

Energy Huntsville

Financed Projects - How to Engage on Opportunities



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As a product / solutions provider, why would you want to pursue financed projects?

1. Client doesn't have to rely on CAPEX (Appropriated Funds)
2. Cost of money is historically the lowest it's ever been
3. Bad taste of the past
 - a. Shared savings type of contracts
 - b. Legal barriers
 - c. Measurement and verification (or lack thereof)

Is being replaced with . . .

- a. ESCO makes margin during the construction phase (not during performance)
 - b. Executive sponsorship – Better Buildings and executive mandates
 - c. Measurement and verification (Option C – continuous, whole building metering)
4. Bandwidth in the Federal space (?)



What is your Sandbox? ECM Categories (From DOE IDIQ)

TC.1 Boiler Plant Improvements

TC.2 Chiller Plant Improvements

TC.3 Building Automation Systems (BAS)/Energy Management Control Systems (EMCS)

TC.4 Heating, Ventilating, and Air Conditioning (HVAC, not including boilers, chillers, and Building Automation System/Energy Monitoring/Management Control System

TC.5 Lighting Improvements

TC.6 Building Envelope Modifications

TC.7 Chilled Water, Hot Water, and Steam Distribution Systems

TC.8 Electric Motors and Drives

TC.9 Refrigeration

TC.10 Distributed Generation

TC.11 Renewable Energy Systems

TC.12 Energy/Utility Distribution Systems

TC.13 Water and Sewer Conservation Systems

TC.14 Electrical Peak Shaving/Load Shifting

TC.15 Energy Cost Reduction Through Rate Adjustments

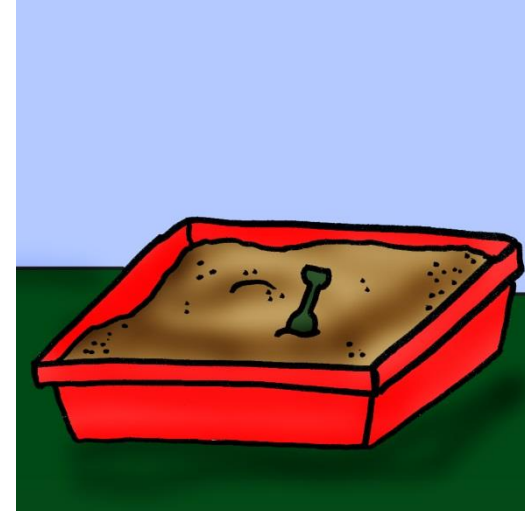
TC.16 Energy Related Process Improvements

TC.17 Commissioning

TC.18 Advanced Metering Systems

TC.19 Appliance/Plug-load reductions

TC.20 Future ECMs



http://www1.eere.energy.gov/femp/pdfs/generic_idiq_espc_contract.pdf

Where do you want to play and who to engage?



UESC

1. Refer to FEMP List http://www1.eere.energy.gov/femp/financing/uescs_utilitypartners.html
2. Get on the Master Service Agreement!! Subcontractor Qualifications (Safety & Corporate Info)
3. A. Create opportunities in collaboration with the utility
B. Get to know operations and engineering

ESCO – (DOE / DoD / Other)

1. Refer to the FEMP List http://www1.eere.energy.gov/femp/pdfs/doe_ql.pdf
2. Understand the procurement process - DOE IDIQ ESCO suppliers/sub contractors may require (3) bids.
Subcontractor Qualifications (Safety & Corporate Info)
3. A. Create opportunities in collaboration with the ESCO
B. Get to know operations and engineering

ENABLE – ESPC (Lighting / Controls, HVAC Controls, Simple Water)

1. Refer to the GSA List
<http://www.gsaelibrary.gsa.gov/ElibMain/sinDetails.do?executeQuery=YES&scheduleNumber=84&flag=&filter=&specialItemNumber=246+53>
2. Create opportunities in collaboration with the end user; generate awareness of the program