



Health Care Facility

A recent building of a major health care facility required significant power capabilities, line extensions, and line relocations by the utility. The utility requested that the customer pay for 100% of the work, which was priced at \$1 million. In addition, the utility also requested that the customer pay a 24% contribution in aid of construction tax. STEP Resources was retained to review and oversee the utility infrastructure work being proposed by the local utility and to lead the strategy and negotiations with the utility. Our efforts resulted in reducing the line extension cost to the client by more than \$1 million, and required no cash from the customer.