



Small Business ESCO Success Story

ENABLE—A Small ESCO's Competitive Advantage

The Office of Energy Efficiency and Renewable Energy's (EERE's) Small Business Program is highlighting the firm Woodstone Energy for its participation as a small business energy service company (ESCO) in the Federal Energy Management Program's (FEMP's) Energy Service Performance Contract (ESPC) ENABLE program. Woodstone has successfully worked through the ENABLE process, from getting on General Services Administration Schedule 84, SIN 246-53, to successfully bidding for an ENABLE project. Recently, ESPC ENABLE awarded Woodstone a \$7.5 million firm-fixed-price task order under the multiple-award contract for energy improvements at Marine Corps Air Station Beaufort.

To shed light on its experience, Woodstone Energy recently discussed its achievements with the Small Business Program manager:

1) How did you first become aware of FEMP's ESPC ENABLE program?

- A. We saw that this was a new ESPC program and thought that this may be a good way to enter into smaller ESPC agreements in the energy sector with the government. As a small, woman-owned business in the Super ESCO market, we do not have the financial ability to participate in those types of larger-dollar projects. Although smaller ESCOs like Woodstone are extremely competitive and nimble from an organizational perspective, there are financing limitations for a small business. Since ENABLE is directed toward smaller companies like Woodstone, the ENABLE program was a perfect fit for us. So we went through the process and applied for it and won an ENABLE multiple-award task order contract (MATOC). It wasn't until early this year that we started seeing the first ENABLE projects come out for bid, and we were just awarded our first task order in September for the Marine Corps Air Station at Beaufort, South Carolina.

2) How was the application in general?

- A. We assembled our full application in-house. It took about 3 months to compile the application on top of our full-time daily duties. Subsequently, it took about a year to become fully accepted and enrolled into the program. Since the application process was approximately 2 years ago, we did not spend much time on the FEMP tools at that time. With so much previous experience in the industry, Woodstone Energy already possessed many of the prerequisite certifications to facilitate the process. Overall, we found that the process was not complicated; it just took time for the government to review and approve our application.

3) You mentioned you received your first task order recently. Please share more details on this.

- A. We were awarded the \$7,521,972 firm-fixed-price task order N39430-16-F-1884 under a previously awarded MATOC for energy improvements at Marine Corps Air Station Beaufort. This project involves energy conservation measures (ECMs) for base-wide LED (light emitting diode) conversion of all exterior and site lighting luminaires, including lighting controls; it also involves an ECM specifically for the base’s substantial runways—lighting conversion to Night Vision Goggle–compliant LED runway and taxiway lights. The scope of work provides significant energy and maintenance savings while focusing on the safety and security of the base and maximizing the available utility incentives. Woodstone will also provide performance-period services consisting of measurement and verification, operations and maintenance, plus repair and replacement services. Work will be performed in Beaufort, South Carolina, and is expected to be completed by October 2029. For more information, see <http://energy.gov/eere/femp/energy-savings-performance-contract-enable-awarded-projects>.

4) Describe your experience with the newly awarded task order.

- A. This task order had a very aggressive schedule from the beginning, and the team worked together very well to achieve the various needed milestones. This task order proposal came out in June of 2016. Subsequently, our Investment Grade Audit was awarded in July, and the final notice to proceed occurred at the end of September. This was the Navy’s first project as part of the ENABLE program and is both the largest and quickest ENABLE project taken to contract to date. As this ENABLE project was the first for both the Navy and Woodstone Energy, the process was a learning experience for everyone. However, the procedures were still a very streamlined experience overall.



5) What advice do you have for a small business ESCO looking to participate in the ENABLE program?

- A. Woodstone Energy has a very long and successful history with ESPC projects in other vertical markets. Our desire to both diversify markets and gain entrance into public-sector ESPC projects was the driving factor to participate in this program. We would offer the following advice to anyone contemplating participating in the ENABLE program:
- Be patient with the process, as one should be when entering into any new market
 - Prior to attempting to participate in the ENABLE program, ensure that your company has the requisite demonstrated performance to perform work in the ENABLE program
 - Participate in the site walk, if there is one, to learn more about the specifics of the project
 - Ensure that your company has a positive working relationship with financial institutions capable of providing funding for ENABLE projects
 - Self-perform as much of the actual work as possible to prevent layering of multiple overhead charges.

6) Is there anything further about ENABLE you would like to share?

- A. Although this process is very streamlined, it took us a good period of time to fully understand the program—from learning how it works, to finding project opportunities, to how FEMP determines the winner. The biggest learning curve remains proposal development for a team with limited public project experience. This is the first task order we were awarded and approximately the fifth opportunity for which we have bid. Now that we have successfully been awarded an ENABLE task order, we better understand the program and look forward to additional opportunities to participate in the ENABLE program.

For more EERE small business success stories, visit <http://energy.gov/eere/downloads/small-business-success-stories>.