

July 11-12, 2023 | New Orleans, Louisiana

Brief Intro – Southland Industries

Overview of Southland

- Design – Build – Maintain, MEP, and ESCO
- \$1.7B Annual Revenue
- 4th ENR 2022 Ranking of Top Mechanical Contractors
- \$319M Largest Federal Design-Build
- \$102M Largest ESPC
- \$45M Largest UESC

5,100
Employees

9
Full Fabrication
Facilities

21
Project Offices

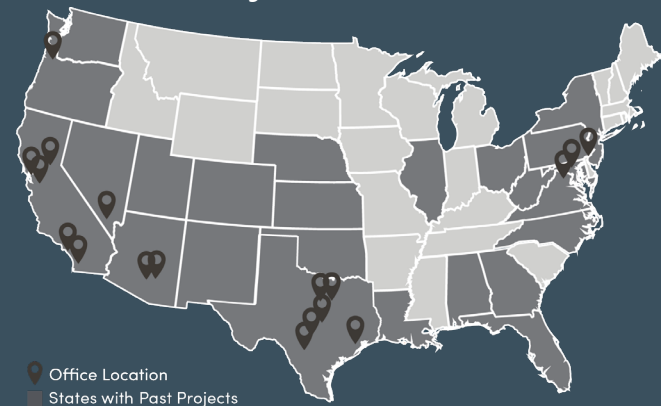
3,200
Union

18
Permanent
Offices

367
Engineers and
BIM Designers

1,900
Non-Union

Office and Project Locations



Markets & Industries

Biotechnologies
Commercial
Education
Energy Services

Government
Healthcare
Hospitality
Mission Critical

Industrial/
Manufacturing
Sports/
Entertainment

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Opportunities – Army & DOE ESPC IDIQ

- Goal > 30% Small Business Subcontracting with goals in each socioeconomic category
- Fort Riley ESPC: \$104M, three phases, 2015-2020; \$4.6M in annual energy water and operational savings
- 51% subcontract value awarded to SDB 8(a), WOSB, HUBZone SB, VOSB, and SDVOSB
- ECMs subcontracted:
 - Lighting: interior, exterior, and airfield
 - Water conservation
 - HVAC upgrades
 - Infrared heating
 - Retro-commissioning
 - Building automation systems



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Opportunities – Army & DOE ESPC IDIQ

- Drivers: Energy Act Of 2020 & Executive Order 14057
- Energy Conservation Measures:
 - EMCS / BAS
 - Renewable Energy Systems
 - Electric Motors and Drives
 - Water and Wastewater Conservation
 - Energy (or Water) Process
 - Electrical Peak Shaving/Load Shifting
 - Boiler / Chiller Plants
 - Building Envelope
 - Distributed Generation
 - Energy/Utility Distribution
 - Commissioning
 - HVAC
 - Lighting
 - Advanced Metering
 - Distribution Systems
 - Refrigeration
- Upcoming Opportunities FY24:
 - Fort Stewart \$10-15M
 - Fort Novosel \$10-15M
 - Fort Bliss \$15-20M



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Opportunities – Veterans Affairs SDVOSB ESPC IDIQ

- Southland is partnered with Utility Systems Solutions (US2) (SDVOSB)
- Currently developing ESPC at Oklahoma City & Muskogee VAMC, \$20-25M
- ECMs: Chiller Plant Optimization, EMCS, DDC upgrades, Retrofit AHUs, Lighting, Steam Distribution Enhancements, Water Conservation, Cooling Tower Improvements, Operating Room Air Flow, HVAC RCx, VFDs.
- Future Opportunities VA ESPCs: Martinsburg & Huntington, WV, New Orleans, LA, Minneapolis, MN, Cheyenne, WY



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Opportunities – Government Design-Build

- East Campus Building III, Fort Meade, MD - \$125M
 - Mechanical & plumbing services new 950,000 GSF building
- VA Medical Center, Shreveport, LA - \$47M
 - HVAC, fire protection, controls, plumbing, and new CUP
- Confidential Facilities, Fort Meade, MD - \$72M
 - Mechanical, plumbing, & fire protection
- WMATA Maintenance Garage, Washington DC - \$57M
 - HVAC, plumbing, fire protection & Building Management System for historic facility to maintain electric bus fleet
- Confidential Office Building, Washington DC - \$32M
 - Mechanical, plumbing, and fire sprinkler for renovation of 2.8M SF, 15-story federal office building

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