

FLORIDA HYDROGEN INITIATIVE, INC.

Moving Florida to the forefront of the nation's hydrogen economy

REQUEST FOR LETTERS OF INTEREST **Open Solicitation Period: June 20th to July 29th, 2005**

The Florida Hydrogen Initiative, Inc. (FHI) is a nonprofit incorporated under the laws of the State of Florida to move Florida to the forefront of the nation's hydrogen economy. The FHI will use its resources to aid the development of a vigorous Florida-based hydrogen industry thereby establishing Florida as the cornerstone of a southeastern hydrogen hub. The nonprofit corporation is comprised of public leaders, university researchers, citizens, and industry representatives.

The FHI seeks to develop Florida's hydrogen infrastructure by:

- Brokering partnerships for applied technology demonstration projects throughout the state;
- Sponsoring targeted research in the production, storage and use of hydrogen fuels;
- Facilitating technology transfers between the public and private sectors to create, build and strengthen high-growth, high technology companies.

In 2005, FHI will receive approximately \$2 million from the U.S. Department of Energy (DOE) for projects in Florida. To date, the Florida Hydrogen Initiative has announced grant awards in excess of \$1 million for projects supporting FHI priorities. Please see the Florida Hydrogen Initiative website for information about past awards:

www.h2florida.org

Objectives for 2005: Developing Florida's Standing in the Hydrogen Economy

FHI will entertain letters of interest from parties addressing the following priority areas:

Development of the hydrogen infrastructure in Florida

FHI is particularly interested in proposals that can leverage existing hydrogen infrastructure in Florida, expanding both infrastructure range and diversity, and capable of supporting mobile and/or stationary hydrogen energy technologies:

- Mobile Technology Demonstration Projects
 - Hydrogen fueling stations and hydrogen-powered vehicles
 - Hydrogen-powered transit and visitor services projects
- Stationary Technology Demonstration Projects
 - High-visibility advanced hydrogen energy technology installations

Hydrogen infrastructure research, development, and commercialization

FHI is most interested in research & development projects that result in hydrogen industry capital investment and job creation in Florida. Joint letters of interest from hydrogen-related companies and academia are particularly welcome. Specific priorities include:

- Hydrogen infrastructure research and development; and
- Hydrogen production and storage technologies

FHI anticipates that DOE will apply cost-sharing provisions in which demonstration projects require a 50% cost-share (i.e., each dollar requested under a Letter of Interest must be matched by the party making the proposal). Research and development projects require a 20% cost-share.

Letters of Interest are due to FHI by midnight on Friday, July 29, 2005. Please submit Letters of Interest by e-mail to: boardchair@h2florida.org

Final decisions about allocating FHI resources depend upon the type and quality of responses received, but the FHI Board of Directors anticipates that one or more demonstration projects will comprise the majority of FHI grant funds. Upon selection by the FHI board of directors, detailed statements of work and cost proposals will be requested.

Stephen Adams, Chair
Board of Directors
Florida Hydrogen Initiative, Inc.

What is the Purpose of the Letter of Interest?

FHI will be receiving grant funds for approximately \$2 million in federal funds during 2005. The purpose of this notice is to request Letters of Interest from individuals, manufacturers, companies, organizations and/or universities stating interest in co-sponsoring particular hydrogen demonstration or research project.

What must the Five Page Letter of Interest Contain?

The Letter of Interest must be no more than five pages in length (only the first five pages of any Letter of Interest will be evaluated) and must contain and/or address the following items:

1. Specific information on the demonstration and/or research project to be conducted by the submitting group. Please be specific with your topic and clearly state what you are going to do. Note that weight will be given with regard to the long-term sustainability of your project. For example, a demonstration that is installed and operates for six months with no follow-up will not be judged as high as one which shows long-term sustainability.
2. A preliminary estimate of the cost to complete the project. FHI will consider any project up to a total cost share of \$1.5 million in our funds. As part of the cost estimate, a statement must be made as to the ability of the proposing organization to meet cost share requirements (see below). Your proposal should clearly identify the cost share category for which you are seeking funding: Research (20%) or Demonstration (50%)

3. The document should be typed with a standard word processor (Microsoft Word preferred) and should be spaced at 1.5 with standard margins.
4. In addition to the five page project description mentioned above, the organization submitting the Letter of Interest may attach an additional five pages describing the submitting organization and short resumes of the individuals who will be conducting the work.
5. The Letter of Interest must be submitted electronically to boardchair@h2florida.org

What are the requirements for project cost shares?

The Florida Hydrogen Initiative applies the requirements of the U.S. Department of Energy's Hydrogen Program cost-share requirements to all projects funded. Research projects require the grantee to provide at least 20% of the total project cost – for example, a project costing \$100K would be constituted with \$80K in FHI funds and \$20K in grantee funds. Demonstration projects require a 50% cost share – for example a \$100K project would be constituted by \$50K in FHI funds and \$50K in grantee funds. The proposed cost share of all projects selected for funding by the FHI Board of Directors are subject to final review and approval by the U.S. Department of Energy.

Will Acceptance of the Letter of Interest Guarantee the Organization a Contract or Grant?

No. A formal proposal with detailed cost information will be required following the acceptance of a Letter of Interest. At the time of the acceptance of the Letter of Interest, the project statement of work and project costs will be considered to be negotiable until such time as FHI and the proposal submitter reach a final agreement.

Who Will Evaluate the Letter of Interest?

The FHI board will appoint a Technical Review Committee to make technical evaluations of Letters of Interest for research and development projects. Technical reviewers for the 2004 FHI solicitation included both federal and state hydrogen experts. The review committee will serve only as advisors to the FHI Board of Directors. The Board of Directors for the Florida Hydrogen Initiative, Inc. will have the final authority in making selections for projects to be funded. Additional information regarding the technical review process and evaluation criteria is available on the FHI website at: <http://www.h2florida.org/grants.htm>

When must the Letter of Interest be received?

The Letter of Interest must be transmitted to boardchair@h2florida.org by 12:00 midnight on Friday July 29, 2005.