



# Pilot Clean Tech Demonstration Grant Program, Round 2

Informational Webinar  
May 30, 2024

# Agenda

- ❑ Welcome
- ❑ Program Overview
- ❑ Submission Process
- ❑ Eligibility Criteria
- ❑ Required Documents
- ❑ Scoring Criteria & Bonus Points
- ❑ Terms & Conditions
- ❑ Important Details
- ❑ Timeline

# Program Overview

## Program Summary

The goal of the Pilot program is to support NJ based companies to accelerate the commercialization and deployment of innovative clean energy technologies by demonstrating capabilities in a real-world setting.

## What are the targeted industries?

- ☐ Chemicals/Advance Materials
- ☐ Energy Distribution/Storage
- ☐ Energy Efficiency
- ☐ Energy Generation
- ☐ Green Buildings
- ☐ Transportation
- ☐ Waste Processing
- ☐ Water and Agriculture

## Program Details

Grants will be awarded on a competitive basis, with awards going to the highest scoring applicants.

# Program Overview

## Project Size

The Program has a total budget of \$3,750,000 for 15 grant awards of up to \$250,000 each. Each approved grant will be valid for a period of twenty-four (24) months from the date of the execution of the grant agreement. An extension for up to an additional three (3) months may be permitted at the sole discretion of CSIT.

## Objective of the Program

The goal of the Program is to help early-stage clean tech innovation-based companies in New Jersey ("NJ") accelerate development of technologies to transform new discoveries from research stage into commercially viable products and services. The purpose of the grant is to enable recipients to make significant progress by demonstrating capabilities in a real-world setting, and to have a meaningful impact on commercialization outcomes.

Companies must be developing or testing clean technologies intended to avoid emissions of, or recapture, of greenhouse gases and/or criteria pollutants, or to enable such avoidance or recapture.

# Program Overview

## Disbursement of Funds

Funds will be dispersed on a milestone basis. Each milestone will have deliverables, which must be submitted and approved before receiving the funding for that specific milestone.

- ❑ Sixty percent (**60%**) of the grant will be disbursed upon execution of a grant agreement.
- ❑ Thirty percent (**30%**) will be disbursed when interim milestones stated in the proposal are reached, and with submission of an approved interim Project Completion Report (approximately 12-month after execution of grant agreement).
- ❑ Final ten percent (**10%**) of the grant will be disbursed upon submission of an approved Economic Impact Report and Final Project Completion Report (approximately 24-months after execution of grant agreement).

# Program Overview

## Use of funds (Eligible Uses)

The grant funding can be utilized for project demonstration activities including:

- ❑ Labor costs related to the pilot demonstration
- ❑ Materials, equipment, and supplies for the pilot demonstration
- ❑ Travel expenses related to the pilot demonstration
- ❑ Other operating costs incurred during the pilot demonstration

If the demonstration project will involve construction, reconstruction, demolition, custom fabrication, repair work, or maintenance work, including painting and decorating, with construction costs totaling \$2,000 or more, and award of a construction contract, the project must comply with the NJ Department of Labor's Public Works Contractor Registration Act, the NJEDA's Prevailing Wages statutes and rules, and NJEDA's Affirmation Action statutes and rules.

In addition, no more than 10% of the budget proposed for the applicant's project, in the aggregate, may be spent on IP patent prosecution and licensing-related expenses.

# Program Overview

## Use of funds (Ineligible Uses)

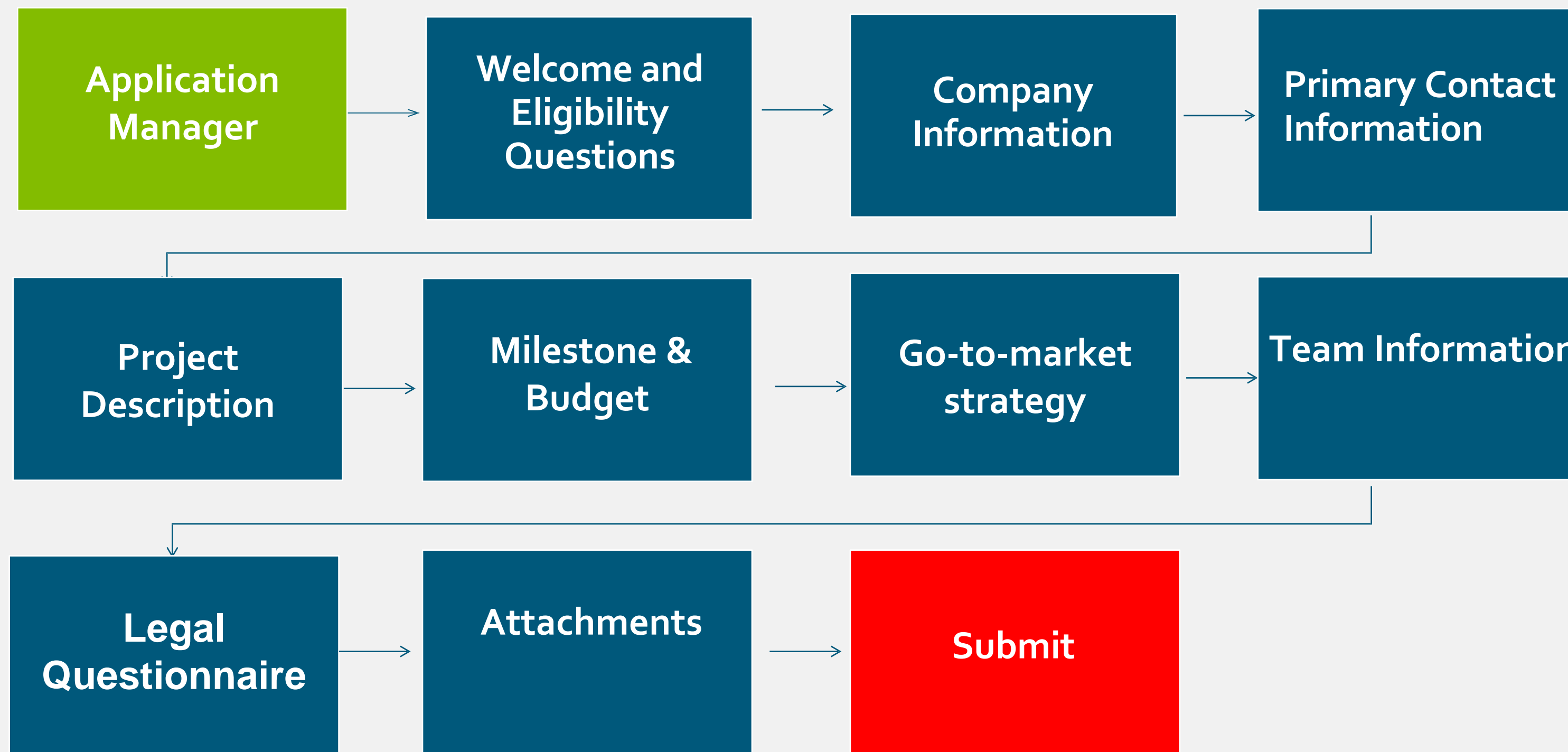
The following expense categories are ineligible for funding by this grant:

- ❑ Direct services to individuals or organizations
- ❑ Manufacturing of products for sale or commercial use
- ❑ Real estate rental expenses
- ❑ Patient clinical trial expenses
- ❑ Marketing and customer discovery
- ❑ Travel, entertainment, and other similar expenses
- ❑ Allocations of general overhead expenses
- ❑ Any expenditures incurred before the grant agreement is signed by both the grantee and CSIT
- ❑ Any expenses for equipment and materials that applicant does not use for the Project during the Project period
- ❑ Fees related to conferences



# Program Overview

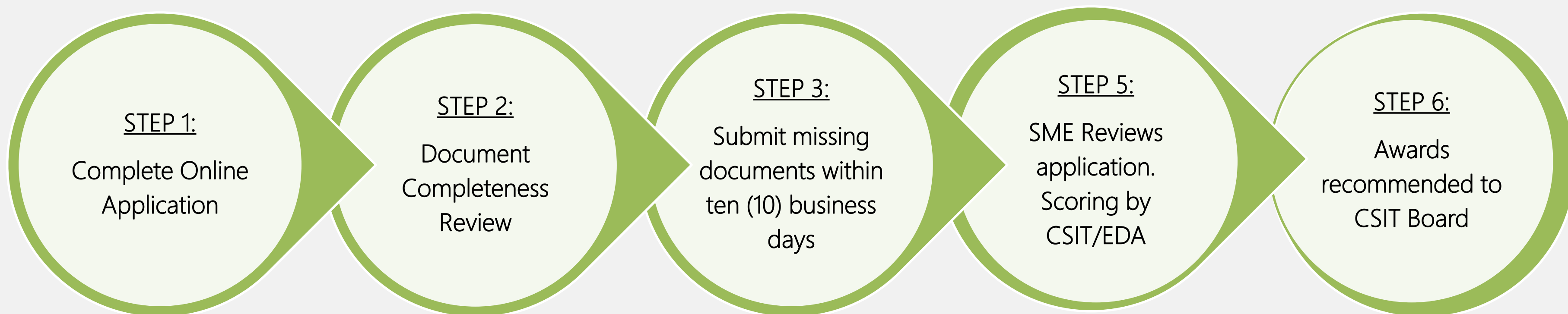
## Full Application Sections





# Submission Process

## Application, Review and Approval Process



Valid NJ tax clearance certificate listing New Jersey Commission on Science, Innovation and Technology as the agency is due no later than August 1, 2024, or applicant will be withdrawn.

# Eligibility Criteria

## Who can participate?

Each Applicant to the Program must meet the following eligibility criteria at the time of application and during the entire review and approval period eligible for an award:

- ❑ Authorized and in good standing to conduct business in New Jersey.
- ❑ Current New Jersey tax clearance certificate addressed to New Jersey Commission on Science, Innovation and Technology.
- ❑ Have no more than 50 full-time equivalent employees ("FTEs") calculated on a 35-hour work week at time of application.
- ❑ Have a minimum of two (2) full-time workers (35 hours per week). A founder can be counted as a worker, and a worker may be paid or unpaid.
- ❑ Fifty percent or more of the cumulative hours worked by all workers, founders and contractors, must be conducted in NJ (calculated on an FTE basis of 35 hrs. per week).
- ❑ Have less than five million dollars (\$5,000,000) in prior calendar year sales revenue (excluding grant revenue).

# Eligibility Criteria

## Who can participate?

- ❑ Have achieved a Technology Readiness Levels, TRL-6 through TRL-8 for their project proposed for funding.

TRL-6. System/process model or prototype demonstration in a relevant environment- Beta prototype (system): Prototyping implementations are partially integrated with existing systems. Engineering feasibility fully demonstrated in actual or high fidelity system applications in an environment relevant to the end user.

TRL-7. System/process prototype demonstration in an operational environment- Integrated pilot (system): System prototyping demonstration in operational environment. System is at or near full scale (pilot or engineering scale) of the operational system, with most functions available for demonstration and test. The system, component, or process is integrated with collateral and ancillary systems in a near production quality prototype.

TRL-8. Actual system/process completed and qualified through test and demonstration- Pre-commercial demonstration: End of system development. Full-scale system is fully integrated into operational environment with fully operational hardware and software systems. All functionality is tested in simulated and operational scenarios with demonstrated achievement of end-user specifications. Technology is ready to move from development to commercialization.

# Eligibility Criteria

## Who can participate?

- ❑ The Pilot Demonstration Project must be conducted in NJ. The Pilot Demonstration Project is defined as the core project posed by the Applicant.
- ❑ Must have a letter from one or more strategic partners confirming the strategic partner's willingness to conduct the pilot demonstration project, subject to receipt of funding, and describing their role in the Pilot Demonstration Project (e.g. providing a location/facility, conducting testing or evaluation etc.)
- ❑ Applicants are limited to a single application.
- ❑ Recipients of two or more active CSIT Seed and/or Demonstration Grants are ineligible for this Program.

# Required documentation

## What should I submit?

- ❑ Completed online application
- ❑ Evidence that proof of concept has been achieved for the project.
  - Description of the proof-of-concept results
  - Published paper outlining results achieved
  - Successful completion of a federal SBIR/STTR grant or contract related to the project
  - Confirmation documentation from a university tech transfer office if the project relates to technology that has been developed at the same university
- ❑ Letter from one or more strategic partners confirming the strategic partner's willingness to conduct the pilot demonstration project and describing their role.
- ❑ Budget and Milestone Proposals (Excel template embedded within online application)

# Required documentation

## What should I submit?

- ❑ Employee information as appropriate for applicable company structure and staffing -i.e. most recent NJ WR-30 (W2 employees) or 1099 (contractors), Shareholder Agreement or K-1 or offer letters.  
  
Please note that if a Professional Employment Organization (PEO) is utilized, the Applicant must submit confirmation of PEO-A form issued by the NJ Department of Labor (DOL). These confirmations are issued on an annual basis and are valid for a year. See <https://www.nj.gov/labor/ea/employer-services/leasing-companies/> for additional information on PEOs.
- ❑ Summary of most recent Internal Payroll indicating each employee name, including founders and number of hours worked per week.
- ❑ Most recent Company tax filing; Federal 941 and either an NJ-CBT-100 (Schedule A), Form- 1065 or Form -1040 (Schedule C) or whichever is applicable to the organizational form of your business, showing the total Gross Receipts or Sales for the year.



# Required documentation

## What should I submit?

- ❑ Current valid NJ tax clearance certificate listing New Jersey Commission on Science, Innovation and Technology as the agency. See [https://www16.state.nj.us/NJ\\_PREMIER\\_EBIZ/jsp/home.jsp](https://www16.state.nj.us/NJ_PREMIER_EBIZ/jsp/home.jsp). Due no later than August 1, 2024, or applicant will be withdrawn.
- ❑ If applicable, copy of Women, Minority, Veteran or LGBTQ+ owned business NJ certification <https://www.njportal.com/DOR/SBERegistry/Default/> Due No Later Than August 1, 2024 or relevant bonus points will not be awarded.
- ❑ If applicable, a copy of Executed University License Agreement with University. Due no later than August 1, 2024, or relevant bonus points will not be awarded.
- ❑ Completed Application Certification
- ❑ Completed CSIT Legal Debarment Questionnaire (completed as part of online application)
- ❑ For companies with a dba name {"doing business as"}, CSIT requires proof of NJ registration reflecting the same.





ECONOMIC DEVELOPMENT AUTHORITY

## Resources



**Jermaine Pharmes, Director  
Diversity & Business Development**

# NJ State Certification

- What certifications are available?
  - Minority, Women, Veteran, LGBTQ+
- Why should you apply for a certification?
  - Certification can assist you in qualifying for the many opportunities presented to diverse businesses
- How do you apply for certification?
  - <https://www.njportal.com/DOR/SBERegistry/Default/>
- What types of documents are required to apply?
  - Articles of formation, business tax returns, resume of principals
- How long does it take to receive a certification determination?
  - On average 30-45 days



ECONOMIC DEVELOPMENT AUTHORITY

## Contact Information

- Name: Jermaine Pharmes
- Title: Director of Diversity & Business Development
- Email: [jpharmes@njeda.com](mailto:jpharmes@njeda.com)
- Phone: 609-658-1267

# Scoring criteria

## How will my application be scored?

- ❑ Innovation (up to 30 points)
- ❑ Market Opportunity and Strategy (Up to 20 points)
- ❑ Implementation plan: budget and milestones (Up to 20 points)
- ❑ Economic and Broader Impacts, such as environment, health, education, housing, safety, infrastructure impacts (Up to 10 points)
- ❑ Team (up to 20 points)



Applicants must achieve a minimum of 70 points (out of 100) to be eligible for a grant.

# Scoring criteria

## How will my application be scored?

- ❑ NJ Certified women-owned business (10 points)
- ❑ NJ Certified minority-owned business (10 points)
- ❑ NJ Certified veteran- owned business (10 points)
- ❑ NJ Certified LGBTQ+ owned business (10 points)
- ❑ Company is using technology initially developed at a NJ university, under an executed License Agreement with such university (15 points)
- ❑ Applicant's primary place of business/research & development located within an opportunity zone eligible census tract or government restricted municipality (5 points)
- ❑ Company has not previously received a CSIT grant or voucher (10 points)



Applicants must achieve a minimum of 70 points (out of 100) to be eligible for a grant.

# Terms and Conditions

## Reporting

All grant awardees must provide an economic impact report to CSIT upon the completion of the projects (24 months) and then yearly for an additional three years on February 1.

## Commitment to NJ

For five years from the date of the agreement, workers and consultants for the company must conduct at least 50% of their work in a NJ location.

- Failure to comply will be a condition of default of the grant and may result in the full re-payment of the grant.

## CSIT Events

Participate in future CSIT/NJEDA alumni activities

- E.g., serve as a panel member or conducting interviews about Program experience

## Site Visit

Participate in one in-person interim site visit from the CSIT/EDA team for update on project.

# Important Information: Read NOFA/FAQ

## Application Portal

Application Portal is open:

June 3<sup>rd</sup>, 2024, at 9:00am EST through July 12<sup>th</sup>, 2024, at 5:00PM EST

## CSIT Communication

Questions and inquiries accepted through the application deadline and should be Submitted to [csitcleandemo@njcsit.gov](mailto:csitcleandemo@njcsit.gov)

All questions received and answers provided will be answered in the form of a Frequently Asked Questions (FAQ) document, which will be posted and continuously updated on CSIT's website





# Important Information: Read NOFA/FAQ

## Missing documentation

At the sole discretion of CSIT, staff may ask for clarification of the information included in the application, including, but not limited to, narrative responses, supporting documentation, and attachments. Applicants will have 10 business days thereafter to provide missing or incomplete documents. Applicants should submit the missing documentation electronically to [csitcleandemo@njcsit.gov](mailto:csitcleandemo@njcsit.gov) with the email subject line "Pilot Clean Tech Demonstration Grant Program Round 2 - Missing Documentation Submission - [Company Name]."

## Certificates and Agreements

Applicants are encouraged to obtain copies of NJ documentation early in the process of completing their application since some State systems have experienced longer than usual processing times.

- ❑ NJ tax clearance certificate listing CSIT must be submitted no later than August 1, 2024, or application will be withdrawn.
- ❑ If applicable, copy of Women, Minority, Veteran or LGBTQ+ owned business NJ certification and/or the Executed University License Agreement with University must be submitted no later than August 1, 2024, or relevant bonus points will not be awarded.

# How to Write a Winning Application



Be detailed and clear when describing your innovation project



Start early and review before you submit



Fully answer each question



Steer clear of JARGON



SUBMIT application before 5:00pm



Once you submit  
your application, you  
can not make  
additional changes.

# Program Timeline

May 30<sup>th</sup>

Informational Webinar at 10am EST

June 3<sup>rd</sup>

Application Portal open at 9am EST

July 12<sup>th</sup>

Application Portal closes at 5PM EST

Awards are expected to be made by Q4 2024

# Thanks for joining!

Application portal open  
Apply at: [www.njeda.gov/csit/](http://www.njeda.gov/csit/)

Questions/Inquiries?

Email:

[csitcleandemo@njcsit.gov](mailto:csitcleandemo@njcsit.gov)