



Clarifying Questions for Suppliers

GMA/RMI RFP for Low-Emissions Ethylene

May 21st, 2026

Chain of custody

1. Are joint proposals allowed?

We anticipate that many ethylene producers will work with upstream low-emissions feedstock producers in order to deliver a complete response, and such proposals are welcome in this process. In these cases, the ethylene producer should act as the lead respondent. Commercial terms between parties submitting a joint response are handled outside of this process.

When submitting a proposal with an upstream feedstock provider partner, please keep in mind that the upstream feedstock producer will need to be physically delivering the feedstock into the ethylene production process for which you are submitting a response to stay consistent with the system boundary requirements in the RFP. System boundary requirements also prohibit joint responses with supplier partners downstream of the ethylene production process.

2. How will EAC issuance take place?

EAC issuance will occur in a registry or alternative system of record decided between the parties prior to contracting (see Appendix C for context). EACs will only be issued after the underlying low-emissions ethylene has been produced, and cannot be issued against forecasted or contracted volumes. In order to ensure that the physical ethylene generating these EACs is used, the issuance process may be contingent on proof of physical shipment or sale of the physical product since it is the closest verifiable proxy for real-world use. For this RFP, the selected supplier(s) is/are required to work with GMA and RMI to ensure that the environmental attributes procured as a result of this RFP are registered appropriately at the time of EAC delivery and for subsequent retirement.

Quantification

3. Why is a baseline definition needed? Is this pilot intended to be attributional or consequential?

The RFP requests a baseline to ensure that reported emissions reductions reflect a real and measurable improvement relative to a defined reference case. Establishing a baseline helps provide transparency and comparability across proposals.

This pilot primarily leverages attributional accounting structures (e.g. product carbon footprints), and we expect most buyers to use attributional accounting approaches. However, we recognize that not all buyers may have the data required for attributional methods (e.g. to report these ethylene emissions outcomes in a contractual or market-based inventory). In those cases, a buyer may choose to make a claim using a consequential approach (e.g. reporting an emissions reduction as a negative value). Under a consequential approach, buyers may rely on the baseline provided by the responding supplier.

4. Can non-proportional attribution be applied to production process-related solutions (e.g., CCS, power decarbonization)?

Non-proportional attribution may be applied to any feedstock input or process, with the exception of CCS. Any instance of non-proportional distribution must be transparently disclosed with details about its application, justification for its application, disclosure of a sensitivity analysis using mass-based proportional methods for comparison, and disclosure for how this use of non-proportional attribution is physically and chemically possible in the system boundary as implemented. Suppliers should follow the requirements outlined in the RFP (see Section B.3.7) for where non-proportional attribution is permitted.

Note that all parts of the implemented solution must be quantified - and if applicable, attributed proportionally or non-proportionally - as emissions factors, not emissions reductions or avoided emissions. Credits are not permitted as part of the emissions calculation (see Appendix B in the RFP for details).

5. How should CCS be treated, and how do certification standards (e.g., SCS, ISCC CFC) apply?

For this pilot, any use of CCS within a supplier's system boundary must be allocated to products using proportional attribution. This requirement is intended to ensure a consistent and conservative approach across all proposals.

While certification frameworks such as SCS-115 and ISCC CFC are accepted, the RFP does not allow the full flexibility offered by these standards. Certain elements—particularly around attribution methods—are constrained to maintain conservativeness and comparability. For example, approaches that rely on non-proportional attribution or flexible crediting mechanisms for CCS are not permitted in this pilot.

Note that within ISCC SCS, CCU/CCS “credits” are defined to clarify allocation of the emissions between the carbon capture element and the utilization or storage element in any given defined system boundary. This is distinct from proportional versus non-proportional attribution (where non-proportional attribution is not permitted for CCS).

Overall, this constraint is intended to ensure that proposals can be compared on a consistent basis, even where different certification standards are used.

6. How will PCF calculations be made comparable?

We understand there will be different approaches to PCF calculation which is why, rather than prescribing a single rigid calculation method, the RFP ensures comparability across calculations through consistent boundaries and baseline treatment, required disclosure of key assumptions and methods, prioritization of PCR-aligned allocation where applicable, and independent verification.

7. What inputs should be included in the "cost of production"? Why do GMA and RMI require this level of commercially sensitive information?

We ask for (but do not require) disclosure of cost of production in order to assess differences and assess potential risks in pricing structures across proposals (e.g. indexing to conventional ethylene prices, level of reliance on incentives). In cases in which producers do provide this data, it will remain confidential to GMA and RMI and will not be shared with participating buyers.

RFP requirements

8. Is there a minimum production threshold to participate in this RFP?

There is no minimum production threshold to participate. However, GMA and RMI are most likely to select a winner with an available offtake volume in the demand range specified in the RFP (between 3,000-10,000 mtCO₂e/year). There is a possibility that a smaller facility could be selected in combination with another facility.

9. Are there any geographic limitations to submitting a proposal to this RFP?

There are no geographic limitations to responding to the RFP.

10. How should suppliers approach the 2027 emissions thresholds, particularly if achieving both the 40% reduction target and <1tCO₂e/ton of ethylene may not be feasible for certain pathways or timelines?

We recognize that meeting both the 40% emissions reduction threshold and an absolute emissions intensity below 1 prior to 2027 may be challenging for some pathways. As a result, we've chosen to relax the requirement around these thresholds such that emissions reduction, emissions intensity, and delivery by 2027 are not treated as strictly pass/fail criteria in isolation.

Suppliers may demonstrate strong performance across these dimensions in different ways (e.g., higher reductions with a longer timeline, or earlier delivery with somewhat higher emissions intensity). We aim to assess these tradeoffs to ensure a competitive process with multiple viable bids, rather than excluding proposals based on any single metric.

Suppliers are also encouraged, where relevant, to indicate what volumes and emissions performance they could achieve by 2030, to help inform longer-term evaluation.

11. Do emissions reductions need to come entirely from process improvements, or can feedstock choices also contribute?

Emissions reductions can come from both process improvements and feedstock selection.

12. As long as the ethylene and downstream products are sold without the environmental attributes (EACs), is there any limitation on ethylene conversion to downstream products that would invalidate inclusion in this RFP process?

Conversion of ethylene into downstream products is permitted and does not affect RFP eligibility, provided that environmental attributes (EACs) are fully decoupled from those products. Suppliers must also ensure robust accounting, traceability, and safeguards against double counting.

Demand

13. What are typical ranges of buyer willingness-to-pay?

Buyers are downstream consumer-facing market leaders with ambitious sustainability goals. In other hard-to-abate sectors, buyers have shown willingness to pay the cost required to achieve credible emissions reductions. Price remains one of several key decision factors for buyers, and this pilot is intended to help inform viable and competitive price points.

Administrative

14. How will the price be handled in the RFP?

Pricing is binding at time of submission. Opportunities may exist in the process for respondents to improve price or commercial structures. If there are time constraints to secure binding pricing, please specify those in the additional information section of the RFP submission template.

GMA and RMI team will preselect finalists for buyers and, as such, we need comparable and confident commercial details around pricing at the time of RFP submission.

15. Can suppliers make changes to their proposal between the LOI and July 3rd proposal deadline?

Details of the supplier proposals can be adjusted between the LOI submission and official response deadline. To help our evaluation process, we ask that respondents specify any material changes in bid details from the LOI at the time of submitting their full proposal.

16. How will suppliers and buyers be connected?

Buyers and suppliers will be bilaterally connected with the selected project(s) after general contract terms have been aligned between GMA/RMI and the supplier. In the event multiple projects are selected, GMA/RMI will allocate demand to projects based on their best understanding of buyer preferences.

17. Will suppliers be matched with multiple buyers?

Yes, this process is designed to aggregate demand to support project development. The winning supplier(s) will be matched with each of the buyers that have committed volume through this initiative. In the event that multiple supplier projects are selected, GMA/RMI will allocate buyer demand across these projects.

18. How will proposals be evaluated?

Proposals will be evaluated using a least-cost, best-fit approach across several key criteria. First, proposals must meet the RFP's core sustainability and quality requirements, including use of accepted standards, achievement of transparency requirements, and commitment to safeguards against double counting.

Among eligible proposals, the Evaluation Team will assess cost competitiveness per mtCO₂e, emissions performance and environmental integrity, ability to match buyer demand and delivery timing, and innovation and scaling potential of the technological solution.

Final selection will balance these factors holistically, rather than relying on any single metric, with the goal of identifying high-integrity solutions that best meet buyer needs at competitive cost.

19. Should a supplier submit separate proposals for each plant?

Yes. Each submission should include details on one facility.

20. Does the submission of a proposal constitute a binding offer?

Yes, as stated in the 'Binding Terms' sheet in the RFP Submission Template, during the period from the date of your submittal until the earlier of (a) the first anniversary of your submittal and (b) execution and delivery of definitive agreement(s) with one or more Buyers, you agree that the commercial terms of your offer shall remain open and shall not be modified without the consent of the Buyers who are identified to enter into binding agreements with you.

21. Can suppliers increase volumes after submitting a proposal?

There is a possibility that Buyers choose to purchase more EACs from a winning supplier than was proposed in their RFP response, so suppliers are not prohibited from offering additional volumes

during the negotiations phase. That said, the minimum EAC volume committed to in the RFP response should remain fixed. Any offer of additional volume above that commitment is welcome, though terms will need to be competitive given the nature of this pilot procurement.

22. How are force majeure and production shortfalls handled?

Force majeure is treated in line with standard legal understanding; A party is excused from performance only when an event is truly beyond its reasonable control, not due to fault or negligence, and cannot be overcome with reasonable efforts. Typical events of force majeure include natural disasters, war, or pandemics.

Capacity shortfalls are not covered by general force majeure terms. Capacity shortfalls are managed through contractual delivery thresholds, transparency requirements, and milestone tracking, which ensures buyers have visibility and recourse if actual production falls below expectations.

23. What should be included in the LOI?

The LOI should be an email to chemicals@gmacenter.org that confirms intent to submit a full response to the RFP. We also request that respondents include a high-level project description on the low-emissions ethylene solution, expected EAC volumes, and delivery timelines.

24. How can suppliers reflect distinctive features of their proposal that might not be included in the current list of RFP questions?

Suppliers are welcome to share distinctive features of their offer directly in the RFP through "Additional Information" cells or through inclusion of additional supplementary materials.