

Key messages:

- Grant programs have to be fair for applicants and give the public confidence that they are managed in the best interests of people.
- Over the weekend, we received new information that's raised further questions regarding MNP's administration of commercial vehicle grants.
- As a result, I have asked the Comptroller General to lead an investigation of MNP's administration of these grants to ensure fairness for all applicants.
- At the same time, we are pausing MNP's role in the administration of the ARC and CVIC grant programs while the investigation is underway.
- I will not prejudge the outcome of the Comptroller's investigation, but of course British Columbians expect these grants to be administered in the public interest.
- We are taking action to ensure that this process is fair for everyone.

QA

1. Last week you said there wasn't a problem?
 - As of last week we had looked into the concerns raised by Edison Motors.
 - At the time, I said that if new information emerged, we would investigate further.
 - We received new information this weekend.
 - There are outstanding questions and therefore we have directed the Office Comptroller General to lead an investigation to ensure fairness for the applicants.
2. s. 13
3. Why did it take so long to launch this investigation?
 - At every step, we've acted on the information available to us.
 - Over the weekend, we received new information. There are outstanding questions and therefore we are directing the

Comptroller General to lead an investigation into MNP's administration of these grants to ensure fairness for all applicants.

s. 13

5. Will you release the new information you received over the weekend?

- We're providing all information directly to the Comptroller General to be a part of their investigation.
- We expect a full report so we can ensure there's fairness.
- And we will release everything we can under the law.

s. 13

6. Why are you pausing MNP's role in the administration of grants if there's no proof they did anything wrong?

- The public deserves to know that grant programs run on their behalf are being well managed.
- And applicants who take part in the process deserve to know that the system is fair.

s. 13

8. Why the Comptroller, s. 13

- The Office of the Comptroller General has powers and expertise to take on just this sort of investigation.
- The Comptroller General is responsible for oversight of government's financial management and control systems and is the right body to do this investigation.

9. Why is there not an investigation of government's role in this?

- The concerns that have been raised are regarding a private company and we are taking action to get to the bottom of this.
- We have directed the Comptroller General to lead an investigation to get answers about what happened here.
- It's important that all applicants are treated fairly and that the public has confidence in the management of these programs.

10. What responsibility do you take as minister?

- My responsibility as minister is to ensure that rules are in place and that they are followed.
- Clear conflict of interest rules were in place and we were clear with the company about our expectations.
- I've said that if new information emerged we would investigate further – and that is exactly what we are doing.

11. When were these concerns brought forward?

- My office was made aware of an initial set of concerns on February 27th.
- My ministry reviewed the documentation Edison had provided and engaged directly with MNP.
- Ultimately, the information we've gathered suggests that the services were being offered for grants not administered by MNP.

- Over the weekend we received new information and we are taking action.

s. 13

12. Have you spoken to Edison Motors?
 - My Deputy Minister spoke to them last night.
 - We wanted to discuss the new information we had received with them and assure that we would be taking action to ensure fairness for all applicants
13. Edison says that they were disinvited to speak at a conference after raising concerns?
 - The event in question was a 3rd party event; it was not hosted, co-hosted, or organized by the province.
 - My office had no knowledge they had been invited to speak at this event.
 - Government was not involved in that decision in any way and only learned of it afterwards.
 - I understand the organizers of the event provided another opportunity for Edison Motors to speak at the conference.
14. Why did you not support a BC company?
 - We've been proud to support a number of BC-based companies through these programs.
 - Edison Motors like many companies in BC are pursuing exciting innovative technologies.
 - I understand the company has applied through a number of other programs and we encouraged them to do so.
15. How widespread is this practice of having government grants administered by private companies? Why not do it internally?
 - It's my understanding that this is a longstanding practice that pre-dates our government.

- MNP is one of the largest accounting firms in Canada and they do similar work for the provincial government and other provinces.
 - This is a longstanding practice allowing for efficient program administration at specific times when additional capacity is needed.
16. Are there other companies that do this? / On other companies generally:
- Right now our focus is on MNP.
 - But the public service will be engaging with other companies that administer provincial grants to ensure that the conflict of interest rules are being followed.
17. What makes MNP qualified to decide which applicants receive funding.
- MNP does not decide which applicants receive funding for any of the grants.
 - A panel of technical experts, including provincial and federal ministry staff evaluate the merits of each application.
 - MNP manages the administrative side of the grant process.
 - The bottom line is that the grants need to be managed in a way that supports public confidence and fairness for the applicants.
 - That's why we've directed an investigation led by the Comptroller General.
18. Are you concerned about any of the other things MNP does for government?
- Right now we have a lot of questions, and my focus is on the Comptroller General investigation.
 - We need that to happen to get some answers about what's happened here.
 - Not going to prejudge the outcome of the investigation.

19. How many other grants does MNP operate for government? Are you taking action on them?
- I can get you that detail – but it's my understanding is that it's not a large number.
 - We're pausing MNP's involvement in the two specific grants that have been in question here, as the Comptroller leads their investigation.

From: Hewitt, Jeremy ENV:EX(Jeremy.Hewitt@gov.bc.ca)
To: Brenchley, Charlie ENV:EX (Charlie.Brenchley@gov.bc.ca); McKenzie, Scott GCPE:EX (Scott.1.McKenzie@gov.bc.ca)
To: Fradley, Adria N ENV:EX (Adria.Fradley@gov.bc.ca); Meadows, Jennifer L ENV:EX (Jennifer.Meadows@gov.bc.ca)
Subject: FW: CIF Consultant
Sent: 04/08/2024 18:01:42

Just making sure this made its way over to you both.

From: Jardine, Kevin ENV:EX <Kevin.Jardine@gov.bc.ca>
Sent: Wednesday, April 3, 2024 4:45 PM
To: Hewitt, Jeremy ENV:EX <Jeremy.Hewitt@gov.bc.ca>
Cc: Fradley, Adria N ENV:EX <Adria.Fradley@gov.bc.ca>
Subject: RE: CIF Consultant

Thanks very much to you both for following up on this. ^{s. 13}
s. 13

Best,
KJ.

From: Hewitt, Jeremy ENV:EX <Jeremy.Hewitt@gov.bc.ca>
Sent: Wednesday, April 3, 2024 2:30 PM
To: Jardine, Kevin ENV:EX <Kevin.Jardine@gov.bc.ca>
Cc: Fradley, Adria N ENV:EX <Adria.Fradley@gov.bc.ca>
Subject: CIF Consultant

Kevin:

Here is information on the use of consultants and CIF. You'll see we use MNP for the Feasibility Stream. You'll also see the steps the team has taken, and continues to take, to ensure there is no conflict of interest and the process is fair and in accordance with relevant legislation and policy.

Please let us know if you have any questions.

Jeremy

General:

- Projects evaluated under the CleanBC Industry Fund (CIF) are done in accordance with the Procurement principles identified under the *Procurement Services Act*, including accountability, transparency, and fairness.
- One way these principles are met is by ensuring that those involved in the evaluation of proposals under CIF programs are not involved in program engagement or promotion.
- For the Emissions Performance, and Innovation Accelerator funding streams, CIF has a designated Program Advisor who manages program engagement. The Program Advisor does not have access to evaluation materials or any knowledge as to how proposals are scored.
- For the Feasibility Studies, a third-party consultant is hired to administer the RFP on behalf of CIF. To ensure fairness in this stream, CIF maintains control over program engagement, policy and RFP materials. CIF also includes language in both the RFP documents and the Agreement with the third-party administrator that prevents conflict of interest.
- For intakes administered by a third party, CIF also ensures that at least one member of the CIF team is included in the evaluation, and often will engage an outside party to sit on the evaluation committee (ex. Federal government).

MNP Feasibility Stream:

- In March 2021, MNP was the successful proponent of a Request for Proposals (RFP) to administer CleanBC Industry Fund (CIF)'s Feasibility Studies (FS) funding intake.
- This was a two-year agreement which included options to renew for two additional terms. In February 2023, CIF and MNP exercised an option to renew and re-entered into an agreement for a new FS funding intake. This agreement was modified in March 2024 for an additional term, ending on December 31, 2026.
- Through this Agreement, MNP launches, manages and administers the FS call for proposals on behalf of CIF.
- To ensure the FS call is administered fairly, the Agreement between CIF and MNP includes a clause (Section 9) on Conflict of Interest. The language of the agreement is as follows:
 - "The Recipient will not, during the Term, perform a service for or provide advice to any person, or entity where the performance of such service or the provision of the advice may, in the reasonable opinion of the Province, give rise to a conflict of interest between the obligations of the Recipient to the Province under this Agreement and the obligations of the Recipient to such other person or entity."
- As part of the Agreement, CIF team maintains control over the program policy and design. This includes all promotion, engagement and web materials related to the FS call.
- The CIF team reviews and approves the RFP documents used by MNP for the administration of the FS funding intake. RFP documents include language that states proponents may be disqualified from competing if any relationship with a member of the evaluation team gives rise to an actual or potential conflict of interest or may give the Proponent an unfair advantage.
- The CIF team provides a representative to participate in the evaluation of proposals.

From: Venn, Tania GCPE:EX(Tania.Venn@gov.bc.ca)
To: XT:Shaw, Rob GCPE:IN (rshaw@cheknews.ca)
Subject: RE: MNP additional information
Sent: 04/17/2024 02:19:46

Hi Rob,

Here you go, on background:

“Section 9 of the Shared Cost Arrangement Project Advanced Research and Commercialization Program, dated for reference March 1, 2018, deals with conflicts of interest.

The language of Section 9 is drafted broadly so that it may be applicable to different facts and situations. A more prescriptive approach risks the conflicts of interest clause not being responsive to different situations.

Providing consulting services on a grant a business is contracted to administer would be a very clear conflict of interest and is prohibited by the provision in the contract.”

Tania

From: Rob Shaw <rshaw@cheknews.ca>
Sent: Tuesday, April 16, 2024 12:33 PM
To: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Cc: Gostelow, Tara GCPE:EX <Tara.Gostelow@gov.bc.ca>
Subject: Re: MNP additional information

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

I only see one section in here on conflict, in the first contract, section 2. It doesn't spell out specifically that MNP can't write grants for companies on one side while administering on the other side. Am I missing something?

On Tue, Apr 16, 2024 at 12:26 PM Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca> wrote:

Hi Gallery,

I know some of you have been asking more detailed questions about the MNP contract and the grant process in our ministry, so I'm sending you the contract and the below summary in the hopes it answers those questions.

Please let me know if you do have additional questions.

Thank you,

Tania

- The Advanced Research and Commercialization (ARC) program has two phases:

- Phase 1 – 2018 to 2020: \$1.5 million represented by the original Shared Cost Arrangement (SCA)
 - Phase 2 – 2020 to present: \$48.5 million represented by subsequent SCA Modification Agreements
- The Commercial Vehicle Innovation Challenge (CVIC) is part of Phase 2 of the ARC program.
- Following a competitive procurement process, MNP was contracted as the program delivery partner in 2018 for ARC 'Phase 1'. Through a second procurement, MNP was contracted as the program delivery partner in December 2019 for ARC 'Phase 2'.
- Under the contract, the Province provides program oversight and direction while MNP provides day-to-day program administration, including project monitoring and payment.
- The initial SCA, and subsequent Modification Agreements, with MNP were reviewed by both the Ministry of Energy, Mines and Low Carbon Innovation CFO and Ministry of Attorney General Legal Services for compliance with government procurement policy.
- In 2020, with the launch of Phase 2 of the program, the SCA was modified to clarify that the Ministry makes final decisions on grant recipients under ARC funding calls (see page 15 of Revised Schedule A, Modification Agreement #1).
- Funding calls for the ARC are structured as a two-stage competitive process, including an Expression of Interest (EOI) and Request for Proposals (RFP), both with independent project evaluation.
- The ARC program includes a technical Advisory Committee comprised of federal, provincial, or local government staff, academics, or other experts. The Ministry approves the membership of the committee. MNP is not a member of the Advisory Committee but works with them to facilitate and support their work.
- Applicants submit an EOI in response to the funding call. EOIs are initially reviewed by MNP based on Ministry prescribed mandatory screening criteria (e.g., the applications are complete and readable, the proponent is incorporated and registered in Canada, the timeline of the project is within the required program timeline, the activities are eligible, and the proponent has secured matching funding).
- The EOIs are then independently assessed against Ministry prescribed evaluation criteria by the Advisory Committee. All final EOI technical scores are submitted to MNP by the Advisory Committee. The Ministry makes final decisions on the shortlisting of EOI applicants.
- The shortlisted EOI applicants are invited to the RFP stage. The RFPs are assessed by the Advisory Committee against Ministry prescribed evaluation criteria (e.g., Feasibility and Innovation, Contribution to Economic Growth, Environmental and Associated Benefits, and Market Adoption Potential). Each committee member individually assesses the proposals. Afterwards, the Advisory Committee meets to discuss the application and has a short period to revise their scores if new information is presented during the meeting. All final technical scores are submitted to MNP. Based on the direction provided by the Advisory Committee, MNP prepares a memo for the Ministry with funding recommendations.
- The Ministry reviews the Advisory Committee recommendations and makes final decisions based on available budget. Ministry staff then inform MNP to notify proponents and initiate

funding agreements.

- The final Modification Agreement this past March was to increase the funding amount by \$4.5M to support grant allocation to projects in ARCs current call. These funds were allocated from the Innovative Clean Energy (ICE) Fund spending plan that was approved in Summer 2023, but delays prevented the Ministry from updating the agreement prior.

Tania Venn

Director of Communications

Ministry of Energy, Mines and Low Carbon Innovation

250 208-6183 | 778 698-9499

From: Venn, Tania GCPE:EX(Tania.Venn@gov.bc.ca)
Copeland, Alison GCPE:EX (Alison.Copeland@gov.bc.ca); Brown, Evan EMLI:EX (Evan.Brown@gov.bc.ca); Clancy, Siobhan EMLI:EX (Siobhan.Clancy@gov.bc.ca); Cuddy, Andrew EMLI:EX (Andrew.Cuddy@gov.bc.ca); Meehan, Patrick EMLI:EX (Patrick.Meehan@gov.bc.ca)
To: Connie, Alanah GCPE:EX (Alanah.Connie@gov.bc.ca)
Subject: FOR APPROVAL: EMLI Media Request: MNP
Sent: 04/08/2024 22:41:01

For approval please.

Reporter

Alec Lazenby, Reporter
British Columbia Today
alec@britishcolumbiatoday.ca
604-366-5610

Deadline ASAP

Request

Hi Alanah and Tania,

Sorry to bother you on a Sunday, but I was wondering if the Ministry has any reaction to the video Edison Motors recently posted on TikTok outlining its allegations, including that it raised its concerns with ministry staff and was subsequently dropped from a speaking arrangement at the legislature?

Here is the video.

My other main question is why the public service can't administer all these grants itself? Why does the province need to outsource their adjudication to a private third-party contractor?

Please let me know. My deadline is 1:30 p.m. tomorrow.

Kind Regards,
Alec Lazenby

Background

Recommendation

What is the ministry's reaction to the video Edison Motors recently posted on TikTok outlining its allegations, including that it raised its concerns with ministry staff and was subsequently dropped from a speaking arrangement at the legislature?

We certainly understand and can empathize with Edison Motors' frustration during this time.

When Edison Motors informed the ministry about their concerns, ministry staff took immediate action to reach out to Edison to fully understand their concerns.

As far as Edison being dropped from a speaking arrangement, that was a third party event; it was not hosted, co-hosted or organized by the Province, and the ministry had no knowledge of the invite.

Why does the province need to outsource their adjudication to a private third-party contractor?

Outsourcing administration of these types of government grant programs has long been a common practice and predates this government. There are various reasons why governments may enlist the support of an administrator, including ensuring efficient program administration at specific times when additional capacity is needed.

MNP is one of the largest accounting firms in Canada and they do similar work for the provincial government and other provinces.

Tania Venn

Director of Communications

Ministry of Energy, Mines and Low Carbon Innovation

250 208-6183 | 778 698-9499

From: Clark, Nick EMLI:EX(Nick.Clark@gov.bc.ca)
To: Venn, Tania GCPE:EX (Tania.Venn@gov.bc.ca); Donald, James EMLI:EX (James.Donald@gov.bc.ca)
To: Gosman, Nat EMLI:EX (Nathaniel.Gosman@gov.bc.ca); Connie, Alanah GCPE:EX (Alanah.Connie@gov.bc.ca); Ross, Hanna EMLI:EX (Hanna.Ross@gov.bc.ca)
Subject: RE: FOR REVIEW: EMLI Follow-up Media Request: Interview Request City News-MNP
Sent: 04/09/2024 19:44:36
Attachments: Request for Expression of Interest ARC-2023-1 - Final.pdf, Request For Proposal ARC-2023-1 - Final.pdf

ARC EOI and RFP attached.

From: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Sent: Tuesday, April 9, 2024 12:43 PM
To: Donald, James EMLI:EX <James.Donald@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Cc: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>
Subject: RE: FOR REVIEW: EMLI Follow-up Media Request: Interview Request City News- MNP

I just have the CVIC EOI and RFP, not for ARC. Can you please send?

From: Donald, James EMLI:EX <James.Donald@gov.bc.ca>
Sent: Tuesday, April 9, 2024 12:35 PM
To: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Cc: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>
Subject: RE: FOR REVIEW: EMLI Follow-up Media Request: Interview Request City News- MNP

Hi Tania,

Responses below. Let me know if you still prefer bullets and we can pull them out for the criteria.

What criteria must businesses meet to have a successful application?

The criteria are what's given in these section of the EOI and RFP's.

- ARC EOI – Section 3 (screening and evaluation criteria)
- ARC RFP – Section 3 (screening and evaluation criteria)
- CVIC EOI – Section 3 (screening and evaluation criteria)
- CVIC RFP - Section 3 (screening and evaluation criteria)

How long has MNP been administering the program?

- MNP was first awarded the contract as the program delivery partner in 2018 for ARC 'Phase 1'.
- MNP was then awarded a subsequent contract as the program delivery partner in December 2019 for ARC 'Phase 2'.

James

From: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Sent: Tuesday, April 9, 2024 12:08 PM
To: Donald, James EMLI:EX <James.Donald@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Cc: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>

Subject: FOR REVIEW: EMLI Follow-up Media Request: Interview Request City News- MNP
Importance: High

Hi,

I'm up against a deadline on this one (12:30pm). Please see unfinished recommended response below.

For the question about what criteria do applicants need to meet to be successful and how long has MNP been administering, I'll need your support. I have the CVIC Request for EOI and RFP documents but I think we need to be a bit more concise and am thinking you may be able to cut and paste some bullets.

Thank you,

Tania

Reporter

Srushti Gangdev, Reporter
CityNews 1130
srushti.gangdev@rci.rogers.com
604-377-4852 c: 604-877-4400

Deadline ASAP

Request

Also, can you provide some general information about the CleanBC grant program?

What kind of grants are given out?

What criteria must businesses meet to have a successful application?

How long has M-N-P been administering the program?

Background

This is a follow-up to a media request from April 8, 2024.

REQUEST:

I'm with CityNews1130.

Is the minister available for a quick interview by phone or Zoom to discuss the investigation into CleanBC grants administered by MNP?

It won't take longer than 10 minutes.

My deadline is 1:30pm.

Please let me know.

RESPONSE:

Provided Statement

Sent scrum audio

Recommendation

Can you provide some general information about the CleanBC grant program? What kind of grants are given out?

The CleanBC grant programs that will undergo review by the Auditor General and Comptroller General are the Advanced Research and Commercialization (ARC) program and the Commercial Vehicle Innovation Challenge (CVIC), which is a program launched under the ARC program.

ARC supports the development of companies operating in the zero-emission vehicle (ZEV) sector and encourages international investment in the sector in B.C. ARC provides cost-shared funding to B.C. companies to:

- showcase B.C. ZEV technologies with export potential;
- support pre-commercial ZEV technologies made or designed in B.C.;

- demonstrate commercial success for B.C.-based ZEV technologies; and
- support companies in the ZEV sector that wish to locate or invest in B.C.

CVIC provides cost-shared funding to B.C. companies within the ZEV sector, with technologies that are beyond proof of concept and are on a pathway to commercialization. The program supports projects that address technology gaps in the commercial vehicle sector, support growth in B.C.'s ZEV industry, and creation jobs for British Columbians.

What criteria must businesses meet to have a successful application?

How long has MNP been administering the program?



CleanBC Go Electric Advanced Research and Commercialization Program

REQUEST FOR EXPRESSIONS OF INTEREST

Reference: ARC-2023-1

Issue Date: August 2, 2023

Closing Date: September 15, 2023 before 4:00 p.m. Pacific Time

Email: admin@arcbc.ca

Address: CleanBC Go Electric Advanced Research and Commercialization
Program c/o MNP LLP
Suite 2200, MNP Tower
1021 West Hastings Street
Vancouver, BC V6E 0C3
Attention: Catrina Jones

1. INTRODUCTION

- 1.1 The CleanBC Go Electric Advanced Research and Commercialization (“**ARC**”) Program is one of a suite of programs offered under the Province of British Columbia’s (“**B.C.**”) CleanBC Go Electric (“**Go Electric**”) Program. The Go Electric Program is designed to reduce barriers to the adoption of zero-emission vehicles (“**ZEV**”) to realize both their environmental and economic benefits and has been highly successful in starting the transition to a transportation system that is powered by clean energy. MNP LLP (“**MNP**”, “**ARC Management**”) is delivering the ARC program on behalf of the Province of B.C.

The purpose of the ARC program is to support the development of B.C. companies operating in the ZEV sector, and to encourage international investment in the ZEV sector in B.C. The ZEV sector includes companies and organizations involved in all aspects of the ZEV supply chain – from raw materials to final consumer products – related to vehicles or vehicle components, fuelling infrastructure, and transferable technologies and services. ZEVs are defined to include battery electric vehicles, plug-in hybrid electric vehicles and hydrogen fuel cell electric vehicles across all vehicle types (on-road and off-road).

It is the intention of the ARC program to provide reliable and targeted support to build on existing strengths or eliminate barriers for companies in the sector. Therefore, the ARC program will provide support to B.C. companies to invest in product development and commercialization activities through to long-term demonstration projects.

ARC program investments are intended to:

- (a) Support growth in B.C.’s globally competitive ZEV sector;
 - (b) Address specific B.C. ZEV sector challenges;
 - (c) Showcase B.C. technologies that have a strong potential for international market demand;
 - (d) Support pre-commercial ZEV technologies that are made or designed in B.C.; and
 - (e) Demonstrate commercial success for ZEV sector technologies.
- 1.2 ARC Management is inviting Expressions of Interest (“**EOI**”) under the ARC program. The following information outlines the intent of this Request for Expressions of Interest (“**RFEOI**”) process and provides instructions to prospective applicants who wish to submit an EOI under this RFEOI.
- 1.3 This RFEOI is open to any private entity or organization operating in the ZEV sector validly incorporated or registered in Canada (“**the Applicant**”). Publicly funded institutions are not eligible for funding as a primary Applicant, however, may support projects as a Project Partner as set out in sub-section 1.4. ARC Management may, in their sole discretion, determine whether an entity or organization is eligible or ineligible to apply under this RFEOI.
- 1.4 The Applicant may form a consortium comprised of the Applicant and at least one non-related partner organization (“**Project Partner**”) who has committed to providing expertise, cash and/or in-kind contributions to the project. Project Partners could include potential customers of the

CleanBC Go Electric Advanced Research and Commercialization Program
Request for Expressions of Interest

- Applicant or subject matter experts from an academic or other publicly funded institution. Project Partners do not need to be located or have operations in B.C./Canada.
- 1.5 The following general groups of activities are eligible for funding under the ARC program ("**Eligible Activities**"):
- (a) Pre-commercial research and development of a B.C.-based ZEV product, service or technology;
 - (b) Commercialization of a B.C.-based ZEV product, service or technology, including investments in manufacturing facilities or processes; and
 - (c) Use or demonstration of a B.C.-based ZEV product, service or technology.
- 1.6 The following general groups of activities are not currently eligible for funding under the ARC program:
- (a) Marketing activities, including attendance at trade shows;
 - (b) Consumer-based activities, such as purchase or sales incentives;
 - (c) Land acquisition, leasing land, buildings (acquisition and leasing), renovation or construction, and other facilities, real estate fees and related costs;
 - (d) Financing charges, legal fees and loan interest payments;
 - (e) Property taxes;
 - (f) Lobbyist and consultant fees; and
 - (g) Any costs incurred prior to signing of a funding agreement for the project and outside the completion timelines specified within the funding agreement.
- 1.7 The current funding call has a total allotment of \$5 million to fund eligible projects. There is no minimum or maximum amount of funding per project.
- 1.8 The proponent must commit to contributing at least 25% of the total project cost (could be in-kind contributions of labour, equipment or other resources that are directly applicable to the proposed project) and must provide evidence of funds and/or in-kind support for their share of project costs. While grant stacking is encouraged, the total Government of B.C. contribution must not exceed 50% of total project costs.
- 1.9 Project costs must be incurred in Canada, and at a minimum, an amount of eligible project costs equal to the funding from the ARC program for the project must be incurred in B.C.
- 1.10 The proposed project must be completed no later than three (3) years after the Project Start Date.
- 1.11 The proposed project must be at a Technology Readiness Level ("**TRL**") of 3 or higher at the start of the project. For additional information and guidance regarding TRLs can be found here:

**CleanBC Go Electric Advanced Research and Commercialization Program
Request for Expressions of Interest**

<https://www.ic.gc.ca/eic/site/080.nsf/eng/00002.html>

1.12 Projects or portions thereof that have previously received funding from the ARC program are not eligible to receive further funding for that project under this funding call. However, a new project that builds on and sufficiently advances a previously funded project is eligible for funding under this funding call.

1.13 Applicants are advised to pay careful attention to the information provided in this RFEI. Failure to satisfy any term, condition or mandatory requirement of this RFEI may result in rejection of the submission.

2. EOI REQUIREMENTS

2.1 EOIs must be clear and well-written and must concisely describe the components of the proposed project, including each of the requirements set out in sub-sections 2.1 and 2.1 below.

2.2 EOI Team Overview

- (a) Identify the Applicant as set out in sub-section 1.3 of this RFEI and the individual(s) authorized by the Applicant to commit the Applicant to execution of a Project Grant Agreement (name, title, and contact information). Also, identify the individuals(s) familiar with the project and authorized to represent the Applicant regarding technical details of the proposed project (name, title, relevant professional credentials, and contact information).
- (b) Provide relevant background information of the Applicant and any Project Partners as referred to in sub-section 1.4 of this RFEI.
- (c) Brief description of proposed management and delivery team along with resumes, if available, for key team members.

2.3 Required Information:

- (a) Indicate a project title.
- (b) Project description, including which Eligible Activities are being considered by the Applicant for funding, referred to in sub-section 1.5 of this RFEI, that directly relate to the purpose of the ARC program set out in sub-section 1.1 of this RFEI.
- (c) Basic description of methods and project plan, including project timelines.
- (d) Basic description and estimate of the funding required.
- (e) Basic description of overall project budget and external funding and/or in-kind resources from the Applicant that directly apply to Eligible Activities considered.
- (f) Basic description of expected outcomes of the project or activities (e.g., job creation, commercialization of B.C.-based technologies, growth of the ZEV cluster, increased exports, innovation/creativity in its field, current TRL and expected improvements in TRL).

NOTE: EOIs must follow the EOI template provided for this RFEOI.

3. SCREENING AND EVALUATION CRITERIA

3.1 Screening Criteria: an EOI may be screened out immediately (i.e. the EOI will not be reviewed) based on one or more of the following factors:

- (a) The EOI is not written in English;
- (b) The EOI is incomplete and/or does not provide sufficient information for a proper evaluation;
- (c) The EOI is not sufficiently comprehensible or easy to read;
- (d) The proponent does not meet the eligibility criteria as set out in sub-section 1.3 of this RFEOI;
- (e) The proposed project is not expected to be completed within three years after the Project Start Date;
- (f) The activities foreseen as part of the proposed project are not consistent with the Eligible Activities set out in sub-section 1.5 of this RFEOI, and/or include activities set out in sub-section 1.6 of this RFEOI;
- (g) The proposed project carries substantial risk of detrimental side effects (e.g. environmental impacts);
- (h) The proponent does not commit to contributing at least 25% of the total project cost; or does not provide evidence of funds and/or in-kind support for their share of project costs;
- (i) The proponent does not demonstrate that they have secured funding through other sources, and/or the total proposed B.C. government contribution exceeds 50% of total project costs;
- (j) The proposed project includes costs that are incurred outside of Canada; and
- (k) The proposed project has previously received funding through the ARC program and does not build on or sufficiently advance the previously funded project.

3.2 Evaluation Criteria: The following criteria will be used to evaluate project proposals:

- (a) The proposed project supports the commercialization, demonstration or export of a B.C.-based ZEV product, service or technology;
- (b) The proposed project has strong commercialization and market adoption potential;

**CleanBC Go Electric Advanced Research and Commercialization Program
Request for Expressions of Interest**

- (c) The proposed project demonstrates innovation, creativity and/or pursuit of excellence in its field (i.e., in what ways does the product, service or technology differ from that of its competitors);
- (d) The proposed project promotes synergies/collaboration with other entities in B.C.'s ZEV sector (such as through a partnership or consortium bid) or otherwise encourages the development of a ZEV cluster in B.C.;
- (e) The proposed project provides positive economic benefits (e.g. job creation, export growth, manufacturing of ZEVs or ZEV components);
- (f) The proposed project leverages external funding (i.e. grant stacking and proponent funding);
- (g) The proposed project has strong potential for a reduction in greenhouse gas emissions throughout B.C., Canada and the rest of the world as a result of the adoption of the technology;
- (h) The proposed scope and timeline are reasonable for project completion;
- (i) The proposed project management team has the capacity to carry out the proposed initiative; and
- (j) The proposed project expenses are reasonable and do not exceed fair market value of the goods and services being provided.

4. LEGAL NOTICE

4.1 By submitting an EOI, you confirm that you have read, understand and accept the information contained in this RFEOI and, that each of you, the Applicant and all individuals and entities that collaborate or are otherwise involved in the preparation of the EOI or the delivery of the proposed project, including all Project Partners, agree as follows:

- (a) ARC Management may at any time withdraw, suspend, cancel, terminate, amend or alter all or any portion of this RFEOI, including but not limited to the EOI requirements, the EOI selection and review process and the EOI adjudication criteria.
- (b) ARC Management reserves the unqualified right to accept or reject any or all EOIs for any reason. ARC Management is not required to accept the highest ranked EOI nor is it required to accept any EOI for advancement to the full project proposal stage.
- (c) The final decision with respect to EOIs to be included in a short-list rests solely with the ARC Review Panel ("Review Panel"). The Review Panel's evaluation of the submission may be based on, but is not in any way limited to, the criteria set out in this RFEOI. The Review Panel may consider any criteria determined by ARC Management to be relevant to the ARC program's mandate, regardless of whether such additional criteria have been disclosed to the Applicant.
- (d) No conduct, act or omission of ARC Management, or its directors, officers, consultants, program advisors, committee members, agents, servants and their respective

CleanBC Go Electric Advanced Research and Commercialization Program
Request for Expressions of Interest

successors and assigns (collectively the “ARC Parties”) other than a written notice to the Applicant in writing signed by an authorized person for ARC Management, will constitute an acceptance of an EOI.

- (e) EOIs that do not comply with the requirements described in this RFEOI may be rejected in whole or in part or not considered by the Review Panel. ARC Management reserves the unqualified right to accept or reject a non-compliant EOI.
- (f) This RFEOI is an invitation for EOIs only. It is not an offer and the submission of an EOI does not create a contract or agreement of any kind between ARC Management and the Applicant.
- (g) Acceptance of an EOI does not create a binding contract between ARC Management and the Applicant or an obligation to fund the activities proposed in the EOI. ARC Management shall not be obligated in any manner whatsoever to any Applicant until a written agreement between ARC Management and the Applicant (“Project Grant Agreement”) has been duly executed relating to an approved full project proposal.
- (h) As between the parties, the submission and all documents and materials you submit to ARC Management in connection with the EOI and this RFEOI and all intellectual property in and to the foregoing are the exclusive property of ARC Management immediately upon delivery. For clarity, this refers to the materials themselves, not to any technology or innovations disclosed or discussed in them. Intellectual property developed during the course of the project will be addressed through the Project Grant Agreement and will be owned by the Applicant and/or Project Partners, as set out in Section 5.
- (i) You, the Applicant, and any Project Partners will keep any EOI submitted in response to this RFEOI confidential and will not use, reproduce or distribute it, any portion of it, or any data, information, drawings, or specifications included in or provided with it except as necessary to prepare a full project proposal as requested by ARC Management or to apply for additional third-party funding for the project.
- (j) You, the Applicant and any Project Partners will not make a claim against ARC Management or the ARC Parties for any reason whatsoever relating to this RFEOI. You are undertaking the expenditures required to prepare and submit an EOI entirely at your own risk, and you waive any right and release ARC Management and the ARC Parties from any demands, liability, claim or recovery for costs, expenses, or damages incurred whatsoever and howsoever arising out of or relating to this RFEOI or any EOI prepared in response to it, whether such right or claim arises in contract, negligence or otherwise.
- (k) ARC Management takes no responsibility for the accuracy of the information supplied during this RFEOI process by ARC Management or the ARC Parties.
- (l) Neither ARC Management nor any of the ARC Parties will have any liability whatsoever to you, the Applicant, or any Project Partners, or any of them, in connection with this RFEOI or any submission prepared in response to it.

5. INTELLECTUAL PROPERTY

- 5.1 Intellectual property and confidential technical data developed during the course of the project will be addressed through the Project Grant Agreement and will be owned by the Applicant and/or Project Partners (as these parties mutually agree). However, some general principles apply:
- (a) Background intellectual property (patents, copyright, software) and third-party technology remains with its original owner(s);
 - (b) ARC Management retains rights to the project results, including without limitation the data, reports, analysis and discussion, and retains the right to share project results with interested parties; and
 - (c) Project technology (based on patent disclosures) developed as a part of the co-funded activities will be owned by the successful Applicant and/or Project Partners as mutually agreed to by these parties.

6. INFORMATION SESSIONS

- 6.1 ARC Management encourages Applicants to participate in one of two Information Sessions by teleconference to address questions that may arise with respect to this RFEI. An Information Session will be held on August 11, 2023. Details on the time, agenda and how to participate will be posted on ARC's website, www.arcbc.ca, at least one week prior to the scheduled Information Session.

7. EOI SUBMISSION

- 7.1 EOIs must be identified as follows: **Expression of Interest: ARC-2023-1**
- 7.2 EOIs must be sent by email to: admin@arcbc.ca and must include **Expression of Interest: ARC-2023-1** in the subject header of the email. Only EOIs formatted in PDF or Microsoft Word will be accepted.
- 7.3 **Deadline for EOIs:** Only those EOIs received before 4:00 p.m. Pacific Time on September 15, 2023 will be accepted for evaluation. EOIs received any time thereafter will not be accepted for evaluation.

8. NEXT STEPS

- 8.1 Applicants whose EOIs are rated highly, determined to be of sufficient quality, and are well aligned with ARC's mandate will be invited to submit a full project proposal to ARC Management. Further information regarding full project proposal submissions, including evaluation criteria and timelines, will be made available at the time full project proposal invitations are made.
- 8.2 Applicants whose EOIs are not short-listed for full project proposal invitation will be notified when the RFEI review process is completed. Applicants who wish to receive feedback regarding their EOI can set up a short debrief phone call with ARC Management. Information about arranging this discussion will be provided in the notification letter.



CleanBC Go Electric Advanced Research and Commercialization Program

REQUEST FOR PROPOSALS Reference: ARC-2023-1

Issue Date:	January 9, 2024
Closing Date:	February 16, 2024 by 16:00 Pacific Time
Email:	admin@arcbc.ca
Address:	CleanBC Go Electric Advanced Research and Commercialization Program c/o MNP LLP Suite 2200, MNP Tower 1021 West Hastings Street Vancouver, BC V6E 0C3 Attention: Catrina Jones

1. INTRODUCTION

- 1.1 The CleanBC Go Electric Advanced Research and Commercialization (“**ARC**”) Program is one of a suite of programs offered under the Province of British Columbia’s (“**B.C.**”) CleanBC Go Electric (“**Go Electric**”) Program. The Go Electric Program is designed to reduce barriers to the adoption of zero-emission vehicles (“**ZEV**”) to realize both their environmental and economic benefits, and has been highly successful in starting the transition to a transportation system that is powered by clean energy. MNP LLP (“**MNP**”, “**ARC Management**”) is delivering the ARC program on behalf of the Province of B.C.

The purpose of the ARC program is to support the development of B.C. companies operating in the ZEV sector, and to encourage international investment in the ZEV sector in B.C. The ZEV sector includes companies and organizations involved in all aspects of the ZEV supply chain – from raw materials to final consumer products – related to vehicles or vehicle components, fuelling infrastructure, and transferable technologies and services. ZEVs are defined to include battery electric vehicles, plug-in hybrid electric vehicles and hydrogen fuel cell electric vehicles across all vehicle types (on-road and off-road).

It is the intention of the ARC program to provide reliable and targeted support to build on existing strengths or eliminate barriers for companies in the sector. Therefore, the ARC program will provide support to B.C. companies to invest in product development and commercialization activities through to long-term demonstration projects.

ARC program investments are intended to:

- (a) Support growth in B.C.’s globally competitive ZEV sector;
 - (b) Address specific B.C. ZEV sector challenges;
 - (c) Showcase B.C. technologies that have a strong potential for international market demand;
 - (d) Support pre-commercial ZEV technologies that are made or designed in B.C.; and
 - (e) Demonstrate commercial success for ZEV sector technologies.
- 1.2 Expressions of Interest (“**EOI**”), received by the deadline of 16:00 PST on September 15, 2023, were reviewed by an independent panel (the “**Review Panel**”). Applicants that have been shortlisted per section 8.1 of the Request for Expressions of Interest (“**RFEOI**”) are hereby invited to submit project proposals for specific projects identified by the Review Panel.
- 1.3 The intent of this Request for Proposals (“**RFP**”) is to provide information pertaining to the requirements for a full proposal.
- 1.4 Applicants may form a consortium comprised of the Applicant and at least one non-related partner organization (“**Project Partner**”) who has committed to providing expertise, cash and/or in-kind contributions to the project. Project Partners could include potential customers of the Applicant or subject matter experts from an academic or other publicly funded institution. Project Partners do not need to be located or have operations in B.C./Canada.

- 1.5 The following general groups of activities are eligible for funding under the ARC program ("**Eligible Activities**"):
- (a) Pre-commercial research and development of a B.C.-based ZEV product, service or technology;
 - (b) Commercialization of a B.C.-based ZEV product, service or technology, including investments in manufacturing facilities or processes; and
 - (c) Use or demonstration of a B.C.-based ZEV product, service or technology.
- 1.6 The following general groups of expenses are not currently eligible for funding under the ARC program ("**Ineligible Project Costs**"):
- (a) Spending on marketing activities, including attendance at trade shows;
 - (b) Spending on consumer-based activities, such as purchase or sales incentives; and
 - (c) Expenses incurred outside of Canada.
- 1.7 There is no minimum or maximum amount of funding per project.
- 1.8 The proponent must commit to contributing at least 25% of the total project cost/overall project budget (could be in-kind contributions of labour, equipment or other resources that are directly applicable to the proposed project) and must provide evidence of funds and/or in-kind support for their share of project costs. While grant stacking is encouraged, the total Government of B.C. contribution must not exceed 50% of total project costs.
- 1.9 Project costs must be incurred in Canada, and at a minimum, an amount of eligible project costs equal to the funding from the ARC program for the project must be incurred in B.C.
- 1.10 The proposed project must be completed no later than three (3) years after the Project Start Date.
- 1.11 The proposed project must be at a Technology Readiness Level ("**TRL**") of 3 or higher at the start of the project.
- 1.12 Applicants are advised to pay careful attention to the information provided in this RFP. Failure to satisfy any term, condition or mandatory requirement of this RFP may result in rejection of the Proposal.
- 2. PROPOSAL REQUIREMENTS**
- 2.1 Proposals must be clear and well-written and must concisely describe the components of the proposed project, including each of the requirements set out in sub-sections 2.2, 2.3 and 2.4 below (collectively "**Program Proposal Requirements**").

NOTE: Proposals must follow the proposal submission template ("Proposal – Applicant Template") provided for this RFP.

2.2 Proposal Overview:

- (a) Unless specifically advised by ARC Management, or if aspects of the proposed project have changed since the original EOI submission, the proposal overview included within your original EOI submission will be sufficient for inclusion within the proposal.

2.3 Required Information:

- (a) Materials to support the current TRL of the project (e.g. academic publications, laboratory or test results, prototype drawings, conference proceedings, patents, white paper).
- (b) Description of all patents and applications owned by and/or used in the course of the proposed project or anticipated as a result of the proposed project. Please provide evidence of due diligence that another entity does not own the patent/expected patent internationally.
- (c) Project and company business plan for the current year (2024) and beyond (i.e. five-year plan or forecast) including expected funding sources, market potential, competitive landscape and exit strategy. Feel free to use an approximate project start of Summer 2024 for planning purposes if project cannot commence prior to ARC funding decisions.
- (d) Description of the impact of the funding requested from ARC.
- (e) Materials to confirm commitments from any mentioned Project Partners and the status of all funding sources, including, but not limited to:
 - (i) Letters of support or intent from all Project Partners indicating their share of project costs.
 - (ii) Bank statements and/or audited financial statements to confirm the proponent's share of funds.
 - (iii) Confirmation of the current status of other external funding sources (e.g., copies of funding agreement(s), application number(s) or letters/correspondence provided by external funders).
- (f) A detailed project budget with itemized project expenses and in-kind resources. The proposed budget must contain sufficient details (e.g. unit costs and estimated number of units) to allow for a proper cost assessment, which will factor in elements such as costs being transparent, competitive and consistent with fair-value principles. For each eligible project cost identified, the project budget must identify the province of purchase or contribution. Any Ineligible Project Costs, including those incurred outside of Canada, must be reported separately in the project budget. Reminders of funding requirements:
 - (i) At a minimum, an amount of eligible project costs equal to the funding from the ARC program for the project must be incurred in B.C.

- (ii) Project costs must be incurred in Canada. Any costs incurred outside of Canada are not considered project costs (i.e. ineligible project costs).
- (iii) Applicants must contribute at least 25% of the total project cost/overall project budget.
- (iv) Funding asks of the ARC program must not exceed 50% of the overall project cost.
- (g) Detailed project schedule that includes reporting milestones, description of project deliverables at project completion, and a description of project management approach and quality control measures.
- (h) Proposed payment schedule (i.e. individual payment amounts) linked to reporting milestones.
- (i) Description and estimates of the anticipated employment and other economic benefits of the project within B.C. by city or economic development region.

2.4 Additional Information:

- (a) Unless specifically advised by ARC Management in the notification letter inviting submission of a full proposal, no additional information is required.

3. SCREENING AND EVALUATION CRITERIA

3.1 **Screening Criteria:** a proposal may be screened out immediately (i.e. the proposal will not be reviewed) based on one or more of the following factors:

- (a) The proposal is not written in English;
- (b) The proposal is incomplete and/or does not provide sufficient information for a proper evaluation;
- (c) The proposal is not sufficiently comprehensible or easy to read;
- (d) The proponent does not meet the eligibility criteria as set out in sub-section 1.3 of the RFEOI;
- (e) The proposed project is not expected to be completed within three years after the Project Start Date;
- (f) The activities foreseen as part of the proposed project are not consistent with the Eligible Activities set out in sub-section 1.5 of this RFP, and/or include activities set out in sub-section 1.6 of the RFEOI;
- (g) The proposed project carries substantial risk of detrimental side effects (e.g. environmental impacts);

- (h) The proponent does not commit to contributing at least 25% of the total project cost; or does not provide evidence of funds and/or in-kind support for their share of project costs;
- (i) The proponent does not demonstrate that they have secured funding through other sources, and/or the total proposed B.C. government contribution exceeds 50% of total project costs;
- (j) The amount of funding requested from the ARC program for the project exceeds the amount of eligible project costs that are incurred in B.C.; and
- (k) The proposed project has previously received funding through the ARC program and does not build on or sufficiently advance the previously funded project.

3.2 Evaluation Criteria: The following criteria will be used to evaluate project proposals:

- (a) The proposed project supports the commercialization, demonstration or export of a B.C.-based ZEV product, service or technology;
- (b) The proposed project has strong commercialization and market adoption potential;
- (c) The proposed project demonstrates innovation, creativity and/or pursuit of excellence in its field (i.e., in what ways does the product, service or technology differ from that of its competitors);
- (d) The proposed project promotes synergies/collaboration with other entities in B.C.'s ZEV sector (such as through a partnership or consortium bid) or otherwise encourages the development of a ZEV cluster in B.C.;
- (e) The proposed project provides positive economic benefits (e.g. job creation, export growth, manufacturing of ZEVs or ZEV components);
- (f) The proposed project leverages external funding (i.e. grant stacking and proponent funding);
- (g) The proposed project has strong potential for a reduction in greenhouse gas emissions throughout B.C., Canada and the rest of the world as a result of the adoption of the technology;
- (h) The proposed scope and timeline are reasonable for project completion;
- (i) The proposed project management team has the capacity to carry out the proposed initiative; and
- (j) The proposed project expenses are reasonable and do not exceed fair market value of the goods and services being provided.

4. LEGAL NOTICE

- 4.1 By submitting a Proposal, you confirm that you have read, understand and accept the information

contained in this RFP and, that each of you, the Applicant and all individuals and entities that collaborate or are otherwise involved in the preparation of the Proposal or the delivery of the proposed project ("**Project Partners**") agree as follows:

- (a) ARC Management may at any time withdraw, suspend, cancel, terminate, amend or alter all or any portion of this RFP, including but not limited to the Program Proposal Requirements, the Proposal selection and review process and the Proposal adjudication criteria.
- (b) ARC Management reserves the unqualified right to accept or reject any or all Proposals for any reason. ARC Management is not required to accept the highest ranked Proposal nor is it required to accept any Proposal for funding.
- (c) The final decision with respect to Proposals to be funded rests solely with the Review Panel. The Review Panel's evaluation of the submission may be based on, but is not in any way limited to, the criteria set out in this RFP. The Review Panel may consider any criteria determined by ARC Management to be relevant to the ARC Program's mandate, regardless of whether such additional criteria have been disclosed to the Applicant.
- (d) No conduct, act or omission of ARC Management, or its directors, officers, consultants, program advisors, committee members, agents, servants and their respective successors and assigns (collectively the "ARC Parties") other than a written notice to the Applicant in writing signed by an authorized person for ARC Management, will constitute an acceptance of a Proposal.
- (e) Proposals that do not comply with the requirements described in this RFP may be rejected in whole or in part or not considered by the Review Panel. ARC Management reserves the unqualified right to accept or reject a non-compliant Proposal.
- (f) This RFP is an invitation for Proposals only. It is not an offer and the submission of a Proposal does not create a contract or agreement of any kind between ARC Management and the Applicant.
- (g) Acceptance of a Proposal does not create a binding contract between ARC Management and the Applicant or an obligation to fund the activities proposed in the Proposal. ARC Management shall not be obligated in any manner whatsoever to any Applicant until a written agreement between ARC Management and the Applicant ("Project Grant Agreement") has been duly executed relating to an approved full project proposal.
- (h) As between the parties, the submission and all documents and materials you submit to ARC Management in connection with the Proposal and this RFP and all intellectual property in and to the foregoing are the exclusive property of ARC Management immediately upon delivery. For clarity, this refers to the materials themselves, not to any technology or innovations disclosed or discussed in them. Intellectual property developed during the course of the project will be addressed through the Project Grant Agreement and will be owned by the Applicant, as set out in Section 5.

- (i) You, the Applicant and any Project Partners will keep any Proposal submitted in response to this RFP confidential and will not use, reproduce or distribute it, any portion of it, or any data, information, drawings, or specifications included in or provided with it except as necessary to prepare a full project proposal as requested by ARC Management or to apply for additional third-party funding for the project.
- (j) You, the Applicant and any Project Partners will not make a claim against ARC Management or the ARC Parties for any reason whatsoever relating to this RFP. You are undertaking the expenditures required to prepare and submit a Proposal entirely at your own risk, and you waive any right and release ARC Management and the ARC Parties from any demands, liability, claim or recovery for costs, expenses, or damages incurred whatsoever and howsoever arising out of or relating to this RFP or any Proposal prepared in response to it, whether such right or claim arises in contract, negligence or otherwise.
- (k) ARC Management takes no responsibility for the accuracy of the information supplied during this RFP process by ARC Management or the ARC Parties.
- (l) Neither ARC Management nor any of the ARC Parties will have any liability whatsoever to you, the Applicant, or any Project Partners, or any of them, in connection with this RFP or any submission prepared in response to it.
- (m) Upon acceptance of a Proposal by the ARC Program, the Applicant will be required to enter into a Project Grant Agreement with ARC Management.

5. INTELLECTUAL PROPERTY

- 5.1 Intellectual property and confidential technical data developed during the course of the project will be addressed through the Project Grant Agreement and will be owned by the Applicant. However, some general principles apply:
- (a) Background intellectual property (patents, copyright, software) and third-party technology remains with its original owner(s);
 - (b) ARC Management retains rights to the project results, including without limitation the data, reports, analysis and discussion, and retains the right to share project results with interested parties; and
 - (c) Project technology (based on patent disclosures) developed as a part of the co-funded activities will be owned by the successful Applicant.

6. PROPOSAL SUBMISSION

- 6.1 Proposals must be identified as follows: **Proposal: ARC-2023-1**
- 6.2 Proposals must be sent by email to: admin@arcbc.ca and must include **Proposal: ARC-2023-1** in the subject header of the email. Two electronic copies of Proposals must be submitted; one in PDF format and one in Microsoft Word format.

-
- 6.3 **Deadline for Proposals:** Only those Proposals received by 16:00 PST on Friday, February 16, 2024 will be accepted for evaluation. Proposals received any time thereafter will not be accepted for evaluation.

7. NEXT STEPS

- 7.1 Applicants whose Proposals are rated highly, determined to be of sufficient quality, and are well aligned with ARC's mandate will either be invited to enter into a Project Grant Agreement with ARC Management or requested to provide additional information in the form of a brief presentation. Information about arranging this presentation, if requested, will be provided in the notification letter.
- 7.2 If a Project Grant Agreement cannot be finalized with provisions satisfactory to both parties within ninety days of notifying the successful Applicant, ARC Management may, at its sole discretion, terminate discussions with that Applicant.
- 7.3 Applicants whose Proposals are not selected will be notified when the Proposal review process is completed. Applicants who wish to receive feedback regarding their Proposal can set up a short debrief call with ARC Management. Information about arranging this discussion will be provided in the notification letter.

From: Cuddy, Andrew EMLI:EX(Andrew.Cuddy@gov.bc.ca)
To: Venn, Tania GCPE:EX (Tania.Venn@gov.bc.ca)
To: Copeland, Alison GCPE:EX (Alison.Copeland@gov.bc.ca); Marriott, Sarah GCPE:EX (Sarah.Marriott@gov.bc.ca); Meehan, Patrick EMLI:EX (Patrick.Meehan@gov.bc.ca)
Subject: RE: questions on MNP - JUSTINE HUNTER
Sent: 04/13/2024 00:03:28

Hi Tania,

Sorry for the delay... Below is the final approved to send to Justine...

1. Why and when was the administration of the ARC and CVIC programs outsourced in the first place?
 - It is not uncommon for all levels of government to contract out the administration of grants to ensure efficiencies at certain times when governments don't have the capacity. **We want to ensure that grant processes are timely because we know how important they are to businesses.**
 - Following a procurement process, MNP received the contract as the program delivery partner in 2018 for ARC 'Phase 1'.
 - Through a second procurement, MNP was contracted as the program delivery partner in December 2019 for ARC 'Phase 2', the CVIC program was under this phase.
 - **MNP is a national accounting firm that provides similar services to governments across the country.**
2. How many other programs does MNP run for the provincial government?
 - Our understanding is that MNP is involved in 'half a dozen' grant programs across government.
3. Catrina Jones, the MNP rep alleged to have both administered and promoted CVIC, according to Edison Motors (Screengrab included below from this TikTok Why and when was the administration of the ARC and CVIC programs outsourced in the first place? So why hasn't the province at least paused MNP's involvement in these other four programs?
 - **The information seen to date show only Catrina Jones working on the administration side of grants: conveying the news that Edison Motors was not successful in their CVIC grant, offering to set up a debrief to discuss the application and setting up that debrief.**
 - **The partial screenshot in the TikTok with a Catrina Jones mnp.ca email address is from a meeting invite for a meeting to discuss feedback on the CVIC grant. The meeting is titled CVIC 2023-1-19 Edison Motors: Proposal Debrief**
 - **Debriefing the reasons why an applicant was not successful in a grant process is a standard practice in grant administration.**
 - **That's what the document from Edison's TikTok video from April 5 shows. Their Tiktok also states that the debrief meeting on the CVIC application and the meeting where they say MNP offered to help with grant writing were two different meetings.**
 - **There are certainly questions that need to be answered about MNP's administration of the grants, which is why it's important that this matter is with the Auditor General. But at this point we don't have any information to support allegations that are tied to Catrina Jones specifically.**
 - **If new information comes forward, we would review it and take action as required.**
 - **Given that** the concerns raised by Edison Motors were regarding two grants (the Electric Advanced Research and Commercialization (ARC) program and the Commercial Vehicle Innovation Challenge (CVIC)), the Auditor General is currently reviewing the administration of these two grants.
 - The Auditor General has the ability to pursue anything he feels is relevant to his review. We support that work and look forward to his report and recommendations.

From: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Sent: Friday, April 12, 2024 12:31 PM
To: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Marriott, Sarah GCPE:EX <Sarah.Marriott@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: RE: questions on MNP - JUSTINE HUNTER

Yes that works for me.

From: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>
Sent: Friday, April 12, 2024 12:17 PM
To: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>; Marriott, Sarah GCPE:EX <Sarah.Marriott@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: RE: questions on MNP - JUSTINE HUNTER

Thanks, Tania!

Does the addition in red work for folks?

Alison Copeland
Director, Issues Management
250-889-4031

From: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Sent: Friday, April 12, 2024 11:09 AM
To: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Marriott, Sarah GCPE:EX <Sarah.Marriott@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: RE: questions on MNP - JUSTINE HUNTER

s. 13

Thanks,

Tania

From: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>
Sent: Friday, April 12, 2024 10:54 AM
To: Marriott, Sarah GCPE:EX <Sarah.Marriott@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: FW: questions on MNP - JUSTINE HUNTER

Hi folks,

Jimmy talked to Justine, but he still wants us to send her something in writing.
Below is what I put together based on the answers Alanah got for us and the language MJO used in her scrum.

Thoughts?

s. 13

Alison Copeland
Director, Issues Management
250-889-4031

From: Sajan, Bhinder PREM:EX <Bhinder.Sajan@gov.bc.ca>
Sent: Wednesday, April 10, 2024 4:09 PM
To: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>
Subject: FW: questions on MNP - JUSTINE HUNTER

Hi friends hoping to get some answers to Justine. I imagine it will take till tomorrow.
B

Bhinder Sajan
Deputy Director of Communications, Premier's Office
Government of British Columbia

From: Hunter, Justine <JHunter@globeandmail.com>
Sent: Wednesday, April 10, 2024 2:21 PM
To: Sajan, Bhinder PREM:EX <Bhinder.Sajan@gov.bc.ca>
Subject: questions on MNP

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

4 questions including one on the bottom. Thanks!

- 1) .Why and when was the administration of the ARC and CVIC programs outsourced in the first place?
- 2) .How many other programs does MNP run for the provincial government?
- 3) .Catrina Jones, the MNP rep alleged to have both administered and promoted CVIC, according to Edison Motors (Screengrab included below from this TikTok

https://www.tiktok.com/@_edison.motors/video/7354466218260139270)

Copyright

also says on her LinkedIn that she runs four other programs for the government:

Copyright

So why hasn't the province at least paused MNP's involvement in these other four programs?

From: [Connie, Alanah GCPE:EX](#)
To: [Copeland, Alison GCPE:EX](#)
Subject: FW: kickback scheme Q in QP today
Date: April 5, 2024 1:37:42 PM
Attachments: [Edison Motors Engagement Letter.pdf](#)

Here you are

From: Rob Shaw ^{s. 22}
Sent: Wednesday, April 3, 2024 3:48 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: Re: kickback scheme Q in QP today

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

Okay. I appreciate the back and forth on this and the comprehensive answers. It has been confusing sorting through all this, but your help has been useful.
Just for the record, here's a letter MNP gave to the company for the Manufacturing Jobs Fund, quoting a contingency fee of 20% of the grant amount.
Given that the ministry says grants can't be used for this --- I guess the fault is on MNP. And even if they won, it wouldn't be paid.
But... It's weird.

On Wed, 3 Apr 2024 at 15:37, Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca> wrote:

Hi Rob,

Got the answer on this:

The BC Manufacturing Jobs Fund is a program through the Ministry of Jobs, Economic Development, and Innovation. We did confirm with JEDI that the lobbyist and consultant fees are ineligible for funding through their program.

As I mentioned, the forestry fund is a federal program and are therefore unable to confirm their criteria.

Thanks,
Alanah

From: Connie, Alanah GCPE:EX
Sent: Wednesday, April 3, 2024 2:33 PM

To: 'Rob Shaw'^{s. 22}
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: RE: kickback scheme Q in QP today

We are checking on the Manufacturing Jobs Fund now and will get back to you as soon as possible.

For The Forestry Industry Fund, that's a federal program so you would have to reach out them on that and see what is allowed under their eligibility costs.

Thanks,
Alanah

From: Rob Shaw^{s. 22}
Sent: Wednesday, April 3, 2024 2:15 PM
To: Connie, Alanah GCPE:EX <Alanah.Connle@gov.bc.ca>
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: Re: kickback scheme Q in QP today

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

thanks. are contingency/consulting fees also ineligible for the Manufacturing Jobs Fund and Forestry Industry Fund?

On Wed, 3 Apr 2024 at 13:58, Connie, Alanah GCPE:EX <Alanah.Connle@gov.bc.ca> wrote:

Hi Rob,

We got some more information on the contingency fee piece.

- While the fee conversation was not related to a MNP administered grant, we looked into the rules around those kind of fees in relation to the other, provincial grant that the company applied for that MNP administers (that the Opposition raised in QP).
- Under the rules of the Commercial Vehicle Innovation Challenge (CVIC) program, lobbyist and consultant fees are ineligible for funding.
- Even if a consultant tried to charge a fee like that to support a CVIC grant application, it would have been a breach of the agreement to use the funding in that way.

I understand the company has also raised some concerns about support for BC companies. We're proud to support a number of BC companies through the Advanced Research and Commercialization (ARC) program, such as:

- Harbour Air Seaplanes LLC - Converting an existing aircraft to be fully electric.

- HTEC - Developing and validating a commercial hydrogen fuel-cell electric hybrid drayage truck.
- Greenpower - Developing an electric handyDART bus.

We will be announcing more successful projects in the coming months through the ARC program, which will include B.C. based companies supporting hundreds of jobs in BC and making zero emission vehicles across the province.

(Note: the CVIC program is a stream or sub-set of the ARC program.)

Thanks so much,
Alanah

From: Connie, Alanah GCPE:EX
Sent: Wednesday, April 3, 2024 10:43 AM
To: 'Rob Shaw' s. 22
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: RE: kickback scheme Q in QP today

Hi Rob,

Thanks again for this info – I understand from PO comms that the video in question relates to a grant from the BC Centre for Innovation and Clean Energy (CICE). We have confirmed with CICE that MNP does **not** administer any of their grants.

Will see if we can get you anything else about the contingency fee piece. But it sounds like in this case, the contingency fee conversation was not about a grant MNP administers.

Thanks,
Alanah

From: Connie, Alanah GCPE:EX
Sent: Tuesday, April 2, 2024 6:21 PM
To: 'Rob Shaw' s. 22
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: RE: kickback scheme Q in QP today

Okay thanks Rob, working on getting you those answers and the one on the Manufacturing Jobs Fund or Forest Industry Transformation Fund.

Thanks,
Alanah

From: Rob Shaw ^{s. 22}
Sent: Tuesday, April 2, 2024 6:01 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: Re: kickback scheme Q in QP today

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

Not my video to release no, but it shows a call between the company and an MNP rep who encourages them to pay MNP to draft the grant application, then have the company submit the grant under its own name so that MNP does not look like it is submitting an application to a grant program is also administers, and so it can get the contingency money.

There's also a letter from MNP asking for 20% contingency funding on a \$10m grant application from the Manufacturing Jobs Fund and the Forest Industry Transformation Fund -- which would mean \$2m of the public grant money would go to MNP and not to the company, which to me is a wild amount of money to be skimmed off public grants. But I can't find whether MNP administers the Manufacturing Jobs Fund or Forest Industry Transformation Fund so maybe the ministry can help with me that too.

On Tue, 2 Apr 2024 at 17:48, Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca> wrote:

Thanks Rob, the team is digging into this, would you be able to share the video you mentioned to see if it lines up with the information we have?

We are working on the answers to your questions below.

Thanks again,
Alanah

From: Rob Shaw ^{s. 22}
Sent: Tuesday, April 2, 2024 4:25 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: Re: kickback scheme Q in QP today

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

Okay. I mean there's a paper trail here from the company, with MNP documents, showing MNP wants a 20% "contingency fee" on any grants awarded in exchange for its help in applying ---- except that MNP also administers the grant, and so decides who gets awarded the grant.

That means MNP stands to make millions in contingency fees of public grant money, by approving the grants it administers to the companies it has consulting agreements for.

Seems like a pretty clear conflict of interest to me, unless I'm missing something.

All documented. Plus emails. Including on video with MNP consultants.

So, that's what I'll be asking the minister about tomorrow.

I'd be interested to know:

- How much is BC paying MNP to administer the ARC and CVP programs?
- How much of the grant money has gone to MNP in "contingency fees" as a percentage of successful grants?
- How is it not a conflict for MNP to ask for % of the grant money in consulting on a grant it administers?

On Tue, 2 Apr 2024 at 16:15, Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca> wrote:

Thanks Rob, below is the background information from the Ministry:

- The ministry was made aware of the accusations and immediately investigated.
- MNP won a competitive process in 2020 to oversee the ARC program on behalf of government.
- As part of their business, MNP also provides consultation to assist companies seeking to apply for municipal and federal grants.
- MNP administers various programs on behalf of the Province and does not offer any application support for programs they run on our behalf, nor for any others they administer.
- It is our understanding that following the conclusion of the grant process in question, a company contacted a different branch of MNP and discussed ways MNP could be contracted to assist them in grant writing for programs not administered by MNP.
- Government requires MNP to have safeguards in place to ensure there is no conflict of interest in managing this specific grant process.
- Following what happened with this company, MNP has told us that they have updated their processes to make sure businesses have clearer information.
- The funding the opposition mentioned in Question Period is the Commercial Vehicle

Innovation Challenge, or CVIC, which is a funding initiative to address technology gaps in the commercial vehicle sector to support growth in British Columbia.

- The first CVIC funding call surpassed expectations regarding industry interest.

Thank you,
Alanah

From: Rob Shaw ^{s. 22}
Sent: Tuesday, April 2, 2024 3:31 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: Re: kickback scheme Q in QP today

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

Will want to chat with the minister tomorrow - can do it during caucus walk if there's a scheduling issue.

But having background info before then would be great thanks.

On Tue, 2 Apr 2024 at 14:57, Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca> wrote:

Hi Rob,

Sorry for the delay, we are still working on getting you something, is there a deadline you're working towards? Just want to make sure we're able to hit it.

Thanks,
Alanah

From: Connie, Alanah GCPE:EX
Sent: Tuesday, April 2, 2024 12:49 PM
To: 'Rob Shaw' ^{s. 22} Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: RE: kickback scheme Q in QP today

Thanks Rob, I'll look into this now and get right back to you.

-Alanah

From: Rob Shaw ^{s. 22}
Sent: Tuesday, April 2, 2024 12:46 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Venn, Tania GCPE:EX

<Tania.Venn@gov.bc.ca>

Subject: kickback scheme Q in QP today

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

Hey there,

The minister didn't really answer the kickback scheme energy rebate 20% reimbursement question in QP today so looking to either reconnect with her or get info from ministry.

For a column in Northern Beat. The company involved is MNP, I believe.

Thanks,

Rob

From: [Ianniciello, Christina EMLI:EX](#)
To: [Meehan, Patrick EMLI:EX](#)
Cc: [Clark, Nick EMLI:EX](#); [Ross, Hanna EMLI:EX](#); [Gosman, Nat EMLI:EX](#); [Donald, James EMLI:EX](#); [Connie, Alanah GCPE:EX](#)
Subject: RE: Edison bullet points
Date: April 3, 2024 1:05:50 PM

s. 14

From: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Sent: Wednesday, April 3, 2024 12:41 PM
To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Cc: Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>; Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Donald, James EMLI:EX <James.Donald@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Subject: Re: Edison bullet points

s. 13

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From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Sent: Wednesday, April 3, 2024 12:30:43 PM
To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Cc: Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>; Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>;
Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Donald, James EMLI:EX
<James.Donald@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connle@gov.bc.ca>
Subject: RE: Edison bullet points

s. 14
Hi Patrick,
s. 14

From: Ianniciello, Christina EMLI:EX
Sent: Wednesday, April 3, 2024 11:02 AM
To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Cc: Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>; Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>;
Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Donald, James EMLI:EX
<James.Donald@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connle@gov.bc.ca>
Subject: Edison bullet points

Hi Patrick, In response to your request this morning for additional information on the Edison issue. For reference, I have included the original bullets at the bottom that I have from MO/GCPE from yesterday.

s. 13

Re: list of ZEV companies that focus on the design, development and manufacturing of off-road or on-road ZEVs that we are supporting through ARC/CVIC:

Ok to share: Advance Research and Commercialization Program (projects completed or ongoing) – ok to reference these in speaking points:

- CANEV
 - Design and build Might-E Truck Low Speed Vehicle.
- Harbour Air Seaplanes LLP
 - Convert an existing aircraft to be fully electric.
- Gregory C. Marshall Naval Architect Ltd.
 - Develop, construct and demonstrate a high-efficiency low-weight catamaran.
- Capilano Maritime Design Ltd.
 - Design a hydrogen fuel-cell harbour cruise boat.
- HTEC
 - Develop and validate a commercial hydrogen fuel-cell electric hybrid drayage truck.
- Greenpower
 - Develop an electric handyDART bus.

s. 13, s. 21

Re: eligible costs for successful proponents in CVIC:

See attached for CVIC and ARC rules, and below for some key points for you on CVIC specifically:

- Project costs must be incurred in Canada, and at a minimum, an amount of eligible project costs equal to the funding from the CVIC program for the project must be incurred in B.C.
- Any costs incurred prior to signing of a project grant agreement for the project and outside the completion timelines specified within the project grant agreement, are ineligible for CVIC funding.
- Overhead costs are not to exceed 15% of the total eligible project costs.

Original MO/GCPE bullet points

- The ministry was made aware of the accusations and immediately investigated.
- MNP won a competitive process in 2020 to oversee the ARC program on behalf of government.
- As part of their business, MNP also provides consultation to assist companies seeking to apply for municipal and federal grants.
- MNP administers various programs on behalf of the Province and does not offer any application support for programs they run on our behalf, nor for any others they administer.
- It is our understanding that following the conclusion of the grant process in question, a company contacted a different branch of MNP and discussed ways MNP could be contracted to assist them in grant writing for programs not administered by MNP.
- Government requires MNP to have safeguards in place to ensure there is no conflict of interest in managing this specific grant process.
- Following what happened with this company, MNP has told us that they have updated their processes to make sure businesses have clearer information.
- The funding the opposition mentioned in Question Period is the Commercial Vehicle Innovation Challenge, or CVIC, which is a funding initiative to address technology gaps in the commercial vehicle sector support growth in British Columbia.
- The first CVIC funding call surpassed expectations regarding industry interest.

Christina Ianniciello (she/her)

Executive Director, Clean Transportation Branch

British Columbia Ministry of Energy, Mines and Low Carbon Innovation

Office: 250-952-2613 | Cell: 250-858-4958

www.gov.bc.ca/zeroemissionvehicles

I am grateful to be able to live within the territories of the ləkʷəŋən peoples, also known as the Esquimalt and Songhees Nations. As a guest, I want to honour these Nations by walking gently on this land.

From: [Meehan, Patrick EMLI:EX](#)
To: [Connie, Alanah GCPE:EX](#); [Cuddy, Andrew EMLI:EX](#); [Brown, Evan EMLI:EX](#); [Clancy, Siobhan EMLI:EX](#); [Copeland, Alison GCPE:EX](#)
Subject: RE: EMLI Follow-up Media Request: CleanBC go electric program
Date: April 2, 2024 5:05:14 PM

s. 13

From: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Sent: Tuesday, April 2, 2024 4:30 PM
To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Brown, Evan EMLI:EX <Evan.Brown@gov.bc.ca>; Clancy, Siobhan EMLI:EX <Siobhan.Clancy@gov.bc.ca>; Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>
Subject: EMLI Follow-up Media Request: CleanBC go electric program

And follow up from Rob, I'll send these updated questions to the larger group as well but wanted to sure with this group first.

Thanks,
Alanah

From: Alanah Connie <Alanah.Connie@gov.bc.ca>
Sent: Tuesday, April 2, 2024 4:28 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Cc: Environmental Media <envmedia@gov.bc.ca>; McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>
Subject: EMLI Follow-up Media Request: CleanBC go electric program

Reporter
Rob Shaw, Reporter

CHEK TV - Victoria
rshaw@cheknews.ca
250-893-0841

Deadline ASAP

Request

Okay. I mean there's a paper trail here from the company, with MNP documents, showing MNP wants a 20% "contingency fee" on any grants awarded in exchange for its help in applying ---- except that MNP also administers the grant, and so decides who gets awarded the grant.

That means MNP stands to make millions in contingency fees of public grant money, by approving the grants it administers to the companies it has consulting agreements for.

Seems like a pretty clear conflict of interest to me, unless I'm missing something.

All documented. Plus emails. Including on video with MNP consultants.

So, that's what I'll be asking the minister about tomorrow.

I'd be interested to know:

- How much is BC paying MNP to administer the ARC and CVP programs?
- How much of the grant money has gone to MNP in "contingency fees" as a percentage of successful grants?
- How is it not a conflict for MNP to ask for % of the grant money in consulting on a grant it administers?

Background

This is a follow-up to a media request from April 2, 2024.

REQUEST:

Hey there,

The minister didn't really answer the kickback scheme energy rebate 20% reimbursement question in QP today so looking to either reconnect with her or get info from ministry.

For a column in Northern Beat. The company involved is MNP, I believe.

Thanks,

Rob

RESPONSE:

Provided Background

- The ministry was made aware of the accusations and immediately investigated.
- MNP won a competitive process in 2020 to oversee the ARC program on behalf of government.
- As part of their business, MNP also provides consultation to assist companies seeking to apply for municipal and federal grants.
- MNP administers various programs on behalf of the Province and does not offer any application support for programs they run on our behalf, nor for any others they administer.
- It is our understanding that following the conclusion of the grant process in question, a company contacted a different branch of MNP and discussed ways MNP could be contracted to assist them in grant writing for programs not administered by MNP.

- Government requires MNP to have safeguards in place to ensure there is no conflict of interest in managing this specific grant process.
- Following what happened with this company, MNP has told us that they have updated their processes to make sure businesses have clearer information.
- The funding the opposition mentioned in Question Period is the Commercial Vehicle Innovation Challenge, or CVIC, which is a funding initiative to address technology gaps in the commercial vehicle sector to support growth in British Columbia.
- The first CVIC funding call surpassed expectations regarding industry interest.

Recommendation

From: [Ianniciello, Christina EMLI:EX](#)
To: [Copeland, Alison GCPE:EX](#); [Meehan, Patrick EMLI:EX](#); [Gosman, Nat EMLI:EX](#)
Cc: [Connie, Alanah GCPE:EX](#); [Marriott, Sarah GCPE:EX](#); [Donald, James EMLI:EX](#); [Clark, Nick EMLI:EX](#)
Subject: RE: Grant details
Date: April 7, 2024 4:40:51 PM
Attachments: [Request for Expression of Interest CVIC-2023-1 Final.pdf](#)
[Request for Proposals CVIC-2023-1 Final.docx](#)
[CVIC-2023-1 Meeting Summary - 20Dec2023.pdf](#)
[FW Edison Motor Developments.msg](#)

No problem. Here are some rough bullets, not yet reviewed by Nat given the timing, and, Nat, you might want to do a quick fact-check with the team tomorrow if there is time:

s. 13

s. 13, s. 21

s. 13

s. 13

s. 13, s. 21

s. 13, s. 21

s. 13, s. 16

s. 13, s. 16

s. 13

s. 13

s. 13

From: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>

Sent: Sunday, April 7, 2024 2:50 PM

To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>

Cc: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Marriott, Sarah GCPE:EX <Sarah.Marriott@gov.bc.ca>

Subject: RE: Grant details

Hi Christina,

Yes, really appreciate it!

We will also need to be able to answer why we chose to have the grants administered third-party and not in house.

Thanks,

Alison Copeland
Director, Issues Management
250-889-4031

From: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Sent: Sunday, April 7, 2024 2:43 PM
To: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Cc: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connied@gov.bc.ca>; Marriott, Sarah GCPE:EX <Sarah.Marriott@gov.bc.ca>
Subject: Grant details

Hey Christina,

Thank you SO MUCH for working through your last day Sunday on this. We immensely appreciate it.

I had some questions about the CIVX/ARC grants and how they work and I wanted to run by you to see if we could get some bullets that would work for tomorrow.

Trying to parse the difference between what MNP does and does not control.

As far as I understand it, MNP's role in administering the program is:

1. How many companies applied to administer to this grant in the competitive process that awarded it to MNP?
2. Initial screen of the EOI's for viable projects
 - a. What are they screenin gout, how many projects get screened out
3. Technical review of the actual submissions
 - a. Is this a committee? Who makes up the committee?
4. Report to Ministry with recommendations
 - a. Do we then take that to the next step? I understand this is how ARC works, but is CVIC the same? Is the final decision with the Ministry rather than with MNP?

Alison/Sarah may have some more questions to add in.

Looking for something that can be shared with the Minister to better understand the grants themselves.

CleanBC Go Electric Commercial Vehicle Innovation Challenge

REQUEST FOR EXPRESSIONS OF INTEREST Reference: CVIC-2023-1

Issue Date:	April 27th, 2023
Closing Date:	June 1st, 2023 before 4:00 p.m. Pacific Standard Time
Submission:	Please submit your Expression of Interest via e-mail before the Closing Date and Time to: admin@arcbc.ca
Address:	CleanBC Go Electric Commercial Vehicle Innovation Challenge c/o MNP LLP Suite 2200, MNP Tower 1021 West Hastings Street Vancouver, BC V6E 0C3 Attention: Catrina Jones

1. INTRODUCTION

- 1.1 The CleanBC Go Electric Commercial Vehicle Innovation Challenge (“CVIC”, “Challenge”) is a cost-shared funding initiative with a vision to address technology gaps in the commercial vehicle sector, support growth in British Columbia’s (B.C.) zero-emission vehicles (ZEVs) industry and create jobs through B.C. innovation. The Challenge will be administered as targeted funding calls under the Province’s current Advanced Research and Commercialization (ARC) Program, which is delivered on behalf of the B.C. Ministry of Energy, Mines and Low Carbon Innovation (“**Ministry**”) by MNP LLP (“**MNP**”, “**CVIC Management**”). The ARC Program is already well-known and supported within B.C.’s ZEV industry. For more information on the ARC Program please refer to the program website (<https://arcbc.ca/>).

The transition to ZEVs supported by the Province of B.C.’s Zero-Emission Vehicles Act (ZEV Act) and CleanBC Go Electric programming continues to represent an important economic development and emissions reduction opportunity for B.C. The ZEV sector includes companies and organizations involved in all aspects of the ZEV supply chain – from raw materials to final consumer products – related to vehicles or vehicle components, fuelling infrastructure, and transferable technologies and services. ZEVs are defined to include battery electric vehicles, plug-in hybrid electric vehicles and hydrogen fuel cell electric vehicles across all vehicle types (on-road and off-road).

The Challenge will provide support to projects that advance commercialization activities in B.C.’s ZEV sector and produce collaborative, industry-demanded projects that have significant benefits for B.C. The Challenge is strongly focused on commercialization outcomes (i.e., product is ready to be brought to market) to ensure that feasible projects with real-world adoption potential are supported.

Challenge funding is intended to:

- (a) Develop commercial ZEV technology solutions in B.C. and match them to the needs of end users and consumers;
 - (b) Create and retain high-value jobs in B.C. in both research and development (R&D), manufacturing, and the broader ZEV supply chain;
 - (c) Accelerate the deployment, adoption and diffusion of ZEVs in B.C.’s commercial sector;
 - (d) Grow research, R&D, and manufacturing clusters in B.C. for commercial ZEVs; and
 - (e) Develop and advance technologies that reduce greenhouse gas (GHG) emissions from the transportation sector both in B.C. and globally.
- 1.2 CVIC management is inviting Expressions of Interest (“**EOI**”) for the Commercial Vehicle Innovation Challenge. The following information outlines the intent of this Request for Expressions of Interest (“**RFEOI**”) process and provides instructions to prospective applicants who wish to submit an EOI under this RFEOI.
- 1.3 This RFEOI is open to any private entity or organization operating in B.C.’s ZEV sector, validly incorporated or registered in Canada (“**the Applicant**”). Non-profit organizations, industry associations, local governments, and publicly funded institutions are not proposed as eligible

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primary applicants, however, they would be encouraged to support primary applicants as project partners. CVIC Management may, in their sole discretion, determine whether an entity or organization is eligible or ineligible to apply under this RFEOI.

- 1.4 The Applicant may form a consortium comprised of the Applicant and at least one non-related partner organization ("**Project Partner**") who has committed to providing expertise, cash and/or in-kind contributions to the project. Project Partners could include potential end users or customers who are committed to adopting the commercial product or technology adopted under the Challenge. Other Project Partners could include subject matter experts from an academic or other publicly funded institution. Applicants are strongly encouraged to have their Project Partners identified by the time they submit an EOI, as letters of support will be requested in the Request for Proposal (RFP). Project Partners do not need to be located or have operations in B.C./Canada.

- 1.5 This call will allow for participants to apply to one of two Phases as described below:

(a) **Phase 1: Technology Advancement**
Technology Readiness Level (TRL) 4-6

The objective of Phase 1 will be to support proponents on the advancement of technologies that have a clearly articulated solution, are beyond proof of concept but still pre-commercial, and will demonstrate the capacity to move the proposed innovation to market within a three-year time frame. Phase 1 Technology Readiness must be at one of the following levels at the start of the project:

Level 4: Component validation in a laboratory environment (Prototype system or a system component operating in a laboratory).

Level 5: Component validation in a simulated environment (Prototype system or system component operating under relevant site-specific conditions).

Level 6: Prototype demonstration in a simulated environment (Demonstration system operating under relevant site-specific conditions).

Timeline for completion: 1 year

(b) **Phase 2: Prototype Development and Pathway to Commercialization**
Technology Readiness Level (TRL) 7-9

The objective of Phase 2 projects will be to develop and deliver prototypes or near-commercial products within two years. Phase 2 of the Challenge will be open to projects with current TRLs ranging from 7-9 as defined below:

Level 7: Prototype demonstration in site-specific environment (Demonstration system operating at near full-scale under relevant site-specific conditions).

Level 8: Actual technology completed and qualified through test and demonstrations (First-of-a-kind system complete and proven at full-scale)

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Level 9: Actual technology proven through successful deployment in operational settings (System complete and proven at full-scale in multiple settings).

Timeline for completion: 2 years

A second Challenge funding call is estimated to launch in the Spring of 2025 and will focus specifically on the higher TRL (7-9) Phase 2 projects only.

Participants who took part in Phase 1 of the first funding call will be able to apply to the second funding call of the Challenge in 2025. The timing of the second funding call for 2025, is intended to align with the completion of projects in Phase 1. This will allow for these proponents to apply to complete their projects through to commercialization.

Note: Participation in Phase 1 of the first call does not guarantee project acceptance into the second funding call.

For additional information and guidance regarding TRLs, applicants can perform a self-assessment using the Province's Technology Readiness Assessment:

https://www2.gov.bc.ca/assets/gov/environment/waste-management/industrial-waste/industrial-waste/mining-smelt-energy/guidance-documents/min-21_interim_guidance_on_technology_readiness_assessment.pdf

1.6 The following groups of activities are eligible for funding under the Challenge ("**Eligible Activities**"):

- (a) The development of a B.C.-based ZEV product or technology;
- (b) The commercialization of a B.C.-based ZEV product or technology, including investments in manufacturing equipment or processes;
- (c) Use or demonstration of a B.C.-based ZEV product or technology developed as a result of participating in the Challenge;
- (d) Labour and material costs directly related to the project;
 - Material cost: meaning the costs of materials which can be specifically identified and measured as required for the project;
- (e) Necessary activities specifically related to technology transfer and commercialization (e.g., sharing of patenting and licensing fees with university, consulting fees for IP strategy, etc.);
- (f) Contractor's and sub-contractors' fees (i.e., those who are not listed as project partners):
 - Not to exceed one-third (1/3) of total eligible project costs;
- (g) Capital Costs:
 - Capital items (fixed assets) include equipment, testing tools, and instruments that

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have residual values and are necessary for the project;

- (h) Overhead Costs:
- General staff training,
 - Insurance (e.g., office, board of directors, liability),
 - Office supplies and equipment,
 - Rent and utilities,
 - Staff recruitment related to the funded project,
 - Strategic planning activities related to the funded project,
 - Travel (project specific),
 - Workstations, including computers working specifically on project content, and
 - Other indirect/overhead type of expenditures relating to the organization's office in B.C.
 - The above overhead costs are not to exceed 15% of the total eligible project costs.

1.7 The following groups of activities are not eligible for funding under the Challenge:

- (a) Marketing activities, including attendance at trade shows; and
- (b) Consumer-based activities, such as purchase or sales incentives;
- (c) Land acquisition, leasing land, buildings (acquisition and leasing), renovation or construction, and other facilities, real estate fees and related costs;
- (d) Financing charges, legal fees and loan interest payments;
- (e) Property taxes;
- (f) Lobbyist and consultant fees; and
- (g) Any costs incurred prior to signing of a funding agreement for the project and outside the completion timelines specified within the funding agreement.

1.8 The current funding call has a total allotment of \$20 million to fund eligible projects. Up to \$5 million is allotted to Phase 1 projects and up to \$15 million is allotted to Phase 2 projects. The exact amounts are subject to change prior to the conclusion of the funding round. There is no minimum or maximum amount of funding per project.

First Funding Call		Second Funding Call	
Phase 1	Up to \$5 million	Phase 1	N/A
Phase 2	Up to \$15 million	Phase 2	Up to \$10 million
Total	Up to \$20 million	Total	Up to \$10 million

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- 1.9 The proponent must commit to contributing at least 25% of the total project cost (could be in-kind contributions of labour, equipment or other resources that are directly applicable to the proposed project) and must provide evidence of funds and/or in-kind support for their share of project costs. While grant stacking is encouraged, the total Government of B.C. contribution must not exceed 50% of total project costs.
- 1.10 Project costs must be incurred in Canada, and at a minimum, an amount of eligible project costs equal to the funding from the CVIC program for the project must be incurred in B.C.
- 1.11 The proposed project for Phase 1 must be completed no later than one (1) year after the Project Start Date, and any Phase 2 project must be completed no later than two (2) years after the Project Start Date (see Section 1.5).
- 1.12 The proposed project for Phase 1 must be at a Technology Readiness Level (“TRL”) of 4, 5 or 6 at the start of the project. As well, any proposed project for Phase 2 must be at a TRL of 7, 8 or 9 at the start of the project.
- 1.13 Projects or portions thereof that have previously received funding from the ARC program are not eligible to receive further funding for that project under this funding call. However, a new project that builds on and sufficiently advances a previously funded ARC project is eligible for funding under this funding call. Applicants are permitted to submit multiple applications but only if the projects are distinct.
- 1.14 Applicants are advised to pay careful attention to the information provided in this RFEI. Failure to satisfy any term, condition, or mandatory requirement of this RFEI may result in rejection of the submission.

2. EOI REQUIREMENTS

- 2.1 EOIs must be well-written and concisely describe the components of the proposed project, including each of the requirements set out in sub-sections 2.2 and 2.3 below.
- 2.2 EOI Overview:
 - (a) Indicate: “CVIC-2023-1”.
 - (b) Indicate: Title.
 - (c) Identify the Applicant as set out in sub-section 1.3 of this RFEI and the individual(s) authorized by the Applicant to commit the Applicant to execution of a Project Grant Agreement (name, title, and contact information). Also, identify the individuals(s) familiar with the project and authorized to represent the Applicant regarding technical details of the proposed project (name, title, relevant professional credentials, and contact information).
 - (d) Describe the Eligible Activities considered by the Applicant referred to in sub-section 1.6 of this RFEI that directly relate to the purpose of the Challenge set out in sub-section 1.1 of this RFEI.

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- (e) Provide relevant background information of the Applicant and any Project Partners as referred to in sub-section 1.4 of this RFEOI.

2.3 Required Information:

- (a) Identify which Phase you are applying under (see Section 1.5).
- (b) Overview of the Eligible Activities considered.
- (c) Basic description of methods and project plan, including project timelines.
- (d) Basic description and estimate of the funding required.
- (e) Basic description of external funding and/or in-kind resources from the Applicant that directly apply to Eligible Activities considered.
- (f) Basic description of expected outcomes of the project or activities (e.g., job creation, commercialization of B.C.-based technologies, growth of the ZEV cluster, increased exports, current TRL and expected improvements in TRL).
- (g) Brief description of proposed management and delivery team along with resumes for key team members. If available, please identify Project Partner.

NOTE: EOIs must follow the EOI template provided for this RFEOI.

3. SCREENING AND EVALUATION CRITERIA

3.1 Screening Criteria: an EOI may be screened out immediately (i.e. the EOI will not be reviewed) based on one or more of the following factors:

- (a) The EOI is not written in English;
- (b) The EOI is incomplete and/or does not provide sufficient information for a proper evaluation;
- (c) The EOI is not sufficiently comprehensible or easy to read;
- (d) The proponent does not meet the eligibility criteria as set out in sub-section 1.3 of this RFEOI;
- (e) The proposed project is not expected to be completed within one (1) year after the Project Start Date for Phase 1, or within two (2) years after the Project Start Date for Phase 2;
- (f) The activities foreseen as part of the proposed project are not consistent with the Eligible Activities set out in sub-section 1.6 of this RFEOI, and/or include activities set out in sub-section 1.7 of this RFEOI;
- (g) The proposed project carries substantial risk of detrimental side effects (e.g. environmental impacts);
- (h) The proponent does not commit to contributing at least 25% of the total project cost; or

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does not provide evidence of funds and/or in-kind support for their share of project costs;

- (i) The proponent does not demonstrate that they have secured funding through other sources, and/or the total proposed B.C. government contribution exceeds 50% of total project costs;
- (j) The proposed project includes costs that are incurred outside of Canada; and
- (k) The proposed project has previously received funding through the ARC program and does not build on or sufficiently advance the previously funded project.

3.2 Evaluation Criteria: The following criteria will be used to evaluate the EOI:

- (a) The proposed project supports the commercialization, demonstration or export of a B.C.-based ZEV product or technology;
- (b) The proposed project has strong commercialization and market adoption potential;
- (c) The proposed project demonstrates innovation, creativity and/or pursuit of excellence in its field (i.e., in what ways does the product, service or technology differ from that of its competitors);
- (d) The proposed project promotes synergies/collaboration with other entities in B.C.'s ZEV sector (such as through a partnership or consortium bid) or otherwise encourages the development of a ZEV cluster in B.C.;
- (e) The proposed project provides positive economic benefits (e.g. job creation, export growth, manufacturing of ZEVs or ZEV components);
- (f) The proposed project has strong potential for a reduction in greenhouse gas emissions throughout B.C., Canada and the rest of the world as a result of the adoption of the technology;
- (g) The proposed scope and timeline are reasonable for project completion;
- (h) The proposed project management team has the capacity to carry out the proposed initiative; and
- (i) The proposed project expenses are reasonable and do not exceed fair market value of the goods and services being provided.

4. LEGAL NOTICE

4.1 By submitting an EOI, you confirm that you have read, understand, and accept the information contained in this RFEOI and, that each of you, the Applicant and all individuals and entities that collaborate or are otherwise involved in the preparation of the EOI or the delivery of the proposed project, including all Project Partners, agree as follows:

- (a) CVIC management may at any time withdraw, suspend, cancel, terminate, amend, or alter

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all or any portion of this RFEOI, including but not limited to the EOI requirements, the EOI selection and review process and the EOI adjudication criteria.

- (b) CVIC management reserves the unqualified right to accept or reject any or all EOIs for any reason. CVIC management is not required to accept the highest ranked EOI nor is it required to accept any EOI for advancement to the full project proposal stage.
- (c) The CVIC Management team along with the Province will perform an initial assessment of the RFEOI's and together make the decision to move forward with a short list of EOI's to the formal RFP stage. The final decision with respect to EOIs to be included in a short-list rests solely with the Province. The evaluation of the submission may be based on, but is not in any way limited to, the criteria set out in this RFEOI. The Province may consider any criteria determined by CVIC management to be relevant to CVIC's mandate, regardless of whether such additional criteria have been disclosed to the Applicant.
- (d) No conduct, act or omission of CVIC management, or its directors, officers, consultants, program advisors, committee members, agents, servants and their respective successors and assigns (collectively the "**CVIC Parties**") other than a written notice to the Applicant in writing signed by an authorized person for CVIC management, will constitute an acceptance of an EOI.
- (e) EOIs that do not comply with the requirements described in this RFEOI may be rejected in whole or in part or not considered by the Review Panel. CVIC management reserves the unqualified right to accept or reject a non-compliant EOI.
- (f) This RFEOI is an invitation for EOIs only. It is not an offer and the submission of an EOI does not create a contract or agreement of any kind between CVIC management and the Applicant.
- (g) Acceptance of an EOI does not create a binding contract between CVIC management and the Applicant or an obligation to fund the activities proposed in the EOI. CVIC management shall not be obligated in any manner whatsoever to any Applicant until a written agreement between CVIC management and the Applicant ("**Project Grant Agreement**") has been duly executed relating to an approved full project proposal.
- (h) As between the parties, the submission and all documents and materials you submit to CVIC management in connection with the EOI and this RFEOI and all intellectual property in and to the foregoing are the exclusive property of CVIC management immediately upon delivery. For clarity, this refers to the materials themselves, not to any technology or innovations disclosed or discussed in them. Intellectual property developed during the project will be addressed through the Project Grant Agreement and will be owned by the Applicant and/or Project Partners, as set out in Section 5.
- (i) You, the Applicant, and any Project Partners will keep any EOI submitted in response to this RFEOI confidential and will not use, reproduce, or distribute it, any portion of it, or any data, information, drawings, or specifications included in or provided with it except as necessary to prepare a full project proposal as requested by CVIC management or to apply for additional third-party funding for the project.
- (j) You, the Applicant and any Project Partners, will not make a claim against CVIC

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management or the ARC Parties for any reason whatsoever relating to this RFEOI. You are undertaking the expenditures required to prepare and submit an EOI entirely at your own risk, and you waive any right and release CVIC management and the ARC Parties from any demands, liability, claim or recovery for costs, expenses, or damages incurred whatsoever and howsoever arising out of or relating to this RFEOI or any EOI prepared in response to it, whether such right or claim arises in contract, negligence or otherwise.

- (k) CVIC management takes no responsibility for the accuracy of the information supplied during this RFEOI process by CVIC management or the ARC Parties.
- (l) Neither CVIC management nor any of the ARC Parties will have any liability whatsoever to you, the Applicant, or any Project Partners, or any of them, in connection with this RFEOI or any submission prepared in response to it.

5. INTELLECTUAL PROPERTY

5.1 Intellectual property and confidential technical data developed during the project will be addressed through the Project Grant Agreement and will be owned by the Applicant and/or Project Partners (as these parties mutually agree). However, some general principles apply:

- (a) Background intellectual property (patents, copyright, software) and third-party technology remains with its original owner(s);
- (b) CVIC management retains rights to the project results, including without limitation the data, reports, analysis, and discussion, and retains the right to share project results with interested parties; and
- (c) Project technology (based on patent disclosures) developed as a part of the co-funded activities will be owned by the successful Applicant and/or Project Partners as mutually agreed to by these parties.

6. INFORMATION SESSION

6.1 CVIC management encourages Applicants to participate in our online Information Session to address questions that may arise with respect to this RFEOI. The Information Session will be held on May 16th, 2023 at 11:00 a.m., Pacific Standard time. Details on the agenda and how to participate will be posted online at www.arcbc.ca prior to the scheduled Information Session.

7. EOI SUBMISSION

- 7.1 EOIs must be identified as follows: **Expression of Interest: CVIC-2023-1**
- 7.2 EOIs must be sent by email to: admin@arcbc.ca and must include **Expression of Interest: CVIC-2023-1** in the subject header of the email. Only EOIs formatted in PDF or Microsoft Word will be accepted.
- 7.3 **Deadline for EOIs:** Only those EOIs received before 4:00 p.m., Pacific Standard time on June 1st, 2023 will be accepted for evaluation. EOIs received any time thereafter will not be accepted for evaluation.

8. NEXT STEPS

- 8.1 Applicants whose EOIs are rated highly, determined to be of sufficient quality, and are well aligned with CVIC's mandate will be invited to submit a full project proposal to CVIC management. Further information regarding full project proposal submissions, including evaluation criteria and timelines, will be made available at the time full project proposal invitations are made.

Applicants whose EOIs are not short-listed for full project proposal invitation will be notified when the RFEOI review process is completed. Applicants who wish to receive feedback regarding their EOI can set up a short debrief phone call with CVIC management. Information about arranging this discussion will be provided in the notification letter.



CleanBC Go Electric Commercial Vehicle Innovation Challenge

REQUEST FOR PROPOSALS Reference: CVIC-2023-1

Issue Date: [Month] xx, 2023;

Closing Date:

[Month] xx, 2023 before 4:00 p.m. Pacific Time

Email: admin@arcbc.ca

Address: CleanBC Go Electric Commercial Vehicle Innovation Challenge
c/o MNP LLP
Suite 2200, MNP Tower
1021 West Hastings Street
Vancouver, BC V6E 0C3
Attention: Catrina Jones

1. INTRODUCTION

- 1.1 The CleanBC Go Electric Commercial Vehicle Innovation Challenge (“CVIC”, “Challenge”) is a funding initiative with a vision to address technology gaps in the commercial vehicle sector, support growth in British Columbia’s (B.C.) zero-emission vehicles (ZEVs) industry and create jobs through B.C. innovation. The Challenge will be administered as targeted funding calls under the Province’s current Advanced Research and Commercialization (ARC) Program, which is delivered on behalf of the B.C. Ministry of Energy, Mines and Low Carbon Innovation (“**Ministry**”) by MNP LLP (“**MNP**”, “**CVIC Management**”). The ARC Program is already well-known and supported within B.C.’s ZEV industry. For more information on the ARC Program please refer to the program website (<https://arcbc.ca/>).

The transition to ZEVs supported by the Province of B.C.’s Zero-Emission Vehicles Act (ZEV Act) and CleanBC Go Electric programming continues to represent an important economic development and emissions reduction opportunity for B.C. The ZEV sector includes companies and organizations involved in all aspects of the ZEV supply chain – from raw materials to final consumer products – related to vehicles or vehicle components, fuelling infrastructure, and transferable technologies and services. ZEVs are defined to include battery electric vehicles, plug-in hybrid electric vehicles and hydrogen fuel cell electric vehicles across all vehicle types (on-road and off-road).

The Challenge will provide support to projects that advance commercialization activities in B.C.’s ZEV sector and produce collaborative, industry-demanded projects that have significant benefits for B.C. The Challenge is strongly focused on commercialization outcomes (i.e., product is ready to be brought to market) to ensure that feasible projects with real-world adoption potential are supported.

Challenge funding is intended to:

- (a) Develop commercial ZEV technology solutions in B.C. and match them to the needs of end users and consumers;
 - (b) Create and retain high-value jobs in B.C in both research and development (R&D), manufacturing, and the broader ZEV supply chain;
 - (c) Accelerate the deployment, adoption and diffusion of ZEVs in B.C.’s commercial sector;
 - (d) Grow research, R&D, and manufacturing clusters in B.C. for commercial ZEVs; and
 - (e) Develop and advance technologies that reduce greenhouse (GHG) emissions from the transportation sector both in B.C. and globally.
- 1.2 Expressions of Interest (“**EOI**”) received by the deadline of [Month] xx, 2023, were reviewed by the CVIC Management team and the Ministry. Applicants that have been shortlisted per section 8.1 of the Request for Expressions of Interest (“**RFEOI**”) are hereby invited to submit project proposals for specific projects identified by the Review Panel.
- 1.3 The intent of this Request for Proposals (“**RFP**”) is to provide information pertaining to the requirements for a full proposal.
- 1.4 Applicants may form a consortium comprised of the Applicant and at least one non-related partner organization (“**Project Partner**”) who has committed to providing expertise, cash and/or

in-kind contributions to the project. Project Partners should include potential end users or customers who are committed to adopting the commercial product or technology developed under the Challenge. Other Project Partners could include subject matter experts from an academic or other publicly funded institution. Project Partners do not need to be located or have operations in B.C./Canada.

- (a) If applying under Phase 1 (see Section 1.5), applicants will need to provide evidence of interest from end users, or potential customers.
- (b) If applying under Phase 2 (see Section 1.5), applicants will need to provide evidence that they have identified and committed end use partnerships (i.e., applicant has one or more potential customers or end users they are working with, such as vehicle manufacturers or vehicle operators).

1.5 This call will allow for participants to apply to one of two Phases as described below:

**(a) Phase 1: Technology Advancement
Technology Readiness Level (TRL) 4-6**

The objective of Phase 1 will be to support proponents on the advancement of technologies that have a clearly articulated solution, are beyond proof of concept but still pre-commercial, and will demonstrate the capacity to move the proposed innovation to market within a three-year time frame. Phase 1 Technology Readiness must be at one of the following levels at the start of the project:

Level 4: Component validation in a laboratory environment (Prototype system or a system component operating in a laboratory).

Level 5: Component validation in a simulated environment (Prototype system or system component operating under relevant site-specific conditions).

Level 6: Prototype demonstration in a simulated environment (Demonstration system operating under relevant site-specific conditions).

Timeline for completion: 1 year

**(b) Phase 2: Prototype Development and Pathway to Commercialization
Technology Readiness Level (TRL) 7-9**

The objective of Phase 2 projects will be to develop and deliver prototypes or near-commercial products within two years. Phase 2 of the Challenge will be open to projects with current TRLs ranging from 7-9 as defined below:

Level 7: Prototype demonstration in site-specific environment (Demonstration system operating at near full-scale under relevant site-specific conditions).

Level 8: Actual technology completed and qualified through test and demonstrations (First-of-a-kind system complete and proven at full-scale)

Level 9: Actual technology proven through successful deployment in operational settings (System complete and proven at full-scale in multiple settings).

Timeline for completion: 2 years

A second Challenge funding call is estimated to launch in the Spring of 2025 and will focus specifically on the higher TRL (7-9) Phase 2 projects.

Participants who took part in Phase 1 of the first funding call will be able to apply to the second funding call of the Challenge in 2025. The timing of the second funding call for 2025 is intended to align with the completion of projects in Phase 1. This will allow for these proponents to apply to complete their projects through to commercialization.

Note: Participation in Phase 1 of the first call does not guarantee project acceptance into the second funding call.

For additional information and guidance regarding TRLs, applicants can perform a self-assessment using the Province's Technology Readiness Assessment:

https://www2.gov.bc.ca/assets/gov/environment/waste-management/industrial-waste/industrial-waste/mining-smelt-energy/guidance-documents/min-21_interim_guidance_on_technology_readiness_assessment.pdf

1.6 The following groups of activities are eligible for funding under the Challenge ("**Eligible Activities**"):

- (a) The development of a B.C.-based ZEV product or technology;
- (b) The commercialization of a B.C.-based ZEV product or technology, including investments in manufacturing equipment or processes;
- (c) Use or demonstration of a B.C.-based ZEV product or technology developed as a result of participating in the Challenge;
- (d) Labour and material costs directly related to the project;
 - Material cost: meaning the costs of materials which can be specifically identified and measured as required for the project;
- (e) Necessary activities specifically related to technology transfer and commercialization (e.g., sharing of patenting and licensing fees with university, consulting fees for IP strategy, etc.);
- (f) Contractor's and sub-contractors' fees (i.e., those who are not listed as project partners):
 - Not to exceed one-third (1/3) of total eligible project costs;
- (g) Capital Costs
 - Capital items (fixed assets) include equipment, testing tools, and instruments that have residual values and are necessary for the project;

(h) Overhead Costs

- General staff training,
- Insurance (e.g., office, board of directors, liability),
- Office supplies and equipment,
- Rent and utilities,
- Staff recruitment related to the funded project,
- Strategic planning activities related to the funded project,
- Travel (project specific),
- Workstations, including computers working specifically on project content, and
- Other indirect/overhead type of expenditures relating to the organization's office in B.C.
- The above overhead costs are not to exceed 15% of the total eligible project costs.

1.7 The following groups of expenses are not currently eligible for funding under the Challenge ("**Ineligible Project Costs**"):

- (a) Marketing activities, including attendance at trade shows; and
- (b) Consumer-based activities, such as purchase or sale of incentives;
- (c) Land acquisition, leasing land, buildings (acquisition and leasing), renovation or construction, and other facilities, real estate fees and related costs;
- (d) Financing charges, legal fees and loan interest payments;
- (e) Property taxes;
- (f) Lobbyist and consultant fees; and
- (g) Any costs incurred prior to signing of a project grant agreement for the project and outside the completion timelines specified within the project grant agreement.

1.8 The current funding call has a total allotment of \$20 million to fund eligible projects. Up to \$5 million is allotted to Phase 1 projects and up to \$15 million is allotted to Phase 2 projects. The exact amounts are subject to change prior to the conclusion of the funding round. There is no minimum or maximum amount of funding per project.

First Funding Call		Second Funding Call	
Phase 1	Up to \$5 million	Phase 1	N/A
Phase 2	Up to \$15 million	Phase 2	Up to \$10 million
Total	Up to \$20 million	Total	Up to \$10 million

1.9 The proponent must commit to contributing at least 25% of the total project cost (could be in-kind contributions of labour, equipment or other resources that are directly applicable to the proposed project) and must provide evidence of funds and/or in-kind support for their share of project costs. While grant stacking is encouraged, the total Government of B.C. contribution must not exceed 50% of total project costs.

- 1.10 Project costs must be incurred in Canada, and at a minimum, an amount of eligible project costs equal to the funding from the CVIC program for the project must be incurred in B.C.
- 1.11 The proposed project for Phase 1 must be completed no later than one (1) after the Project Start Date, and any Phase 2 project must be completed no later than two (2) years after the Project Start Date (see Section 1.5).
- 1.12 The proposed project for Phase 1 must be at a Technology Readiness Level (“TRL”) of 4, 5 or 6 at the start of the project. As well, any proposed project for Phase 2 must be at a TRL of 7, 8 or 9 at the start of the project.
- 1.13 Applicants are advised to pay careful attention to the information provided in this RFP. Failure to satisfy any term, condition or mandatory requirement of this RFP may result in rejection of the Proposal.

2. PROPOSAL REQUIREMENTS

- 2.1 Proposals must be clear and well-written and must concisely describe the components of the proposed project, including each of the requirements set out in sub-sections 2.2, 2.3 and 2.4 below (collectively “**Program Proposal Requirements**”).

NOTE: Proposals must follow the proposal submission template (“Proposal – Applicant Template”) provided for this RFP.

2.2 Proposal Overview:

- (a) Unless specifically advised by CVIC Management, or if aspects of the proposed project have changed since the original EOI submission, the proposal overview included within your original EOI submission will be sufficient for inclusion within the proposal.

2.3 Required Information:

- (a) Materials to support the current TRL of the project (e.g. academic publications, laboratory or test results, prototype drawings, conference proceedings, patents, white paper).
- (b) Description of all patents and applications owned by and/or used in the course of the proposed project or anticipated as a result of the proposed project. Please provide evidence of due diligence that another entity does not own the patent/expected patent internationally.
- (c) Project and/or company business plan for the current year (2023) and beyond (i.e. five-year plan or forecast) including expected funding sources, market potential, competitive landscape and exit strategy.
- (d) Description of the impact of the funding requested from the Challenge.
- (e) If you are applying under Phase 1, you must provide evidence of interest from end users, or potential customers. If you are applying under Phase 2, you must provide materials to confirm commitments from Project Partners and the status of funding sources, including, but not limited to:
 - (i) Letters of support or intent from all Project Partners indicating their share of project costs.

- (ii) Bank statements and/or audited financial statements to confirm the proponent's share of funds.
 - (iii) Confirmation of the current status of other external funding sources (e.g., copies of funding agreement(s), application number(s) or letters/correspondence provided by external funders).
 - (f) A detailed project budget with itemized project expenses and in-kind resources. The proposed budget must contain sufficient details (e.g. unit costs and estimated number of units) to allow for a proper cost assessment, which will factor in elements such as costs being transparent, competitive and consistent with fair-value principles. For each eligible project cost identified, the project budget must identify the province of purchase or contribution. Any Ineligible Project Costs, including those incurred outside of Canada, must be reported separately in the project budget. At a minimum, an amount of eligible project costs equal to the funding from the ARC program for the project must be incurred in B.C.
 - (g) Detailed project schedule that includes reporting milestones, description of project deliverables at project completion, and a description of project management approach and quality control measures.
 - (h) Proposed payment schedule linked to reporting milestones.
 - (i) Description and estimates of the anticipated employment and other economic benefits of the project within B.C. by city or economic development region.
 - (j) Description of greenhouse gas (GHG) reduction estimate, once technology is deployed at scale (i.e. the cost per tonne of reductions per unit compared to the technology or product that is being displaced).
- 2.4 Additional Information:
- (a) Unless specifically advised by CVIC Management in the notification letter inviting submission of a full proposal, no additional information is required.

3. SCREENING AND EVALUATION CRITERIA

- 3.1 **Screening Criteria:** a proposal may be screened out immediately (i.e. the proposal will not be reviewed) based on one or more of the following factors:
- (a) The proposal is not written in English;
 - (b) The proposal is incomplete and/or does not provide sufficient information for a proper evaluation;
 - (c) The proposal is not sufficiently comprehensible or easy to read;
 - (d) The proponent does not meet the eligibility criteria as set out in sub-section 1.3 of the RFEI;
 - (e) The proposed project is not expected to be completed within one (1) year after the Project Start Date for Phase 1, or within two (2) years after the Project Start Date for Phase 2;
 - (f) The activities foreseen as part of the proposed project are not consistent with the Eligible Activities set out in sub-section 1.6 of this RFP;

- (g) The proposed project carries substantial risk of detrimental side effects (e.g. environmental impacts);
- (h) The proponent does not commit to contributing at least 25% of the total project cost; or does not provide evidence of funds and/or in-kind support for their share of project costs;
- (i) The proponent does not demonstrate that they have secured funding through other sources, and/or the total proposed B.C. government contribution exceeds 50% of total project costs;
- (j) The amount of funding requested from the Challenge for the project exceeds the amount of eligible project costs that are incurred in B.C.; and
- (k) The proposed project has previously received funding through the ARC program and does not build on or sufficiently advance the previously funded project.

3.2 **Evaluation Criteria:** The following criteria will be used for both Phase 1 and Phase 2 to evaluate project proposals. The weighting for each section is also provided:

- (a) Feasibility and Innovation (30%)
 - The project supports the commercialization, demonstration or export of a B.C.-based ZEV product or technology;
 - The project scope and timeline are reasonable for project completion;
 - The project team has the capacity to carry out the proposed initiative;
 - The project expenses are reasonable and do not exceed fair market value of the goods and services being provided;
 - The project meaningfully contributes to the advancement of innovation;
 - Unknowns and barriers to project evaluation have been identified;
 - Appropriate project risks are identified, with measures to mitigate or manage risks;
 - The project leverages external funding (i.e. grant stacking and proponent funding);
 - Major budget items and in-kind contributions have been appropriately valued;
 - Proposal includes either working directly with Indigenous communities, workers, businesses and organizations, OR Indigenous end user support of the project.
- (b) Contribution to B.C.'s Clean Economic Growth (30%)
 - The project demonstrates innovation, creativity and/or pursuit of excellence in its field (i.e., what technology improvements will be realized by receiving funding);
 - The project promotes synergies/collaboration with other entities in B.C.'s ZEV sector (such as through a partnership or consortium bid) or otherwise encourages the development of a ZEV cluster in B.C.;
 - The project provides positive economic benefits (e.g., job creation, export growth, manufacturing of ZEVs or ZEV components) both during project development and after completion;
 - The level of other economic benefits and support for B.C. competitiveness resulting from the project (e.g., export growth, manufacturing of ZEVs and ZEV components, etc.);
 - Projects with the potential to provide a competitive advantage for B.C. industry are preferred.
- (c) Environmental and Associated Benefits (20%)

- Calculation methodology for emissions reduction is appropriate, clearly articulated and repeatable;
 - The GHG emissions reductions associated with near-term implementation of the project and with the technology's use across the market over time;
 - The cost per tonne of GHG emission reductions per unit, as a result of the immediate project and the broader market implementation of the technology the project will deliver;
 - The potential for reduction in GHG emissions throughout B.C., Canada and the rest of the world as a result of the adoption of the technology;
 - Identification of other complementary benefits (environmental etc.).
- (d) Market Adoption Potential (20%)
- The project demonstrates strong commercialization and market adoption potential;
 - Timelines for commercial adoption of successful project technology have been identified and are realistic;
 - Next steps post-project are well identified;
 - Ability to show level of interest from end users, or potential customers;¹
 - Evidence of partnerships through letters of commitment (from end users, potential customers, partnering organizations, funding source, site hosts, etc.);²
 - Preference will be given to proposals that include end users, or potential customers that are based in B.C.

4. LEGAL NOTICE

4.1 By submitting a Proposal, you confirm that you have read, understand and accept the information contained in this RFP and, that each of you, the Applicant and all individuals and entities that collaborate or are otherwise involved in the preparation of the Proposal or the delivery of the proposed project ("**Project Partners**") agree as follows:

- (a) CVIC Management may at any time withdraw, suspend, cancel, terminate, amend or alter all or any portion of this RFP, including but not limited to the Program Proposal Requirements, the Proposal selection and review process and the Proposal adjudication criteria.
- (b) CVIC Management reserves the unqualified right to accept or reject any or all Proposals for any reason. CVIC Management is not required to accept the highest ranked Proposal nor is it required to accept any Proposal for funding.
- (c) The final decision with respect to Proposals to be funded rests solely with the Review Panel. The Review Panel's evaluation of the submission may be based on, but is not in any way limited to, the criteria set out in this RFP. The Review Panel may consider any criteria determined by CVIC Management to be relevant to the Challenge's mandate, regardless of whether such additional criteria have been disclosed to the Applicant.
- (d) No conduct, act or omission of CVIC Management, or its directors, officers, consultants, program advisors, committee members, agents, servants and their respective successors and assigns (collectively the "**CVIC Parties**") other than a written notice to the Applicant

¹ Evaluation criteria for Phase 1 projects only.

² Evaluation criteria for Phase 2 projects only.

in writing signed by an authorized person for CVIC Management, will constitute an acceptance of a Proposal.

- (e) Proposals that do not comply with the requirements described in this RFP may be rejected in whole or in part or not considered by the Review Panel. CVIC Management reserves the unqualified right to accept or reject a non-compliant Proposal.
- (f) This RFP is an invitation for Proposals only. It is not an offer and the submission of a Proposal does not create a contract or agreement of any kind between CVIC Management and the Applicant.
- (g) Acceptance of a Proposal does not create a binding contract between CVIC Management and the Applicant or an obligation to fund the activities proposed in the Proposal. CVIC Management shall not be obligated in any manner whatsoever to any Applicant until a written agreement between CVIC Management and the Applicant ("**Project Grant Agreement**") has been duly executed relating to an approved full project proposal.
- (h) As between the parties, the submission and all documents and materials you submit to CVIC Management in connection with the Proposal and this RFP and all intellectual property in and to the foregoing are the exclusive property of CVIC Management immediately upon delivery. For clarity, this refers to the materials themselves, not to any technology or innovations disclosed or discussed in them. Intellectual property developed during the course of the project will be addressed through the Project Grant Agreement and will be owned by the Applicant, as set out in Section 5.
- (i) You, the Applicant and any Project Partners will keep any Proposal submitted in response to this RFP confidential and will not use, reproduce or distribute it, any portion of it, or any data, information, drawings, or specifications included in or provided with it except as necessary to prepare a full project proposal as requested by CVIC Management or to apply for additional third-party funding for the project.
- (j) You, the Applicant and any Project Partners will not make a claim against CVIC Management or the CVIC Parties for any reason whatsoever relating to this RFP. You are undertaking the expenditures required to prepare and submit a Proposal entirely at your own risk, and you waive any right and release CVIC Management and the CVIC Parties from any demands, liability, claim or recovery for costs, expenses, or damages incurred whatsoever and howsoever arising out of or relating to this RFP or any Proposal prepared in response to it, whether such right or claim arises in contract, negligence or otherwise.
- (k) CVIC Management takes no responsibility for the accuracy of the information supplied during this RFP process by CVIC Management or the CVIC Parties.
- (l) Neither CVIC Management nor any of the CVIC Parties will have any liability whatsoever to you, the Applicant, or any Project Partners, or any of them, in connection with this RFP or any submission prepared in response to it.
- (m) Upon the successful approval of a Proposal by the CVIC Program, the Applicant will be required to enter into a Project Grant Agreement with CVIC Management.

5. INTELLECTUAL PROPERTY

5.1 Intellectual property and confidential technical data developed during the course of the project will be addressed through the Project Grant Agreement and will be owned by the Applicant and/or Project Partners (as these parties mutually agree). However, some general principles apply:

- (a) Background intellectual property (patents, copyright, software) and third-party technology remains with its original owner(s);
- (b) CVIC Management retains rights to the project results, including without limitation the data, reports, analysis and discussion, and retains the right to share project results with interested parties; and
- (c) Project technology (based on patent disclosures) developed as a part of the co-funded activities will be owned by the successful Applicant and/or Project Partners as mutually agreed to by these parties.

6. PROPOSAL SUBMISSION

6.1 Proposals must be identified as follows: **Proposal: CVIC-2023-1**

6.2 Proposals must be sent by email to: admin@arcbc.ca and must include **Proposal: CVIC-2023-1** in the subject header of the email. Two electronic copies of Proposals must be submitted; one in PDF format and one in Microsoft Word format.

6.3 **Deadline for Proposals:** Only those Proposals received before 4:00 p.m., Pacific Standard Time, on [MONTH] xx, 2023 will be accepted for evaluation. Proposals received any time thereafter will not be accepted for evaluation.

7. NEXT STEPS

7.1 Applicants whose Proposals are rated highly, determined to be of sufficient quality, and are well aligned with the Challenge's mandate will either be invited to enter into a Project Grant Agreement with CVIC Management or requested to provide additional information in the form of a brief presentation. Information about arranging this presentation will be provided in the notification letter.

7.2 If a Project Grant Agreement cannot be finalized with provisions satisfactory to both parties within ninety days of notifying the successful Applicant, CVIC Management may, at its sole discretion, terminate discussions with that Applicant.

7.3 Applicants whose Proposals are not selected will be notified when the Proposal review process is completed. Applicants who wish to receive feedback regarding their Proposal can set up a short debrief phone call with CVIC Management. Information about arranging this discussion will be provided in the notification letter.

MEETING DETAILS

CleanBC Go Electric Commercial Vehicle Innovation Challenge | Proposal Review Meeting

OBJECTIVE: Evaluation of CVIC Proposals received between August 16 – September 29, 2023

DATE AND TIME: November 29, 2023 between 9:00 am to 1:00 pm PDT

VIRTUAL MEETING: Microsoft Teams Meeting

REVIEWERS:

- s. 22 s. 16
s. 16
- s. 16, s. 22 s. 16
- s. 16, s. 22 s. 16
- s. 22 s. 16 s. 16
- s. 22 s. 16
- s. 22 s. 16
- s. 16

PARTICIPANTS:

- s. 22 MNP
- s. 22 MNP
- s. 22 MNP

MEETING AGENDA

1. Welcome and Introductory Remarks (9:00 to 9:20 am)
 - *Introductions*
 - *Background and Meeting Objectives*
 - *Conflict of Interest Disclosure(s)*
2. Scoring Results and Discussion of Applications (9:20 to 12:40 pm)
 - *Summary of Scoring Results*
 - *Review of Variances in Scoring*
 - *Discussion of Pros & Cons of Proposals (i.e. issues/concerns, highlights, score variances, questions)*
3. Summary and Next Steps (12:40 to 1:00 pm)
 - *Outstanding Issues/Questions to be Addressed*
 - *Ranking of Applications*

BACKGROUND

In September 2020, \$30 million in funding was announced through StrongerBC, B.C.'s economic recovery plan, for a new Commercial Vehicle Innovation Challenge ("CVIC", "The Challenge"). The CVIC provides cost-shared funding to B.C. companies within the zero-emission vehicle sector and was intended to run as a targeted funding call under the ARC Program. The Challenge supports projects that advance commercialization activities and produce collaborative, industry-demanded projects that have significant benefits for B.C.

The goals of the CVIC are to:

- Develop commercial ZEV technology solutions in B.C. and match them to the needs of end users and consumers;
- Create and retain high-value jobs in B.C in both research and development (R&D), manufacturing, and the broader ZEV supply chain;
- Accelerate the deployment, adoption and diffusion of ZEVs in B.C.'s commercial sector;
- Grow research, R&D, and manufacturing clusters in B.C. for commercial ZEVs; and
- Develop and advance technologies that reduce greenhouse gas (GHG) emissions from the transportation sector both in B.C. and globally.

The funding for CVIC will be distributed over two funding calls – one in 2023 and another in 2025. Each funding call will be open to EOIs that fall into two phases – Phase 1 (TRL 4-6) and Phase 2 (TRL 7-9). The original funding allocations per call and per phase are outlined below:

FUNDING CALL #1		FUNDING CALL #2	
APPLICATIONS OPEN APRIL 2023		LAUNCHING EARLY 2025	
PHASE 1	\$5 MILLION	PHASE 1	N/A
PHASE 2	\$15 MILLION	PHASE 2	\$10 MILLION
TOTAL	\$20 MILLION	TOTAL	\$10 MILLION

SUMMARY OF APPLICATION SCORING AND RANKING

The Request for Expressions of Interest (RFEOI) period for the first funding call was April 27 to June 1, 2023. During this time, ^{s. 21}
^{s. 21}

On July 6, 2023, a review meeting was held between MNP and EMLI to discuss the EOI evaluations, compile feedback for applicants, and determine which EOIs would be selected to move to the Request for Proposal (RFP) stage. ^{s. 21}
 (RFP) stage. Applicants had until October 3, 2023 to submit their proposals. ^{s. 21}
^{s. 21}

On November 29, 2023, a virtual review meeting was held by MNP with all of the technical review panelists in attendance to discuss the proposal evaluations and compile feedback for every proposal submitted. The scores from the panelists were reviewed and a ranked list, based on average scores for each proposal, was determined. Panelists had an additional week to submit any revisions of their scores to MNP before the ranked list was finalized. The final ranked list of the proposals submitted can be found at the end of this information note.

NEXT STEPS

MNP will wait to receive the final decision on which projects for each phase will receive funding from the Ministry before contacting any applicants with decisions. Once a final decision has been given, MNP will begin sending notification letters to all applicants and then begin contract negotiations with those who would like to accept funding. If a project team turns down an offer for funding, and if a waiting list has been established by the Ministry, then the next highest-scoring project will be offered funding. If funds remain available through this process then upon direction from the Ministry they may be held back for projects under Funding Call #2.

DETAILED MEETING AND ADVISORY NOTES

Welcome and Introductory Remarks

MNP provided introductory remarks including an overview of the purpose of the meeting: to review the scoring results, discuss the strengths, weaknesses and concerns of each proposal submitted for funding, and gain consensus on the ranking of projects.

Declaration of Conflicts of Interest

No conflicts of interest with the applications were identified.

Discussion of Proposals

MNP reviewed the aggregated (combined) scoring of projects across the technical review panel members. A detailed discussion of variances between scores of each reviewer followed in the order of application submission. Below is a summary of discussions for each project.

s. 13, s. 21

From: [Connie, Alanah GCPE:EX](#)
To: ["Rob Shaw"](#)
Cc: [Venn, Tania GCPE:EX](#)
Subject: RE: kickback scheme Q in QP today
Date: April 3, 2024 4:38:24 PM

Thanks Rob, I agree its strange. I flagged with our program folks on our end.

From: Rob Shaw [s. 22](#)
Sent: Wednesday, April 3, 2024 3:48 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: Re: kickback scheme Q in QP today

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

Okay. I appreciate the back and forth on this and the comprehensive answers. It has been confusing sorting through all this, but your help has been useful.
Just for the record, here's a letter MNP gave to the company for the Manufacturing Jobs Fund, quoting a contingency fee of 20% of the grant amount.
Given that the ministry says grants can't be used for this --- I guess the fault is on MNP. And even if they won, it wouldn't be paid.
But... It's weird.

On Wed, 3 Apr 2024 at 15:37, Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca> wrote:

Hi Rob,

Got the answer on this:

The BC Manufacturing Jobs Fund is a program through the Ministry of Jobs, Economic Development, and Innovation. We did confirm with JEDI that the lobbyist and consultant fees are ineligible for funding through their program.

As I mentioned, the forestry fund is a federal program and are therefore unable to confirm their criteria.

Thanks,
Alanah

From: Connie, Alanah GCPE:EX
Sent: Wednesday, April 3, 2024 2:33 PM
To: 'Rob Shaw' s. 22
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: RE: kickback scheme Q in QP today

We are checking on the Manufacturing Jobs Fund now and will get back to you as soon as possible.

For The Forestry Industry Fund, that's a federal program so you would have to reach out them on that and see what is allowed under their eligibility costs.

Thanks,
Alanah

From: Rob Shaw s. 22
Sent: Wednesday, April 3, 2024 2:15 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: Re: kickback scheme Q in QP today

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thanks. are contingency/consulting fees also ineligible for the Manufacturing Jobs Fund and Forestry Industry Fund?

On Wed, 3 Apr 2024 at 13:58, Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca> wrote:

Hi Rob,

We got some more information on the contingency fee piece.

- While the fee conversation was not related to a MNP administered grant, we looked into the rules around those kind of fees in relation to the other, provincial grant that the company applied for that MNP administers (that the Opposition raised in QP).
- Under the rules of the Commercial Vehicle Innovation Challenge (CVIC) program, lobbyist and consultant fees are ineligible for funding.
- Even if a consultant tried to charge a fee like that to support a CVIC grant application, it would have been a breach of the agreement to use the funding in that way.

I understand the company has also raised some concerns about support for BC companies. We're proud to support a number of BC companies through the Advanced Research and

Commercialization (ARC) program, such as:

- Harbour Air Seaplanes LLC - Converting an existing aircraft to be fully electric.
- HTEC - Developing and validating a commercial hydrogen fuel-cell electric hybrid drayage truck.
- Greenpower - Developing an electric handyDART bus.

We will be announcing more successful projects in the coming months through the ARC program, which will include B.C. based companies supporting hundreds of jobs in BC and making zero emission vehicles across the province.

(Note: the CVIC program is a stream or sub-set of the ARC program.)

Thanks so much,
Alanah

From: Connie, Alanah GCPE:EX
Sent: Wednesday, April 3, 2024 10:43 AM
To: 'Rob Shaw' s. 22
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: RE: kickback scheme Q in QP today

Hi Rob,

Thanks again for this info – I understand from PO comms that the video in question relates to a grant from the BC Centre for Innovation and Clean Energy (CICE). We have confirmed with CICE that MNP does **not** administer any of their grants.

Will see if we can get you anything else about the contingency fee piece. But it sounds like in this case, the contingency fee conversation was not about a grant MNP administers.

Thanks,
Alanah

From: Connie, Alanah GCPE:EX
Sent: Tuesday, April 2, 2024 6:21 PM
To: 'Rob Shaw' s. 22
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: RE: kickback scheme Q in QP today

Okay thanks Rob, working on getting you those answers and the one on the Manufacturing Jobs Fund or Forest Industry Transformation Fund.

Thanks,

Alanah

From: Rob Shaw ^{s. 22}
Sent: Tuesday, April 2, 2024 6:01 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: Re: kickback scheme Q in QP today

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

Not my video to release no, but it shows a call between the company and an MNP rep who encourages them to pay MNP to draft the grant application, then have the company submit the grant under its own name so that MNP does not look like it is submitting an application to a grant program is also administers, and so it can get the contingency money.

There's also a letter from MNP asking for 20% contingency funding on a \$10m grant application from the Manufacturing Jobs Fund and the Forest Industry Transformation Fund -- which would mean \$2m of the public grant money would go to MNP and not to the company, which to me is a wild amount of money to be skimmed off public grants. But I can't find whether MNP administers the Manufacturing Jobs Fund or Forest Industry Transformation Fund so maybe the ministry can help with me that too.

On Tue, 2 Apr 2024 at 17:48, Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca> wrote:

Thanks Rob, the team is digging into this, would you be able to share the video you mentioned to see if it lines up with the information we have?

We are working on the answers to your questions below.

Thanks again,
Alanah

From: Rob Shaw ^{s. 22}
Sent: Tuesday, April 2, 2024 4:25 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: Re: kickback scheme Q in QP today

[EXTERNAL] This email came from an external source. Only open

attachments or links that you are expecting from a known sender.

Okay. I mean there's a paper trail here from the company, with MNP documents, showing MNP wants a 20% "contingency fee" on any grants awarded in exchange for its help in applying ---- except that MNP also administers the grant, and so decides who gets awarded the grant.

That means MNP stands to make millions in contingency fees of public grant money, by approving the grants it administers to the companies it has consulting agreements for.

Seems like a pretty clear conflict of interest to me, unless I'm missing something.

All documented. Plus emails. Including on video with MNP consultants.

So, that's what I'll be asking the minister about tomorrow.

I'd be interested to know:

- How much is BC paying MNP to administer the ARC and CVP programs?
- How much of the grant money has gone to MNP in "contingency fees" as a percentage of successful grants?
- How is it not a conflict for MNP to ask for % of the grant money in consulting on a grant it administers?

On Tue, 2 Apr 2024 at 16:15, Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca> wrote:

Thanks Rob, below is the background information from the Ministry:

- The ministry was made aware of the accusations and immediately investigated.
- MNP won a competitive process in 2020 to oversee the ARC program on behalf of government.
- As part of their business, MNP also provides consultation to assist companies seeking to apply for municipal and federal grants.
- MNP administers various programs on behalf of the Province and does not offer any application support for programs they run on our behalf, nor for any others they administer.
- It is our understanding that following the conclusion of the grant process in question, a company contacted a different branch of MNP and discussed ways MNP could be contracted to assist them in grant writing for programs not administered by MNP.
- Government requires MNP to have safeguards in place to ensure there is no conflict of interest in managing this specific grant process.
- Following what happened with this company, MNP has told us that they have updated their processes to make sure businesses have clearer information.

- The funding the opposition mentioned in Question Period is the Commercial Vehicle Innovation Challenge, or CVIC, which is a funding initiative to address technology gaps in the commercial vehicle sector to support growth in British Columbia.
- The first CVIC funding call surpassed expectations regarding industry interest.

Thank you,
Alanah

From: Rob Shaw s. 22
Sent: Tuesday, April 2, 2024 3:31 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Cc: Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: Re: kickback scheme Q in QP today

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Will want to chat with the minister tomorrow - can do it during caucus walk if there's a scheduling issue.

But having background info before then would be great thanks.

On Tue, 2 Apr 2024 at 14:57, Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca> wrote:

Hi Rob,

Sorry for the delay, we are still working on getting you something, is there a deadline you're working towards? Just want to make sure we're able to hit it.

Thanks,
Alanah

From: Connie, Alanah GCPE:EX
Sent: Tuesday, April 2, 2024 12:49 PM
To: 'Rob Shaw' s. 22 Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>
Subject: RE: kickback scheme Q in QP today

Thanks Rob, I'll look into this now and get right back to you.

-Alanah

From: Rob Shaw s. 22
Sent: Tuesday, April 2, 2024 12:46 PM

To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Venn, Tania GCPE:EX <Tania.Venn@gov.bc.ca>

Subject: kickback scheme Q in QP today

[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.

Hey there,

The minister didn't really answer the kickback scheme energy rebate 20% reimbursement question in QP today so looking to either reconnect with her or get info from ministry.

For a column in Northern Beat. The company involved is MNP, I believe.

Thanks,

Rob

From: [Connie, Alanah GCPE:EX](#)
To: ["DeRosa, Katie"](#)
Subject: RE: Minister Osborne MNP Interview - Background
Date: April 5, 2024 12:03:09 PM

Thanks Katie, I also thought I would send over some additional information on the process for how MNP came to administer the ARC program:

- The Ministry issued a competitive request for proposals to administer the ARC program in late 2019. The request for proposals was publicly available on the BC bid website.
- MNP was the successful applicant to the proposal process and was awarded the contract in early 2020 to oversee the ARC program on behalf of government.

I also wanted to clarify that MNP states they have not offered any application support for programs they run on our behalf. The consultation services they provide are only for grants administered by other organizations. However, the Province has rules in place to prevent provincial grant dollars being used to for these consulting fees – because we know applicants sometimes hire outside help with grant writing and we want dollars going to support the projects we're funding. Even in situations where it would not be a conflict for a consultant to charge such a fee to support a provincial grant application, it would be a breach of the agreement for a successful applicant to use the grant funding to pay for consultant or lobbyist fees.

Thanks again,
Alanah

Alanah Connie

Communications Manager | Ministry of Energy, Mines and Low Carbon Innovation
Government Communications & Public Engagement
Office: 236.478.3459 | Mobile: 250.880.4935 | Email: Alanah.connie@gov.bc.ca
she/her

From: DeRosa, Katie <KDeRosa@postmedia.com>
Sent: Friday, April 5, 2024 9:09 AM
To: Connie, Alanah GCPE:EX <Alanah.Connle@gov.bc.ca>
Subject: Re: Minister Osborne MNP Interview - Background

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Hi Alanah

Thanks very much for this background, it's super helpful.

Katie

Katie DeRosa
Legislative reporter
Vancouver Sun | The Province
Phone: 250-507-2660
kderosa@postmedia.com
Twitter: [katiederosayyj](https://twitter.com/katiederosayyj)

From: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Sent: Friday, April 5, 2024 8:43:52 AM
To: DeRosa, Katie <KDeRosa@postmedia.com>
Subject: Minister Osborne MNP Interview - Background

Hi Katie,

I wanted to send you some information on the MNP situation to give you some addition background:

- The ministry looked into these allegations.
- The claim that MNP was requesting a fee on grants they administer on behalf of the Ministry of Energy and Mines.
- EMLI is always happy to look at additional information, but this is our understanding based on the information we have.
- The company had applied for a number of different grants – some administered by MNP, some not.
- The conversation in question appeared to refer to grants **not** administered by MNP – and **not** the “ARC program” that the Opposition raised.
 - (The Commercial Vehicle Innovation Challenge, a stream of the Advanced Research and Commercialization (ARC) program)
- It appears that following the conclusion of the ARC grant process the Opposition raised, the company contacted a different branch of MNP and discussed ways MNP could be contracted to assist them in grant writing for grants not administered by MNP.
 - It’s our understanding that the conversation was about a grant offered by the BC Centre for Innovation in Clean Energy. We have confirmed with the Centre that none of their grants are administered by MNP.
- The company also appeared to seek support from MNP in relation to the BC Jobs

Manufacturing Fund and a federal grant called the Forest Innovation Program – neither of those are administered by MNP.

- MNP states they have not offered any application support for programs they run on our behalf: The consultation services they provide are only for grants administered by other organizations.
- Government requires MNP to have safeguards in place to ensure there is no conflict of interest in managing provincial grant process and it's always our expectation that those rules are followed.
- In addition, while the fee conversation was not related to a MNP administered grant, the Province has rules in place to prevent provincial grant dollars being used to for these consulting fees – because we know applicants sometimes hire outside help with grant writing and we want dollars going to support the projects we're funding.
- Lobbyist and consultant fees are ineligible for funding through the two provincial programs here: the Commercial Vehicle Innovation Challenge and the BC Jobs Manufacturing Fund.
- In other words, even if a consultant tried to charge such a fee to support a provincial grant application, it would be a breach of the agreement for a successful applicant to use the grant funding in that way.

If it's helpful, here's a shorter list of the grants:

- Administered by MNP
 - "ARC program" - the Commercial Vehicle Innovation Challenge, a stream of the Advanced Research and Commercialization (ARC) program
- NOT Administered by MNP
 - BC Centre for Innovation in Clean Energy
 - BC Jobs Manufacturing Fund
 - Federal Forest Innovation Program

Thank you,
Alanah

Alanah Connie

Communications Manager | Ministry of Energy, Mines and Low Carbon Innovation
Government Communications & Public Engagement
Office: 236.478.3459 | Mobile: 250.880.4935 | Email: Alanah.connie@gov.bc.ca
she/her

From: [Gosman, Nat EMLI:EX](#)
To: [Ianniciello, Christina EMLI:EX](#); [Cuddy, Andrew EMLI:EX](#); [Copeland, Alison GCPE:EX](#); [Connie, Alanah GCPE:EX](#); [Meehan, Patrick EMLI:EX](#); [Baskerville, Shannon EMLI:EX](#); [Clark, Nick EMLI:EX](#)
Subject: Re: MNP CIVC
Date: April 2, 2024 6:12:23 PM

Agreed, Christina.

s. 13

Nat

From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Date: Tuesday, April 2, 2024 at 6:00 PM
To: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>, Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>, Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>, Connie, Alanah GCPE:EX <Alanah.Connle@gov.bc.ca>, Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>, Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>, Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: Re: MNP CIVC

We don't have any more details from MNP on the CICE stream, as their interaction with Edison was brief. ^{s. 13} I think the main point is MNP cannot offer application support services on programs it administers on our behalf, i.e., it cannot offer support services on ARC or the CVIC stream under ARC.

From: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Sent: Tuesday, April 2, 2024 5:29 PM
To: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connle@gov.bc.ca>; Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: MNP CIVC

s. 13

From: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>
Sent: Tuesday, April 2, 2024 5:29 PM
To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: MNP CIVC

Can we please confirm with MNP what the stream was with CICE?

s. 13

Alison Copeland
Director, Issues Management
250-889-4031

From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Sent: Tuesday, April 2, 2024 5:08 PM
To: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: MNP CIVC

s. 13, s. 21

From: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>
Sent: Tuesday, April 2, 2024 4:55 PM
To: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: Re: MNP CIVC

s. 13, s. 21

Nat

From: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>
Date: Tuesday, April 2, 2024 at 4:44 PM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>, Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>, Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>, Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>,

Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>, Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>, Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>

Subject: RE: MNP CIVC

Have we received an answer about the other program discussed?

Alison Copeland
Director, Issues Management
250-889-4031

From: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>

Sent: Tuesday, April 2, 2024 4:37 PM

To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>

Subject: RE: MNP CIVC

Hi all,

We got the below response from Rob:

Okay. I mean there's a paper trail here from the company, with MNP documents, showing MNP wants a 20% "contingency fee" on any grants awarded in exchange for its help in applying --- except that MNP also administers the grant, and so decides who gets awarded the grant. That means MNP stands to make millions in contingency fees of public grant money, by approving the grants it administers to the companies it has consulting agreements for. Seems like a pretty clear conflict of interest to me, unless I'm missing something. All documented. Plus emails. Including on video with MNP consultants. So, that's what I'll be asking the minister about tomorrow.

I'd be interested to know:

- How much is BC paying MNP to administer the ARC and CVP programs?
- How much of the grant money has gone to MNP in "contingency fees" as a percentage of successful grants?
- How is it not a conflict for MNP to ask for % of the grant money in consulting on a grant it administers?

Could I get some support answering the additional questions that Rob plans on asking Minister tomorrow?

Thank you,
Alanah

From: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Sent: Tuesday, April 2, 2024 3:24 PM
To: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>
Cc: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: MNP CIVC

I'm happy with where this has landed.

Any other input? If not, I'm happy with this going to Shaw.

From: Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>
Sent: Tuesday, April 2, 2024 3:23 PM
To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>
Cc: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: MNP CIVC

- The ministry was made aware of the accusations and immediately investigated.
- MNP won a competitive process in 2020 to oversee the ARC program on behalf of government.
- As part of their business, MNP also provides consultation to assist companies seeking to apply for municipal and federal grants.
- MNP administers various programs on behalf of the Province and does not offer any application support for programs they run on our behalf, nor for any others they administer.
- It is our understanding that following the conclusion of the grant process in question, a company contacted a different branch of MNP and discussed ways MNP could be contracted to assist them in ^{s. 13} grant writing for programs not administered by MNP.
- Government requires MNP to have safeguards in place to ensure there is no conflict of interest in managing this specific grant process.
- Following what happened with this company, MNP has told us that they have updated their processes to make sure businesses have clearer information.

- The funding the opposition mentioned in Question Period is the Commercial Vehicle Innovation Challenge, or CVIC, which is a funding initiative to address technology gaps in the commercial vehicle sector support growth in British Columbia.
- The first CVIC funding call surpassed expectations regarding industry interest.

Alison Copeland
Director, Issues Management
250-889-4031

From: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Sent: Tuesday, April 2, 2024 3:16 PM
To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>
Cc: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: MNP CIVC

Unfortunately, CVIC doesn't have publicly released funded projects yet, or I'd have included them, but I added two bullets on what CVIC is:

s. 13

Any thoughts or input?

From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Sent: Tuesday, April 2, 2024 2:48 PM
To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>
Cc: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: MNP CIVC

Patrick, as mentioned, a correction on the 2nd bullet point:

- MNP won a competitive process in 2020 to oversee the ARC program on behalf of government, which had the CVIC stream added to it in 2021 from StrongerBC funding.

(we released a competitive RFP in Dec 2019 for the ARC program - won by MNP in 2020 The specialty CVIC stream was later added to the ARC program in 2021 from Stronger BC funding.)

From: Ianniciello, Christina EMLI:EX
Sent: Tuesday, April 2, 2024 2:37 PM
To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>
Cc: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: MNP CIVC

Yes, the rest looks good.

From: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Sent: Tuesday, April 2, 2024 2:35 PM
To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>
Cc: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Copeland, Alison GCPE:EX <Alison.Copeland@gov.bc.ca>
Subject: RE: MNP CIVC

Otherwise everything can work?

Alison is also working on some language, and we'll want to make sure we're fully accurate

From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>

Sent: Tuesday, April 2, 2024 2:35 PM

To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>

Cc: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>

Subject: RE: MNP CIVC

Hi Patrick, one suggested edit to the 4th bullet in the below:

From: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>

Sent: Tuesday, April 2, 2024 2:22 PM

To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>

Cc: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>

Subject: RE: MNP CIVC

Hey folks, I just connected with Andrew,

s. 13

I also got this from JEDI MO:

Further, government has met with Edison Motors several times, including JEDI connecting them with the Regional Manager for the North Coast in JEDI's Rural and Regional Development Unit. Regional

Managers provide economic development services free of charge to communities and businesses including:

- including:
 - Economic diversification and strategic planning
 - Wayfinding funding programs and economic development tools
 - Business retention and expansion activities
 - Land development, investment attraction and investor tours
 - Sector-specific development
 - Partnership development and convening economic-focused or labour-related groups

Edison Motors has also been connected with the Dean of Trades, First Nations Fine Arts & Workforce Training for Coast Mountain College

- B.C.'s Colleges work with employers in their areas to provide the trades training that local businesses need
- Local businesses can also provide apprenticeship placements for aspiring trades workers

From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>

Sent: Tuesday, April 2, 2024 1:23 PM

To: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>

Subject: RE: MNP CIVC

I can't recall, but let me ask the team

From: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>

Sent: Tuesday, April 2, 2024 1:21 PM

To: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>

Subject: Re: MNP CIVC

My understanding is we were unable to determine the other program, but confirmed it was not EMLI ARC or CIVC. Christina, please weigh-in if you have an update on this.

Nat

From: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>

Date: Tuesday, April 2, 2024 at 1:14 PM

To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>, Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>, Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>, Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>
Subject: RE: MNP CIVC

Thanks. What was the other program?

From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Sent: Tuesday, April 2, 2024 11:17 AM
To: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>; Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>
Subject: RE: MNP CIVC

Sorry Andrew, thought the follow-up had made its way back to you:

Edison had reached out to MNP's other consulting arm seeking support on an application to another program, not to ARC/CVIC. The email exchange they had for consulting services was for that other program, not ARC/CVIC.

Members of the MNP's Performance Improvement consulting practice have had conversations with Edison and were helping them with grants that are not administered by MNP (i.e., grants relating to capital infrastructure such as manufacturing plants and equipment). They were not aware of the social media posts or, given the separation of the Programs Management team, the status of Edison's application to CVIC or ARC.

For Edison specifically, it was an offer to support an application for a grant not administered by MNP - so it should've been clear to Edison that those services weren't being offered for our programs. MNP indicated it only supports companies in applying to grants where they can assist with the work the company is undertaking. MNP mentioned this is standard industry practice for business support consultants. MNP underscored that there is no standalone support from MNP in applying to grants of any type.

MNP prefers a fixed fee to support clients in applying to grants but as industry practice does include the "success fee" or "completion fee" approach, they will take this approach if the client requests it. However, any fee/cost to support the client's grant application is due immediately to MNP upon signing of the grant and is not allowed to be paid out of the grant – essentially the client must be able to afford the support regardless of the grant. Again, MNP mentioned this is a standard industry practice for business support consultants.

MNP emphasized that their programs team is specifically isolated from other areas of the firm to try and eliminate conflicts. MNP **does not** offer any application support for programs they run on our behalf (or any others they administer). Applicants aren't able to seek MNP support for ARC/CVIC/CVP applications. Due to this recent situation, they've implemented further a risk

management and conflict of interest measure that requires their consulting practice to reach out to the programs management team if they are engaging with a customer who might also be an applicant to an MNP-run program. But, again, the consulting services they offer at any time are not for programs that MNP runs on our behalf – they are for other programs.

Let me know if you need anything else.

From: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Sent: Tuesday, April 2, 2024 11:03 AM
To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>
Subject: RE: MNP CIVC
Importance: High

Need to know ASAP (within next 30 mins) what happened with this... It just came up in QP. What did MNP say?

From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Sent: Wednesday, February 28, 2024 3:46 PM
To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>
Cc: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: RE: MNP CIVC

Ok thanks. I will reach out to MNP, not sharing the screenshots, but just asking about their company's relationship and interactions with Edison Motors.

From: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Sent: Wednesday, February 28, 2024 3:42 PM
To: Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Cc: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: RE: MNP CIVC

s. 13, s. 21

Thanks!

From: Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>
Sent: Wednesday, February 28, 2024 3:33 PM
To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Cc: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: Re: MNP CIVC

Ok thx - good to get all the facts in order.

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From: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Sent: Wednesday, February 28, 2024 1:18:32 PM
To: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Baskerville, Shannon EMLI:EX <Shannon.Baskerville@gov.bc.ca>
Cc: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: RE: MNP CIVC

Definitely.

Shannon, to get you up to speed, I sat down with Edison Motors yesterday when they were in the Legislature. They indicated that they were frustrated that they had not been selected for CVIC funding, and that they felt it was weird that MNP had offered to, for \$300,000, develop their application for CVIC, and then they found out that MNP oversees the program. The MNP service was called a "success fee" to be more successful in application writing.

I asked for documents, and have received them. The dates of emails and program application don't line up, and I'm trying to clarify.

Right now, what I think may have happened was that MNP offered to help them develop applications for other grants, but not CVIC. I'm trying to get clarity on it.

At this point, ^{s. 13}
^{s. 13}

I'll let you know, but I'm still texting and trying to get clarity.

From: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>
Sent: Wednesday, February 28, 2024 11:57 AM
To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Cc: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: RE: MNP CIVC

We should loop Shannon into this exchange going forward.

Thanks,
Nat

From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Sent: Wednesday, February 28, 2024 11:42 AM
To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>
Cc: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: RE: MNP CIVC

Ok, I will stay tuned, thanks.

From: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>
Sent: Wednesday, February 28, 2024 11:39 AM
To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>
Cc: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: RE: MNP CIVC

I think it might be best to give it a few hours for me to get the engagement letter, so we have all our ducks together first.

From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Sent: Wednesday, February 28, 2024 11:39 AM
To: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>; Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>
Cc: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>
Subject: RE: MNP CIVC

It would be good to see the engagement letter, thanks.

The dates don't line up with their claim that this person from MNP proposed to support their

application to the MNP-managed program for a success fee given both of Edison's CIVIC and ARC applications were already in. I wonder if the engagement letter is about something else?

Regardless, is it ok if I reach out to MNP to ask them if ^{s. 19, s. 22} is employed with MNP (from this site it appears so: <https://www.mnp.ca/en/personnel/>^{s. 19, s. 22} , and what their interactions with Edison Motors has been)?

From: Meehan, Patrick EMLI:EX <Patrick.Meehan@gov.bc.ca>

Sent: Wednesday, February 28, 2024 11:30 AM

To: Gosman, Nat EMLI:EX <Nathaniel.Gosman@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>

Cc: Cuddy, Andrew EMLI:EX <Andrew.Cuddy@gov.bc.ca>

Subject: MNP CIVC

I got these screenshots from Chase at Edison.

There's an engagement doc in there, and the dates are a bit weird, so I'm not sure how clear this is. I asked him to send over the engagement doc that's in the one email as well.

Let me know if I should ask for anything else.

From: [Connie, Alanah GCPE:EX](#)
To: [Clark, Nick EMLI:EX](#); [Ross, Hanna EMLI:EX](#)
Subject: RE: Shaw Follow up - Edison
Date: April 5, 2024 11:19:11 AM

Thank you!!

-Alanah

From: Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Sent: Friday, April 5, 2024 11:19 AM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>
Subject: RE: Shaw Follow up - Edison

Hi Alanah,

Bullets below

- The Ministry issued a competitive request for proposals to administer the ARC program in late 2019. The request for proposals was publicly available on the BC bid website.
- MNP was the successful applicant to the proposal process and was awarded the contract in early 2020 to oversee the ARC program on behalf of government.

Thanks,
Nick

From: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Sent: Friday, April 5, 2024 11:12 AM
To: Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: Shaw Follow up - Edison
Importance: High

Hi Hanna and Nick,

Minister just gave an interview on this, and I've been asked for some bullets on how MNP was selected to run the program? Do you have any quick and dirty bullets on the process of how an administrator is selected to run government programs? I'm guessing it's a formal bid process?

Sorry for the rush but hoping to get this as soon as possible.

Thanks so much,
Alanah

From: Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>
Sent: Thursday, April 4, 2024 11:29 AM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Subject: RE: Shaw Follow up - Edison

One sec – I just need to jump off a meeting I'm in

From: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Sent: Thursday, April 4, 2024 11:29 AM
To: Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Cc: Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: Shaw Follow up - Edison

Thanks so much Hanna! I'm going to give you a quick call.

-Alanah

From: Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>
Sent: Thursday, April 4, 2024 11:27 AM
To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>; Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Cc: Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>
Subject: RE: Shaw Follow up - Edison

Hi Alanah – I can't speak to the section about the Regional Managers. But for the first paragraph, revisions below and highlighted. Please note that that Edison was not approved for funding under the Commercial Vehicle Innovation Challenge (CVIC) which is under the ARC program. ^{s. 13}
s. 13

s. 13 s. 13, s. 21

s. 13, s. 21

The Commercial Vehicle Innovation Challenge (CVIC), launched under the CleanBC Go Electric Advanced Research and Commercialization (ARC) program, is a funding initiative to address technology gaps in the commercial vehicle sector, support growth in British Columbia's (B.C.'s) zero-emission vehicle (ZEV) industry and create jobs through B.C. innovation. CVIC will support commercial ZEV projects that are already in development to help expedite their deployment into the market. The program is oversubscribed. The program's delivery agent – MNP LLP – who manages the program on behalf of the Province, met with Edison Motors on the application submitted to CVIC and

discussed improvements that can be made for future funding streams. In addition, staff from the Ministry of Energy, Mines and Low Carbon Innovation (EMLI) have met Edison Motors many times to discuss funding opportunities.

The staff from Ministry of Jobs, Economic Development and Innovation (JEDI) has met with Edison Motors several times and has connected them with the Regional Manager for the North Coast in JEDI's Rural and Regional Development Unit.

Regional Managers provide economic development services free of charge to communities and businesses including:

- Economic diversification and strategic planning
- Wayfinding funding programs and economic development tools
- Business retention and expansion activities
- Land development, investment attraction and investor tours
- Sector-specific development
- Partnership development and convening economic-focused or labour-related groups

From: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>

Sent: Thursday, April 4, 2024 11:10 AM

To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>

Cc: Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>

Subject: RE: Shaw Follow up - Edison

That would be great thank you Christina!

Hanna and Nick, any support you can provide is greatly appreciated.

Thanks again,
Alanah

From: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>

Sent: Thursday, April 4, 2024 11:09 AM

To: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>

Cc: Ross, Hanna EMLI:EX <Hanna.Ross@gov.bc.ca>; Clark, Nick EMLI:EX <Nick.Clark@gov.bc.ca>

Subject: RE: Shaw Follow up - Edison

Hi Alanah, I'm going to loop in Hanna and Nick to help with reviewing the bullet points below. Program staff did already meet with Edison to provide them with feedback on their application, so rather than Minister suggesting that Edison reach back out to the Ministry, MJO could instead indicate that those meetings already happened (with MNP program staff).

Christina

From: Connie, Alanah GCPE:EX <Alanah.Connie@gov.bc.ca>
Sent: Thursday, April 4, 2024 11:06 AM
To: Ianniciello, Christina EMLI:EX <Christina.Ianniciello@gov.bc.ca>
Subject: Shaw Follow up - Edison
Importance: High

Hi Chrsitina,

Minister was scrummed today on the MNP issues, the reporter pushed more on Edison and asked why they did not receive funding. Can you review by response below and let me know if you have any flags or anything else to add?

Thank you!
Alanah

The CleanBC Go Electric Advanced Research and Commercialization (ARC) Program is designed to support the development of companies operating in the zero-emission vehicle (ZEV) sector, and to encourage international investment in the ZEV sector in British Columbia. The program is oversubscribed, and the province encourages all unsuccessful applicants to reach out to ministry staff to discuss their application and improvements that can be made for future funding streams.

The staff from Ministry of Jobs, Economic Development and Innovation (JEDI) has met with Edison Motors several times and has connected them with the Regional Manager for the North Coast in JEDI's Rural and Regional Development Unit.

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- Land development, investment attraction and investor tours
- Sector-specific development
- Partnership development and convening economic-focused or labour-related groups

Alanah Connie

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she/her