

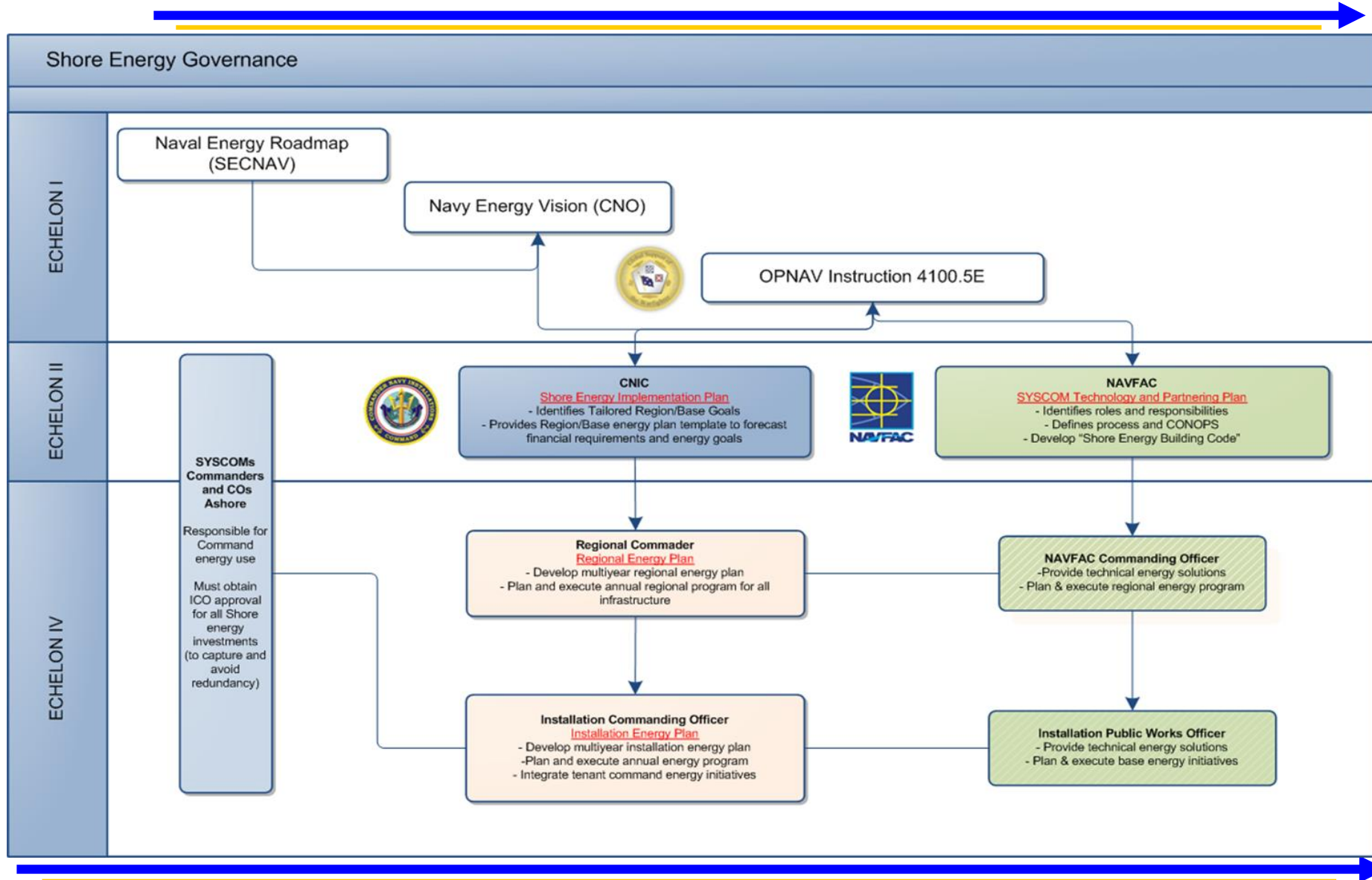
THE ENERGY SUMMIT 2015

Strategic Partnerships and Contracting Strategies



Sandrine Schultz, CEM

Navy Shore Energy Organization Structure

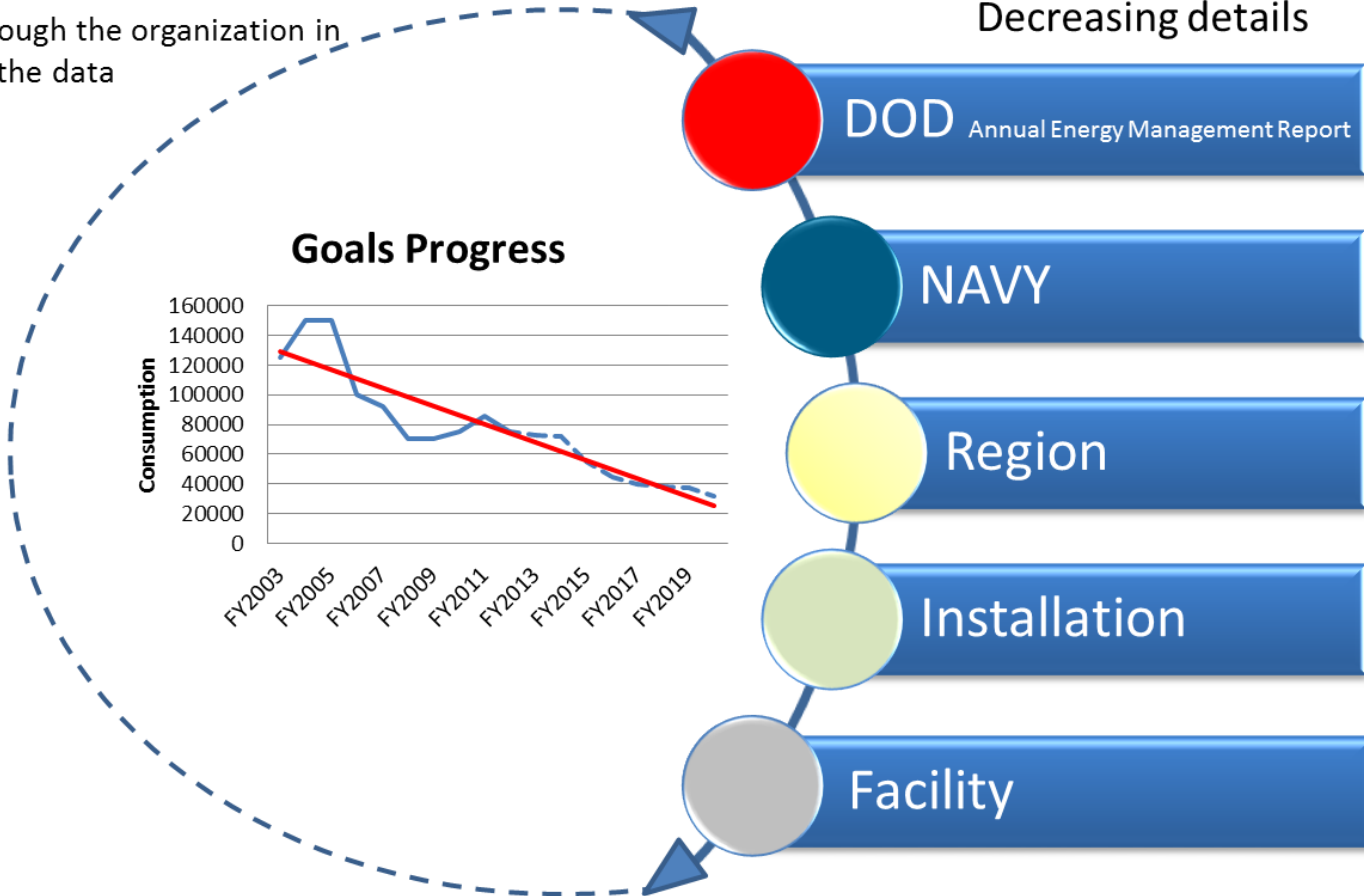


NAVY SHORE ENERGY GOALS

- Energy Efficiency
 - 50% consumption reduction
 - Energy Intensity Reduction (new baseline)
- Renewable Initiatives
 - 1GW
 - SECNAV 50% Goal
- Alternative Fuel Vehicle
- Energy Security
- Energy Resilience
- Net Zero
- Smart Grid
- Contract Support
 - Data Analysis
 - Tool Development
 - Training
 - Program Development
 - Project Development
 - Communication Strategy
- Federal Agencies
 - Department of Energy
 - Office of Naval Research Science and Technology
 - Defense Logistics Agency-Energy (DLA-Energy)
 - Bonneville Power Administration
- Federal Laboratories
 - National Renewable Energy Laboratory

Streamlining Our Processes

Support effective decision-making by presenting the right amount of information
 Being consistent through the organization in the presentation of the data



INCREASING DATA TRANSPARENCY

CNIC developed a Navy Shore Energy Management Tool Suite to assist stakeholders in identifying, optimizing and tracking energy opportunities and investments

- **energy Return on Investment Tool (eROI)** – ranks energy projects for funding
- **Measurement and Verification (M&V)** - process to measure and verify promised energy savings from projects
- **Facility Energy Audits** - identifies energy conservation projects and can help check on performance of past projects
- **Advanced Metering Infrastructure (AMI)** – automates usage data collection
- **Centralized and Integrated Reporting for the Comprehensive Utilities Information Tracking System (CIRCUITS)** - a utilities allocation and billing system; can provide usage info
- **Defense Utility and Energy Reporting System (DUERS)** – Standard reporting system
- **Internet Naval Facilities Assets Data Store (iNFADS)** – authoritative database of all Navy’s facilities and infrastructure
- **Navy Shore Geospatial Energy Module (NSGEM)** - GIS based system that links CIRCUITS data with iNFADS for energy data/reporting
- **Shore Energy Implementation Plans (SEIP)** - Multi-year energy investment plans which measure and forecast progress towards the energy, water, and renewable goals
- **Renewable Program Office (RePO)** – ASN EI&I effort to achieve 1 GW renewable energy sources under contract by 2016; philosophy of “Buy It-Build It-Book It”

Funding for Energy Projects

- **Restoration and Modernization Energy (RMe)**: CNIC HQ managed central funds for energy consumption reduction projects
 - **Energy Conservation Investment Program (ECIP)**: OSD controlled “MCON like” funding
 - **Energy Major Maintenance Repair Program (eMMRP)**: NAVFAC managed funds for utility repair projects with a energy flavor
- **Utility Energy Service Contracts (UESC)**: Third Party Financed agreement with the local utility provider; typically lacks Measurement & Verification (M&V) clause for payment
 - **Energy Savings Performance Contracts (ESPC)**: Third Party Financed agreement with an Energy Service Company (ESCO); payment from M&V savings
 - **Power Purchase Agreement (PPA)**
 - **Enhanced Use Lease (EUL)**
- **Environmental Security Technology Certification Program (ESTCP)**
 - **Navy Techval: Technology Validation Program (Techval)**
http://www.navfac.navy.mil/navfac_worldwide/specialty_centers/exwc/products_and_services/energy_and_public_works/UEM-PS/navytechval.html



NAVY Shore Energy Program: Way-Ahead

- Leverage Third Party Financing to attain our energy goals
- Continue to implement solutions to ensure energy will never be an operational constraint to performing the mission
 - Invest in Energy Security and Renewable Power
 - Reduce Consumption
 - Conduct Facility Audits
- Continue to build a working relationship with all of you and inform how the Navy is doing business
- Increase communication across the enterprise:
 - What is good for an installation may be good for the Navy !!!!!
- Look out for any RFI, RFP or RFQ the Navy will generate to either obtain information, have you submit a proposal or even a detailed price bid
- Small business seek for opportunities <http://www.onr.navy.mil/en/Contracts-Grants/small-business/small-business-potential-business.aspx> (example)
- Contracting with NAVFAC
http://www.navfac.navy.mil/products_and_services/sb/opportunities/guidelines/navfac.html (SA)

Doing Business with the Navy

- NAVY Electronic Commerce Online: <https://www.neco.navy.mil/>
- Reach out to the SME's
- We also provide training or informative meetings on a regular basis

COMBINED NOTICE	
Subject:	X--Lease approximately 72 acres of land for renewable energy, security and reliability projects.
Synopsis Date:	Oct 30, 2015
Contracting Office Address:	N00025 NAVFAC HQ Code 022G 1322 Patterson Avenue SE Suite 1000 Washington, DC
NAICS Code:	531390 Other Activities Related to Real Estate
Classification Code:	X - Lease or Rental of Facilities
Solicitation Number:	N0002516R0303
Response Date:	Nov 20, 2015
Archive Date:	Dec 05, 2015
Contact Points:	John Baxter 202-685-0539 View Solicitation
Description:	NSA Mid-South RFP LO-2015303 The Department of the Navy (DON) is making available for lease non-excess real property at Naval Support Activity (NSA) Mid-South in Millington, Tennessee, under the authority of Title 10, United States Code § 2667. The proposed site consists of four non-contiguous parcels totaling approximately 72 acres. The vision for this opportunity is for DON to lease the property to a qualified non-Federal user (Lessee) for solar PV generation, storage, and distribution. The DON does not intend to purchase power generated on the lease premises. The Lessee will have to distribute power from the site to the commercial grid. Ownership of the site shall remain with the Government for the duration of the lease term.