MANTIS™ INNOVATION

Future-proofing vital community assets

Strategic facilities and energy insights for local and state governments and beyond

February 2026

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About Mantis

At Mantis Innovation, unlocking efficiencies is our driving force. We specialize in energy efficiency, energy procurement, and facilities management solutions. Our tailored strategies help you optimize operations, minimize costs, streamline processes, and elevate performance. Our expertise allows us to thoroughly assess your facility operations, identify areas for improvement, and craft long-term strategies for sustainable success. By enhancing energy management and implementing effective practices, we help you navigate budgetary risks and improve operational planning. Together, we ensure your organization operates at its peak potential while setting new standards of excellence in your industry.

mantisinnovation.com

CHAPTER 1

From tackling aging infrastructure to maintaining public trust: Six forces reshaping government real estate

Government facilities sit at the heart of public service delivery. From municipal offices and community centers to state capitols and public works buildings, these assets directly impact fiscal health, operational continuity, and constituent confidence.

In 2026, many standing government buildings are more energy- and water-intensive than those in other sectors — often because they're older, larger, or have higher electricity demands. But as critical community anchors, these institutions need their own solid foundation, too.

Strengthening that foundation starts with facility and energy strategy. Across the United States, forward-thinking public sector facilities leaders are actively finding creative ways to modernize aging infrastructure, stretch constrained budgets, and meet rising expectations — all while demonstrating the fiscal responsibility that maintains public trust.

Six key trends are shaping their approach:

01

Massive reinvestment needs loom amid aging infrastructure

Growing populations are outpacing what many government buildings were designed to handle, forcing significant capital investments just to maintain core public services. With an estimated $1 trillion in aging public infrastructure needs nationwide and the American Society of Civil Engineers rating US infrastructure a C in 2025, the reinvestment challenge is massive.

Strategic capital improvements can unlock operational savings and leaner budget efficiency, but only when needs are visible and prioritized. Yet 20 states make no mention of deferred maintenance in their capital budgets at all, leaving pressing needs untracked.

02

Economic and budget uncertainty is reshaping planning priorities

State and local governments face mounting pressure to reduce costs while meeting residents' rising expectations for modern environments. Recent changes at the federal level jeopardize or have already halted federal funding for state and local government programs, forcing elected officials, staffers, and facility managers to make hard decisions across the board.

With capital budgets under the microscope, facilities leaders aim to stretch every dollar for both immediate and long-term needs.

03 Maintaining public trust by demonstrating fiscal responsibility and integrity

Trust in the federal government is historically low, yet trust in state and local governments remains by contrast remarkably high — an advantage that municipal and state leaders must work to preserve. At the same time, recent surveys show "government corruption" ranks among Americans' top worries, raising the stakes for demonstrating transparent, responsible stewardship of public funds.

04 Risk management and community safety go hand in hand

Unexpected facility failures create major disruptions that erode public confidence and strain budgets. HVAC malfunctions in community centers during heat waves, leaking roofs that force service closures, and outdated electrical systems that can't support modern demands all threaten operational continuity and public safety.

New demands are compounding the pressure. Municipal fleet transitions to electric vehicles add infrastructure requirements that many older facilities weren't built to handle — adequate power supply and charging capacity chief among them. While recent federal legislation removed tax credits for commercial EV purchases and will end charging infrastructure credits as of June 30, 2026, fleet electrification will likely persist as a trend given low operating costs.

05 Sustainability commitments are colliding with budget constraints

Constituents across the country are demanding healthier, more efficient buildings in their communities. While many care about reducing emissions, still more can appreciate the expansive community benefits that come with sustainability efforts, from improved air quality and lower asthma rates to seamless public transit and equitable green spaces that bolster quality of life.

For all these reasons and more, 350+ cities have joined the bipartisan Climate Mayors initiative, as government leaders face increasing pressure to lead by example through green building and clean energy programs that make their communities stronger. The challenge for governments now lies in balancing sustainability commitments with the realities of public budgets and operational limitations.

06 Talent retention remains a critical focus

State and local governments are reporting better luck with filling positions than in recent years, but attracting and keeping talent — especially younger workers — takes more than competitive pay. Today, the workplace itself is a recruiting tool. Digitally native Gen Zers will make up 30% of the global workforce by 2030, and they expect modern, flexible work environments that align with their values. They also know private sector employers are already meeting those standards.

Facilities play a starring role in delivering that must-have flexibility. With roughly half of all state and local government employees recently surveyed now working under flexible scheduling policies, agencies need spaces designed for both in-person collaboration and remote-friendly work patterns.

MANTIS PARTNER SPOTLIGHT

How the Washington, DC, Department of General Services unlocks efficiencies across 400 aging buildings

CHALLENGE

The Department of General Services (DGS) needed to meet increased emissions reduction standards across its 20-million square-foot portfolio — comprising 400 old and historic buildings including schools, police stations, fire stations, parks, hospitals, city offices, and more.

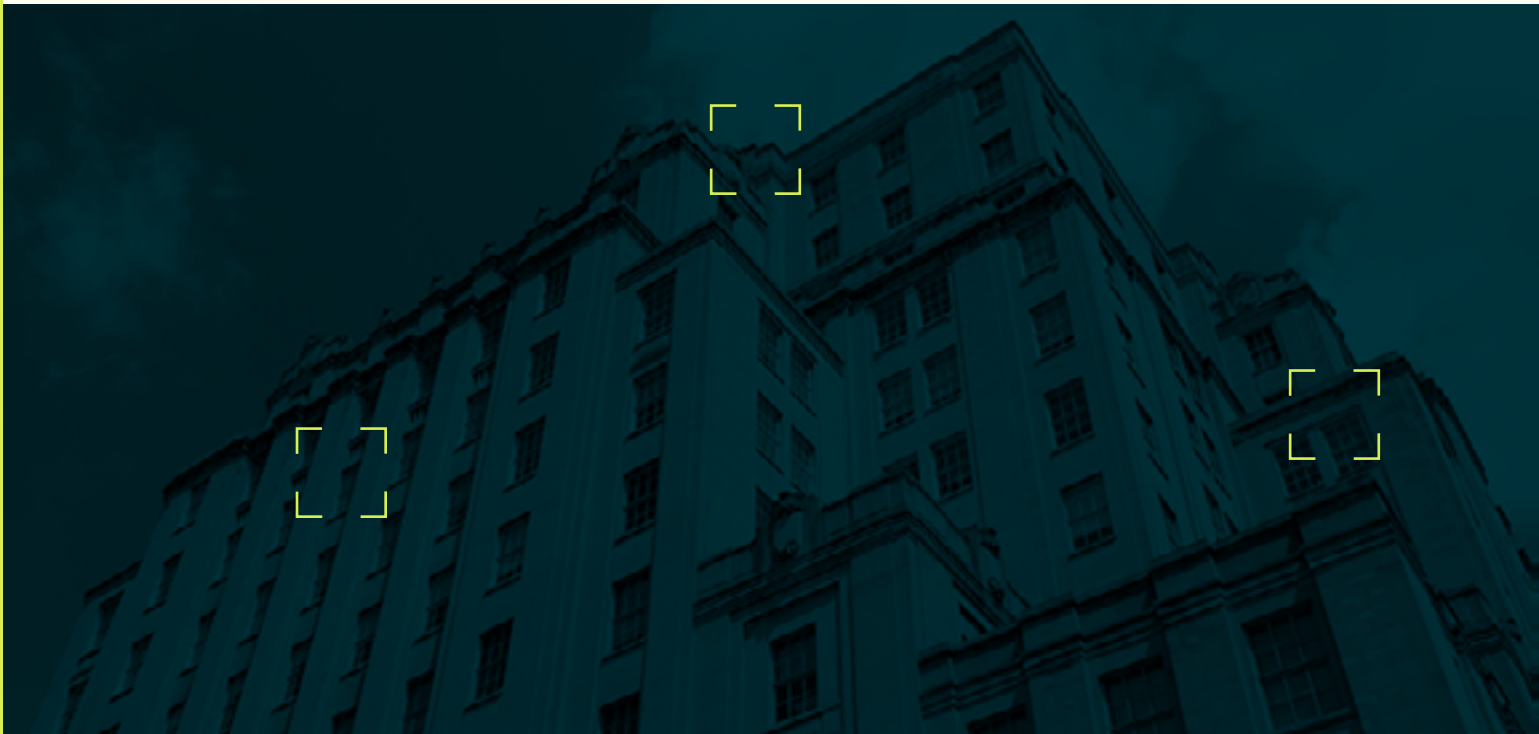
OPPORTUNITY

With a focus on optimizing DGS's 12.5M square-foot roof portfolio, Mantis identified opportunities to build 15 MW of solar PV on ~65 sites, design 36 vegetative roofs and maintenance strategy to reduce stormwater runoff, and provide cool roof restorations — all on a tight budget and timeline.

OUTCOME

The ongoing roof asset management program has proven transformative, from reducing energy use with weatherization and operational efficiency improvements, to achieving the largest roof-mounted array by a single agency at the time and reducing lifecycle GHG emissions by 20,000 mT of CO2 across 12.5M square feet of roof surface.

15 MW	20,000 mT CO_2	420	12,500,000
INSTALLED SOLAR PV	GHG REDUCTION	OLD AND HISTORIC BUILDINGS	SQUARE FEET OF ROOF AREA



CHAPTER 2

How government facility leaders are rising to the challenge with performance-driven strategy

These trends paint a vivid picture of the perfect storm facing state and local governments today: aging infrastructure, budget constraints, and rising expectations. The facilities that house essential services — from emergency operations to civic engagement — are struggling to meet modern demands. Yet these same pressures are sparking innovation as we speak.

Forward-thinking institutions are rising to the occasion with smarter, more efficient facility and energy strategies, including:

Rethinking real estate to do more with less

Public sector real estate portfolios are always under intense scrutiny. With deferred maintenance backlogs in the billions and taxpayers demanding visible returns on investment, many facility leaders are finding themselves asking, "How do we justify this square footage?"

A few answers are emerging. Consolidation is on the rise, with cities from Austin to Tulsa to Richmond combining multiple functions into fewer, modernized facilities to address space constraints, deferred maintenance, and code requirements — while reducing capital outlays and operating costs. Hybrid work arrangements are accelerating this shift too, reducing administrative space requirements while freeing up facilities for expanded community use.

Portfolio-wide planning enables these strategies to work in concert. Rather than managing facilities in isolation, leaders are taking a systems approach — sharing infrastructure across buildings, coordinating major system replacements, and timing investments to maximize efficiency and minimize disruption. This shift from building-by-building decision-making to strategic portfolio management proves essential when capital budgets can't keep pace with needs.

Elevating community-support spaces as resilience hubs

Government buildings increasingly serve dual roles: everyday service delivery and emergency response. Libraries, community centers, and municipal buildings function as cooling centers during heat waves, warming shelters in winter storms, and emergency operations hubs during disasters.

Amid a rising frequency of extreme weather events, keeping these urgently needed spaces open and operating when constituents need them has become a core facility management responsibility.

Delivering on this commitment means ensuring reliable HVAC systems that can handle surge demand, backup power that's always primed and ready, and building envelopes that can maintain safe conditions even when the grid goes down.

That's all easier said than done given many publicly funded buildings weren't designed for this level of resilience. Upgrades require capital investment at a time when budgets are tight, but the cost of failure — both financial and reputational — is far higher.

Leveraging sustainability as a cost savings tool

Energy is one of the largest controllable line items in municipal and state operating budgets. The opportunity for savings here is substantial: local governments can increase building energy efficiency by 10–30% through systematic energy management, from assessing performance and setting goals to tracking progress over time.

While efficiency savings add to the business case, sustainability commitments are also accelerating across jurisdictions. For example, Local Governments for Sustainability USA has worked with 1,200 communities across all 50 states to advance local climate action at scale. At the state level, momentum is equally strong: the US Climate Alliance — a nonprofit coalition of 24 states representing 55% of the population and 60% of the US economy — has collectively reduced net greenhouse gas emissions 24% below 2005 levels, while increasing collective GDP by 34%.

Meeting dual goals of cost control and sustainability action requires a portfolio approach, so governments are pursuing both quick wins and longer-term strategies. Low-hanging fruit like LED retrofits deliver immediate cost reductions, while investments in solar, geothermal, and advanced metering infrastructure provide sustained savings and energy resilience.

Navigating the evolving regulatory landscape

Building performance standards and benchmarking requirements are spreading beyond major metros. While large cities led initial adoption, smaller jurisdictions with under 100,000 residents are increasingly implementing these policies. Communities from Evanston (IL) to Newton (MA) to Clayton (MO) are laying groundwork for building performance mandates even as federal climate priorities and funding commitments face uncertainty. To date 40 US cities will have these standards in place by 2026.

For facilities leaders, this means meeting new compliance requirements while managing the capital costs those requirements trigger. Benchmarking alone doesn't require retrofits, but performance standards often do — and the timeline for compliance can kick in sooner than with typical replacement schedules.

Rather than scramble to catch up, forward-thinking governments are getting ahead of mandates by incorporating performance targets into capital planning cycles, turning regulatory pressure into a forcing function for overdue upgrades.

Achieving facility + energy excellence for all types of government real estate

LOCAL GOVERNMENTS

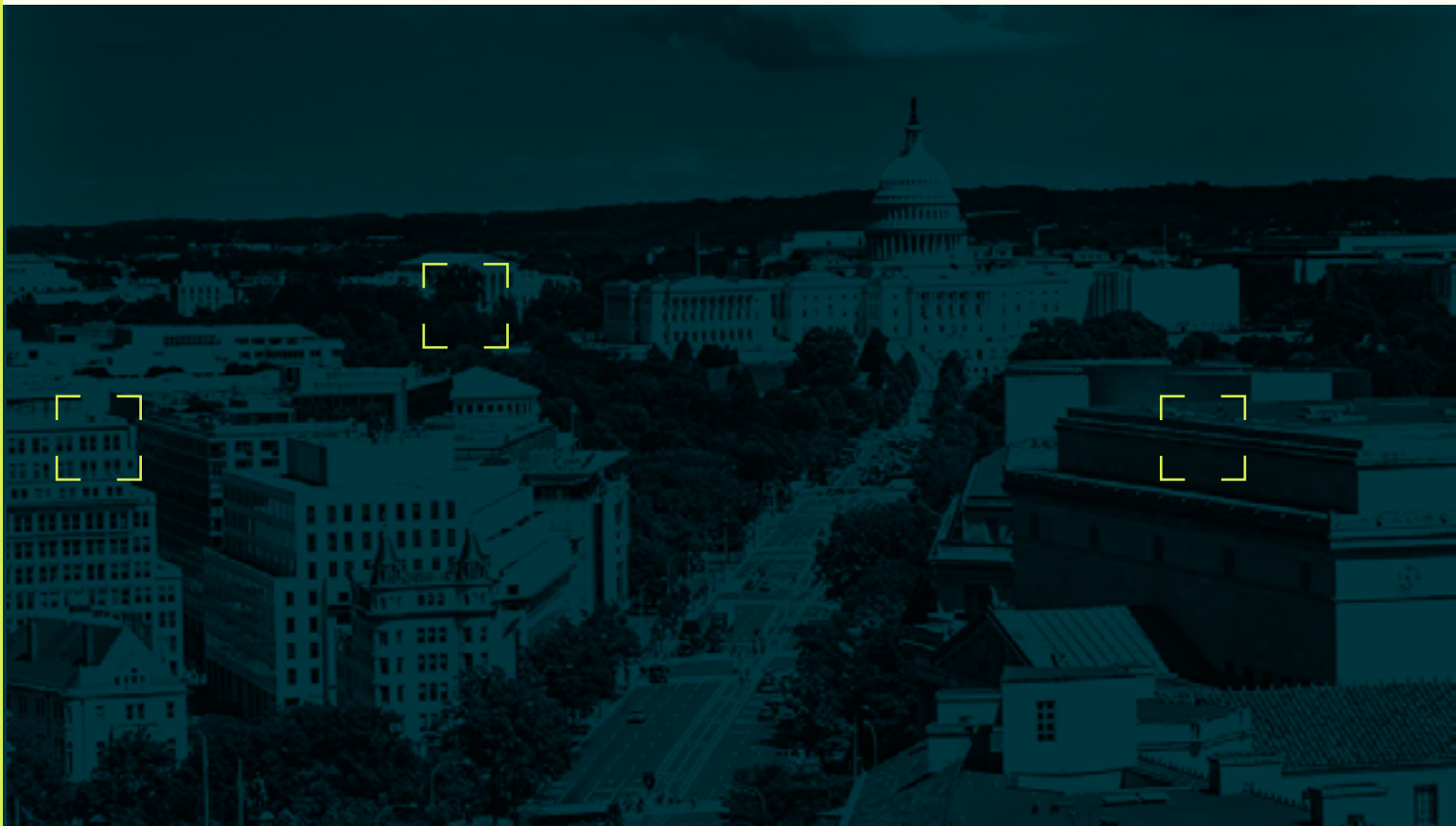
Stretching capital and operational budgets with scalable systems, lifecycle-focused planning, and energy strategies that meet compliance and cost goals.

STATE GOVERNMENTS

Managing geographically distributed portfolios with varying local conditions, coordinating preventive maintenance across facilities, and leveraging informed capital planning to address deferred maintenance backlogs.

FEDERAL ADMINISTRATION

Modernizing aging infrastructure at scale while meeting rigorous security protocols, unlocking efficiency across mission-critical operations, and maintaining continuity for specialized public functions.



MANTIS PARTNER SPOTLIGHT

Broward County Public Schools (FL) optimize district-wide roofs, making the most of public budgets

CHALLENGE

As one of the largest school districts in the country, Broward County's vast, aging roof network needed to be stabilized and modernized. Facility leaders sought a vendor-agnostic, proactive approach to roof asset management that would deliver results while supporting capital planning.

OPPORTUNITY

After a competitive RFP process, Mantis was tasked with providing an end-to-end roofing solution for the district. The focus: to stabilize school roofs and ensure construction for repairs, restorations, or replacements would meet manufacturers' standards and warranty requirements.

OUTCOME

By spring 2025, Mantis had already assessed over 13 million square feet, helping the district identify which buildings most need attention and prioritize repairs. With the data from these assessments, Mantis is assisting the district with long-term capital planning that will strategically reduce deferred liability and flatten its capital budget over time.

2024–Present	32 Million	767	272 + 86
PROJECT DURATION	SQUARE FEET OF PROJECT SIZE	PREVENTIVE MAINTENANCE + REPAIRS TO DATE	COMPLETED + ONGOING WARRANTY INSPECTIONS

CHAPTER 3

Key objectives in government facility and energy strategy

How can governments bring their facilities into the future? In short, with skillful juggling. There's a delicate balance between modernizing facilities in ways that attract staff, enhance visitor experiences, and make every dollar count — while reducing operating costs and improving financial performance.

Today's government facility, energy, and operations leaders need strategic, data-driven solutions to achieve their goals:

Making the most of precious budgets

Tax dollars form the foundation of government facility budgets, supplemented by subsector-specific revenue streams including tuition, grants, and federal or state funding. The public nature of these funds means every expenditure faces scrutiny, pressing facility managers to make sure that the dollars they steward are doing double duty, delivering visible operational improvements while laying groundwork for long-term savings.

Targeted technology service is helping stretch those dollars further. Solutions like integrated work orders and predictive maintenance analytics empower facilities teams to strategically target maintenance efforts, extend asset lifecycles, and plan capital improvements with data-backed confidence

Optimizing energy costs

Energy spend varies dramatically across government facilities depending on building type, operational hours, and mission requirements.

For example, a correctional facility operating around the clock will have significantly higher energy use intensity than an administrative office that closes at night and on weekends, while a rec center presents entirely different demand patterns than a waste management station.

This broad spectrum of building purposes and energy profiles points to a high need for real-time usage insights delivered through energy management platforms and building automation systems. These proactive tools can help facilities managers pinpoint consumption patterns, detect anomalies, and implement targeted efficiency measures that reduce costs without compromising service delivery.

Enhancing human experience

This one matters on two fronts: attracting and retaining staff, and building public trust. The physical environment sends a clear message to both groups. Staff who walk into well-maintained facilities with modern HVAC systems, comfortable workspaces, and safe outdoor areas feel supported at work, which in turn supports retention. Visitors who encounter clean, accessible, well-lit spaces develop more trust in the institutions serving them.

Modernizing facilities creates human-centered environments while improving human health and wellbeing through better indoor air quality, remediation of legacy toxics, and healthier building materials that limit chemical exposures. Ready-to-deploy solutions span the full range of facility assets, from HVAC management that optimizes air quality and temperature control, to pavement performance upgrades that ensure safe, accessible outdoor spaces. Smart implementation phases these improvements to align with budget realities and minimize disruption.

Meeting sustainability goals and regulatory requirements

Regulatory pressure around building performance standards continues to grow, and governments now face measurable requirements around energy efficiency, emissions reduction, and overall environmental impact.

The cost of inaction goes beyond potential penalties. Facilities that don't keep pace with evolving standards risk operational disruptions, reputational damage, and missed opportunities for utility incentives and grant funding.

The business case for action is equally compelling. Visible progress on sustainability strengthens public trust and demonstrates fiscal responsibility, but the financial benefits are concrete too. The US General Services Administration notes that high-performing buildings can have 23% lower building operating expenses and 23% lower energy use.

Different spaces bring different considerations

SPACE TYPE	EXAMPLES	KEY CONSIDERATIONS
GOVERNMENT ADMINISTRATIVE OFFICES	City halls, state agencies, federal buildings	Support accessible, public-facing areas alongside secure administrative zones, with reliable HVAC for consistent comfort during office hours and across flexible workspaces.
PUBLIC SAFETY FACILITIES	Police, fire, EMT, 911 dispatch	Require 24/7 reliability, backup power systems, specialized ventilation for vehicle bays, and robust security infrastructure.
RECREATION AND COMMUNITY CENTERS	Gyms, pools, multipurpose spaces	Balance high-traffic durability with comfort across mixed uses, from gym ventilation to pool humidity control.
PARKS AND OUTDOOR FACILITIES	Public use areas, visitors centers, operations buildings	Focus on resilient outdoor infrastructure primed for public use, including safe, well-maintained pavilions and pavement plus EV charging stations.
LIBRARIES	Public and government libraries	Ensure strong connectivity, effective lighting, and consistent climate control for book preservation and occupant comfort.
CIVIC AND CONVENTION CENTERS	Community event spaces, convention halls	Enable large-scale event hosting with scalable HVAC systems and air-flow management, with smart energy procurement and management to flex up when crowd size demands.
COMMUNITY RESILIENCE HUBS	Emergency shelter facilities	Prepare for emergency scenarios with backup power, cooling/heating capacity during extreme weather events, and proactive building envelope management.
K–12 SCHOOLS	Public school buildings e.g., classrooms, cafeterias, gymnasiums	Prioritize healthy indoor air quality with airflow optimization, modernize outdated HVAC systems to keep students safe and comfortable on extremely hot or cold days, and use low-hanging fruit energy efficiency strategies to stretch budget dollars.
CORRECTIONAL FACILITIES	Jails, prisons, juvenile halls	Optimize heating, cooling, and electrical strategies to cut operating expenses while enhancing occupant comfort and long-term facility resilience.
UTILITIES AND INFRASTRUCTURE FACILITIES	Municipal water management, wastewater, roads maintenance facilities	Require energy reliability for heavy-duty equipment performance, precise energy monitoring systems, and infrastructure that meets regulatory standards while minimizing operational disruptions.

MANTIS PARTNER SPOTLIGHT

City of Fort Collins (CO) turns roof damage into opportunity for performance improvement

CHALLENGE

When a hail event caused significant roof damage, facilities leaders for the City of Fort Collins needed expert assistance managing an effective repair program, from bid documents and review through project support and construction quality assurance.

OPPORTUNITY

Mantis conducted a comprehensive assessment, helping the city efficiently navigate the claim process and secure additional funding from its provider. This process also revealed that some affected buildings were underfunded, and others overfunded.

OUTCOME

From initial damage recovery to roof consulting, Mantis helped city leaders rebalance funds allocation to ensure appropriate funding for every repair. City leaders have since tapped Mantis to support ongoing initiatives across other rooftops city-wide.

35	2 Million	2019-Present
FACILITIES	SQUARE FEET OF ROOF AREA	ONGOING PROGRAM

Performance contracting: Trade-offs to consider

Many government institutions have traditionally relied on performance contracting for energy efficiency projects. But relying on a model where energy service companies finance upgrades through guaranteed future savings comes with a mix of upsides and trade-offs.

The upsides of performance contracting are that no upfront capital is required, and performance risk shifts to the contractor. But downsides include the rigidity of long-term commitments (often 10–20 years), higher financing costs, limited flexibility once terms are set, and ongoing measurement and verification requirements.

Mantis offers a different path: turnkey program management that provides transparency, flexibility, and data-driven prioritization — without locking you into decades-long contracts.

And as an approved E&I Cooperative vendor, many government clients can contract directly with us, avoiding a lengthy RFP process to save you valuable time and secure the most favorable rates.

CHAPTER 4

Infrastructure investments that deliver on mandate — and the bottom line

Government real estate comes in many forms, but facilities directors across municipal, state, and federal agencies share the same core responsibility: delivering on the public mandate today, and over the long term.

As expectations evolve at both the federal and local level, meeting that responsibility calls for a shift from reactive maintenance to strategic infrastructure planning. What follows is a practical playbook for putting that shift into action.

01. Reducing operating costs and emissions with smarter energy planning

Government facility energy use is a major line item as well as a major opportunity. With the right mix of efficiency upgrades, connected systems, and savvy procurement, facilities teams can cut utility expenditures and strengthen operational reliability.

The opportunity plays out through several high-impact practices:

+ **Efficiency improvements deliver fast wins.** Initiatives like HVAC optimization, LED lighting retrofits, demand response programs, and mechanical system tuning offer quick payback while easing the burden on both staff and infrastructure. Facilities teams can fine-tune ventilation and air exchange rate to match facility function; for example, maintaining rigorous standards in correctional facilities, fire stations, and public hospitals, while dialing back in lower-use municipal administrative buildings.

+ **Connected systems enable real-time control.** Smart meters, building automation platforms, and occupancy-based controls give facilities directors granular visibility into where and when energy is consumed. Real-time monitoring improves occupant comfort, reduces waste, and accelerates response times — all vital in high-traffic public facilities like recreation centers, emergency rooms, and city halls.

+ **Savvy procurement mitigates price volatility**. With energy typically ranking among the top five operating costs for government portfolios, more municipal and state agencies are adopting strategies to lock in stable rates and support decarbonization. Agencies are securing cost predictability through long-term renewable power purchase agreements (PPAs), while using renewable energy certificates (RECs) to close gaps toward net-zero targets.

  For example, fully fixed-rate electricity contracts allow agencies to lock in consistent per-kilowatt-hour pricing, shielding budgets from market volatility. When operating within tight appropriations and limited flexibility, this stability simplifies financial forecasting and prevents the mid-year scrambles that come with unexpected cost spikes, freeing leadership to focus on service delivery rather than budget firefighting.

  Across these tactics, deep market intelligence is key to navigating an unpredictable energy landscape.

+ **Clean energy infrastructure strengthens long-term stability.** Institutions are deploying on-site solar installations, geothermal systems, and electrified heating and cooling — simultaneously modernizing outdated systems, lowering total cost of ownership, and positioning facilities for evolving regulatory requirements. Many institutions are maximizing available incentives and rebates to enhance project economics on these infrastructure investments.

02. Preserving public infrastructure — and public confidence — without fiscal shock

The condition of government facilities directly impacts fiscal health as well as constituent trust. Yet too many agencies remain stuck in break-fix mode, scrambling to address failures instead of getting ahead of them.

Strategic asset management changes that dynamic, enabling facilities teams to protect capital investments, prevent service disruptions, and allocate constrained dollars effectively across diverse property types, from municipal buildings to school cafeterias and recreation facilities.

Here's how disciplined asset management advances fiscal sustainability and operational reliability goals alike:

- **Extended asset lifecycles mean lower long-term costs.** Proactive upkeep of systems like HVAC, boilers, roofs, and building envelopes maximizes the return on those investments and prevents costly emergency interventions. Preventive maintenance stretches taxpayer dollars and ensures past capital outlays continue delivering value over time. A strategic bonus: demonstrating this stewardship can reinforce public trust.

- **Predictive planning smooths capital planning.** Leveraging facility condition assessments and analytics-based planning tools allows facilities leaders to identify the right work to do, at the right time. Data-driven scheduling also enables smarter procurement, capitalizing on bulk purchasing opportunities and favorable market conditions. This approach smooths out capital budget volatility and gives leadership a better view into both immediate needs and multi-year forecasts.

- **Proactive management protects service delivery.** Strategic planning prevents catastrophic failures — an HVAC breakdown at a polling location during early voting, flooding in a community center before a major event, or electrical failure at an emergency operations center mid-crisis. Facilitating service continuity helps safeguard public perception.

- **Asset intelligence strengthens funding justifications.** Granular, system-level data equips facilities teams with the evidence to support appropriation requests, sequence projects by criticality, and collaborate more effectively with budget officers and capital planning counterparts.

03. Deploying smart systems for enhanced oversight and strategic planning

With facilities teams stretched thin and service expectations rising, smart building technology offers a practical solution: turning infrastructure into intelligent assets that multiply what teams can accomplish. How? By giving teams real-time visibility and control, so they can spot issues before they become problems, adjust systems remotely, and make data-backed decisions, faster.

For all those reasons and more, leading agencies are putting these platforms to work across their portfolios:

- **Automated building controls reduce workload and waste.** These platforms dynamically adjust HVAC, lighting, and ventilation based on occupancy data — maintaining comfort while eliminating energy waste across community centers, administrative facilities, and other location types.

- **Consolidated utility data drives smarter decisions.** Centralized energy management platforms simplify utility bill management and usage tracking, creating administrative efficiencies while flagging anomalies and reducing reliance on spreadsheets and labor-intensive audits. As a trusted source of usage data, these platforms also support demand response strategy and help teams prioritize capital improvements and clearly report outcomes to leadership.

- **Advanced management systems support occupant experience and operational performance**. Analytics and diagnostics that integrate data from building controls and condition assessments can automatically generate work orders and inform capital planning, taking your program to the next level. Incorporating CO_2, humidity, and motion sensors helps maintain indoor air quality in line with ASHRAE 62.1 standards, whether in busy government offices or sensitive healthcare environments.

- **Smart infrastructure enables future adaptability**. Connected systems create a foundation for emerging priorities — from EV charging infrastructure and emissions tracking dashboards to flexible platforms that can adapt as mission needs and technology standards evolve.

MANTIS PARTNER SPOTLIGHT

Dallas County (TX) assesses roof performance with an eye to preventive maintenance and informed capital planning

CHALLENGE

Facilities management leaders for Dallas County, Texas, recognized the importance of understanding the state of roofs across their portfolio's 39 properties. They sought thorough assessment backed by preventive maintenance to support long-term roof optimization.

OPPORTUNITY

Mantis completed a detailed roof asset management review, including identifying opportunities for corrective maintenance and shaping a proactive, 10-year roof asset management plan complete with details of all defects found and repair recommendation scopes and costs.

OUTCOME

"Mantis Innovation's use of technology, via virtual information integration, has become an integral tool for us to use for both easily identifying roofing defects and compiling the information into one, succinct database that can be easily shared for capital planning."

—Daniel Cherry, FMP, Facilities Management Assistant Director – Dallas County

39	1.75 Million	2021-2022
PROPERTIES	SQUARE FEET OF ROOF ASSESSMENTS	PROJECT DURATION

Navigating capital planning with precision

When you have full visibility into asset conditions across your portfolio, you can prioritize work that matters most and time it strategically — whether that's efficiency upgrades with fast payback or major system overhauls.

The foundation for success? Tie every capital investment to measurable performance goals, using solid asset data as your starting point.

Our portfolio approach helps government agencies:

- Modernize facilities to enhance constituent experience and operational performance
- Maximize the useful life of mission-critical infrastructure while minimizing future capital pressure
- Ensure every dollar drives progress toward constituency goals
- Maintain a prioritized pipeline of projects so when supplemental funding materializes, you can deploy it strategically rather than reactively

CHAPTER 5

The road to high-ROI government facility optimization

01 START WITH THE DATA

02 PLAN IMPROVEMENTS THAT ALIGN WITH PERFORMANCE & BUDGET GOALS

03 TIME IT RIGHT

04 EXECUTE STRATEGICALLY AND TRACK RESULTS

05 TELL THE STORY

No two government buildings are exactly alike, but the journey to smarter, more resilient facilities always starts with solid baseline data and strategic prioritization. Facilities leaders can bridge the gap from planning to results by following these steps:

01. Start with the data

You can't prioritize what you can't see. Get asset-level visibility across your entire portfolio before committing a single capital dollar. What's the priority — one high-traffic building that needs attention now, or a cluster of aging facilities with failing shared infrastructure? Which properties are draining your energy budget or sparking the most constituent complaints?

Pull together operational data, work order histories, and condition assessments. This intelligence drives both quick wins and your long-range capital roadmap.

02. Plan improvements that align with performance and budget goals

Once you understand building conditions across your portfolio, focus resources on improvements that advance your top priorities — whether that's emissions reduction, operating cost control, or service reliability. A government-ready strategy might include:

- Air sealing and insulation upgrades in older facilities
- LED retrofits and advanced lighting controls in high-occupancy areas
- HVAC replacements and ventilation optimization tailored to space function
- Energy procurement restructuring and renewable energy integration
- Building automation deployment and calibration for centralized control

03. Time it right

Bad timing can derail even the best project. Schedule construction and system downtime when facilities see the least activity. Courthouses might target summer recess for major work, while recreation centers with peak summer programming need the opposite window. Smart scheduling protects public access and keeps your agency's reputation intact.

04. Execute strategically and track results

Even the best facilities teams need expert support. Bringing in specialized partners helps keep projects moving in coordination across departments, budget offices, and oversight bodies. Document progress and outcomes in concrete terms: energy savings, emissions cuts, comfort improvements. These metrics prove your investments deliver returns while reducing risk and strengthening infrastructure. They're also your strongest tool when it's time to secure the next round of funding.

05. Tell the story

Great infrastructure work is invisible, until you shine a light on it. Showcase facility improvements in public-facing channels like city newsletters or agency bulletins. Use internal communications to show staff how operational upgrades create better spaces for serving the community. When you make the work visible, every stakeholder — from elected officials to frontline employees — sees its value and backs future investment.

MANTIS PARTNER SPOTLIGHT

City of Lima (OH) saves $1.6 million with strategic electricity and gas procurement

CHALLENGE

The small city of Lima was burdened with high energy procurement RFP development costs and a limited pool of respondents and contract options.

OPPORTUNITY

Enticing broad competition for the city's energy contracts could drive down year-over-year energy spend. With Mantis's expertise in energy procurement, the city could eliminate a costly RFP process by converting to a reverse auction strategy.

OUTCOME

With a reverse auction in which traditional roles of buyer and seller are reversed, meaning only one buyer with many potential vendors, Lima was able to tap into a transparent and competitive marketplace — and ultimately, achieve significant savings.

2	2	1.6 Million	34
INITIATING CONTRACTS	CONTRACT EXTENSIONS	SAVINGS OVER 10 YEARS	SUPPLIERS COMPETING ACROSS ALL CONTRACTS

Delivering facilities your community can count on

The challenges facing government facilities cut across jurisdictions, spanning aging infrastructure, volatile energy costs, evolving constituent needs, and rising sustainability commitments. Historic city halls may be balancing preservation with performance, as growing municipalities race to expand capacity and improve accessibility, and state offices tackle decarbonization timelines with limited capital budgets.

In every case, public facilities decisions now carry outsized weight, shaping not just operational efficiency but public trust. Get the strategy right, and facilities become a powerful asset in strengthening fiscal health, supporting service delivery, and elevating the constituent experience.

Let's power the future of public service, together.

Learn how to advance your mission with facility + energy optimization by contacting a Mantis Innovation expert today.

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