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## CLEAResult Consulting to hire hundreds soon

### Energy efficiency firm to grow nationally

Austin Business Journal - by [Francisco Vara-Orta](#) ABJ Staff

Energy efficiency firm **CLEAResult Consulting Inc.** continues growing exponentially, with plans to double its staff by next year and a signed deal tripling its headquarters' size by the end of this year.

The Austin-based company works primarily with electric and gas utilities in designing and implementing energy efficiency and peak-reduction programs. It plans to lease more than 32,000 square feet in the current Southwest Austin building it occupies and hire as many as 235 people locally and nationwide by the end of 2011 as it expands into new cities.

**News of CLEAResult's** growth plans follows the company's debut last week at No. 144 on Inc. magazine's list of the fastest-growing private companies. It was one of 13 Austin businesses featured on the publication's annual Inc. 500 list, which is determined by the highest percentage revenue growth over three years.

The magazine reported the company's income increased 1,860 percent from 2006 to 2009, going from \$1.1 million to \$21.6 million. Revenue should exceed \$35 million in 2010, CLEAResult President Glenn Garland said.

"The private and public sectors are only increasing their goals for energy efficiency and usually outsource that work to experts, of which we are building that team here," Garland said. "It's not just because it's great for the air or a nice thing to do for the environment. It makes sense, economically, and we're all about bettering that bottom line."

CLEAResult, formed in 2003 with two people in Houston, now has 235 employees companywide. It has about 60 employees in Austin, and Garland expects to hire about 20 more here during the next 16 months.

Besides Austin and Houston, the company has offices in El Paso, New Orleans, Michigan, Nevada, Arkansas and Virginia. The company expects to hire about 215 people outside Austin in the coming year.

"Our strong market is the Midwest and Southwest, but we are looking at heading east, to the south and toward Boston and New York," Garland said.

Locally, CLEAResult's plans for a larger headquarters marks the company's fourth expansion in as many years.

Ryan Bohls, a **Jones Lang LaSalle** broker who has represented CLEAResult in its real estate searches over the last few years, said the company considers itself a "south of the lake" kind of business, moving from a 4,500-square-foot space in South Austin in 2009 to a 11,000-square-foot space at the Escalade building at 4301 Westbank Drive in Southwest Austin.

"In Austin and beyond, the company has taken lease space as quickly as we put it on the table for them," Bohls said. "They've focused finish-out funds on improvements that will make their space and the building more energy efficient."

Garland recalls thinking twice before that the company's current space would hold it for a couple of years, but both times it ran out of space in six to nine months.

CLEAResult plans to grow from a 10,843-square-foot space to about 32,597 square feet, occupying more than half of the three-story, 57,216-square-foot Escalade building.

The general contractor on the project will be Trimbuilt Construction, with design by Kasey McCartey of Kasey McCartey Interior Design Studio and MEP drawings by Ed Bay & Associates.

CLEAResult said its growth stems from looking at best practices in the industry and creating benchmark goals for its customers, 90 percent of which are utility companies, with the remainder being private firms.

Trends such as energy-efficiency mandates in states across the country and overall awareness among utilities and consumers that better efficiency can save money have also helped CLEAResult increase business, Garland said.

The company identifies ways through research on what utilities and companies can do to save energy through mandates and incentives on homeowners and businesses to cut usage, or in determining what features or equipment to install to save energy in homes or businesses. Its CitySmart program works with utilities trying to support municipalities in energy efficiency, while its SCORE program works with public school systems trying to increase efficiency.

**El Paso Electric Co.**, which serves 361,000 customers in the Rio Grande Valley in West Texas and southern New Mexico, has a \$2 million contract this year with CLEAResult. El Paso's energy efficiency program manager, Paul Royalty, said his utility designs and implements 60 percent of its programs internally, while the rest of its initiatives come from consulting with CLEAResult, such as using its SCORE program. He said they've already been able to cut energy in some places by half at times.

"They live up to their name. That's for sure," Royalty said.

**Courtesy of JB Goodwin**