

**FOA #EN-03312010**  
**Mississippi Job Protection through Energy Economic Development (MJPEED)**  
**Round 2**

Please see below for answers to all questions regarding MJPEED Round 2 received by the Mississippi Development Authority – Energy Division (MDA-ED) through February 26, 2010.

NOTE: All Applicants must read and follow the Funding Opportunity Announcement (FOA) and complete the Application in full to be considered. This is a highly competitive program and not all Applicants will receive funding. The FOA, Application and a Best Practices document with further guidance as to the preparation of successful applications are available at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org).

**1. QUESTION**

Could I read any of the successful proposals for Round 1 of this grant?

**ANSWER**

Round 2 is a separate and distinct round with different guidelines, a different application process, and a different application. Interested Applicants are well served to focus on Round 2 and not Round 1 when developing their applications. MDA has taken several steps to ensure interested Applicants have the information needed to develop competitive applications. The Funding Opportunity Announcement (FOA) describes in full all requirements and scoring parameters. The Best Practices document outlines elements that will help Applicants improve the quality of their application as well as negative characteristics to avoid. Finally, MDA hosted a webinar on February 16 to provide guidance on the FOA and application. These documents and the archived webinar can be found at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org).

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**2. QUESTION**

We submitted an application in Round One and were told we did not rank high enough to be funded.

Can we find what our score was?

Will that score be broken down per category?

Also what was the score of the lowest ranked application that was awarded?

**ANSWER**

Round 2 is a separate and distinct round with different guidelines, a different application process, and a different application. Interested Applicants are well served to focus on Round 2 and not Round 1 when developing their applications. MDA has taken several steps to ensure interested Applicants have the information needed to develop competitive applications. The Funding Opportunity Announcement (FOA) describes in full all requirements and scoring parameters.

The Best Practices document outlines elements that will help Applicants improve the quality of their application as well as negative characteristics to avoid. Finally, MDA hosted a webinar on February 16 to provide guidance on the FOA and application. These documents and the archived webinar can be found at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org).

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### **3. QUESTION**

Can owners of a particular company that was awarded funding under Round 1 apply under round 2 for another totally separate company that they own which has Energy Efficient needs?

### **ANSWER**

Yes as long as the companies are two separate legal entities and not separate branches of the same parent company.

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### **4. QUESTION**

What was the point total required to win funding the first round of the MJPEED that was awarded December 1? Was this based on the same point total of 80 points?

### **ANSWER**

The 80-point evaluation criteria for Round 2 of this program is the same as for Round 1. However, Round 2 is a separate and distinct round with different guidelines, a different application process, and a different application. Interested Applicants are well served to focus on Round 2 and not Round 1 when developing their applications.

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### **5. QUESTION**

With respect to the “Mississippi Job Protection through Energy Economic Development – Round 2 Funding Opportunity Announcement”, I have a question that pertains to section I.

INTRODUCTION, Eligible Applicants located on page 1 of the FOA which reads as follows:

#### **Eligible Applicants**

Any private for-profit or non-profit corporation, sole proprietorship, or partnership with operations in Mississippi as of July 1, 2009 is eligible to apply for a grant through this program.

Our company is headquartered in Jackson, MS and owns a manufacturing facility and offices located in Jackson, MS. Is our company an eligible Applicant as defined by the Round Two FOA?

## **ANSWER**

Yes; if the building in which the proposed energy efficient upgrade will be installed is located in the state of Mississippi and the benefit of that upgrade will accrue to a private entity operating in the state, it is eligible assuming all other requirements of the FOA are met.

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## **6. QUESTION**

I have a boiler replacement project and an annealing furnace replacement project which does not add jobs, will I still be able to qualify?

## **ANSWER**

It is not the intention of MDA to advise Applicants as to the specific eligibility of individual projects. Please see page 3-4 of the FOA for a list of eligible projects to determine if your project is eligible for funding.

As stated on pages 11-12 of the FOA, the total Project Impact will weigh heavily on a decision to award funds. Job creation is included in the Project Impact, but points in this category will not be awarded solely based on job creation and retention.

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## **7. QUESTION**

Will I be able to get a copy of this presentation?

## **ANSWER**

Yes. Please visit [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org) and click on “Webinars & Programs” on the left hand side. The MJPEED Round 2 webinar PowerPoint presentation is available, as well as an archived version of the entire webinar.

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## **8. QUESTION**

Is there a limit on the number of Applicants from the same area (town) that will be selected for this grant?

## **ANSWER**

There is no limit to the number of entities per town or community that may receive funds; however, as stated on page 11 of the FOA under Evaluation Procedure and Considerations: “MDA-ED reserves the right to distribute funds in an equitable manner that ensures, to the greatest practicable extent, that qualified Applicants from all parts of the state and in all sizes of business are awarded, subject to availability of funds.”

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**9. QUESTION**

Because the minimum grant award is \$20,000, then does that mean that the minimum for the Applicants' total project cost is \$26,667?

**ANSWER**

Yes.

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**10. QUESTION**

What is the percentage of the project that could be geared toward solar (renewable energy) that wouldn't put the Applicant at a disadvantage? For example, 25%?

**ANSWER**

There is no specific percentage desired by MDA-ED. Please review the note on page 4 of the FOA which says: "This program is intended for the purchase and installation of energy efficient upgrades. Some energy efficient projects that include small scale renewable components may be funded, but projects that only rely on renewable systems will be less competitive."

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**11. QUESTION**

I'm considering installing a capacitor bank to reduce the KWd I'm experiencing in penalties. Is this something that will qualify under "metering or energy management systems"?

**ANSWER**

It is not the intention of MDA to advise Applicants as to the specific eligibility of individual projects. Please see page 3-4 of the FOA for a list of eligible projects to determine if your project is eligible for funding.

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**12. QUESTION**

Can you put the cost in as part of the project?

**ANSWER**

The intention of this question is unclear. The cost of eligible project activities should be included in the budget justification as described on page 9 of the FOA.

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### **13. QUESTION**

The FOA on the MDA website appears to be for Round 1 only. Where can I find the new FOA/Application?

### **ANSWER**

The FOA, Application and Best Practices document for Round 2 of MJPEED are available at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org) under “Funding Opportunities and Announcements” listed on the left hand side.

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### **14. QUESTION**

We are a casino, but we have a hotel. I am curious if our hotel would be eligible for the grants?

### **ANSWER**

If the hotel is owned by the casino and the casino or casino management company would reap benefits from the implementation of the project, the hotel would be ineligible for funding. If the hotel is a completely separate entity, owned wholly apart from the casino or casino management company and no benefits of project implementation would flow to the casino or casino management company, the hotel would be an eligible Applicant.

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### **15. QUESTION**

If your ASHRAE audit does confirm the specifics of savings or deviate a small percentage; is the Applicant guaranteed an award?

### **ANSWER**

For those Applicants that have been formally advised by MDA that their organization is a finalist for MJPEED funding and whose audit confirms the savings claimed by the Applicant, barring extenuating circumstances, the Applicant will be awarded funds.

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### **16. QUESTION**

Can you please talk again about the Davis-Bacon and union requirement? Can you use your own installers or non-union?

### **ANSWER**

Awardees are not required to use union labor for project implementation, but the prevailing wage, as determined by the U.S. Department of Labor, must be paid to all laborers and

mechanics involved in project implementation. Please see the Davis-Bacon Act section on page 7 of the FOA for further information.

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### **17. QUESTION**

Can we get a hard copy of the FOA?

### **ANSWER**

The FOA, Application and Best Practices document for Round 2 of MJPEED are available at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org) under “Funding Opportunities and Announcements” listed on the left hand side. If an interested party does not have internet access, a copy may be obtained by faxing a request to MDA Procurement, Re: ARRA MJPEED-2 FOA # EN-03312010 at (601) 359-5042.

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### **18. QUESTION**

If the selected finalist conducts an ASHRAE Level II audit, and that audit then reveals additional energy savings projects that provide excellent savings and payback, will MDA consider an increase in the project grant beyond what was originally requested?

### **ANSWER**

Based on the limited availability of funds, MDA does not intend to increase grant amounts beyond what is determined to be funded at the time of finalist selection.

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### **19. QUESTION**

On page 4 of the FOA, it states “no new construction”. Is new construction deemed as: replacing sheetrock, roof shingles, replacing windows or upgrades to electrical wires inside a building that is receiving insulation upgrades?

As my previous question I stated in regards to “new construction”; by it being deemed as replacing “sheetrock, roof shingles, replacing windows or upgrades to electrical wires inside a building that is receiving insulation upgrades” if this is true a project that is doing these retrofits would have a good possibility of exceeding the payback period by using the calculation of total project cost/estimated annual energy cost savings because these upgrades would be costly but wouldn’t directly affect consumption but these construction implements would be required for new insulation of a building.

## **ANSWER**

It is not the intention of MDA to advise Applicants as to the specific eligibility of individual projects. Please see page 3-4 of the FOA for a list of eligible projects to determine if your project is eligible for funding. Note that all items purchased with funds must be tied to an energy efficiency measure, and MDA will endeavor to fund only projects with a payback period of 10 years or less.

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## **20. QUESTION**

How can we procure an ASHRAE Level II Energy Survey and Analysis?

## **ANSWER**

Through a formal Request for Qualifications issued in 2009, MDA-ED has compiled a list of qualified energy auditors. This list is not exhaustive and does not attempt to capture all qualified auditors in Mississippi. However, if the list is desired by an Applicant seeking an ASHRAE audit, it may be obtained by emailing MDA Procurement at [procurement@mississippi.org](mailto:procurement@mississippi.org). Please note that an ASHRAE audit is not required for the submission of an application. An audit is required only after the Applicant has been notified of selection as a finalist.

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## **21. QUESTION**

What are some examples of projects that have been accepted?

## **ANSWER**

A list of Round 1 awardees and their projects is available at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org). Select "State Energy Program" and then "Mississippi Job Protection through Energy Economic Development". A link to the Round 1 Recipients list is available approximately halfway down the page.

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## **22. QUESTION**

Could you give us examples of in-kind contributions?

## **ANSWER**

An in-kind contribution is a non-cash input which can be given a cash value. Examples include, but are not limited to: consultant donated time to a program; donated professional services; city or county government or other entity donates the use of heavy machinery; city or county government or other entity donates workers time to use heavy machinery; or donation of time of use of equipment if needed to complete the project.

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### 23. QUESTION

Can you briefly address how Round 1 is proceeding? How many successful applications were there and how many finalists were there?

### ANSWER

There were 78 applications received by MDA and 27 finalists named. Of these 27 finalists, 24 were awarded funds.

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### 24. QUESTION

What does an ASHRAE Level II energy audit cost? Why is this called a grant if there is a payback and how does this work? Audited company financials for the last three years is not something small businesses do annually. What type of businesses were funded in Round 1?

### ANSWER

To the question “What does an ASHRAE Level II energy audit cost?”:

An energy audit is typically priced on a square footage basis. A general range is \$.06-\$.17 per square foot, depending on the size and type of the building. For a more exact quote, contact a professional engineer qualified to perform energy audits. Note that while awardees will not be reimbursed for the audit, the cost of an audit may be included as match.

To the question “Why is this called a grant if there is a payback and how does this work?”:

This is a grant and funds will not be repaid to MDA. The “payback period” calculation, for purposes of this program, is the same as return on investment (ROI), and is an evaluation tool used by MDA in scoring the applications.

To the statement “Audited company financials for the last three years is not something small businesses do annually.”:

Per page 9 of the FOA, companies may submit three years of filed tax returns to fulfill this requirement.

To the question “What type of businesses were funded in Round 1?”:

A list of Round 1 awardees and their projects is available at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org). Select “State Energy Program” and then “Mississippi Job Protection through Energy Economic Development”. A link to the Round 1 Recipients list is available approximately halfway down the page.

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## 25. QUESTION

Is this open to government or just nonprofits and businesses?

## ANSWER

Governmental entities are not eligible for funding. For further guidance, please see page 2 of the FOA, which lists eligible Applicants for funding and page 3 of the FOA, which lists ineligible Applicants.

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## 26. QUESTION

What if our building is owned by the city, are we still eligible?

## ANSWER

A building owned by a city is potentially eligible for funding. Please see page 5 of the FOA, which gives information as to structural eligibility. As long as the Applicant pays the energy bills and the private entity will reap the benefits from project implementation, the building would be eligible. All Applicants proposing projects in a building that is leased or rented from another party must submit a landlord authorization letter as called for in Page 9 of the FOA.

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## 27. QUESTION

Can we get results from our Round 1 application?

## ANSWER

Round 2 is a separate and distinct round with different guidelines, a different application process, and a different application. Interested Applicants are well served to focus on Round 2 and not Round 1 when developing their applications. MDA has taken several steps to ensure interested Applicants have the information needed to develop competitive applications. The Funding Opportunity Announcement (FOA) describes in full all requirements and scoring parameters. The Best Practices document outlines elements that will help Applicants improve the quality of their application as well as negative characteristics to avoid. Finally, MDA hosted a webinar on February 16 to provide guidance on the FOA and application. These documents and the archived webinar can be found at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org).”

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## 28. QUESTION

Where do you find an ASHRAE audit engineer?

## **ANSWER**

Through a formal Request for Qualifications issued in 2009, MDA-ED has compiled a list of qualified energy auditors. This list is not exhaustive and does not attempt to capture all qualified auditors in Mississippi. However, if the list is desired by an Applicant seeking an ASHRAE audit, it may be obtained by emailing MDA Procurement at [procurement@mississippi.org](mailto:procurement@mississippi.org). Please note that an ASHRAE audit is not required for the submission of an application. An audit is required only after the Applicant has been notified of selection as a finalist.

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## **29. QUESTION**

Can company provided labor be counted as part of your 25% contribution?

## **ANSWER**

Yes. The value of the time may be factored into the match. Please note that under ARRA Davis-Bacon requirements, all laborers and mechanics performing work on a project funded under ARRA must be paid the prevailing wage rate as determined by the U.S. Department of Labor. This includes company provided labor.

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## **30. QUESTION**

How do I show internal funding for the 25% match?

## **ANSWER**

In the Budget Justification (see page 9 of the FOA), demonstrate that your organization's cash flow is sufficient to allow the organization to provide the match through a corporate contribution.

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## **31. QUESTION**

For the detailed breakdown/description, can I provide a detailed lighting analysis as an attachment?

## **ANSWER**

Applications must be filled out in full, but attachments justifying claims made in the application are allowed.

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## **32. QUESTION**

What is the cost of an audit?

## **ANSWER**

An energy audit is typically priced on a square footage basis. A general range is \$.06-\$.17 per square foot, depending on the size and type of the building. For a more exact quote, contact a professional engineer qualified to perform energy audits. Note that while awardees will not be reimbursed for the audit, the cost of an audit may be included as match.

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## **33. QUESTION**

What if the company headquarters is in a different state, but the building is in Mississippi, can we still qualify?

## **ANSWER**

Yes. As stated on page 2 of the FOA under Eligible Applicants, “Any private for-profit or non-profit corporation, sole proprietorship, or partnership with operations in Mississippi as of July 1, 2009 is eligible to apply for a grant through this program.”

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## **34. QUESTION**

If ASHRAE audit is several points below our grant estimate, how will that affect the score?

## **ANSWER**

The ASHRAE audit is intended to confirm the information that the review committee used to determine the finalists for award. At the time an ASHRAE is conducted, applications will already be scored. If the ASHRAE does not confirm the savings claimed in the application, it is possible that the project would not be funded; however, MDA retains the discretion to waive minor discrepancies from the audit.

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## **35. QUESTION**

Just to be clear, no public entity, school community college or sub-division of them is eligible for funding?

## **ANSWER**

Correct. Please see page 3, Ineligible Applicants, for further information.

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## **36. QUESTION**

Can we get funding for a solar panel project?

## **ANSWER**

Small-scale renewable energy projects are eligible for funding (see page 4, #6, Solar and Combined Heat and Power Systems). However, please note that, as stated on page 4, “This program is intended for the purchase and installation of energy efficient upgrades. Some energy efficient projects that include small scale renewable components may be funded, but projects that only rely on renewable systems will be less competitive.”

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## **37. QUESTION**

Still have some confusion on the jobs retained criteria. Can you explain a little more on this? For example, if we submit a hotel energy savings project, can retention be defined as “we can use the 20% savings to put more money into hours for our staff?”

## **ANSWER**

On December 18, 2009, the federal Office of Management and Budget (OMB) released new guidance for the reporting of jobs estimates for ARRA-funded projects. This guidance modified the definition, to the following: a job retained is “an existing position that is now funded, in whole or in part, by the Recovery Act.” Please use this definition when preparing applications.

If an Applicant feels that the implementation of a project would lead to the retention of jobs outside of the scope of this definition, the Applicant may note this in the Project Description section of the application (see page 6 of the application).

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## **38. QUESTION**

How do you list the audit amount as cost match?

## **ANSWER**

Applicants may provide an estimate based on square footage of the building or get a quote from an engineer capable of doing ASHRAE Level II energy audits. An energy audit is typically priced on a square footage basis. A general range is \$.06-\$.17 per square foot, depending on the size and type of the building. For a more exact quote, contact a professional engineer qualified to perform energy audits.

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## **39. QUESTION**

Is it possible to get a list of companies applying for funds and approved for funding?

## **ANSWER**

A list of Round 1 awardees and their projects is available at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org). Select “State Energy Program” and then “Mississippi Job Protection through Energy Economic Development”. A link to the Round 1 Recipients list is available approximately halfway down the page.

A list Round 2 awardees will be available on the same webpage once awards are made. Applications are due by 3:00 p.m. CST March 31, 2010.

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## **40. QUESTION**

How many projects can one plant have?

## **ANSWER**

There is no limit on the number of energy conservation measures (ECMs) that can be applied for from one location. The maximum grant amount is \$750,000..

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## **41. QUESTION**

Can energy savings be demonstrated off of new product production for the year due to upgraded steam process equipment or does it have to be quantified off of past production?

## **ANSWER**

This question appears to ask about process upgrades which lead to increased product production. Please see page 4 of the FOA under Ineligible Projects: “Funds will not be used to purchase equipment that is not deemed to be energy efficient by the U.S. Department of Energy. This includes improvements to processes that do not reduce the total energy consumption of a facility, as measured by quantifiable BTU savings.” If the process equipment upgrade does not reduce the BTUs consumed at the facility, it is not eligible.

The U.S. Department of Energy distinguishes between *energy efficiency* and *energy intensity*. In consultation with DOE, MJPEED has been designed to help businesses increase energy efficiency only, thus reducing total BTUs consumed at a facility.

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## **42. QUESTION**

Is there a list of the 28 funded projects in Round 1?

## **ANSWER**

A list of the 24 Round 1 awardees and their projects is available at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org). Select “State Energy Program” and then “Mississippi Job Protection through Energy Economic Development”. A link to the Round 1 Recipients list is available approximately halfway down the page.

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## **43. QUESTION**

Can you count subbed out labor as jobs retained?

## **ANSWER**

Please see page 7 of the application for information about job creation and retention; only anticipated direct jobs created or retained by the Applicant should be claimed on the application.

If the Applicant anticipates job creation or retention from a vendor or subcontractor if the project is funded, the Applicant may include this in the jobs description narrative on Page 7 of the application.

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## **44. QUESTION**

Are community hospitals eligible for funding?

## **ANSWER**

Please see page 2 of the FOA under Eligible Applicants. If the community hospital meets these requirements, it would be eligible. If the community hospital is publically owned, it would not be eligible.

UPDATED 3/5/10: If the hospital is an independent for-profit or non-profit organization that is self-sufficient, it would likely be eligible. Sufficient documentation should be provided with the application to justify that the hospital is a private for-profit or non-profit organization. Additionally, if the hospital is located in a city- or county-owned facility, a landlord authorization letter (see page 9 of the FOA) would be required.

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## **45. QUESTION**

Do you have a list of people who perform the audits and work?

## **ANSWER**

Through a formal Request for Qualifications issued in 2009, MDA-ED has compiled a list of qualified energy auditors. This list is not exhaustive and does not attempt to capture all qualified auditors in Mississippi. However, if the list is desired by an Applicant seeking an ASHRAE audit, it may be obtained by emailing MDA Procurement at [procurement@mississippi.org](mailto:procurement@mississippi.org). Please note that an ASHRAE audit is not required for the submission of an application. An audit is required only after the Applicant has been notified of selection as a finalist.

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## **46. QUESTION**

Which would be best, to copy all past power and gas bills for the past year, or get a detailed statement from the utility companies of what we have actually paid or used in the past year?

## **ANSWER**

Please see page 9 of the FOA. MDA is requiring 12 months of utility bills. If an Applicant wishes to include an energy analysis performed by a utility company as supporting documentation, that may be submitted in addition to the 12 months of utility bills.

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## **47. QUESTION**

I already turned in a proposal in January for FOA #12112009 which was the renewable energy FOA. I have not received an answer if it was approved or not, but the project proposal I turned in is actually a better fit for this FOA. Should I resubmit for this FOA?

## **ANSWER**

Due to limited funding, MDA-ED does not intend to award grants to entities under more than one program. However, if an Applicant feels that a project applied for under one program is more suited to another program, the Applicant is not precluded from applying for both. If the proposal is funded under one program, any pending applications in other programs will likely be rejected.

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## **48. QUESTION**

Can the installing contractor be from out of state?

## **ANSWER**

Yes.

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**49. QUESTION**

Would spraying a metal roof with white epoxy rubberized paint be considered under building envelope? We have considered doing this for energy savings! Is this something that might apply?

**ANSWER**

It is not the intention of MDA to advise Applicants as to the specific eligibility of individual projects. Please see page 3-4 of the FOA for a list of eligible projects to determine if your project is eligible for funding.

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**50. QUESTION**

Davis Bacon: So my equipment vendor has to disclose what he is paying his installers on this project?

**ANSWER**

If awarded, laborers and mechanics involved in the installation of the energy efficient equipment will be required to be paid no less than the prevailing wage for the county as determined by the U.S. Department of Labor.

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**51. QUESTION**

Is there a grant administration fee portion?

**ANSWER**

No. As stated on page 3 of the FOA under Eligible Projects, "The purchase and installation of commercially-available equipment deemed to be energy efficient installations, upgrades, or systems." No funds are available for grant administration.

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**52. QUESTION**

What is the points breakdown for project impact?

## **ANSWER**

Specific points are not associated with each item under the Project Impact category. The review committee will take all of those elements into account and will grade applicants on the total impact of the project.

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## **53. QUESTION**

There are computer controllers available for confined animal production systems (catfish, poultry, dairy, swine, etc.) that manage the various energy using systems (pumps, aerators, heaters, fans, lights, etc.). Are these controllers eligible?

## **ANSWER**

It is not the intention of MDA to advise Applicants as to the specific eligibility of individual projects. Please see page 3-4 of the FOA for a list of eligible projects to determine if your project is eligible for funding. Note that Energy Management Control Systems are eligible projects (see page 4, #7).

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## **54. QUESTION**

Are private schools eligible to apply for the funds?

## **ANSWER**

Yes.

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## **55. QUESTION**

Will this program cover energy efficient coatings?

## **ANSWER**

It is not the intention of MDA to advise Applicants as to the specific eligibility of individual projects. Although it is unclear exactly what type of coating is being referred to, please see page 3-4 of the FOA under Eligible Projects, "Building Envelope – Purchase, replace, or install building envelope improvements like insulation and weather sealing to roof, walls, ceiling, windows and doors. No new construction is allowed."

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## **56. QUESTION**

Do you get the grant up front or is it a drawdown?

### **ANSWER**

As stated on page 6 of the FOA under Method of Payment: "Payments shall be made on a cost-reimbursement basis over the course of the grant."

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## **57. QUESTION**

If the project involved renovation of a school building, would Davis-Bacon apply to all laborers and not just installers of grant approved equipment?

### **ANSWER**

If the school in question is publically owned, it would not be eligible for funding under this program (see page 3, Ineligible Applicants).

Assuming the question is regarding a private school, for purposes of MJPEED, Davis-Bacon Act requirements apply to any project funded, in whole or in part, with ARRA dollars. Davis-Bacon requirements would apply to all laborers and mechanics involved in the energy efficiency project, not just the portion paid for with ARRA funds.

An official determination on this question cannot be made at this time without complete information on the project. However, if the renovation can clearly be broken into separate and distinct projects – one for the energy efficiency upgrade and another for general school renovations - it is possible that Davis-Bacon would not apply to the renovation workers, but it would apply to the project using ARRA funds. More information regarding Davis-Bacon requirements under ARRA will be given to awardees as projects are implemented.

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## **58. QUESTION**

Is it mandatory that you have been in business for three years?

### **ANSWER**

As stated on page 2 of the FOA under Eligible Applicants: "Any private for-profit or non-profit corporation, sole proprietorship, or partnership with operations in Mississippi as of July 1, 2009 is eligible to apply for a grant through this program." As stated on page 9 under Audited Company Financial Statements: "If the Applicant has been in business less than three years, provide the required financial data listed above since inception."

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## **59. QUESTION**

Can we be reimbursed 75% for using in-house labor to install and complete the project, or do we have to have a contractor install the project in order to be reimbursed for the expense?

## **ANSWER**

In-house labor is allowed. Please note that under ARRA Davis-Bacon requirements, all laborers and mechanics performing work on a project funded under ARRA must be paid the prevailing wage rate as determined by the U.S. Department of Labor. This includes company provided labor.

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## **60. QUESTION**

If your application is selected as a finalist and the ASHRAE audit is one or two points below your application claim, but still over the 25% savings goal, how will that affect your award?

## **ANSWER**

If the ASHRAE does not confirm the savings claimed in the application, it is possible that the project would not be funded; however, MDA retains the discretion to waive minor discrepancies from the audit.

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## **61. QUESTION**

Please let me know the number of pages required to submit a grant proposal for the Competitive Grant for the ARRA MJPEED 2FOA? (Excluding the application and its exhibit attachments.)

Also please list a website that I can view successful proposals and not just the names of previous awardees. If not, is there a sample proposal that I can view to help me establish the groundwork for my client's proposal?

## **ANSWER**

To the question "Please let me know the number of pages required to submit a grant proposal for the Competitive Grant for the ARRA MJPEED 2FOA?":

There is no page limit for a proposal. Please review the FOA and complete the application as directed.

To the statement/question: "Also please list a website that I can view successful proposals and not just the names of previous awardees. If not, is there a sample proposal that I can view to help me establish the groundwork for my client's proposal?"

Round 2 is a separate and distinct round with different guidelines, a different application process, and a different application. Interested Applicants are well served to focus on Round 2 and not Round 1 when developing their applications. There is no need for a sample proposal. The FOA states all guidelines and requirements and there is an Application that must be filled out in order to be considered. Both documents can be found at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org) under “Funding Opportunities and Announcements” listed on the left hand side.

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## **62. QUESTION**

We submitted an application in Round One and were told we did not rank high enough to be funded.

Can we find what our score was?

Will that score be broken down per category?

Also what was the score of the lowest ranked application that was awarded?

## **ANSWER**

Round 2 is a separate and distinct round with different guidelines, a different application process, and a different application. Interested Applicants are well served to focus on Round 2 and not Round 1 when developing their applications. MDA has taken several steps to ensure interested Applicants have the information needed to develop competitive applications. The Funding Opportunity Announcement (FOA) describes in full all requirements and scoring parameters. The Best Practices document outlines elements that will help Applicants improve the quality of their application as well as negative characteristics to avoid. Finally, MDA hosted a webinar on February 16 to provide guidance on the FOA and application. These documents and the archived webinar can be found at [www.stimulus.mississippi.org](http://www.stimulus.mississippi.org).

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## **63. QUESTION**

Following the submission of our application on March 31, how long will the review process take to determine the finalists?

## **ANSWER**

MDA anticipates naming finalists in late spring or early summer 2010.

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## **64. QUESTION**

It is my understanding that we are not allowed to start a project before getting confirmation from MDA that our project has been approved and will receive state stimulus funds, if we are seeking state stimulus funds for that project. How long we will need to wait before we know that we can proceed with the project?

## ANSWER

MDA anticipates naming finalists in late spring or early summer 2010. At that time, finalists will be required to complete an ASHRAE Level II Energy Survey & Analysis (energy audit) as described in the FOA. Only after submission of the energy audit and confirmation by MDA of the energy savings claimed in the application will an award be made. Please note that as stated on page 3 of the FOA and page 1 of the Application, Applicants may not begin work until in receipt of a fully executed grant agreement.

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## 65. QUESTION

- Will applications be reviewed upon receipt, or will all applications be reviewed after the deadline date of 3/31?
- How soon will grants be awarded?
- How many people will be on the selection committee? What are their names and titles?
- What was the total amount of funds requested from Round 1 for all 74 applicants?
- What is the specific points breakdown for the 30 points in the Project Impact section, or is this subjective?
- What was the average payback period of approved applicants in Round 1?

## ANSWER

To the question: “Will applications be reviewed upon receipt, or will all applications be reviewed after the deadline date of 3/31?”:

All applications will be reviewed after the deadline date of 3/31.

To the question “How soon will grants be awarded?”:

MDA anticipates naming finalists in late spring or early summer 2010. At that time, finalists will be required to complete an ASHRAE Level II Energy Survey & Analysis (energy audit) as described in the FOA. Only after submission of the energy audit and confirmation by MDA of the energy savings claimed in the application will an award be made. Please note that as stated on page 3 of the FOA and page 1 of the Application, Applicants may not begin work until in receipt of a fully executed grant agreement.

To the question “How many people will be on the selection committee? What are their names and titles?”:

To protect the integrity and objectivity of the selection process, MDA is unable, at this time, to disclose the number of individuals or the names and titles of the individuals on the selection committee.

To the question “What was the total amount of funds requested from Round 1 for all 74 applicants?”:

The total amount requested in Round 1 was approximately \$18 million.

To the question “What is the specific points breakdown for the 30 points in the Project Impact section, or is this subjective?”:

Specific points are not associated with each item under the Project Impact category. The review committee will take all of those elements into account and will grade applicants on the total impact of the project.

To the question “What was the average payback period of approved applicants in Round 1?”:

The average estimated payback from Round 1 awardees is 5.72 years. As stated on page 7 of the FOA, “MDA will endeavor to fund only those projects that can demonstrate a payback period of less than 10 years”. Please note, however, that payback period is not the only criterion used in evaluating applications. See page 11 of the FOA for the evaluation procedure and considerations.

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#### **66. QUESTION**

On #5 of the application, it asks for the type of company. Is “Private” not an option?

#### **ANSWER**

If the type of company is not listed, please use the “other” option and specify the type of company applying for funds.

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#### **67. QUESTION**

Our corporation recently exited bankruptcy. The new company has been in operation for 4½ months. I’m not sure information on the previous company that was in bankruptcy will be beneficial. Will financial data for the new company suffice?

#### **ANSWER**

Yes. Please provide financial information since bankruptcy and a memorandum with pertinent details regarding the bankruptcy.

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#### **68. QUESTION**

What is included in a building envelope?

Are there any clawback provisions in the program?

## **ANSWER**

To the question “What is included in a building envelope?”:

As stated on page 4 of the FOA, “Building Envelope – Purchase, replace, or install building envelope improvements like insulation and weather sealing to roof, walls, ceiling, windows and doors. No new construction is allowed.”

To the question “Are there any clawback provisions in the program?”:

If the company awarded funds fails to comply with requirements under the grant agreement or additional conditions as may be lawfully imposed by the MDA, including accurate and timely reporting of required information, the grant agreement may be terminated and the company awarded funds may be required to repay all grant funds expended at the time of termination.

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## **69. QUESTION**

We are interested in converting some of our city vehicles to use natural gas. Would this project be eligible under the American Recovery and Reinvestment Act of 2009 Mississippi Job Protection through Energy Economic Development Round 2 Funding Opportunity?

## **ANSWER**

It is not the intention of MDA to advise Applicants as to the specific eligibility of individual projects. As stated on page 3 of the FOA under Ineligible Applicants, “Public entities including but not limited to municipal, county, or state governments”. Additionally, please review the list of Eligible Projects on pages 3-4 of the FOA.

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## **70. QUESTION**

Our client has a plant where they have several energy efficient potential programs. The two with the most value involve lighting upgrades and compressed air upgrades. As a plan to upgrade the facility at this one plant site may both of these upgrades be proposed as a single project?

## **ANSWER**

As stated on page 3 of the FOA, “Applicants can propose energy efficient improvements to multiple buildings within the same complex or on the same site but cannot include buildings on separate sites, such as in another city, on the same application.” A “project” under MJPEED, as stated on page 3 of the FOA under Eligible Projects, is “the purchase and installation of commercially-available equipment deemed to be energy efficient installations, upgrades, or systems.” MDA would consider one or all of the seven energy efficient upgrades and retrofits listed on pages 3-4 of the FOA to be one “project”, so long as they are proposed within the same building or complex.

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**71. QUESTION**

What is the meaning of the DBA term in question 1?

**ANSWER**

The term DBA on page 2 of the Application stands for “Doing Business As”. If a company is legally titled in one name but does business under another name, please list both in the appropriate space.

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**72. QUESTION**

Our medical center is owned by the county. The county board of supervisors appoints the Medical Center’s Board of Trustees. The Board of Trustees makes decisions for the Medical Center without the approval of the County Supervisors. The Medical Center is an independent enterprise held and operated separate and apart from all other assets and activities of the county. The Medical Center is a 501c3 tax exempt organization and does not file a tax return. Is the Medical Center eligible for this funding?

**ANSWER**

If the hospital is an independent for-profit or non-profit organization that is self-sufficient, it would likely be eligible. Sufficient documentation should be provided with the application to justify that the hospital is a private for-profit or non-profit organization. Additionally, if the hospital is located in a city- or county-owned facility, a landlord authorization letter (see page 9 of the FOA) would be required.

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**73. QUESTION**

Our City/County owned hospital is considering a major renovation on its operational plant which will result in a major savings on utilities. Estimated costs for the entire project will be in excess of \$11 million dollars. We would like to be considered for the grant that is available through your agency and the American Recovery and Reinvestment Act of 2009. However, I am not sure that our hospital would qualify for the grant due to the fact that we are a City/County owned facility. Our five-member local Board of Governors is appointed by the City Council and the County Board of Supervisors and serves three year terms upon being appointed. They operate independently as the governing body of the hospital. The hospital building is owned by the city and county jointly.

My question stems from the section entitled “Ineligible Applicants”. The section indicates that: Public entities including but not limited to municipal, county, or state governments, state

agencies, school districts, etc., are Ineligible Applicants. Does this include the hospital that operates independently from the city and county but has its Board appointed by those entities?

**ANSWER**

If the hospital is an independent for-profit or non-profit organization that is self-sufficient, it would likely be eligible. Sufficient documentation should be provided with the application to justify that the hospital is a private for-profit or non-profit organization. Additionally, if the hospital is located in a city- or county-owned facility, a landlord authorization letter (see page 9 of the FOA) would be required.

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**74. QUESTION**

My company is very interested in seeing if we qualify for this program.(American Recovery and Reinvestment Act of 2009) (Mississippi Job Protection, Through Energy Economic Development Round 2) Our goal is to replace our 400 lb gas dryers.

**ANSWER**

It is not the intention of MDA to advise Applicants as to the specific eligibility of individual projects. Please see page 3-4 of the FOA for a list of eligible projects to determine if your project is eligible for funding.

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**75. QUESTION**

Do you have an estimated time when awardees will be announced?

**ANSWER**

MDA anticipates naming finalists in late spring or early summer 2010. At that time, finalists will be required to complete an ASHRAE Level II Energy Survey & Analysis (energy audit) as described in the FOA. Only after submission of the energy audit and confirmation by MDA of the energy savings claimed in the application will an award be made. Please note that as stated on page 3 of the FOA and page 1 of the Application, Applicants may not begin work until in receipt of a fully executed grant agreement.

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**76. QUESTION**

We were awarded a round one grant. We have is as a large multinational company with several locations throughout Mississippi. Will we be able to submit for round two at a different location?

## **ANSWER**

As stated on page 3 under Ineligible Applicants: “awardees from the MJPEED Round 1”. This includes companies with more than one location in Mississippi. Due to the limited availability of funds, MDA will not make more than one award under the MJPEED program to the same company.

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## **77. QUESTION**

We are a County owned, “self supported” hospital. Do we qualify to apply for the subject FOA?

## **ANSWER**

If the hospital is an independent for-profit or non-profit organization that is self-sufficient, it would likely be eligible. Sufficient documentation should be provided with the application to justify that the hospital is a private for-profit or non-profit organization. Additionally, if the hospital is located in a city- or county-owned facility, a landlord authorization letter (see page 9 of the FOA) would be required.

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## **78. QUESTION**

For our ASHRAE Level II Certified audit, do we have to use one of the auditors on the list from Procurement, or can we use any auditor, as long as they are properly certified?

## **ANSWER**

As stated on page 6 of the FOA, “An Applicant that is selected as a finalist will be required to have an audit performed by a Mississippi-licensed engineer capable of performing an ASHRAE Level II Energy Survey and Analysis.” There is no requirement to use the list of auditors available through MDA.

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## **79. QUESTION**

1. What is the definition of a “project”? It states that no applicant will receive funding for more than one project. If we change compressor, add insulation, etc, to the plant, is this one project since it’s a single building, or is it multiple projects?
2. Will there be a post audit once the project is completed? What happens if we don’t meet the 25% BTU reduction?
3. Does the justification have to be in BTU’s? It mentions a 25% BTU reduction requirement; bills are not in BTU units. Later on the application it mentions kWh/therms/gallons.

4. There is mention of a wage rate for laborers and mechanics employed by Applicant. What is included in the wage rate; is this hourly rate, hourly rate plus fringe benefits, hourly rate plus fringe benefits plus overhead, etc?
5. We have to submit audited financial statements for the past three years. Our financial statements are “reviewed”, not “audited”. Are reviewed statements acceptable? It also mentions interim financial statements; are these our internal statements?
6. Are there parts of an application that might be accepted while other parts are rejected, or is the application fully accepted or fully rejected?

#### GRANT APPLICATION QUESTIONS:

Section 1: Application Information #1. Should the information based on the location in Mississippi be entered here, or the corporate offices (which happen to be in another state)?

Section 1: Application Information #15. Our company has a wholly owned subsidiary that is a limited liability corporation. Is that what should be entered in number 15?

#### ANSWER

To the question “What is the definition of a “project”? It states that no applicant will receive funding for more than one project. If we change compressor, add insulation, etc, to the plant, is this one project since it’s a single building, or is it multiple projects?”:

Page 3 of the FOA states that “Applicants can propose energy efficient improvements to multiple buildings within the same complex or on the same site.” A “project” under MJPEED, as stated on page 3 of the FOA under Eligible Projects, is “the purchase and installation of commercially-available equipment deemed to be energy efficient installations, upgrades, or systems.” MDA would consider one or all of the seven energy efficient upgrades and retrofits listed on pages 3-4 of the FOA to be one “project”, so long as they are proposed within the same building or complex.

To the question “Will there be a post audit once the project is completed? What happens if we don’t meet the 25% BTU reduction?”:

Ongoing reporting of energy consumption metrics are a requirement under MJPEED. These reports will be required for a year following project completion. As stated in the FOA under Energy Reduction Goal, “A goal of 25% reduction in energy consumption on each project has been established, and those Applicants that reach the 25% energy consumption reduction will be considered more competitive.”

To the question “Does the justification have to be in BTU’s? It mentions a 25% BTU reduction requirement; bills are not in BTU units. Later on the application it mentions kWh/therms/gallons.”:

Justification does not have to be listed in BTUs. As stated in the Evaluation Criteria on page 11 of the FOA, energy saved may be demonstrated in kWh, therms, gallons, BTUs, etc. MDA has the ability to take these metrics and convert them to BTUs.

To the question “There is mention of a wage rate for laborers and mechanics employed by Applicant. What is included in the wage rate; is this hourly rate, hourly rate plus fringe benefits, hourly rate plus fringe benefits plus overhead, etc?”:

The wage rate is determined by a U.S. Department of Labor survey of wages paid for each work classification in a particular area. This survey, done by county, produces a local prevailing wage, which includes the base hourly rate of pay plus fringes, if applicable, for a particular job. Prevailing wage does not include overhead.

To the question “We have to submit audited financial statements for the past three years. Our financial statements are ‘reviewed’, not ‘audited’. Are reviewed statements acceptable? It also mentions interim financial statements; are these our internal statements?”:

Reviewed statements are acceptable. Additionally, per page 9 of the FOA, companies may submit three years of filed tax returns to fulfill this requirement. Interim statements would be internal documents (cash flow, balance sheets, etc.).

To the question “Are there parts of an application that might be accepted while other parts are rejected, or is the application fully accepted or fully rejected?”:

MDA reserves the right to set available funding under this FOA. This may include awarding funds to an organization for some, but not all, of the applied-for project activities.

To the question “Section 1: Application Information #1. Should the information based on the location in Mississippi be entered here, or the corporate offices (which happen to be in another state)?”:

Please enter the corporate office information in Section #1, Applicant Information. The Mississippi address may be entered in Section #2, Project Physical Address.

To the question “Section 1: Application Information #15. Our company has a wholly owned subsidiary that is a limited liability corporation. Is that what should be entered in number 15?”

Yes.

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## **80. QUESTION**

If having trouble understanding the jobs created and jobs retained section. Your definition of a job retained says the position will receive funding in whole or part from ARRA. How do I directly convert money saved by energy conservation measures to increasing or retaining my workforce? If I save money I can hire more people and retain the ones I have but it sounds like the application is saying that to be counted my employees will be doing the installation of the energy efficient measures. Is that correct?

## **ANSWER**

On December 18, 2009, the federal Office of Management and Budget (OMB) released new guidance for the reporting of jobs estimates for ARRA-funded projects. This guidance modified the definition, to the following: a job retained is “an existing position that is now funded, in whole or in part, by the Recovery Act.” Please use this definition when preparing applications.

If an Applicant feels that the implementation of a project would lead to the retention of jobs outside of the scope of this definition, the Applicant may note this in the Project Description section of the application (see page 6 of the application).

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## **81. QUESTION**

The FOA speaks of eligible retrofits “to buildings or facilities” however there are eligible computer controller systems that manage energy use that are not a part of any “building or facility”, i.e. they may be installed as floating systems in aquaculture operations. Please clarify that eligible retrofits do not have to be part of an existing building.

## **ANSWER**

In cases of agriculture or aquaculture operations, MDA would consider a project that is located on land owned or leased by an Applicant to be eligible for funding.

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## **82. QUESTION**

1. What is the turn-around time on reimbursements? What is the pay-out procedure?
2. Do you have to use an ASHRAE auditor from the list provided by the MDA?
3. Are there any protocols on lead considerations for buildings pre-1978?

## ANSWER

To the questions “What is the turn-around time on reimbursements? What is the pay-out procedure?”:

State law requires that reimbursements be made within 45 days of receipt of a complete and correct invoice with appropriate supporting documentation attached. MDA-ED will endeavor to turn around reimbursements as quickly as possible. Payment may be made either by check or electronic funds transfer.

To the question “Do you have to use an ASHRAE auditor from the list provided by the MDA?”:

As stated on page 6 of the FOA, “An Applicant that is selected as a finalist will be required to have an audit performed by a Mississippi-licensed engineer capable of performing an ASHRAE Level II Energy Survey and Analysis.” There is no requirement to use the list of auditors available through MDA.

To the question “Are there any protocols on lead considerations for buildings pre-1978?”:

In cases involving lead-based paint, State and local codes and ordinances in force, as well as federal regulations, must be observed. As stated on page 7 of the FOA, “All projects funded under ARRA are subject to review under the National Environmental Policy Act (NEPA).” The discovery of lead-based paint or any other hazardous material will change the NEPA status of the project and will lead to a more lengthy NEPA review of the project.

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## 83. QUESTION

1. When you say provide current interim statements dated within 90 days of application.

**Is this a requirement for a balance sheet and income statement from the previous quarter?**

2. Since MDA reserves the right to confirm data submitted as a part of the audit with auditors of MDA choosing, so **who are these auditors and what is the estimated cost of the Audit from these Auditors? Can the applicant select other auditors that are not "listed" with MDA ?**

3. We have an old church that was purchased about 5 yrs ago. This church doesn't have the aquatic Heating & Cooling system installed. It has a 5 ton unit in a 4,000 sqft building. This unit should be a 10 or 15 ton unit.

The church doesn't have any insulation in the walls nor the roofs and if any other energy demands are needed the church will have to have an electrical upgrade.

The current electrical and gas bill is minimal because the church isn't using the equipment at its full capacity to heat and cool the building.

With that said, when we do our proposal our energy cost will drastically increase because we don't have the current aquatic equipment installed. Now of course when the aquatic equipment is installed the system would be efficient and it would be based off aquatic equipment that a building of our size needs. Would this put our church at a competitive disadvantage considering our situation is different?

Do you have another way to evaluate us as an applicant since the current system isn't effectively and the new system installed would be a server upgrade to our monthly energy cost & consumption?

4. With the Building Envelope listed on the RFQ; it states that insulation to the walls, roof and windows replacement can be performed. Can electrical upgrades be performed? If this is true a project that has all this areas implemented would exceed the small time of 10 year payback period; but these retrofits listed are essential and meet MDA's description of Building Envelope. How would you evaluate a candidate that has the Building Envelope consider as part of their proposal? If the applicant does this he is put at a disadvantage because these projects will require new shingles (roofer), new sheet-rock(carpenter) and electrical upgrades(electrician). This is extra cost that is not associated with HVAC, Water Heating and etc.

## **ANSWER**

To the question "When you say provide current interim statements dated within 90 days of application. Is this a requirement for a balance sheet and income statement from the previous quarter?"

Correct. Please see page 9, #3 for more information regarding submission of required financial statements.

To the question "Since MDA reserves the right to confirm data submitted as a part of the audit with auditors of MDA choosing, so who are these auditors and what is the estimated cost of the Audit from these Auditors?"

Through a formal Request for Qualifications issued in 2009, MDA-ED has compiled a list of qualified energy auditors capable of doing ASHRAE Level II energy audits. If MDA exercises the right to confirm data submitted, one of these auditors will perform the work. This list may be obtained by contacting [procurement@mississippi.org](mailto:procurement@mississippi.org).

An energy audit is typically priced on a square footage basis. A general range is \$0.06-\$0.17 per square foot, depending on the size and type of the building. For a more exact quote, contact a professional engineer qualified to perform energy audits. Note that while awardees will not be reimbursed for the audit, the cost of an audit may be included as match.

To the question "Can the applicant select other auditors that are not "listed" with MDA?"

As stated on page 6 of the FOA, “An Applicant that is selected as a finalist will be required to have an audit performed by a Mississippi-licensed engineer capable of performing an ASHRAE Level II Energy Survey and Analysis.” There is no requirement to use the list of auditors available through MDA.

To the question “We have an old church that was purchased about 5 yrs ago. This church doesn't have the aquatic Heating & Cooling system installed. It has a 5 ton unit in a 4,000 sqft building. This unit should be a 10 or 15 ton unit. The church doesn't have any insulation in the walls nor the roofs and if any other energy demands are needed the church will have to have an electrical upgrade. The current electrical and gas bill is minimal because the church isn't using the equipment at its full capacity to heat and cool the building. With that said, when we do our proposal our energy cost will drastically increase because we don't have the current aquatic equipment installed. Now of course when the aquatic equipment is installed the system would be efficient and it would be based off aquatic equipment that a building of our size needs. Would this put our church at a competitive disadvantage considering our situation is different?”

As stated on page 3 of the FOA under Eligible Projects states that “projects must reduce the energy consumption of a facility in order to be eligible.” Any application received that proposes to increase the energy consumption of a facility will be deemed ineligible for funding under MJPEED.

To the question “Do you have another way to evaluate us as an applicant since the current system isn't effective and the new system installed would be a server upgrade to our monthly energy cost & consumption?”:

All applications received will be reviewed based on the Evaluation Procedure and Considerations as described on pages 11-12 of the FOA.

To the questions “With the Building Envelope listed on the RFQ; it states that insulation to the walls, roof and windows replacement can be performed. Can electrical upgrades be performed? If this is true a project that has all this areas implemented would exceed the small time of 10 year payback period; but these retrofits listed are essential and meet MDA's description of Building Envelope. How would you evaluate a candidate that has the Building Envelope considered as part of their proposal? If the applicant does this he is put at a disadvantage because these projects will require new shingles (roofer), new sheet-rock(carpenter) and electrical upgrades(electrician). This is extra cost that is not associated with HVAC, Water Heating and etc.”:

As stated on page 7 of the FOA, “MDA-ED will likely only fund those projects that can demonstrate a payback period of less than 10 years.” However, payback period is not the only criterion used for the evaluation of projects. All applications received will be reviewed based on the Evaluation Procedure and Considerations as described on pages 11-12 of the FOA, including those proposing building envelope improvements.