U.S. DEPARTMENT of ENERGY | Office of Critical Minerals and Energy Innovation

Utility Open House for Federal Customers: Washington Gas

February 26th, 2026 | 10:00 AM – 1:00 PM ET

Notice

This webinar, including all audio and images of participants and presentation materials, may be recorded, saved, edited, distributed, used internally, posted on DOE's website, or otherwise made publicly available. If you continue to access this webinar and provide such audio or image content, you consent to such use by or on behalf of DOE and the federal government for government purposes and acknowledge that you will not inspect or approve, or be compensated for, such use.

This Training Is Accredited

Get your IACET CEUs:

1. Attend the training in full (you must attend at least 80% of the training).
2. Qualifying attendees will receive an email with a Typeform link to the assessment within 1–2 business days.
3. Complete the assessment (score 80% or higher on the quiz to pass).
4. Fill out and submit your information, with the email address you want your certificate sent to.
5. Complete and submit the training evaluation.
6. You will receive your certificate of completion via email within 1–2 business days.

Questions or issues? Contact WBDG Support at wbdg@nibs.org.

What's an IACET CEU?

A continuing education unit (CEU) from the International Association for Continuing Education and Training (IACET) equals 10 hours of learning in an approved program for licensed or certified professionals.

Agenda

Time	Session
10:00AM	**Washington Gas Welcome** – Stephen Driscoll – *Senior Director of Customer Experience*
10:10AM	**FEMP Leadership Welcome** – Tyler Harris, *DOE FEMP Project Execution and Financing Supervisor*
10:20AM	**Leveraging Utility Programs to Meet Federal Energy Goals** – Jeff Gingrich, *Project Manager - National Laboratory of Rockies*
10:50AM	**Utility Energy Service Contract (UESC) Program and the Areawide Contract** – Natalia Norko – *Director, Strategic Growth and Major Accounts, Washington Gas*
Break	
11:15AM	**Advancing Energy Efficiency and Cost Savings: Interruptible Accounts, Efficiency Programs, and Combined Heat and Power** • Washington Gas Interruptible Program – Dan Whittle, *Key Account Supervisor, Washington Gas* • Energy Efficiency – Commercial – Josh McClelland, *Director Energy Efficiency, Washington Gas* • Combined Heat and Power Tariff – Paul Streaker, *Principal Integrated Planning, Washington Gas*

11:45AM	**Addressing the HOTD Decoupling Opportunity Through Thermal Efficiencies and Performance Contracting**
	• Dane Meyer, *GSA Program Specialist* and Adam Carlson, *GSA Contracting Officer*
	• **Moderator:** Andrew Grejda, *Program Analyst, DOE FEMP Contract Support*
	• **Panelists:**
	  • Jin Oh, HOTD Plant Director of Strategic Operations, GSA
	  • Marian Thomas, ESPC Program Specialist, GSA
	  • Bridgette Rodgers, Federal Project Executive, ORNL
	  • Jason Vass, SVP, Ameresco

12:45PM	**Closing Remarks and Final Q&A** – Stephen Driscoll

Washington Gas
A WGL Company

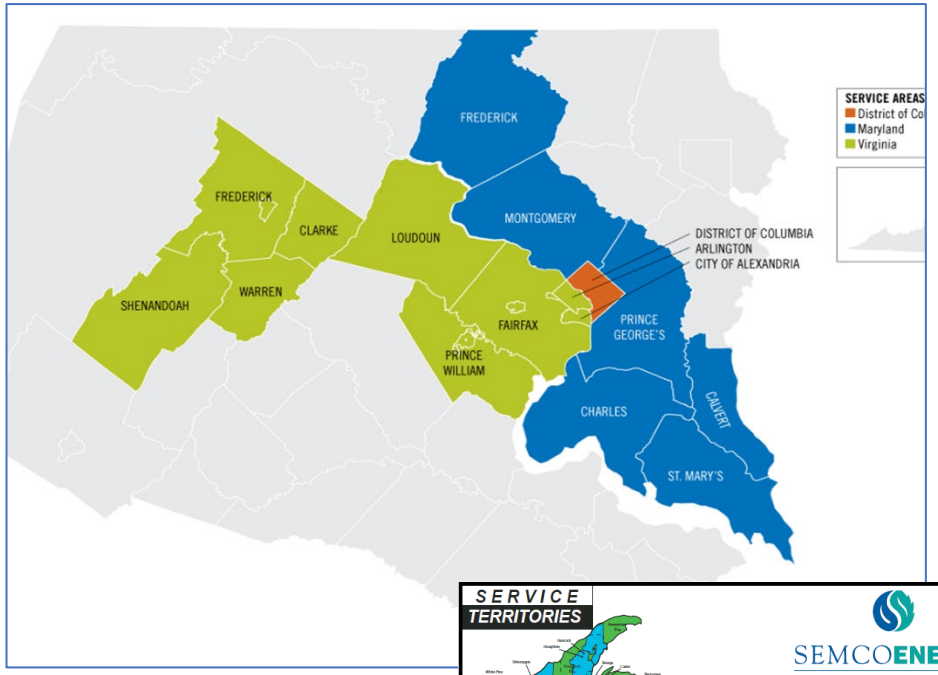
Washington Gas Welcome

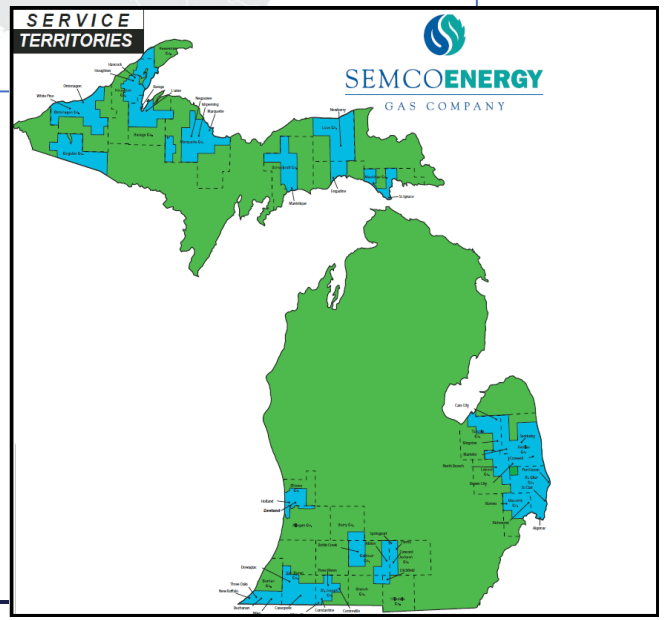
Senior Director of Customer Experience at Washington Gas

Stephen Driscoll – February 26th, 2026

About Washington Gas

- Serving DC, MD, and VA
- Over 1.2 million customers
- Franchise area covers 6,213 sq. miles
- 14,153 miles of Distribution Main
- 174 miles of DOT Transmission Main
- Owned by AltaGas, based in Calgary
    - U.S. Utilities also includes SEMCO, serving Michigan





U.S. DEPARTMENT of ENERGY | Office of Critical Minerals and Energy Innovation

FEMP Welcome

Tyler Harris, DOE FEMP Project Execution and Financing Supervisor





52 Years Helping Agencies Achieve Energy and Cost Savings in Facilities and Fleets




U.S. DEPARTMENT of ENERGY | Office of Critical Minerals and Energy Innovation

FEMP Mission & Vision

Mission

Support the country's largest energy consumer – the federal government – achieve efficient, secure, and reliable energy use in mission-critical facilities and fleets, saving billions in taxpayer money.

Vision

A modernized, efficient federal building and fleet portfolio led by an empowered workforce that ensures mission success, drives innovation, leverages partnerships, and inspires the nation.

FEMP Goals

People

Empower the federal workforce with training, tools, recognition, and direct support.

Projects

Drive portfolio-wide modernization and savings through high-value federal energy investments.

Partnerships

Strengthen collaboration across agencies, utilities, and industry to overcome systemic barriers and amplify impact

FEMP is rooted in statute.

Federal Energy Management Program 42 U.S.C. § 8253(i)

Project Execution & Finance
42 U.S.C. § 8253(i)(3)(A)(i)

Demand Response
42 U.S.C. § 8253(i)(3)(A)(vii)

Energy Performance Contracts
42 U.S.C. § 8253(i)(3)(A)(i to iii)

Life-Cycle Cost
42 U.S.C. § 8254

AFFECT Grants
42 U.S.C. § 8256(b)

Resilience & Energy Procurement
42 U.S.C. § 8253(i)(3)(A)(i)

Resilience Planning
42 U.S.C. § 8253(i)(3)(A)(v) & (D)(i)

Utility Incentives
42 U.S.C. § 8253(i)(3)(A)(i to ii)

Energy Procurement
42 U.S.C. § 8253(i)(3)(A)(i)

Facility & Fleet Optimization
42 USC 8253(i)(D)

O&M & Commissioning
42 U.S.C. § 8253(i)(3)(A)(i) & (D)(iii)

Fleet Management
42 U.S.C. § 8253(i)(3)(D)(iv)

Metering
42 U.S.C. § 8253(e)

Energy-Efficient Products
42 U.S.C. § 8253(i)(3)(B)(vi)

Clean Energy Rule
42 U.S.C. 6834(a)(3)
42 U.S.C. § 8253(i)(3)(B)(iv)

Interagency Coordination
42 U.S.C. § 8253(i)(3)(C)(ii)

Reporting
42 U.S.C. § 8253(i)(3)(B)(i to iii)

Training
42 U.S.C. § 8253(i)(3)(C)(i)

Agency Recognition
42 U.S.C. § 8253(i)(3)(A)(vi)

Interagency Energy Management Task Force
42 U.S.C. § 8253(i)(3)(C)(ii)
42 U.S.C. § 8257

Management Council
42 U.S.C. § 8253(i)(4)

From Your Project to National Energy Dominance

Your Impact

- ✓ **Mission Assurance**: Hardened, resilient federal sites.
- ✓ **Fiscal Responsibility:** Taxpayer savings and private investment.
- ✓ **Energy Security:** Reduced infrastructure vulnerabilities.

Your Projects

Secretary's Priorities

- ✓ Unleash American Energy Dominance
- ✓ Ensure a Secure and Resilient Grid

You're Not Alone: Lean on Your FEMP Resources

We provide expert support to augment your team's capacity.

Let us help you bridge the personnel gap.

Technical Assistance
REopt analysis, project facilitators, demand response experts, technology SMEs.

Tools & Training
Utility Program Navigator, on-site training, accredited workshops, on-demand resources.

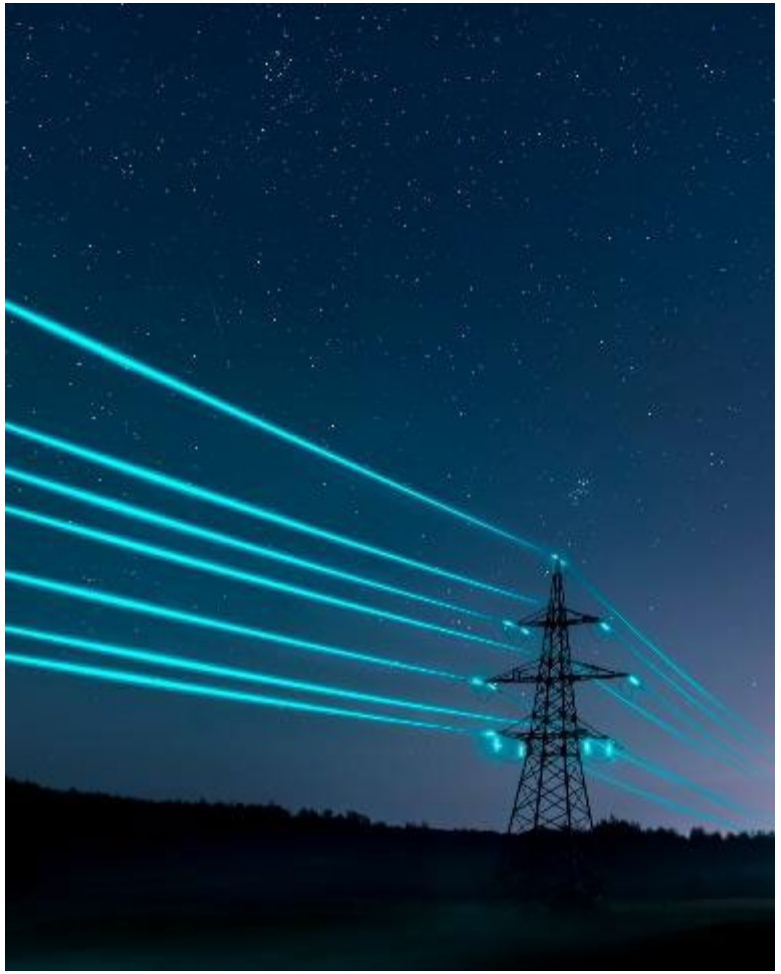
Leveraging Utility Programs to Meet Federal Energy Goals

Jeff Gingrich

Program Manager, FEMP Off-Site Energy Procurement
National Laboratory of the Rockies (NLR)

Section Agenda

- Federal Priorities
- Leveraging Utility Offerings
  - Reducing Waste with Utility Energy Service Contracts (UESCs)
  - Streamlining Infrastructure Projects with GSA Areawide Contracts (AWCs)
  - Cutting Costs with Demand Response and Interruptible Rates
- Q&A



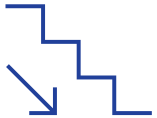
FEMP Helps Federal Sites Identify Pathways to Optimize Costs

Focus area for today

Utility Services

Optimizing utility costs through rate analysis and participation in incentive programs

FEMP support: Off-site Energy Procurement Program



Demand Flex / DR

Enrolling in programs to reduce peak demand and claim incentives

FEMP support: Demand Response Technical Assistance | Grid-Interactive Efficient Buildings

Efficiency / Ops

Improving efficiency of equipment and building systems to reduce overall electricity consumption

FEMP support: Performance Contracting (ESPC & UESC) | Re-Tuning | Treasure Hunts | Facility Optimization

Distributed / On-site

Generating electricity on-site to offset grid purchases, reduce transmission costs, and / or support resilience

FEMP support: DEP program and REopt analysis

Request support on the FEMP Assistance Portal

Why This? Why Now?

Federal agencies face increasing demands to reduce costs and strengthen energy resilience.

- **Utilities are more than energy suppliers** — they provide tools, expertise, and programs that can streamline procurement and reduce workload:
  - Pre-designed, turnkey solutions (e.g., resilience-as-a-service, energy audits, demand response)
  - Funding mechanisms (e.g., rebates, incentives, UESCs, on-bill financing)
  - Technical expertise and local grid insights

Utilities are Key Partners

- **They shape your energy costs** — through control of rates, tariffs, and delivery infrastructure.
- **They offer behind-the-meter solutions** — like combined heat and power, battery storage, and microgrids that improve resilience and flexibility.
- **They know the grid better than anyone** — and can help optimize energy use based on real-time conditions and local constraints.

Federal Requirements & Utility Programs

Category	Legislation	Citation	Summary	FEMP Resources
Utility Incentive Programs	Energy Policy Act of 1992 § 545, as amended	42 U.S.C. § 8256(c)	Authority for agencies to accept financial incentives, goods, or services generally available from a utility to increase energy efficiency or to conserve water or manage electricity demand.	Utility Program and Utility Energy Service Contracts for Federal Agencies
Renewable Electricity Use	EPAct 2005 § 109 EA 2020 §§ 3002(o), 3006(b)(2)	42 U.S.C. § 15852(a)	Of the total amount of electric energy, the Federal government consumes during any fiscal year (FY), the following amounts shall be renewable energy: not less than 7.5% in FY 2013 and each FY thereafter.	Federal Renewable Energy Use Requirement Distributed Energy and Energy Procurement
Implementation of Identified Energy and Water Efficiency Measures	EISA 2007 § 432 EA 2020 §1002	42 U.S.C. § 8253(f)(4)	Two years after the date of completion of each evaluation, each energy manager shall implement all life-cycle cost effective ECMs (individually or bundled) AND Each Federal agency shall use performance contracting (e.g., UESC) to address at least 50 percent of the measures identified.	Facility Energy Management Guidelines and Criteria for Energy and Water Evaluations in Covered Facilities

Federal Requirements & Utility Programs (cont.'d)

Category	Legislation	Citation	Summary	FEMP Resources
Metering Energy and Water Use	EPAct 2005 § 103 EISA 2007 § 434 EA 2020 §1002	42 U.S.C. § 8253(e)	Agencies are required to install metering and advanced metering devices for energy and water in Federal buildings in accordance with U.S. Department of Energy metering guidelines.	Federal Metering Guidance (Per EA 2020, Sec. 1002(g)) Metering Best Practices: A Guide to Achieving Utility Resource Efficiency, Release 3.0 Building Energy Use Benchmarking Guidance
Water Conservation Technologies	EPAct 2005 § 109	42 U.S.C. § 6834(a)(3)(A)(ii)	If water is used to achieve energy efficiency in new Federal buildings in accordance with 42 U.S.C. § 6834(a)(3), then water conservation measures shall be applied to the extent that they are life cycle cost-effective.	Water Efficiency in Federal Buildings and Campuses Best Management Practices for Water Efficiency

Reducing Waste: Utility Energy Service Contracts (UESCs)

Improve Facilities and Reduce Costs Without Upfront Spending

Capital costs are paid by the utility. Payments are made from cost savings, so agencies can improve facilities without needing extra budget.

Fix Old Equipment and Reduce Maintenance

Replace outdated systems like lighting or HVAC with modern, efficient technology, lowering energy use and avoiding expensive repairs.

Meet Requirements and Support Federal Energy Goals

UESCs make it easier to meet federal energy targets while improving facilities.

Cut Energy Bills for the Long Term

New systems reduce energy waste, helping facilities save money year after year.

Learn more on [FEMP's UESC website]

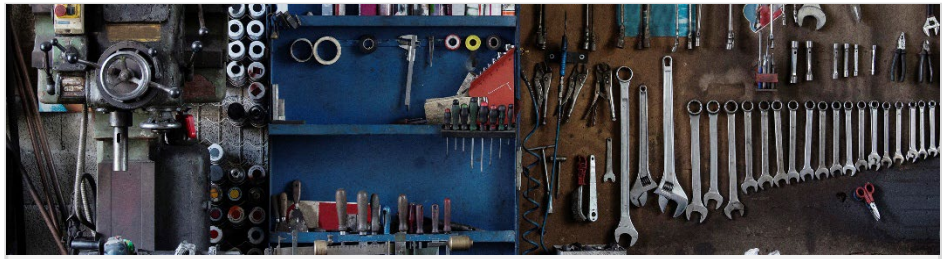
What Are Utility Energy Service Contracts?

A type of *performance-based services* contract, authorized by statute, that permits agencies to implement energy and water efficiency projects with little to no up-front costs or appropriations from Congress

- Capital costs for a variety of measures are paid through financing (secured by the utility) and available agency funds
  - Infrastructure upgrades
  - Replacement of aging, inefficient equipment
  - On-site energy systems (e.g., combined heat and power [CHP])
- Contract payments are made from savings generated by lowering consumption, reducing operations and maintained, and improving efficiency
- Authorized and encouraged under the Energy Policy Act of 1992 – *42 U.S.C. § 8256 - Incentives for agencies* and *10 U.S.C. § 2913*

UESC Key Features

- **Objective** – Implement infrastructure upgrades and achieve savings or be budget neutral
- **Funding** – Financing, appropriations, grants, and incentives may be combined
- **Contractor** – Distribution utility for electricity, natural gas, or water (may work with an Energy Service Company [ESCO])
- **Contracting** – Typically awarded under a GSA Areawide Contract (most common) or Basic Ordering Agreement (BOA)
  - Max contract term is 25 years (including construction)
  - Owned or leased facilities served by the same utility may be included in a single project
  - Contracts are firm-fixed-price



A Performance Assurance Plan is required to sustain long-term savings

- Establishes responsibilities and requirements for services like operations and maintenance (O&M), measurement and verification (M&V), repair and replacement (R&R), recommissioning, and training
- Plan is flexible—agency negotiates specific services based on project complexity, staff capabilities, and savings risk
- Savings guarantees are not required

How Do Energy Performance Contracts Work?

Select contractor

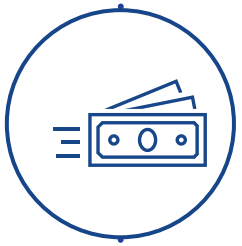
Serving distribution utility for UESC

Conduct assessments to evaluate energy/water savings opportunities

Contractor identifies cost-effective energy conservation measures (ECMs)

Implement ECMs

ESCO/utility secures financing and installs measures



Make payments from energy and cost savings

Contract term of up to 25 years to pay for ECMs

Monitor and sustain savings

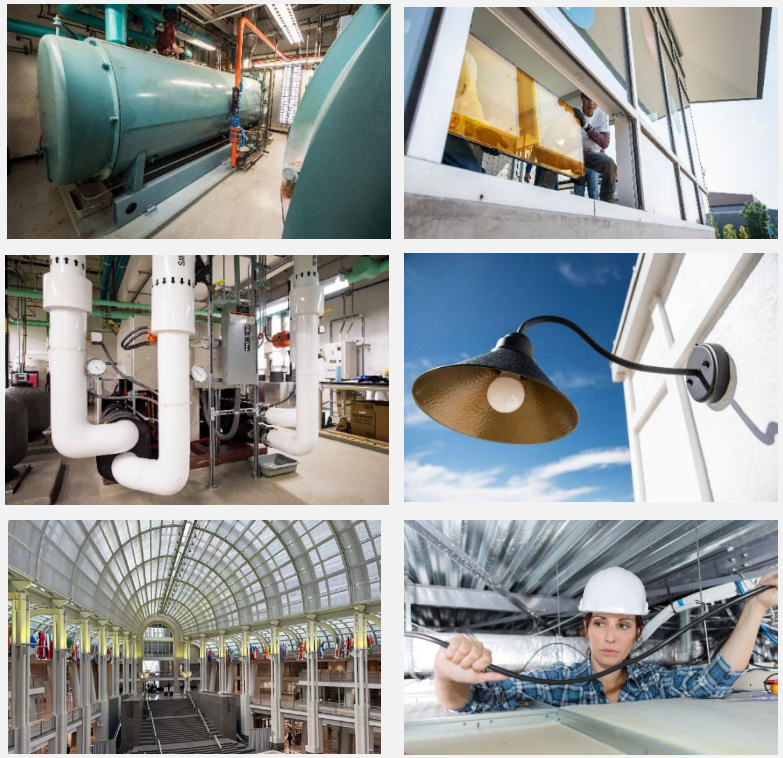
Via O&M and M&V

Savings: Energy Conservation Measure (ECM) Examples

The term "ECM" is defined under 42 U.S.C. § 8287c(4) and 42 U.S.C. § 8259(4)

Common examples (not exhaustive)

- Boiler and chiller upgrades
- Energy management control systems
- Commissioning/Retro-commissioning
- Building envelope
- HVAC
- Chilled/hot water, steam distribution
- Lighting and lighting control improvements
- Electric motors/drives
- Refrigeration
- Distributed Energy Systems
- Water and wastewater
- Electrical peak shaving/load shifting
- Rate adjustments
- Appliance/plug load reductions
- Energy consuming devices and support structures



Measures must be applied to a federal building (as defined by 42 U.S.C. § 8259(6)).

UESC Case Study: Army Fort Bliss (2022)

Quick Facts:

- Utility Partner: New Mexico Gas Company w/ ESG
- Investment Value: $58M
- Contract Term: 24 years
- Grants/Incentives: $1M AFFECT Grant
- Estimated Savings: ~$136M over contract term (2022-2046)

Goals:

- Advance resilience - microgrid and energy storage for 40% of critical facilities
- Address critical water infrastructure and security needs
- Decrease energy and water consumption

Contract included performance period ECM support for the entire duration of the contract

- Routine measurement & verification to validate ECM performance
- O&M services covering all ECMs

Fort Bliss: Energy Conservation Measures (ECMs)

- **LED lighting upgrades | Savings = $490k/year**
  - Unlocked savings for reinvestment in critical infrastructure upgrades (microgrid)
- **Water infrastructure upgrades | Savings = $603k/year**
  - Refurbishment of existing water well
  - Transmission lines to connect well to facility water supply
- **Energy reliability – Microgrid serving 142 buildings | Savings = $3.5 million/year**
  - 15 MW distributed energy resources (DERs)
  - 2 MW battery storage system (BESS)

Fort Bliss: Performance Assurance Plan

Army included performance period ECM support for the entire duration of the contract

- Routine measurement & verification to validate ECM performance
  - Completed at intervals specified in the contract
  - Tracked against baseline measurements to ensure projected savings are achieved
- Operations & maintenance (O&M) services covering all ECMs
  - Critical for preventative maintenance of complex microgrid, DER, and BESS components

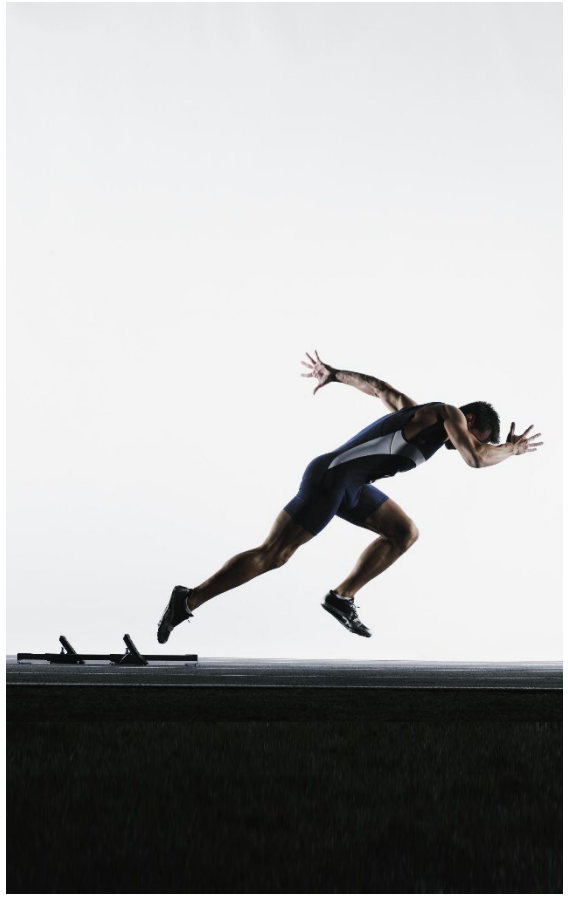
Summary: Why Consider a UESC?

- **Little/no up-front capital costs**
- **Maximized return-on-investment:** Appropriations, grants, and incentives combined with financing enables comprehensive projects
- **Deferred maintenance avoidance:** Enables critical infrastructure upgrades without relying on limited budgets
- **Long-term operational efficiency:** Modernized systems lower maintenance costs, extend equipment life, and allow facilities to optimize use of O&M/R&R budget
- **Performance assurance:** Plans for sustaining ECM performance and savings required – services can be assigned to utility

Benefits of Contracting with Utility

- Long-term relationship with customer service focus
- Mutual goals for energy efficiency and grid reliability incentivizes project success
- Established source with knowledge of the facility

Summary: How To Get Started



Set goals for your project: Energy/water efficiency, equipment replacement, energy security, deep energy retrofits, etc.

Identify and prioritize known ECM opportunities: Review facility/energy consumption data, existing audits, and multi-year site plans

Evaluate funding options *(appropriations, grants, incentives, etc.)*

Establish the team and confirm availability of critical staff resources and obtain management support: Project champion, contracting officer/specialists, financial decision makers, etc.

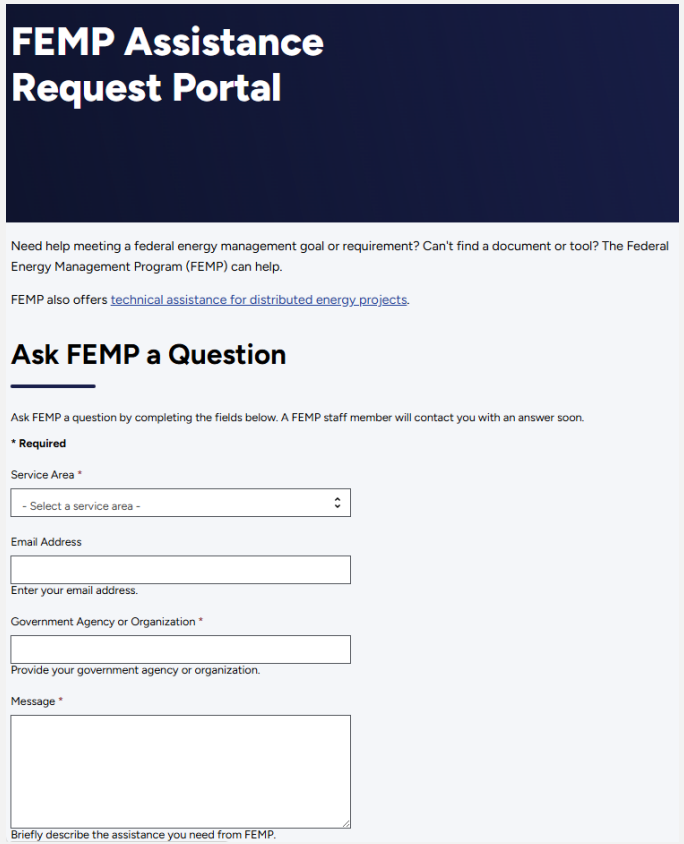
Contact FEMP for training and technical support

Free FEMP UESC Project Support

FEMP offers *FREE* support to federal agencies via the Assistance Request Portal:

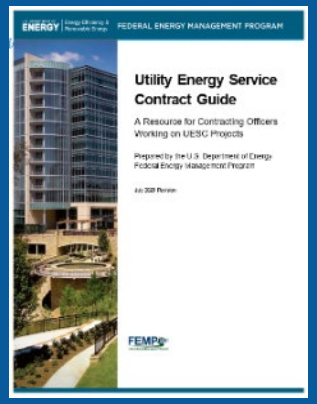
- Project guidance and discussions with Federal Project Executives (FPEs)
- Tailored training for federal agencies and utilities
- Site analysis (utility rates, renewable energy optimization, resilience, etc.)
- Technical assistance provided by DOE National Labs
  - Initial project consultations
  - Reviewing project files (SOWs, audits, proposals, etc.)
  - Analyzing renewable energy opportunities
  - Evaluating technology considerations

FEMP Assistance Request Portal



UESC Contracting Guides and Templates

FEMP offers templates and guides to streamline contract development and save time.



Click below to view and download

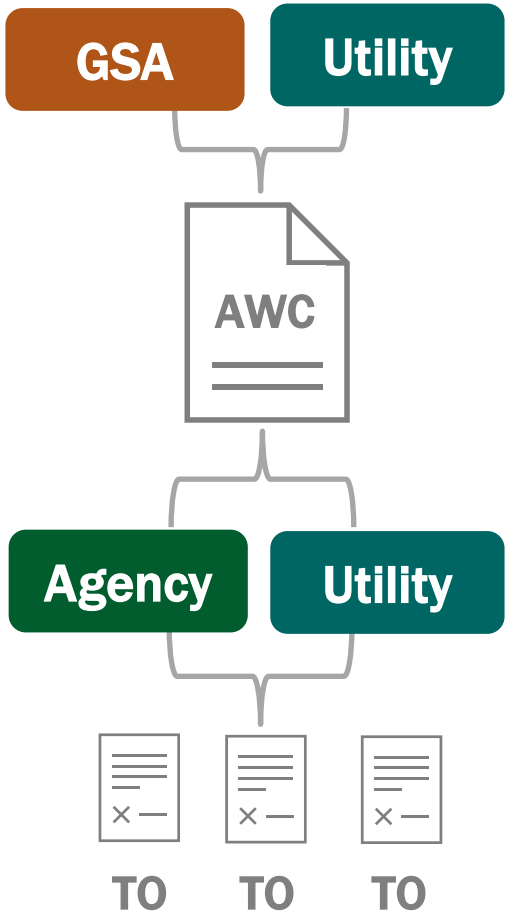
UESC Resources

- **Guides and Essential Education**
  - UESC Guide
  - UESC Enabling Documents
  - Performance Assurance Guide
  - FAQs
- **Templates and Examples**
  - Letter of Interest
  - TO Templates
  - PA and IGA SOW
  - Project Development Checklist
  - Case Studies

Streamlining Projects: GSA Areawide Contracts (AWC)

AWCs offer a streamlined procurement pathway for upgrading and hardening facility infrastructure

- AWCs are umbrella agreements that can be used by any federal facilities served by a utility who has executed an AWC with GSA
- Contain multiple 'Exhibits' used to order various services (*examples below – each AWC is unique*)
  - **Authorization for Electric or Natural Gas Service** – Connection or termination of service and infrastructure projects
  - **Authorization for Energy Management Services** – Demand-side management and efficiency services (typically used for UESCs)
- Contract Term – 10 years (typically renewed regularly)
- AWCs and guides available on GSA's website



AWC Exhibits

AWCs contain multiple ‘Exhibits’ or ‘Authorizations’ used to order various types of services.

Authorization for Natural Gas Service	Authorization for Energy Management Services (EMSA)
❑ Connect ❑ Change ❑ Disconnect or Continue Service ❑ Line Extension, Alteration, Relocation, or Reinforcement ❑ Special Facilities	❑ Preliminary Energy Audit *(aka. Preliminary Assessment)* ❑ ECP Feasibility Study *(aka. Investment Grade Audit)* ❑ ECP Engineering & Design Study ❑ Energy Conservation Project Installation *(aka. UESC Construction and Implementation)*

Washington Gas AWC

View and Download

Authorization for Natural Gas Service

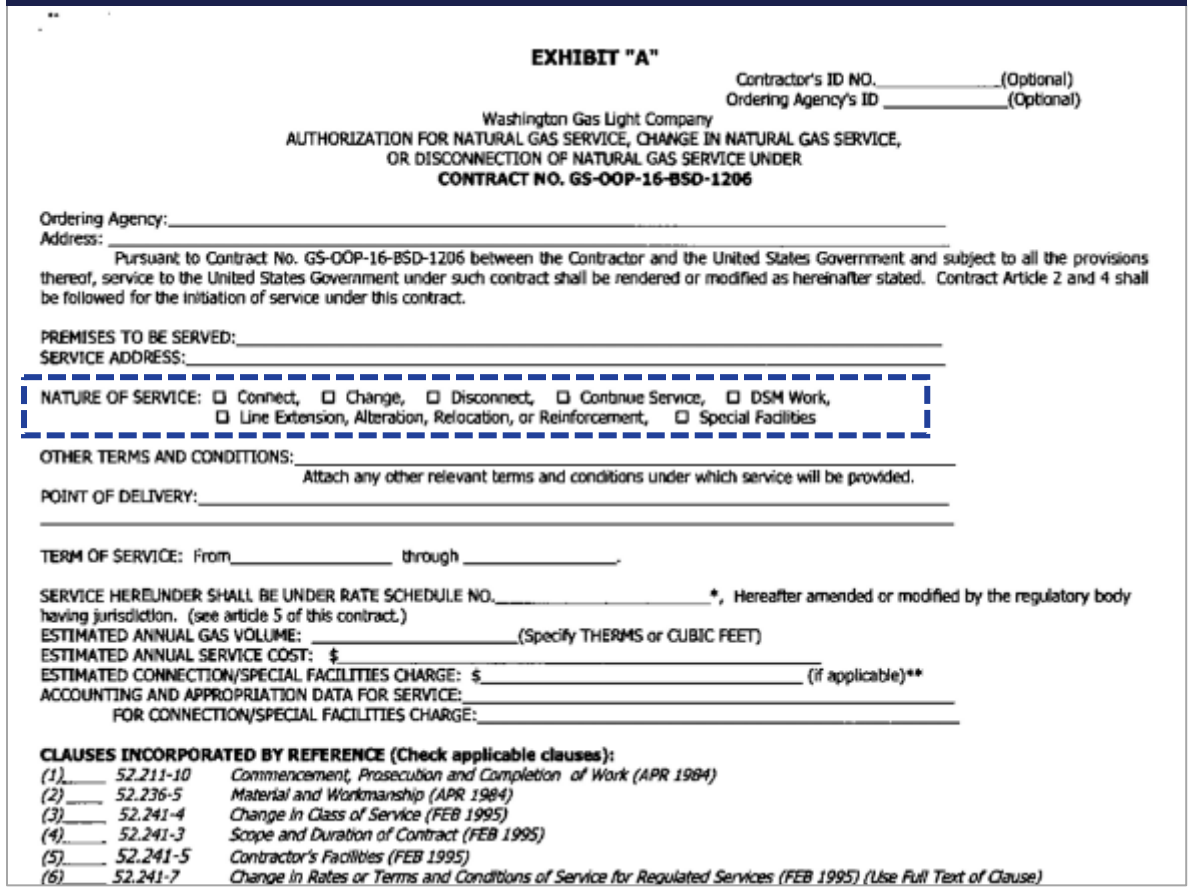


EXHIBIT "A"

Contractor's ID NO._____(Optional)
Ordering Agency's ID _____(Optional)

Washington Gas Light Company
AUTHORIZATION FOR NATURAL GAS SERVICE, CHANGE IN NATURAL GAS SERVICE,
OR DISCONNECTION OF NATURAL GAS SERVICE UNDER
CONTRACT NO. GS-OOP-16-BSD-1206

Ordering Agency:_____
Address: _____
Pursuant to Contract No. GS-OOP-16-BSD-1206 between the Contractor and the United States Government and subject to all the provisions thereof, service to the United States Government under such contract shall be rendered or modified as hereinafter stated. Contract Article 2 and 4 shall be followed for the initiation of service under this contract.

PREMISES TO BE SERVED:_____
SERVICE ADDRESS:_____

NATURE OF SERVICE: ☐ Connect, ☐ Change, ☐ Disconnect, ☐ Continue Service, ☐ DSM Work,
☐ Line Extension, Alteration, Relocation, or Reinforcement, ☐ Special Facilities

OTHER TERMS AND CONDITIONS:_____
Attach any other relevant terms and conditions under which service will be provided.
POINT OF DELIVERY:_____
_____

TERM OF SERVICE: From_____ through _____.

SERVICE HEREUNDER SHALL BE UNDER RATE SCHEDULE NO._____*, Hereafter amended or modified by the regulatory body having jurisdiction. (see article 5 of this contract.)
ESTIMATED ANNUAL GAS VOLUME: _____(Specify THERMS or CUBIC FEET)
ESTIMATED ANNUAL SERVICE COST: $_____
ESTIMATED CONNECTION/SPECIAL FACILITIES CHARGE: $_____ (if applicable)**
ACCOUNTING AND APPROPRIATION DATA FOR SERVICE:_____
FOR CONNECTION/SPECIAL FACILITIES CHARGE:_____

CLAUSES INCORPORATED BY REFERENCE (Check applicable clauses):

(1)____ 52.211-10 *Commencement, Prosecution and Completion of Work (APR 1984)*
(2)____ 52.236-5 *Material and Workmanship (APR 1984)*
(3)____ 52.241-4 *Change in Class of Service (FEB 1995)*
(4)____ 52.241-3 *Scope and Duration of Contract (FEB 1995)*
(5)____ 52.241-5 *Contractor's Facilities (FEB 1995)*
(6)____ 52.241-7 *Change in Rates or Terms and Conditions of Service for Regulated Services (FEB 1995) (Use Full Text of Clause)*

Authorization for Energy Management Services

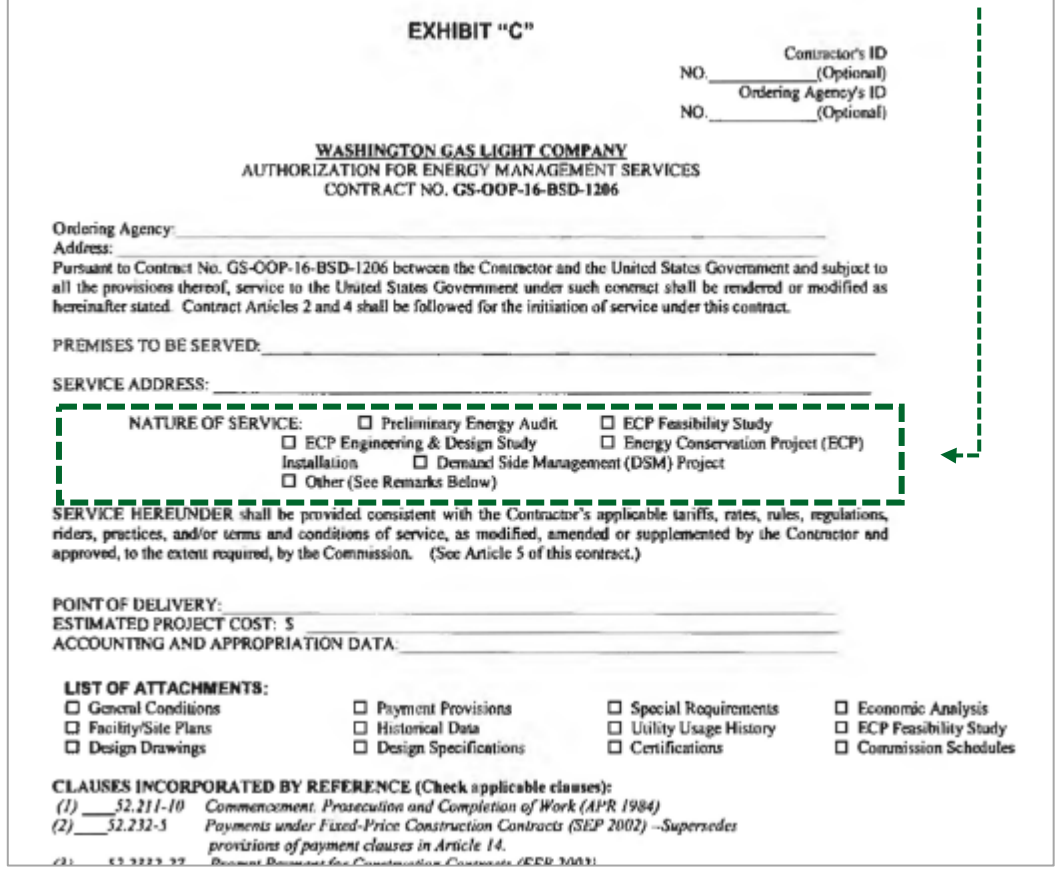


EXHIBIT "C"

Contractor's ID
NO._____(Optional)
Ordering Agency's ID
NO._____(Optional)

WASHINGTON GAS LIGHT COMPANY
AUTHORIZATION FOR ENERGY MANAGEMENT SERVICES
CONTRACT NO. GS-OOP-16-BSD-1206

Ordering Agency:_____
Address: _____
Pursuant to Contract No. GS-OOP-16-BSD-1206 between the Contractor and the United States Government and subject to all the provisions thereof, service to the United States Government under such contract shall be rendered or modified as hereinafter stated. Contract Articles 2 and 4 shall be followed for the initiation of service under this contract.

PREMISES TO BE SERVED:_____

SERVICE ADDRESS: _____

NATURE OF SERVICE: ☐ Preliminary Energy Audit ☐ ECP Feasibility Study
☐ ECP Engineering & Design Study ☐ Energy Conservation Project (ECP)
Installation ☐ Demand Side Management (DSM) Project
☐ Other (See Remarks Below)

SERVICE HEREUNDER shall be provided consistent with the Contractor's applicable tariffs, rates, rules, regulations, riders, practices, and/or terms and conditions of service, as modified, amended or supplemented by the Contractor and approved, to the extent required, by the Commission. (See Article 5 of this contract.)

POINT OF DELIVERY:_____
ESTIMATED PROJECT COST: $_____
ACCOUNTING AND APPROPRIATION DATA:_____

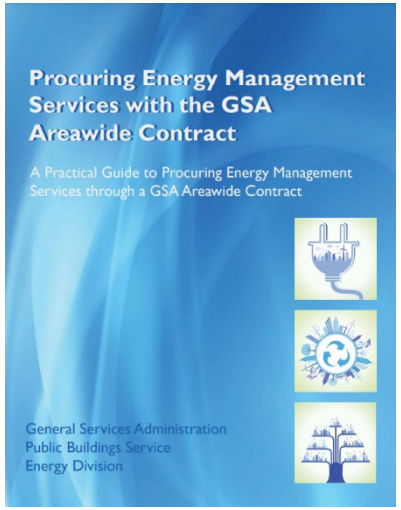
LIST OF ATTACHMENTS:

☐ General Conditions ☐ Payment Provisions ☐ Special Requirements ☐ Economic Analysis
☐ Facility/Site Plans ☐ Historical Data ☐ Utility Usage History ☐ ECP Feasibility Study
☐ Design Drawings ☐ Design Specifications ☐ Certifications ☐ Commission Schedules

CLAUSES INCORPORATED BY REFERENCE (Check applicable clauses):

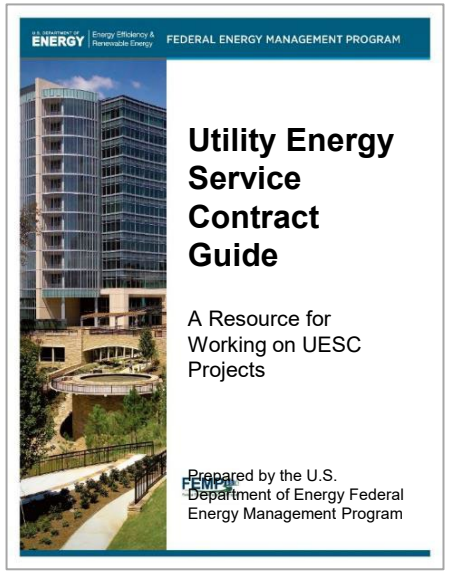
(1) ___52.211-10 *Commencement, Prosecution and Completion of Work (APR 1984)*
(2) ___52.232-5 *Payments under Fixed-Price Construction Contracts (SEP 2002) –Supersedes provisions of payment clauses in Article 14.*

Contracting Resources



GSA AWC Resources

- Utility Areawide Guide
- Guide to Procuring Energy Management Services
- Utility AWC Listing



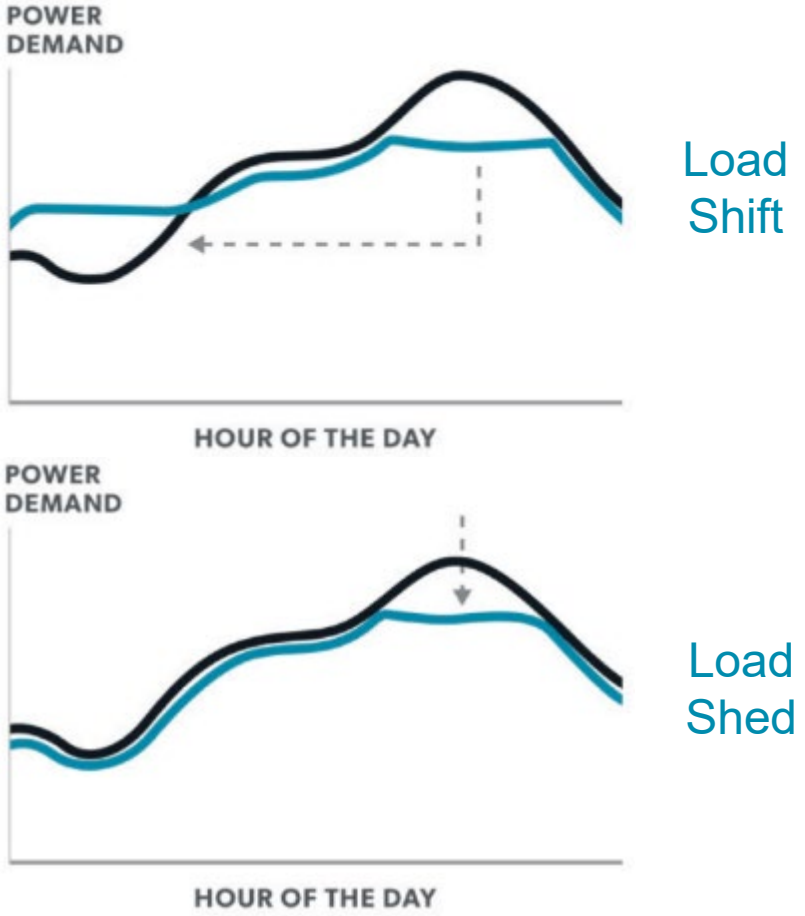
FEMP UESC Resources

- Contract Guide
- Enabling Documents (legislation)
- Templates

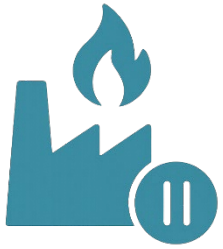
Lowering Costs Through Demand Response and Interruptible Rates

Utilities offer financial incentives to encourage customers to reduce energy consumption during periods of high ("peak") demand

- Curbing use is quicker and less expensive than building new generation
- Programs vary widely but typically call for reducing electricity use when specified by the utility
- Examples of demand response (DR) programs:
  - **Natural gas interruptible programs**
  - Peak load management
  - Emergency load reduction

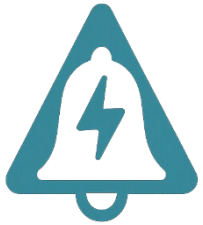


How Interruptible Rates Work



Customer agrees to curtail or reduce gas usage during system constraints or peak demand periods

Customer receives lower utility rate (regardless of whether curtailment events occur)



Utility notifies customers in advance of interruption

Noncompliance during interruption event may result in penalties

Facilities must have an alternate fuel source or ability to temporarily reduce consumption

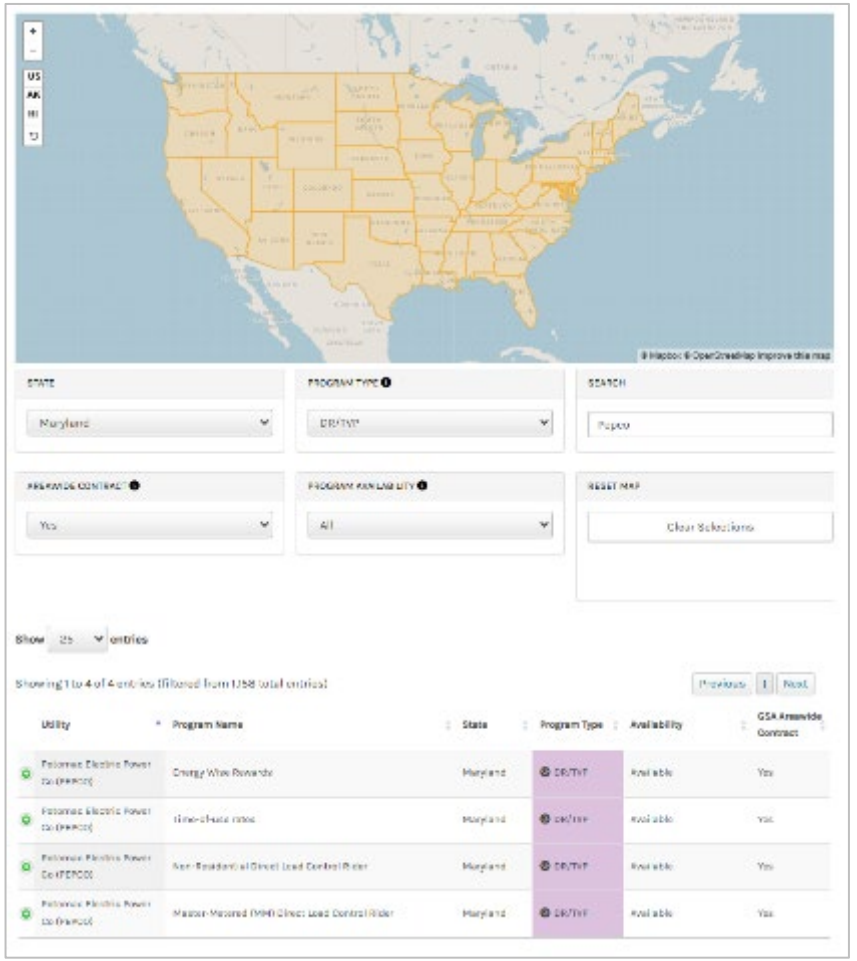
Examples: Dual-fuel boilers, fuel oil systems, propane (LPG) supply, electric heating, combined heat and power (CHP)

FEMP's Utility Program Navigator

The Navigator is a searchable map and webtool for learning about programs and incentives like interruptible rates

- Focused on programs applicable to federal goals and priorities
- Aims to centralize and simplify access to essential information for energy managers
- Connects users to utility web resources for more information

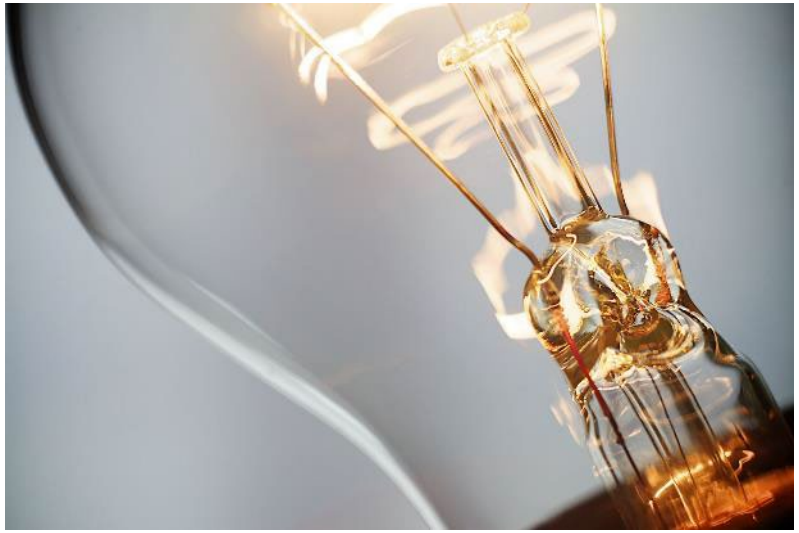
www.energy.gov/femp/femp-utility-program-navigator



Search by state, program type, keyword/utility name, GSA Areawide Contract status

Q&A





WGL's Utility Energy Service Contract (UESC) Program and the Areawide Contract

Natalia Norko
Director, Strategic Growth and Major Accounts
Washington Gas Light Company

Reliable, Resilient, Affordable, and Secure Energy
Working with the WGL Team

Origination/ Opportunity Development / Feasibility / Contracting

- Vice President, Large Commercial Business Development – Dom Cugliari
- Director, Strategic Growth and Major Accounts – Natalia Norko
- Director, Sales and Customer Growth – Tim Lubbers

Customer Experience Management

- Sr. Director Customer Experience – Stephen Driscoll
- Supervisor Key Accounts – Dan Whittle

Working with Washington Gas through the Utility Energy Service Contract (UESC) Program and the Areawide Contract Service

UESC Key Features

Objective – Implement infrastructure upgrades and achieve savings, or be budget neutral; performance assurance required; savings guarantee not required

Fuel – Solutions are fuel neutral

Funding – Financing, appropriations, grants, and incentives may be combined

Eligible Facility/Project Size – Any size; federally owned and leased facilities

Contracting – GSA Areawide Contract / UESC Task Orders for Energy Management Services

- Owned or leased facilities served by the same utility may be included in a single project
- Contracts are firm-fixed-price

WGL Implementation Approach and Responsibilities

Utility will work with Energy Service Companies on a competitively selected basis but as your local distribution company we will be the prime contractor under the UESC with the Facility Owner

- Analysis and Assessments
- Engineering and Design
- Performance Assurance Plan Development
- Competitive Subcontractor Selection
- Project Management / Construction
- Performance Period Services

Break

Advancing Energy Efficiency and Cost Savings: Interruptible Accounts, Efficiency Programs, and Combined Heat and Power

Washington Gas Interruptible Program – Dan Whittle | *Key Account Supervisor*

Energy Efficiency – Commercial – Josh McClelland | *Director Energy Efficiency*

Combined Heat and Power Tariff – Paul Streaker | *Principal Integrated Planning*

Interruptible Program

Program Purpose

- The program reduces natural gas load during peak demand to maintain system reliability for critical customers

Mutual Benefit

- Participants switch to alternative energy generation during peak periods
- Customer receives reduced rates for accepting interruptions
- Utility balances supply and demand effectively

Interruption Notification Process

- Washington Gas issues timely notification requiring customers to cease use of gas and switch fuels during peak periods

Operational Readiness and Safety

- Participants must regularly test alternative systems, train staff, and maintain fuel inventories to ensure safety and reliability
- Customers must maintain a fully operational backup fuel system ready for immediate activation during interruptions

Compliance Monitoring and Verification

- The utility monitors gas usage and verifies compliance through meter data during interruption periods to ensure system reliability
- Non-compliance may result in fines and higher rates

Interruptible vs Firm Rates 2026 – D.C.

Interruptible Delivery Service - Rate Schedule No. 6

DC Customers - Minimum Annual Usage Requirement of 60,000 therms

Distribution Charge

All gas delivered during the billing month

First 75,000 therms 25.00 ¢

Over 75,000 therms 23.06 ¢

Firm Commercial and Industrial Delivery Service Rate Schedule No. 2A

Distribution Charge

All gas delivered during the billing month

Heating and/or Cooling

~~(a) Normal Weather Annual Usage 75.15 ¢ per therm - Less than 3,075 therms~~

(b) Normal Weather Annual Usage 57.42 ¢ per therm - 3,075 therms or more

Non-Heating and Non-Cooling

57.75 ¢ per therm

Rates and Tariffs - Washington Gas - www.washingtongas.com/billing-and-payment/billing-tariff-rates-schedules

Interruptible Customer Information

- Washington Gas sends out annual winter preparedness packages to all interruptible customers
- These packages include important documents that customers must complete and return prior to the upcoming heating season
  - Validation of Equipment
  - Contact Personnel Sheet
  - Admin and Operations Contact Sheet
- Washington Gas holds an Interruptible Customer Open House each year in October
  - Educates customers about interruptible program prior to the start of the heating season
- Interruptible Customers can request analysis to see if it is possible to convert their account(s) to Firm Delivery Service between April 1 – August 1 of each year
  - Customers must be approved by Washington Gas prior to switching rate classes
- Interruptible customers must be enrolled with a WG approved third-party supplier

Energy Efficiency

Lower Project Cost, Faster Execution: Federal-Ready Gas Efficiency Incentives (MD & VA)

- **MD & VA Prescriptive Programs** – Incentives for ready-now upgrades:
  - Per-measure incentives (set or size based) for boilers, water heating, controls, food service, steam traps, insulation
  - Pre-approval required; new equipment only
- **MD & VA Custom Programs** – Incentives for larger or complex project scopes:
  - Supports retrofit, new construction, end-of-life projects
  - Incentivizes measures not covered prescriptively
  - Incentive levels ($ per therm):
    - Maryland – Up to $3.70 per therm (max $500,000)
    - Virginia – Up to $3.00 per therm (max $100,000)
- **Process fit for federal projects** – Service provider registration, documented baseline vs. proposed, site inspections; trend data required for larger incentives (thresholds differ by state)

Federal-Focused Efficiency Offerings

Prescriptive Programs

- Quick upgrades
- Pre-approved equipment list
- HVAC, water heating, kitchen, controls, steam

Custom Programs

- Complex or high-load systems
- Modeled savings to $ per therm incentives
- MD: Up to $3.70/therm – VA: Up to $3.00/therm

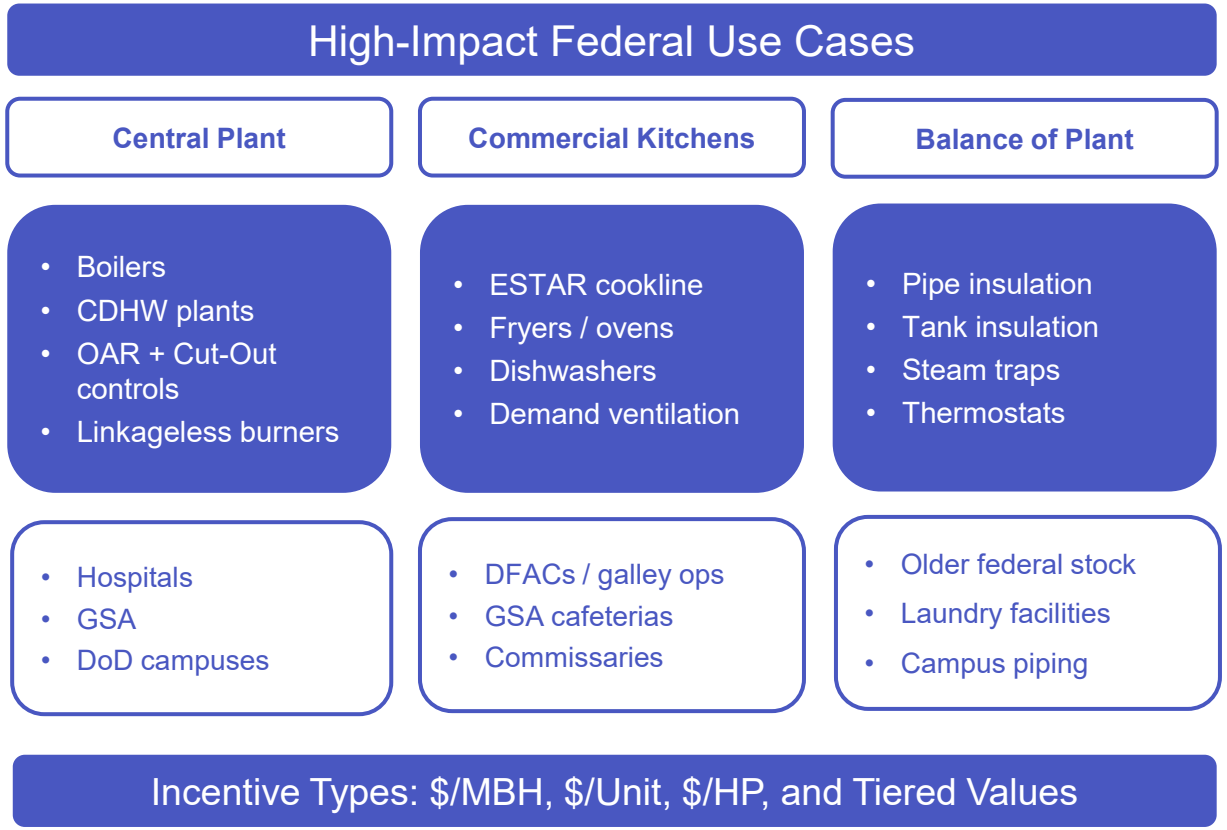
Built for Federal Facilities

- UESC compatible
- HOTD transition support
- Trend data + M&V ready

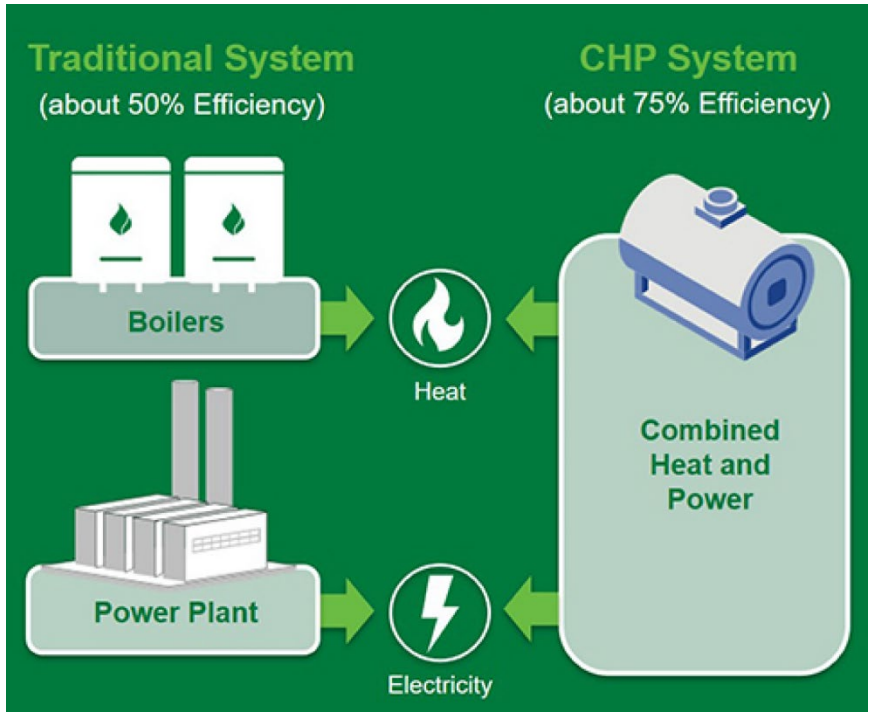
Energy Efficiency

High-Impact, Low-Friction Measures for Federal Campuses

- **Heat and Hot Water Backbone (campus and hospitals):**
  - Large boilers (≥300 – ≤5,000 MBH):
    - MD up to $4.00/MBH
    - VA up to $5.00/MBH
  - Central domestic hot water (CDHW) plants and controls
  - Outdoor air reset and cut-out controls for boilers
  - Linkageless burner controls for part-load efficiency
- **Dining and Galley Operations (GSA cafeterias, military):**
  - ENERGY STAR combi, convection, rack, conveyor ovens; fryers, griddles, steamers, dishwashers
  - Kitchen demand ventilation controls (per-unit incentives by measure and size)
- **Steam Distribution and Laundry (legacy plants, labs, barracks):**
  - Steam trap repair (high and medium pressure tiers)
  - Ozone laundry (facility-type specific)
- **Envelope and Balance of Plant:**
  - Pipe and tank insulation, water heater wraps, and smart thermostats (small buildings)



Combined Heat and Power (CHP)



- Efficiencies of ~75% by utilizing waste heat from power production
- Highly dependent upon heat balance of the power / thermal load

Source: https://www.energy.gov/eere/ito/combined-heat-and-power-basics

Washington Gas CHP Options (DC Tariff)

Rates

	C&I	CHP
Cust Charge ($ / mo)	32.80	395.30
Peak ($ / Peak Dth)		
Nov-Apr	0.51	
All Months		1.16
Vol ($ / Dth)	5.78	1.32
(DCA)	(0.56)	(0.56)
Net Vol	5.21	0.76
Surcharges		
PIPES	0.19	0.19
RES	0.11	0.11

C&I is Schedule 2A – NHNC; CHP is Schedule 7

Requirements

- Available to distributed generation (DG) technologies including CHP
- Must have DG equipment prior to service
- Minimum annual use of 60,000 therms
- Delivery customer (utilizing a supplier under RS 5)
- Minimum load factor of 50%
- General Service Provision 27 (balancing for power generation) applies

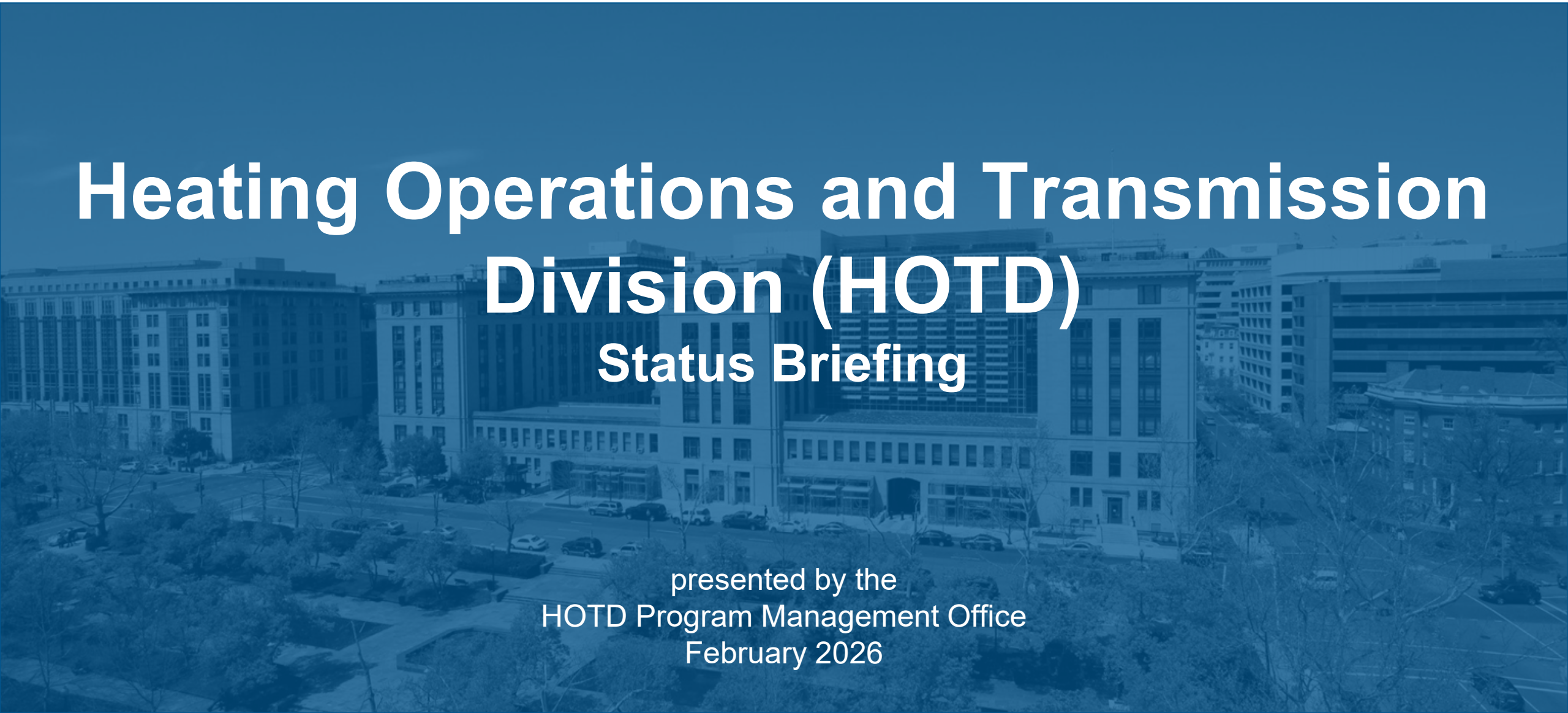
Requirements outlined in Rate Schedule 7

Addressing the HOTD Decoupling Opportunity Through Thermal Efficiencies and Performance Contracting

U.S. General Services Administration

Heating Operations and Transmission Division (HOTD)

Status Briefing



presented by the
HOTD Program Management Office
February 2026

Agenda

- HOTD Facility Background
- Operational & Financial Challenges
- GSA Divestment Timeline
- Asset Decoupling Progress
- Panel Discussion

HOTD Background Information

Aging Utility Plant

Built in 1934

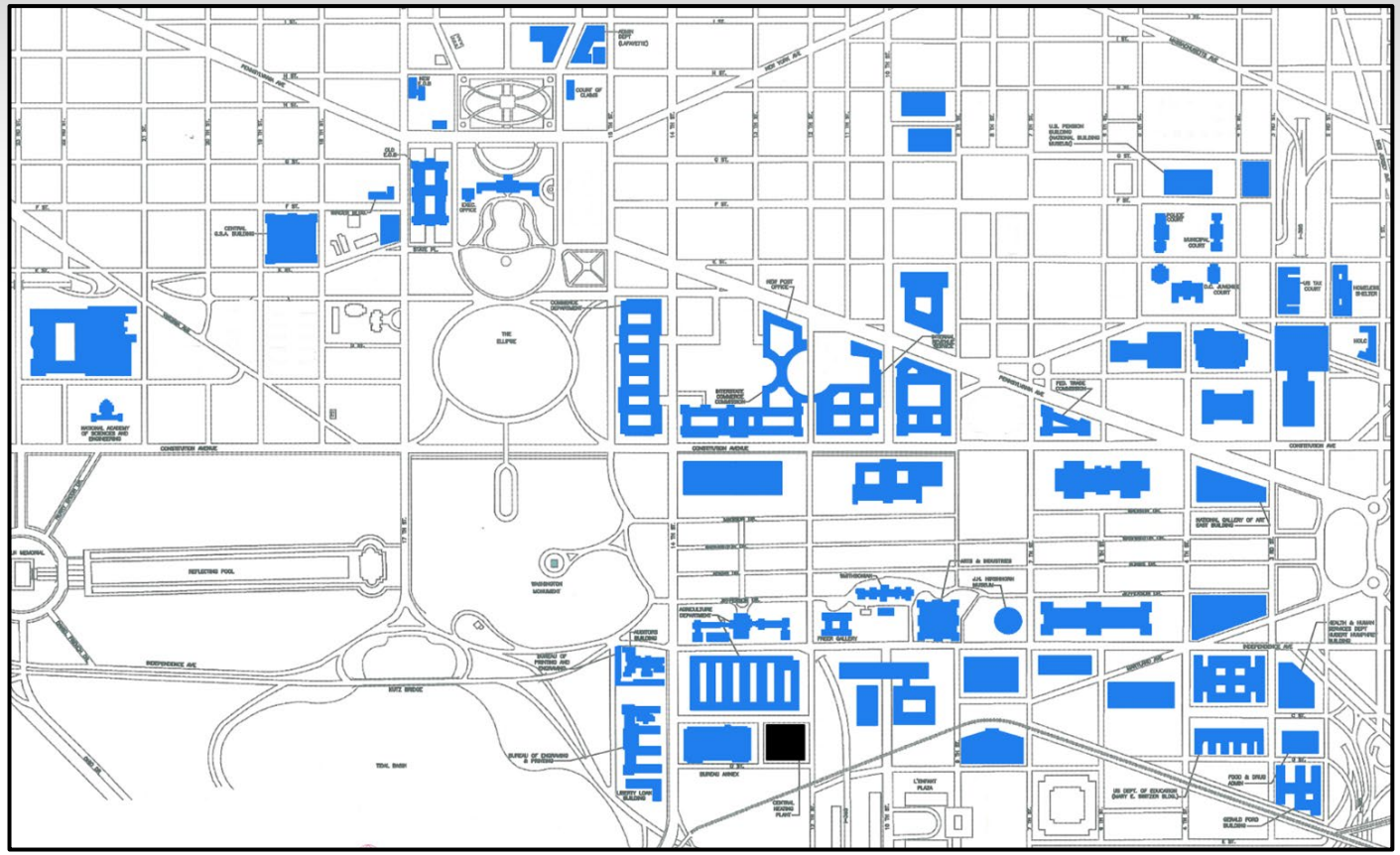
Provides Heating and Cooling Utility Services

GSA's Largest Central Utility System

- Largest natural gas consumer
- 12 miles of tunnel/buried pipe
- 62 customer buildings

Average Annual Production

- Steam: 1.7 million mlbs
- Chilled Water: 24 million ton-hrs



HOTD Steam and Chilled Water Customer Network

Untenable Long-Term Challenges

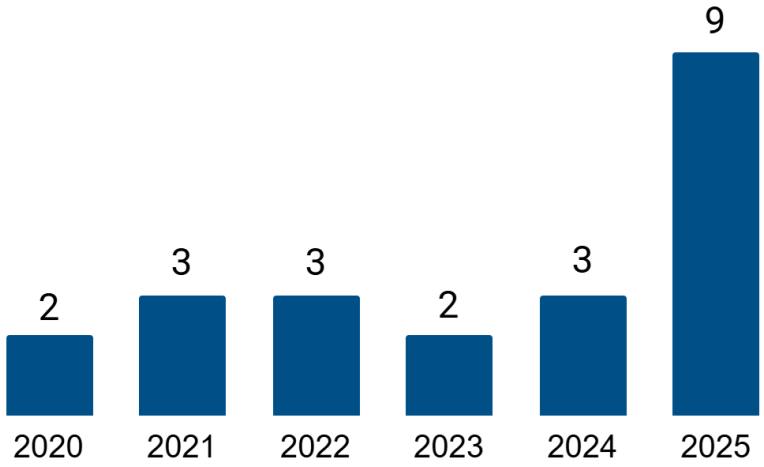
Operational

All Major HOTD Systems Are Past End of Life
July 2025 Outage: Museums Closed to Public for Three Days

Extended Maintenance Requirements

- Planned month-long shutdown of steam boilers (Spring 2026)

Steam Plant Outages: 2020-2025



Financial

31 Customers Have Departed HOTD since 2005
Overall Plant Operating Costs up 20% since 2018

- Driven by 50% increase in utility costs

FY 2025: Rate Restructuring Necessary to Maintain Plant's Operating and Capital Costs

Fiscal Years	Rate Projections ($/klb)
FY14 - FY24	$38.90
FY25 - FY26	$45
FY27	$56
FY28 - FY30	$56 - $115

GSA Strategy & Divestment Timeline

Tentative Timeline

2024–2025
Planning & Alignment

- **Stabilized HOTD Finances (Rate Restructuring)**
- **Initiated Customer Outreach**
- **Project Planning**

2026
Resolve Remaining Decisions

- **Project Awards for Initial 24 GSA Buildings**
- **Finalize Approach to Remaining GSA Assets**

2027-2030
Execute Decoupling

- **Rolling Project Implementation**
- **Target: Decouple 24 GSA Bldgs by 2030**
- **Confirm Divestment/Disposition Path for HOTD Facility**

2030-2032
Service End Window

- **Planned Discontinuation of Steam & Chilled Water Service**

Asset Decoupling Progress

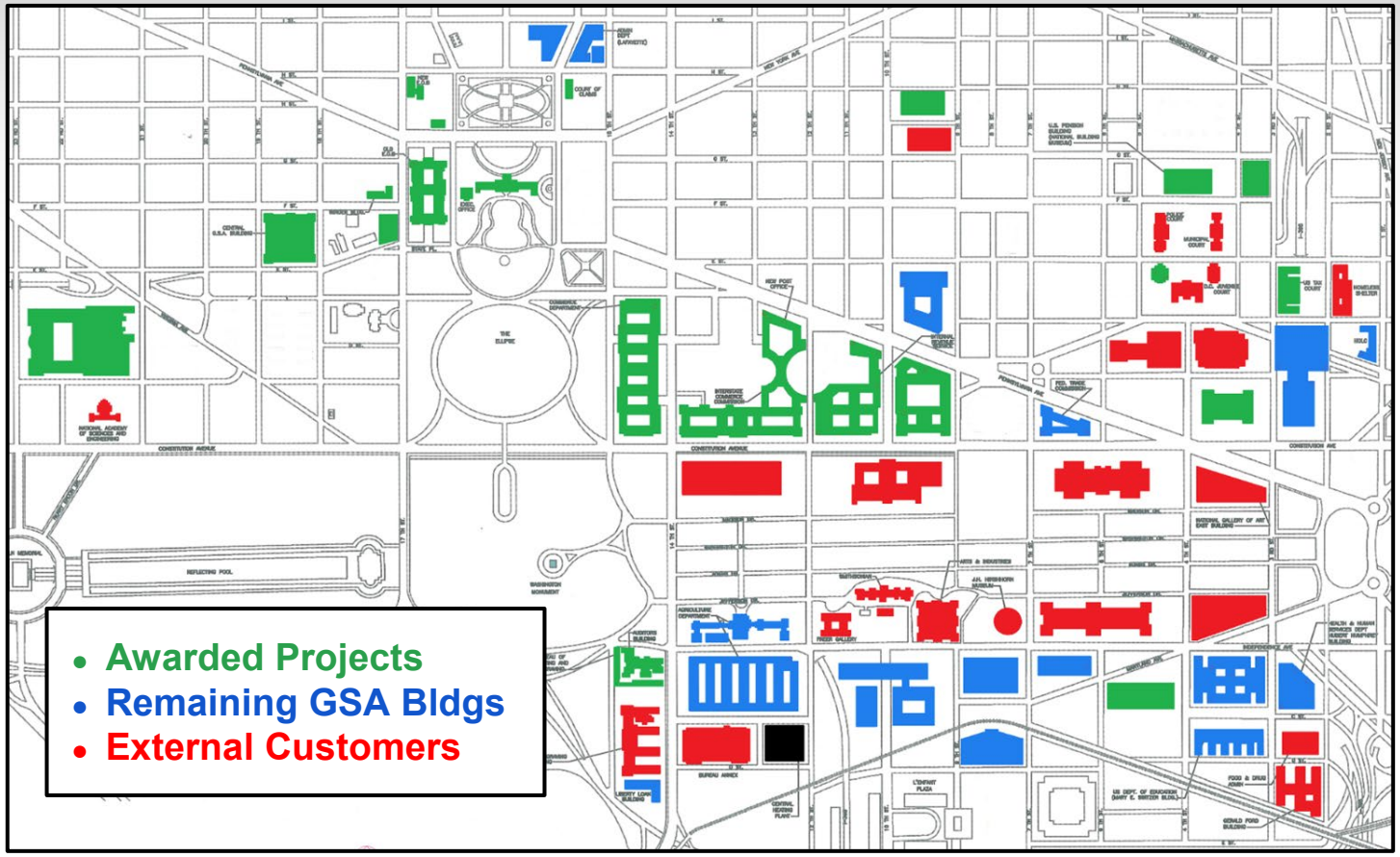
Contracts Awarded to Decouple 24 GSA Buildings

ESCOs Installing Natural Gas Heating Solutions (*no Federal endorsement*)

- Ameresco
- Johnson Controls
- Constellation Energy
- CEG Solutions

Awarded Delegated Customer Projects
Target Completion: 2028-2030

- Blair House
- Harry S. Truman Bldg
- Herbert C. Hoover Bldg
- IRS HQ Bldg
- Robert F. Kennedy Bldg
- U.S. Court of Military Appeals

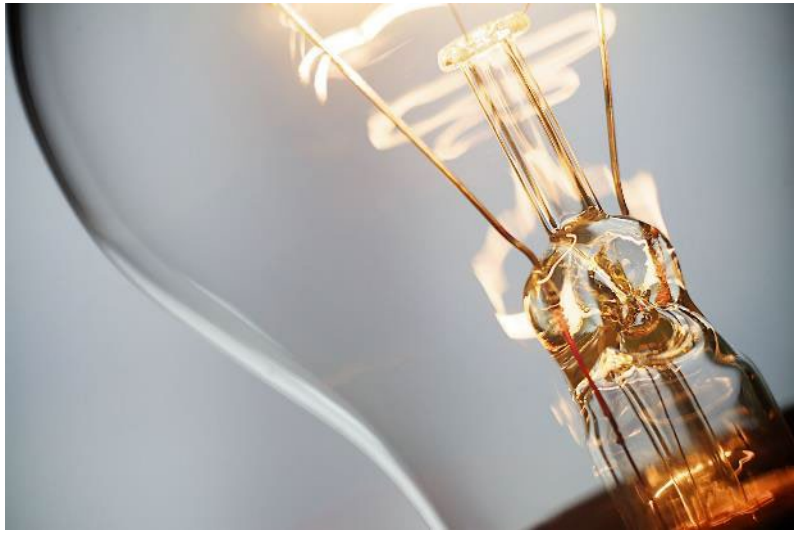


HOTD Panel Discussion

- **Moderator:** Andrew Grejda, DOE FEMP Contract Support
- **Panelists:**
  - Jin Oh, HOTD Plant Director of Strategic Operations, GSA
  - Marian Thomas, ESPC Program Specialist, GSA
  - Bridgette Rodgers, Federal Project Executive, Oak Ridge National Laboratory
  - Jason Vass, SVP, Ameresco

Discussion and Q&A





Resources

Rick Mears

Federal Energy Management Program

Energy Procurement, Cybersecurity, and Rulemaking PM

FEMP Winter Workshops

March 16–20, 2026 | Virtual

Open to all, public and private sector. No cost to attend.

Kick off your winter learning with a series of 15 engaging online trainings hosted by FEMP staff and subject matter experts. These sessions provide essential workforce development opportunities for federal energy and water managers and the broader energy management community.

View the full, 5-day line-up and register now!

Learning tracks include:

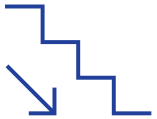
- Track 1: Project Financing and Funding
- Track 2: Energy Innovation
- Track 3: Energy Security
- Track 4: Efficiency
- Track 5: Finding & Funding Opportunities

Contact FEMP for FREE Training and Technical Assistance

Utility Services

Optimizing utility costs through rate analysis and participation in incentive programs

FEMP support: Off-site Energy Procurement Program



Demand Flex / DR

Enrolling in programs to reduce peak demand and claim incentives

FEMP support: Demand Response Technical Assistance | Grid-Interactive Efficient Buildings

Efficiency / Ops

Improving efficiency of equipment and building systems to reduce overall electricity consumption

FEMP support: Performance Contracting (ESPC & UESC) | Re-Tuning | Treasure Hunts | Facility Optimization

Distributed / On-site

Generating electricity on-site to offset grid purchases, reduce transmission costs, and / or support resilience

FEMP support: DEP program and REopt analysis

Request support on the FEMP Assistance Portal

Connect With FEMP!

Stay connected with FEMP by subscribing to newsletters, following along on LinkedIn, and submitting questions to the Technical Assistance Portal.

Ask Questions

Visit FEMP's Technical Assistance Portal.

Subscribe

Receive periodic emails to stay informed.

Find Trainings

Explore the FEMP Training Catalog to find live and on-demand trainings and events.

Follow FEMP

Follow FEMP on LinkedIn for of-the-moment news.

CEU Reminder

Get your IACET CEUs:

1. Attend the training in full (you must attend at least 80% of the training).
2. Qualifying attendees will receive an email with a Typeform link to the assessment within 1–2 business days.
3. Complete the assessment (score 80% or higher on the quiz to pass).
4. Fill out and submit your information, with the email address you want your certificate sent to.
5. Complete and submit the training evaluation.
6. You will receive your certificate of completion via email within 1–2 business days.

Questions or issues? Contact WBDG Support at wbdg@nibs.org.

What's an IACET CEU?

A continuing education unit (CEU) from the International Association for Continuing Education and Training (IACET) equals 10 hours of learning in an approved program for licensed or certified professionals.

FEMP's Goal for Today: Agencies, Take Action!

Request a consultation with FEMP or your utility

- Discuss your site's energy goals, challenges, and priorities.
- Identify program offerings that align with your needs.
- Sign up for incentives.
- Connect with subject matter experts to learn more about any of the topics discussed today.

Consultation Request Form

Fill out this linked form or scan the QR code below.

FEMP will connect you with the appropriate team, including FEMP technical experts, utility POCs, and/or the relevant Utility Lead Agency.

Closing Remarks

Senior Director of Customer Experience at Washington Gas

Stephen Driscoll – February 26th, 2026

Thank you!

U.S. DEPARTMENT of ENERGY | Office of Critical Minerals and Energy Innovation