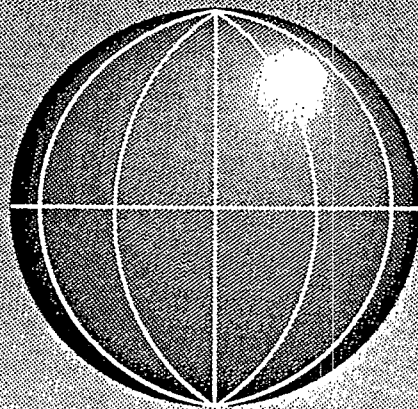
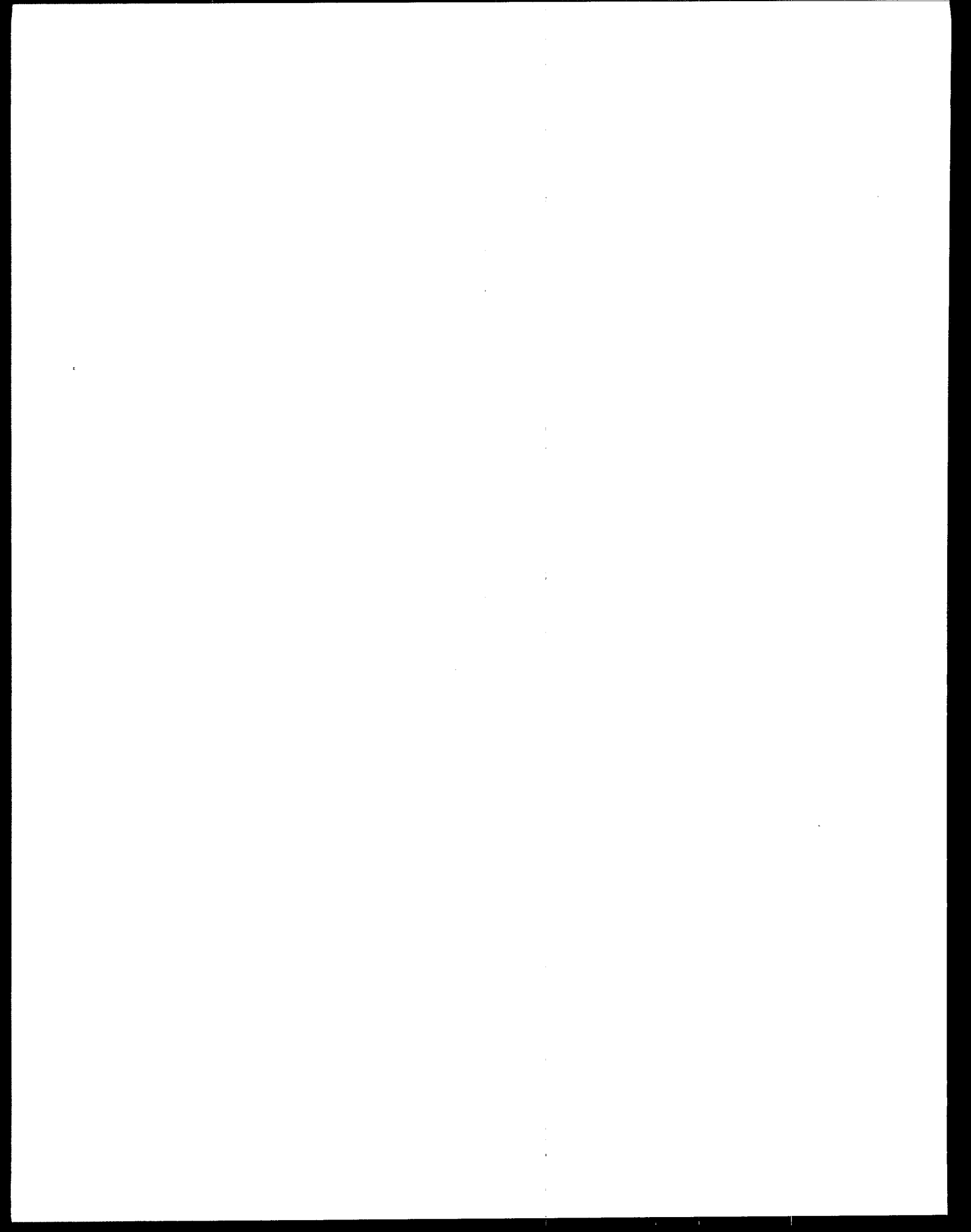




# Environmental Technology Initiative:

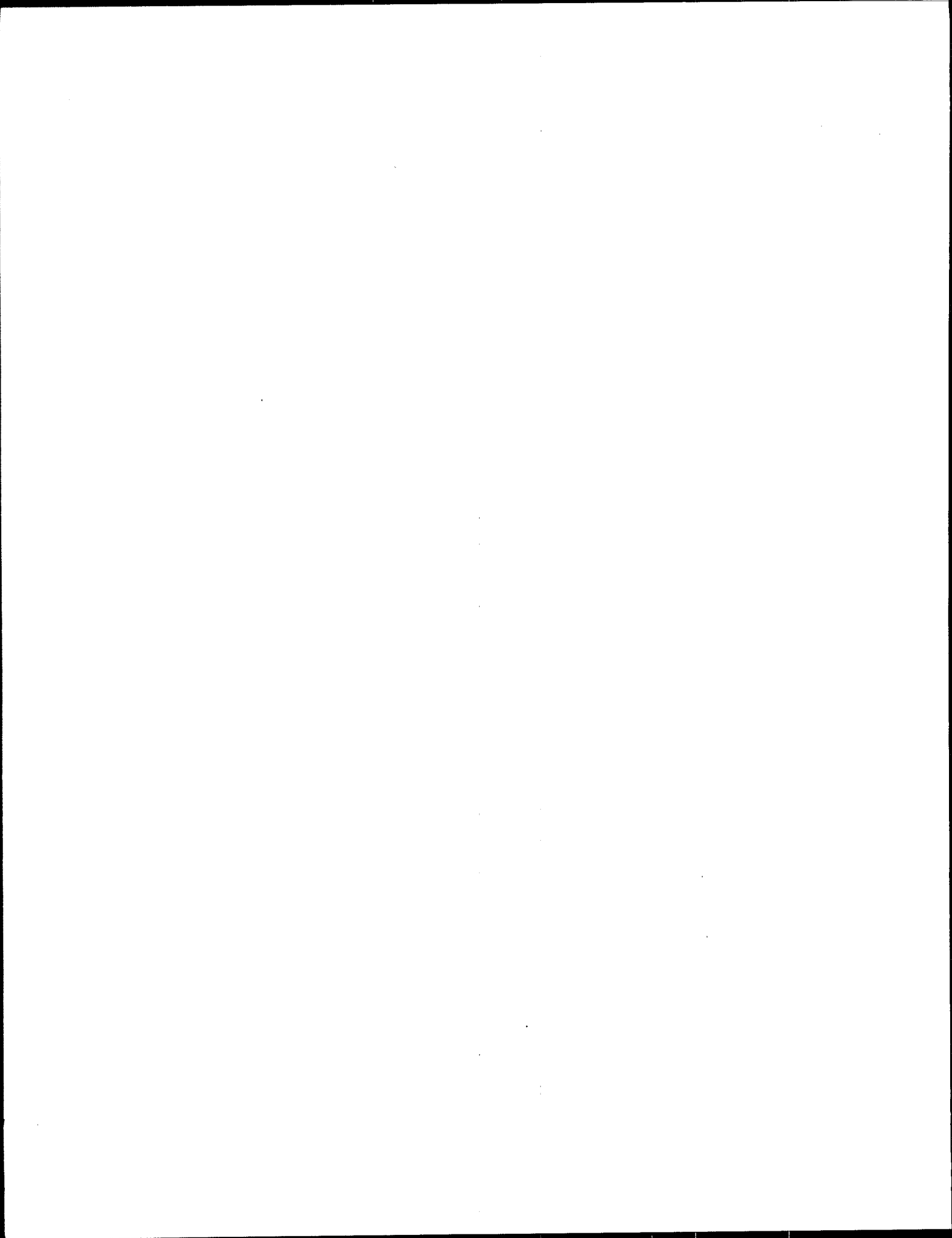
**Program Solicitation  
Package FY 1995**







Environmental Technology Initiative





UNITED STATES ENVIRONMENTAL PROTECTION AGENCY  
WASHINGTON, D.C. 20460

JUL 8 1994

THE ADMINISTRATOR

Dear Federal, State, and Tribal Colleagues:

I am pleased to send you the Fiscal Year 1995 Environmental Technology Initiative request for proposals. We invite your participation and partnership in carrying out this important new program.

The President's Environmental Technology Initiative (ETI) was announced by President Clinton in his State of the Union address on February 17, 1993. ETI is rooted in the President's commitment to the proposition that economic development and environmental protection go hand in hand. Its goal is to spur the development and use of innovative environmental technologies to protect the environment and enhance the competitiveness of the U.S. environmental technology industry. By promoting the development and use of environmental technologies, we can both strengthen our economy and improve environmental quality at home and abroad.

The Environmental Protection Agency (EPA), Federal Agencies, States and Tribes are in a unique position to support environmental technology innovation because our legislative authorities and environmental management responsibilities often drive the demand for environmental technologies, goods and services. Working together through this program, we can create a regulatory atmosphere that nurtures innovation, creates jobs and protects the environment.

I look forward to working with you in this vitally important endeavor.

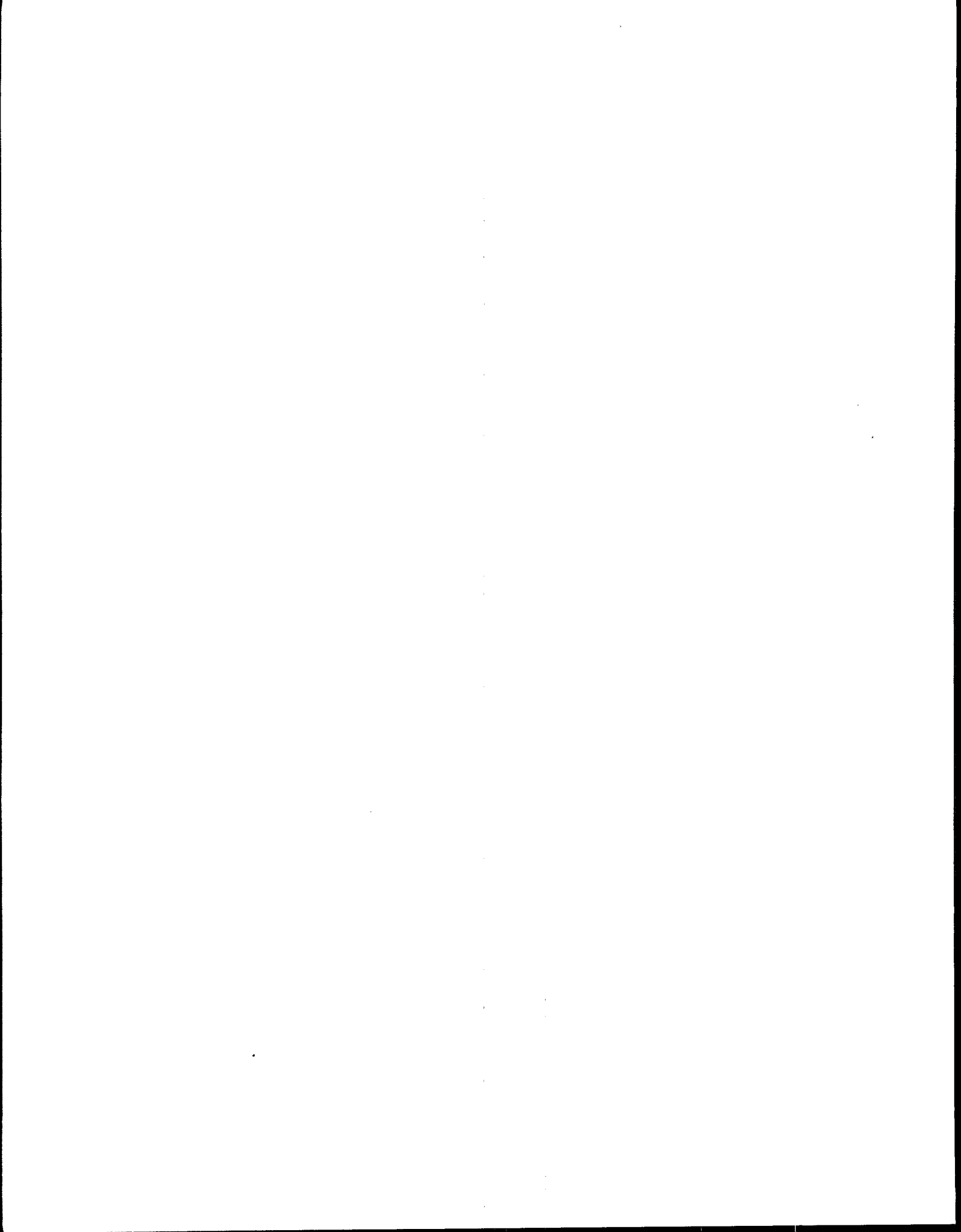
Sincerely,

  
Carol M. Browner

Enclosure



Recycled/Recyclable  
Printed with Soy/Canola Ink on paper that  
contains at least 50% recycled fiber



---

## CONTENTS

1.	INTRODUCTION .....	1
2.	THE FY95 ENVIRONMENTAL TECHNOLOGY INITIATIVE PROGRAM ...	3
3.	TOPIC DESCRIPTIONS, FOCUS AREAS AND SPECIFIC SELECTION CRITERIA .....	6
A.	Policy Framework .....	6
A.1	FY95 Focus Areas .....	6
A.2	Specific Selection Criteria .....	8
B.	Innovation Capacity .....	9
B.1	FY95 Focus Areas .....	9
B.2	Specific Selection Criteria .....	11
C.	Environmental Technologies .....	11
C.1	FY95 Focus Areas .....	11
C.2	Specific Selection Criteria .....	13
D.	Pollution Prevention Technologies .....	14
D.1	FY95 Focus Areas .....	14
D.2	Specific Selection Criteria .....	15
E.	Domestic Diffusion .....	16
E.1	FY95 Focus Areas .....	16
E.2	Specific Selection Criteria .....	16
F.	International Diffusion .....	17
F.1	FY95 Focus Areas .....	17
F.2	Specific Selection Criteria .....	18
4.	GENERAL PROJECT EVALUATION CRITERIA .....	19
A.	Eligibility Criteria .....	19
B.	"Good Project" Criteria .....	20
C.	Action Orientation .....	20
D.	Partnerships .....	21
E.	Leveraging of Other Funds .....	22
F.	Relationship to the Common Sense Initiative .....	22
5.	THE SELECTION PROCESS .....	23
6.	PROPOSAL FORMATTING AND CONTENT INSTRUCTIONS .....	24
A.	Cover Sheet Instructions .....	24
B.	General Formatting Instructions .....	25
C.	Proposal Content .....	26
D.	Proposal Submission .....	28
7.	APPENDICES .....	30

---

1. The first part of the document is a list of names and addresses of the members of the committee.

2. The second part of the document is a list of the names and addresses of the members of the committee.

3. The third part of the document is a list of the names and addresses of the members of the committee.

4. The fourth part of the document is a list of the names and addresses of the members of the committee.

5. The fifth part of the document is a list of the names and addresses of the members of the committee.

6. The sixth part of the document is a list of the names and addresses of the members of the committee.

7. The seventh part of the document is a list of the names and addresses of the members of the committee.

8. The eighth part of the document is a list of the names and addresses of the members of the committee.

9. The ninth part of the document is a list of the names and addresses of the members of the committee.

10. The tenth part of the document is a list of the names and addresses of the members of the committee.

11. The eleventh part of the document is a list of the names and addresses of the members of the committee.

12. The twelfth part of the document is a list of the names and addresses of the members of the committee.



---

## 1. INTRODUCTION

In his first State of the Union address on February 17, 1993, President Clinton outlined a new Environmental Technology Initiative (ETI) to accelerate environmental protection, strengthen America's industrial base, and increase exports of U.S. technologies and expertise.

The ETI is an integral part of the Administration's broad new technology policy which is outlined in "Technology for America's Economic Growth: A New Direction to Build Economic Strength". This government-wide policy recognizes that industry is the primary creator of new technology and the main engine of sustained economic growth. It assigns the federal government a catalytic role in promoting the development of new technologies across a range of sectors including semi-conductors, transportation, environmental management, information technology, cleaner industrial technologies that prevent pollution, monitoring and instrumentation, advanced manufacturing and environmental technologies, as well as converting defense technologies to civilian applications. The ETI addresses all of the above sectors that are concerned with environmental protection.

The Congress is also addressing this important area. The Senate recently passed the National Environmental Technology Act, which contains much that the President articulated to be the role of ETI. The House has similar legislation before it and final legislation is expected this year. In anticipation of these legislative actions and in support of the President's request, the Congress appropriated \$36 million for ETI in FY94 and is now considering a request for \$80 million in FY95. This FY95 ETI solicitation package is tendered in anticipation of the passage of such an appropriation. In order to build innovation partnerships across the government, the FY94 Appropriation Bill stipulated that the Environmental Protection Agency was to pass through substantial funds to other federal agencies, although these were to constitute no more than 50 percent of the appropriation. This stipulation is expected to be continued in the FY95 legislation.

Under the direction of Administrator Carol Browner, the United States Environmental Protection Agency's Innovative Technology Council (ITC) has developed the Agency's program in response to the President's new initiative. The ITC is an internal EPA committee whose mission is to promote cross-agency approaches to stimulate and accelerate the development of innovative environmental technologies. In developing strategic and programmatic options, the ITC has recognized the importance of technological innovation to the Agency's environmental protection mission. The continuing expansion of world population and economic activity highlights the need for more cost-effective environmental technologies to protect public health and sustain viable ecosystems at an affordable cost.

---

The Council believes that EPA, as the nation's primary environmental protection organization, is in a unique position to stimulate the development and commercialization of new environmental technologies by cultivating a regulatory climate that is conducive to innovation and providing incentives as policy and regulatory programs are developed or revised. The ITC also recognizes that a strengthened domestic environmental technology industry will enhance U.S. export capacity and multiply the tools available for environmental protection both at home and abroad.

In January 1994, EPA published two Environmental Technology Initiative documents, the FY94 Program Plan, and the draft Technology Innovative Strategy. (Copies of these documents are available from the Superintendent of Documents. See order form at the end of this solicitation.) The FY 94 Program Plan describes 73 projects selected by the ITC to begin the President's program and requests that others working in these areas contact the identified project managers to begin building innovation partnerships across all sectors. Most FY94 projects have at least one partner; more than 45 percent of the funds for this year are being deployed through other federal and state agencies.

The draft Technology Innovation Strategy, lays out four strategic objectives and five operating principles designed to accomplish the Initiative's goals.

#### A. Objectives

- o Adapt EPA's policy, regulatory and compliance framework to promote innovation
- o Strengthen the capacity of technology developers and users to succeed in environmental technology innovation
- o Strategically invest EPA funds in the development and commercialization of promising new technologies
- o Accelerate the diffusion of innovative technologies at home and abroad

#### B. Operating Principles

- o Maximum consultation with stakeholders - continuing dialogue intended to improve EPA's strategy, programs and their implementation
- o Coordination with federal, state, tribal, and local agencies - government partners will offer their respective talents, expertise and perspectives

- 
- o Partnership and collaboration with the private sector and academia - convening public-private partnerships to target research and development, testing and demonstration, and the need for government policy change
  - o Cleaner technology not just control technology - the best environmental solutions involve changes in production processes, feedstocks and product design
  - o Measuring progress along the way - development and use of indicators and tools to benchmark EPA's progress

"Environmental technologies" include technologies, goods, and services whose development is triggered primarily by environmental improvement objectives. Sometimes referred to as "dark green" technologies, these include: products and services to monitor and assess pollutant releases and exposure levels; innovative technologies which prevent pollution, control air and water pollution levels, and remediate contaminated soil and ground water; and, manage environmental data. The solicitation also addresses "light green" technologies that are developed primarily for non-environmental reasons; those technologies can have indirect, but important consequences for improving environmental quality. An example would be local area computer networks designed to enhance office communication, but which also reduce paper use.

## **2. THE FY95 ENVIRONMENTAL TECHNOLOGY INITIATIVE PROGRAM**

Congress is now considering the President's request for \$80 million to fund ETI in FY95. If funded at this level, ETI will use approximately \$20 million to fund a series of innovative technology projects in the National Action Plan for Global Climate Change. *This work will be carried out through agreements and programs outlined in that plan and is not a part of this solicitation.* In addition, approximately \$5 million will be set aside to directly assist in the private sector commercialization of successful technology projects which have completed Phase 1 and Phase 2 of the Small Business Innovative Research (SBIR) program. Approximately \$5 million will be reserved to sponsor a competitive innovative technology project solicitation from the non-profit sector, including universities. *Separate solicitations for the latter two categories are expected to be published in the Commerce Business Daily by November 1994. These project areas are not the subject of this solicitation and persons or organizations submitting proposals through this solicitation in these areas will not be considered.* Proposals for these areas will only be considered after the publication of the separate solicitations; no proposal submitted beforehand will be kept on file.

---

This solicitation package is directly addressed to states, tribes, and federal agencies *only*, and requests project proposals on the specific subject areas outlined. (Please read the Eligibility Criteria section found on page 19 with particular care). *Proposals pursuant to this solicitation will be accepted through Wednesday, September 21, 1994. Award decisions are expected to be made by the end of the calendar year.* If funded at the level requested by the President, approximately \$50 million in innovative technology projects will be funded through this solicitation, up to half of which will go to federal agencies (other than EPA), states and/or Tribes. These entities may in turn pass portions of ETI funds on to their partners, grantees, or contractors in accordance with the specifications set out in Section 4 under "Partnerships". Although municipalities, and private (for- and non-profit) entities are not being directly solicited in this package, they are encouraged to form partnerships with those organizations who are eligible to submit proposals under this solicitation. Through partnership formation, local governments and private sector entities may have indirect access to this portion of ETI funding; thus, the approximately \$5 million available for each of the SBIR and non-profit solicitations should be viewed as a minimum amount available to the private and non-profit sectors respectively.

The Agency has structured its FY95 ETI project selection process to conform to the strategic objectives contained in the *Draft Technology Innovation Strategy*. This has resulted in the formulation of six topic areas with the following objectives (please refer to the draft Strategy document for more detail on these objectives):

A. Policy Framework

Objective #1: Adapt EPA's policy, regulatory and compliance framework to promote innovation.

B. Innovation Capacity

Objective #2: Strengthen the capacity of technology developers and users to succeed in environmental innovation.

C. Environmental Technologies

Objective #3: Strategically invest EPA funds in the development and commercialization of promising new environmental monitoring, control and remediation technologies.

D. Pollution Prevention Technologies

Objective #3: Strategically invest EPA funds in the development and commercialization of promising new pollution prevention technologies.

---

## E. Domestic Diffusion

Objective #4: Accelerate the diffusion of innovative technologies at home.

## F. International Diffusion

Objective #4: Accelerate the diffusion of innovative technologies abroad.

Projects submitted under all topic areas will be evaluated according to their ability to fulfill the President's environmental technology goals. Given that Fiscal Year 1995 resources are limited, however, EPA will place special emphasis on three of topic areas and particularly welcomes submissions in these areas.

First, EPA will be responsive to the large set of public comments on the *Technology Innovation Strategy* requesting that the Agency emphasize topic areas A (Policy Framework) and B (Innovation Capacity). This is also consistent with the principle that EPA and state environmental policy frameworks both drive the demand for environmental technology and (at the same time) pose barriers to the development and use of innovative technology.

Second, in his first State of the Union address in February, 1993, President Clinton proposed the Environmental Technology Initiative to "develop more advanced environmental systems and increase exports of green technologies." Given his emphasis on exports and associated job creation, as well as EPA's role with the Department of Commerce (and other agencies) in implementing the nation's first federal environmental technology export strategy (see *Environmental Technology Exports: Strategic Framework for U.S. Leadership*, November, 1993), the EPA will also place a high priority on projects that support topic area F (International Diffusion).

Award of project funds in these priority areas will of course, depend on the quality and appropriateness of the proposals received in all topic areas.

These topic areas are supported by committees comprised of EPA staff from all parts of the Agency, and representatives of the Departments of Defense, Commerce, Energy, Interior, Agriculture, the National Science Foundation, the Agency for International Development, and the Small Business Administration. Beginning in April 1994, each committee met to define areas of concentration for FY95 within the scope of the Strategy's objectives. This process was augmented by public comment received after publication of the Strategy in January and through three public meetings. These discussions resulted in the development of focus areas for each topic and specific evaluation criteria for each committee, as well as general project evaluation criteria. Organizations wishing to propose projects for funding under any topic should carefully review the focus areas and criteria contained in each programmatic discussion, as well as the general criteria for the entire ETI program described in the following sections of this document.

---

The following sections lay out (1) the general objectives of each topic, specific focus areas selected for emphasis in FY95, and the selection criteria that will be used to choose projects for funding; (2) the general project evaluation criteria; (3) a general description of the project selection process; and (4) the requirements for submitting a proposal. It must be emphasized that for this solicitation, the selection criteria (other than basic eligibility) are not considered absolute or pass/fail criteria, but are presented to inform the applicant on those areas that the committee wishes to see emphasized in the topic area.

### **3. TOPIC DESCRIPTIONS, FOCUS AREAS AND SPECIFIC SELECTION CRITERIA**

#### **A. Policy Framework**

This topic includes (a) strengthening incentives for the development and use of innovative environmental technologies within the regulatory, permitting, compliance, and enforcement programs at all levels of government and (b) identifying and reducing barriers to innovation in these programs, where this is consistent with uncompromising environmental protection. The topic area will address unintended barriers to the development and use of environmental technologies in all aspects of the environmental policy framework within the domain of EPA and its state and tribal partners. Aspects to be addressed include: legislation, regulatory development processes, regulations and their alternatives, and implementation mechanisms (e.g., permitting and compliance policies and programs, monitoring methods certifications, personnel support systems [including performance systems, training, technical assistance and information]). This topic area will address all environmental media and will emphasize program enhancements and pilot projects over analytic studies.

#### **A.1 FY95 Focus Areas**

##### **1. Improvement of EPA's Regulatory Programs**

This focus area defines EPA's regulatory programs in the broadest sense, from legislation through compliance and enforcement. Projects selected in this area will address EPA's regulatory programs in order to identify and enhance incentives for the development and use of innovative technologies; to minimize barriers to the development and use of such technologies; and to incorporate provisions into new and existing regulations and programs that maximize flexibility and widen the range of technologies accepted for use. Special attention will be given to the use of market-based instruments for creating flexibility and incentives to innovate. Because this focus area is so broad and is the topic area's primary focus, it is broken into three sub-areas:

---

a. Program design and operation

This sub-area focuses on improving the design and operation of EPA's regulatory programs. Types of projects falling under this sub-area include: making the form of environmental standards more conducive to innovative technologies; addressing other regulatory design issues, including scope, applicability and compliance periods and how they affect technology innovation; and improving regulatory procedures and schedules in order to increase the certainty and predictability associated with technology innovation. New regulatory approaches will be sought, analyzed and piloted within this area. Policy, guidance and their interpretation fall into this area.

b. Permit/approval/review processes

This sub-area focuses on streamlining and expediting permit/approval/review processes and making them more supportive of the use of innovative technologies. Types of projects include: developing and implementing specialized permit policies and processes for innovative technology R&D, testing, and evaluation; increasing flexibility across all media and all levels of government in permitting and approval processes for control, remediation, prevention and monitoring technologies; developing a system of incentives to encourage prospective users to select, and permit writers to approve, innovative technologies; and piloting the concept of a Permitting Reinvention Laboratory consisting of experienced permit writers from EPA and state or tribal environmental agencies to facilitate and expedite permits and approvals for innovative technologies.

c. Enforcement

This sub-area focuses on making EPA's enforcement practices more amenable to innovative technologies. Types of projects include: developing approaches that better address uncertainties about the performance of innovative technologies; reducing some of the more punitive consequences of violating permit conditions when innovations are being applied; strengthening efforts to design multi-media approaches to compliance inspections, encouraging facilities to consider innovative approaches for achieving compliance; and identifying opportunities to use the settlement process in a way that provides defendants with an incentive to correct violations through an innovative approach (e.g., by allowing more time to install an innovative technology), while also ensuring protection of public health and the environment.

2. Improvement of Incentives for Voluntary Action

This focus area addresses EPA's voluntary programs in order to identify features that can successfully create incentives for voluntary action to develop innovative technologies, and to expand the use of those features in existing and new voluntary programs. This focus

---

area also addresses ways to promote voluntary actions on the part of unregulated sources, as well as sources that are regulated but already meeting all applicable requirements. Another possible effort is to find and break down barriers to voluntary action by all sources.

3. Improved Collaboration and Coordination With Federal, State, Tribal, and Local Environmental Co-Regulators

This focus area is to be interpreted broadly. It will include projects that provide technical and financial support to federal, state, tribal and local co-regulators for the enhancement of incentives for and the removal of barriers to the development and use of innovative technologies. It will also include projects that involve working with environmental co-regulators to promote coordination across all levels of government.

4. Stakeholder Feedback

Under this focus area, stakeholders will be solicited as part of an ongoing process to obtain their feedback on priority issues and/or the success of initiatives taken in projects funded under this topic area. Stakeholder feedback will also be solicited for the purpose of identifying additional opportunities to adapt the current policy framework so as to better promote innovation, and where appropriate, to improve that framework through new legislation. This focus area will include evaluations relating to interests identified by stakeholders.

**A.2 Specific Selection Criteria**

1. Complementary Nature of the Project

Does the project advance other goals and activities of ETI? For example, does it complement other focus areas identified within ETI or ETI projects funded in FY 1994? Does the project complement current legislative initiatives or significantly strengthen EPA's ability to meet existing statutory or regulatory goals? Does the project advance priority EPA initiatives (e.g., risk reduction, pollution prevention, National Performance Review recommendations, [such as permit SWAT teams], environmental justice, environmental exports? Does it advance other Administration, federal agency, or outside group initiatives?

2. Extent of Impact

Is there broad applicability to the project's results (i.e., across levels of government, across different states, across media) or does the project make a major impact in one particular area? Is the problem being addressed clearly defined?



---

### **3. Ability to Produce Needed Results**

Does the project address a special target of opportunity? Are all aspects of the problem well thought out? Will the project produce measurable, visible results in an expeditious time-frame? (The topic area seeks projects that will yield an appropriate mix of short-term and long-term results.) Action projects will be emphasized over studies. Do project participants have the authority to implement programmatic changes?

### **4. Reduction of Barriers or Creation of Incentives**

Does the project reduce uncertainty, improve flexibility, speed timing, diminish restraints on innovation, enhance cost-effectiveness, address liability constraints, address technology lock-in, and/or increase consistency?

## **B. Innovation Capacity**

The goal of this topic area is to assist, or catalyze, environmental technology development and commercialization efforts by (a) establishing programs to standardize testing protocols and verify the cost and performance of innovative technologies; (b) providing technology test beds, analytical tools, and technical and procedural support; (c) working jointly with organizations in the public and private sectors to identify and address non-regulatory sources of market inefficiency and failure in the environmental technology sector; (d) catalyzing the efforts of many organizations by convening partnerships; (e) developing and communicating timely information about high priority environmental technology gaps.

### **B.1 FY95 Focus Areas**

#### **1. Improve System for Verifying Performance of Environmental Technologies, Including Development of Standardized Protocols and Piloting Verification Program Alternatives.**

This focus area supports the development and commercialization of innovative environmental technologies by assisting technology developers to generate credible performance data about their technologies without which permitting and marketing is extremely difficult. Standardization of testing protocols to ensure the acceptability, quality, comparability, and transferability of performance data; piloting of programmatic concepts for environmental technology verification programs; and expanding efforts to collect, review, format, and report credible data on technology performance and cost are included in this area.

#### **2. Support Environmental Technology Test Facilities, Including Private Sector Use of Federal Laboratories and Test Sites.**

---

This focus area supports the establishment and operation of facilities at which innovative technologies may undergo performance testing. Such facilities enable testing across the full range of operating parameters for one or more classes of environmental technologies, while assuring that the environment is protected during and after testing. The establishment of procedures and criteria for the use by EPA and other government laboratories to test and evaluate environmental technologies developed by outside organizations is included in this area.

3. Assist the Innovation Activities of Technology Developers with Business Planning and Technical Support.

This focus area supports innovators by providing services that are particularly needed by smaller technology developers. These innovation-related services may include business planning, scientific and engineering support, information about regulations, legal, procedural, and administrative processes, help in locating places to test and evaluate the performance of technologies, and help in assessing market opportunities.

4. Convene and Support Government/Industry Partnerships to Improve the Capacity to Innovate in Specific Industry Sectors.

Activities to support these partnerships include promotion of dialogue, characterization of the industry, and identification of opportunities. Establish and support broad-based partnerships involving government, industry, and non-profit organizations to (1) evaluate alternatives for improving environmental management technologies and practices and (2) collaborate in the development, commercialization, and diffusion of innovative technologies and techniques for environmental management. Projects will closely examine pollution prevention opportunities by assisting industry sectors incorporate environmental considerations into the design and redesign of products, processes, and technical and management systems.

5. Develop Infrastructure and Tools to Overcome Non-Regulatory Barriers to Innovation, including:

- Environmental technology gaps analysis
- Life cycle analysis
- Financial mechanisms
- Voluntary standards (including international)
- "Futures" for recycled products

This focus area supports the development and refinement of tools for evaluating and selecting among potential technology R&D opportunities, particularly those that integrate environmental and productivity decisions. It also supports work on identifying government policies outside of EPA's jurisdiction where changes might provide incentives or reduce

---

barriers to environmentally beneficial technological innovation, such as tax policies, accounting policies, and codes and practices. Further, this focus area supports efforts to increase EPA's understanding of the businesses that provide the products and services used for environmental protection purposes and the constraints under which they operate.

## **B.2 Specific Selection Criteria**

A number of evaluation criteria are similar or identical across all of the ETI topic areas. These include: supporting a particular objective in EPA's Technology Innovation Strategy (in this case, Objective #2), measurability of results, and impact on environmental improvement, development of partnerships and leveraging of funds. This program has identified two additional pertinent selection criteria. These are:

1. **Project Emphasis**

Supports pollution prevention, small business, or small communities.

2. **Sustainability**

Is the project designed to be self-sustaining after ETI funds are expended?

## **C. Environmental Technologies**

The Environmental Technology topic area seeks to strategically support all types of environmental technology, other than pollution prevention, including monitoring, control, and remediation technologies that can benefit from government funds to more rapidly enter the commercial market.

### **C.1 FY95 Focus Areas**

This topic area has four major concentrations, which have been subdivided into technology categories that are of particular interest in this fiscal year. Applicants must limit themselves exclusively to these categories.

1. **Monitoring Systems (including supporting, software, hardware and statistics).**

Because of its ongoing need to assess environmental parameters, determine emission constituents and rates, and enforce environmental standards, the EPA is particularly interested in improving the state of the art of monitoring. The following areas are of interest:

- Continuous monitoring systems of all types
- Area-wide systems

- 
- Environmental concentration and exposure
  - Classification/indicator
  - Miniaturization of measurement devices
  - Lab/field measurement technology (including food contaminants and pesticides)

## 2. Municipal Control Technology.

This focus area supports municipal governments in improving the technology used in environmental infrastructure, both in terms of its efficacy and its costs. Although particularly concerned with systems for small communities, the focus area embraces all innovation for the following areas:

- Drinking water systems
- Recycling systems
- Wastewater systems
- Landfill methane control
- Sludge disposal/use
- Incinerator monitoring

## 3. Industrial Control Technology.

EPA has committed itself to pursuing pollution prevention as the primary form of industrial pollution control. The majority of projects in this area, therefore, are expected to be funded through the pollution prevention technologies topic area (see below). Some forms of innovative industrial air and water pollution control technologies remain of particular interest, however:

- Particulate control
- Indoor air
- NO<sub>x</sub> control
- Biomass combustion systems
- Air toxics
- Non-point sources

## 4. Remediation Technology.

This focus area is targeting in two areas of remediation technology:

- In-situ subsurface treatment
- Biotechnology

---

## C.2 Specific Selection Criteria

In evaluating the potential for success of technology innovation, the first criteria, and frequently the most difficult to assess, is technical feasibility. Applicants should make demonstration of technical efficacy their first priority within the constraints of the proposal format found below. Reviewers may contact applicants to seek further information at any point in the evaluation process.

In addition to technical feasibility, the topic area seeks the following attributes in selecting projects:

1. Substantial Advance in Performance or Cost Savings Over Conventional Technology

ETI seeks to strategically support innovation that advances the state of environmental protection or lowers the cost of conventional technologies or approaches or both.

2. Low Cost and/or Low Maintenance Technologies

This project criteria is important to achieving the ETI goal of increasing the export of American technologies and to the topic areas's goal of assisting municipal governments, particularly small communities. Many environmental problems exist not because there is no available technology, but because that technology is too costly or difficult to maintain. Low cost/low maintenance technologies are needed both here and abroad to foster rapid improvement to the environment and to protect the most basic of public health needs.

3. Multi-media, Multi-pollutant, and/or Multi-industry or Sector Technologies

The ETI program is interested in multi-functional technologies; e.g. technologies that reduce pollutant loads to both air and land, monitor numerous pollutants simultaneously, or are transferable to a wide variety of industry or municipal uses. These include adaption of technologies developed for other industries to the environmental sector.

4. Ready for the Later Stages of Development

While the ETI program intends to be open to breakthrough technologies at all stages of development, it is particularly interested in those technologies that are in the later stages of development.

5. Identification and Participation of Potential or Actual Customer

As stated in Section 4, ETI has, as one of its major objectives, the formation of public/private partnerships. In addition to partnerships, however, the environmental technology topic area is particularly interested in the active participation of a potential or

---

actual customer for a given technology.

#### **D. Pollution Prevention Technologies**

This topic area provides joint financial support for the planning, development and commercialization of cleaner industrial technologies and practices that prevent pollution. Support will be provided for selected technologies that are poised to meet critical environmental needs, offer high prospects for breakthrough, and require public financial support for timely success.

##### **D.1 FY95 Focus Areas**

###### **1. Industrial Sectors**

Special emphasis will be placed on industries dominated by small business as well as those being studied in the Agency's Common Sense Initiative, the Design for Environment Program and others. This focus on a select few industries is intended to provide concentrated support for cleaner technology development and commercialization and sustainable economic growth and increased competitiveness. Projects that increase the effectiveness of technology investments by developing and applying prevention evaluation tools are also eligible for consideration. Potential industries include:

- metals
- electronics
- dry cleaning
- printing

###### **2. Unit Operations**

Industrial manufacturing operations have several processes that are common to various facilities regardless of their purpose. The pollution prevention technologies topic area seeks innovative technology proposals for:

- cleaning and degreasing
- coatings and solvents
- refrigerants used for cooling

###### **3. Functional Areas**

Operational methods through which pollution prevention can be achieved will also be considered. These methods include research on process chemistry and/or changes that reduce the production and use of hazardous chemicals. Projects could include research on alternative synthetic pathways to reduce or eliminate the use or generation of hazardous

---

substances in the chemical manufacturing process and the development of real-time in-process sensors and process controls to prevent or minimize waste generation.

Building materials and building designs that are more ecological and environmentally sound are also of interest. Potential projects could address advances in materials design and selection, and development of more environment-friendly products to be used indoors. Considerations of building design to minimize energy usage will also be considered. Joint energy, environmental, and ecological considerations should be incorporated into potential projects. Candidate areas include:

- green chemistry
- process controls and feedback systems
- green buildings

## **D.2 Specific Selection Criteria**

### **1. Meets the Agency's Definition of Pollution Prevention**

The project must focus on prevention, including sources reduction and safer substitution of materials and technologies in the manufacturing and service delivery processes. Projects with emphasis on cleanup, recycling, control and remediation will be referred to other subcommittees.

### **2. Includes Public and Private Funding**

This criteria requires leveraging of ETI money with resources from the private sector and/or from other public entities. Projects with at least a 50:50 match will be judged more favorably; projects without partner co-investments will be rejected.

### **3. Improves Industrial Competitiveness**

By fostering the development and commercialization of cleaner technologies and safer materials, the ETI investments will make "Greener" American Industry members more competitive both domestically and internationally.

### **4. Does Not Duplicate On-going or Past Pollution Prevention Efforts**

This topic area will not fund base programs, but can be used to enhance or fund new aspects of ongoing programs. For example, there is ongoing (FY 94 ETI) work in metals degreasing for small aircraft. Other aspects of cleaner technologies for small aircraft could be funded or other aspects of metals degreasing. We will also try to avoid funding activities currently underway elsewhere in the public or private sector, but may choose to complement them.

---

## **E. Domestic Diffusion**

The Domestic Diffusion topic area is responsible for providing EPA's domestic customers (federal agencies; state, Local and tribal governments; academia; and U.S. businesses) with information and technical assistance that will accelerate the development and deployment of innovative environmental technologies. Diffusion programs include a wide range of mechanisms and tools designed to provide vital technical and market information to U.S. technology developers, vendors and users. We hope to accomplish our diffusion goals in several ways: (1) by joining with partners who operate established, successful environmental information and education delivery systems; we hope to improve the availability and utility of their products and services to our customers; (2) by developing new diffusion tools and techniques, we hope to support a more efficient marketplace; and (3) by strengthening voluntary programs with the regulated community and by promoting federal purchases of "green" technologies, products and services, we hope to stimulate demand for innovation.

### **E.1 FY95 Focus Areas**

This topic area seeks proposals that help to accomplish the following:

1. Enhance the capacity and efficiency of existing public and private information networks and technology assistance services to meet the growing demand for comprehensive and comprehensible information on environmental technologies. This may include information and data on: market demand; availability; cost; performance, business development; regulatory requirements; and comparative risk.
2. Develop innovative approaches to providing tools and techniques that will improve technology diffusion, technical assistance, training, education, and information management to support a more efficient marketplace for environmental technologies.
3. Catalyze demand for innovative environmental technologies by strengthening voluntary, non-regulatory programs (e.g. Design for the Environment, "33/50", the Federal Technology Transfer Act, "Green Lights") and by promoting federal purchases of "green" technologies, products and services.

### **E.2 Specific Selection Criteria**

In addition to the general selection criteria provided in this solicitation, the Domestic Diffusion topic area includes the following specific selection criteria:

1. Projects Must Be Customer-based. A specific project must demonstrate a clear understanding of the needs of EPA's domestic customers and show customer involvement in defining those needs.



- 
2. Special consideration will also be given to projects that support pollution prevention, small businesses and/or small communities.

## **F. International Diffusion**

The International Diffusion topic area is seeking project proposals related to the international dissemination and use of environmental technologies and expertise. A major component of international diffusion under ETI will be the U.S. Technology for International Environmental Solutions (U.S. TIES) initiative. Begun with ETI funding in 1994, and focusing on both the demand for and supply of environmental technologies, U.S. TIES is designed to enlist greater involvement of the U.S. private sector in fostering international environmental problem solving.

Projects under this topic area generally fall into the areas of institution and capacity-building, technical assistance and training, information dissemination, and in-country "marketing" demonstrations.

### **F.1 FY95 Focus Areas**

1. International Environmental Policy and Regulatory Development.

Projects will concentrate on the regional- or country-specific development of institutions, legislation, regulation and standards, and human resource capabilities that will help further U.S. environmental protection efforts abroad. This focus area would include broad assistance in developing environmental institutions and in acquiring environmental management, compliance, and other policy capabilities.

2. International Technical Assistance and Training.

Projects will concentrate on assessing and mitigating specific environmental problems through technical assistance and training. Projects will assist with the identification and assessment of environmental problems, risks, relevant technologies, suppliers, financing options, etc. and will promote innovation throughout the process.

3. Information Generation and Dissemination.

The projects will generate and disseminate information on international environmental markets and needs, international regulations, standards, and other requirements, and the performance and cost of technologies, including U.S. technologies, for meeting these needs. Specific vehicles could include seminars, workshops, symposia, trade fairs and trade missions, information databases, monographs, and other projects.

---

#### 4. Demonstrating Performance of U.S. Technologies Worldwide.

The purpose of projects under this focus area will be to demonstrate the applicability of U.S. environmental technologies in specific country situations. In-country "marketing demos" will display the on-site capabilities of relevant technologies, while reverse trade missions will provide international buyers the opportunity to see U.S. technology in operation. Also included are activities, such as pre-feasibility and feasibility studies, that catalyze support for private sector investment projects that demonstrate U.S. environmental technologies.

#### F.2 Specific Selection Criteria

Projects will be evaluated and ranked according to the degree to which they meet the following criteria (listed in order of priority):

##### 1. Country Focus

Proposal should focus on one or more of the following countries: Argentina, Chile, People's Republic of China, Czech Republic, Hong Kong, South Korea, Mexico, Poland, or Taiwan.

##### 2. International Environmental Issue

Project proposals should address global, transboundary or other international environmental issues directly affecting the United States or improve or lower the cost of technologies for use in the United States.

##### 3. Priority Environmental Need

The project should address a priority environmental need as identified by foreign countries and involve their active participation in implementation.

##### 4. Further U.S. Competitiveness and Trade Objectives

Projects should demonstrate relationship to U.S. trade goals, as measured in terms of jobs, profitability, and skills base, and other broad U.S. policy objectives (political, humanitarian, etc.).

##### 5. Applicability to Other Parts of the World

Projects should develop innovative or replicable approaches that could be applied in other parts of the country/region/world.

---

6. Pollution Prevention and Appropriate Technology

Projects should emphasize pollution prevention and/or other appropriate (e.g., low-cost) technology approaches.

4. GENERAL PROJECT EVALUATION CRITERIA

The Agency will use certain common criteria to select projects for participation in the ETI as well as criteria listed in each focus area. These criteria will help to screen those proposals which reflect the broad goals of working in concert with other committed public/private entities, clearly articulating problems and stating objectives, and producing results in a reasonable timeframe. It is imperative that ETI funds be spent with an eye on being able to track and measure success - that is, for each project to truly make a difference in the field of environmental technology.

The majority of the general project evaluation criteria (with the exception of "eligibility" criteria) are not *pass/fail* in nature. Rather, they will act as a mechanism for giving proposals further consideration within each committee. A project that encompasses several or all of the general project evaluation criteria will receive more favorable consideration when the committees select those proposals which will receive funding in FY95.

A. Eligibility Criteria

There are two important threshold criteria that will limit the field of eligible proposals by acting as *pass/fail* tests. The first is who may propose. This solicitation is limited to federal agencies (including EPA), state governments (including state universities which are *departments* of a state government) and tribal governments (including Alaskan Native Villages). Municipalities, universities, and private sector (for-profit and non-profit) companies are **not** included on the direct solicitation list for proposals. However, the Agency encourages multi-organization partnerships, as stated below in the partnerships criterion.

The second criterion is that the ETI does not intend to duplicate on-going or past effort within agencies, including funding the continuation or expansion of routine or base programs. If projects fall under existing programs, there must be a clear differentiation of the intended activities from those that already exist, or have been undertaken in the past. In other words, projects proposed under existing programs must be "stand alone" to merit consideration for funding under ETI.

---

## B. "Good Project" Criteria

Several criteria underlie the notion of "good project" design. The first is that each proposal should be supportive of the nation's environmental goals; that is, the achievement of public health risk reduction, ecosystem protection, and pollution prevention, all within the most efficient and cost-effective manner possible. The second criterion in this category is that each proposal submitted should have clearly stated short and long term objectives, in relation to the focus areas. The proposals should focus on the intended results, how they will be achieved, and what mechanisms will be put into place to measure success.

It is also imperative that proposals are clear in requesting appropriate levels of resources and setting timeframes necessary to achieve their stated goals, with an eye on producing reasonable results in the near term. *Proposals should provide a clear breakout of how much the project will cost, how much participating partners are contributing to the project, and the amount requested for funding from ETI.* Applicants should note that the level of funding that can be expected for projects chosen for ETI in FY95 will track closely with those awarded in FY94. That is, the average project awarded in FY94 was \$300,000, with a range from \$50,000 to \$2 million.

The Agency generally expects that projects funded in FY95 will be completed within *one or two years*, with final results being reported to the Agency no later than the end of the second year. (Interim results, outputs, and periodic reports will be negotiated on a project by project basis, as appropriate.)

Lastly, ETI seeks to fund projects for only one year in order to impact a maximum number of technology areas over the course of the program. The Agency understands, however, that certain programmatic projects are, by their nature, multi-year. Such projects may be proposed for multi-year funding on an exception basis, but proposers should understand that subsequent year funding cannot be guaranteed. In no case will funding through ETI be considered for more than three years. Organizations wishing to propose projects for more than one year should make this clear in their proposals and should explain the justification for this need.

## C. Action Orientation

ETI proposals should be action-oriented. Although the Agency recognizes that there are certain areas in which "paper studies" must be undertaken, more emphasis will be placed on proposals that actually demonstrate innovation. Adequate literature searches should be undertaken before submitting proposals, so that efforts are not duplicative and build upon the work already done in the technology innovation arena.

---

## D. Partnerships

An important theme of the current Administration is the formation of multi-organization partnerships across the public and private sectors. This concept is one of the principal tenets of the ETI. Proposals constructed in harmony with this criterion will garner more consideration for ETI funding than individual applicants, even if the quality of such proposals are equal. Partnerships may consist of organizations eligible to directly submit proposals pursuant to this solicitation (e.g., a federal agency), with parties also eligible to directly submit proposals (e.g., a state), or other entities such as private for-profit companies, non-profit organizations, local governments, and universities. As stated previously, *no proposals will be accepted from multi-organizational partnerships without an eligible party (i.e., federal agency, state or tribe) for this solicitation.*

There are, however, constraints on applicants who wish to pass ETI money through to their private sector (for profit) partners to conduct certain portions of the project. EPA is bound by its statutory authority with respect to awarding *grants* and *cooperative agreements*. Any funds that are awarded to other federal agencies, states and tribes for this solicitation must be managed within the limitations imposed on EPA by the statutes authorizing the award. EPA cannot circumvent a statutory restriction by making a grant to another agency or entity to do something it could not do itself. One such statutory restriction is the limit on EPA's authority to provide funds to private sector (for profit) parties. Although EPA has inherent authority under all its statutes to enter into *contractual relationships* with private sector (for profit) parties, it is quite limited in its authority to give grants or enter into cooperative agreements with those parties. The pertinent authority that does exist for grants and cooperative agreements is contained within **Comprehensive Environmental Response, Compensation and Liability Act (CERCLA or Superfund) §311**, **Toxic Substances Control Act (TSCA) §10**, and **Federal Insecticide, Fungicide and Rodenticide Act (FIFRA) §20**, and can be used only for projects that are eligible under the terms of those sections.

*Therefore, all ETI proposals for multi-organization partnership projects that intend to provide funding to private sector (for profit) parties via pass-through using grants or cooperative agreements outside of CERCLA, TSCA and FIFRA, cannot be funded.* In addition, any Interagency Agreement (IAG) with a federal agency whose project is chosen for funding under ETI, must stipulate these limitations before funds can be transferred. Other partnerships, which do not involve private sector (for-profit) parties, can pass ETI funds through to its partners, using whichever vehicle (contract, grant, cooperative agreement) they so choose. Private sector partnerships in which the for-profit entities participates, but does not receive ETI funds, are always welcome.

---

## **E. Leveraging of Other Funds**

Another general criterion for applicants to follow is the notion of leveraging funds. The resources allocated to the ETI effort cannot alone make the needed difference in innovation to produce the next generation of environmental technologies. Therefore, applicants' proposals will be given more consideration to the extent that matching funds or in-kind services from participating partners are included. This criterion works in concert with that of partnering, as the added number of participants can bring additional resources to the endeavor, increasing the chances for success and more widespread applicability of the results.

## **F. Relationship to the Common Sense Initiative**

In addition to the ETI, EPA has launched another important effort -- its "Common Sense Initiative" -- to work with selected industries, environmental and public interest groups, state regulators, and other stakeholders to both improve the environmental results and reduce the economic impacts of its programs.

The overall goal of the Common Sense Initiative is "cleaner, cheaper, smarter" environmental protection. Focusing on selected industry sectors, EPA will create multi-stakeholder teams to identify environmental management solutions that provide greater environmental benefits at reduced compliance cost. Led by an assistant administrator, and including senior representatives from EPA's various program offices, the teams will focus on identifying opportunities in six areas: (1) regulatory review; (2) pollution prevention; (3) reporting; (4) compliance; (5) permitting; and (6) environmental technology. By mid-Summer, Administrator Carol Browner will select the four to six industries that will be included in the first round of the Initiative.

The environmental technology element of the Common Sense Initiative provides a connection to the ETI. In soliciting ETI project proposals, EPA encourages submittals that focus on industry sectors that are also included in the first round of the Common Sense Initiative. Although the final Common Sense industries have not been selected yet, the following industries are on the Agency's "short-list" for sector selection:

- Auto Assembly
- Electronics
- Iron and Steel
- Metal Plating and Finishing
- Petroleum Refining
- Printing

It should be noted that not all ETI projects will be sector-based. In addition, it is anticipated that some sector-based projects will be selected even if they do not focus on one

---

of these six short-listed Common Sense Initiative industries. However, quality projects which fall within the ETI focus areas, meet the other ETI evaluation criteria, and focus on one of the Common Sense industries listed above will receive added consideration in the selection process. For example, a project which meets all ETI criteria and is focused on a Common Sense industry will be rated more favorably than an equally meritorious project that is not sector-oriented.

*As mentioned in the previous section, proposals must fall within the specified focus areas for the ETI, regardless of their sector orientation.*

## **5. THE SELECTION PROCESS**

The Agency's FY95 ETI project selection process conform's to the strategic objectives contained in the *draft Technology Innovation Strategy*. This has resulted in the formulation of six committees under the EPA Innovative Technology Council (see discussion in Section I) with the following objectives:

**A. Policy Framework Committee**

Objective #1: Adapt EPA's policy, regulatory and compliance framework to promote innovation.

**B. Innovation Capacity Committee**

Objective #2: Strengthen the capacity of technology developers and users to succeed in environmental innovation.

**C. Environmental Technologies Committee**

Objective #3: Strategically invest EPA funds in the development and commercialization of promising new technologies. (This committee addresses monitoring, control, and remediation control technologies.)

**D. Pollution Prevention Technologies Committee**

Objective #3: Strategically invest EPA funds in the development and commercialization of promising new technologies. (This committee addresses pollution prevention technologies.)

---

E. Domestic Diffusion Committee

Objective #4: Accelerate the diffusion of innovative technologies at home and abroad.  
(This committee addresses domestic diffusion activities.)

F. International Diffusion Committee

Objective #4: Accelerate the diffusion of innovative technologies at home and abroad.  
(This committee addresses international diffusion activities.)

The selection process begins with proposal submission to EPA's Office of Policy, Planning and Evaluation (OPPE), as discussed in detail in the next section. OPPE will sort proposals by their self-designation to a particular committee. If a proposal crosses more than one committee, it will be sent to all that are applicable, although EPA encourages applicants to be as concise as possible in defining the scope and focus of their project.

All projects will then be evaluated by the committees, and ranked. It is important to note that for this solicitation, no numerical ranking will be given to projects based on general or specific criteria. The committees will evaluate the merits of each proposal in a qualitative manner, choosing those which best address the specified focus areas and meet as many of the criteria set out in this document. The co-chairs of each committee will forward a ranked list of projects to the ITC which will review the rankings, and choose projects for funding. This list will be recommended to the national program manager for the ETI, David Gardiner, Assistant Administrator for OPPE, who will make the final decision on awards. All applicants will be notified of either their selection or rejection.

It should be noted that the committees have the authority to partially fund projects, to suggest combining projects, and to negotiate directly with applicants.

## 6. PROPOSAL FORMATTING AND CONTENT INSTRUCTIONS

### A. Cover Sheet Instructions

A form to be used as the proposal cover sheet is attached at the end of the document. A copy of the completed cover sheet must accompany each copy of the proposal submitted. Detailed instructions for filling out the cover sheet (type or print legibly) follow.

1. Project Title: State the title of the project for which ETI funds are being requested. The title should be brief but descriptive.



- 
2. Abstract: In 100 words (10 lines) or less, state the objective of the proposed project as well as the means by which it will be achieved.
  3. Proposal Keywords: List the three or four most important subject areas that the proposed project involves.
  4. Topic and Major Focus Area: Identify the topic area and major focus area (or at most, three topic/focus area combinations with the primary combination listed first) under which the proposed project falls (e.g., Innovation Capacity/Develop Infrastructure and Tools). See section III for the list and descriptions of topic areas and their focus areas. This designation will be used by EPA to determine which committee will be the primary reviewer.
  5. Total Project Budget: Indicate the total budget for the proposed project, including all matching funds contributed by the submitting organization and its partners.
  6. Amount Requested from ETI: Indicate the amount of FY95 funding requested from ETI.
  7. Submitting Organization and Contact Person: Provide the name of the submitting organization, together with the name, mailing address, telephone number and fax number of the appropriate contact person in that organization.
  8. Major Partners: List the name(s) of the major partners that the project has at the time of its submission to the ETI. Partners for this purpose are those who will be contributing resources (financial or in-kind) to the proposed project.
  - 9.-12. Shaded areas are for EPA use only.

**B. General Formatting Instructions**

1. Page Limit: The proposal should be a maximum of seven pages (plus completed cover sheet) with margins of at least 3/4 of an inch. It would be helpful if each page is numbered and contained a header or footer with the project title or an abbreviated project title. **Do not include any attachments.**
2. Paper: The proposal and all copies should be printed on white, 8.5 x 11 inch (21.6 x 27.9 cm) recycled paper. Each copy of the proposal should have its pages stapled together at the top left corner.
3. Fonts: Use an easy-to-read font with a point size no smaller than 10 or, if it is a fixed pitch font, it should have 12 or fewer characters per inch.

- 
4. Number of Copies: Provide 12 sets of the proposal and cover sheet. If possible, please submit ten of the sets printed double-sided and two of the sets single-sided. Note that each page printed on both sides counts as two pages towards the page limit, but the cover sheet does not.
  5. Disk copy: Provide one electronic copy of the proposal on a 3.5 inch disk. For a DOS formatted disk, the word processing package used should, if possible, be easily convertible to WordPerfect; for a Macintosh, it should, if possible, be easily convertible to Word. Clearly label the disk with project title, contact person, phone number and "DOS" or "Mac" to identify how the disk is formatted.

## C. Proposal Content

Proposals should clearly and concisely cover the issues and topics outlined below. Some of the topics will be more applicable to some proposals than others. If you do not feel that a topic is relevant to your proposal, include a brief statement explaining why you believe this to be the case. **Do not include proprietary or confidential information in your proposal.**

### C.1 Background

1. Stating and Addressing the Problem: Each proposal should contain two problem statements. The first problem statement should address the objectives contained in EPA's *Technology Innovation Strategy*. The second problem statement should refer to the nature and extent of the environmental or health protection problem that will be addressed by the proposed project.

Each objective set forth in the *Technology Innovation Strategy* describes many of the policy and programmatic problems faced by environmental technology developers and users. FY 1995 project proposals should describe which of these problems will be addressed by the proposed project. For example under *Strategy Objective No.1: Adapt EPA's Policy, Regulatory and Compliance Framework to Promote Innovation* proposals should address how their project will address the problems of "technology lock-in", "fragmented markets", "unpredictable regulatory requirements", etc. Proposals should also cite available data documenting the problem.

EPA is interested in developing performance measures for tracking the Environmental Technology Initiative's success in "finding better, faster, cheaper technological solutions to the environmental problems" being faced by federal agencies, state and local governments, tribes, businesses and other interested parties. In the second problem statement then, proposals should describe the nature and extent of the environmental or health protection problems that will be alleviated by proceeding with the proposed project. A hypothetical example would be: "...in the State of X, half

---

the state's population currently drink water that has been untested for regulated contaminants A, B, and C. Investing ETI funds in the proposed project to commercialize a new drinking water monitoring technology has the potential to lower the costs of testing drinking water samples by Y percent."

2. Project History: Discuss what, if anything, has led up to the project. Did it come out of the findings of a study? Is it an extension of a past project?
3. Selection Criteria: If not addressed elsewhere in the proposal, describe how the project satisfies the relevant general (Section 4) and specific (Section 3) selection criteria.

## **C.2. Project Description**

1. Project Goal: Describe the final goal or outcome of the project if it is successful. Explain also, how the level of success for the project will be measured.
2. Project Tasks: Describe each major task comprising the project. For each task: list the applicable milestones; identify any partners (including those to whom funds will be passed), how they will be involved, and what contributions each will make towards achieving the objectives of the task; list all outputs or products; and indicate the relationship between the task and accomplishing the final goal of the project.
3. Timeline: Create a timeline providing estimated start and finish dates for each task and/or milestone. A simple table listing tasks and dates would be sufficient.
4. Proposed Budget: Indicate the estimated total budget for the life of the project, broken down by fiscal year. Show the split between requested ETI funds and each partner's contributions, both dollars and in-kind (e.g., staff time). For projects with an indefinite lifetime, describe how the project will be sustained after ETI funding has ceased.

## **C.3. Qualifications**

1. Experience: Describe the experience of the submitting organization and your partners in the area of the project, including relevant previous accomplishments
2. Key Personnel: Give a brief overview of the qualifications of key staff and their respective organizations. **Do not include resumes.**
3. Equipment and/or Facilities: If applicable, describe the facilities and equipment that will be involved in the proposed project.

- 
4. Implementation or Commercialization Plan: If not covered elsewhere in your proposal, briefly explain (*in one paragraph*) how the results of your project will be implemented. If the proposal involves technology development, briefly explain (*in one paragraph*) your strategy for commercialization.

**D. Proposal Submission**

1. How

Send the proposal package through the mail or by courier. **Fax and e-mail proposals will not be accepted.** Notification will be sent to applicants confirming that their proposal has been received. At the end of the review process, applicants will be advised of the results. Interim status reports can not be provided.

2. Where

U.S. Environmental Protection Agency  
Office of Policy, Planning and Evaluation  
ETI Proposals  
Mail Code 2127, Room M3006  
401 M Street, SW  
Washington, DC 20460

3. When

**The deadline for proposals is 5pm EDT, Wednesday, September 21, 1994.**  
Proposals postmarked after this date will not be considered for FY95 competition.



---

## **7. APPENDICES**

- 1. Electronic Availability Information**
- 2. Superintendent of Documents Order Form**
- 3. Proposal Cover Sheet**

---

### **Electronic Availability**

This Solicitation Package is available in ASCII format from a variety of electronic sources, including:

**U.S. EPA Public Access Gopher**

Internet Access: Gopher to <GOPHER.EPA.GOV>

Directory: EPA Initiatives, Policy, and Strategy Documents

Document: U.S. EPA Environmental Technology Initiative: Program Solicitation for FY 1995

**CLU-IN Clean-up Information Bulletin Board**

System Operator (301) 589-8368

Modem Access: (301) 589-8366

(1200, 2400, 9600 bps - 8 data bits, 1 stop bit, no parity).

Filename: Solicit.ETI

**U.S. Department of Commerce Economic Bulletin Board (EBB)**

User Hotline (202) 482-1986 (8:30 a.m. - 4:30 p.m.)

Modem Access: (202) 482-3870 (300, 1200, 2400 BPS)

Internet Access: telnet to <ebb.stat-usa.gov>

Filename: Solicit.ETI

**SBA ONLINE**

Modem Access: (800) 859-4636 (2400 baud); (800) 697-4636 (9600 baud)

Local Access: (202) 205-7265 (2400 baud); (202) 401-9600 (9600 baud)

Filename: Solicit.ETI

## Solicitation Package Order Information

Additional copies of this solicitation package may be obtained through the U.S. Government Printing Office (GPO) Superintendent of Documents. Copies of the *EPA Technology Innovation Strategy* (S/N 055-000-00466-8), and the *EPA Environmental Technology Initiative: FY 1994 Program Plan* (S/N 055-000-00465-0) mentioned throughout this document are also available through the Superintendent of Documents. Orders may be faxed to GPO using the order form below. Overnight delivery is available at the purchaser's expense.

Order Processing Code  
\*7441

# Superintendent of Documents Order Form

Charge your order.  
It's easy!



To fax your orders (202) 512-2250

☐ **YES**, send me the following publications:

- \_\_\_\_ copies of the **EPA Environmental Technology Initiative: FY 1995 Program Solicitation Package**, S/N 055-000-00476-5 for \$3.00 each (\$3.75 foreign).
- \_\_\_\_ copies of the **EPA Environmental Technology Initiative: FY 1994 Program Plan**, S/N 055-000-00465-0 for \$3.00 each (\$3.75 foreign).
- \_\_\_\_ copies of the **EPA Technology Innovation Strategy**, S/N 055-000-00466-8 for \$3.00 each (\$3.75 foreign).

The total cost of my order is \$ \_\_\_\_\_. Price includes regular shipping and handling and is subject to change

Company or personal name (Please type or print)

Additional address/attention line

Street address

City, State, Zip code

Daytime phone including area code

Purchase order number (optional)

**Check method of payment:**

- ☐ Check payable to Superintendent of Documents
- ☐ GPO Deposit Account 

--	--	--	--	--	--
- ☐ VISA    ☐ MasterCard

[illegible]

(expiration date) **Thank you for your order!**

Authorizing signature

7/94

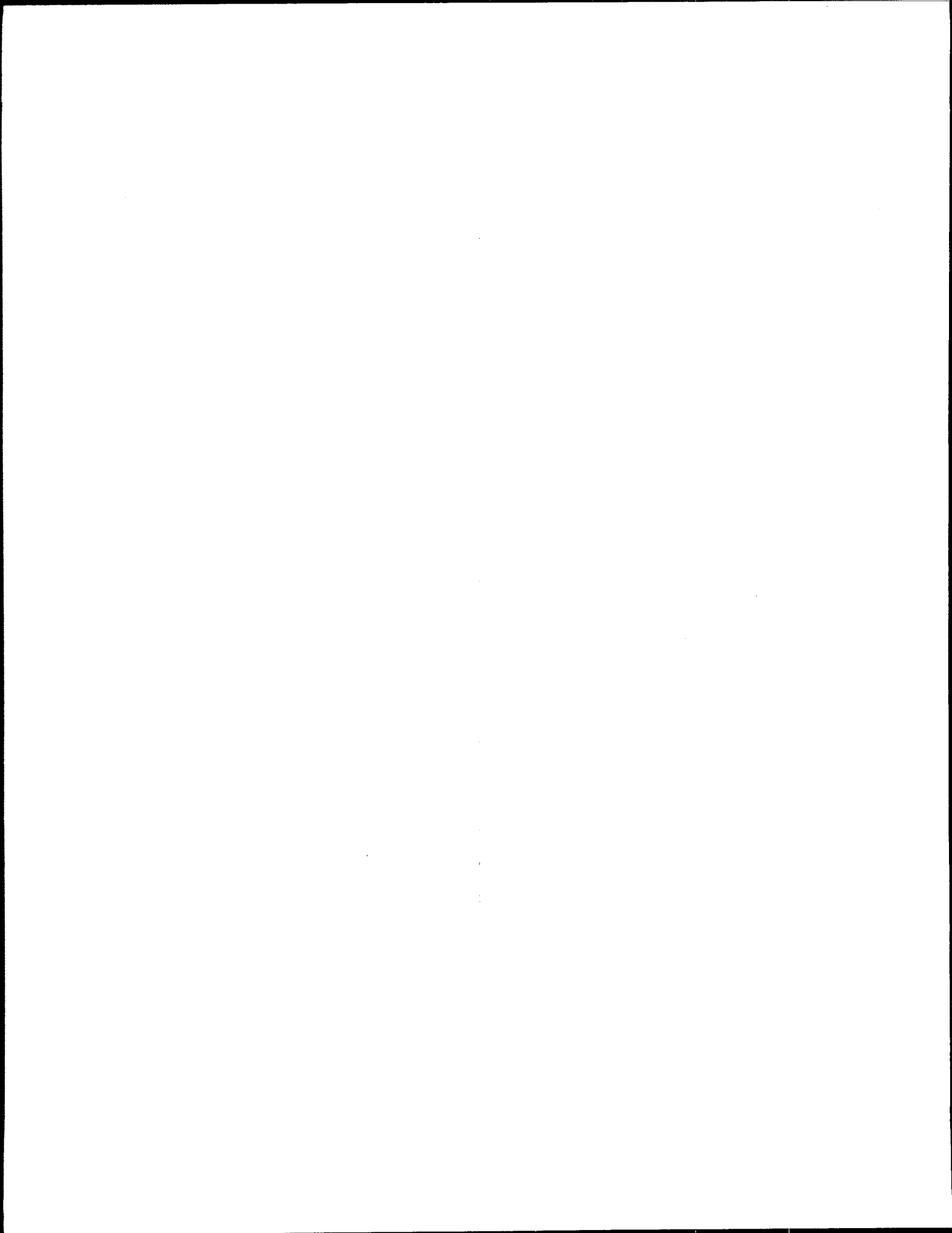
**Mail To:** Superintendent of Documents  
P.O. Box 371954, Pittsburgh, PA 15250-7954

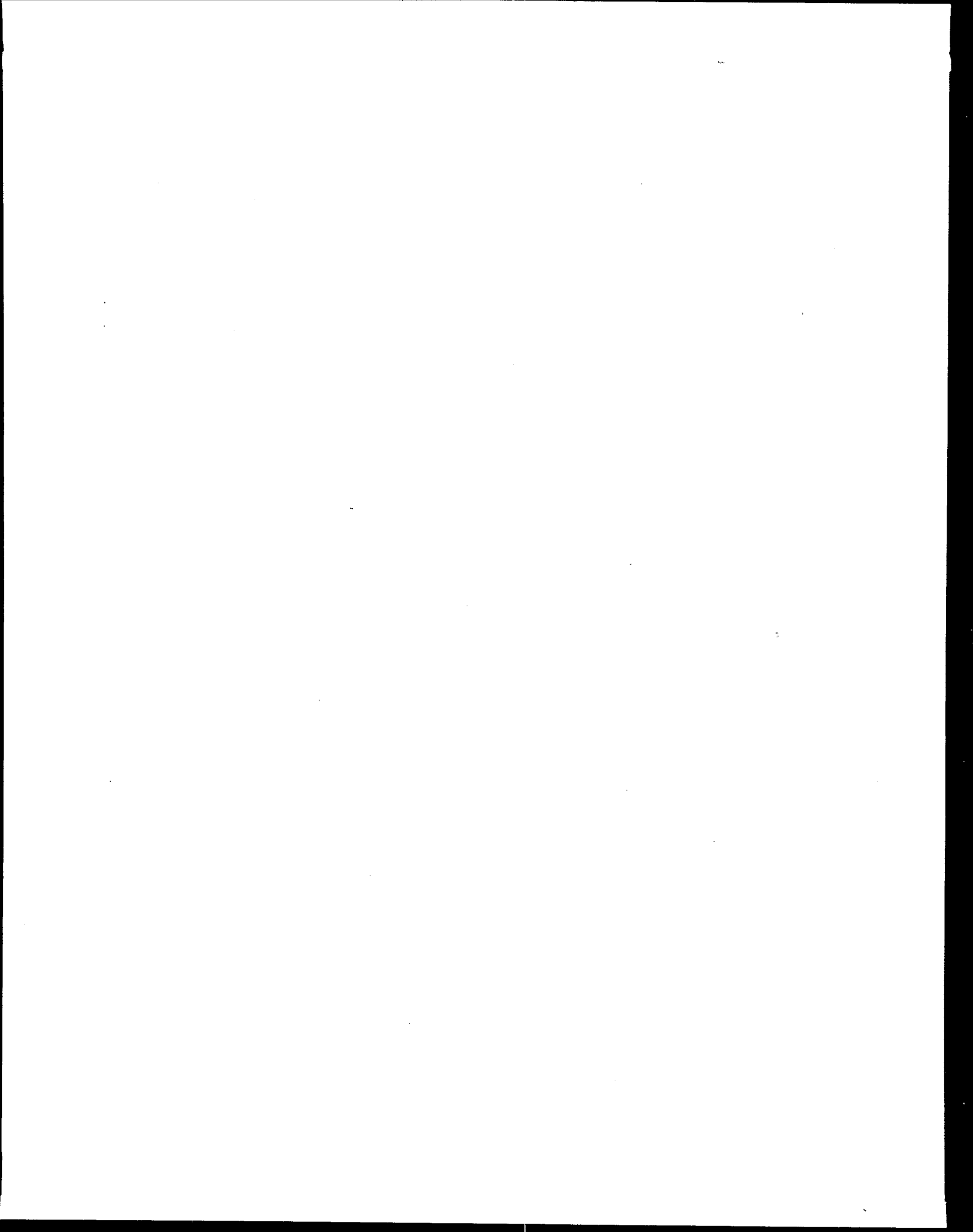


## EPA Environmental Technology Initiative Proposal Cover Sheet

<b>1. Project Title</b>	
<b>2. Abstract</b>	
<b>3. Keywords</b>	
<b>4. Topic and Major Focus Area</b>	
<b>5. Total Project Budget</b>	<b>6. Amount Requested from ETI</b>
<b>7. Submitting Organization and Contact Person</b>	<b>8. Major Partners</b>
<b>Shaded Area for EPA Use Only</b>	
<b>9. Date Received</b>	<b>10. Proposal Number</b>
<b>11. Committee Assignment</b>	
<b>12. Comments</b>	

**Do not include proprietary or confidential information in your proposal.  
Applications will not be considered complete unless all requested information is provided.**





United States  
Environmental Protection Agency  
National Center for Environmental  
Publications and Information (NCEPI)  
P.O. Box 42419  
Cincinnati, OH 45242

Official Business  
Penalty for Private Use  
\$300

EPA 542-B-94-010

BULK RATE  
POSTAGE & FEES PAID  
EPA  
PERMIT No. G-35