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A River of Energy Solutions

Why a REM and not a Full-time Agency Employee?

Nancy Varner

Sain Engineering Associates, Inc.

Benefits of Contracted Resource Efficiency Manager Services

- **REM offers best value---Performance Based**
- **Energy Program Focus**
- **Extensive Technical and Procedural Support--the “NETWORK”**
- **Continuity**
- **Continual Specialized Training**
- **Depth of Technical Expertise**

REM Service Offers Best Value

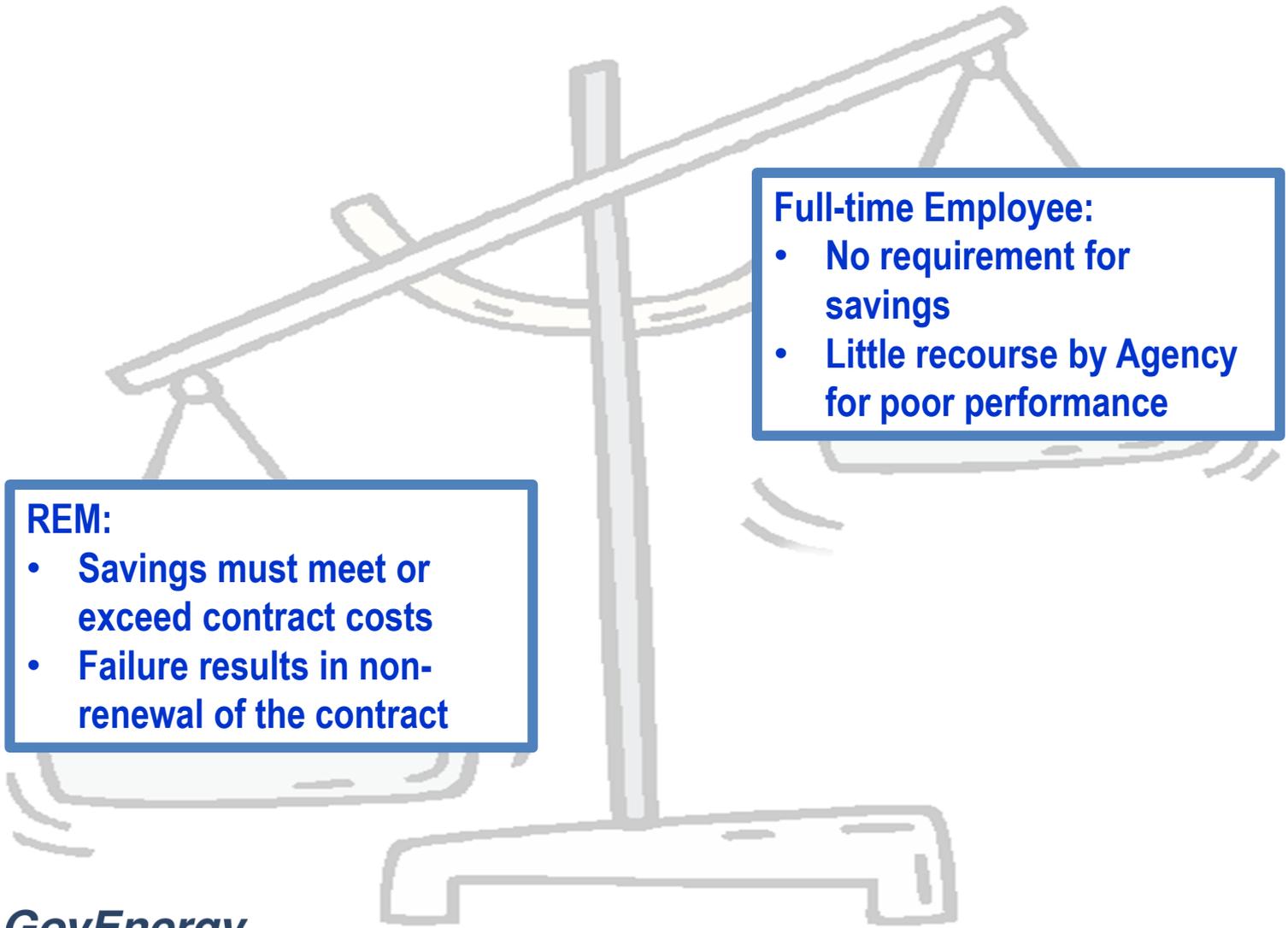
- **REM is your “Energy Super Hero”**
- **Full-time, On-site Energy Consultant**
- **Self-funded---Energy and cost savings must be more than contract costs**
- **Extensive technical REACHBACK support**
- **Proven Cost Effectiveness**



REM Services

- **Technical evaluations of HVAC, Lighting, O&M, Building Envelopes**
- **Extensive reach-back support for technical and policy**
- **Energy Awareness and Outreach Programs**
- **Procuring alternative financing for projects**
- **Reviewing and obtaining Grants and Rebates**
- **Rate Structure and Utility Analysis**

REM Service is Performance Based



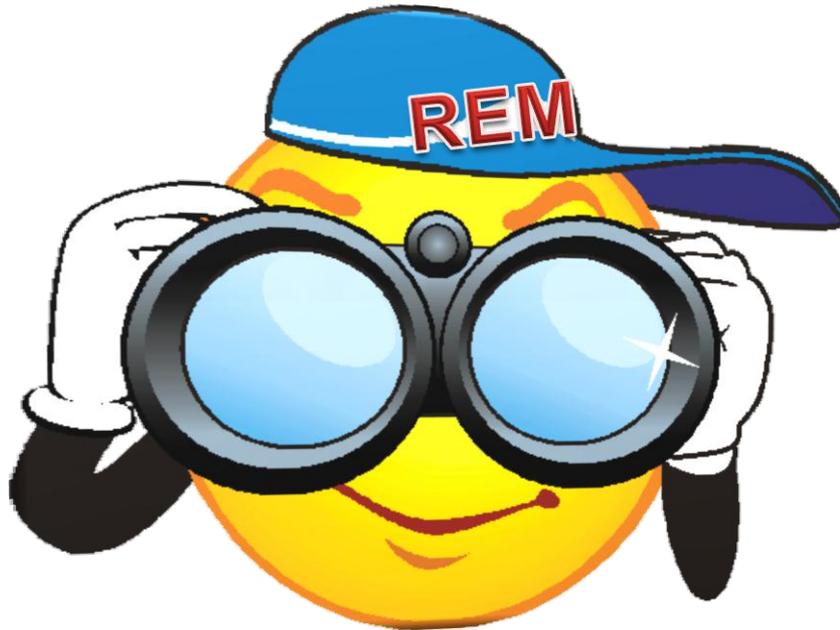
REM:

- Savings must meet or exceed contract costs
- Failure results in non-renewal of the contract

Full-time Employee:

- No requirement for savings
- Little recourse by Agency for poor performance

Energy Focus



- REM is bound by the contract scope of work
- REM cannot be pulled off “to other duties as assigned” which are not in accordance with contract deliverables.
- Federal civilian employees are often tasked to respond to “Crises du Jour” and pulled from full-time energy management
- Data calls and information responses take up most of the Federal Energy Mgr’s time

REM Activities

- **Identify Energy Conservation Measures**
- **Low cost/no cost changes**
- **Utility bill/rate structure analysis**
- **Project identification and facilitation**
- **Life cycle cost analysis (BLCC5)**
- **Prepare scopes of works (DD1391)**
- **Energy Awareness**

It's the NETWORK!

Extensive Technical and Procedural REACHBACK Support

- Corporate “reach-back”
- REM Network with many nationally recognized energy program and technical experts
- Webinars
 - Training
 - Case studies
 - Projects
- Email system to the entire network for answers and past experiences
 - Technologies
 - Products
 - Procedures
 - Policy
 - Energy Calculations
 - Projects

Continuity

- REMs provide expertise to the base energy team
- If a REM leaves, the company maintains that expertise and fills in the blanks with the team
- With REMs you hire a Service, not an individual
- Turn-over in the Federal sector is high
- Hiring experienced Energy Managers can be a lengthy process, especially in a remote location
- Continuity can be lost.



Continual Specialized Training

- Most REMs are already Certified Energy Managers, or are required to be certified with six months
- REMs have at least monthly webinars that keep them updated on the latest technologies
- REMs are made aware and encouraged to attend the excellent training opportunities provided by FEMP
- REMs attend GovEnergy annually at the company's expense, not the government's.
- Agency employees are dependent on TDY funds and limited opportunities

Depth of Technical Expertise

- Again, it's the **NETWORK!!!!!!**
 - REMs can draw on a wide variety of mechanical, electrical, architectural, and other unique skill-sets
 - No one person is an expert in every field
- Federal Agencies must hire the one person most meeting the job requirement
 - As missions or requirements change, only resort is to hire additional support



High Level of Experience



- **Energy Engineers chosen to be REMs have years of experience and specialized backgrounds**
- **Hard to find and compensation requirements are high**
- **Civil Service starting pay bands for GS 11 and 12's attract less experienced individuals**

What can a REM do for me?

- **High level of experience and expertise**
- **Brings the NETWORK of Reachback skill sets**
- **Works with the Energy Team for continuity**
- **Continual specialized energy training**
- **Focused only on the Energy Program**
- **Self-funded, a “human performance contract”**
- **Proven Cost-Effectiveness**

Does the REM program work?

“Resource Efficiency Program Paying Off”

Fort Sam Houston receives \$2,656,650 check from utility provider due to overpayment discovered and documented by REM

- Huntsville Center Bulletin (USACE)- May 2010

“Picatinny earns national recognition for superior conservation efforts”

- Picatinny Arsenal was the only U.S. Army organization to receive FEMP award in FY 2009
- Picatinny also received the 32nd Annual 2010 Secretary of the Army Energy and Water Management Award

-Picatinny Public Affairs



JUST ANNOUNCED---Picatinny Arsenal has won the 33rd Assistant Secretary of the Army Award for Energy----again.....

HQ AMC has won the Air Force Energy Conservation Award for this year---a REM at every base and two at Headquarters.

Does the REM program work?



“Resource Efficiency Managers Earn Their Keep”

“Varner attained over \$2 million in savings utility and ESPC (Energy Savings Performance Contracts) overpayments. Her results were so noteworthy that, in fiscal year 2004, the Assistant Chief of Staff for Installation Management (ACSIM) named her its Army “Energy Champion.”

---Public Works Digest, Sept 2006

“HQ AETC receives 2009 Air Force Energy Conservation Award ”

--Program management enhanced with two HQ REMs and base-level REMs at almost all AETC bases



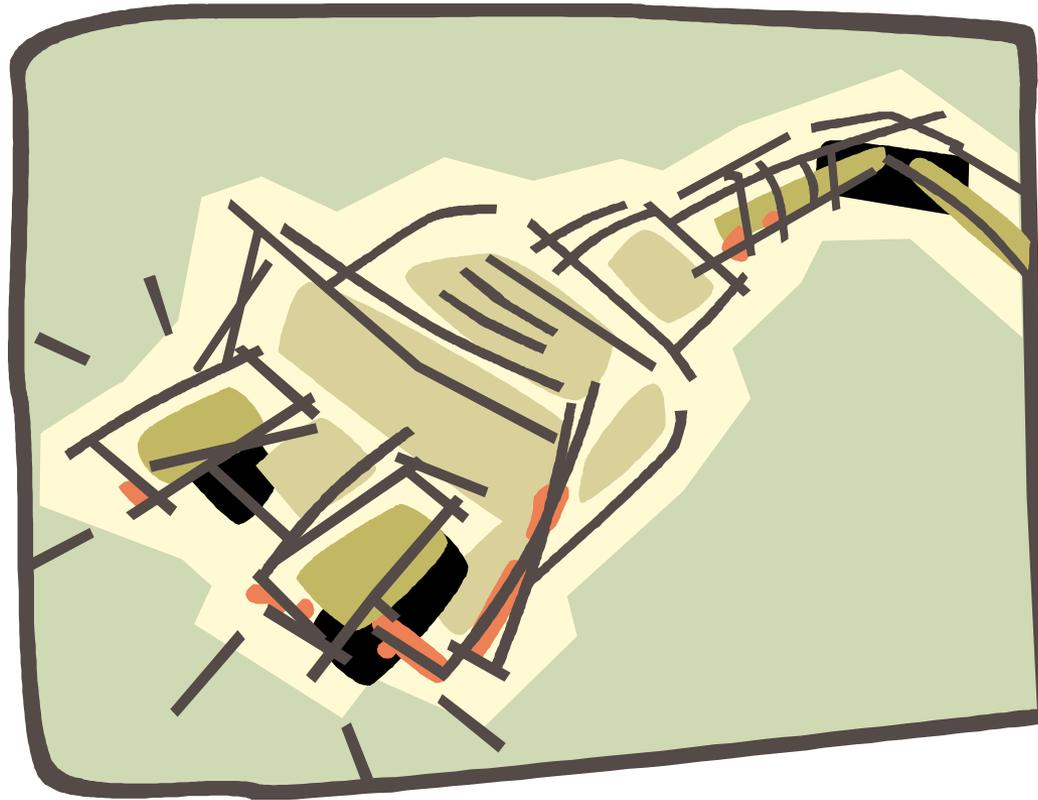
Air Force Energy Award Winners

---Barksdale AFB won an energy conservation award for Air Combat Command.

Larry Stevens, SEA REM at Barksdale AFB was instrumental in winning this award!

---McGuire AFB won an energy conservation award for Air Mobility Command in the individual category. Barry Miller, SEA REM at McGuire AFB, was instrumental in winning this award!

QUESTIONS?



Thank you

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