



# ***Blue Coast Small Business Procurement DON Green Technology Panel***

**Bob Griffin  
11 June 2012**

# Small Business Command Achievements – FY12



US Prime Awards	FY10			FY11			FY12*		
	Eligible =	Dollars	Actual	Eligible =	Dollars	Current	Eligible =	Dollars	Current
		\$ 8.9B			\$ 8.4B			\$ 3.2B	
Small Business (SB)	35.61%	\$3.2B	35.89%	36%	\$ 3.6B	43.53%	36%	\$ 1.4B	43.48%
HUBZone	10.2%	\$874.7M	9.81%	10%	\$ 810.9M	9.63%	9.5%	\$ 309.2M	9.50%
Service-Disabled Veteran-Owned (SDVOSB)	3%	\$208.5M	2.33%	2.5%	\$ 351.9M	4.18%	3%	\$ 99.9M	3.07%
Small Disadvantaged Business (SDB)	22.67%	\$2.18B	24.51%	23%	\$ 2.4B	28.96%	24%	\$ 995.1M	30.59%
Woman-Owned (WOSB)	5.97%	\$720.7M	8.08%	6.5%	\$ 645.4M	7.67%	7%	\$ 260.4M	8.00%

Data from FPDS-NG 6/4/2012. \* FPDS-NG Data Incomplete.

# 1 Gigawatt Initiative

## President's State of the Union Address:

“Dept of Defense...will make one of the largest commitments to clean energy in history – **with the Navy purchasing enough capacity to power a quarter of a million homes a year.**”

- The cost of renewable development is approximately \$4-\$7 a watt. Using this estimate we will need **\$4-\$7 billion in private sector financing** to achieve the 1GW goal.
- Currently in process of assessing available locations and acquisition strategies.

# SECNAV Energy Goals

**“The DON must effectively manage energy consumption and lead in energy innovation ... this will require the provision of reliable, resilient, and redundant energy sources for task critical assets”**

- By 2020, 50% of total Department energy consumption will come from alternative sources**
- By 2020, at least 50% of shore-based energy requirements will be met by alternative sources; 50% of Department installations will be net-zero**
- By 2015, Department will reduce petroleum use in vehicles by 50%**
- Department will demonstrate a Green Strike Group in local operations by 2012 and sail it by 2016**
- Evaluation of energy factors will be mandatory when awarding contracts for systems and buildings**

# \$2 Billion in Energy Perf. Contracts



## Presidential Memo on Performance Based Contracts:

- The Federal Government shall enter into a minimum of **\$2 billion** in performance-based contracts for Federal building energy efficiency within 24 months (Dec 2013)
  - Navy and Marines portion expected to be about **\$400 million**
  - Opportunities:
    - Energy Savings Performance Contracts (ESPCs)
      - DON uses the Dept. of Energy Contract
      - 16 Energy Service Companies (ESCOs)
      - Install Energy Conservation Measures
      - Repaid out of **Guaranteed** Savings
    - Utilities Energy Service Contracts (UESCs)
      - DON directly contracts with Utility Company
      - Install Energy Conservation Measures
      - Repaid out of Savings

# Energy Funding Profile



## PB 12 FY 12 Energy Program ~ \$781M

ECIP	\$23M
LEED (MILCON)	\$60M
3rd Party Financing *	\$73M
Geothermal	\$9M
eMMRP	\$32M
OMN	\$356M
Energy MILCON	\$193M
MMRP Efficiency	\$35M

## PB 13 FY 13 Energy Program ~ \$650M

ECIP	\$23M
LEED (MILCON)	\$60M
3rd Party Financing *	\$120M
Geothermal	\$9M
eMMRP	\$41M
OMN	\$396M

**\* 3<sup>rd</sup> Party Finance includes ESPCs & UESCs**

# SB MAC Example “Solar Energy”



## Hawaii: Solar Power Purchase Agreement (20 Years)

- Small Business Set-Aside

- NAICS 221119

  - Output for the preceding fiscal year did not exceed 4 million megawatt hours.

- Currently Negotiating first task order

# References

## **NAVFAC Small Business Office**

- Venece McNeley**
- 202-685-9129**
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## **DOE Energy Savings Performance Contract**

- 42 USC 8287**
- Contract: <http://www1.eere.energy.gov/femp/financing/espcs.html>**

## **Utility Energy Service Contract**

- 10 USC 2913**

## **Long Term Utility Contracts (Power Purchase Agreements)**

- 10 USC 2922a**