



Who is OPTERRA?

OPTERRA is a nationally recognized Energy Services Company (ESCO) with more than 50 years of experience helping public entities modernize infrastructure through innovative delivery, procurement, and financing solutions. OPTERRA is represented by:

- **Jennifer Geen, MPA**
- **Ravi Bhaskar, Ph.D.**

OPTERRA forms long-term partnerships with public institutions by accelerating the modernization of utility and facility assets while reducing implementation risk and burden on the organization.

Qualifications

- NAESCO Accredited Energy Services Provider (ESP) since 1996
- U.S. Department of Energy (DOE) Qualified ESCO since 1996
- 19,000+ projects completed / \$8 billion in guaranteed energy savings delivered
- Multiple NAESCO Project of the Year Awards
- Smart 50 and Smart 20 Award recipient
- Utilizes cooperative purchasing vehicles including GSA, OMNIA, TIPS, and PCA to streamline procurement and leverage national buying power.

Vision for the City of Odessa

Improve Reliability & Reduce Infrastructure Risk

- Address aging infrastructure before failures occur.
- Reduce emergency repair costs and service disruptions.
- Improve resilience of water, wastewater, and electric systems.

Prioritize Capital Investments

- Use facility and utility data to identify the highest-risk assets.
- Balance public health, operational reliability, and financial impact.

Support Future Growth

- Position infrastructure to accommodate continued residential, commercial, and industrial growth.

Preserve Financial Flexibility

- Reduce long-term operating and utility costs through modernization.
- Capture grants, incentives, and outside funding opportunities.
- Reduce reliance on reserves for major capital projects.
- Evaluate available financial pathways to minimize taxpayer impacts.
- Balance existing utility debt obligations with future capital needs.

Bundle Solutions Strategically

- Combine related projects to create economies of scale.
- Design for life-cycle value vs first cost.
- Streamline implementation and reduce administrative burden.



Integrated Delivery Approach

Missouri Energy Savings Performance Contract (RS Mo 8.231)

An Energy Savings Performance Contract (ESPC) provides a structured, statute-enabled approach to planning, procuring, funding, and delivering infrastructure improvements.

Benefits

- Design for life-cycle costs-public assets are not going anywhere.
- Shifts performance risk from the owner to the provider.
- Aligns projects with operating budgets and financial objectives.
- Integrates design, implementation, and performance outcomes from the outset.
- Enables the use of cooperative purchasing contracts to accelerate delivery.

Program Process

Planning

- Conduct a no-cost Opportunity Assessment.
- Validate project feasibility.
- Identify priority infrastructure needs.

Procurement

- Utilize Missouri ESPC Statute (RS Mo 8.231).
- Leverage cooperative purchasing agreements including GSA, OMNIA, TIPS, and PCA.

Funding

- Incorporate guaranteed energy and operational savings to offset project costs.
- Pursue available federal, state, and local funding opportunities.
- Evaluate Tax-Exempt Lease Purchase (TELP) financing if needed.
- Consider revenue bonds and other financing structures if needed.

Delivery

- Design, engineering, construction, commissioning, and performance support through a single accountable partner.

Recommended Next Step

Authorize a No-Cost Opportunity Assessment

The Opportunity Assessment will provide Odessa with actionable information regarding infrastructure condition, project feasibility, financial options, and implementation strategies.

Assessment Activities

OPTERRA will:

- Conduct facility and infrastructure assessments.
- Collect and analyze utility, operational, and maintenance data.
- Identify and evaluate potential Energy Conservation Measures (ECMs).
- Develop preliminary project scopes and implementation options.



- Analyze funding and financing opportunities.
- Prepare findings and recommendations for City leadership and Board consideration.

Information Needed for Assessment

- Board authorization to proceed.
- 12-24 months of electric, gas, and water utility bills.
- 12-24 months of operations, repair, and maintenance expenditures by fund (Excel preferred).
- Existing capital improvement plans.
- Most recent utility, infrastructure, and facility master plans.

Deliverable

Opportunity Assessment Review (OAR)

At completion, OPTERRA will present:

- Existing conditions findings
- Infrastructure priorities and risk assessment
- Preliminary project recommendations
- Funding and financing options
- Procurement strategy recommendations
- Phased implementation roadmap

Board Financial Decision Point

Approve a Limited Notice to Proceed (LNTP) for detailed project development, design, and financial structuring based on the findings of the Opportunity Assessment.



A Strategic Design-Build Capital Infrastructure Process to Accelerate Your Vision



OPTERRA Earning Trusted Advisor ESCO Status

ESCO = Energy Services Company

- ✓ **OPTERRA is an ACCREDITED National Association of Energy Services Companies (NAESCO) Energy Services Provider (ESP) since 1996**

- ✓ 50 years in business
- ✓ 19,000+ Projects Completed
- ✓ \$8B in Guaranteed Energy Savings to date
- ✓ NAESCO Projects of the Year
- ✓ Smart 50 and 20 Awards



- ✓ **Department of Energy (DOE) QUALIFIED since 1996**

- ✓ **Best in Public Procurement – Energy Savings Performance Contract (ESPC) Qualified** utilizing GSA, OMNIA, PCA, + TIPS Cooperative Purchasing (COOP) to leverage national buying power resources



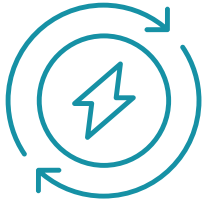
- ✓ **Vendor-Neutral** – working to equip your facilities with products that meet your unique needs and budget

- ✓ **National network of solutions and technologies**



Strategic Approach to Infrastructure Renewal

Vision for the City of Odessa



Improve Reliability



Reduce Infrastructure Risk



Prioritize Capital Investments



Support Future Growth



Preserve Financial Flexibility



Bundle Solutions Strategically

Preliminary Recommended Observations + Approach

Utility	Needs Identified	Preliminary Recommended Observations + Approach
Wastewater Southeastern Plant (2007) North Plant (2015)	Reliability, operational efficiency, treatment strategy	- Evaluate consolidating wastewater treatment operations to improve efficiency, reliability and costly maintenance and operational needs stacking at SE Plant - Installation of new aeration system at N. Plant with new blowers - Implement changes to the collection system to get the wastewater to the N. Plant - Retrofit one lift station and potentially put in additional lift station
Water (1997)	Redundancy and single-point-of-failure reduction	- Address single points of failure w/in water system - Rent a temporary unit - Either fix existing flocculator – or- - Build a new redundant flocculator
Electric (1939, 1955, 1976)	System resiliency and outage risk reduction	- Investigate distribution system points of failure and redundancy considerations. - Supplement power purchased with natural gas generation, solar generation, and/or a potential microgrid



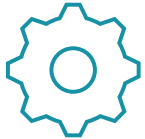
Program Process and Tools

Integrated Delivery Approach



Planning

- No-Cost Opportunity Assessment identifies and qualifies needs
- Is this program and process feasible for use?



Procurement Tools

- Guaranteed Energy Savings Contract – Statute enabled procurement method: Rs MO 8.231
- Identify National Cooperative Purchasing Contract – GSA, Omnia, TIPs, PCA



Funding

- Utilization of guaranteed energy and operational savings – redirect into project costs
- OPTERRA investigates and pursues current Federal/State/Local Funding (Grants/Incentives)
- Capital Investment/Cash Outlay for downpayment (if needed) + Tax Exempt Lease Purchase Agreement (TELP)
- +and/or (if needed), Issue Revenue Bonds \$\$ to complete needed capital stack
- After tax cash flow effects, such as accelerated depreciation expense

Recommended Next Step

Authorize a No-Cost Opportunity Assessment

The Opportunity Assessment will provide Odessa with actionable information regarding infrastructure condition, project feasibility, financial options, and implementation strategies.

Assessment Activities

- Conduct facility and infrastructure assessments of water, wastewater treatment and electric plant.
- Collect and analyze utility, operational, and maintenance data.
- Identify and evaluate potential Energy Conservation Measures (ECMs).
- Develop preliminary project scopes and implementation options.
- Analyze funding and financing opportunities.
- Prepare findings and recommendations for City leadership and Board consideration

Information Needed for Assessment

- Board authorization to proceed
- 12-24 months of electric, gas, and water utility bills.
- 12-24 months of operations, repair, and maintenance expenditures by fund
- Existing capital improvement plans.
- Most recent utility, infrastructure, and facility master plans.



Recommended Next Step

Deliverable: Opportunity Assessment Review (OAR), at completion, OPTERRA will present:

- Existing conditions findings
- Infrastructure priorities and risk assessment
- Preliminary project recommendations
- Funding and financing options
- Procurement strategy recommendations
- Phased implementation roadmap

Board Financial Decision Point after Information on OAR is presented

- **Approve a Limited Notice to Proceed (LNTP)** for detailed project development, design, and financial structuring based on the findings of the Opportunity Assessment.