

# Siemens leads the initiative for a more liveable city

## Client background

Located 20 minutes from Houston's downtown, Pearland, Texas offers the lifestyle of small-town living with convenient access to the amenities of a large city. Partially based on its desired location, Pearland has grown from approximately 19,000 to 91,000 residents over the last two decades.

## Client objectives

As with any rapidly growing community, Pearland was challenged with rising energy costs and aging infrastructures while also trying to meet the demands of Senate Bill 5, Texas legislation that requires ambitious, fundamental changes in energy use to help the state comply with federal Clean Air Act standards.

## Siemens solutions

In 2006, Siemens Industry, Inc., Houston branch, led by Account Executive, Chad Nobles, approached the facilities manager in Pearland with a solution that could meet most of the City's challenges. Based on an initial audit of the City's retrofit opportunities, Nobles presented a no-cost solution that meets the Senate Bill 5 requirements while saving the City utility and

operational costs annually through a performance contracting solution. It was no surprise that the city was very interested. In fact, according to Jon Branson, co-Assistant City Manager, it was significant how eager the city was to move forward with the project to make their facilities more energy efficient. He credits Nobles' persistence and ability to explain the benefits of the retrofit program along



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with how it can reduce operational costs. Mike Hodge, co-Assistant City Manager, explains, "Siemens was able to go above and beyond what other companies offered and provided the necessary data and a very clear picture of what would happen if we moved forward with the improvements. Siemens did a very good job of breaking down the details and cost of the project, so the city felt comfortable moving forward."

#### Client results

The Pearland project consisted of upgrading lighting, HVAC controls, and air conditioning units and retrofitting water fixtures in all existing city buildings. While improving working conditions and offering turnkey design and construction, the upgrades and retrofits reduced energy and operational expenses. The total contract for a little over \$1 million guarantees a savings of over \$140,000 annually. During the first year of the contract, the City actually realized savings over \$160,000. Additionally as part of a Guaranteed Performance Contract procured under Local Government Code 302, the project is guaranteed by Siemens via a performance assurance agreement to ensure all equipment remains accurate thereby producing the utility savings and reducing operational costs.

A year after the project was completed, Pearland's City Hall and Community Center were both significantly damaged by Hurricane Ike. Siemens quickly surveyed the damage and put together specifications for system controls that needed to be replaced. Branson says, "If any governmental agency was looking at ways to evaluate their facilities and make them more energy efficient,

Siemens did an outstanding job for us here in Pearland and they have the experience and staff to do the same for your agency."

Based on the success of the Siemens project, the city subsequently passed a Green Building Policy for future LEED implementations. This legislation states that all retrofitted and new buildings will be a certified-LEED facility at a minimum in order to ensure their facilities are more energy efficient.



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