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WENDEL’S PROFESSIONALLY LED DESIGN BUILD APPROACH DELIVERED   
ST. LAWRENCE COUNTY MORE PROJECT FOR LESS MONEY

BUFFALO, NEW YORK—Wendel, a nationally recognized energy services firm, announced today St. Lawrence County, NY is benefiting from approximately $138,440 in annual savings with their recent Energy Performance Contract project by taking advantage of Wendel’s Professionally Assisted Performance Contracting approach.

St. Lawrence County was faced with aging infrastructure and rising utility costs. The county needed to complete construction of a variety of improvements to address their needs. Much of this work had to be completed in a short timeframe to address urgent deficiencies and rising maintenance costs. However, they had limited capital available, and limited internal resources to develop and manage the project. The county was looking for a streamlined, project delivery model to help meet their needs and maximize the amount of construction.

Wendel presented its energy performance contracting approach to the county, where Wendel’s energy, design, and project management professionals lead all aspects of the project; study, design, implementation and commissioning. Wendel’s turnkey project delivery reduced the schedule needed to complete such a project, as compared to the design-bid process. Under this arrangement, Wendel produced all design documents and contracted directly with subcontractors for the implementation of the project. During implementation, Wendel provided on-site construction management and acted on the county’s behalf to control quality, costs and ensure the project’s performance.

St. Lawrence County was extremely pleased with their involvement in the project. Wendel’s stepped approach assured the county had the opportunity to provide input and guidance throughout project development. Wendel’s fully transparent pricing ensured the county received the best pricing from qualified installers and material providers.

The result was more project for less money, as described by the county itself. Wendel’s transparent pricing saved the owner $300,000 and Wendel’s open book construction process saved the owner $240,000. Wendel also worked with the county to secure over $280,000 in state and utility incentives, delivering St. Lawrence County’s project for $2.42 million with a savings of nearly $800,000 or 25% from the typical design build approach.

The total project, which included a wide variety of energy and water conservation measures including mechanical and electrical upgrades to reduce annual operational and maintenance costs, was completed in just over one year.

 About Wendel

Wendel is a nationally recognized energy services, design and construction firm providing services to clients across the country, including architecture; interior design; civil, electrical, energy efficiency, environmental, mechanical, municipal, structural, and transportation engineering; construction management; energy management; alternative fuels; commissioning; GIS; landscape architecture; land-use planning; and survey. The firm is headquartered in Buffalo, NY with offices in New York Metro; Rochester, NY; Minneapolis, MN; Phoenix, AZ; Richmond, VA; Clarksburg, WV; and Washington, DC areas.

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