



The Solutions Network

Rochester, New York

ENERGY & PROCUREMENT WORKING TOGETHER AT USDA ?

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August 10, 2004



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U. S. Department of Agriculture



- Who We Are
- Why We Are
- Where We Are
- How We Operate – Policy
- How We Operate – Implementation
- How We Operate – Reality



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Opportunities for Collaboration



- Policy Development
- Design/Build New Construction
- Modernization/Renovation Existing Facilities
- O&M service contracts
- ESPCs
- Energy Star/Energy Efficient Product Purchasing
- Training

The Procurement Reading List



- Not News: They don't read the same policy and regulations Energy people read
- Step 1: Build on Federal Acquisition Regulation (FAR) basics in your agency procurement regulations
- Work closely with your procurement policy personnel to get the specific accurate wording you want
- Step 2: Remember guidance for credit card holders
- Say it in a soundbite for purchase card holders
- Step 3: Encourage your subordinate organizations to copy you and reiterate the policy down to their own personnel

Policy Development



- Agriculture Acquisition Regulation (AGAR)
- Departmental Regulation: USDA Facilities Energy and Water Conservation and Utilities Management
- USDA Purchase Card Guidance for Program Managers
- USDA Purchase Card Guidance for Cardholders
- Agency Example: ARS Acquisition Guidance

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Design Build for New Construction George Washington Carver Center



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GWCC – How Did It Work?



- Facility Planners KNEW WHAT THEY WANTED!!
- They knew They Had to Lead the Effort!
- Involved the COs early on in the conceptual planning phase...and kept them on board through to full implementation
- Whole Building Design Project
- Program people provided all the technical information
- CO's familiar with basic mandates, but not the details

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LABs 21– National Animal Disease Center, Ames, Iowa



- USDA's partnering pilot project in LABs 21 initiative
- Goal: model of sustainability with a 30-50% energy use reduction as benchmarked against similar lab facilities
- Budget: \$460 million over 5 years
- Strategy: Created a new Ames Modernization Branch composed of both engineers and CO's; made CO's an integral part of the project success
- Dedicated and colocated CO's who understand the concepts and the LEEDs system

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USDA Headquarters -- South Building Modernization



- Multi-phase renovation over 8-10+ years
- Goal: LEEDS certified facility, Energy Showcase, renovated using sustainability principles
- Strategy: A&E Contracts done in Phases
- Program personnel are the drivers!
- Bring CO's on board early on in each planning phase
- Phase 3 Requirement: A&E contract experience in energy efficiency and sustainability
- Construction contracts require use of energy efficient equipment

O&M Contracts- USDA Headquarters



- Headquarters Energy & Water Management Program – Case Study for National Institute for Building Sciences
- Needed an O&M contractor committed to supporting the new EE O&M program
- Facility Energy Manager took the technical requirements to the CO to incorporate new contract clauses and requirements:
- Requirements: Contractor must have personnel with extensive automation training; must implement computerized maintenance and management system and must procure energy efficient products

What About ESPCs?



- National Animal Disease Center, Ames Iowa – Initial site for Midwest/Central SuperESPC region
- National Agricultural Library, Beltsville MD – Pilot site for NorthEast/Mid-Atlantic SuperESPC Region
- CO's and Facility engineers worked together
- Developed MOUs with DOE
- Attended FEMP delivery order training
- Team approach for delivery order implementation

Energy Efficient Product Purchasing



- CO's can be a great line of defense IF policy is in place
- Know the policy and refer them to it
- USDA CO's have automatically bought Energy Star computer equipment for years since EO 12845
- Easy sell vs. hard sell
- Know the products and supply sources yourself – make it easy for CO to buy what you want

Training – Don't Overlook It



- Example: One USDA agency put its policy and green training tool on its website and required all its procurement personnel to certify they completed it.
- Focus on the basic requirements
- Use the buddy system- make it part of overall agency green purchasing training
- Train procurement personnel where they are – at their own meetings and conferences



Green Purchasing Includes

- Recycled content products
- Environmentally Preferable Products (EPP) including biobased products
- Energy efficient products

Recognition – A Point of Failure



- Oops! No Procurement YHTP Champions or FEMP or White House Closing the Circle Award winners
- Typically, they are not recognized even within their agencies for Energy program success work
- Don't make this mistake!!

Take Home Points



- Having agency specific acquisition policy for energy is critical and you may have to initiate it or help write it
- For major construction or renovation projects-- "have a core group of CO's that are trained, dedicated, and on the team"
- "Program people must be the drivers – don't expect procurement people to know the details of what you want"
- Training, training, training....and remember the credit card holders
- Recognize and reward all the team members.

Questions or Contacts?



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