



## CASE STUDY

R. J. Liebe Athletic Lettering Company  
Navarro County, Texas



*Liebe is the first manufacturing plant to complete a PACE project in Texas and the first project for Navarro County. Reopening this facility will create 60-80 permanent manufacturing jobs in Corsicana, Texas.*

### THE PROBLEM:

The sewing manufacturing plant in southeast Corsicana has experienced increasing degradation and obsolescence since opening its doors in 1979. The lack of modern amenities, including air conditioning, contributed to the plant's 10-year vacancy. For many manufacturing companies, the focus on recruitment, safety, and productivity means that providing air-conditioned facilities is no longer a luxury but an operational necessity.

The R.J. Liebe Athletic Lettering Company, based out of Missouri, began looking for a Texas site to relocate much of its operations. Liebe management was attracted to the 36,000 square-foot plant because of the space and location, but knew that it was in need of a significant capital investment to meet the company's operational needs and efficiency standards.

Mike Bernhagen, General Manager of Liebe, explains, "As we work with more and more large brands, being environmentally friendly is a prerequisite to conducting business. In fact, we are graded on it. As a result, Liebe has strategically positioned all of our facilities to be as green as possible."

### THE PACE SOLUTION:

The availability of the TX-PACE program in Navarro County provided Liebe a financially viable way to restore the facility. Upgrades included the installation of high-efficiency HVAC systems and LED lighting. Without the use of a long-term, flexible financing tool that could cover the entire cost of the project, the substantial capital investment would not have been financially feasible, preventing Liebe from choosing Corsicana as its newest site.

### COMMUNITY IMPACT:

Scott Jones, Economic Development Director for Navarro County, said, "The TX-PACE program allows Navarro County an added incentive to offer prospective businesses. This is a beneficial program for all involved."

The Liebe plant will create 1-60 new permanent manufacturing jobs. Operations will be moved to the Corsicana facility by year-end 2017.

## PROJECT OVERVIEW

### PROJECT FINANCING

Total Assessment: \$324,559  
Term: 20 years

### PROJECT PARTNERS

Lender: Greenworks Lending  
Contractor: Prism Tech Systems  
Foxconn LED

### IMPACT

- 60-80 new manufacturing jobs
- Approximately 187,177 kWh in annual electric savings

### BUILDING

Size: 36,000 Square Feet  
Built: 1979

### IMPROVEMENTS

- Installation of high-efficiency HVAC, LED lighting

## PACE IN TEXAS

Texas PACE answers the question, "How are we going to pay for it?" and is transforming how developers, owners, and contractors look at projects, proving that there is a clear path forward for energy efficiency, distributed generation, water use reduction, and resiliency projects in existing buildings.

## CONTACT

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## HOW DOES TX-PACE WORK?

Texas Property Assessed Clean Energy (TX-PACE) is an innovative financing program that offers commercial, industrial, and large multifamily property owners a voluntary program to obtain up to 100% financing for water conservation, energy-efficiency, resiliency, and distributed generation retrofits. TX-PACE has great potential to directly affect a business' bottom line; a project's savings in utility costs offsets the cost of installing the project. In most instances, this will result in immediate positive cash flow.

### NAVARRO COUNTY

Navarro County established Texas' 14th PACE region in August 2017 and is the first Dallas - Fort Worth county to establish a PACE program. Navarro County's TX-PACE program is based on the PACE in a Box model, created by over 130 volunteer stakeholders for Texas. The market-based, flexible TX-PACE program enables property owners to do business with the parties of their choosing at the lowest possible administrative cost. The program includes a high level of consumer protection to ensure that the projects will deliver the anticipated savings.

[www.texaspaceauthority.org/navarro](http://www.texaspaceauthority.org/navarro)

### R.J. LIEBE ATHLETIC LETTERING COMPANY

The R. J. Liebe Athletic Lettering Company began in 1923 in the basement of a modest St. Louis home. Robert Liebe and his wife started out with a pair of Singer sewing machines embroidering letters and sewing them onto athletic jerseys. By 1935, the small business had attracted so much attention that he signed a contract with Rawlings Sporting Goods to handle lettering for their uniforms. The company now partners with major sports franchises and manufacturers of athletic clothing and gear worldwide.

[www.liebe.com](http://www.liebe.com)

### GREENWORKS LENDING

Greenworks Lending is an energy efficiency and clean energy financing company that invests in commercial real estate with the goal of improving cost and energy performance. Greenworks Lending finances 100 percent of the hard and soft costs for qualifying projects through the Property Assessed Clean Energy (PACE) program.

[www.greenworkslending.com](http://www.greenworkslending.com)

### PRISM TECH SYSTEMS | FOXCONN LED

Prism Tech Systems is the direct representative of Foxconn commercial LED products in America. Specialties include commercial LED lighting, finance, electronic manufacturing, and LED screens. As a new service for customers, Prism Tech Systems now includes any energy saving system, such as new HVAC, roofing, windows, process machinery and more.

[www.prismtechsystems.com](http://www.prismtechsystems.com)  
[www.foxconnled.com](http://www.foxconnled.com)

### TEXAS PACE AUTHORITY

The nonprofit organization, Texas PACE Authority, administers the uniform PACE in a Box model on behalf of Navarro County. This model approach ensures local governments can establish an effective program quickly and economically, providing a tool for property owners to invest in more efficient infrastructure.

[www.texaspaceauthority.org](http://www.texaspaceauthority.org)

