

**Objective Strategic Session (OSS)
Industrial Efficiency & Decarbonization Office (IEDO) - PPO-CWX-002-IEDO
October 9, 2024 (2PM ET)**

**Ethan Rogers - Technology Manager, Department of Energy (DOE)
Grayson Dorr - Program Manager, ConnectWerx**

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00:00:25.310 --> 00:00:31.140

Grayson Dorr: Good afternoon, everyone. Thank you for joining us. We'll get started here in a few more seconds, letting folks join and

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00:00:31.270 --> 00:00:32.729

Grayson Dorr: get into zoom

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00:01:23.880 --> 00:01:34.230

Grayson Dorr: alright. Well, welcome, everyone. Good afternoon, hopefully. You are having a great week. So far, we're going to go ahead and get started today. My name is Grayson door. I'm the program manager for connectworks, and I have

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00:01:34.300 --> 00:01:39.900

Grayson Dorr: Ethan Rogers, the technology manager of From DOE with us today to talk about

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00:01:39.960 --> 00:01:50.710

Grayson Dorr: this opportunity that you see in front of you. Today's session is our objective strategic session or oss. As we like to refer to it. Think of this as an informational webinar

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00:01:50.750 --> 00:02:00.539

Grayson Dorr: where we hope to give you as much information as you can digest. To, then make a determination on any questions or next steps you have regarding this opportunity

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00:02:00.600 --> 00:02:03.039

Grayson Dorr: with the DOE and connectworks

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00:02:03.410 --> 00:02:04.460

Grayson Dorr: next slide.

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00:02:05.900 --> 00:02:10.919

Grayson Dorr: Just some quick meeting, housekeeping. You all are on mute for this, webinar.

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00:02:11.050 --> 00:02:19.159

Grayson Dorr: If you are having any audio setting issues or problems. Hearing us. Please use the chat feature for that. You'll see in the bottom of the screen.

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00:02:19.220 --> 00:02:26.309

Grayson Dorr: We want to keep that chat really dedicated to any technical concerns that someone may have or just any

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00:02:26.702 --> 00:02:42.820

Grayson Dorr: problems on that front. If you have questions throughout, please use the Q&A box that's important for us, because we're able to capture those questions. And then, if we need to and run out of time or have any additional follow up, we're we're able to download those and and get your appropriate information. So

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00:02:42.920 --> 00:02:52.979

Grayson Dorr: that's important to know. This session will be recorded along with the slides, and the transcript will be posted to the connectworks page under the opportunity.

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00:02:53.040 --> 00:03:06.550

Grayson Dorr: So be on the lookout for that. We'll have the slides available immediately after, and hope to have the recording up as soon as we can, so be sure to check out that if you missed this, or if you happen to share this session, please encourage

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00:03:06.710 --> 00:03:11.569

Grayson Dorr: anyone else to view that recording and go back and rewatch if they have any any questions

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00:03:13.900 --> 00:03:22.549

Grayson Dorr: a couple ways for you to stay engaged with connectworks. We welcome emails. If you have any questions, as you see, after this session, you'll see our contact information there.

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00:03:22.560 --> 00:03:39.759

Grayson Dorr: Please follow us along on social under LinkedIn, where we're we are posting a lot of our opportunities and announcements. And obviously, if you haven't done so, please join the network. There's a QR code that you can scan or visit our program page. It takes just a few seconds just to capture some information from you.

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00:03:39.870 --> 00:03:54.780

Grayson Dorr: and we're excited to have that way. You're not missing any of our recent announcement. Things like that. But you see, our mission

there, really at Connectworks is to engage match and collaborate, really expanding the reach of DOE through this partnership intermediary intermediary agreement

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00:03:54.800 --> 00:03:59.990

Grayson Dorr: to address all of these concerns that you see in front of you, which we know are so important. So

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00:04:00.319 --> 00:04:09.909

Grayson Dorr: we're excited to be here. We're excited to partner with DOE and and really each of their mission offices, especially with Ethan and his team. At Ieo today

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00:04:13.610 --> 00:04:21.840

Grayson Dorr: a couple ways. You're all here today, as you see, under our virtual events, a lot of it starts with our oss and webinars, where you hear about

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00:04:21.920 --> 00:04:32.780

Grayson Dorr: the opportunities under the Pia with connectworks and obviously opportunities for each of the from each of the program offices where we allow for Q&A. That sort of thing.

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00:04:32.850 --> 00:04:49.300

Grayson Dorr: The logical next step for you all today is obviously to take this information, ask as many questions and and get those answers as we are able to provide, but hopefully attend our next session with office hours that we'll have, and we'll touch on here shortly. In a few short weeks.

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00:04:49.310 --> 00:04:59.340

Grayson Dorr: Those are are great virtual events that we host like. I mentioned joining the network, staying informed on our opportunities, page and following us on social or other great ways

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00:04:59.410 --> 00:05:01.419

Grayson Dorr: to stay in the loop as well.

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00:05:01.810 --> 00:05:08.370

Grayson Dorr: One of the things we've rolled out. If you have any events or anything you're seeing where you're you're saying, Hey, I'm going to be here. Anybody

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Grayson Dorr: from DOE, or maybe Ethan and his program teams, offices, or you think may be relevant to the market.

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00:05:14.640 --> 00:05:33.490

Grayson Dorr: Just shoot us a note with those really informal say, Hey, this is a great conference or opportunity we'd love to run that by and get confirmation if we're able to post that and and showcase that on our events page as well, just ways that we can maybe have the network kind of meet face to face at some of those conferences and

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00:05:33.550 --> 00:05:35.380

Grayson Dorr: outreach opportunities.

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00:05:38.470 --> 00:05:45.132

Grayson Dorr: But again, before I turn it over to Ethan, thank you very much for joining us again. This will be recorded. So please.

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00:05:45.450 --> 00:05:49.809

Grayson Dorr: document any questions you have, we'll hit a few stopping points where we're able to

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00:05:50.490 --> 00:05:56.350

Grayson Dorr: to filter those and go through as many as we can, but we're excited to have you join us. With that I'll turn it over to you, Ethan.

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00:05:58.850 --> 00:06:04.220

ETHAN ROGERS: Thank you, Grayson. Hello, everyone. Thank you for joining. Really pleased to see such a great turnout today.

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00:06:04.620 --> 00:06:10.400

ETHAN ROGERS: I'm Ethan Rogers. I'm a technology manager with the industrial efficiency and decarbonization office.

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00:06:10.500 --> 00:06:17.190

ETHAN ROGERS: We're located within the buildings and industry office within the Department of Energy, and we can go to the next slide

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ETHAN ROGERS: the Industrial Efficiency decarbonization Office. I think that if you look at the title of our office, it really tells you a bit about the mandate that we have.

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ETHAN ROGERS: It's not energy efficiency, it's industrial efficiency and decarbonization. So we have a pretty broad mandate

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00:06:32.930 --> 00:06:36.129

ETHAN ROGERS: to help the economy. As you can see our vision

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ETHAN ROGERS: for the future. Our mission, if you will, is to help the industrial sector of the Us. Economy move toward a net 0 greenhouse gas emission economy by the year 2050,

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00:06:46.620 --> 00:06:57.270

ETHAN ROGERS: and to do that through development and adoption of technologies and industrial processes that are more sustainable and cleaner for the environment.

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00:06:57.910 --> 00:07:03.100

ETHAN ROGERS: The Aido, as we pronounce it, is split into 3 teams.

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00:07:03.400 --> 00:07:24.440

ETHAN ROGERS: the energy and emissions, intensive industries. And it's an R. And D team focused on those more energy intensive industries, the cross sector technologies, research and development team that looks at technologies that don't fit into one sector and like process heating or steam systems.

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00:07:24.700 --> 00:07:34.600

ETHAN ROGERS: And then the group that I'm in as a technical assistance and workforce development team works with industry to adopt and implement best practices and best technologies.

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00:07:34.710 --> 00:07:40.569

ETHAN ROGERS: And again, I encourage you to think about the title here, technical assistance and workforce development.

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00:07:40.590 --> 00:07:43.709

ETHAN ROGERS: industrial efficiency and decarbonization.

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00:07:43.750 --> 00:07:49.349

ETHAN ROGERS: That is our mandate, and that is what we hope to do so I can go on to the next slide.

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ETHAN ROGERS: You can see Aido, the R&D piece of it is a little earlier in the technology development landscape.

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00:07:58.990 --> 00:08:02.480

ETHAN ROGERS: and where I reside is at at the end of it. So

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00:08:02.590 --> 00:08:07.209

ETHAN ROGERS: at its core, the Us. Department of energy is an economic development organization.

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00:08:07.230 --> 00:08:15.079

ETHAN ROGERS: We are, we exist to help the Us. Economy become better, to bring technologies to market sooner.

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00:08:15.130 --> 00:08:18.360

ETHAN ROGERS: to make existing technologies better and cleaner.

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00:08:18.650 --> 00:08:25.789

ETHAN ROGERS: and to bring down the cost of all of them, and make a US. Industry more competitive.

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00:08:26.020 --> 00:08:33.010

ETHAN ROGERS: And we do that through de-risking the technologies in a variety of ways, as you can see in this this chart.

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00:08:33.080 --> 00:08:44.139

ETHAN ROGERS: and as Grayson mentioned, this slide deck will be made available afterwards, and this is a slide that may be useful to you in a lot of different ways, as you think about how you might engage this department of energy

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00:08:44.230 --> 00:08:54.919

ETHAN ROGERS: where you might be on a technology curve adoption curve. You can look to this and see the many offices that we have within the Department of Energy that are focused on

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00:08:54.940 --> 00:09:02.490

ETHAN ROGERS: the industrial sector and bringing technologies to market, as I said, quicker, better, faster, cleaner and cheaper.

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00:09:02.830 --> 00:09:04.760

ETHAN ROGERS: And if we can go into the next slide

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00:09:07.580 --> 00:09:11.390

ETHAN ROGERS: in the technical assistance workforce development team.

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ETHAN ROGERS: We accomplish our work by engaging a lot of private and public partnerships. We have a lot of different programs

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ETHAN ROGERS: urge you to go to the idea website and and check them out.

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ETHAN ROGERS: But by working with trade groups and manufacturers and organizations and all types, we are able to bring these technologies, these best practices into the market. We engage in a variety of education and training. This initiative is one of those things.

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00:09:41.480 --> 00:09:53.979

ETHAN ROGERS: So we have a lot of free online resources, a lot of tools that people can use and are frankly used by thousands of people around the country and even around the world.

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00:09:54.100 --> 00:10:06.399

ETHAN ROGERS: And then we provide end user support. We have a robust team of technical experts in the areas of industrial energy efficiency, sustainable manufacturing decarbonization and the like.

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00:10:06.430 --> 00:10:14.610

ETHAN ROGERS: and we make them available to the organizations that we partner with and engage, and and the like. And so again, this is how we engage

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00:10:14.620 --> 00:10:19.299

ETHAN ROGERS: the the industrial sector, the communities and and help them

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00:10:19.350 --> 00:10:24.020

ETHAN ROGERS: bring in these these new technologies and best practices.

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ETHAN ROGERS: We can go on to the next slide.

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ETHAN ROGERS: One of the things that guides. Aido's activity is a recent industrial decarbonization roadmap.

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ETHAN ROGERS: We spent over a year engaging with a variety of organizations across the industrial space

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ETHAN ROGERS: to find out where the opportunities are to decarbonize the industrial sector, which represents about a 3rd

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00:10:47.340 --> 00:10:50.530

ETHAN ROGERS: of carbon emissions across the Us. Economy.

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00:10:50.850 --> 00:11:01.319

ETHAN ROGERS: and to map out things that might be done in these different areas. And you can see that we have 4 pillars that we're looking at energy efficiency.

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00:11:01.360 --> 00:11:17.360

ETHAN ROGERS: which is where I spend most of my time, industrial electrification, low carbon fuels, feedstocks and energy sources and carbon capture, utilization and storage. And I'm sure you can see an awful lot of need for research and development in those areas.

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00:11:17.700 --> 00:11:24.779

ETHAN ROGERS: and the roadmap identified that there are key industries that represent some of the biggest opportunities and sources.

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00:11:24.810 --> 00:11:32.979

ETHAN ROGERS: greenhouse gas emissions, iron and steel chemicals, food and beverage, petroleum, refinery and cement.

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00:11:33.180 --> 00:11:42.860

ETHAN ROGERS: And so a lot of our R&D activities are going into those spaces. And of course, we are looking at them through our technical assistance and workforce development activities.

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00:11:42.990 --> 00:11:49.870

ETHAN ROGERS: And certainly this is something that you might keep mind of. If you intend to apply to this funding opportunity.

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ETHAN ROGERS: You can go to the next slide.

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ETHAN ROGERS: One of the things that is very apparent as we make this move toward the clean energy economy is that we're going to need a lot more workers. We've had a resurgence in manufacturing in the United States.

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ETHAN ROGERS: and a lot of the positions that are open are going unfilled, and a lot of the positions that folks anticipate being created are likely to go unfilled unless we can provide our existing and future workforces with the skills, knowledge, understanding that they need to be part of this clean energy economy.

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ETHAN ROGERS: and this

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00:12:29.370 --> 00:12:35.640

ETHAN ROGERS: it's, I think it's important to realize that the titles of most jobs are not going to change.

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00:12:35.770 --> 00:12:42.910

ETHAN ROGERS: Engineers are still gonna be engineers. Maintenance people are still gonna be maintenance people purchasing people are still going to be called purchasing people.

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00:12:43.010 --> 00:12:54.090

ETHAN ROGERS: Environmental health and safety officers will probably still be referred to as Ehs officers, right? But the skills, the knowledge, the understanding. The awareness of opportunities

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00:12:54.130 --> 00:12:59.219

ETHAN ROGERS: is something that will be new because it's constantly changing. These things are evolving.

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ETHAN ROGERS: The energy efficiency. Best practices of 20 years ago are now baseline, and we're now looking at new energy efficiency best practices.

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00:13:09.580 --> 00:13:26.320

ETHAN ROGERS: And so we are looking to this initiative as one of the many different things that we're doing to help create workers with the skills and knowledge to move them, to move their organizations and themselves, in fact, into the clean energy economy.

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00:13:26.610 --> 00:13:39.600

ETHAN ROGERS: And and one of the things I you know personally have observed is that people really seek this out. Everybody wants to make the world a better place. And so part of what we're doing is helping them do that right.

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00:13:40.010 --> 00:13:42.260

ETHAN ROGERS: So we can go on to the next slide.

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00:13:43.160 --> 00:13:49.770

ETHAN ROGERS: Another piece of this equation is to make sure that everybody is able to participate in the clean energy economy.

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00:13:49.800 --> 00:13:53.089

ETHAN ROGERS: We've all seen economic disruption in the past

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00:13:53.160 --> 00:13:59.459

ETHAN ROGERS: where one old technology went away, and the workers were left behind.

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00:13:59.510 --> 00:14:05.249

ETHAN ROGERS: and as we move to the clean energy economy, we have a great opportunity, and I would say, even an obligation

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00:14:05.360 --> 00:14:23.380

ETHAN ROGERS: to make sure that all the different types of communities that are going to be affected by this clean energy economy have an opportunity to make this transition, whether it is an urban environment still recovering from the effects of the pandemic.

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00:14:23.520 --> 00:14:29.709

ETHAN ROGERS: a rural community that has moved away from coal mining to some new technologies.

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00:14:29.970 --> 00:14:36.010

ETHAN ROGERS: or even communities where their manufacturing has been offshored.

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00:14:36.150 --> 00:14:52.100

ETHAN ROGERS: The old style, you know, commodity product manufacturers moved offshore. And now, with the clean energy economy, we're onshoring the manufacturing of new technologies. But these require new information, new skills, new awareness.

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00:14:52.150 --> 00:15:03.510

ETHAN ROGERS: and and the like. And so we want to make sure that everybody, regardless of where they live, regardless of their background, has a chance opportunity to participate in this new economy.

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00:15:04.110 --> 00:15:05.980

ETHAN ROGERS: We can go into the next slide.

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00:15:06.330 --> 00:15:19.930

ETHAN ROGERS: And so the industrial sustainability, energy efficiency, decarbonization collaborative is just one of many initiatives. The Department of Energy is engaged in to help grow the workforce and prepare them for this clean energy economy.

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00:15:20.450 --> 00:15:23.050

ETHAN ROGERS: and we're going to do it in a slightly different way

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00:15:23.140 --> 00:15:27.649

ETHAN ROGERS: is a combination of not just financial assistance, but technical assistance.

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00:15:27.720 --> 00:15:36.839

ETHAN ROGERS: We want to help existing workforce development organizations expand what they're doing both in scale and in scope.

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00:15:37.200 --> 00:15:44.350

ETHAN ROGERS: And I'm going to move on to the next slide. Here. We're going to do this by partnering them through a collaborative

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00:15:44.520 --> 00:15:45.650

ETHAN ROGERS: of.

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00:15:45.830 --> 00:15:48.050

ETHAN ROGERS: we have a string committee made up of

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00:15:48.110 --> 00:15:52.399

ETHAN ROGERS: experts in industrial efficiency, decarbonization.

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00:15:52.770 --> 00:15:57.769

ETHAN ROGERS: adult education, continuing education from Oak Ridge National Lab.

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ETHAN ROGERS: National Renewable Energy Laboratory

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00:16:00.540 --> 00:16:03.479

ETHAN ROGERS: and National Energy Technology Laboratory.

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00:16:03.620 --> 00:16:04.980

ETHAN ROGERS: Since we have a

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00:16:05.200 --> 00:16:13.130

ETHAN ROGERS: a staff of almost a dozen people in these laboratories that are forming a steering committee for the collaborative.

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00:16:13.190 --> 00:16:30.239

ETHAN ROGERS: And so members. If the the organization selected through this funding opportunity will become a member of this collaborative and they'll have the opportunity to share what they are doing, learn from others, learn best practices, share challenges.

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00:16:30.270 --> 00:16:32.790

ETHAN ROGERS: brainstorm solutions and the like.

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00:16:33.030 --> 00:16:40.340

ETHAN ROGERS: So I think it's really important to to emphasize as you're thinking about. If if you were thinking about applying to this opportunity

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00:16:40.400 --> 00:16:44.470

ETHAN ROGERS: to think about what technical assistance you can benefit from.

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00:16:44.940 --> 00:16:52.879

ETHAN ROGERS: Because this is a big part of what we want to do. We want to create a community of practice around industrial efficiency, decarbonization and the like.

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00:16:53.060 --> 00:17:04.900

ETHAN ROGERS: And so that's why these resources will be made available to you. Each collaborative member will be assigned a liaison, and that liaison will help them find the resources that can help them

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00:17:04.940 --> 00:17:09.160

ETHAN ROGERS: accomplish. The goals reach the milestones that they've set for themselves.

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00:17:09.569 --> 00:17:11.599

ETHAN ROGERS: So we can go on to the next slide.

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00:17:12.730 --> 00:17:17.899

ETHAN ROGERS: I mentioned the industrial decarbonization roadmap. The link is embedded in this slide.

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00:17:18.270 --> 00:17:33.489

ETHAN ROGERS: But again, the focus here, as we think about workforce development, what is it we want to focus on well, industrial energy efficiency is an obvious one. There efficiency in general, industrial efficiency best practices those types of things.

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00:17:33.580 --> 00:17:38.780

ETHAN ROGERS: also awareness of best technologies. And that's kind of where industrial electrification comes in.

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00:17:38.800 --> 00:17:44.250

ETHAN ROGERS: A lot of new technologies are coming into the marketplace. People aren't familiar with them. They don't understand them. They don't know how to

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00:17:44.530 --> 00:17:49.880

ETHAN ROGERS: to evaluate their efficacy, implement them, those types of things.

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00:17:50.180 --> 00:18:03.440

ETHAN ROGERS: and then low carbon fuel stocks, seed stocks, energy sources. There are opportunities out there for some companies. And we need to create awareness of this. These things are not always intuitive.

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00:18:03.520 --> 00:18:07.750

ETHAN ROGERS: Sometimes they are even counterintuitive. And so we're looking for

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00:18:07.950 --> 00:18:14.059

ETHAN ROGERS: workforce development programs that can help people in these areas.

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00:18:14.070 --> 00:18:16.049

ETHAN ROGERS: We can go on to the next slide

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00:18:17.916 --> 00:18:19.150

ETHAN ROGERS: target audience.

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00:18:19.330 --> 00:18:25.999

ETHAN ROGERS: So I think I kind of touched on this earlier, we're looking at organizations engaged in manufacturing education

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ETHAN ROGERS: training. These can be public, private nonprofit.

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00:18:29.990 --> 00:18:36.319

ETHAN ROGERS: We're thinking of trade organizations, industry groups, labor groups, professional societies.

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00:18:36.420 --> 00:18:38.310

ETHAN ROGERS: professional associations.

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00:18:38.400 --> 00:18:43.400

ETHAN ROGERS: many organizations involved in expanding and training access to diverse populations.

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00:18:43.890 --> 00:18:48.890

ETHAN ROGERS: The question I've gotten already is, are we looking at educational institutions?

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00:18:49.140 --> 00:18:55.029

ETHAN ROGERS: And we're not seeking applications from educational institutions to this time, with the exception

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00:18:55.420 --> 00:18:56.480

ETHAN ROGERS: of

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00:19:00.410 --> 00:19:09.489

ETHAN ROGERS: I'm sorry I'm pulling a blank on there. But we are. It may be something that we look at in the future, but this time around, we're not looking at it.

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00:19:09.750 --> 00:19:12.410

ETHAN ROGERS: But we're also looking at prospective workers.

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00:19:12.640 --> 00:19:22.020

ETHAN ROGERS: current workers, you know, incumbent workforces, production jobs, supervisory jobs, leadership management and the like.

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00:19:23.210 --> 00:19:25.009

ETHAN ROGERS: We can move on to the next slide.

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00:19:28.180 --> 00:19:33.349

ETHAN ROGERS: There are 3 categories that we're looking for proposals in the 1st one is to scale

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00:19:33.630 --> 00:19:44.720

ETHAN ROGERS: existing and proven programs. So let's say, you have an existing workforce development program. And it is focused in one community, would you expand it to a region

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00:19:44.750 --> 00:19:50.710

ETHAN ROGERS: or multiple communities? Do you have something that affects the region you're working in a region? You can take it nationally.

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00:19:50.780 --> 00:19:56.959

ETHAN ROGERS: That's kind of what we're looking to do. And again, think about the technical assistance that you would need to help you do that.

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00:19:57.270 --> 00:20:00.390

ETHAN ROGERS: This, the next category

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00:20:00.410 --> 00:20:05.910

ETHAN ROGERS: is to expand the content of your training Orient. Your training.

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00:20:06.020 --> 00:20:13.789

ETHAN ROGERS: you know. Let's say you are looking at best practices for industrial manufacturing, low cost no cost stuff.

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00:20:13.860 --> 00:20:43.729

ETHAN ROGERS: But maybe there's additional things around decarbonization. You could end to it. Sustainable manufacturing practices, circular economy, those types of things. Or maybe there's an opportunity you have to collaborate with other organizations in what you're providing. And so you can, a collaborative can respond and become a member of our collaborative. There does need to be. Of course, one lead organization making the application.

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00:20:44.160 --> 00:20:55.939

ETHAN ROGERS: And the 3rd category we have is to give ourselves the opportunity to engage with organizations that have something novel,

something innovative, that we've not thought of before. That's not been done before.

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00:20:56.270 --> 00:21:16.099

ETHAN ROGERS: A gap in current training and education out there. Maybe a novel way of delivering the training, a scaling training. There's something going on that you're doing, that you think is unique, innovative, and has a chance to really help a lot of companies, a lot of organizations, and certainly a lot of workers

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00:21:16.350 --> 00:21:20.360

ETHAN ROGERS: become part of the clean energy economy that we're all moving towards.

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00:21:20.630 --> 00:21:23.049

ETHAN ROGERS: We can move to the next slide.

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00:21:25.320 --> 00:21:28.839

ETHAN ROGERS: Eligibility. Again I mentioned this before.

156

00:21:28.870 --> 00:21:34.309

ETHAN ROGERS: and I do now remember. Tribal universities is the term I was looking for. That's the one

157

00:21:34.350 --> 00:21:41.240

ETHAN ROGERS: category of educational institutions we did want to allow in this particular round of funding

158

00:21:41.790 --> 00:21:47.309

ETHAN ROGERS: But we're looking mostly at organizations engaged in manufacturing training

159

00:21:47.360 --> 00:21:51.280

ETHAN ROGERS: that are associated with the industrial sector. In some way

160

00:21:51.540 --> 00:21:58.169

ETHAN ROGERS: there are a few qualifications. They must be a domestic entity. The control of the organization must be domestic.

161

00:21:58.210 --> 00:22:04.590

ETHAN ROGERS: and they cannot be associated with countries that Us. Has determined to be countries of risk.

162

00:22:04.810 --> 00:22:08.709

ETHAN ROGERS: And more information is available about that in the the website

163

00:22:09.110 --> 00:22:10.890

ETHAN ROGERS: I can go on to the next slide

164

00:22:12.360 --> 00:22:13.760

ETHAN ROGERS: how to apply.

165

00:22:14.070 --> 00:22:14.990

ETHAN ROGERS: So

166

00:22:16.790 --> 00:22:25.759

ETHAN ROGERS: Grayson was talking about the Connectworks website, you can go to that website and read all about this funding opportunity. All the details are there.

167

00:22:25.780 --> 00:22:31.250

ETHAN ROGERS: There are several templates that you can download and fill those out and then upload them

168

00:22:31.300 --> 00:22:34.100

ETHAN ROGERS: into the platform

169

00:22:34.110 --> 00:22:42.870

ETHAN ROGERS: you can. Well, you do not have to include letters to support, but if you do, that would be great. I encourage you or your

170

00:22:43.100 --> 00:22:45.560

ETHAN ROGERS: people sending you letters to support.

171

00:22:45.580 --> 00:22:48.519

ETHAN ROGERS: to describe in as much detail as they can.

172

00:22:48.680 --> 00:22:58.829

ETHAN ROGERS: how they would participate in your project. Assuming it's not just a letter of support, but also perhaps, a letter of commitment to participation.

173

00:22:59.860 --> 00:23:05.529

ETHAN ROGERS: Grayson, I'm going to pause here and see if you have any other comments you wanted to make on this slide.

174

00:23:07.580 --> 00:23:21.610

Grayson Dorr: Thank you, Ethan. Yes. Again, as he mentioned, the templates are available both on the opportunities page, and we've provided that as far as in our helpful links, and then once you get into the actual application and are redirected there, the templates are accessible there as well. So just

175

00:23:21.760 --> 00:23:31.399

Grayson Dorr: again, be mindful of the deadline, the types of documents and the file types that are accepted. And anywhere. We note, as you see here, maximum page limits. But again, I think the templates do a great job

176

00:23:31.520 --> 00:23:40.979

Grayson Dorr: of spelling out those, and hopefully, are very useful to incorporate. Shouldn't take you too long to fill out the basic questions we have. Those are just captured.

177

00:23:40.990 --> 00:23:56.000

Grayson Dorr: and then you can simply upload those. So I would recommend, probably starting with downloading those templates and then working offline, and then, whenever you're ready to go in and complete that, but just be mindful there is no requirement to log in. So once you do start that

178

00:23:56.405 --> 00:24:03.340

Grayson Dorr: it'll be captured, and then again. Please reach out if you have any additional questions for that. So

179

00:24:03.840 --> 00:24:05.520

Grayson Dorr: thanks, Ethan, for that chance

180

00:24:05.640 --> 00:24:07.360

Grayson Dorr: to clarify.

181

00:24:08.840 --> 00:24:13.559

ETHAN ROGERS: And I think I have one or 2 more slides and go on to the next one.

182

00:24:16.270 --> 00:24:26.930

ETHAN ROGERS: so we do have review criteria for the application. So we are looking for a work plan that discusses the market barriers that you intend to overcome. What's your solution?

183

00:24:27.040 --> 00:24:34.710

ETHAN ROGERS: What's your approach? What tasks. Are you going to undertake to accomplish this? And what is your budget?

184

00:24:35.290 --> 00:24:37.199

ETHAN ROGERS: The need for assistance?

185

00:24:37.260 --> 00:24:43.329

ETHAN ROGERS: As I mentioned, we are looking to help people not just financially, but also technical assistance.

186

00:24:43.460 --> 00:24:59.020

ETHAN ROGERS: and so describe how this will make a difference for you. What is it that you need to do something differently than what you're doing now. We're not looking to replace existing funding. We're looking to, you know.

187

00:24:59.490 --> 00:25:05.229

ETHAN ROGERS: catalyze additional activity in the marketplace. So be specific about what's different

188

00:25:05.350 --> 00:25:08.559

ETHAN ROGERS: in your proposals. From what you're currently doing.

189

00:25:08.880 --> 00:25:21.539

ETHAN ROGERS: team members. Of course, we want to hear about you. We want to know what your qualifications are, what you've done in the past that leads you to believe that you'll be successful in the future. Information about everybody involved in your activity

190

00:25:21.550 --> 00:25:26.280

ETHAN ROGERS: and the organizations that you have relationships with that will help you

191

00:25:26.460 --> 00:25:34.630

ETHAN ROGERS: help workers. If you have the potential to place workers in jobs. That's a wonderful thing. We would certainly want to hear about that

192

00:25:35.020 --> 00:25:39.459

ETHAN ROGERS: certainly want to hear about the upskilling of workers and the like.

193

00:25:39.540 --> 00:25:51.939

ETHAN ROGERS: And then the last item, the community benefits, as I kind of mentioned before we're looking to help communities of all types, we certainly have a focus on communities that have been underserved in the past.

194

00:25:52.070 --> 00:26:02.319

ETHAN ROGERS: and communities that have had challenges that need help overcoming. But we are looking to help organization communities. We want to know

195

00:26:02.450 --> 00:26:06.770

ETHAN ROGERS: what your activities are going to do for the community around you, how's it going to affect them?

196

00:26:06.800 --> 00:26:17.630

ETHAN ROGERS: And so how are they going to benefit from it? What relationships do you have with local community organizations that you're going to be able to leverage, or that will benefit from your activities.

197

00:26:17.950 --> 00:26:28.219

ETHAN ROGERS: So this is an important piece. It's something that's very important to the leadership of the Department of Energy. As I mentioned before, we want to make sure, as we move toward this clean energy economy.

198

00:26:28.370 --> 00:26:36.980

ETHAN ROGERS: that we bring everybody along. And this initiative is part of that. And so let us know how you think you can help us accomplish those goals.

199

00:26:37.350 --> 00:26:38.970

ETHAN ROGERS: And then the next slide.

200

00:26:39.380 --> 00:26:41.590

ETHAN ROGERS: I believe, is the important dates.

201

00:26:41.620 --> 00:26:54.220

ETHAN ROGERS: So we announced this project back in September, as you can see today, is the Oss. We're going to do an informational office hours on October 23, rd

202

00:26:54.380 --> 00:26:58.190

ETHAN ROGERS: and then we will close out applications on November 1st

203

00:26:58.280 --> 00:27:07.400

ETHAN ROGERS: we'll then go through a period of reviewing them and selecting awardees, and then that process of notifying awardees

204

00:27:07.410 --> 00:27:13.269

ETHAN ROGERS: and bringing them into the collaborative will happen in hopefully early 2025.

205

00:27:13.400 --> 00:27:18.379

ETHAN ROGERS: And so I think the next step is questions from the audience.

206

00:27:18.690 --> 00:27:22.339

ETHAN ROGERS: And so I look forward to answer your questions and

207

00:27:22.350 --> 00:27:33.366

ETHAN ROGERS: also let you know that I have some of my team members from the 3 labs here, so if I don't know the answer, perhaps they might as well. But we'll we'll start

208

00:27:33.770 --> 00:27:40.079

ETHAN ROGERS: I'll turn it over to you, Grayson. I have not had a chance to look at the questions coming in. Perhaps one has risen to the top.

209

00:27:40.900 --> 00:27:51.770

Grayson Dorr: Absolutely. Thank you, Ethan. And again, we have a number of questions coming through a great turnout today. So please, if you have, and you posted in the chat. Just move those over, if you wouldn't mind to the Q. And A.

210

00:27:51.810 --> 00:28:01.090

Grayson Dorr: That way we can sort those and make sure we're capturing all of those. So be very helpful for us on our side, and I'll take a shot, Ethan, at some of these, as well throughout

211

00:28:01.150 --> 00:28:10.179

Grayson Dorr: as far as directions we can supply again, I know, as you were going through, there was questions around where to find the recording, and where all of this will be.

212

00:28:10.190 --> 00:28:16.940

Grayson Dorr: it will be on the opportunities, page about middle of the way through, just where some may have clicked to register. It'll be there

213

00:28:16.960 --> 00:28:25.169

Grayson Dorr: and then, under our events, Tab, you'll see at the main page we'll have our current calendar of events, and at the very bottom there's a past events section.

214

00:28:25.220 --> 00:28:30.270

Grayson Dorr: So as soon as all is available we'll upload that, and you can go back and look at that. So

215

00:28:30.320 --> 00:28:50.770

Grayson Dorr: again, a couple spots where you can find all of this information we'll start at the top again. We're going to try and get through all of these for everyone. Just be mindful we may not get to all of them. But we're going to try our best, and if worst case we will follow up with you, and if there's anything again that comes up, please join our office hours, so I'll look at a time right now. We have about 30 min remaining.

216

00:28:50.830 --> 00:28:53.220

Grayson Dorr: so let's go ahead and get started.

217

00:28:53.550 --> 00:28:56.679

Grayson Dorr: How does Aido fit with the sbir.

218

00:28:56.700 --> 00:28:58.400

Grayson Dorr: It's the 1st one for you, Ethan.

219

00:28:58.580 --> 00:29:03.480

ETHAN ROGERS: Okay? So this particular initiative is not connected with Sbir.

220

00:29:03.560 --> 00:29:09.429

ETHAN ROGERS: However, there are folks in Aido that are engaged with Sbir.

221

00:29:09.770 --> 00:29:18.780

ETHAN ROGERS: I don't know much of the details of that. I think there's some information on our website. But if there's something in particular you have in mind, we can get back to you on that.

222

00:29:19.870 --> 00:29:20.560

Grayson Dorr: Okay.

223

00:29:21.480 --> 00:29:37.810

Grayson Dorr: Next one, how does job quality fit into this initiative? We were a lot of con. We hear a lot of concerns about targeting diverse individuals for jobs that are lower paying or offer little advancement. Just a little bit about that. If we can hit on it as far as job quality.

224

00:29:37.810 --> 00:29:38.469

ETHAN ROGERS: 31.

225

00:29:39.080 --> 00:29:42.829

ETHAN ROGERS: So the industrial energy efficiency space is

226

00:29:43.080 --> 00:29:54.490

ETHAN ROGERS: generally not entry level positions. I mean, these are positions that require decision making. They require understanding of manufacturing processes.

227

00:29:54.580 --> 00:30:02.590

ETHAN ROGERS: So I think you could start with production level. And you have certainly engineering. In all of its manifestations.

228

00:30:02.770 --> 00:30:07.449

ETHAN ROGERS: There are an awful lot of management positions. I mentioned environmental health and safety

229

00:30:07.830 --> 00:30:10.890

ETHAN ROGERS: production, leadership, engineering leadership

230

00:30:11.090 --> 00:30:20.479

ETHAN ROGERS: and even the leadership of an organization. We should not assume that the people who run an organization are aware of everything

231

00:30:20.560 --> 00:30:29.779

ETHAN ROGERS: involved in sustainable manufacturing. And they can benefit from this, too, if they want to bring their organization into the clean energy economy

232

00:30:30.413 --> 00:30:33.596

ETHAN ROGERS: something else I just mentioned kind of an assign

233

00:30:34.910 --> 00:30:39.880

ETHAN ROGERS: Financial people are often overlooked when it comes to sustainable manufacturing.

234

00:30:39.950 --> 00:30:44.760

ETHAN ROGERS: But think about it that if you establish a purchasing specification.

235

00:30:44.970 --> 00:30:49.820

ETHAN ROGERS: that purchasing specification saves a lot of energy from the get go.

236

00:30:50.200 --> 00:31:03.929

ETHAN ROGERS: and so, making sure that the people on the business side of an organization, understand sustainable manufacturing, and realize that they can be an active part of it is an important way to bring organizations into a clean energy economy.

237

00:31:07.710 --> 00:31:14.429

Grayson Dorr: Thank you, Ethan. We'll I'll touch on a few of these as far as participation. I know we've had questions around National Lab. So we'll we'll

238

00:31:14.450 --> 00:31:18.790

Grayson Dorr: try and approach those, you know. Again, we'll update all this on the website. But.

239

00:31:19.061 --> 00:31:26.909

Grayson Dorr: I don't have a program but can develop the content. This is a more more of a comment leading. So I don't have a program, but can develop the content

240

00:31:26.970 --> 00:31:28.320

Grayson Dorr: and can scale it.

241

00:31:28.530 --> 00:31:35.329

Grayson Dorr: 3. Will you guide on the basic content needs. That was part of the question, but more of a comment in the beginning.

242

00:31:36.590 --> 00:31:46.919

ETHAN ROGERS: So we're not looking in this initiative to fund the creation of new content enhancing, existing content, scaling, delivery of existing content.

243

00:31:46.970 --> 00:31:51.900

ETHAN ROGERS: But there are other funding opportunities out there that are looking to create new content.

244

00:31:52.010 --> 00:31:58.849

ETHAN ROGERS: And I think we may be able to post some links ultimately in the Q. And a. For this

245

00:31:59.150 --> 00:32:02.477

ETHAN ROGERS: on to what those are. But some of those are

246

00:32:03.230 --> 00:32:07.119

ETHAN ROGERS: currently in development. Some of them are out or will be out shortly.

247

00:32:07.200 --> 00:32:11.079

ETHAN ROGERS: but if you do not have existing content.

248

00:32:11.170 --> 00:32:12.220

ETHAN ROGERS: this is

249

00:32:12.360 --> 00:32:15.419

ETHAN ROGERS: may not be the ideal opportunity for you.

250

00:32:17.520 --> 00:32:23.810

Grayson Dorr: Okay, I'll ask one more, Ethan, and then I'll take a few of the next ones. For category 3. Does it need to be

251

00:32:23.880 --> 00:32:30.789

Grayson Dorr: an already existing program that we're looking to scale? Or would development of new innovative programs and partnerships be eligible.

252

00:32:32.250 --> 00:32:38.809

ETHAN ROGERS: yeah, I think we're looking for something that exists. That could be scaled, I mean, certainly, it could be enhanced.

253

00:32:39.000 --> 00:32:44.610

ETHAN ROGERS: but looking for a core of something that can be brought to market fairly quickly.

254

00:32:46.110 --> 00:32:46.780

Grayson Dorr: Okay.

255

00:32:47.010 --> 00:32:55.239

Grayson Dorr: question about the letters to support. Will they be weighed higher than those without? Again, I'll just address this. Encourage you all to review the

256

00:32:55.250 --> 00:33:10.009

Grayson Dorr: review, the review criteria. Again, as Ethan mentioned, letters of support are optional anytime, they are optional. It is indeed that they're they're not necessarily weighed higher or lower. But if you feel that they are a part of your application, and would enhance that

257

00:33:10.170 --> 00:33:13.529

Grayson Dorr: based upon the criteria, then we definitely encourage you

258

00:33:13.570 --> 00:33:24.245

Grayson Dorr: to to include those. But again, there's a 5 page limit. So we're not asking. You know their team a lot from that. But if you, if you would like to please include those. But

259

00:33:24.850 --> 00:33:29.699

Grayson Dorr: won't really speak to any waiting on that but encourage you to to see what

260

00:33:29.770 --> 00:33:33.319

Grayson Dorr: what you're able to accomplish by including those

261

00:33:33.636 --> 00:33:41.899

Grayson Dorr: same thing kind of tied to it as far as for key personnel or resumes acceptable to be attached. In addition to the project, overview and plan.

262

00:33:42.140 --> 00:33:50.970

Grayson Dorr: If they are acceptable, is there a page limit? Form again, really the only place you would see to include those would be in the letters to support.

263

00:33:51.633 --> 00:33:52.659

Grayson Dorr: I would

264

00:33:52.710 --> 00:34:00.310

Grayson Dorr: with the 5 page limit. If you feel a resume, is a letter of support for that again. That would be your determination to make. But.

265

00:34:00.330 --> 00:34:04.740

Grayson Dorr: Ethan, do you want to add anything to that? I mean that again? That would be the only space you could do that.

266

00:34:05.710 --> 00:34:07.086

ETHAN ROGERS: Yeah, I think, so,

267

00:34:07.770 --> 00:34:08.440

Grayson Dorr: Okay?

268

00:34:11.270 --> 00:34:30.910

Grayson Dorr: yeah. The next one adding talking about letters of commitment submission. Same thing with letters to support with that. Would a software platform that supports manufacturing education and training be eligible. Again, speaking more to eligibility, I would encourage everyone to review those. But anything you want to add to that, Ethan, or.

269

00:34:33.000 --> 00:34:39.769

ETHAN ROGERS: I certainly encourage creative and innovative ideas that will reach a lot of organizations.

270

00:34:40.690 --> 00:34:41.480

ETHAN ROGERS: Yes.

271

00:34:43.000 --> 00:34:46.009

Grayson Dorr: Graphics. We got a question about that use of graphics.

272

00:34:46.010 --> 00:34:46.280

ETHAN ROGERS: Didn't.

273

00:34:46.280 --> 00:34:51.389

Grayson Dorr: Acceptable to show concepts absolutely again, just be mindful of the page limits, and

274

00:34:51.600 --> 00:34:54.350

Grayson Dorr: that you have in front of you.

275

00:34:54.460 --> 00:34:55.830

Grayson Dorr: And really.

276

00:34:55.889 --> 00:35:07.270

Grayson Dorr: if they're included. Just stick to that, and then make sure they're again providing and incorporated wherever you see best fit. But

absolutely, if you feel that those are best used. Then. They will be accepted.

277

00:35:11.000 --> 00:35:16.399

Grayson Dorr: let's see here again. I I think we've touched on

278

00:35:18.240 --> 00:35:24.329

Grayson Dorr: more a lot of eligibility questions, so we may need to add a few of these as far as

279

00:35:24.680 --> 00:35:32.779

Grayson Dorr: further clarifying. It was not very clear what are not, what nonprofit institutions are eligible for this, could you please clarify again.

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00:35:35.080 --> 00:35:40.080

ETHAN ROGERS: nonprofits that are engaged in workforce development training and education.

281

00:35:43.174 --> 00:35:45.784

Grayson Dorr: There's some questions around again. Eligibility.

282

00:35:46.380 --> 00:35:52.140

Grayson Dorr: institutions of higher education, community, college, or 4 year universities, are they, or are they not eligible?

283

00:35:52.930 --> 00:35:53.500

ETHAN ROGERS: Yeah.

284

00:35:53.830 --> 00:36:01.470

ETHAN ROGERS: the opportunity is open to all types of organizations. But we're really not seeking at this time

285

00:36:01.750 --> 00:36:07.250

ETHAN ROGERS: applications from 4 and 2 year universities with exceptional travel universities that I mentioned.

286

00:36:07.640 --> 00:36:15.560

ETHAN ROGERS: and there are other funding opportunities out there that are targeting those those categories

287

00:36:15.630 --> 00:36:20.730

ETHAN ROGERS: which is one of the reasons why we're not seeking it. The

288

00:36:20.740 --> 00:36:24.329

ETHAN ROGERS: idea behind the collaborative, you know, is, of course, to bring

289

00:36:24.490 --> 00:36:30.471

ETHAN ROGERS: organizations together and have the sharing and the like, and our thinking is that

290

00:36:32.970 --> 00:36:41.060

ETHAN ROGERS: the categories I've mentioned for our initial sort of collaborative that would get us a good start in the direction we want to go.

291

00:36:43.420 --> 00:36:48.999

Grayson Dorr: Absolutely. There was a question just regarding references, citations, part of word counts. I know we're getting

292

00:36:49.469 --> 00:36:54.710

Grayson Dorr: very technical with that. Just just be mindful. The the word, the word count

293

00:36:55.080 --> 00:37:01.149

Grayson Dorr: is really used to be a guide for you all in as far as thinking of each of those questions and trying to

294

00:37:01.320 --> 00:37:11.240

Grayson Dorr: craft your response, appropriate manner. Really, the determination is on that final page. Count, if you if you look and you're adding it up. The word count again will lead to that. So

295

00:37:11.300 --> 00:37:34.420

Grayson Dorr: the key there is sticking to the requirement of the page limit, and not exceeding that cap. But I would let that person make the best judgment on those types of character limits and things like that. I don't think, from any of our team or the as far as it connect works when we're collecting those, or I'm sure on the evaluation team speaking for them that they're going to probably be in the weeds about character limits as far as

296

00:37:34.560 --> 00:37:41.270

Grayson Dorr: if it's 1 or 2, or spacing. But again, the the word and the page count are what's critical to make sure you're not exceeding that. So

297

00:37:43.430 --> 00:37:51.719

Grayson Dorr: hopefully, then I didn't overstate on that. But I think I don't think we're gonna be too much in the weeds of 3 0, 2, verse 300 or things like that.

298

00:37:53.670 --> 00:37:54.460

Grayson Dorr: Great.

299

00:37:55.320 --> 00:38:03.529

Grayson Dorr: So let's see here. We have a lot of open questions. I'll turn. If anybody sees from the

300

00:38:04.290 --> 00:38:09.129

Grayson Dorr: the labs any ones that stick out to you all will. I'll invite to ask those

301

00:38:09.460 --> 00:38:11.210

Grayson Dorr: as I'm going through.

302

00:38:13.550 --> 00:38:18.529

ETHAN ROGERS: I see one question asking about how realistic do they want it?

303

00:38:18.550 --> 00:38:21.682

ETHAN ROGERS: And I think that that's a very good question.

304

00:38:22.520 --> 00:38:26.680

ETHAN ROGERS: yeah, we want to help organizations do something that they

305

00:38:26.710 --> 00:38:27.849

ETHAN ROGERS: currently can't.

306

00:38:28.240 --> 00:38:34.959

ETHAN ROGERS: And I know there's a tendency in applications to say, everything's perfect, you know.

307

00:38:35.340 --> 00:38:37.649

ETHAN ROGERS: Award us. But

308

00:38:38.120 --> 00:38:46.179

ETHAN ROGERS: if everything is perfect, maybe you wouldn't need our help, and so you can go ahead and be quite straightforward about the gaps that you have, that you want our help to fill?

309

00:38:47.770 --> 00:38:49.720

ETHAN ROGERS: Think that was

310

00:38:51.060 --> 00:38:53.070

ETHAN ROGERS: the one that came in at 2 27.

311

00:38:53.670 --> 00:38:56.559

ETHAN ROGERS: Okay, that's true.

312

00:38:56.980 --> 00:39:02.452

Grayson Dorr: And regarding Lat national labs. I know we we're getting that and please add to this, Ethan. But

313

00:39:03.340 --> 00:39:06.010

Grayson Dorr: you know, anyone can apply.

314

00:39:06.120 --> 00:39:15.779

Grayson Dorr: but additional national app participation is handled through their existing agreements with eere so not handled through on the connect work side. So just be be mindful of that

315

00:39:16.980 --> 00:39:22.200

Grayson Dorr: again. Just revisit that eligibility and the criteria you see there.

316

00:39:23.690 --> 00:39:26.720

Grayson Dorr: And hopefully that'll help clarify that

317

00:39:27.990 --> 00:39:33.200

Grayson Dorr: Another one we I see here is fee allowed for this, Ethan.

318

00:39:36.910 --> 00:39:40.230

ETHAN ROGERS: Oh, can you charge for the training that you provide?

319

00:39:40.410 --> 00:39:41.350

ETHAN ROGERS: Is that

320

00:39:42.950 --> 00:39:43.580

ETHAN ROGERS: And.

321

00:39:43.770 --> 00:39:44.220
Grayson Dorr: Yes.

322
00:39:44.220 --> 00:39:45.120
ETHAN ROGERS: Think that is.

323
00:39:46.280 --> 00:39:48.406
ETHAN ROGERS: I don't see it right here. But

324
00:39:48.790 --> 00:39:49.333
ETHAN ROGERS: yeah,

325
00:39:50.840 --> 00:39:57.890
ETHAN ROGERS: I would certainly anticipate that some of the training that people are engaged in would be provided on a fee for service.

326
00:40:01.120 --> 00:40:09.690
Grayson Dorr: Again coming through. I like this one. I think this is important. How will proprietary information, specific to manufacturing, be handled? I think that's great for folks that may feel they have.

327
00:40:09.690 --> 00:40:10.400
ETHAN ROGERS: Yeah.

328
00:40:11.006 --> 00:40:12.220
Grayson Dorr: That information.

329
00:40:13.230 --> 00:40:21.199
ETHAN ROGERS: Yeah, we could certainly set up some type of confidentiality on that. We're certainly not interested in retaining

330
00:40:21.260 --> 00:40:23.160
ETHAN ROGERS: that type of information.

331
00:40:27.580 --> 00:40:34.249
Grayson Dorr: again. The the window to apply closes here. November first.st you know a lot of that is

332
00:40:34.780 --> 00:40:37.259
Grayson Dorr: the schedule that we have in front.

333
00:40:37.270 --> 00:40:41.480

Grayson Dorr: as you can see, is all driving towards that early 2025

334

00:40:41.530 --> 00:40:48.290

Grayson Dorr: kickoff. And so we recognize we have the holidays upcoming and have to allocate time for

335

00:40:48.798 --> 00:41:07.081

Grayson Dorr: selection, or not only review, but selection, and issuing, as you consider, down the the line B, 2 B agreements and negotiations, and all of that. So with the goal to start in early 2025, we hope the application window still allows for enough time to get those submissions in. So

336

00:41:07.690 --> 00:41:11.380

Grayson Dorr: again, we're we're a little less than a month away.

337

00:41:11.530 --> 00:41:15.209

Grayson Dorr: so hopefully that still allocates enough time to do so

338

00:41:15.360 --> 00:41:29.200

Grayson Dorr: regarding Page counts. You see, there it is 10 pages for the initial application, the templates that the team has provided for schedules and costs. Those are attached. So please just use those templates

339

00:41:29.240 --> 00:41:33.289

Grayson Dorr: you're able to upload via excel or Pdf.

340

00:41:34.030 --> 00:41:38.509

Grayson Dorr: those documents as well. And then the page limit for letters to support is 5.

341

00:41:41.690 --> 00:41:45.244

Grayson Dorr: let's see, I'm gonna go back up to the top.

342

00:41:46.130 --> 00:41:50.769

Grayson Dorr: doing a time check. Now, looks like we're okay. We have about 20 min remaining.

343

00:41:51.450 --> 00:41:53.429

Grayson Dorr: Let's see here.

344

00:41:53.980 --> 00:42:03.060

Grayson Dorr: will there be an interested vendor slash contractors list that can be posted to allow for collaboration with preparing proposals.

345

00:42:04.480 --> 00:42:08.579

ETHAN ROGERS: We've not anticipated doing that at this time. If we

346

00:42:08.750 --> 00:42:12.900

ETHAN ROGERS: do, we'll let everybody know but it at this time. It's not part of our plan.

347

00:42:15.030 --> 00:42:15.780

Grayson Dorr: Okay.

348

00:42:19.080 --> 00:42:23.559

Grayson Dorr: we talked about how. Let's see a question about how evaluations will be

349

00:42:24.560 --> 00:42:29.129

Grayson Dorr: graded or looked at. So again, that that is posted and available.

350

00:42:29.770 --> 00:42:34.813

Grayson Dorr: can a university be a sub awardee? That's I don't know if we've had.

351

00:42:36.857 --> 00:42:45.659

ETHAN ROGERS: They could be you would want to have their role and everything detailed in the proposal.

352

00:42:46.491 --> 00:42:48.819

ETHAN ROGERS: But we're not looking

353

00:42:49.080 --> 00:42:51.320

ETHAN ROGERS: to see a pass through if you will.

354

00:42:52.590 --> 00:42:59.779

ETHAN ROGERS: But again, we're looking. We're not really seeking applications from 4 and 2 universities in this round.

355

00:43:01.710 --> 00:43:02.330

ETHAN ROGERS: Okay.

356

00:43:04.351 --> 00:43:14.289

Grayson Dorr: I think we touched on this a little bit, maybe just expand so successful execution. Do you want past successes or or to have something exactly like this before.

357

00:43:14.290 --> 00:43:22.320

ETHAN ROGERS: Yeah, it could certainly be a past success of something different. We're just, you know, looking to to see confidence in the area of training.

358

00:43:22.760 --> 00:43:23.510

ETHAN ROGERS: Yeah.

359

00:43:25.090 --> 00:43:33.490

Grayson Dorr: Yeah, that's tied. Kind of to the next question as well. Will applicants in the process of developing training curriculum be considered for the IC program, or only applicants.

360

00:43:33.490 --> 00:43:33.760

ETHAN ROGERS: Kids.

361

00:43:33.760 --> 00:43:36.020

Grayson Dorr: With established training, content.

362

00:43:36.020 --> 00:43:36.710

ETHAN ROGERS: Thank you.

363

00:43:36.950 --> 00:43:38.140

ETHAN ROGERS: Yeah, yeah.

364

00:43:38.170 --> 00:43:45.980

ETHAN ROGERS: I guess it depends on kind of how far along the process one is. But I I wouldn't necessarily rule it out.

365

00:43:49.347 --> 00:43:54.130

Grayson Dorr: I like this one. How would industry partners tangibly fit into these initiatives?

366

00:43:55.850 --> 00:43:59.239

ETHAN ROGERS: I can envision them contributing

367

00:44:00.277 --> 00:44:01.692

ETHAN ROGERS: to the

368

00:44:02.690 --> 00:44:04.049

ETHAN ROGERS: but they kind of put this.

369

00:44:04.980 --> 00:44:10.309

ETHAN ROGERS: The training could happen with support of a manufacturer, and

370

00:44:10.360 --> 00:44:13.190

ETHAN ROGERS: whether or not they were looking to

371

00:44:13.703 --> 00:44:20.650

ETHAN ROGERS: training existing workers, or they're looking to bring people in as employees. And the training

372

00:44:20.680 --> 00:44:30.839

ETHAN ROGERS: you're doing the training here with the idea that, assuming somebody passes the training they could potentially apply for and get a job over here with this manufacturer.

373

00:44:30.930 --> 00:44:34.130

ETHAN ROGERS: And so there's some type of support there.

374

00:44:34.966 --> 00:44:35.723

ETHAN ROGERS: And

375

00:44:36.790 --> 00:44:40.179

ETHAN ROGERS: manufacturers perhaps develop the training.

376

00:44:40.735 --> 00:44:50.744

ETHAN ROGERS: Yeah, we're open. We have not closed out anything in that regard, but certainly like the idea of you know, manufacturers

377

00:44:51.380 --> 00:44:52.193

ETHAN ROGERS: that have

378

00:44:52.660 --> 00:44:53.880

ETHAN ROGERS: Friday evening.

379

00:44:54.350 --> 00:44:56.030

ETHAN ROGERS: Potential to hire people

380

00:44:56.040 --> 00:44:58.079

ETHAN ROGERS: is is a great idea.

381

00:44:58.920 --> 00:45:00.300

ETHAN ROGERS: but not necessarily the only one.

382

00:45:02.420 --> 00:45:03.340

Grayson Dorr: Absolutely.

383

00:45:04.730 --> 00:45:06.589

Grayson Dorr: Let's see here.

384

00:45:07.320 --> 00:45:23.629

Grayson Dorr: in addition to the budget form, do applicants need to provide any or a more detailed cost breakdown? I think the answer is no to that correct, Ethan. As long as they're using that template that's that's acceptable. And again, that you'll see that template use throughout

385

00:45:23.780 --> 00:45:27.320

Grayson Dorr: most of the DOE opportunities, and one that

386

00:45:27.490 --> 00:45:32.420

Grayson Dorr: hopefully some are already familiar with, or, if not, will become familiar with. So

387

00:45:34.060 --> 00:45:44.250

Grayson Dorr: Can you speak more to the type of technical assistance that the 3 labs would provide to the collaborative. So I think that's a great one. If we want to open it up to the others on the call as well.

388

00:45:44.950 --> 00:45:45.660

Grayson Dorr: Yeah.

389

00:45:46.930 --> 00:45:55.739

ETHAN ROGERS: So, as I mentioned, they have great technical expertise in industrial energy efficiency, both the best practices and the technologies behind them.

390

00:45:56.110 --> 00:46:00.770

ETHAN ROGERS: Industrial decarbonization, sustainable manufacturing.

391

00:46:01.711 --> 00:46:07.609

ETHAN ROGERS: We have experts in adult education and continuing education and the like.

392

00:46:08.318 --> 00:46:10.191

ETHAN ROGERS: They don't know if

393

00:46:10.750 --> 00:46:15.125

ETHAN ROGERS: way or a lease would care to add to that. But

394

00:46:15.700 --> 00:46:22.300

ETHAN ROGERS: the idea is, you've got kind of expert on retainer. When you join the collaborative.

395

00:46:23.360 --> 00:46:32.090

ETHAN ROGERS: Yeah, I can jump in here. This is Anthony from Netl. So we've got Oak Ridge National Lab Nrel, in Colorado and Netl in Pittsburgh.

396

00:46:32.270 --> 00:46:38.689

ETHAN ROGERS: We're part of the iced Collaborative Steering Committee, where we assist Aido in convening, managing.

397

00:46:38.880 --> 00:46:46.120

ETHAN ROGERS: and even supporting the selected collaborative members. So then each collaborative member will work closely with a liaison from the steering committee.

398

00:46:46.350 --> 00:46:51.019

ETHAN ROGERS: the steering committee will also offer resources to help members scale and implement

399

00:46:51.200 --> 00:46:55.680

ETHAN ROGERS: any of their proposed programs that we move forward with these resources

400

00:46:55.710 --> 00:46:59.820

ETHAN ROGERS: could include something like comprehensive technical expertise training.

401

00:46:59.840 --> 00:47:04.310

ETHAN ROGERS: guidance on workforce development and then engagement with the stakeholders.

402

00:47:08.076 --> 00:47:08.690

ETHAN ROGERS: Thank you.

403

00:47:11.520 --> 00:47:12.620

ETHAN ROGERS: Thanks, Anthony.

404

00:47:16.310 --> 00:47:17.150

Grayson Dorr: All right.

405

00:47:18.190 --> 00:47:30.939

Grayson Dorr: looks like we have a few remaining. Let's see, we have about 15 min. So again, if you have any other questions, or if I'm not seeing the chat, if you've happened to post in the chat, if you wouldn't mind, please move those so we can make sure we capture those

406

00:47:31.290 --> 00:47:40.919

Grayson Dorr: next question. We are a new entity with patented technology. Since we're just starting out structurally, can we still apply? And I think the answer is yes to that. But

407

00:47:42.810 --> 00:47:43.489

Grayson Dorr: And if you

408

00:47:46.030 --> 00:47:51.750

Grayson Dorr: let's see, next question is the industrial sectors identified

409

00:47:51.910 --> 00:48:08.590

Grayson Dorr: with the graphics? I did not see this. Let me see, let me go back to this is the industrial sectors identified with the graphics. I did not see. The semiconductor sector is the sector precluded from being included in a work plan? Or are the Chips Acts funded, dedicated to the task

410

00:48:08.830 --> 00:48:13.630

Grayson Dorr: of developing the decarbonization workforce for the chips industry sector?

411

00:48:14.310 --> 00:48:15.439

Grayson Dorr: You did not.

412

00:48:15.440 --> 00:48:19.120

ETHAN ROGERS: I'm not familiar with that aspect of the Chips Act, but.

413

00:48:19.620 --> 00:48:23.049

ETHAN ROGERS: a semiconductor organization would not be precluded.

414

00:48:25.260 --> 00:48:25.930

Grayson Dorr: Okay.

415

00:48:26.888 --> 00:48:30.871

Grayson Dorr: so someone is with the Us. Food and beverage manufacturer.

416

00:48:31.400 --> 00:48:35.616

Grayson Dorr: not an academic entity or research institution, but looking to deep

417

00:48:36.950 --> 00:48:42.240

Grayson Dorr: to dive deep into decarbonization and energy efficiency. Is there a way for the company to be a part of this.

418

00:48:42.360 --> 00:48:47.500

Grayson Dorr: either through collaborative research, industry, industrial workforce training programs, etc.

419

00:48:48.620 --> 00:48:49.180

ETHAN ROGERS: Yeah.

420

00:48:51.420 --> 00:48:53.330

ETHAN ROGERS: mean, I think that

421

00:48:53.560 --> 00:49:02.060

ETHAN ROGERS: whether or not they submitted a proposal by themselves, or perhaps with other organizations, they could certainly

422

00:49:02.150 --> 00:49:05.640

ETHAN ROGERS: apply and select to become part of the collaborative.

423

00:49:06.990 --> 00:49:07.700

ETHAN ROGERS: Okay.

424

00:49:09.260 --> 00:49:19.240

Grayson Dorr: This one's a comment, and then a question tied to it. Much industrial decarbonization starts with construction modifications to building or assembly lines.

425

00:49:19.430 --> 00:49:27.979

Grayson Dorr: Would you entertain a proposal focused on this work and aim at ensuring that that this construction is high road work.

426

00:49:29.260 --> 00:49:29.830

ETHAN ROGERS: Hmm!

427

00:49:33.420 --> 00:49:34.940

ETHAN ROGERS: I'm thinking about that.

428

00:49:35.471 --> 00:49:38.570

ETHAN ROGERS: I would like to get back to them on that one.

429

00:49:38.710 --> 00:49:44.529

ETHAN ROGERS: because I've not contemplated an application from the construction industry.

430

00:49:45.650 --> 00:49:46.480

ETHAN ROGERS: So

431

00:49:46.600 --> 00:49:49.139

ETHAN ROGERS: I need to get back to them on that.

432

00:49:49.340 --> 00:49:49.970

Grayson Dorr: Okay.

433

00:49:52.042 --> 00:50:04.200

Grayson Dorr: so the next one is, I see that this program is looking for content regarding ee and energy efficiency in the manufacturing process. But what about ee and manufacturing facilities themselves.

434

00:50:07.721 --> 00:50:11.099

ETHAN ROGERS: If you're talking about energy efficiency for the building as a whole.

435

00:50:11.210 --> 00:50:18.180

ETHAN ROGERS: certainly in a lot of the work that Aido does is about making the buildings more efficient, whether it's the Hvac, the lighting.

436

00:50:18.600 --> 00:50:21.899

ETHAN ROGERS: and the like. And so yeah, that certainly

437

00:50:22.060 --> 00:50:26.619

ETHAN ROGERS: something that we've done in the past and would look forward to doing in the future.

438

00:50:29.580 --> 00:50:37.690

Grayson Dorr: And we had again another question about just maybe a company in an early stage definitely encourage everyone to apply. We don't wanna

439

00:50:38.252 --> 00:50:41.577

Grayson Dorr: restrict any of that. So if you feel that you have

440

00:50:42.860 --> 00:50:50.449

Grayson Dorr: an opportunity in front of you to do that, and and you meet the requirements. And please, we encourage you to submit that. So

441

00:50:51.023 --> 00:51:00.439

Grayson Dorr: how will IP rights? I know we talked a little bit about patents, but how will IP rights work with training develop. So once folks that are actually developing that.

442

00:51:01.370 --> 00:51:09.950

ETHAN ROGERS: Yeah. I'd like to get back to you on that, because I need to fully understand the question, what they mean by IP rights and training materials.

443

00:51:12.250 --> 00:51:19.400

Grayson Dorr: Yeah. And I guess this might be a good time to to just kind of Orient folks as well. From the connect work side.

444

00:51:19.640 --> 00:51:26.040

Grayson Dorr: you know, upon selection, or you know, conclusion of selection from the DOE office in this case, with Aido

445

00:51:26.110 --> 00:51:37.370

Grayson Dorr: Connectworks will issue those b 2 b agreements, and so to the lead performer to review, they will be, have any appropriate mandatory flow downs that may be incorporated with that

446

00:51:37.863 --> 00:51:44.960

Grayson Dorr: from the prime partnership between us connectworks, which is our parent of advanced technology international. So

447

00:51:45.070 --> 00:51:52.890

Grayson Dorr: that goes all the way to the invoicing stage as well to, you know, upon successful completion of the milestones that were identified.

448

00:51:52.990 --> 00:52:06.110

Grayson Dorr: Those invoices will be submitted through to connectworks for us to review with the DOE and ultimately release payment for that. So you'll see connectworks involvement for those obviously

449

00:52:06.608 --> 00:52:16.031

Grayson Dorr: from not only collecting the applications, but especially when we start talking about those contracts and the involvement there. So

450

00:52:16.750 --> 00:52:27.000

Grayson Dorr: And again getting into the weeds of it, you know, that can entail incremental payments to the performers, that sort of thing. But again, all all negotiated later on. And that's kind of that window that we have.

451

00:52:27.040 --> 00:52:35.939

Grayson Dorr: as we hopefully close out the the calendar year for this on working on the Government side the new fiscal year, as we all are in right now, so

452

00:52:36.300 --> 00:52:37.420

Grayson Dorr: did want to.

453

00:52:37.430 --> 00:52:41.958

Grayson Dorr: It just hit on a little bit of the points with the agreement process and

454

00:52:42.680 --> 00:52:44.660

Grayson Dorr: the invoicing and payment side.

455

00:52:47.540 --> 00:52:48.260

ETHAN ROGERS: Oops!

456

00:52:48.260 --> 00:52:54.609

Grayson Dorr: Let's see another question. About IP, which we've talked about, and we'll follow up

457

00:52:55.083 --> 00:53:04.529

Grayson Dorr: would the final training materials be available freely to the public once completed, I guess that's more, you know, downstream, obviously, once the project is closed.

458

00:53:13.720 --> 00:53:14.970

Grayson Dorr: let's see.

459

00:53:17.330 --> 00:53:20.570

Grayson Dorr: Another question around how many awards will be made.

460

00:53:22.440 --> 00:53:23.030

Grayson Dorr: The Perk

461

00:53:24.000 --> 00:53:25.029

Grayson Dorr: think we can go back and.

462

00:53:25.030 --> 00:53:30.280

ETHAN ROGERS: Oh, by category you can look to the application page and see

463

00:53:30.380 --> 00:53:34.190

ETHAN ROGERS: that. You know we're looking to split them between the 3. But

464

00:53:34.220 --> 00:53:39.429

ETHAN ROGERS: in total we're thinking around 6, it could be more, could be a little less.

465

00:53:40.142 --> 00:53:43.449

ETHAN ROGERS: All depends on the availability of funding

466

00:53:43.540 --> 00:53:44.680

ETHAN ROGERS: and the like.

467

00:53:44.760 --> 00:53:47.069

ETHAN ROGERS: And this is our

468

00:53:47.080 --> 00:53:52.080

ETHAN ROGERS: 1st stab at this. If it goes well, hopefully, we'll be able to do it again.

469

00:53:52.410 --> 00:53:57.079

ETHAN ROGERS: No guarantees. Obviously, we we function that

470

00:53:57.450 --> 00:54:01.309

ETHAN ROGERS: the discretion of others. But that's the plan right now.

471

00:54:04.990 --> 00:54:05.710

ETHAN ROGERS: Okay.

472

00:54:07.487 --> 00:54:09.070

Grayson Dorr: Let's see here.

473

00:54:13.110 --> 00:54:24.989

Grayson Dorr: this is a great question. I don't know if we'll have an answer today for it, but definitely one for all of us to think about. Is there a way to network among attendees in this webinar or elsewhere, in connectworks for potential collaborations

474

00:54:25.210 --> 00:54:25.849

Grayson Dorr: for the.

475

00:54:25.850 --> 00:54:26.160

ETHAN ROGERS: Sort.

476

00:54:26.160 --> 00:54:30.760

Grayson Dorr: Future opportunities. You'll see with this

477

00:54:30.860 --> 00:54:45.379

Grayson Dorr: our office hours, which we'll move to next. That will not be a webinar that will actually be a Zoom Meeting. We obviously invite everyone, even though some people are always a little skittish to do so, to untake their camera off and and and discuss. But

478

00:54:45.540 --> 00:54:48.790

Grayson Dorr: that's a great way to connect real time.

479

00:54:48.890 --> 00:54:55.820

Grayson Dorr: Some opportunities we'll have. You'll see where we will build a mini consortium if you will.

480

00:54:55.830 --> 00:55:01.259

Grayson Dorr: and we've used things in the past with connectworks like teaming pages and that sort of thing.

481

00:55:01.340 --> 00:55:11.160

Grayson Dorr: But that's a great question, and really excited to see that at least from our side that folks are willing and eager to do that.

482

00:55:11.230 --> 00:55:18.309

Grayson Dorr: And and really our challenge is, how do we bring, you know, even though we have folks joining the network. How do we continuously look to bring them together?

483

00:55:18.880 --> 00:55:24.059

Grayson Dorr: Not just through these these sessions, but beyond. So thank you for that question.

484

00:55:27.000 --> 00:55:33.110

Grayson Dorr: just to clarify. I think we have another eligibility. Can a non looks like a nonprofit

485

00:55:33.380 --> 00:55:37.810

Grayson Dorr: be prime, someone saying, because they're research based.

486

00:55:41.630 --> 00:55:55.659

ETHAN ROGERS: Yeah, I see a let me ask for a clarification about whether or not a small business or industry can apply. And I think you're absolutely right. We're not really seeking direct applications from manufacturers. We're more interested in training organizations.

487

00:55:58.010 --> 00:56:03.899

ETHAN ROGERS: so I guess there's a bit of a nuance there. And it's like that's not necessarily what we're seeking.

488

00:56:03.930 --> 00:56:11.379

ETHAN ROGERS: because if you think about it, a manufacturer's most likely going to be focused on what they can do for their own workforce.

489

00:56:11.660 --> 00:56:20.029

ETHAN ROGERS: Whereas a training organization, a trade organization has the ability to scale. And that's what we're trying to do is scale things.

490

00:56:27.030 --> 00:56:29.063

Grayson Dorr: So again, I'm just looking.

491

00:56:29.490 --> 00:56:32.829

Grayson Dorr: is the minimum award 250 K

492

00:56:32.850 --> 00:56:38.450

Grayson Dorr: will proposals be considered that are requesting less than that amount for a 2025 program.

493

00:56:39.650 --> 00:56:40.440

ETHAN ROGERS: Yes.

494

00:56:44.980 --> 00:56:55.529

Grayson Dorr: Someone mentioned just trying to find the opportunity on grants.gov. Again, a little bit different with this on the Ps side, all the opportunity and information will be posted through connectworks.

495

00:56:56.018 --> 00:57:02.361

Grayson Dorr: I don't believe you will see I'm I'm speaking to past Piers. I don't. I'm not sure if they have posted an

496

00:57:02.780 --> 00:57:07.970

Grayson Dorr: on the grants.gov. I'm getting nods that that's not the case. But again.

497

00:57:08.280 --> 00:57:10.251

Grayson Dorr: this is a pia, and it's

498

00:57:10.840 --> 00:57:13.549

Grayson Dorr: not a foa for that, so you won't

499

00:57:13.640 --> 00:57:18.300

Grayson Dorr: see that listed on grants.gov. But thank you for asking that question.

500

00:57:18.713 --> 00:57:28.419

Grayson Dorr: Trying to make it simple where people can go to one, stop and and continuously save the page. Join the network. And and you know again, with these opportunities.

501

00:57:29.760 --> 00:57:30.880

Grayson Dorr: see that

502

00:57:31.310 --> 00:57:40.980

Grayson Dorr: doing a quick time check. I know we have about 3Â min, Brooke. Would you mind on our side, just pulling up that slide that Ethan had at the end, just as a reminder

503

00:57:41.170 --> 00:57:44.600

Grayson Dorr: for everyone with deadlines and things like that.

504

00:57:44.630 --> 00:57:53.899

Grayson Dorr: We'll look here, we'll ask maybe one more question, trying to scour through to see Ethan. Do you see any in the open that you would like to call out? I know there's

505

00:57:54.120 --> 00:58:03.807

Grayson Dorr: I'll let you do that. And then, while we're calling up this screen share I'll just close with on our side, with just a reminder of some of the important dates.

506

00:58:04.680 --> 00:58:11.110

Grayson Dorr: again, obviously, today is an important date for many who've who've joined us hopefully, we're able to answer

507

00:58:11.200 --> 00:58:21.229

Grayson Dorr: a lot of these questions you've had. If you again look at the recording and see that please take the time to to do that and join us on October 23.rd

508

00:58:21.270 --> 00:58:26.410

Grayson Dorr: The application period does close on November first.st That's 5 PM. Eastern time.

509

00:58:26.440 --> 00:58:44.140

Grayson Dorr: So please get your applications in early for that, so we can collect those and begin to process those for the DOE. Upon closing of this session there will be an extremely extremely brief survey. Just 3 questions. It really just allows us to get feedback from you.

510

00:58:44.150 --> 00:59:07.800

Grayson Dorr: please, if you wouldn't mind, just do that before you sign off hopefully, it will be painless. But we thank you for that participation, and that it helps us collect feedback, and there's a spot for any additional questions you have as well. So thank you for doing that in advance for us. But on behalf of connectworks, Ethan, I'll turn it over to you. If there's any question final question you have, and then I'll let you close us out.

511

00:59:12.323 --> 00:59:13.249

ETHAN ROGERS: Let's see.

512

00:59:14.080 --> 00:59:16.620

ETHAN ROGERS: looking for questions here.

513

00:59:17.960 --> 00:59:22.529

ETHAN ROGERS: I think we'll answer the the rest of the questions in the posted Q. And A.

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00:59:22.540 --> 00:59:25.970

ETHAN ROGERS: So I want to thank everybody for attending today.

515

00:59:26.140 --> 00:59:29.280

ETHAN ROGERS: Appreciate your interest in this funding

516

00:59:29.310 --> 00:59:31.990

ETHAN ROGERS: and technical assistance opportunity.

517

00:59:32.000 --> 00:59:38.380

ETHAN ROGERS: We look forward to seeing hopefully many of you in the office hours later on this month.

518

00:59:38.590 --> 00:59:43.860

ETHAN ROGERS: and ideally proposals that will help us move.

519

00:59:44.150 --> 00:59:55.900

ETHAN ROGERS: Move the workforce the industrial workforce forward toward the clean energy economy. So thank you very much, thanks to Grayson for hosting and all of his help setting this up. Thank you.

520

00:59:56.240 --> 00:59:58.379

ETHAN ROGERS: and have a great rest of your day.