

August 13, 2026

Webb County Business Case

Energy Savings and Facilities Improvement Program

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Agenda

01

• Review Business Case Findings

02

• Overview of Program Savings and Benefits

03

• Discuss Next Steps

Why we are here

Achieving Webb County's critical priorities



Enhancing Efficiency & Deferred Maintenance



Highlighting Ongoing Fiscal Stability



Leverage Long-term Partnership to Improve Operations

Areas of Focus Based on County Priorities



Mechanical HVAC System Replacement

Replace aging/failing systems to improve comfort, air quality, & energy efficiency while reducing costs.



Building Automation System (BAS)

Optimize schedules & setpoints to reduce waste, improve comfort, & give staff system visibility & control.



LED Lighting Upgrade

Enhance safety & visibility, while delivering a modern appearance and lowering operating costs.



Electrical Upgrades

Replace outdated/failing generator and electrical equipment to enhance safety and reliability.



Water Fixture Upgrades

Replace outdated fixtures to reduce water use, lower utility costs, & improve reliability across facilities.



Building Envelope Improvements

Address insulation, sealing, & exterior conditions to reduce energy loss & stabilize indoor temperatures.



Long Term Support (Client Services, Resource Advisor, Capital Asset Planning)

Ongoing energy & sustainability expertise to identify savings, track performance, & support operational goals.



Comprehensive Project with Guaranteed Performance

- Turn-key design & construction
- Agnostic approach to solutions
- Firm fixed price
- Guaranteed revenue & savings
- Single point-of-accountability

Design

Developed around your
specific goals & sustainable
cost savings

Construction

Construction Contract - Fixed,
Final Price, Turnkey

Financial

Budget Development &
Funding Sourcing

Guaranteed Performance

Partner-Based Performance
20-Year Guarantee



HVAC Improvements

Current Condition & Challenges

- Failing Chilled Water connections at the Administration building is causing significant water damage.
- Multi-zone Air Handling Units (MZ AHU) at the Justice Center are 34 years old and at or past the end of expected service life.
- Chilled Water Fan Coil Units (CHW FCUs) are in need of replacement.
- Air Cooled Chiller on Admin Roof is in need of replacement.

Impact

- Stop water leaks & water damage
- Reduced energy spend & maintenance
- Improved comfort & reliability

HVAC Systems that need Improvement/Replacement

Failing CHW fitting at Admin



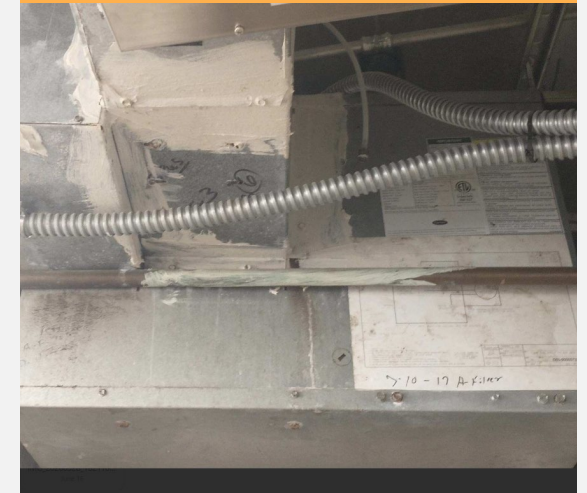
MZ AHU at the Justice Center



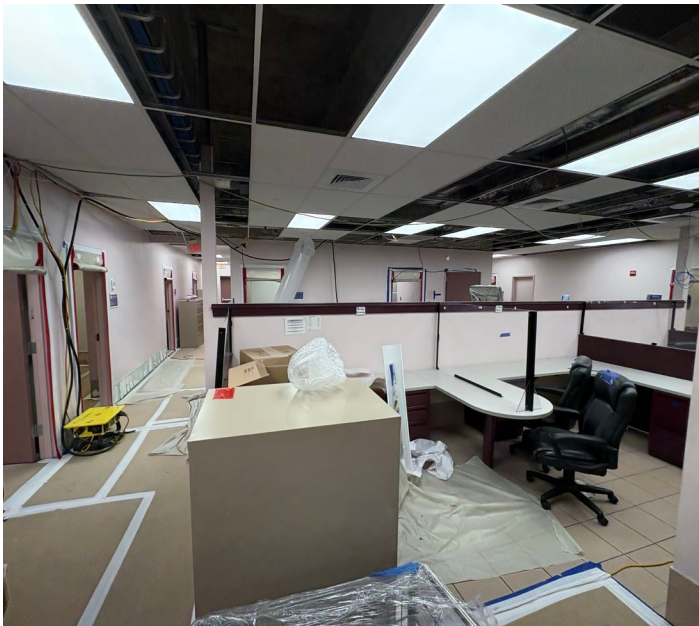
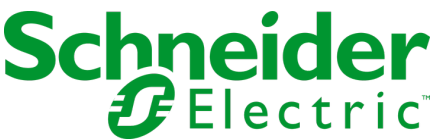
AC Chiller at the Admin



CHW FCU at the Jail



Administration Building Water Damage



LED Lighting

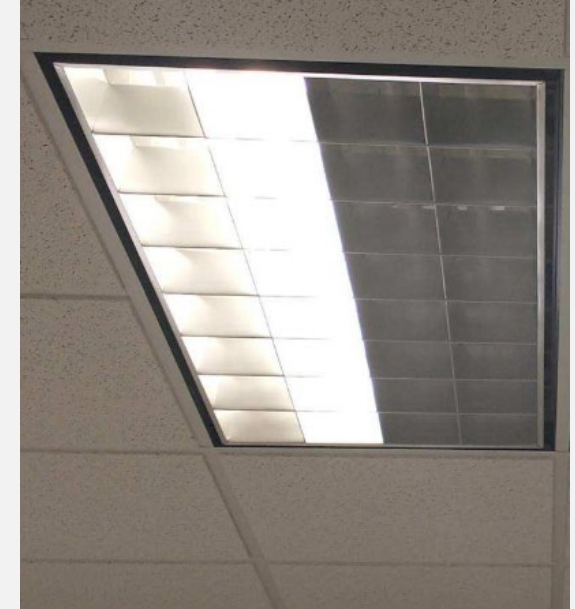
Current Condition & Challenges

- Existing facilities are a mix of LEDs and older technologies (fluorescent, HID compact fluorescent, etc).
- Higher Energy Consumption: Older technology lighting uses more energy than LEDs, leading to higher utility bills.
- Frequent Maintenance: Shorter lifespans mean more frequent replacements, increasing labor and maintenance costs.
- Poor Light Quality: Fluorescents can flicker or hum, have lower color rendering and light dissipation compared to modern LEDs.

Impact

- Delivers \$100,000+ annual utility savings.
- Provides \$50,000+ in utility rebate from AEP.
- Provides improved safety and security.
- Significant reduction in maintenance and operations costs.
- Modernizes facilities and provides more attractive aesthetics.

Existing Old Technology Lighting



Water Retrofits

Current Condition & Challenges

- Significant water waste from outdated plumbing designs and inefficient fixtures.
- Typical high flow combination cannot regulate flush frequency.

Recommended Water Retrofits Benefits

- Delivers \$150,000+ in annual utility savings.
- Conserves water by reducing consumption.
- Implement multiple upgrades to achieve more efficient, lower-cost maintenance, including:
 - Standardized plumbing components
 - Ozone-based laundry system
 - Ice-machine heat exchanger
 - Jail cell toilet flush controls

Water Saving Opportunities

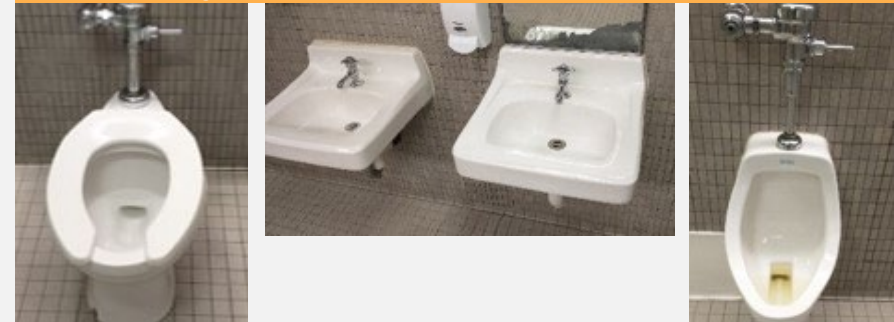
Jail Type Plumbing Fixture



Laundry Equipment in the Jail



Typical Flush Valve Fixtures and Sinks



Building Automation

Current Condition & Challenges

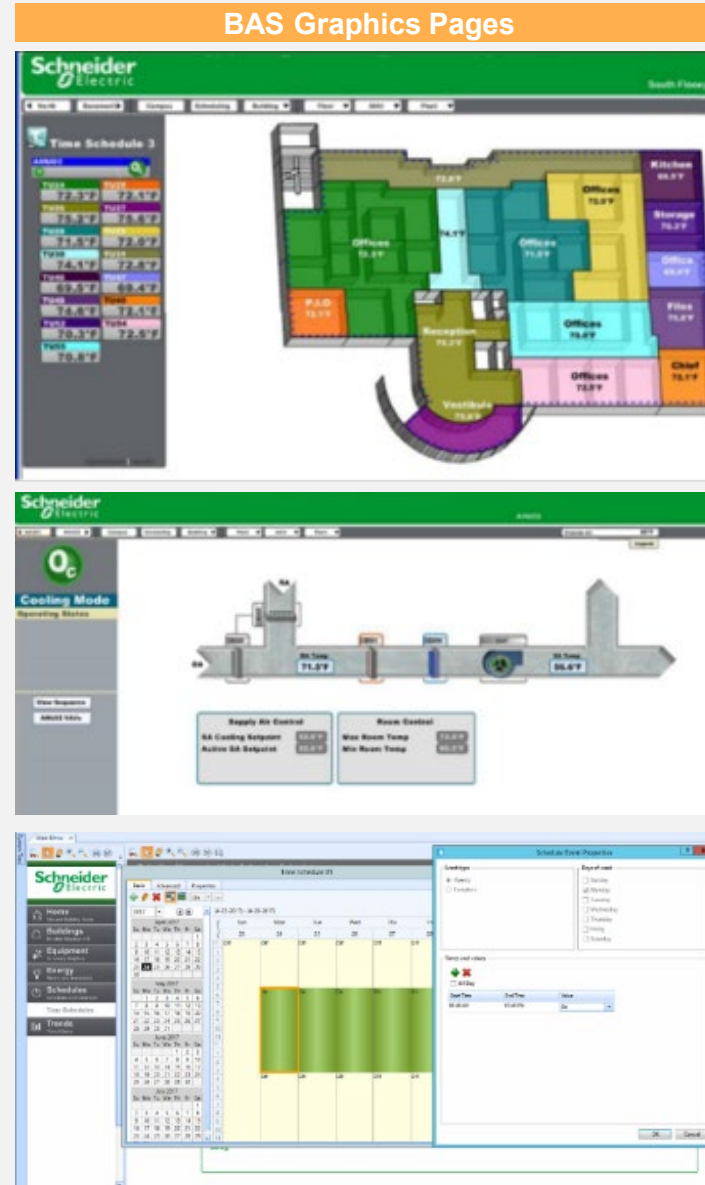
- County has effective BAS controls in about half of the county buildings. For the remaining buildings without BAS:
 - Personnel must travel to sites to make adjustments, respond to complaints, or manage after-hours operation.
 - Reactive maintenance approach: issues are addressed only after complaints, failures, or unexpected utility bill spikes occur.
 - Difficulty handling varied schedules: events, after-hours programs, and holidays use are hard to support without automation.

Impact

- Reduces HVAC runtime in unoccupied areas and after hours/holidays
- Maximize limited staff resource by remote troubleshooting
- Better comfort and more consistent temperature
- Monitor and manage HVAC in all county buildings from one system

Building Automation System

BAS Graphics Pages



Network Thermostat



Building Envelope

Current Condition & Challenges

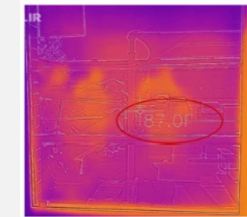
- Higher Energy Bills: Heat escapes in winter and enters in summer, forcing HVAC systems to work harder.
- Reduced Comfort: Drafts and uneven sealing/insulation leads to hot or cold spots.
- Increased HVAC Wear and Tear: Systems run longer and more frequently, reducing their lifespan.
- Reduced Curb Appeal: making the building look outdated or neglected.

Impact

- Reduced energy usage from better building sealing
- Increased occupant comfort
- Improved indoor air quality

Areas for Improvement

Single-pane inefficient windows



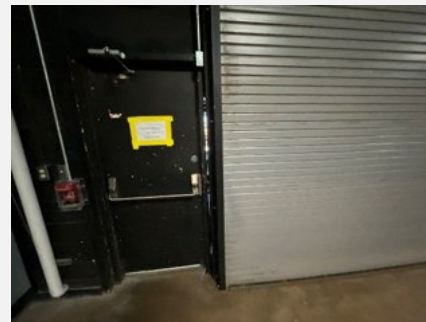
With WinSert
Interior surface temperature
87.0°



Without WinSert
Interior surface temperature
116.7°



Sealing Attic/Plenum Air Gaps



Visible air gaps around exterior doors

Long Term Support

Client Services Partnership & Technology to Sustain Performance



Remote Monitoring

Monthly Monitoring
and BAS reviews to keep
savings on track.



Partner

Dedicated Client Services
Consultant to manage
long-term performance



Support

Collaboration & site surveys
+ support line to equip your team
for success



Training

Invest in developing your
team for a lasting legacy (upfront
& ongoing)



Guarantee

Real verifiable savings that are
tracked and measured with
proven M&V approach.



On-Site Support

In person site visits to
address on-going needs,
additional training, and any
troubleshooting needs.



Resource Advisor

Transparent savings
reporting & annual
reconciliation



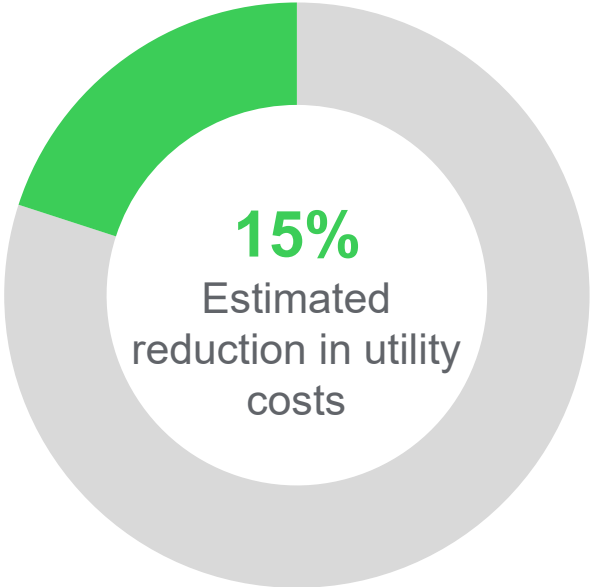
Capital Asset Planning

A comprehensive view of
your entire facility portfolio
plus expert advice to optimize
your operations.

Phase 2 - Projected Financial Impact

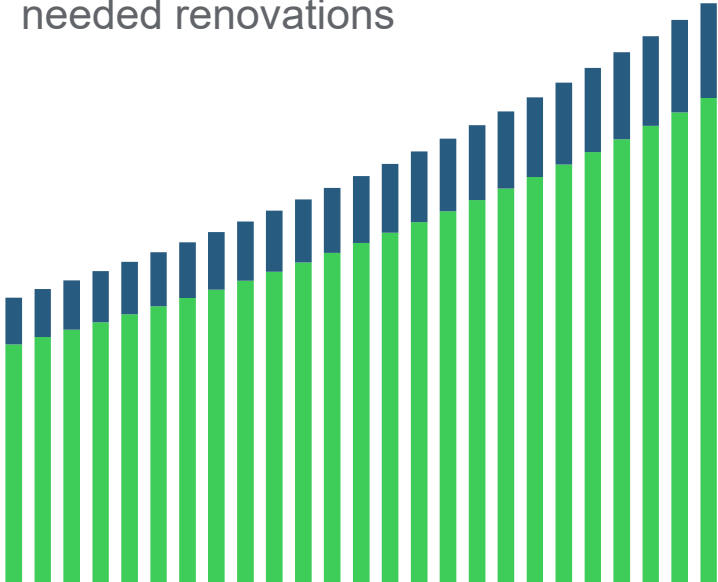
\$300,000+

Estimated Annual Savings

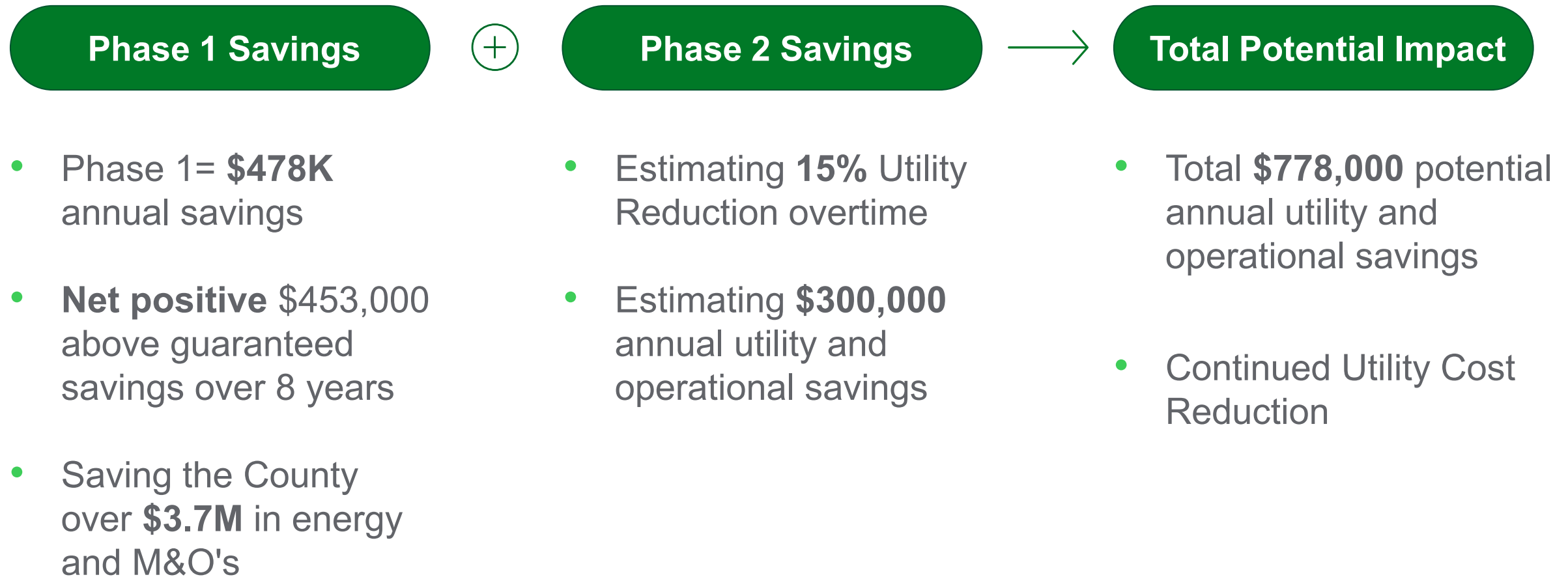


Over \$9M

In capital that can be reinvested over 20-yr partnership to fund needed renovations



Savings Impact Overview



Key Attributes of Program

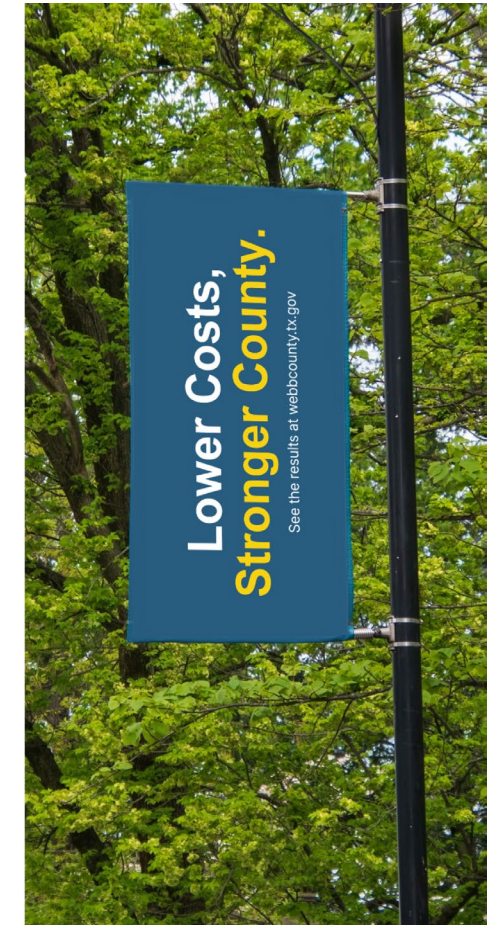
Achieved in Phase 1 and to be realized again in Phase 2

No Tax Increase Delivered facility improvements without increasing taxes.	Enhanced Occupant Experience Created more comfortable, functional, and engaging spaces.
Fiscal Responsibility Maximized public funds through self-funding infrastructure upgrades.	Energy Savings Reduced utility costs through greater energy efficiency.
Safety Improvements Improved facility safety with modernized building systems.	Maintenance Reduction Lowered maintenance needs by replacing aging equipment.



Marketing Services

- PR / Media
- Custom Branding
- Messaging Support
- Digital Tools
- Print Signage
- Student Engagement
- Celebrations
- Communications

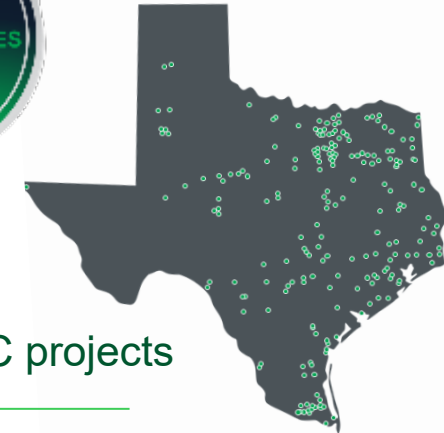


Proven Track Record

Your Local Trusted Partner

Our Muni Partners

	Project Value	Guaranteed Savings
City of Houston – Multiple Phases	\$45,285,789	\$50,363,130
City of Dallas – Multiple Phases	\$12,613,902	\$15,399,100
Dallas County – Multiple Phases	\$82,713,808	\$90,157,802
City of Raymondville	\$1,665,035	\$4,393,375
City of Del Rio	\$729,212	\$1,169,501
City of Clute – Multiple Phases	\$6,545,931	\$6,711,739
Webb County	\$7,769,930	\$10,739,307
Valley International Airport – Multiple Phases	\$2,729,723	\$1,208,235
City of Sweetwater	\$293,932	\$470,959
Nolan County	\$412,525	\$704,473
Fort Bend County – Multiple Phases	\$8,278,549	\$10,649,938
City of Harlingen – Multiple Phases	\$1,916,394	\$1,920,600
City of Abilene – Multiple Phases	\$47,976,524	\$39,870,326
City of Pleasanton – Multiple Phases	\$13,347,313	\$13,880,250
City of Groves	\$5,695,507	\$20,922,292
El Paso County	\$25,099,785	\$40,519,413
Jim Hogg County Water District – Multiple Phases	\$3,738,609	\$5,631,847
City of Mt. Pleasant	\$2,755,979	\$9,286,025
City of Alamo	\$4,470,121	\$6,600,376
Travis County	\$25,999,728	\$42,179,815



1,150+

Successful ESPC projects

#387

Fortune's Global 500 List

\$40.2B

annual revenue

Next Steps

Work together to finalize scope, savings, cost, and funding method(s) to create a construction ready project.



Q&A

