



**Meeting Date:** May 26, 2026      **Agenda Type:** Consent Items for Action

**From:** Coby Henk      **Reviewed by:** Justin Green  
Electric Operations Manager      Director of Electric Operations  
and Compliance

**Submitted by:** Mark Steelman      **Approved by:** Ryan Kelso  
Chief Operations Officer      Chief Executive Officer

**RECOMMENDED ACTION:** Authorize the CEO or His Designee to Negotiate and Execute a Professional Services Agreement with Aerotract, LLC for Pole Inspection Services

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## **BACKGROUND**

New Braunfels Utilities (“NBU”) issued a Request for Proposals (“RFP”) for Pole Inspection Services of electric distribution infrastructure to meet the requirements of H.B.144, 89<sup>th</sup> Leg.,R.S. (Tex 2025) (the “Services”).

The proposed Services will provide a comprehensive inspection of the distribution system, including both aerial and ground-based inspections throughout the NBU electric service territory. The Professional will electronically report all findings in accordance with NBU standards, including thermal anomalies, detailed imagery, and pole condition assessments. This program is designed to enhance system reliability, support proactive maintenance efforts, and ensure continued compliance with industry and NBU performance standards.

NBU received thirteen (13) proposals on March 24, 2026, for the Project during the public bidding process. The Project team evaluated the proposals and recommended the selection of Aerotract, LLC.

NBU staff requests that the Board of Trustees approve a Professional Services Agreement with Aerotract, LLC.

This item is being presented to the Board because the total amount of the Agreement exceeds \$500,000.00.

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## **FINANCIAL IMPACT**

The total Agreement amount for the Professional Services Agreement with Aerotract, LLC is \$2,750,00.00, with a not-to-exceed amount of \$550,000.00 for the initial contract term and \$550,000.00 for each of the additional four (4) one-year terms for the Services. The Agreement is budgeted with the Operations and Maintenance Budget (“O&M Budget”) for Fiscal Year 2026 through Fiscal Year 2031.

## LINK TO STRATEGIC PLAN

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**Customers and Community**

**Infrastructure and Technology**

**Financial Excellence**

**Safety and Security**

**Stewardship**

## EXHIBITS

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1. Professional Services Agreement with Aerotract, LLC
2. Vendor Scores by Evaluation Criteria

Vendor Scores by Evaluation Criteria						
Vendor	Technical Capabilities	Safety Record/Protocols	Experience	Data Management Processes	Cost	Total Score
Acuren Inspection, Inc.	2	3	3	2	3	50
AeroTract LLC	4.5	4.5	3	4	5	84
Alamon Inc	2	3	3	1	4	47
Firmatek LLC	4.5	3	3	3.5	5	76
Irby Construction Company	3.5	3	3	4	3	68.5
Maverick Construction Corp	3.5	3	3	3.5	5	73
Nexus Utility Services LLC	3	3	2	3.5	4	64.5
Olsson	3	3	2	3	4	61
Osrose Utilities Services, Inc.	2	3	3	2	4	54
PLP Services Inc.	2	3	2	4	2	57
SOLARIX LLC	2	3	2	2	0	35
Tektite Holdings LLC	2	3	1	3	2	47
WSB LLC	1	1	1	1	2	24