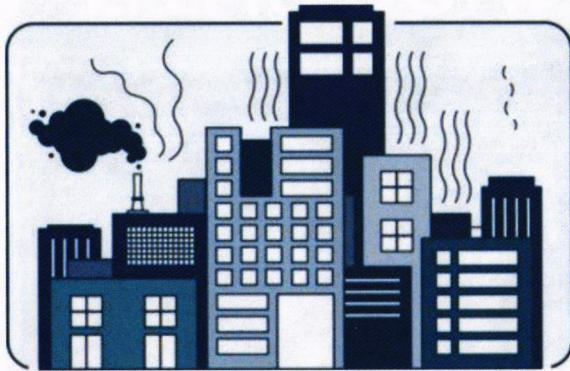


TITUS COUNTY

Strategic Facilities and
Infrastructure Planning

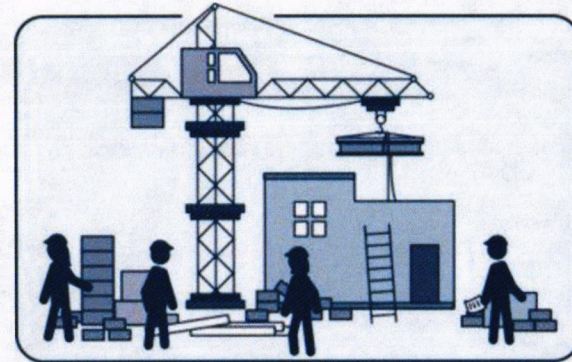


We Believe



HALF

of the energy in buildings is wasted

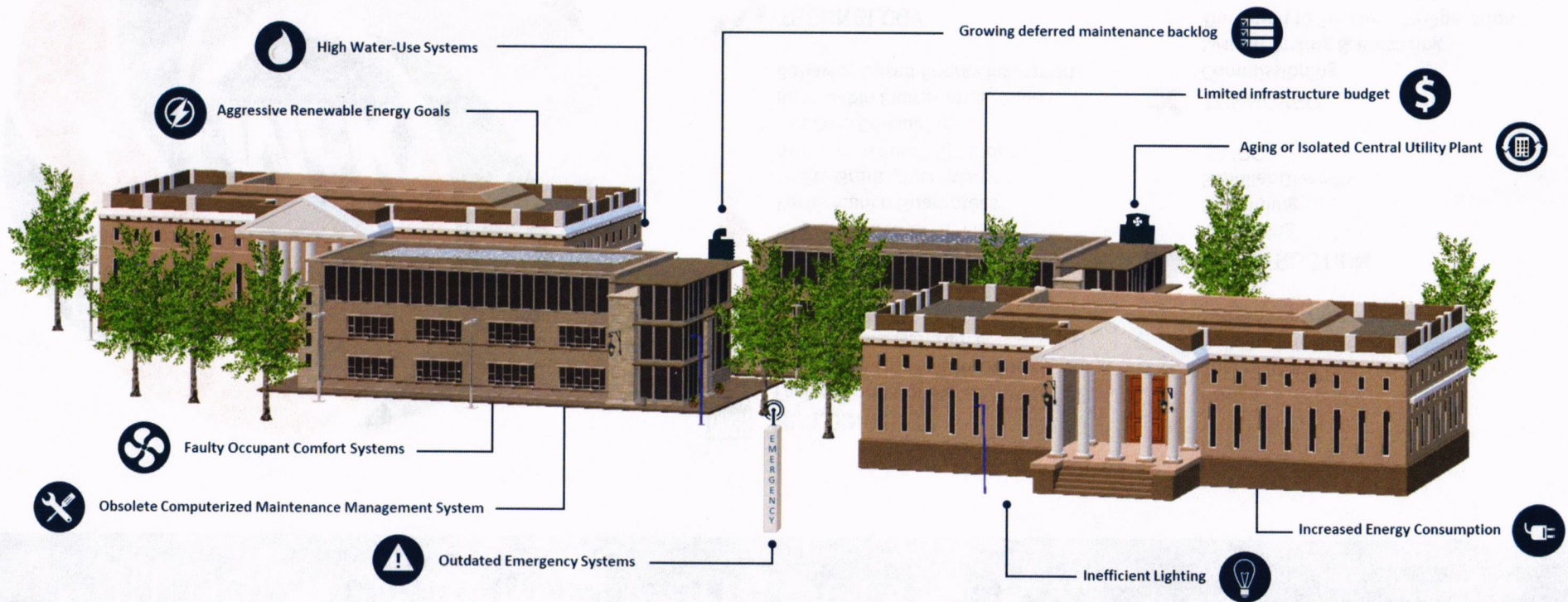


HALF

of the labor cost in construction is wasted

Viewed Through A Different Lens

With so many challenges and decisions facing counties today, you need a partner that understands your needs and can help you navigate your options.



Integrated Delivery and Services



BUILDING DATA

- Facility Condition Assessments
- Measurement & Verification
- Performance Assurance
- Dashboards
- Active Energy Management



ENERGY CONSULTING

- Performance Guarantees
- Utility Grants/Incentives
- Alternative Funding Models
- Net Zero Consulting
- Renewable Energy Integration
- Behavior-Based Energy Education



TECHNOLOGY

- Solar PV
- Battery Storage
- Backup Generation
- Resiliency Solutions
- Master Systems Integration
- Smart Building Integration



ENGINEERING

- Design
- Energy Modeling
- Building Information Modeling
- System controls



CONSTRUCTION

- Estimating
- Scheduling
- Supplier Diversity
- QA/QC



TURNOVER

- Commissioning
- System Testing & Balancing
- Transition to Sustainable Operations



SERVICE, OPERATIONS & MAINTENANCE

- 24x7 Remote Operations Center
- 3D Maintenance
- Emergency Service
- Facility Maintenance
- Warranty Management

McKinstry: Technical Services



ACTIVEOPS™

A transformative approach to take control of your building operations.



ACTIVE ENERGY MANAGEMENT

A scaled solution for portfolio energy management and real-time building commissioning.



COMMISSIONING

Continuous improvement in new and existing buildings.



FACILITY CONDITION ASSESSMENTS

Dive deep into your facility systems to optimize maintenance and long-term capital planning.



MASTER SYSTEMS INTEGRATION

Connecting systems for a smarter building.



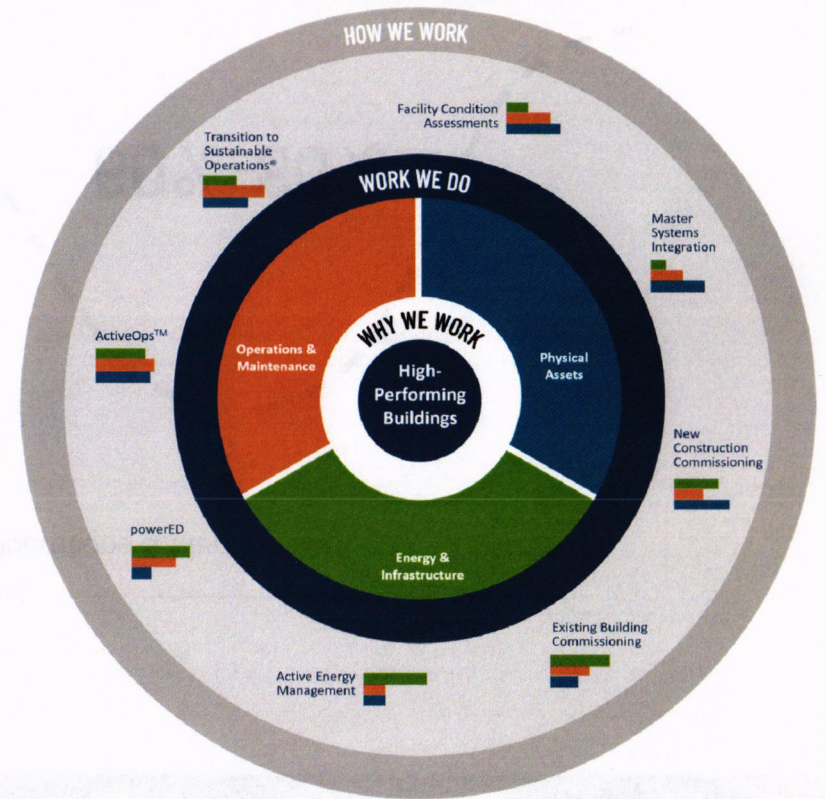
powerED

Engage your occupants to maximize energy savings potential.



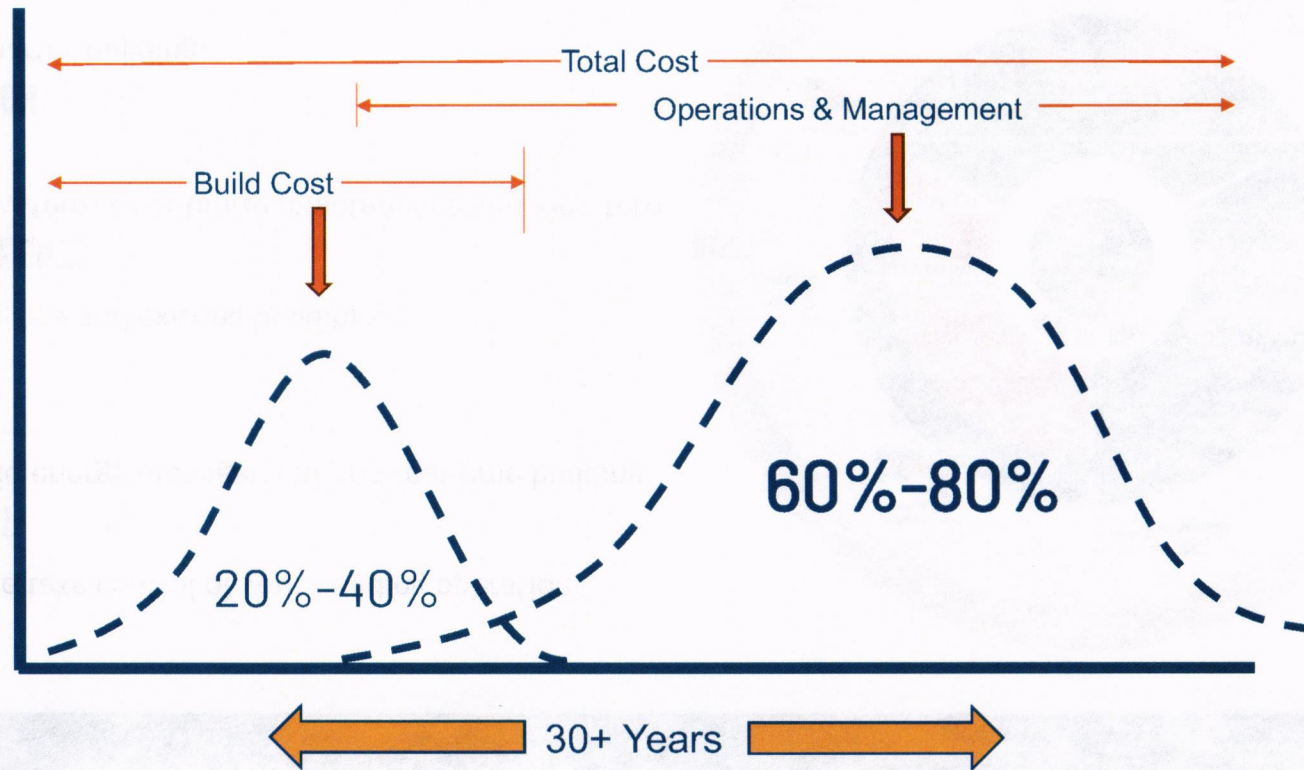
TRANSITION TO SUSTAINABLE OPERATIONS®

Bridging the divide from construction to operations and setting up buildings to run at four-times lower cost.



For The Life Of Your Building

Operations and Management of a building can cost 3 times more than the initial build cost.



*Defense Acquisition University website

Delivery Timeline



Design-Bid-Build + CM @ Risk
Architect | Engineer | Construction Managers | Independent
Subcontractors



Design-Build



McKinstry's Value

Lower fee percentages applied to higher base costs can lead to higher overall costs for you

OVERALL COST (\$)

FULL SERVICE SUB-CONTRACTOR COST

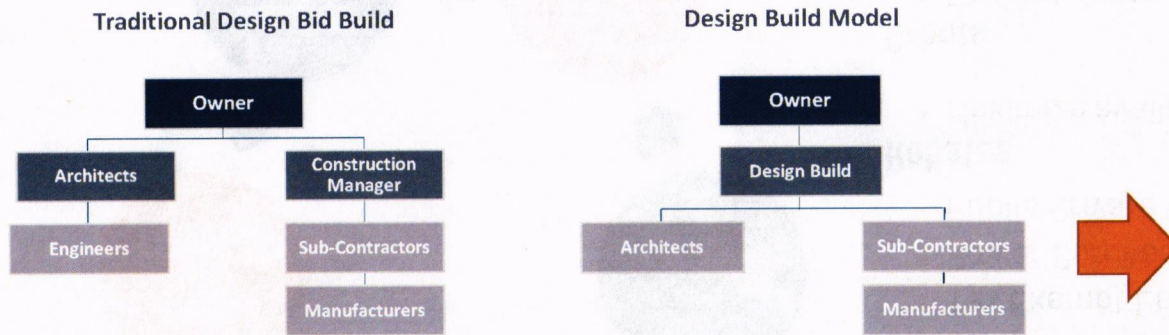
each sub-stack includes profit, overhead, etc.



McKINSTRY BASE COST OF WORK

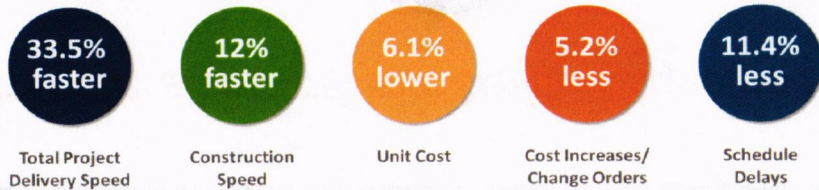
Delivery Model

INTEGRATED DESIGN BUILD



COMPARISON		
CRITERIA	Traditional Design Bid Build Model	Design Build Model
Procurement	Multiple	Single
Design	Isolated	Integrated
Engineering	To the Design	To Achieve Results
Construction	Build to Specs with Change Orders	No Change Orders
Commissioning	Minimum Requirements	Outcome-Driven
Issue Resolution	Multiple	Single Point Accountability

RESULTS IN FASTER SCHEDULES & LOWER COSTS

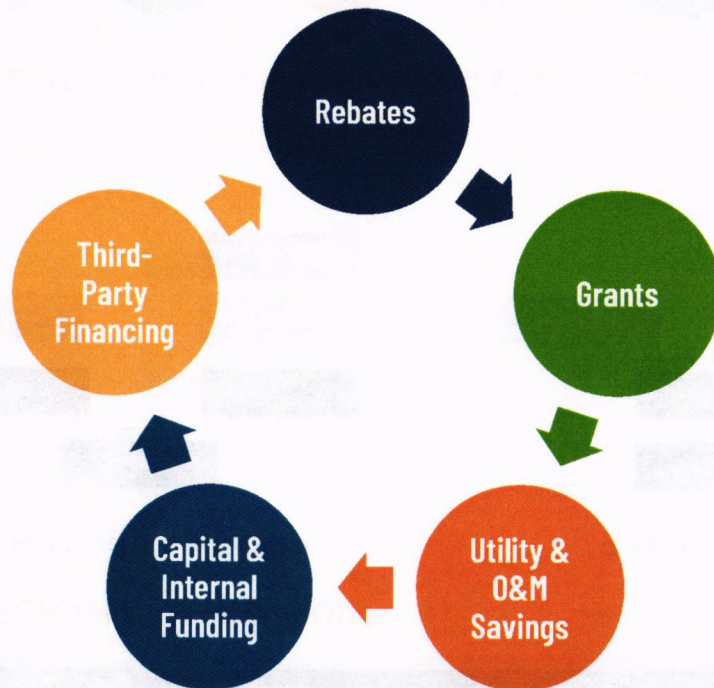


Source: [Construction Industry Institute \(CII\) / Penn State Research](#)

Comprised of 351 projects ranging from 5K to 2.5M square feet. The study includes varied project types and sectors.

Funding Overview

McKinstry aligns with your business objectives through flexible financial structures and self-funding solutions.



Funding Opportunities

Capital & Internal Funding

- Leverage available capital \$\$'s

Third-Party Financing

- Tax Exempt Lease Purchase (TELP)
- Power Purchase Agreements (PPA)
- Public Private Partnerships

Rebates

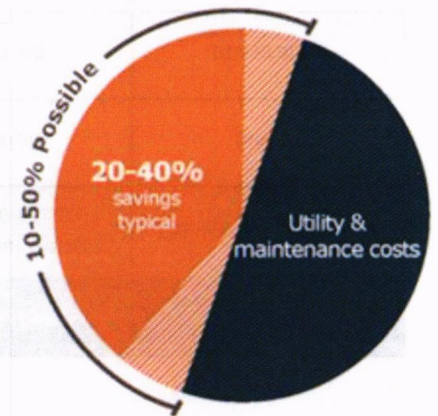
- Maximize available utility incentives

Grants

- Federal, State, Local, Utility
- **Investment Tax Credit (ITC)**

Savings

- Utility and operational savings guarantees (average 20-40% in buildings)



Procurement

NATIONAL GROUP PURCHASING COOPERATIVES

OMNIA[®]
PARTNERS



15 National GPO Contracts

ENABLING LEGISLATION

Local Government Code 262: Design Build procurement for comprehensive facility and infrastructure upgrades and/or improvements

Local Government Code 302: Energy Savings Performance Contract - Facility improvements paid through energy and operational cost savings

STATE PURCHASING COOPERATIVES

McKinstry participates in many states-based group purchasing cooperatives.



McKinstry: Our Capabilities

FOR THE LIFE OF YOUR BUILDING



ENGINEERING & CONSULTING

McKinstry's unique breadth of services gives us the ability to impact and optimize every aspect of the total building system.



ENERGY OPTIMIZATION & RENEWABLES

Our work often leads to substantial breakthroughs in energy savings, helping maintain and futureproof built environments to perform at the highest possible levels.



BUILDING & MANUFACTURING

Our teams continuously seek out improvements that result in driving waste out of the construction process and better financial outcomes.



FACILITY SERVICES

Through real-time monitoring, analytics and responsive mobile services teams, we reduce downtime, lower the total cost of building operations, and optimize system performance every day.

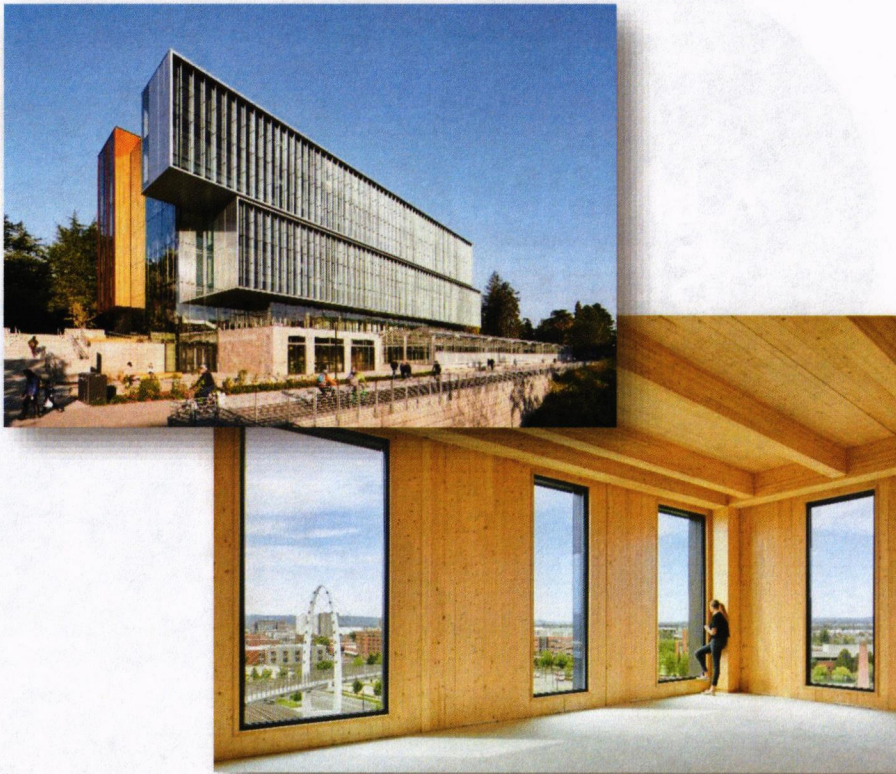


SMART & CONNECTED BUILDINGS

From wireless ecosystems to energy management, McKinstry's industry-leading expertise offers a new approach to designing, engineering and monitoring buildings in unique and more effective ways.



McKinstry: What We Do



WHAT WE DO

McKinstry is a **national leader** in designing, constructing, operating, and managing high-performing buildings.

Using a unique, integrated approach that cares for a building throughout its life, we **reduce waste, save money, and ensure occupants are comfortable and safe.**

Project Profile: Ellis County



ELLIS COUNTY

ENERGY RETROFIT PROJECT

The \$4.3 million project was largely funded through the American Rescue Plan Act and improves ventilation and benefits public health in high traffic county buildings.

The project included critical upgrades at 17 County buildings and included HVAC and controls upgrades, retro-commissioning and optimization, interior and exterior lighting upgrades, water conservation, and building envelope weatherization.

McKinstry's water conservation solutions was primarily focused on Jail water usage and will save the County over 3.5 million gallons a year

DELIVERY METHOD

Design/Build Energy Savings Performance Contract

PROJECT SIZE

17 Buildings
296,377 SF

PROJECT COST

\$4,396,606

Project Profile: Hill County



A photograph of the Hill County Courthouse, a large, ornate stone building with a prominent clock tower and arched windows. An American flag is visible in the foreground. A large black circle is overlaid on the image, containing the text 'HILL COUNTY'.

HILL COUNTY

ENERGY RETROFIT PROJECT - The project, co-developed with significant collaboration between county staff, elected officials, and the McKinstry project team, helped Hill County to package solutions that provided a return on investment through utility and operational savings and address needed capital improvements at the county's key buildings.

RENOVATION PROJECT - Turnkey oversight and management of all construction work including renovation of the building façade and ~17,000 SF interior office space, construction of 2,000 SF office and restroom addition, demolition of remaining mechanical, electrical and plumbing systems, and new mechanical and electrical systems throughout.

DELIVERY METHOD

Design/Build Energy Savings Performance Contract

PROJECT SIZE

2 Buildings
90,261 SF

PROJECT COST

\$1,576,298

DELIVERY METHOD

Design/Build

PROJECT SIZE

2 Buildings

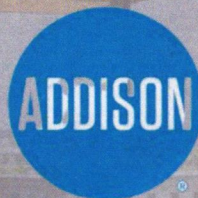
PROJECT COST

\$7,225,000

Our Clients



City of Dallas



GOOSE CREEK
CONSOLIDATED INDEPENDENT SCHOOL DISTRICT



LOCAL
EXPERTISE

McKinstry: Who We Are

OUR VISION

Together, Building a Thriving Planet

OUR MISSION

To Make Every Building We Touch More Efficient

OUR CORE VALUES



Put People First



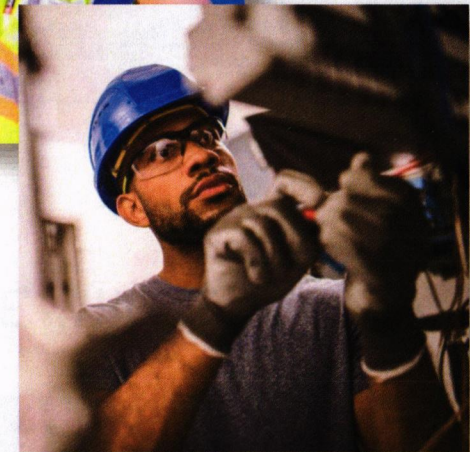
Build Trusted Partnerships



Be Constantly Curious



Make a Positive Difference



McKinstry: At-A-Glance

COMPANY FACTS

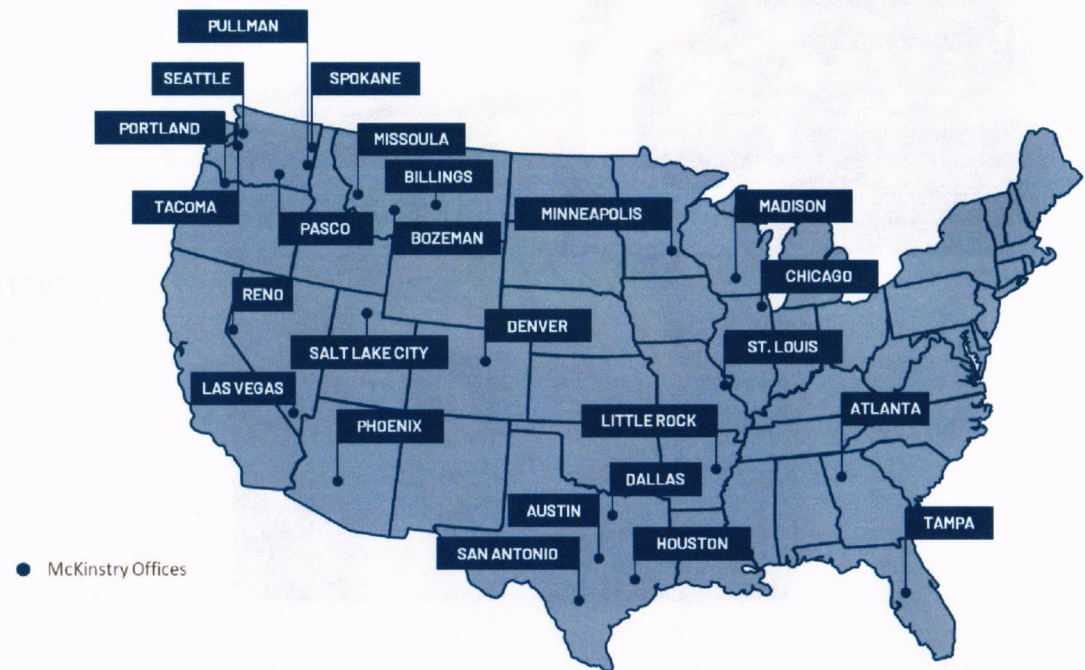
- ✓ ESTABLISHED 1960
- ✓ PRIVATELY HELD
- ✓ 2,200+ EMPLOYEES
- ✓ 26+ OFFICES NATIONWIDE
- ✓ 80+ LICENSED ENGINEERS
- ✓ 90+ COMMISSIONING PROVIDERS
- ✓ 100+ ENERGY-ACCREDITED PROFESSIONALS
- ✓ HEADQUARTERS:

5005 3rd Ave South
Seattle, WA 98134

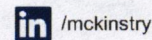
We employ some of the most talented trades-people in the industry with the experience to bring quality craftsmanship and sustainability to facilities across the country.

Learn more at mckinstry.com.

REGIONAL PRESENCE, NATIONAL FOOTPRINT



OUR SOCIAL COMMUNITIES



/mckinstry

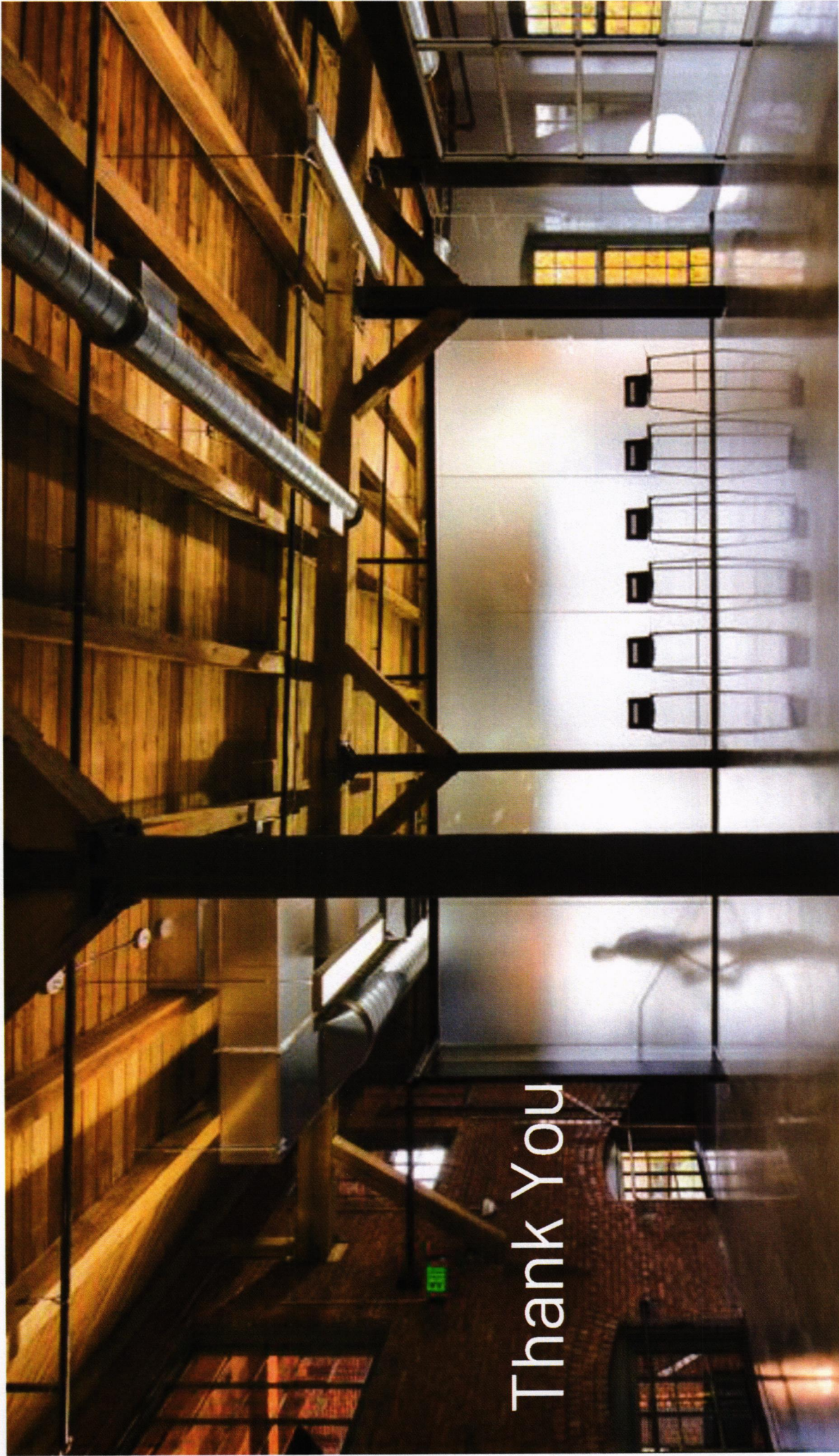


/forthelifeofyourbuilding



@McKinstryCo





Thank You