

# Q&A on Clean Technology Development 2019 Open Competition

## Webinar FAQs

1. What types of organizations are eligible?
  - Our eligibility criteria for applicants is as follows:
    - Alberta-based technology developer
    - A major GHG emitter in Alberta
    - A researcher(s) or research team within an Alberta post-secondary institution
    - A stakeholder (e.g. government research lab, consortia, end-users, etc) with identified opportunity to develop clean technology for application to critical industry or public sector needs
  - Any party can be a stakeholder as long as they have an identified opportunity to develop a clean technology that has application to critical industry or public sector needs.
2. Can projects or funding occur outside the province?
  - There is no specific restriction that a project must occur within Alberta, however, benefits arising from the project must accrue to Alberta. Two examples can illustrate this situation.
    - For example, one of the criteria that applications will be assessed on is building innovation capacity within Alberta. If a project is entirely in another province or country, then the innovation capacity is being built in those provinces or countries and not Alberta. A project of this type would not be considered.
    - Another example is of a project that has multiple stages, and one of those stages requires expertise or facilities from outside of Alberta that does not exist within Alberta, but the balance of the work is in Alberta. This type of scenario would be considered.
  - For any application with work being performed outside Alberta there needs to be a strong rationale and case for the work to be done outside of Alberta instead of within Alberta, and clear demonstration of the benefits from the project accruing to Alberta.
3. What are examples of “industry” partners?
  - Industry partners could be end-users (i.e. the end-user of your technology or research), manufacturers, service providers – any company or organization that demonstrates that need or potential use of the proposed clean technology by Alberta Industry. We encourage all applicants to find a partner that will help bridge the gap between the clean technology being developed and the commercial market. For post-secondary applicants it is recommended but not mandatory to have an industry partner.
4. What costs are eligible for funding?
  - The CCITF CTD program guide has a summary of eligible and ineligible expenses on page 10. Please reference this summary prior to and during budget development for a proposed project.
5. Is there a minimum funding request or leverage request?

- There is no minimum funding request, although funding should be commensurate with the type of project and technology development being proposed. For leveraging, the CCITF CTD program will typically cover 25-50% of project costs with the balance being provided by the applicant and partners.

6. Can I re-submit a project that was not selected in Open Call 1?

- Yes, but do not simply hit re-submit. All applicants that were not selected were offered feedback on their proposals after Open Call 1. Please incorporate that feedback received into any proposal submitted in Open Call 2. If an applicant did not receive feedback after Open Call 1, the window for receiving that feedback has closed and no further feedback from CTD Open Call 1 will be provided.

### **Webinar Participant Q&A**

Q: Our project is currently running. Are we still able to apply?

- CTD cannot fund any activities that occur before a contract is signed
- You may apply for a future phase of a project if there is a distinct break between current activities and future plans

Q: Where are the drafts stored and who has access to them?

- Drafts are stored on the AI system, and can only be accessed by the applicant and Tech Support
- Reviewers and Program Leads can only see applications once they have been submitted

Q: Our company is an AB tech developer. Does our project (testing) also need to take place in Alberta?

- The project must have commercial application in Alberta
- The project testing is not required to be in Alberta, but given the program objectives around employment and HQSP development it will be a disadvantage for a project to have a significant amount of its scope conducted elsewhere

Q: Do applicants have to be Alberta based?

- No

Q: Do partners have to be Alberta based?

- No

Q: Are applicants restricted to SME's?

- No, eligible applicants include SMEs, large industry, post-secondary institutions, government research organizations, Not For Profits, etc

Q: Hi, would you please send the slides via email? I can only see a quarter of the slide

- Slides are posted on the AI / CCITF website

Q: Are GHG emission reductions based on a time period after going commercial? TRL 2 to 6 will have limited reductions.

- Projects are assessed on two bases:
  - GHG reductions that occur as a result of the project itself being executed
  - GHG reductions that are enabled through proliferation of the technology, based on commercial rollout in 2025, 2030, and 2040

Q: Is it a yes/no decision for requested funding, or is it possible to receive a smaller amount of funding than requested?

- Decisions on the vast majority of projects will be a yes/no basis
- There may be rare circumstance where CTD may elect to fund only certain phases of a project, resulting in a reduced grant

Q: Is the program at risk of losing funding if there is a change in government?

- No

Q: Would the University of Calgary be a good partner in lieu of industry partner?

- A post-secondary institution is an excellent partner, and may be more appropriate than an industry partner for a low-TRL technology
- Better still is to have both PSI and industry partners; recall that a partner does not necessarily need to provide cash funding but can provide in-kind support through membership on the project Steering Committee, consultation, testing site, samples, etc.

Q: Does Engineering design and cost estimates fall within TRL 2-6?

- Engineering studies and cost estimates do not typically qualify on their own
- If the study and cost estimate is part of a larger technology development project that is at TRL 2-6 that fits in the program, then that component of the project is likely suitable

Q: If the applicant is a large GHG emitting facility, do you still require a partner? What if it is an internal project?

- An applicant can be both the technology developer and end user; they will not be disqualified for failing to have a partner
- However, applicants in this position should consider whether a partnership with a research lab or post-secondary institution will add value to the project in terms of additional expertise and HQSP development

Q: Can a proponent submit and be successful with more than one project?

- Yes

Q: Can multiple team members access and work on an application collaboratively?

- The system does not allow for one application to be viewed / edited by multiple registrants
- A collaborative approach could be done by sharing a logon ID and password among a team, but there cannot be simultaneous work on multiple machines on the same application

Q: If an applicant joins an Alberta institution in Aug 2019. Is it required for the applicant to be employee of eligible institution at the time of LOI?

- The application must be signed by an Authorized Representative of the institution at the time of EOI submission

Q: Can a Government lab outside of Alberta (e.g. A NRCan lab in Ontario) be the main applicant?

- Yes

Q: How does Alberta Innovates help a final product to be commercialized in AB?

- Alberta Innovates offers many services to innovators across the spectrum of discovery, development, and deployment
- Please contact AI directly to discuss your specific product so we can better direct you

Q: Do the GHG reductions need to be direct reductions or can GHG avoidance be included (i.e. clean generation/increased clean electrical load)?

- Yes, GHG avoidance can be included as a reduction, as long as it is justified and quantified

Q: Is emissions reduction after commercialisation counted only in Alberta? or for Canada? or worldwide?

- The GHG Quantification template is Alberta-centric and focused on emission reductions that happen in this province
- However, reviewers do take into account reductions that occur beyond the provincial borders, recognizing that local reductions may be modest while life-cycle reductions or export-reductions could be very significant

Q: Without wishing to repeat the answers for questions about Alberta content and location we are a UK registered company. The UK has a government MOU signed up with Canada government for low carbon energy research at the moment. We as a company presented to oil sands operators this summer and we are interested in this call as we have interest in our technology. Will the UK company status put us at a disadvantage? Thank you.

- A UK postal code is no more of a disadvantage than a Saskatchewan one; as long as the commercial potential for the technology is in Alberta then the project is eligible. And the more activities that occur in Alberta, the better positioned the project will be in the competition.

Q: Is it more important to be technologically innovative or more important to have large impact on GHGs

- Both are very important, and both are potential disqualifiers (i.e. a project with zero GHG impact OR no actual innovation will not be accepted)
- It's a really good question, but these are subjective and contain a vast range of possibilities, along with accompanying metrics (e.g. market size, economic impact, social impact, etc) so it's impossible to give a definitive answer

Q: Are research institutions from outside Alberta eligible as partners?

- Yes

Q: To confirm, if GHG reduction can't be quantified, what other performance indicators are eligible?

- GHG reduction needs to be estimated for the project to be eligible for CTD funding
- We understand that this can be challenging for some technologies, especially at low TRLs, and thus we review the other metrics listed in the slide deck / online application

Q: Is there any plan for a 3rd competition next year?

- No, we will allocate all the remaining funds associated with the CTD program in this competition
- However, as illustrated early in the slide deck, Alberta Innovates does have several complementary programs so we encourage you to reach out to AI with strong project opportunities even after CTD closes

Q: Is a field pilot deemed a TRL Level 6 or 7?

- Small field pilots are often TRL 6, with large field demos at TRL 7
- However there is certainly some grey in here, so you are encouraged to contact one of the CTD Leads for a discussion of your specific project

Q: Is all the application and supporting materials treated as proprietary?

- The application and supporting materials are all treated as Confidential by the review team, apart from the "Non-Confidential Summary" that is requested in the EOI template

Q: Does a technology need to be a "hardware technology" or a "software technology" would do?

- Technology can be tangible, or a process, or an algorithm; there is no specific technology definition for the CTD program

Q: What is allowed overhead charge rate?

- CTD does not allow for any overhead charges, we only fund direct project costs
- Salaries for researchers directly involved in the project are eligible costs

Q: If you are at TRL-6 and planning a TRL-7 project, is that eligible for funding?

- Yes, eligibility is based on the **current** TRL status of the technology, i.e. before the project begins

Q: Pardon my ignorance, but what is TRL?

- TRL stands for Technology Readiness Level, and relates to the commercial readiness of a new technology being developed
- The TRL scale definitions for the CTD program are included in the online application template

Q: If a project is successful, you will be providing a funding of 25-50% of total cost of the project?

- Yes, CTD can provide up to 50% of the total costs of the project, up to a maximum of \$3M
- However, projects will compete better in the competition if they request less than 50% and are able to supply cash and in-kind from the applicant, partners, or other sources

Q: If you can break out the project into phases, could you submit the same project for funding in the under and over \$200K funding streams?

- No, the same project cannot be divided into separate applications in the same funding competition

Q: If our funding from government sources exceeds 50% by the time this grant is approved can we discuss with AI other places in the corporation that we can add funding or is that a separate call?

- While funding from CTD will not normally exceed 50% of the project costs, there is no limit to stacking of funds from other public sources (e.g. CTD could still supply 50% while NRCan supplies 20%)
- If funding commitments change between EOI and FPP and contracting stages, then the applicant will need to find another source for the shortfall, or reduce the scope of the project (CTD funding proportion would remain the same)