UESC New Utility Toolkit Overview and
Getting Started

New Utility Toolkit

June 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

Planning
- Agency and Utility Benefits
- UESC Market Potential
- Internal Resources

Utility Stakeholders

Development
- Implementation Models and Contracting Options
- Financing Strategy
- Templates & Training

Marketing
- FUPWG Seminars and Strategic Partnership Meetings
- Federal Customer Outreach
- Contract Opportunities (SAM.gov)

Agency Customers

UESC Implementation
- Acquisition Planning
- Utility Selection & PA
- Project Development
- Implementation & Construction
- Post-Acceptance Performance
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
Tools & Templates Overview

• 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

- **Planning**
- **Development**
- **Marketing**
- **Implementation**

Key milestones:
- **Utility Stakeholder Approval**
- **UESC Program Ready**
- **Utility Response to LOI**
Agency and utility benefits

**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 and internal resources

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
Marketing a UESC program

• 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

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Companies with UESCs

- AEP Ohio
- AEP Texas
- Alabama Power Co
- Appalachian Power
- Baltimore Gas & Electric Co
- Black Hills Electric
- Bonneville Power Administration
- Canoading EMC
- Cass County Electric Coop
- CenterPoint Energy
- Central Maine Power Co
- City Public Service Energy
- Commonwealth Edison Co
- Consolidated Edison New York
- Dayton Light & Power Co
- Delmarva Power & Light Co
- Dominion Energy N. Carolina
- Dominion Energy South Carolina
- Dominion Energy Virginia
- Duke Energy Carowinds
- Duke Energy Carolinas
- Duke Energy Florida
- Duke Energy Indiana
- Duke Energy Kentucky
- Duke Energy Ohio
- Duke Energy Progress
- Entergy Arkansas
- Entergy Gulf States Louisiana
- Entergy Louisiana
- Entergy Texas
- FPL Energy
- Florida Power & Light Co
- Florida Public Utilities
- Georgia Power
- Gulf Power Co
- Hawaiian Electric Co, Inc
- Indiana Michigan Power
- Kentucky Power
- Mississippi Power Co
- National Grid
- Nolin Rural Electric Coop
- Northern States Power
- Ohio Electric Co
- Oklahoma Gas & Electric Co
- Orange & Rockland Utilities
- Pacific Gas & Electric Co
- Potomac Electric Power Co
- Public Service Co of New Mexico
- Public Service Co of Oklahoma
- Public Service Electric & Gas Co
- Puget Sound Energy
- San Diego Gas & Electric
- Sandhills Utility Services, LLC
- Southern California Edison
- Southern Maryland Electric Coop
- Southwestern Electric Power Co
- Tampa Electric
- Tennessee Valley Authority
- Tucson Electric Power
- Xcel Energy

* = Incentives Only

Source: Vantage Data ©2012 Vantage
Utilities Offering UESCs – Natural Gas

[Map showing utilities offering UESCs for natural gas]

Companies with UESCs:
01. Atlanta Gas Light
02. Baltimore Gas & Electric Co
03. Cascade Natural Gas Corp
04. CenterPoint Energy
05. Chattanooga Gas
06. Consolidated Edison Inc
07. Delmarva Power & Light Co
08. Dominion Energy Ohio
09. Dominion Energy South Carolina
10. Dominion Energy Utah
11. Dominion Energy W. Virginia
12. Duke Energy Kentucky
13. Duke Energy Ohio
14. Elizabethtown Gas
15. Elgin Gas
16. Eversource Energy
17. Florida City Gas
18. Florida Public Utilities
19. Hawaiian Electric Co
20. National Grid
21. New Mexico Gas
22. Nicor Gas
23. Oklahoma Gas & Electric Co
24. Orange & Rockland Utilities
25. Pacific Gas & Electric Co
26. Penevance Energy
27. Peoples Gas
28. Philadelphia Gas Works
29. Piedmont Natural Gas Co
30. Public Service Electric & Gas Co
31. Puget Sound Energy
32. San Diego Gas & Electric
33. Southern California Gas Co
34. Southwest Gas Corp
35. Texas Gas Service
36. Virginia Natural Gas
37. Washington Gas Light Co
38. Xcel Energy Inc *

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Register for FEMP Training and Events!

• 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
  – https://www7.eere.energy.gov/femp/training/
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