

Federal Contracting Opportunities for Small and Minority-owned Businesses

The U.S. Department of Energy's Federal Energy Management Program (FEMP) works with other federal agencies to help them implement energy efficiency and renewable energy projects at their facilities, including support for performance contracts that allow agencies to leverage private-sector financing with no up-front capital costs. FEMP is seeking to increase small business and minority-owned contractor opportunities to participate in performance contract projects implemented by federal agencies, as well as state and local governments. Performance contracts include energy savings performance contracts (ESPCs) and utility energy service contracts (UESCs).

Performance Contract Types

An ESPC is a partnership between a federal agency and an energy service company (ESCO). After being selected for a potential award, the ESCO conducts a comprehensive facility energy audit and identifies improvements to save energy. In consultation with the agency, the ESCO designs and constructs a project that meets the agency's needs and arranges financing to pay for the project.

FEMP's ESPC ENABLE program offers a standardized and streamlined process to install targeted energy conservation measures such as lighting, water fixtures, basic heating, ventilation, and air conditioning (HVAC) controls, simple HVAC system replacement, and solar photovoltaics. Although there is no size restriction, ENABLE is suitable for smaller facilities--such as those less than 200,000 square feet--or for sites where ENABLE may present the best or only funding option.

A UESC is a limited-source contract between a federal agency and its serving utility for energy- and water-efficiency improvements and demand-reduction services.



National Aeronautics and Space Administration's Jet Propulsion Laboratory, Pasadena, California

Opportunities for Small and Minority-Owned Contractors

Small and minority-owned businesses may find opportunities working as subcontractors to DOE-approved ESCOs or utilities, serving as the primary ESCOs on smaller projects, or serving as project facilitators (experienced, unbiased advisors who guide the federal agency acquisition team through the project development and implementation process by providing technical and financial advice).

Only companies approved to be on DOE's Qualified List of ESCOs are eligible to compete for ESPCs with federal agencies. Subsequent application to ESPC or ENABLE eligible listings are required before ESCOs can compete for federal projects.

At the federal level, FEMP is seeking small/minority contractor participation in the following areas:

- Subcontractors to ESCOs under ESPCs and ESPC ENABLE, or to utilities under UESCs, performing some or all of the following services:
 - Analysis/savings estimates
 - Design
 - Implementation/construction
 - Operations and maintenance training
 - Turnkey services
- Project Facilitators (Owner's Representatives)
- DOE's Qualified List of ESCOs
- ENABLE Contractors (suitable for smaller projects, e.g., \$200,000 - \$20,000,000)

ESPCs and UESCs present opportunities for companies with expertise in the following areas:

- Boiler and chiller plants
- Energy management control systems
- Building envelope
- HVAC
- Chilled/hot water and steam distribution
- Lighting
- Electric motors/drives
- Refrigeration
- Distributed generation
- Renewable energy
- Energy/utility distribution
- Water and wastewater
- Electrical peak shaving/load shifting
- Rate adjustments
- Energy-related process improvements
- Commissioning
- Advanced metering
- Appliance/plug load reductions
- Other



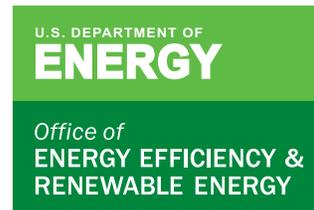
Marine Corps Logistics Base
Albany, Georgia



Oak Ridge National Laboratory, Oak Ridge, Tennessee

Take the Next Steps

- Reach out to ESCOs already on approved lists for ESPC and ENABLE: <https://www.energy.gov/eere/femp/energy-service-companies-0>
- Apply to become a DOE Qualified ESCO: <https://www.energy.gov/eere/femp/doe-qualified-energy-service-companies>; applications are accepted by DOE throughout the year.
- Learn more about the types of contracts you can participate in:
 - ESPCs: <https://www.energy.gov/eere/femp/energy-savings-performance-contracts-federal-agencies>
 - ESPC ENABLE: <https://www.energy.gov/eere/femp/energy-savings-performance-contract-enable-federal-projects>
 - UESCs: <https://www.energy.gov/eere/femp/utility-energy-service-contracts-federal-agencies>
- Learn more about Project Facilitators: <https://www.energy.gov/eere/femp/project-facilitators-federal-escp-uesc-and-escp-enable-projects>
- Attend upcoming events: <https://www7.eere.energy.gov/femp/training/training-calendar> ■



For more information, visit:
[energy.gov/eere/femp](https://www.energy.gov/eere/femp)