

# U.S. Army Engineering and Support Center, Huntsville

## Energy Division

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# Agenda

- **Energy Programs Overview and Opportunities**
  - ▶ Energy Engineering and Analysis Program (EEAP)
  - ▶ Energy Savings Performance Contracting (ESPC)
  - ▶ Utility Energy Service Contracting (UESC)
  - ▶ Power Purchase Agreements (PPA)
  - ▶ Commercial Utilities Program (CUP)
  - ▶ Energy Conservation Investment Program (ECIP)
  - ▶ Resource Efficiency Manager Program (REM)
  - ▶ Energy Information Management Program (EIM)
- **Doing Business With the Corps**



# Energy Engineering Analysis Program (EEAP)

- **Program Coverage**

- ▶ Engineering Assessments (Audits)
- ❖ Comprehensive Energy and Water Master Plan (CEWMP)
- ❖ Energy Security Assessments
- ❖ High Performance Sustainability Building Assessments (HPSB)
- ❖ Re-commissioning/retro-commissioning planning
- ❖ Capital Investment Strategies
- ❖ Project Develop for RFP Design-Build Packages

- **Potential Opportunities**

- ▶ Shelbyville Solar PV (100KW); MATOC; 4QtrFY16
- ▶ ARCENT
  - Kuwait Solar PV (100KW); MATOC; 4QtrFY16
  - Kuwait Operational Evaluations; MATOC; 4QtrFY16
- ▶ Yuma Proving Ground
  - Miscellaneous Energy Conservation Measures (200 bldgs) project develop
  - RFP Development; MATOC; 4QtrFY16
- ▶ Yearend OMA Funded projects; 4QtrFY16



# Energy Savings Performance Contracting (ESPC) Program

## ▪ Program Coverage

- ▶ Leverages industry expertise and private sector financing to make infrastructure upgrades to federal facilities to reduce energy, water consumption and reduce waste stream
- ▶ Financed for up to 25 years and paid from consumption savings
- ▶ Savings ensured by measurement & verification (M&V)
- ▶ Provides operations and maintenance for more complex improvements. Enables DPW to reallocate limited resources
- ❖ Developed Memorandum of Understandings with Department of Energy, Federal Energy Management Program (FEMP)
- ❖ Developed Memorandum of Agreement with US Air Force Civil Engineer Center
- ❖ FEMP Funding two USAF ESPC projects – Spanghahlem AFB, German and Little Rock AFB, AR
- ❖ USAF Funding four ESPC projects – Schriever AFB, CO; Buckley AFB, CO; Los Angeles AFB, CA and Hanscom AFB, MA
- ❖ FEMP is utilizing Huntsville Center to perform project facilitation.

## ▪ Potential Opportunities

- ▶ HNC has ESPC Multiple Award Task Order Contract (MATOC) with \$1.5B capacity and 14 Energy Service Contractors (ESCOs). There is one small business ESCO on this MATOC.



# Utility Energy Services Contracting (UESC)

- **Program Coverage**
  - ▶ Similar to ESPC but uses utility company expertise and capital to meet Federal conservation mandates
  - ▶ Allows utilities to provide Federal customers:
    - ▶ Energy and water efficiency improvement projects
    - ▶ Renewable energy projects
    - ▶ Demand reduction services
  - ▶ Main difference between ESPC and UESC
    - ▶ Ability to go to the Utility (existing relationship) rather than an ESCO (new partner)
    - ▶ Savings not guaranteed (Measurement & Verification is optional based on customer needs)
    - ▶ Limited to a 10-year contract term for Army; 25 year term for non-Army customers)
- **Potential Opportunities**
  - ▶ Collaboration/partnership with Utility Companies



# Power Purchase Agreement (PPA) Program

## ▪ Program Coverage

- ▶ HNC supports the Army in achieving renewable energy statutory goals with project execution via the PPA MATOC task orders and stand-alone PPA contracts
- ▶ PPA s provide for the purchase of energy from renewable and alternative energy production facilities that are designed, financed, constructed, owned, operated and maintained by a third party developer.
- ▶ Under the authority of Title 10 United States Code (U.S.C.) §2922a the Government agrees to purchase power generated by the system, at a specified unit cost, for up to 30 years.
- ❖ Small Scale Renewables, <10MW

## ▪ Potential Opportunities

- ▶ PPA utilizes a Multiple Award Task Order Contract (MATOC) with \$7B capacity and Ninety-four companies awarded technology specific base contracts: 50 solar; 21 wind; 17 biomass and 6 geothermal
- ▶ Projects in financial feasibility, <10MW:
  - ▶ Solar – Cape Cod, MA; Coralville Lake, IA; Fort Carson, CO; West Point, NY; Joint Base Maguire Dix Lakehurst, NJ (JBMDL)
  - ▶ Biomass – West Point, NY



# Commercial Utility Program (CUP)

- **Program Coverage**
  - ▶ Provides substantial cost avoidance and savings to Installations
  - ▶ Provides utility consultants
  - ▶ Performs rate intervention to oppose utility company rate increases
  - ▶ Identifies cost savings and avoidance opportunities through utility service studies and utility contract review and assessments
  - ▶ Huntsville Center is the
    - ❖ Demand Response
- **Potential Opportunities**
  - ▶ The CUP MATOC has 3 contractors that are all small businesses
  - ▶ In-process of developing a new acquisition strategy



# Energy Conservation Investment Program (ECIP)

- **Program Coverage**

- ▶ Provides MILCON dollars for energy projects on military installations
- ▶ Minimum Savings-to-Investment Ratio (SIR) required: SIR 1.0 for renewable and water conservation; and 1.25 for energy efficiency measures
- ▶ HNC reviews, validates DD Form 1391s; performs cost estimates and life cycle cost analysis
- ▶ USACE is part of OSD working group to recommend policy changes and address programmatic issues

- **Potential Opportunities**

- ▶ Microgrid DB RFP – Fort Hunter Liggett, CA; ECIP DB MATOC; 11 Contractors; 4QtrFY16
- ▶ Microgrid Design – Dugway Proving Ground, UT; 4QtrFY16





# Resource Efficiency Manager (REM) Program

- **Program Coverage**
  - ▶ Provides energy expertise in the identification and development of energy savings projects
  - ▶ Contract requires the REM to identify potential energy savings that exceed the annual cost of the REM service
  - ▶ REMs have identified more than \$100M in potential energy savings and \$20M in realized savings for executed projects
- **Potential Opportunities**
  - ▶ REM Workshop; 17-18 November 2016



# Energy Information Management (EIM) Program

- **Program Coverage**
  - ▶ EIM foundation: 1) mission, 2) OSD Enterprise Energy Information Management, and 3) CIO/G6 security and reporting of systems
  - ▶ Reduce Costs by standardizing: 1) data format/definition, 2) data architecture, 3) system(s) footprint (reduces install and maintenance costs)
  - ▶ Address Cyber security of systems in the planning stage rather than the install phase. Cyber is part of system functionality not a separate activity
  - ▶ EIM implements an enterprise solution that integrates existing systems into a single view
  - ▶ Provide comprehensive cradle to cradle service to the local/site level not just project specific service.
  - ▶ Wide Area Visualization Enterprise (WAVE) – enables situational awareness through the integrated visualization of data
- **Potential Opportunities**
  - ▶ Approved Products List – Request for Information



# Interested in doing business with the Corps?

- Register in the System for Award Management (SAM) database. It is MANDATORY that all vendors be registered under the SAM program.
- Ensure your company cross reference the solicitation's NAICS with your company SAM registration.
- Find information on available opportunities through the Federal Business Opportunities (FedBizOpps) website.
- Complete the appropriate forms stated in or provided in the synopsis or solicitation.
- Visit the website for the division, district, center or laboratory with which you desire to do business in order to learn about the missions and the types of services/supplies each procures.
- If you are a small or small disadvantaged business, call, write or visit the Corps of Engineers, Deputy for Small Business in the location of interest to you to discuss your firm's capabilities, interest and capacities to perform.



# Secrets of Success

- Do your homework and understand the mission of HNC
- Schedule a meeting through Small Business Office
  - ▶ POC: Rebecca Goodsell, Nicole Boone
- Be **PREPARED** to discuss your capabilities, interest, and capacity to perform
- Be **AWARE** of announcements - business opportunity notifications, industry days, and federally attended meetings in the area
- Register in the System for Award Management (SAM) [www.sam.gov](http://www.sam.gov)
  - ▶ **KEEP IT UPDATED!!**



# Small Business Resources

- [Federal Business Opportunities](#)
- [SBA Learning Center. The U.S. Small Business Administration.](#)
- [SBA District Offices](#)
- [Size Standard Tools](#)
- [Women-Owned Small Businesses](#)
- [Office of Small & Disadvantaged Business Utilization](#)
- [SBA 8\(a\) Business Development Program](#)
- [HubZone Program](#)
- [Service-Disabled Veteran-Owned Businesses](#)
- [Procurement Technical Assistance Program](#)
- [System for Award Management](#)
- [Dynamic Small Business Search Database](#)
- [USA Spending.gov Web Site](#)
- [Small Business Loan](#)
- [SB Outreach Events](#)
- [North American Industry Classification System \(NAICS\)](#)
- [Obtaining a DUNS Number](#)
- [Huntsville Center Main Web Site](#)
- [USACE Huntsville Small Business Web Site](#)
- [USACE Huntsville Contracting Web Site](#)
- [Small Business -- Headquarters U.S. Army Corps of Engineers](#)



# Information about upcoming opportunities

- Federal Business Opportunities ([www.fbo.com](http://www.fbo.com))
- Small Business Conferences
- Announcements of Business Opportunity Conferences, Trade Fairs and other federally attended or sponsored liaison meetings in your area
- Corps of Engineers division, district and laboratory websites



# Thank You!!!

