



# **UNICOR Renewable Energy Group Solar Program and Service Offerings**

GovEnergy  
August 9-12, 2009

# Federal Prison Industries (FPI), also known as UNICOR, is a wholly-owned government corporation founded within the Federal Bureau of Prisons in the Department of Justice

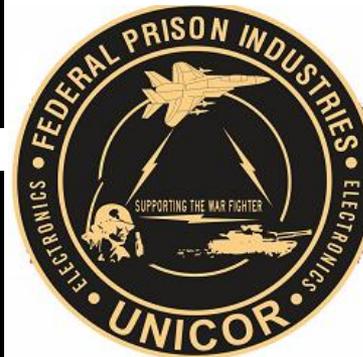
Industry programs help combat inmate idleness and provide skills for productive careers upon release

## Mission

Employ and provide job skills training to the greatest number of inmates to help produce **market-priced quality goods** and services

## Business Groups and Services

- ▶ Electronics (including renewable energy)
- ▶ Clothing and Textiles
- ▶ Fleet Management and Vehicular Components
- ▶ Industrial Products
- ▶ Office Furniture
- ▶ Recycling
- ▶ Services and Distribution



## At a glance....

- ▶ 106 factories in over 64 locations
- ▶ Employs over 20,000 federal inmates
- ▶ Over \$850 million in annual sales
- ▶ Over 150 quality goods and services
- ▶ Self supporting with no taxpayer funding
- ▶ Minimized impact on private businesses and labor

# We have extensive renewable energy experience- having implemented 34 performance contracts in over 10 states

## Solar

- ▶ Otisville, NY – Solar panel manufacturing
- ▶ Victorville, CA – Roof top parking lots
- ▶ Petersburg, VA – Roof top parking
- ▶ Phoenix AZ – Water heating
- ▶ Fairton, NJ – Ground mount



## Biomass

- ▶ Englewood, Co
- ▶ Estill, SC
- ▶ Petersburg, VA – Wood chip, 350 HP



## Wind

- ▶ Big Springs, TX – Wind turbine
- ▶ Victorville, CA – Wind turbine
- ▶ Cumberland, WV – Wind turbine (test pilot)



## Landfill Gas

- ▶ Allenwood, PA – 6 MW capacity





**Biomass wood waste facility (Petersburg, VA)**



**Solar Rooftop Parking Lot (Victorville, CA)**



**Land fill gas facility (Allenwood, PA)**



**Wind Turbines (Big Springs, TX and Victorville, CA)**

# Because recently issued regulations and policies require federal agencies to increase their use of renewable energy...

## Energy Policy Act 2005

### Public Law 109-58

- ▶ Establishes statutory goals that the federal government have 7.5% of all its electric use come from renewable sources by 2013
- ▶ Corporations are eligible for a federal tax credit of 30 percent of the purchase price as well as state-level rebates
- ▶ Companies can amortize equipment as a capital expenditures

## Executive Order 13423

### “Strengthening Federal Environmental, Energy, and Transportation Management”

- ▶ Mandates that at least half of all new power usage must come from renewable resources
- ▶ To the extent feasible, agencies are to implement renewable energy generation projects on agency property for agency use
- ▶ Ensure that new construction and major renovation of agency buildings comply with the *High Performance and Sustainable Buildings Memorandum of Understanding (2006)*, and that 15 percent of the existing Federal capital asset building inventory of the agency as of the end of fiscal year 2015 incorporates the sustainable practices in the Guiding Principles

**And many agencies are struggling to meet the federal mandates- with more then 80% of agencies having less then 5 percent renewable energy as a percentage of electric use...**

# UNICOR has launched a state-of-the-art factory that produces 220W solar panels with an annual output of 24MW in order to help agencies meet their federal mandates

## Otisville, New York

(opened in February 2009)

- ▶ Factory is currently producing about 150 panels a day with plans to add shifts
- ▶ Production will be at full scale with a 2 MW a month output by June 2009



- ▶ UL (Underwriters Laboratory) is pending
- ▶ Manufacturing facility is ISO 9001 registered and utilizes state-of-the-art equipment from Spire Corporation
- ▶ Facilities operate in Lean Six Sigma and Statistical Process Control (SPC) environments

# In addition to manufacturing, UNICOR Solar can provide an all-inclusive turnkey photovoltaic system for any federal agency

The major components of UNICOR's PV system and service offerings include:

## Design

- ▶ Feasibility study
- ▶ Timeline
- ▶ Identifying and establishing certified Integrators and ESCOs
- ▶ Site Survey Planning



## Supplies

- ▶ FPI manufactures its own 220w PV panels
- ▶ Provides balance of system components
- ▶ FPI PV panels are Made in the USA



## Construction

- ▶ Building Permits and Planning Approvals
- ▶ Mechanical and electrical integration
- ▶ Utility interconnection
- ▶ Maintenance



## Financing

- ▶ Economic Analysis
- ▶ Financial analysis
- ▶ Financing option: Power Purchase Agreement (PPA), Lease to own, Self-finance, etc.
- ▶ Rebates and incentive applications



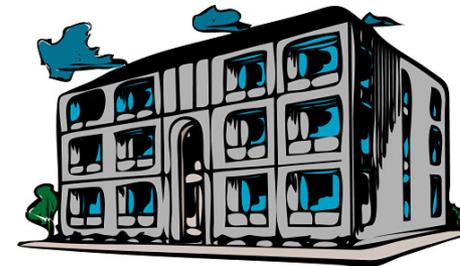
As a result of the turnkey offering, UNICOR can assist customers with meeting federal renewable energy mandates and executing their renewable energy budgets

# To accomplish this, UNICOR connects quality renewable energy design-build companies with federal agencies seeking renewable energy services

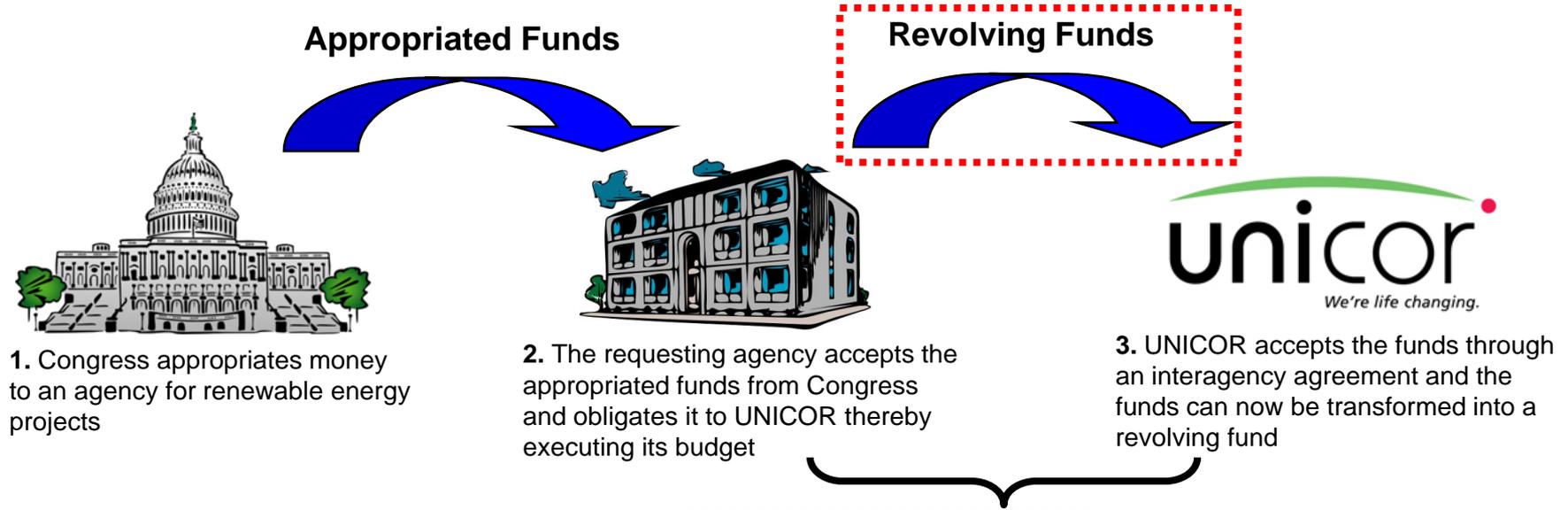


UNICOR awards and manages contracts with reliable and experienced design-build renewable energy integrators

UNICOR uses its experience in renewable energy design-build procurement to help agencies execute their budget for renewable energy projects



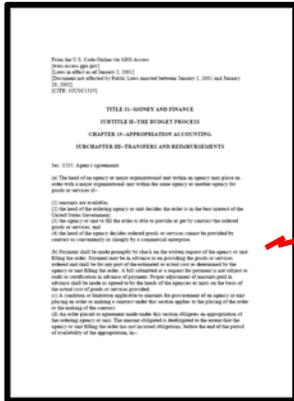
# On the customer side (federal agencies), interagency agreements help execute renewable energy budgets by allowing agencies to transfer appropriated funds to UNICOR



## For this to occur, the following conditions must be met:

- ▶ There is a “bona fide” need for the requirement
- ▶ The “bona fide” need is funded for actual or estimated costs
- ▶ “Bona fide” need is a clearly defined requirement
- ▶ Funds must be obligated in the same year it was appropriated. This can be accomplished by transference to FPI
- ▶ The interagency agreement must be binding upon both agencies

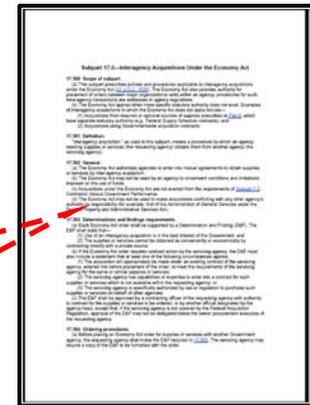
# The Economy Act and Sec. 17.5 of the FAR authorizes UNICOR to provide services directly to other agencies if it increases the overall efficiency of the government



The Economy Act  
31 U.S.C. § 1535

*The head of an agency or major organizational unit within an agency may place an interagency agreement if the determination and findings supports the intent of the interagency agreement that the servicing agency can perform the service more efficiently than the requesting agency*

Requires a formal Determination and Findings which demonstrates that the requesting agency is in compliance with the specific requirements of The Economy Act. It also sets out the ordering procedures and means and methods of payments.



Federal Acquisitions Regulation  
Section 17.5

**IAAs can offer the most efficient means of executing renewable energy projects**

# The interagency agreements must be supported by a ‘Determination and Finding’ (D&F) on the customer agency side

## “Determinations” include:

- ▶ FPI has the equipment and personnel with expertise capable of accomplishing the services / furnishing the products
- ▶ The services can be provided more economically through FPI
- ▶ The Economy Act allows a requesting agency to engage FPI for its procurement support services



## “Findings” include:

- ▶ Project title
- ▶ Background
- ▶ Scope of Work
- ▶ Period of Performance
- ▶ Estimated Cost
- ▶ Basis for decision that use of Interagency Agreement is more cost effective
- ▶ Basis for decision that use of Interagency Agreement is more practical
- ▶ Availability of Funds

# The agreement establishes the responsibilities of both UNICOR and the customer agency for the provision of goods and services and provides cost effective budget execution

## Major Provisions of an Interagency Agreement between UNICOR and another government agency

### Competition Requirement

- ▶ UNICOR is a federal government entity and can perform inherently governmental functions including procurement on behalf of the requesting agency for all acquisitions awarded by the servicing agency in performance of the agreement. This includes UNICOR products and services

### Funding and Reimbursement

- ▶ UNICOR, similar to other organizations – private and public, reserves the right to recover the actual cost of processing the IAA and other administrative activities related to the agreement

### Billing Instructions / Support Documentation

- ▶ Billing shall be handled through the Intra-governmental Payment and Collection System (IPAC). UNICOR shall provide documentation supporting all charges to the requesting agency's COTR/POC

### Cancellation

- ▶ The IAA is subject to cancellation or termination, with at least 60 days (unless the Statement of Work specifies a different period of time) and advance written notice by either party
- ▶ The servicing agency shall be reimbursed for the cost of all completed and partially completed work

### Project Completion

- ▶ When the requesting agency has accepted all deliverables related to the SOW, UNICOR will provide a written project evaluation and final accounting of project costs to the requesting agency
- ▶ All remaining funds will be returned to the requesting agency or retained by UNICOR for other projects

### American Recovery and Reinvestment Act

- ▶ UNICOR has the capability to track and report stimulus funds as required by the ARRA

***Cost effective execution of budget and supplemental ARRA funding***

# UNICOR has proven experience in working with federal customers through interagency agreements...

## Successful completion of over 30 design-build projects including:

### Unclassified Projects

- ▶ Federal Emergency Management Agency, Federal Support Center, Olney, Maryland
  - High security fencing
  - Guard house lighting and sally port sliding gates
- ▶ Mt. Weather Emergency Operations Center, Bluemont, Virginia
  - Building 911 Visitors Center Radiation Detector
  - Truck Inspection Station
  - Route 601 Fencing
  - Building 430 Data Center, Annex B
  - Fire pump station
  - Data Center, staffing area

### Classified Projects

- ▶ U.S. Marshals Service
- ▶ Federal Bureau of Investigation
- ▶ Department of Justice
- ▶ Executive Office of the President
- ▶ Defense Logistics Agency
- ▶ Federal Communications Commission

### In-House Projects

- ▶ FCC Allenwood – Warehouse
- ▶ FCC Victorville – Factory
- ▶ FCI Herlong – Factory
- ▶ FCI Bennetsville – Factory
- ▶ FCI Williamsburg – Call Center
- ▶ FCI Big Spring – Perimeter Fence
- ▶ FCI Oxford – Fence / Alarm

# ... and in simplifying the acquisitions process for requesting agencies

Here's what previous customers have said about working with UNICOR's Interagency Solutions group:



*"I am writing to commend and recommend the Interagency Solutions and Procurement Branch of UNICOR. I have been a customer of the Branch for over three years and have received first rate service. The ISBP has been a prompt and attentive representative and the entire team performs in an efficient and cheerful manner. They have a comprehensive and complete knowledge of the procurement regulations and deliver goods in a timely fashion. They certainly rise above in a process that can be complex and frustrating to say the least... I do not hesitate to recommend the Branch to my colleagues and hope to be able to business with your organization for years to come."*

**- David K. Robertson, Commander, Special Operations Group, U.S. Marshals Service, DOJ**

*Throughout the years, DHS has placed numerous orders for these products and services. Our orders are always accurate with quite reasonable fees, prompt delivery, and the service has been exceptional overall. We have referred other DHS offices to UNICOR to obtain similar products and services.*

**-Peter Nacci, Ph.D., Chief (Technology Section) National Preparedness Directorate, DHS**



*"We have worked with the Interagency Solutions Procurement Branch at FPI on a variety of projects...re-designing existing space for the Control Rooms in the Justice Command Center (JCC) and the emergency relocation facility, to the selection, purchase, and installation of communications equipment vital to national security functions of the Department, involving other agencies, and requiring TS Clearances. FPI provided direct assistance in all phases including design, procurement, and regulation compliance...Please extend our thanks to the ISPB staff for their outstanding service; we plan to continue our close working relationship."*

**-James L. Dunlap, Director, Security and Emergency Planning Staff, Justice Management Division, DOJ**

# Partnering with UNICOR not only provides quality and economical renewable energy solutions but provides lasting social benefits

UNICOR purchases the highest quality solar cells and utilizes the latest manufacturing equipment

UNICOR provides meaningful employment and training to inmates and offers the best value to its customers

## Economic Value

- ▶ Through an Interagency Agreement, UNICOR Solar can provide cost effective budget execution for the customer agency
- ▶ UNICOR offers competitive pricing

## Social Good

- ▶ Provides inmates with education and vocational training that is applicable upon release
- ▶ Proven reduction in recidivism
- ▶ Re-entry assistance
- ▶ Helps to instill work ethic, work habits, and work discipline among inmates
- ▶ Productive inmates help to maintain security within the institution and ultimately provides protection to the staff

## Quality

- ▶ UNICOR uses state-of-the-art solar panel manufacturing equipment by Spire Corporation
- ▶ Modern ISO 9001 registered production facility
- ▶ Factory panels and manufacturing process are pending UL certification

# Contacts

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US Department of Justice  
Federal Prison Industries  
Solar Group

## Energy Awards

2008 Public Service Award  
2008 Energy Champion, DOJ/DOE  
2007 Presidential Energy Award-Outreach  
2007 GSA Sustainability Award-Real Property  
2006 DOE Energy Efficiency Award