

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

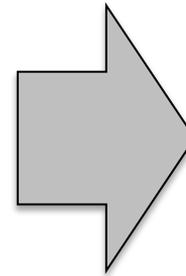
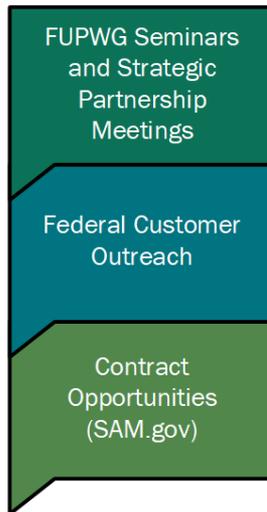
Planning



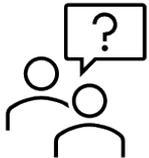
Development



Marketing



UESC Implementation



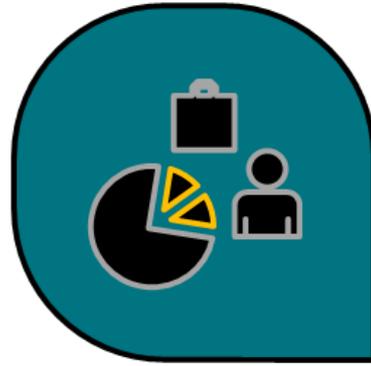
Utility Stakeholders



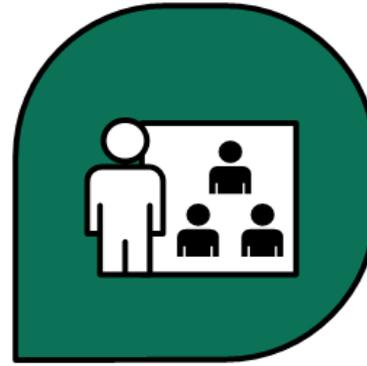
Agency Customers

New Utility Toolkit Contents

Market Potential
and FEMP Data
Resources



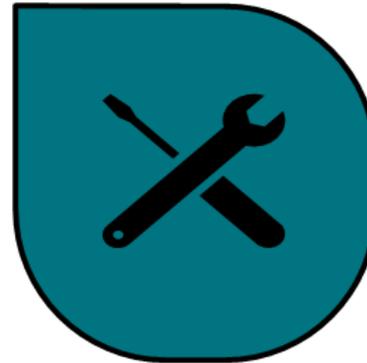
Implementation
Model Guidance



Financing
Guidance

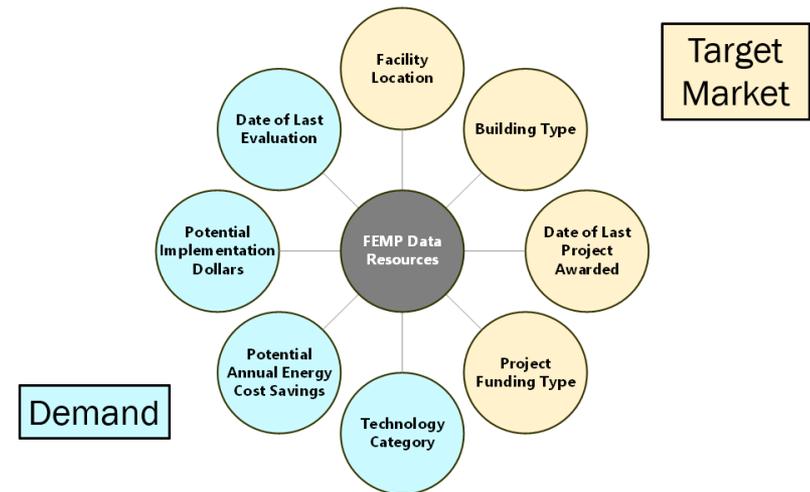


Tools and Templates
Overview



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



Utility
Self-Performs



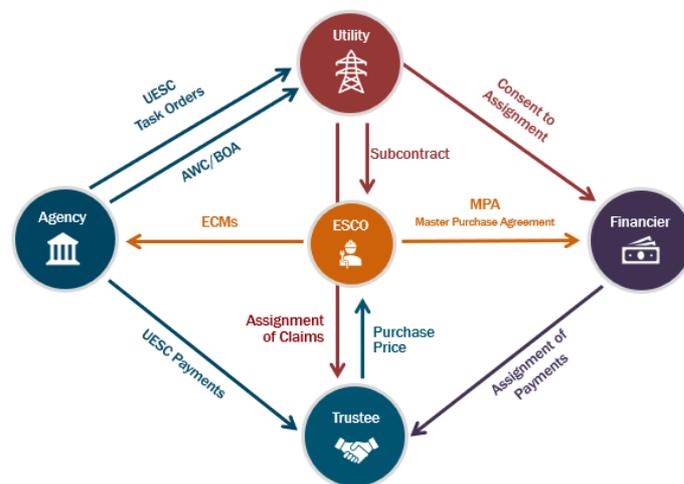
Utility with Single
ESCO Partner



Utility with Multiple
ESCO Partners
(one ESCO per project)

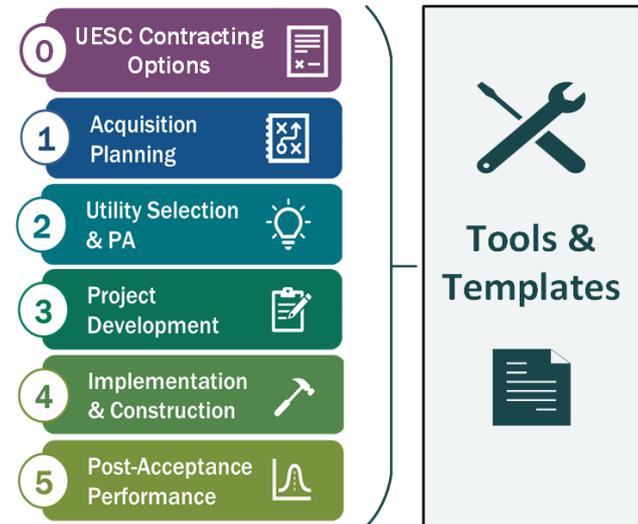
Financing Guidance

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

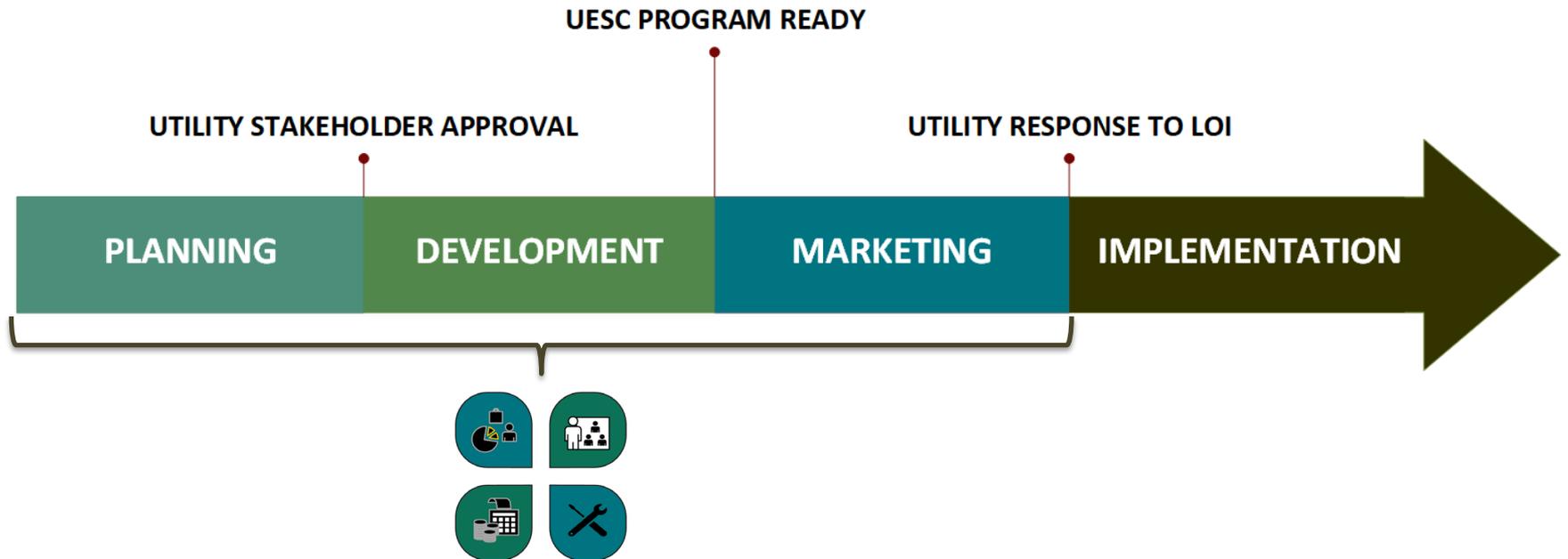


Tools & Templates Overview

- 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



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

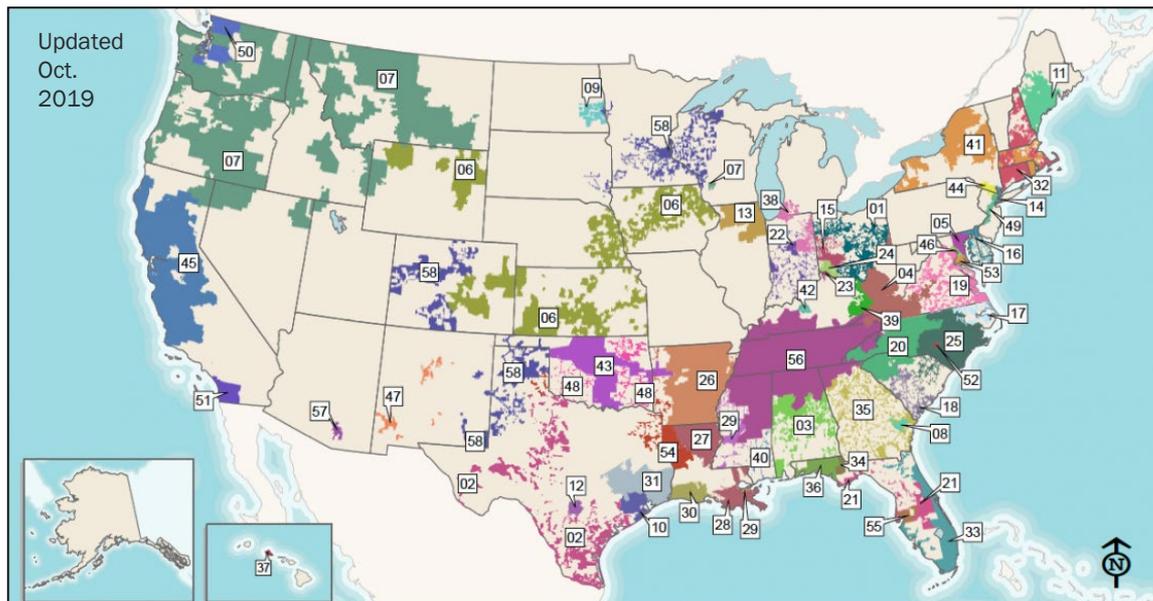
FEMP training, contract documents & templates

- **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

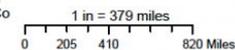


Source: Ventyx Data ©2012 Ventyx

Companies with UESCs

- | | | | |
|-------------------------------------|-------------------------------------|---------------------------------|--------------------------------------|
| 01. AEP Ohio | 16. Delmarva Power & Light Co | 31. Entergy Texas | 46. Potomac Electric Power Co |
| 02. AEP Texas | 17. Dominion Energy N. Carolina | 32. Eversource Energy | 47. Public Service Co of New Mexico |
| 03. Alabama Power Co | 18. Dominion Energy South Carolina* | 33. Florida Power & Light Co | 48. Public Service Co of Oklahoma |
| 04. Appalachian Power | 19. Dominion Energy Virginia | 34. Florida Public Utilities | 49. Public Service Electric & Gas Co |
| 05. Baltimore Gas & Electric Co | 20. Duke Energy Carolinas | 35. Georgia Power Co | 50. Puget Sound Energy |
| 06. Black Hills Electric | 21. Duke Energy Florida | 36. Gulf Power Co | 51. San Diego Gas & Electric |
| 07. Bonneville Power Administration | 22. Duke Energy Indiana | 37. Hawaiian Electric Co, Inc | 52. Sandhills Utility Services, LLC |
| 08. Canoochee EMC | 23. Duke Energy Kentucky | 38. Indiana Michigan Power | 53. Southern Maryland Electric Coop |
| 09. Cass County Electric Coop | 24. Duke Energy Ohio | 39. Kentucky Power | 54. Southwestern Electric Power Co |
| 10. CenterPoint Energy | 25. Duke Energy Progress | 40. Mississippi Power Co | 55. Tampa Electric |
| 11. Central Maine Power Co | 26. Entergy Arkansas | 41. National Grid | 56. Tennessee Valley Authority |
| 12. City Public Service Energy | 27. Entergy Gulf States Louisiana | 42. Nolin Rural Electric Coop | 57. Tucson Electric Power |
| 13. Commonwealth Edison Co | 28. Entergy Louisiana | 43. Oklahoma Gas & Electric Co | 58. Xcel Energy* |
| 14. Consolidated Edison New York | 29. Entergy Mississippi | 44. Orange & Rockland Utilities | |
| 15. Dayton Light & Power Co | 30. Entergy New Orleans | 45. Pacific Gas & Electric Co | |

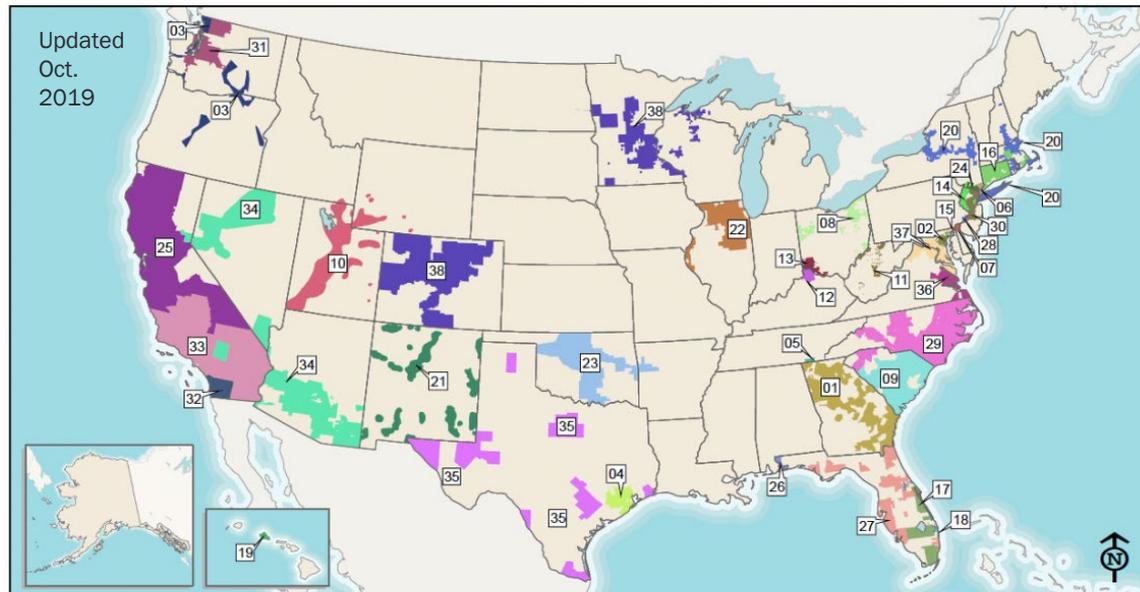
* = Incentives Only



This map was produced by the National Renewable Energy Laboratory for the Department of Energy, October 2019.

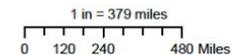


Utilities Offering UESCs – Natural Gas



Companies with UESCs

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



This map was produced by the National Renewable Energy Laboratory for the Department of Energy. October, 2019.



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/>

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](#)