

# ATLANTA 2016



**USDOE'16**

15th Annual DOE Small Business Forum & Expo  
MAY 23 - 25, 2016 | ATLANTA, GA

# Western Area Power Administration

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Western Area Power Administration  
Small Business Program Manager

# Who is Western?

- Owner of 17,102 miles of transmission lines
- Top 10 utility in country
  - 15 states
  - 40 million users/year
- Power marketer
  - from 57 power plants
  - 10,500+ MW of capacity



# What is Western?

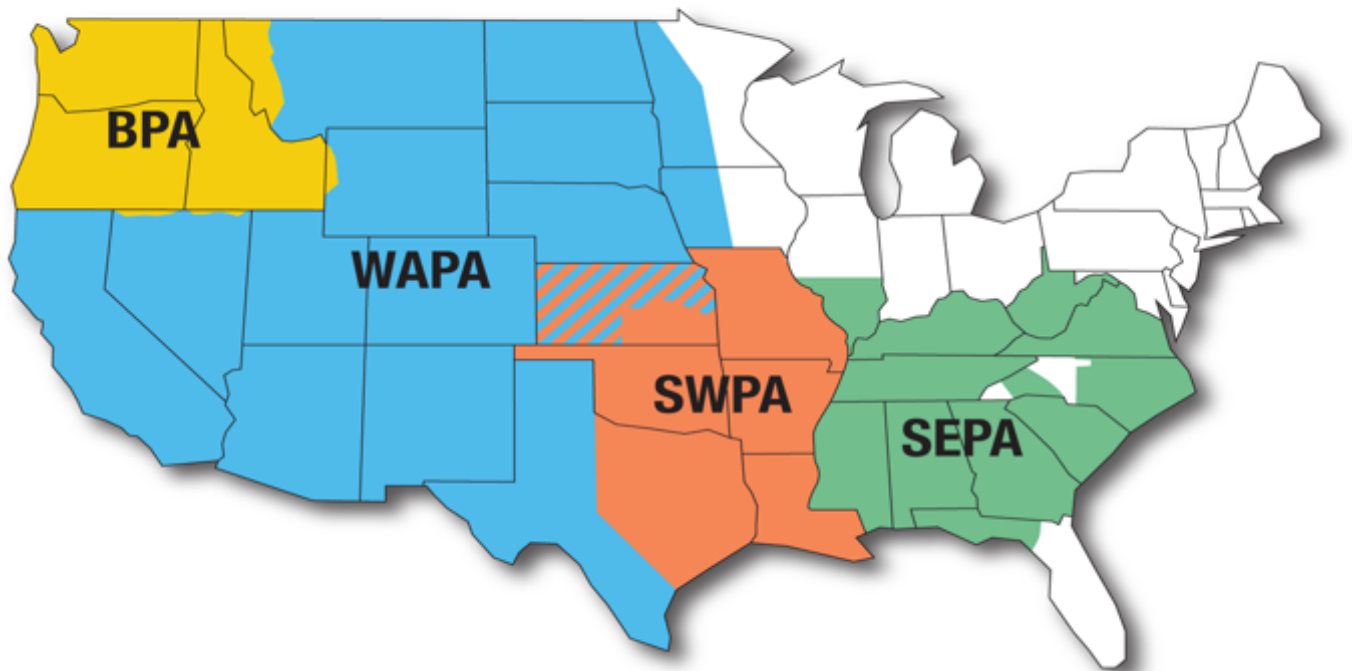


# What is Western?

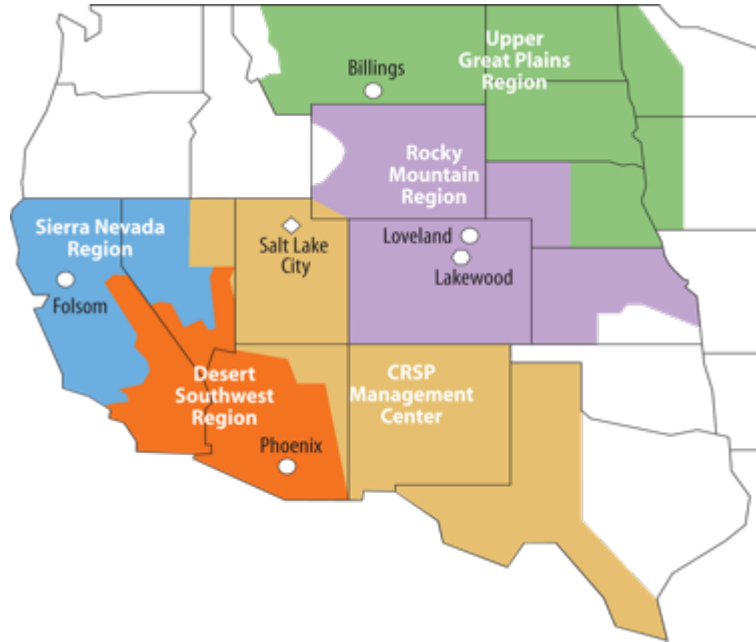


- One of 4 power marketing administrations, under DOE
- Wholesale electricity supplier
- 457 long-term/firm power preference customers when agency formed in 1977
- 684 customers today

# Power Marketing Administrations



# Western's mission and vision



- To market and deliver reliable, renewable, cost-based hydroelectric power and related services within a 15-state region of the central and western U.S.
- Western will continue to provide premier power marketing and transmission services to our customers, as well as contribute to enhancing America's energy security and sustaining our nation's economic vitality

# Customers

- 684 customers
  - Cities and towns
  - Rural electric cooperatives
  - Irrigation districts
  - Public power districts
  - Federal and state agencies
  - Native American tribes
- Preference entities under the 1939 Reclamation Reform Act





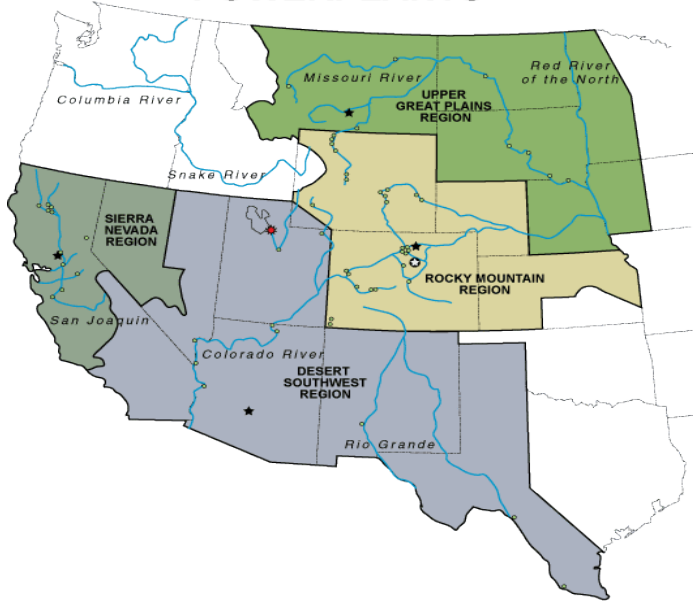
# Our role in providing energy



- Market clean hydropower
- Transmit it to customers
- Control parts of the energy grid
- Manage inerties
- Provide open access to transmission

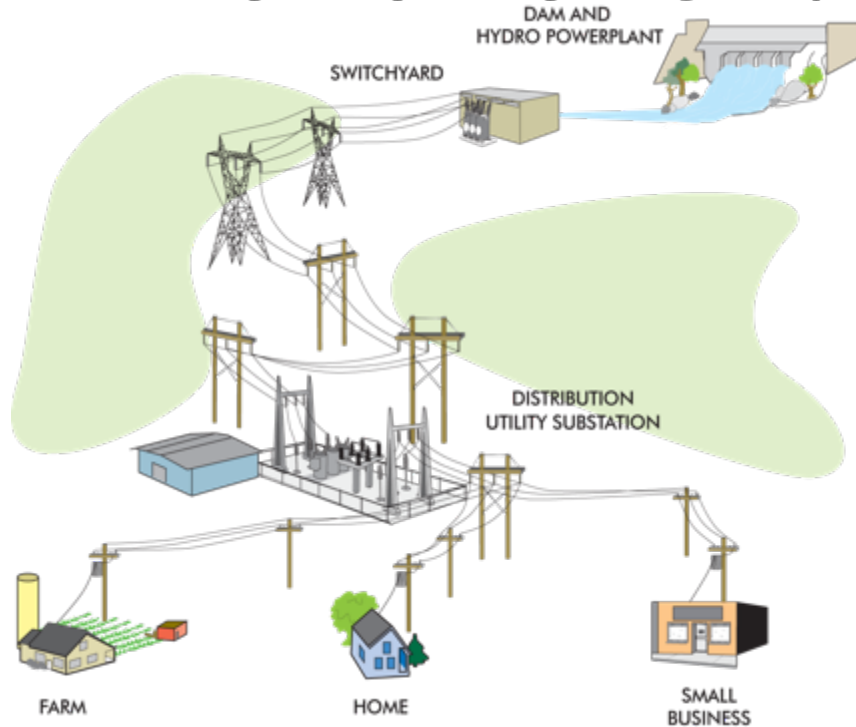
# Our power comes from

## POWERPLANTS



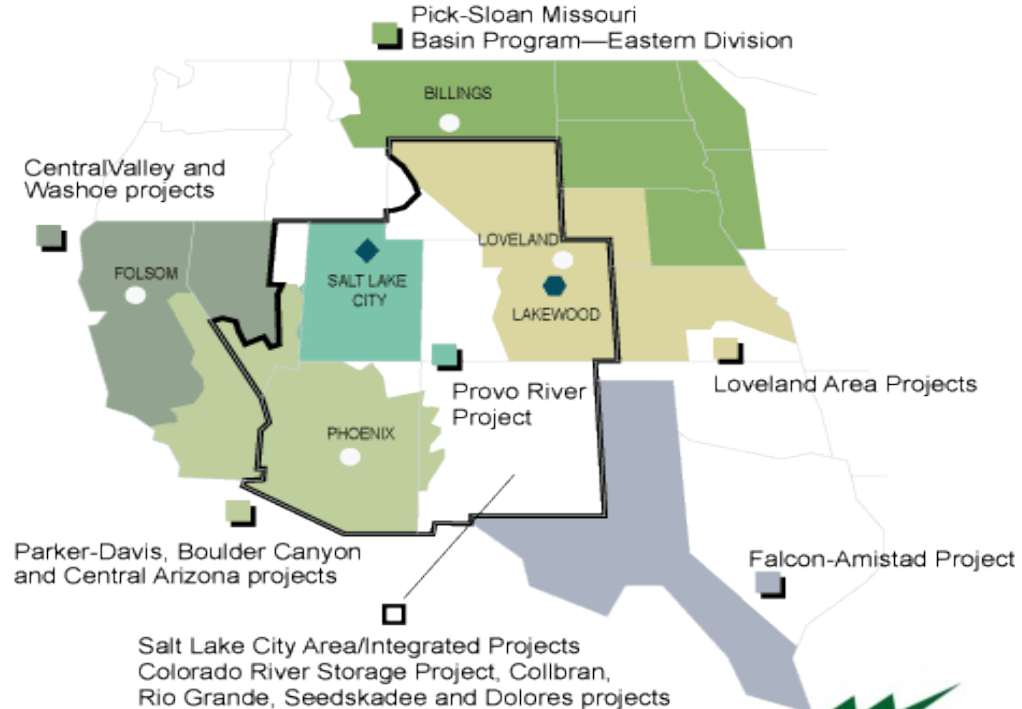
- Hydroelectric energy produced at federal generating agencies
- Multipurpose projects
- Variable water availability

# The Power Grid



# Western's Hydro Projects

- Power marketed on a project-specific basis
- Marketing plans developed through public processes
- Normally consist of:
  - Marketing criteria
    - How power is sold
  - Allocation criteria
    - Who receives power
    - No total load requirement



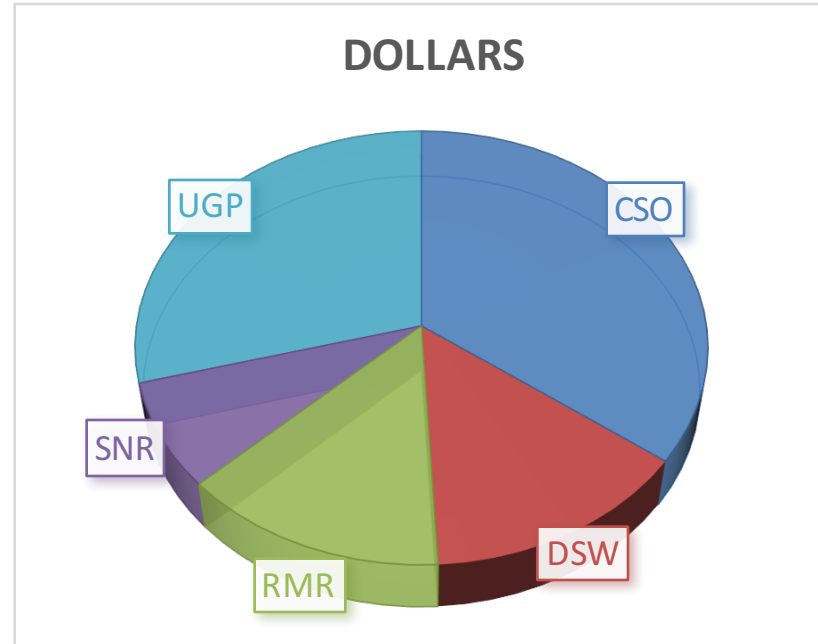


# Western's Services

- **Firm Electric Services**
- **Energy Management and Marketing Services**
- **Energy Services and Resource Planning**
- **Transmission Services**
- **Interconnection Services**
- **Ancillary Services**

# FY16 Actions from October 1, 2015 to April 1, 2016

Region	Dollars	Actions	Average \$ per action
CSO			\$59,307.78
DSW	\$20,283,259.91	342	\$28,360.25
RMR	\$8,139,392.50	287	\$35,817.14
SNR	\$7,987,223.11	223	\$32,839.14
UGP	\$4,531,800.83	138	\$32,831.62
	\$16,875,452.13	514	
Grand Total	\$57,817,128.48	1,504	\$38,442.24



# What Western buys

- **Construction Work**
  - High Voltage Substations,
  - Concrete Foundations
  - Transmission Lines
  - Warehouse Buildings
  - Site Development
  - Microwave and VHF Communication Systems

# Construction Acquisitions

NAICS Code	Acquisition Description	Place of Performance	Competition Type	Est Dollar Range
237130	Gila Substation, Stage 07	Arizona	Small Business	\$9.0M
237130	Tucson Substation Rebuild	Arizona	Small Business	\$7.0M
237130	Saguaro to ED#2 115kV Line Rebuild	Arizona	Small Business	\$10.0M
237130	Keswick-Airport-Cottonwood Reconductor	California	Small Business	\$6.1M
237130	Cottonwood-Olinda 1&2 Transmission Line	California	Small Business	\$4.0M
237130	Basin-Worland 115kV Transmission Line Upgrade	Wyoming	Small Business	\$4.2M
237130	Estes-Flatiron 115kv Transmission Line Upgrade	Colorado	Small Business	\$12.0M



# Construction Acquisitions

NAICS Code	Acquisition Description	Place of Performance	Competition Type	Est Dollar Range
237130	GOS-TO 115kV Transmission Line Rebuild	Wyoming	TBD	\$1.2M
237130	LV-YT 115kV Rebuild Phase 3	Montana	TBD	\$8.0M
237130	Shiprock 345kV Project	New Mexico	TBD	\$5.0M
237130	Med Bow Tap Replacements	Wyoming	Small Business	\$1.0M
237130	Nixon 230kV Bay Upgrade	Colorado	Small Business	\$1.0M
237130	Eastern Colorado OPGW Installation	Colorado	Small Business	\$1.2M
237130	Lusk Town Substation Flood Repair	Wyoming	Small Business	\$1.0M

# Construction Acquisitions

NAICS Code	Acquisition Description	Place of Performance	Competition Type	Est Dollar Range
237130	Jamestown Stage 14	North Dakota	Small Business	\$1.9M
237130	BS-MDR Storm Damage Rebuild	North Dakota	Small Business	\$5.0M

# What Western buys

- **Construction-Related Supplies**
  - Wood and Steel Poles
  - Transformers
  - Shunt Reactors
  - Surge Arrestors
  - Capacitor Banks
  - Heavy Duty Equipment

# Construction-Related Supplies

NAICS Code	Acquisition Description	Place of Performance	Competition Type	Est Dollar Range
332312	Western Wide Heavy Duty Steel Poles	Colorado	Full and Open Competition	\$50M



# What Western buys

- **Miscellaneous Supplies and Services**
  - Training
  - Administrative and Warehouse Support
  - Janitorial Support
  - Environmental Support
  - Technical Support
  - Tree Cutting and Weed Control

# Miscellaneous Supplies

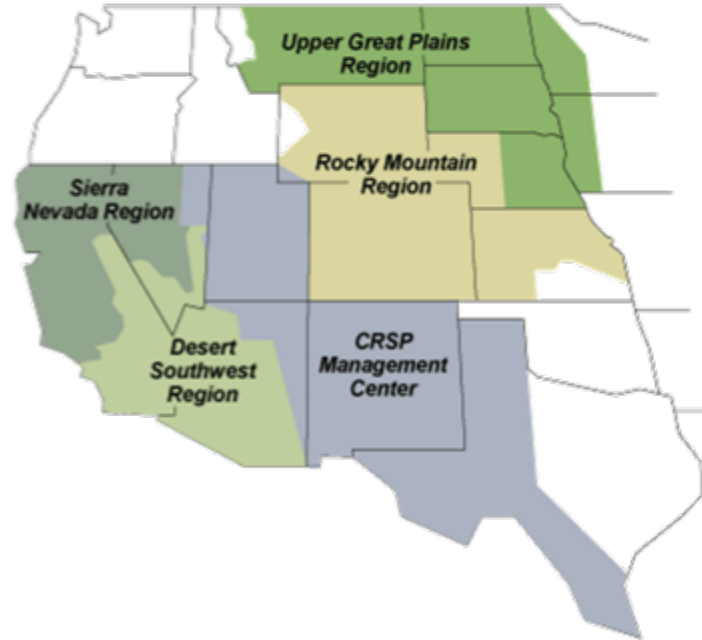
NAICS Code	Acquisition Description	Place of Performance	Competition Type	Est Dollar Range
335313	362-kV Dead Tank Power Circuit Breakers	Colorado	Small Business	\$9.8M
335313	Parker-Headgate Rock/Bouse - 18 miles of 1272 ACSS conductor	Arizona	Small Business	\$3.7M
332312	Glen Canyon to Shiprock 60 Mvar 230kV Reactors	Arizona	Small Business	\$1.8M
335313	Whiterock 115/34.5kV Transformer	Wyoming	TBD	\$1.2M
335314	Jamestown Stage 14 Control Panels	North Dakota	Small Business	\$1.2M
335311	Spencer 161/69kV Power Transformer	South Dakota	Small Business	\$1.5M

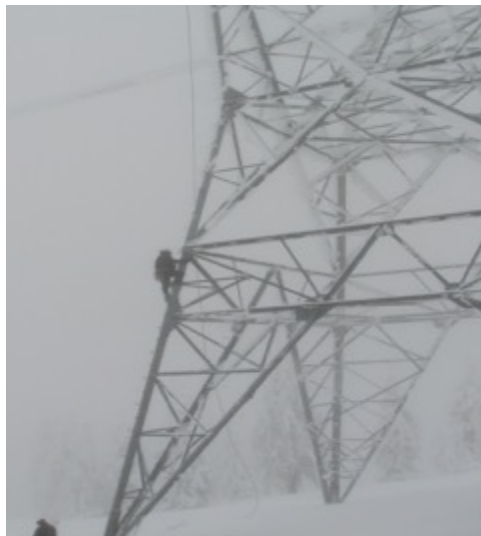
# Miscellaneous Services

NAICS Code	Acquisition Description	Place of Performance	Competition Type	Est Dollar Range
561621	Upgrade Security Systems at various locations	Colorado	Full and Open Competition	\$25M
541620	Mesa Substation Remediation - Primary environmental consulting services for remediation services	Nevada	GSA Schedule	\$2.0M
115310	Large Scale Vegation Removal for ROW under Transmission Lines	Arizona, Nevada, California	Full and Open Competition	\$25.0M
541620	Mesa Substation Remediation	Arizona	GSA Schedule	\$2.2M
561730	Integrated Vegetation Mgmt	California	Small Business	\$2.8M

# In Summary

- **Serving roughly 680 customers**
  - 539 are long term
  - 4 regional offices, 4 BAs
- **56 hydropower plans, 1 coal plant (Navajo)**
- **10,504 MW of installed capacity**
- **Market and transmit 34 billion kilowatthours of federal hydropower**
- **Among top 10 largest transmission providers in the U.S. with 17,102 miles of line**
- **Assets worth more than \$3.8 billion**
- **\$160 million in capital expenditures every year**
- **\$1.3 billion in annual revenues**





# Session Evaluations



## SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

SESSION TITLE: \_\_\_\_\_

Please rate each of the following:	Poor		Fair		Great
Overall Session Rating.	1	2	3	4	5
Session content matches the program description.	1	2	3	4	5
The speaker(s) appeared organized, informed, and delivered effective presentation.	1	2	3	4	5
Would you recommend that this/these speaker(s) return for future presentations?	<input type="checkbox"/> Yes <input type="checkbox"/> No				

*\*Turn over for additional questions*

## SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

What topics most interested you in this session?

\_\_\_\_\_  
\_\_\_\_\_

What topics do you feel were missing in this session?

\_\_\_\_\_  
\_\_\_\_\_

Additional comments: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

## Reminder

Please complete the Speaker/Session Evaluation Form located in your program guide and place the form in the basket in the back of the room.

# Questions?

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<https://www.wapa.gov/DoingBusiness/Pages/doing-business.aspx>