

Office of ENERGY EFFICIENCY & RENEWABLE ENERGY

UESC New Utility Toolkit Overview and Getting Started

New Utility Toolkit

June 25th 2021

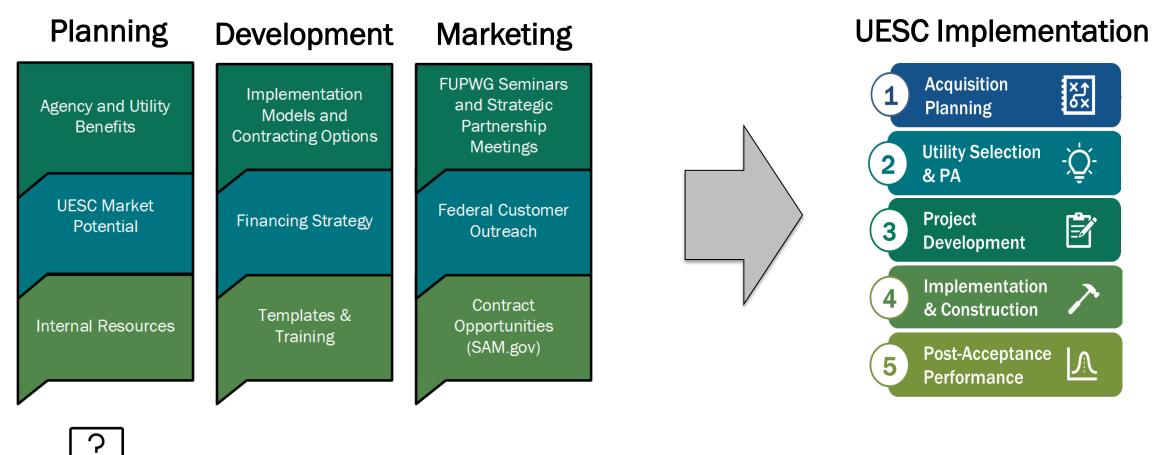




New Utility Toolkit Purpose

- Help utilities establish new UESC programs for federal customers
- Provide guidance for utilities implementing new UESC programs
- Share best practices for successful UESC programs

Launching a new UESC program



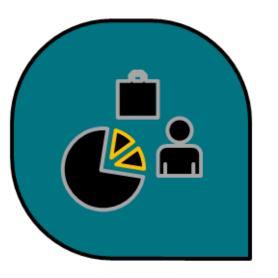


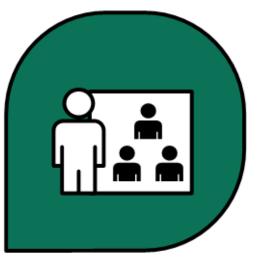
Agency Customers

Utility Stakeholders

New Utility Toolkit Contents

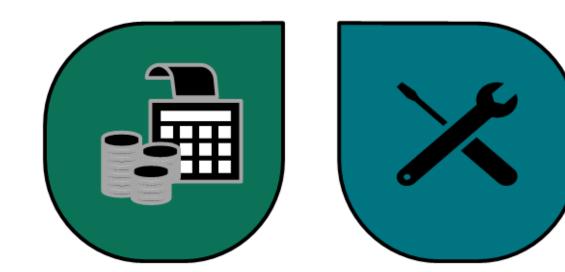
Market Potential and FEMP Data Resources





Implementation Model Guidance

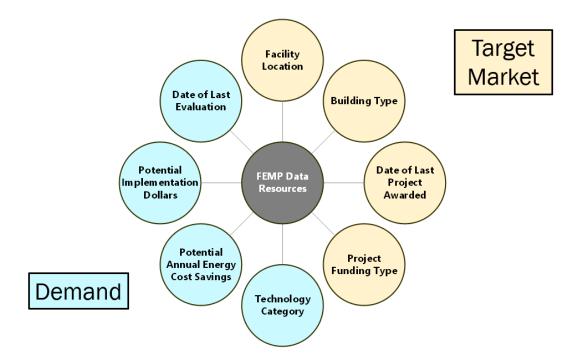
Financing Guidance



Tools and Templates Overview

Market Potential and FEMP Data Resources

- Make the case for providing UESCs in your service territory
- Access FEMP data resources
- View examples of federal customer data
- Apply data resources for market analysis



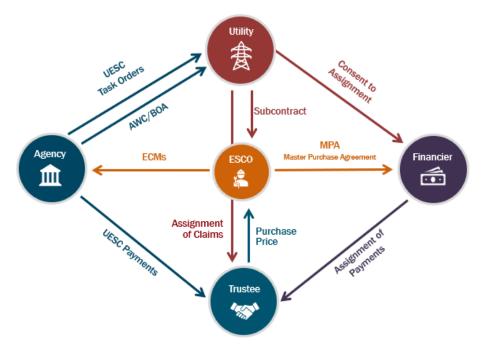
Implementation Model Guidance

- Identify internal resources needed for implementing UESCs
- Understand the role of subcontractors
- Evaluate ESCO partners
- Select a contracting option

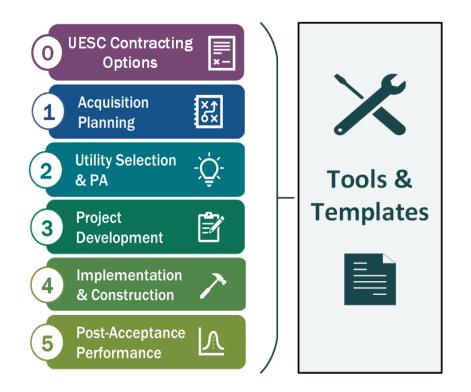


Financing Guidance

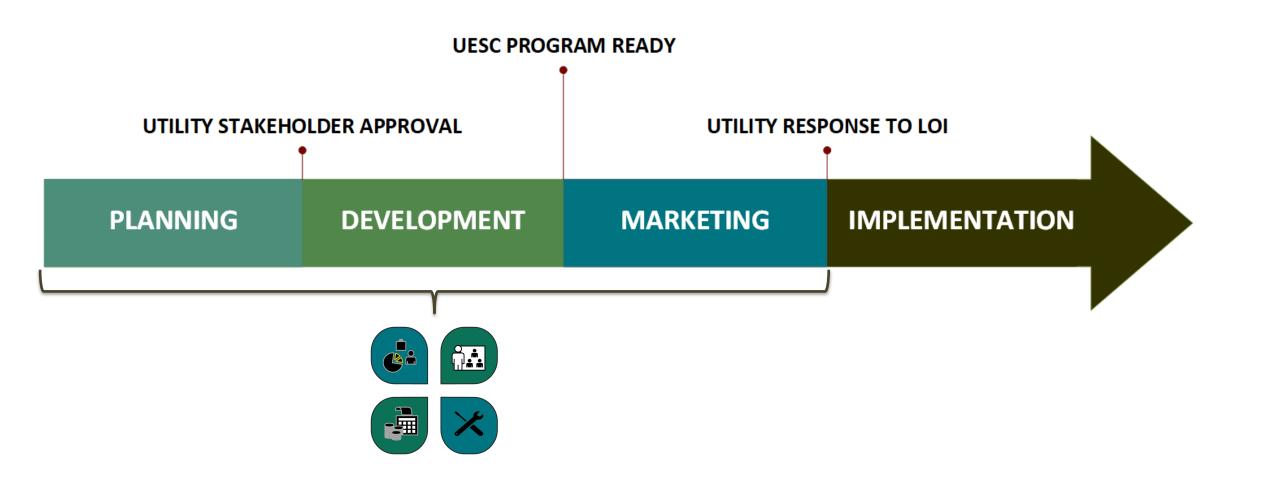
- Understand the financing structure for UESCs
- Determine contracting relationships with ESCOs and finance companies
- Minimize factors that increase interest
 premiums
- Administer competitive financing RFPs



- Utilize FEMP resources to establish contract documents
- Navigate FEMP templates for UESC utility deliverables
- Prepare for utility role in UESC Implementation Process



Timeline for establishing a new UESC program



Introduction

Agency

- Streamlines contracting with established source
- Appropriate for a wide range of projects and facilities, including leased space
- Governing body ensures oversight of utility program offering
- Ability to leverage incentives and financing
- Provides opportunity to take advantage of utility expertise

Utility

- Manage load by lowering demand
- Delay or eliminate need for new generation
- Meet state energy and renewable portfolio standards
- Identify new opportunities to provide energy management services to federal customers
- Demonstrate expertise and capabilities to help federal customers meet current and future energy goals

Market Potential

- Assess your service territory for market potential
 - EISA evaluations
 - Investment by funding type
 - Federal customer load profiles
 - PUC requirements
 - Customer goals
 - Utility goals

Internal Resources

- Identify internal resources to implement a UESC program
 - Utility account representative
 - Program administrators
 - Contracting
 - Legal

Implementation model and contracting options

- Select an implementation model that fits your organization
 - Evaluate potential subcontracting or ESCO partnerships for UESC work:
 - Engineering & Design
 - Financing
 - Project Management & Construction
 - Performance Period Services
- Choose a contracting option
 - Number of federal customers and agencies
 - Potential UESC project volume
 - Agency requirements

Financing strategy

- The utility is responsible for finance sourcing in UESCs
 - Understand the process and contract documents for finance bidding
- Prepare stakeholders for utility role in UESC financing
 - Contracting
 - Legal
 - Accounting
 - Finance & Treasury

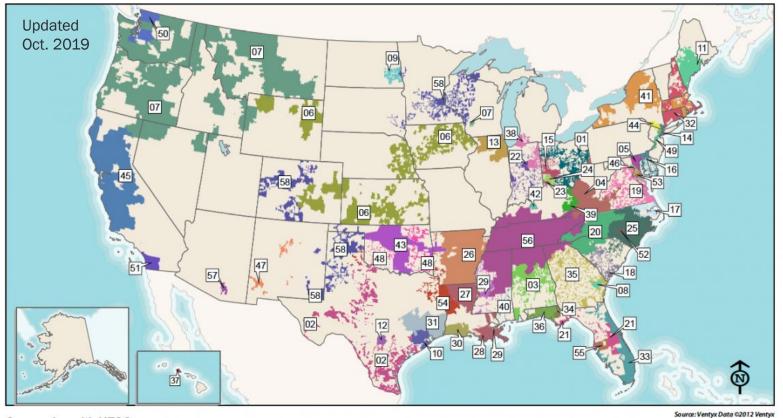
FEMP training, contract documents & templates

- Attend FEMP UESC Training
- Develop contract documents for review
 - Leverage FEMP resources, sample documents, and templates
 - Review contracting requirements with utility stakeholders
- Understand UESC implementation process and deliverables
 - FAR regulations
 - Pre-award activities
 - Task Orders
 - Performance period services

- Federal Utility Partnership Working Group (FUPWG)
 - Join FUPWG and get listed on the FEMP website as a participating utility
- Strategic Partnership Meetings (SPM)
 - Ask FEMP to facilitate a SPM in your service territory
 - Meet with federal customers and market your UESC offering
- Federal Customer Outreach
 - Leverage your federal account representatives to highlight the UESC program
- Monitor System for Awards Management (SAM.gov)
 - Posted contract opportunities

Utilities Offering UESCs – Electric

Marketing



Companies with UESCs

	01. AEP Ohio		16. Delmarva Power & Light Co
-	02. AEP Texas		17. Dominion Energy N. Carolina
	03. Alabama Power Co		18. Dominion Energy South Carolin
J	04. Appalachian Power		19. Dominion Energy Virginia
Ĵ	05. Baltimore Gas & Electric Co		20. Duke Energy Carolinas
1	06. Black Hills Electric		21. Duke Energy Florida
	07. Bonneville Power Administration		22. Duke Energy Indiana
	08. Canoochee EMC		23. Duke Energy Kentucky
	09. Cass County Electric Coop		24. Duke Energy Ohio
	10. CenterPoint Energy		25. Duke Energy Progress
	11. Central Maine Power Co		26. Entergy Arkansas
1	12. City Public Service Energy		27. Entergy Gulf States Louisiana
	13. Commonwealth Edison Co		28. Entergy Louisiana
	14. Consolidated Edison New York		29. Entergy Mississippi
		_	

- 15. Dayton Light & Power Co 30. Entergy New Orleans

South Carolina* 33. Florida Power & Light Co Virginia 34. Florida Public Utilities 35. Georgia Power Co

31. Entergy Texas

36. Gulf Power Co

32. Eversource Energy

- 37. Hawaiian Electric Co, Inc
- 38. Indiana Michigan Power
- 39. Kentucky Power
- 40. Mississippi Power Co
- 41. National Grid
- 42. Nolin Rural Electric Coop 57. Tucson Electric Power

46. Potomac Electric Power Co

50. Puget Sound Energy

55. Tampa Electric

51. San Diego Gas & Electric

56. Tennessee Valley Authority

47. Public Service Co of New Mexico

49. Public Service Electric & Gas Co

53. Southern Maryland Electric Coop

54. Southwestern Electric Power Co

48. Public Service Co of Oklahoma

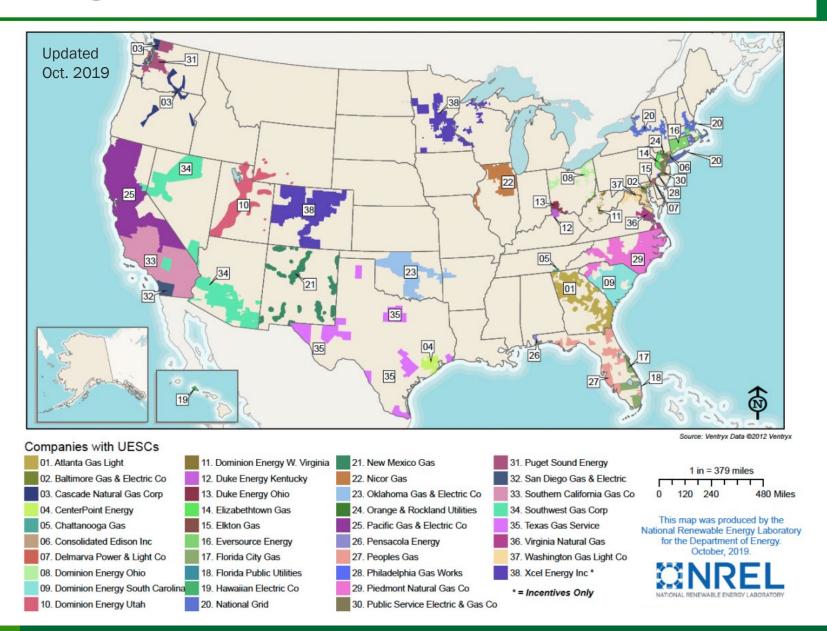
52. Sandhills Utility Services, LLC

- 43. Oklahoma Gas & Electric Co 58. Xcel Energy*
- 44. Orange & Rockland Utilities
- 45. Pacific Gas & Electric Co

- * = Incentives Only 1 in = 379 miles 1 1 1 1 205 410 820 Miles 0
- This map was produced by the National Renewable Energy Laboratory for the Department of Energy.
- October 2019.

Utilities Offering UESCs – Natural Gas

Marketing



- UESC Comprehensive Training
 - Learn about all 5 steps of the UESC implementation process
- Attend FUPWG
- Register for other topic-specific trainings that impact your UESC
- FEMP Training Catalog
 - <u>https://www7.eere.energy.gov/femp/training/</u>

Get started with the New Utility Toolkit!

1. Establishing a UESC program will involve internal resources

- Provide your stakeholders with an expectation
- UESC Implementation Model Guidance
- 2. The utility is responsible for finance sourcing in UESCs
 - Understand the process and contract documents for finance bidding
 - UESC Financing Guidance

3. Develop contract documents for review

- Leverage FEMP resources, sample documents, and templates
- Tools & Templates Overview

4. Is there demand for UESCs in your service territory?

- Assess your service territory market potential
- UESC Market Potential and FEMP Data Resources