to advance clean energy technologies in the commercial buildings space in order to bridge the valley of death. This program began by providing support to select commercial building related energy efficiency technologies through technical support at NREL and project related funding. Companies were selected into the program after being referred by Channel Partners and undergoing rigorous review through three down selection rounds. In 2017, based on the success of IN² to date, the program is being expanded to address additional technology verticals, and to provide strategic funding awards to Channel Partners.

The IN² Channel Partner Award Program is a pilot program that serves to support the cleantech ecosystem by funding sustainability-focused incubators, accelerators, and university programs as key stakeholders in the clean energy economy. In addition to supporting the ecosystem financially, the program aims to further the ecosystem through promotion of a sustainable, robust network. The community will be convened and strengthened through activities and events that will provide opportunities for funded members to share learnings, discuss strategic objectives, and network in an effort to strengthen the cleantech community.

Funding Opportunity

By responding to this funding opportunity, Channel Partners are submitting ideas for strategic programmatic funding that further support the mission of fostering clean technology solutions that can be leveraged across the IN² ecosystem. Programs shall focus in driving active engagement within the ecosystem to support clean energy innovation.

This pilot program is anticipated to run for four years with new funding available each year. While proposals will request funding for one year, successful programs may develop into multi-year opportunities.

Proposals may choose to engage with economic development agencies, local and state governments, other key clean energy/cleantech stakeholders, and local Wells Fargo teams.
This is an open call for ideas but programs must address one or more of the following focus areas:

Energy (required):
• Residential / Commercial Building Technologies
• Sustainable Mobility
• Food / Energy / Water Nexus
• Smart Cities

Socio-Economic (encouraged):
• STEM (Youth K-12)
• Diversity
• Public Health
• Job Creation

**Funding**

We anticipate funding 9 strategic award proposals in 2017 ranging from $15,000 - $500,000.

1  500,000 (requires a minimum of 4 channel partners)
1  150,000 (requires a minimum of 2 channel partners)
2  100,000 (partnering with other channel partners encouraged)
3  50,000 (partnering with other channel partners encouraged)
2  15,000 (partnering with other channel partners encouraged)

In the application you will be required to list the funding amount you are applying for in addition to how funding will be divided amongst partners. Please be aware that awarded funding amounts may differ from funding requests.

**Responsibility**

The Prime Recipient will be the responsible authority regarding the settlement and satisfaction of all contractual and administrative issues related to fund distribution and reporting.

**Application Process**

The application process will occur in two phases, 1. Pre-proposal phase and 2. Final proposal phase.

**Pre-Proposal Phase**

The IN2 team will distribute a survey requesting the following information:
• Impacted technology category (buildings, sustainable mobility, food energy water etc.)
• Partners you are looking to engage
• Funding award amount targeted
• A short summary of your proposed program and description around if the program is new or an expansion of an existing initiative
• How will you measure program success

The IN² team will use this information to make partnering recommendations and request full proposals from selected teams. Not all submissions will result in final proposal requests.

Final Proposal Phase

If a final proposal is requested, teams will complete full proposal outlining activities, partnerships, and a budget of how funding will be spent.

Final proposal submissions shall be no more than three pages in length

**Limitation on Number of Applications Submitted per Organization**

Applicants may either submit one application or collaborate on one application proposal with other organization(s) on a proposal application. Each Channel Partner organization is limited to participation in one proposal.

The IN² Channel Partner Awards meeting and IN² Summit are intended to help cultivate these relationships. We encourage you to make connections and engage other Channel Partners and subject matter experts in your programing.

**Reporting**

Annual one-two page update and impact reports will be provided to the NREL IN² Program Management team.

**Event Sponsorship and Logo Usage**

While we encourage you to promote the IN² Program and Wells Fargo as supporters of your program efforts, prior communication and approval is required for all events associated with this funding. Awardees are expected to communicate all events and request logo usage at least one month prior to event date in order to gain approval and provide the ability for programmatic representation at events, when possible.

**Eligibility**

Funding is restricted to U.S. NGO 501c3 organizations. To be considered for funding, the Wells Fargo Foundation must refer organizations, to be considered on a case-by-case basis.

This is non-advocacy funding; as such no amount of this funding may be used for any lobbying efforts. Additionally, funding must have impact in the United States and is not intended for international use.
Evaluation Rubric

<table>
<thead>
<tr>
<th>Subject</th>
<th>Prompt</th>
<th>SCORING RANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ability to positively impact ecosystem (20%)</td>
<td>How impactful will this program be if successful?</td>
<td>1</td>
</tr>
<tr>
<td>Sustainability (20%)</td>
<td>Little or no indication that the project will sustain beyond project funding</td>
<td>Project may have minimal impact if successful</td>
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<tr>
<td>Potential project success (20%)</td>
<td>Project cost, time scale, or other barriers will prevent success</td>
<td>Project will have minimal impact if successful</td>
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<tr>
<td>Impact on Cleantech startups (20%)</td>
<td>Project will have minimal impact if successful</td>
<td>Project will have some impact, if successful</td>
</tr>
<tr>
<td>Innovation (10%)</td>
<td>Project is not innovative</td>
<td>Project is minimally innovative</td>
</tr>
<tr>
<td>Partnership (5%)</td>
<td>No partnerships listed</td>
<td>Some partnerships listed</td>
</tr>
<tr>
<td>Impact on Wells Fargo EA targets (5%)</td>
<td>EA target groups will not be impacted by this project</td>
<td>EA groups may be slightly impacted by this effort</td>
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Timeline

The timeline for strategic awards is scheduled as follows:

Pre-Proposals DUE: October 2, 2017

Feedback and Proposed Matchmaking by IN² Team: October 25, 2017

Full Proposals DUE: November 17, 2017

Award Decisions Anticipated: Mid-December 2017