

# AS SEEN IN *Forbes, Fortune & Entrepreneur*

**SPOTLIGHT** ALABAMA BUSINESS LEADERS

## Creating a Lasting Impact

Behind Sain Engineering Associates, Inc.'s continued success in implementing comprehensive energy solutions is a commitment to cultivating relationships, growth opportunities, and trust.

**H**ard-earned experience and trust are paramount at Sain Engineering Associates, Inc. (SEA), where industry-leading experts provide cutting-edge energy consulting services to optimize building performance and reduce utility costs.

Founded in 1988, SEA is an award-winning firm defined by innovation and excellence. Today, the global company excels under the direction of renowned architect and energy consultant Brenda Phillips and her team.

"Nothing provides greater satisfaction than taking care of customers and taking pride in our work. Our enduring commitment to clients distinguishes SEA from our competitors," says Phillips, AIA, NCARB, LEED® AP.

As president of SEA, she leads an elite team known for seamless collaboration with government, health care, education, commercial, and manufacturing clients worldwide.

"The sun never sets on SEA," says Phillips, who reinvented herself later on in her career by relying on a unique and multifaceted perspective gained from decades in architecture, program management, and energy consulting. "Based in Birmingham, Alabama, we're a thriving, 100% employee-owned small business with energy engineering experts across the globe."

### BUILDING RELATIONSHIPS FIRST

At SEA, cultivating relationships is essential for developing resilience and enhancing sustainability while implementing cost-effective energy solutions. "We believe in building relationships first," says Phillips. "We earn our clients' trust by sharing our expertise while working seamlessly alongside facility managers and their teams." In doing so, the



SAIN ENGINEERING ASSOCIATES, INC.'S BIRMINGHAM, ALABAMA, TEAM

company acts on behalf of building owners to maximize efficiency and ensure client teams are well prepared for ongoing operations.

"Our cross-functional team of energy experts evaluates infrastructure reliability and ensures existing equipment is utilized to its fullest capability," she continues. "It's what we call building optimization."

### A CATALYST FOR CHANGE

That approach facilitates peak performance across newly constructed buildings and those with aging infrastructure.

From energy and water planning to facility engineering services, on-site energy management support, commissioning, and controls optimization, the firm solves energy challenges while spurring resilience and sustainability—thanks to innovators like Phillips. Her passion for encouraging more women to consider a career in engineering is yet another way she promotes positive change.

"I've thrived as a successful woman in a male-dominated field by honing my skills as a leader and a mentor," she says. "I've been fortunate to learn the industry, and now I want to nurture others. I'm building a supportive network for the next generation of female leaders."

"The best way companies can encourage women into engineering is by giving women

a chance," she continues, emphasizing opportunity and flexibility as key drivers behind her firm's continued success. "Women shouldn't feel forced to choose between having a family or a career. As an employee-owned company, Sain Engineering Associates proudly provides work-life balance alongside avenues for advancement. That's how we attract the brightest, most talented individuals into the energy services industry."



**BRENDA PHILLIPS,**  
PRESIDENT, AIA,  
NCARB, LEED® AP

Sain Engineering Associates, Inc.'s legacy is built on three equally important "must do" principles:

- 1. Serving their clients** through extraordinary, responsive service and in-depth knowledge
- 2. Fulfilling their people** with ownership and engagement opportunities
- 3. Managing their business** by providing turnkey energy solutions

