



HCBF's Air Quality Mitigation Fund Pre-Proposal Webinar Supplemental Presentation Notes and Talking Points September 18, 2018

Presentation slides are available at:

<http://hcbf.org/grants/air-quality-mitigation-program/>

SLIDE 1: TITLE SLIDE

Hello everyone. Thank you for joining us today and welcome to HCBF's Pre-proposal webinar. This webinar will cover information pertaining to the Air Quality Mitigation Fund (aka AQMF) Request for Letters of Interest.

SLIDE 2: AGENDA

Here is an overview of today's agenda. If you have any questions that are not answered during this presentation, you may contact us directly by email or phone. Our contact information is provided on that last slide.

SLIDE 3: KEY TEAM MEMBERS & INTRODUCTIONS

[HCBF Staff and Consultant introductions]

SLIDE 4: ABOUT HCBF

HCBF was founded in 2011 through a settlement with the Port of Los Angeles. The settlement is known as the TraPac MOU and created our foundation. HCBF provides grant funding to the communities of San Pedro and Wilmington to mitigate the impacts of the Port of LA. Our grants to date have included air quality testing, aesthetic projects, filling gaps in healthcare at local schools, asthma supplies and education, and landscape buffers.

HCBF has also funded a land use study looking at off-port impacts, and two noise studies, one for Wilmington and the other for San Pedro. Those studies are currently on our website. The San Pedro noise study is in review and will be available later this year.



To date, we've provided 6.3 million in funding to local organizations. We are looking forward to this AQMF program as a way to further our mitigation by targeting air emissions from port-related operations.

SLIDE 5: AIR QUALITY MITIGATION FUND (AQMF)

The AQMF was formed as a settlement with the approval of the China Shipping terminal project in 2004. The Port of LA set aside \$50 million in funding for air quality mitigation and part of those funds were distributed for HCBF to administer. (And some funds for catenary system demonstration project and buffer park in Wilmington)

The fund provides approximately \$5 million for projects to reduce port-related air emissions in nearby communities. You can find the China Shipping Agreement on our AQMF website page. (<http://hcbf.org/grants/air-quality-mitigation-program/>). The Request for LOIs is also available on the website.

Kat will be providing details on the program.

SLIDE 6: PROJECT OBJECTIVES

Projects funded by the AQMF must demonstrate **achievable and quantifiable** emissions reduction in San Pedro and Wilmington, within a 25-mile boundary of the San Pedro Bay.

Benefits may extend beyond the 25-mile boundary.

Projects shall include demonstration or implementation (meaning: commercially available technology ready to be implemented in San Pedro Bay) of one of the following technologies:

- zero emissions technologies,
- near-zero emissions technologies, or
- emission reduction technologies

HCBF places preference on zero emissions technologies.

SLIDE 7: PROJECT GOALS

For nearly 20 years, the Los Angeles-Long Beach metropolitan area which includes the Inland Empire has been ranked by various agencies and organizations as the most polluted area in the nation.



The ultimate goal of this program is to support viable technology companies, so they not only reduce emissions throughout the duration of the project but also keep implementing those technologies and continually grow their businesses in the local area of San Pedro and Wilmington.

Achieving a high rate of success would mean that the technology companies would likely stay in the area after the completion of this program and continue reducing emissions.

The greater LA Area is also a technology hub, particularly in cleantech, transportation, aerospace, and biotech. By granting the money, HCBF would like to further boost innovation and technology in San Pedro Bay.

This would contribute to job creation and economic development at both local and regional levels.

Stakeholder and community engagement play an important role for the San Pedro Bay area. The local community actively participates in all aspects of business activities and can be a tremendous resource to the potential applicants.

SLIDE 8: PORT-RELATED EMISSION SOURCES

What are the pollutants and their main sources?

Criteria air pollutants (CAPs)—from transportation, construction, goods movement, and other sources—contribute to multiple social and health challenges in the Los Angeles region. Tracking these emissions helps to determine their impact as well as improvements to overall air quality and human health in the region. These CAPs include carbon monoxide, lead, nitrogen oxides, ground-level ozone, particulate matter, sulfur oxides, and other toxic air contaminants from vehicles, industrial sources, and building materials and products.

The Ports collect air and weather data in the harbor area on a real-time basis to provide timely and accurate information on air quality in the harbor area. There are two air monitoring stations in Long Beach and four in Los Angeles.

Each year, the Ports conduct emissions inventories to track progress in emission reduction. These reports calculate the air pollution associated with every piece of port-related equipment and provide total emission reductions data compared to the baseline year of 2005.

Since 2005, port-related emissions have dropped significantly for diesel particulate matter, nitrogen oxides, and sulfur oxides. Yet, the LA region remains the most polluted area in the U.S.

The examples of port-related emission sources are:

- Trucks
- Trains - Rail
- Cargo Handling Equipment



- Ocean Going Vessels – Ships
- Harbor Craft – technology may be later applicable to recreational boats
- Energy

SLIDE 9: ELIGIBILITY CRITERIA

Demonstration and/or implementation

The eligible projects using AQMF funds should address the priorities set in the Memorandum of Agreement. The MOA specifies these priorities as: (verbatim, since it's a key information)

1. Demonstration or implementation of zero or near-zero emissions freight movement technologies and other emerging technologies that seek to demonstrate significant emissions reductions from conventional diesel-fueled vehicles and equipment that operate in and around the Port (including ships, harbor craft, trucks, locomotives, and cargo-handling equipment);
2. Technologies that, if they were widely deployed, would significantly reduce air emissions and/or air quality related health risks from the largest sources of air pollution from port operations, namely ships, harbor craft, trucks, locomotives, and cargo handling equipment.

Project types not eligible for AQMF funding are:

- Technologies that are not applicable to port-related freight movement
- Fuel additives
- Technologies in the conceptual or R&D phase

Projects must **comply** with AQMF requirements. The Memorandum of Agreement (MOA) is available at the HCBF website.

All projects must be compliant with the conditions described in the City of Los Angeles Tidelands Trust Grant Act, all Federal, State, and local laws, and the China Shipping Amended Stipulated Judgment. This information is available on HCBF's website.

Please note that all information will be publicly available, so do not submit any confidential or proprietary information.

All applicants must secure the project's demonstration or implementation **partner** that operates within a 25-mile boundary of the San Pedro Bay. A secured local partner is not required at the time of LOI submission but will be required with the submission of the full proposal.

Local partner for the demonstration/ implementation project:

- depends on technology and project requirements



- examples include:
 - terminal operator or other land owner/lessee if the project needs a specific location and city permits,
 - terminal operator can be located at one or both of the Ports of Los Angeles and Long Beach
 - vessel owner/operator for technology similar to the Advanced Maritime Emission Control System (AMECS)
 - trucking company who can utilize technology that reduces emissions from idling
 - harbor craft or fleet owner/operator

Potential organizations that can help find a local partner are listed on the AQMF page and include both ports (they list their tenants with their contact info), as well as local chambers of commerce or other organizations.

HCBF would like to encourage applicant engagement with local companies and organizations, especially by those applicant firms outside of the San Pedro Bay area: understanding the local environment and requirements, community needs, and ways of doing business will be critical to the success of this program.

Match funding from other sources: agencies, private funds, other organizations, is not a requirement but will be considered beneficial during evaluation. It will give the selection team a better understanding and a confirmation that there is a need for the technology and that the technology is marketable.

The costs eligible for AQMF funding include: design and engineering, materials, equipment, construction, emissions testing, data tracking and systems integration, and specific demonstration costs.

The costs not eligible for AQMF funding include: administrative overhead, travel, marketing and promotional costs, fuel and other consumables and/or labor to operate equipment not directly associated with the project.

All costs will be tracked and documented.

Tamanna will provide a quick overview of a timeline and submission requirements.



SLIDE 10: AQMF TIMELINE

Here is an overview of the AQMF Program timeline.

The LOI was officially released on Aug 29th. We are currently accepting project-related questions until Sept 21st (this Friday), and you can reach out to us using the contact information provided on the last slide.

The LOI is due next Friday, September 28th by 4pm, pacific standard time.

If there are any issues with the submission process (e.g. Submittable website not working), we will be available to assist you until that deadline. However, please note that on the day of (due to other meetings we have scheduled) we won't be able to respond back right away. We encourage you to submit the LOI early so we can resolve any issues you may have ahead of time.

Following the LOI Phase, selected applicants will be invited to submit a Full RFP. After an extensive RFP Review process, funding will be awarded in 2019.

SLIDE 11: LOI COMPONENTS

This slide provides an overview of the information you need to provide in your LOI.

Some of the components have word limits, which will be indicated on the submission form.

Next I will give you a brief orientation of the online submission form.

SLIDE 12: PREVIEW OF LOI SUBMISSION PROCESS

All interested applicants must submit their Letter of Interest online via Submittable. We are not accepting any paper submissions.

Link to the form is provided on this slide (http://bit.ly/aqmf_loi_submittable) and can also be found on the AQMF website.

When you click on the link, you will be taken to the Submittable page where you will be asked to login or create an account. We do not have access to your account and cannot go in and make changes for you or provide you with your username/password. Be sure you have that written down and saved!

Once signed in, you will see the LOI submission form.



For the LOI phase, it's a simple form that requests certain fields of information (slowly scroll down).

Each field has a description of what information the applicant should include. For example, the primary contact information, this will be the personnel HCBF can reach out to for any follow-up questions or other notifications.

Asterisk indicates required fields.

Word limits are indicated for certain fields.

We encourage applicants to provide graphics/photos/videos to supplement their LOI. Applicants may wish to upload files or include a URL to a video demonstrating the technology in action. These supplemental components are not required but applicants will have a section to include those.

Please note that you do not have to complete the LOI in one sitting. Just be sure to click "Save Draft" at the bottom of the page and log back in later to continue. Click "Save" throughout the process.

And don't forget to click "Submit Application" to submit your final version of the LOI.

SLIDE 13: NEXT STEPS

So what are the next steps after the LOIs are submitted?

Following the LOI submission deadline which is September 28th, the HCBF team will review the concept papers and make recommendations to the HCBF Board. For the review process, we will consult with other experts and an ad-hoc committee of HCBF Directors.

The submitted concept papers/applications will be assessed to determine if the propose project meets the criteria developed by HCBF.

Selected applicants will be notified and invited to submit a full RFP.

Next, Meghan will now open up the webinar to questions.

SLIDE 14: Q & A

We've created categories for questions to facilitate the discussion portion:

- Eligibility & Technology
- Program Deadlines & Request amounts
- Contracts, Reporting, & Disbursements
- Partnerships



- Submittable/Submissions
- Misc.

We've received several questions already from potential candidates and have shared a few common questions on this slide.

1. What companies are eligible. Do they need to be based in the US?
RESPONSE: Both, international and domestic companies are eligible.
2. Is there a maximum amount for applicant?
RESPONSE: No, there is no minimum or maximum for grant awards. The only limit is the amount we have available for this program, which is approximately \$5 million.
3. Will there be reporting requirements?
RESPONSE: Yes. The reporting requirements will be detailed during the contract process following selection.

Other frequently asked questions (FAQs) are available on the AQMF website. Just look for the link to FAQs.

SLIDE 15: CONTACT INFORMATION

Thank you for viewing the presentation today. Please reach out to us if you have any questions related to your proposed project, technical issues related to the submission process, or any other questions or concerns related to the AQMF program.

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Here are some important links you will need:

- **AQMF website:** <http://hcbf.org/grants/air-quality-mitigation-program/>
- **Submit LOI:** http://bit.ly/aqmf_loi_submittable
- **Review the Request for LOI:** http://hcbf.org/wp-content/uploads/2018/08/AQMF-LOI-2018.8.29-FINAL_v2.pdf
- **Common AQMF Questions:** http://hcbf.org/wp-content/uploads/2018/09/HCBF-Webinar-QUESTIONS-For-Website_reduced.pdf
- **Join AQMF Mailing List:** <https://goo.gl/forms/gnPljx70TMAgT6B23>

Thank you!