

# Energy Contracting with the US Army Corps of Engineers

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Huntsville

16Jul13



US Army Corps of Engineers  
**BUILDING STRONG**®

# ENERGY CONTRACTING

- Overview
- Contract Types
- Doing Business with the Corps
  - ▶ Know Your Customer and Be Ready
  - ▶ Monitor Procurement Advertisements Daily
  - ▶ Stay Alert
  - ▶ Seek Opportunities in Our Second Largest Market
  - ▶ Valuable Sources and Websites
- Tying It Together ...The Energy Buzz



# HUNTSVILLE CENTER

While we consider small business to be the heart of the U.S. economy and a very vital part of the Corps' procurement process...

Contract Vehicles within the US Army Engineering and Support Center, Huntsville, have been awarded to both large and small business.



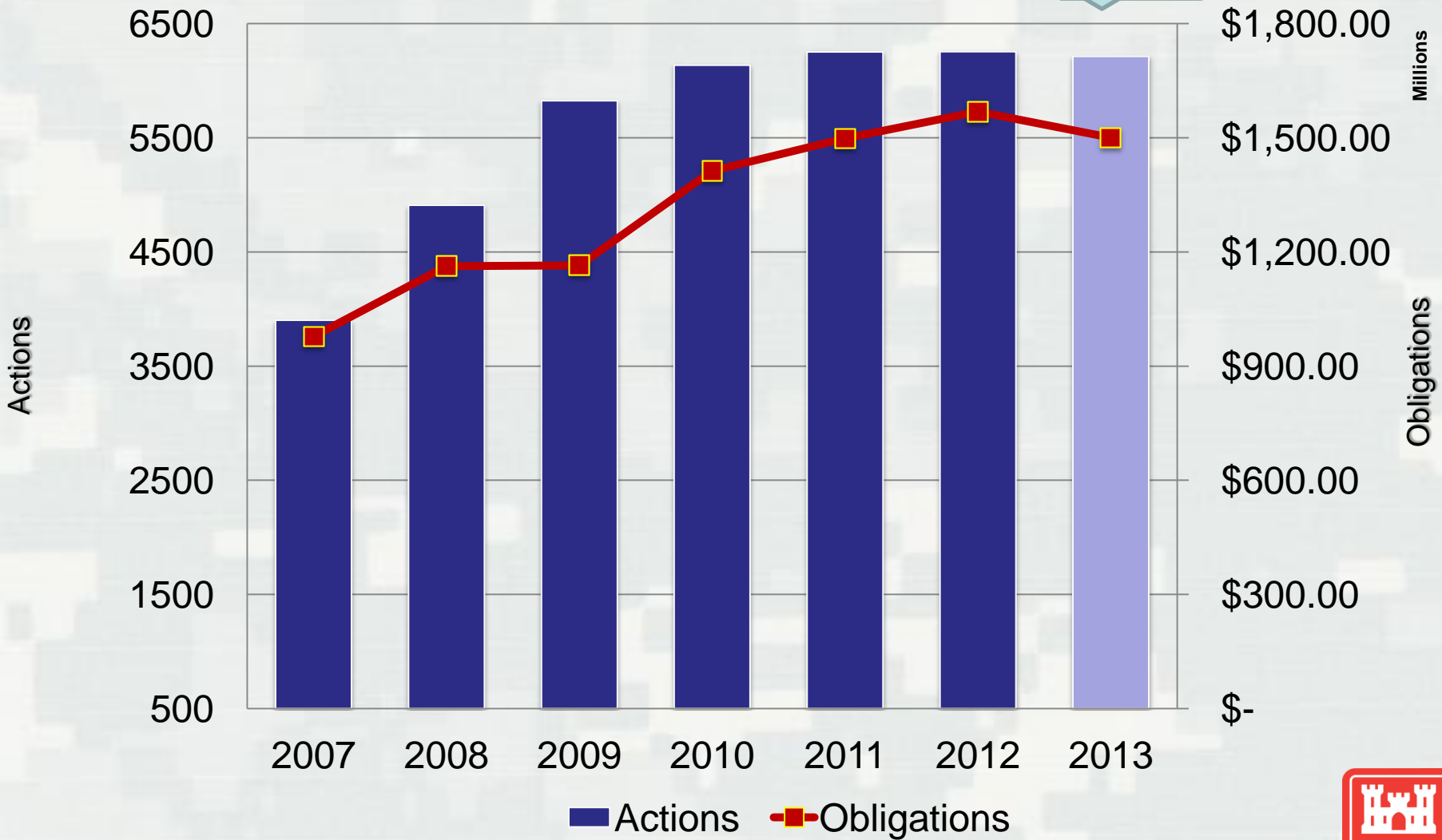
# HUNTSVILLE CENTER

The U.S. Army Engineering and Support Center, Huntsville, fully supports the government's policy of placing a fair proportion of our contracts with qualified small, small disadvantaged, women-owned, HUBZone, veteran-owned and service-disabled veteran-owned business concerns.



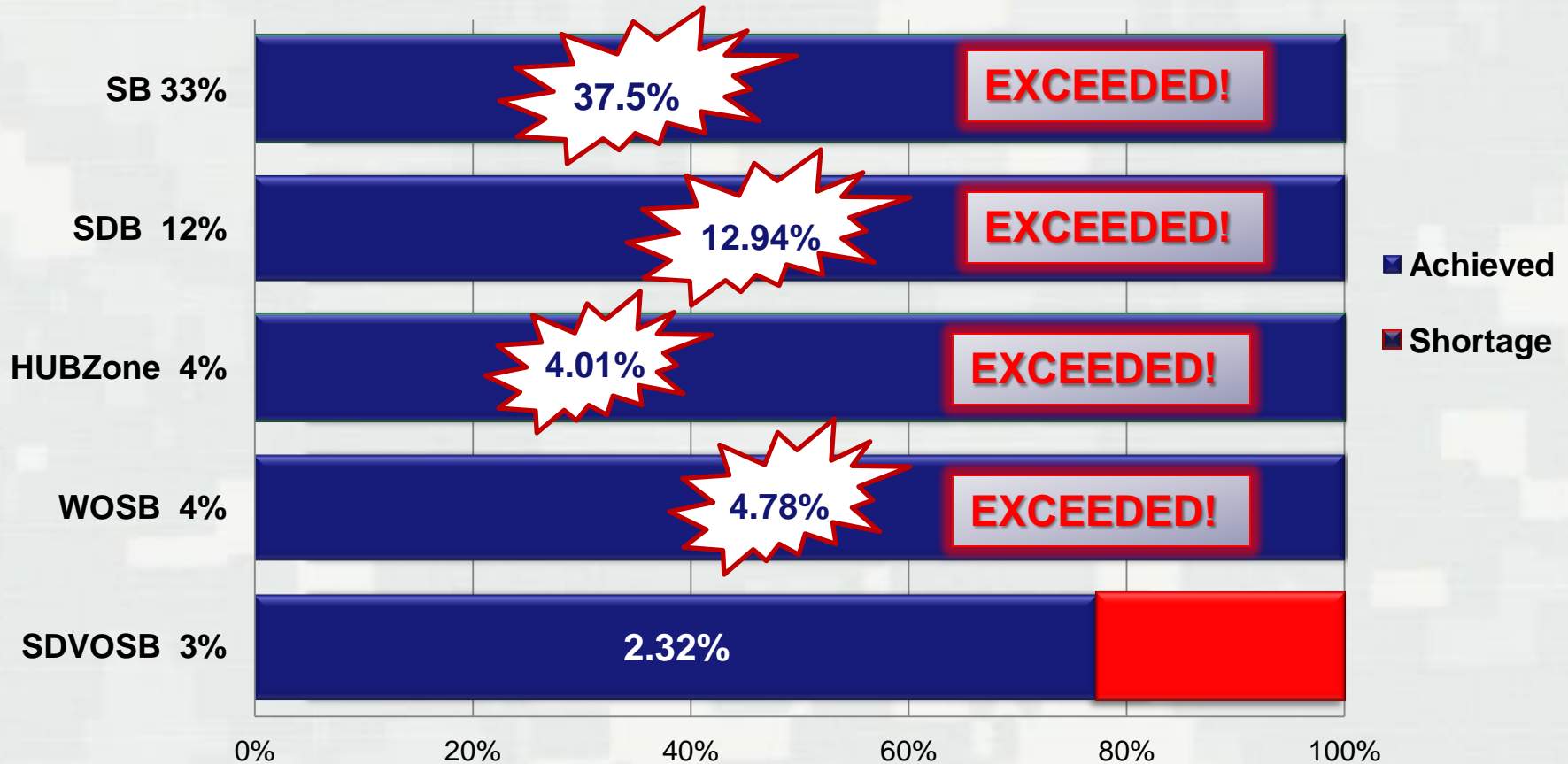
# Awards History

FY13  
Projection



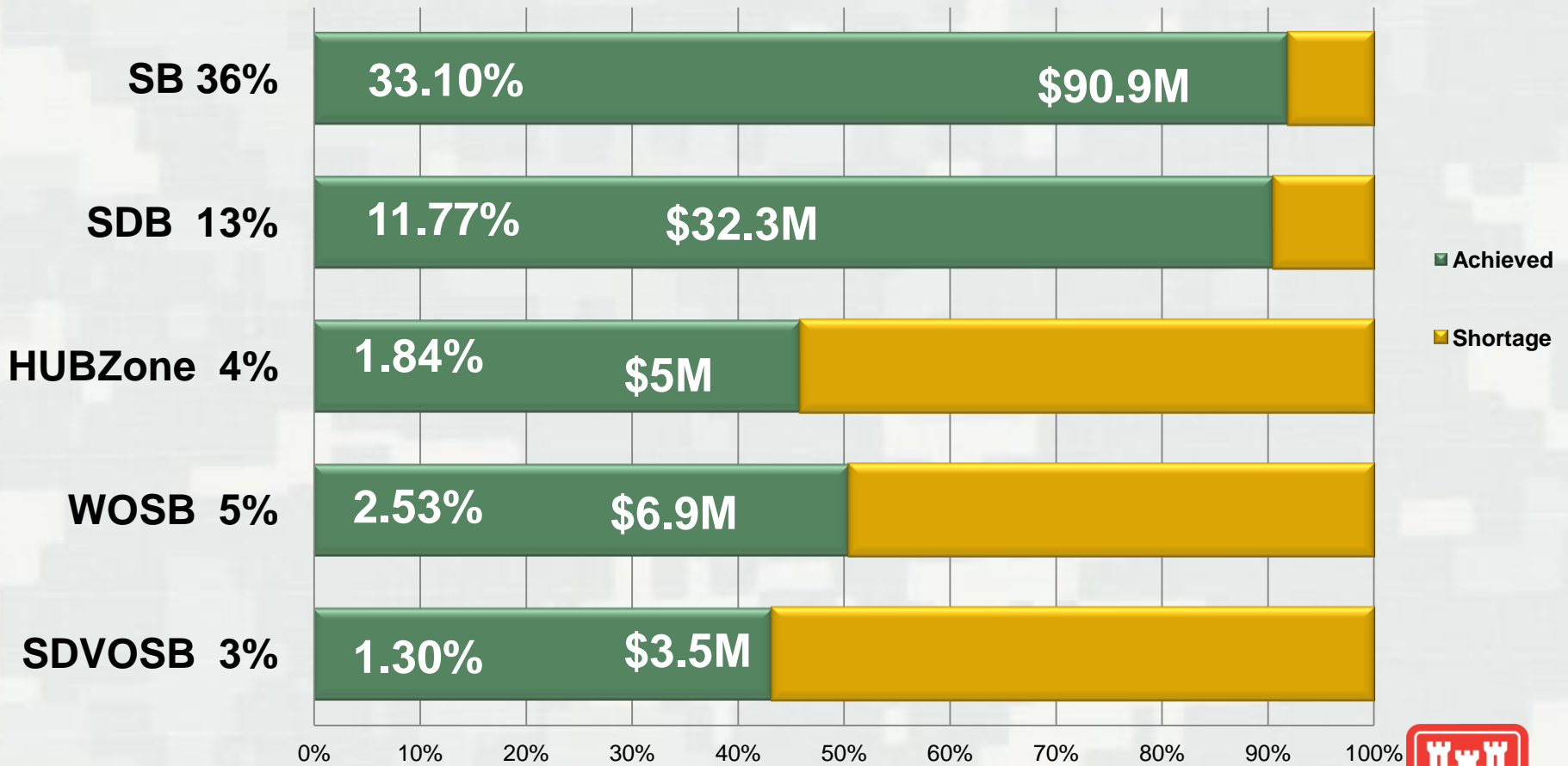
# Small Business Goal Achievement

## FY 2012



# Small Business Goal Achievement

FY13 data as of 9 May 2013



# HUNTSVILLE CENTER

We typically award IDIQ MATOCs...

OR

(I)ndefinite (D)elivery, (I)ndefinite (Q)uantity

(M)ultiple (A)ward (T)ask (O)rder (C)ontracts





# ENERGY CONTRACTING

The appropriate type of INDEFINITE DELIVERY contract may be used to acquire supplies and/or services when the exact times and/or exact quantities of future deliveries are not known at the time of contract award.

There are three types of indefinite-delivery contracts:  
definite-quantity contracts  
requirements contracts  
and INDEFINITE QUANTITY contracts.



# ENERGY CONTRACTING

## Special Types

### Architect Engineer

**FAR 36.102 Definitions.** "Architect-engineer services", as defined in 40 U.S.C. 541, means:

- (1) Professional services of an architectural or engineering nature, as defined by State law, if applicable, which are required to be performed or approved by a person licensed, registered, or certified to provide such services;
- (2) Professional services of an architectural or engineering nature performed by contract that are associated with research, planning, development, design, construction, alteration, or repair of real property; and
- (3) Such other professional services of an architectural or engineering nature, or incidental services, which members of the architectural and engineering professions (and individuals in their employ) may logically or justifiably perform, including studies, investigations, surveying and mapping, tests, evaluations, consultations, comprehensive planning, program management, conceptual designs, plans and specifications, value engineering, construction phase services, soils engineering, drawing reviews, preparation of operating and maintenance manuals, and other related services.



# ENERGY CONTRACTING

## Special Types

### Design Bid Build

#### **FAR 36.102 Definitions:**

- "Design-bid-build," as used in this part, means the traditional delivery method where design and construction are sequential and contracted for separately with two contracts and two contractors.

### Design Build

- "Design-build," as used in this part, means combining design and construction in a single contract with one contractor.



# ENERGY CONTRACTING

## Energy Savings Performance Contract

- ESPC's utilize private capital to make infrastructure improvements on military installations
- Allows Energy Services Companies (ESCO's) to provide Federal customers:
  - ▶ energy and water efficiency improvement projects
  - ▶ renewable energy projects
  - ▶ demand reduction services
  - ▶ operations and maintenance
- Implementation and development costs are financed for up to 25 years at competitive interest rates
- Payment is derived from the savings generated by the improvements – Savings must occur or ESCO does not get paid
- Savings are verified through Measurement & Verification (M&V)



# ENERGY CONTRACTING

## Power Purchase Agreement

- PPA MATOC is envisioned to be a minimum 5-year, \$7B Programmatic Capacity . The \$7B refers to the total amount of private sector investment for all projects awarded under this MATOC. This private sector investment will be reimbursed through the sale of green energy to the Army and excess back to the grid. This will be one of our largest contracting vehicles in our tool box; used to complete the private sector financing, construction and operation of large scale RE production on or near Army installations.
- Based upon Market Research, it is anticipated that there will be a Restricted MATOC set aside for small businesses.
- Some key features of a PPA MATOC:
  - Unit price commodity supply contract for energy produced from renewable sources, e.g., wind, solar, geothermal and bio-mass
  - Payment based on quantity of renewable energy consumed by Army at a contracted rate
  - Energy plant is contractor owned and operated
  - Contract terms may include minimum annual purchase and/or maximum energy demand
  - Includes land use agreement (lease, easement or license) if constructed on Army property
- Schedule: Geothermal, the first of four technologies, was awarded 3May13. Solar, Wind, and Biomass to be awarded by 31Dec13.



# ENERGY CONTRACTING

## Utility Energy Savings Contract

- Procurement method using utility expertise and capital to meet Federal conservation mandates
- Very similar to ESPC
- Allows utilities to provide Federal customers:
  - ▶ energy and water efficiency improvement projects
  - ▶ renewable energy projects
  - ▶ demand reduction services
- Utility's costs repaid directly from Installation's avoided costs resulting from project implementation
- Main difference between ESPC and UESC is the ability to go to the Utility (existing relationship) rather than an ESCO (new partner)



# ENERGY CONTRACTING

## Enhanced Use Lease

Enhanced Use Lease (EUL) is part of a legislative authorization for military departments to lease underutilized real property, governed by Section 2667 Title 10 United States Code. The law requires the lessee to pay, in cash or in-kind, consideration in an amount that is not less than the fair market value of the lease interest. However the categories of in-kind consideration that may be accepted in lieu of cash are expanded to include construction of new facilities, restoration (including environmental), acquisition, alteration, and other services.



# ARMY ENERGY INITIATIVES

Huntsville Center very involved in:

- Energy Security & Sustainability
- Net Zero
- Energy Initiatives Task Force (EITF)





# NET ZERO BY 2020

## Net Zero Energy

- Fort Detrick, Md.
- Fort Hunter Liggett, Calif.
- Kwajalein Atoll, Republic of the Marshall Islands
- Parks Reserve Forces Training Area, Calif.
- Sierra Army Depot, Calif.
- West Point, N.Y.

## Net Zero Waste

- Fort Detrick, Md.
- Fort Hood, Texas
- Fort Hunter Liggett, Calif.
- Fort Polk, La.
- Joint Base Lewis-McChord, Wash.
- U.S. Army Garrison Grafenwoehr, Germany

## Net Zero Water

- Aberdeen Proving Ground, Md.
- Camp Rilea, Ore.
- Fort Buchanan, Puerto Rico
- Fort Riley, Kan.
- Joint Base Lewis-McChord, Wash.
- Tobyhanna Army Depot, Pa.

## Net Zero

- Fort Carson
- Fort Bliss



# NET ZERO PATH FORWARD

The Army goal is to have 25 Net Zero Installations by 2030.





# Army Energy Initiatives Office Task Force

*2 MW solar array  
Fort Carson, Colorado*

**We've got the  
LAND and the DEMAND!**



# **Energy Initiatives Task Force (EITF)**

**The Secretary of the Army announced the establishment of the EITF on August 10, 2011.**

**The EITF is dedicated to working with the private sector to execute large-scale renewable energy projects on Army lands.**

**Renewable energy will help the Army increase energy security, generate revenue and cost savings, meet Federal mandates, reduce greenhouse gas emissions, and enable Net Zero Energy installations.**



# DOING BUSINESS WITH US

*So...what does this mean?*



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# DOING BUSINESS WITH US

## *Know Your Customer*



- Do your homework.
- Different marketing strategies and different customers within the USACE for each product or service.
- FACT sheets available at [www.hnc.usace.army.mil/Media/FactSheets.aspx](http://www.hnc.usace.army.mil/Media/FactSheets.aspx)
- Match your services with our needs



# DOING BUSINESS WITH US

## *Your Services vs. Our Needs*



- Why should Huntsville Center contract with my company?
- In what ways are my products or services well beyond those of my competitors?
- What are my demonstrated qualifications?
- Why is my specialized experience and technical competence better than others in my field?
- Do I have the capacity to accomplish the work in the required time and within the allocated budget?
- How has my performance been in the past?



# DOING BUSINESS WITH US

## *Be Ready*

Be familiar with the federal regulations that govern contracting procedures and regulations:

- Federal Acquisition Regulations (FAR)
- The Defense Federal Acquisition Regulations Supplement (DFARS)
- The Army Federal Acquisition Regulations Supplement (AFARS)
- The USACE Acquisition Instruction (UAI)

(NOTE: The Engineer Federal Acquisition Regulations Supplement (EFARS) was rescinded but still available for reference for contracts issued prior to 18Mar13)





# DOING BUSINESS WITH US

## *Be Ready*

You must have a CAGE Code, a DUNS number and be registered in the DoD Central Contractor Registration to be eligible for a contract award.

- Data Universal Numbering System (DUNS) — **[www.dnb.com/us/](http://www.dnb.com/us/)**
- Commercial and Government Entity (CAGE) Code — **[http://www.dlis.dla.mil/CAGE\\_welcome.asp](http://www.dlis.dla.mil/CAGE_welcome.asp)**
- System for Award Management (SAM) database — **<https://www.sam.gov/portal/public/SAM/>**



# DOING BUSINESS WITH US

## *Stay Alert*

“SOURCES SOUGHT”  
“REQUESTS FOR INFORMATION”

Always respond to announcements for on the Federal Business Opportunities website that match with your firm’s capabilities.

WHY?



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# DOING BUSINESS WITH US

## *Stay Alert*

- Adequate responses could lead to the actual procurement being set-aside for small businesses

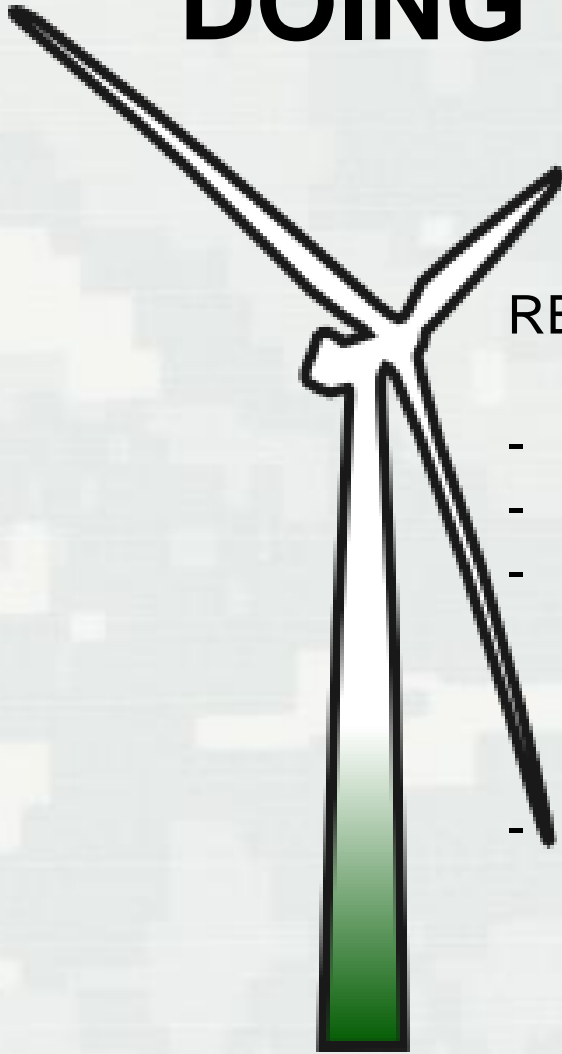
Information used to develop market/acquisition strategy

- Are there enough small or large businesses to perform the work?
- Are they capable of performing the work required?



# DOING BUSINESS WITH US

## *Stay Alert*



### REQUESTS FOR PROPOSALS:

- Follow Directions
- Address Questions as Asked
- “I know what you asked but here’s what I think you really want” ...
- There is a reason each information point is requested....carefully thought out and supports our action



# DOING BUSINESS WITH US

## *Stay Alert*



- Make it a point to attend business networking opportunity conferences, trade fairs and other federally sponsored liaison meetings in your area.
- Attend Huntsville Center's Small Business Conference, 8Nov13, [www.sbo-hnc@usace.army.mil](http://www.sbo-hnc@usace.army.mil)



# DOING BUSINESS WITH US

*Seek opportunities in our second largest market*

Investigate potential subcontracting Opportunities with DoD Prime Contractors:

- <http://www.usace.army.mil/BusinessWithUs/SmallBusiness.aspx>
- [http://www.acq.osd.mil/osbp/doing\\_business/index.htm](http://www.acq.osd.mil/osbp/doing_business/index.htm)
- <http://www.sba.gov/>



# DOING BUSINESS WITH US

## *GSA Schedules*

More and more of our products and services are being purchased from General Services Administration (GSA) schedules.

- <http://www.gsa.gov>



# DOING BUSINESS WITH US

*Monitor procurement advertisements daily*

Huntsville Center uses formal solicitation procedures and publishes public notices for major program actions and predominately utilizes best value, negotiation procedures.



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# DOING BUSINESS WITH US

## *Monitor procurement advertisements daily*

All non-GSA actions over \$25,000 are published on the following websites:

- *Federal Business Opportunities* (FedBizOpps)

**[www.fbo.gov](http://www.fbo.gov)**

- *Army Single Face to Industry* (ASFI) —

**<https://acquisition.army.mil/asfi/>**

Shortcut to the Huntsville “Business With Us” Site:

<http://www.hnc.usace.army.mil/Media/FactSheets/FactSheetArticleView/tabid/10784/Article/11644/contracting-forecast.aspx>



# DOING BUSINESS WITH US

*Monitor procurement advertisements daily*

**Directorate of Contracting Business Opportunities\***

**Business Opportunities**

[Contracting Forecast](#)

[Existing Contracts](#)



\*Note: Information updated monthly

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# Business Tools

Huntsville Center Contracting Capability (\$10.2B):

- Alternative Financing
  - ESPC, PPA, ESPC/PPA, UESC
- Energy Contracts (Restricted and Unrestricted)
  - Design Build
  - Architect – Engineer
  - Utility Monitoring and Control
  - Commissioning/Recommissioning
  - Facility Reduction
  - Worldwide Environmental Remediation
  - Medical and Facility Repair and Renewal



# DOING BUSINESS WITH US

## *The Energy Buzz*

### What Energy Contracts are Coming Out for Huntsville Center?

<b>Program</b>	<b>Contract Type</b>	<b>Value</b>	<b>RFP Release Date</b>
Energy	Energy Savings Performance Contract	\$1.5 B	Q3 FY14
	Meter Data Management System (SATOC)	\$40 M	Q3 FY13
	Ft. Bliss 20 Mw Project (Stand alone)	\$193 M	Q3 FY13
	EITF Support Services (Stand alone)	\$ 45 M	Q3 FY13

### Pending Award

\$7B Renewable and Alternative Energy Power Production for Army Installations (Geothermal awarded 3May13)	W912DY-11-R-0036 Solar, Wind, Biomass	Q1 FY14
\$600M Energy Design Build	W912DY-11-R-0040	Q4 FY13



# Questions

## **US. ARMY CORPS OF ENGINEERS – ENGINEERING AND SUPPORT CENTER, HUNTSVILLE**

P.O. BOX 1600, HUNTSVILLE, AL 35807

Ms. Debra Valine, Public Affairs Office 256-895-1691

Ms. Rebecca Vucinaj, Small Business Office, 256-895-1385

**Tammie Learned, PMP**

**Energy Programs Branch Chief**

Energy Engineering Analysis Program (EEAP)/Resource Efficiency Manager (REM)/  
EITF Support

(256) 895-1298

**Lawrence “Mike” Norton**

**Energy Implementation Branch Chief**

Alternative Financing/Commercial Utilities/  
Energy Conservation Investment Program (ECIP) Validation

(256) 895-8232



# Backup Slides



# DOING BUSINESS WITH US

## *The Energy Buzz*

Who's Doing Energy Work with Huntsville Center?

70 Full Time Employees with Energy Expertise:  
Program and Project Managers, Engineering, Contracting  
Collaborating with other Corps Districts/Labs and DOE Labs  
30 Years of Energy Experience

Utility Monitoring and Control CX  
Energy Engineering Analysis Program  
Resource Efficiency Manager Program  
Commercial Utility Program  
Energy Conservation Investment Program Validation & Execution  
Facility Reduction Program  
Metering and Meter Data Management System  
Furniture and Furnishings  
Third Party Financing (ESPC, PPA, EUL)  
Environmental  
Medical  
Facility Repair and Renewal



# Doing Business with the Huntsville Center, Corps of Engineers

## Helpful Websites

1. Huntsville Center, Corps of Engineers [www.hnc.usace.army.mil](http://www.hnc.usace.army.mil)
2. Is your business “small”? [www.naics.com](http://www.naics.com)
3. Market research to locate opportunities [www.fbo.gov](http://www.fbo.gov)
4. Procurement Technical Assistance Centers [www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)
5. Market research and registration [www.ccr.gov](http://www.ccr.gov)
6. Opportunities as a subcontractor <http://web.sba.gov/subnet>
7. Army resources [www.sellingtoarmy.info](http://www.sellingtoarmy.info)
8. A guide to winning federal contracts [www.sba.gov/training](http://www.sba.gov/training)
9. Opening doors to federal contracting opportunities [www.sba.gov/openingdoors](http://www.sba.gov/openingdoors)
10. Assistance in obtaining federal contracts <http://www.osdbu.gov/offices.html>





# DOING BUSINESS WITH US

## *Other Valuable Sources and Websites*

- U.S. Small Business Administration — <http://www.sba.gov> and <http://www.business.gov>
  - Local Procurement Technical Assistance Centers
  - Small Business Development Centers  
<http://www.sba.gov/sbdc>
  - Service Corps of Retired Executives  
<http://sbdcnet.utsa.edu>
  - SBA's Women's Business Center  
<http://www.onlinewbc.gov/>
- U.S. Army Corps of Engineers — [www.usace.army.mil](http://www.usace.army.mil)
- U.S. Small Business Administration's Subcontracting Network — [www.sba.gov/subnet/](http://www.sba.gov/subnet/)

