



GovEnergy

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The Premier Energy Training Workshop
and Trade Show for Federal Agencies

A River of Energy Solutions

**FPI/UNICOR: The Fed that helps
you navigate the Federal riptide**

Doing Business with the Federal Government

Overview

- Federal Prison Industries/UNICOR?
- FPI & Renewable Energy
- Working with the Government
- How FPI can help you
- New product pilot programs
- PV project Case Studies
- Contact Info & GovEnergy Event Plugs!

Who is FPI/UNICOR?



- Federal agency created by statute in 1934
- Wholly owned government corporation
- Component of the Department of Justice
- Security tactic for prison operations
- Manufacturing products sold to the Federal government
- Excellent alternative to outsourcing labor overseas

FPI and Renewable Energy

- Began manufacturing PV modules in 2008
- 74 MW annual capacity
- 2 factories- NY & OR
- UL 1703, CEC
- Multicrystalline modules up to 240 watts



A little more on Solar

- Most agencies buy electricity, not panels!
- Turnkey options
- Relationships with private sector to offer everything required to procure a fully functioning PV system: site visit, feasibility, design, integration, installation, O&M, and financing
- Offers agencies turnkey options for projects involving renewable energy other than PV

What if there is no money?

- That's ok!
- Financing options available
- FPI can enter into energy savings contracts for up to 25 years
- Interagency Agreement can extend this ability to other agencies
- Experience in contracting for renewable energy systems and managing procurement for other Feds

How does this help me?

Private sector can use FPI to its advantage:

- Manufacturing, contract manufacturing, warehousing & Distribution
- Teaming agreement via open solicitation on Fed Biz Opps: SBDM-04-2010
- Multiple Award Schedules
- Upcoming schedule to offer financing to agencies with projects between 200 kW and 5 MW

New Product Pilot Programs

- Renewable Energy Product Pilots:
 - LED lights
 - Solar Thermal flat plate collectors
 - Other renewable products pending approval
 - Open to new products!



Case Study 1: VA FB, MATOC

- VA FB issued MIPR to FPI
- FPI & VA FB developed SOW
- FPI issued RFP, conducted site visit, awarded contract, project completed
- Utilized MATOC, RME Electric won competitive bid



Case Study 2: Ft. Knox, PV

- Ft. Knox procured PV panels via MIPRs, their on-site ESCO and on-site integrators
- Over 1.1 MW of PV to date, expanding to 2 MW of rooftop



Case Study 3: Dept of State & CNE

- Via an Interagency Agreement with DOS:
 - Conducted RFI, developed RFP, issued to FBO, reviewed proposals
 - Conducted negotiations, awarded to Constellation New Energy
- Resulted in a 20 year energy savings contract that:
 - reduced DOS domestic load GHGs by 45%
 - created 2 new renewable energy facilities
 - provides DOS with 120,000 MWhs of energy/year

More info: Same track, Session 5

- Tomorrow from 10:30 am- 12:00, Donovan Cunningham will more fully explain the Multiple Award Schedule in place, Teaming Agreements, Interagency Agreements, and how it all comes together

Contact information

You can stop by booth 1025 to speak with one of my colleagues, or get in touch with me after the show for more information.

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Shameless Plugs

- Make sure you go to all of the great activities that GovEnergy has to offer!
 - **Networking Reception**
GovEnergy Exhibit Hall
5:00 pm – 6:00 pm
 - **Tuesday Night Networking Event**
Great American Ball Park
100 Joe Nuxhall Way
5:15 pm – 9:00 pm