



**Frequently Asked Questions**  
**Energy Industry Day – Performance Contracting**  
**January 28, 2015**

**1. On which topics would the DOE like ESCOs to present?**

A: It would be helpful for the small businesses in attendance to have an idea of the types of work your company has done over the past 5 years, and a highlight of any projects completed or underway in the region of the meeting location. Project pictures would also be beneficial.

Prior to the meeting, DOE would appreciate your NAICS code list to match ESCOs with small businesses. Also, it would be very instructive for the small business to have a contact to connect with in the future.

**2. Would the DOE like ESCOs to provide company exhibits at the event to engage attendees?**

A: Some of the venues can't take much in the way of large exhibits (and we will let you know any space restrictions), but perhaps a roll-up or two would be great plus collateral.

**3. Our team that is responsible for small business subcontracting is available to attend one or more of the Industry Days at each location.**

A: It would be most advantageous to both the small businesses and ESCOs to have the opportunity to initiate relationships – especially to learn about the local talent pool.

**4. Would the DOE like our company's small business contracting managers to attend, and should our ESCO consider giving a presentation or providing small business exhibits to engage small businesses attending?**

A: All ESCOs will be invited to be on the agenda and share success in local projects through pictures and energy statistics and other anecdotal information. We anticipate two ESCO presentations per site. Coordinating these with the small business program manager is critical!

**5. Are these Industry Days scheduled prior to or after expected RFP release?**

A: The only information that can be released at this time is that the expectation is that the RFP will be released in the second quarter.

**6. Will Tim Unruh, or anyone from the Colorado Golden Office contracting staff attend these meetings, and would the DOE like our ESCO's contracting personnel to attend the event?**

A: Tim Unruh, FEMP Program Manager, is expecting to attend at least 3 out of the 5 events but also working on his schedule to attend as many as possible. COs will be attending most if not all of the events. There is not necessarily a need for your company's contracting staff to attend.

**7. Does DOE envision Financing will be addressed as part of the event?**

A: Financing will not be on the agenda for these Industry Day events.