

This presentation premiered at WaterSmart Innovations

watersmartinnovations.com





RESOURCES

Sustainable Installation of Smart Controllers at a Historic So. CA Community Using On-Site Staff

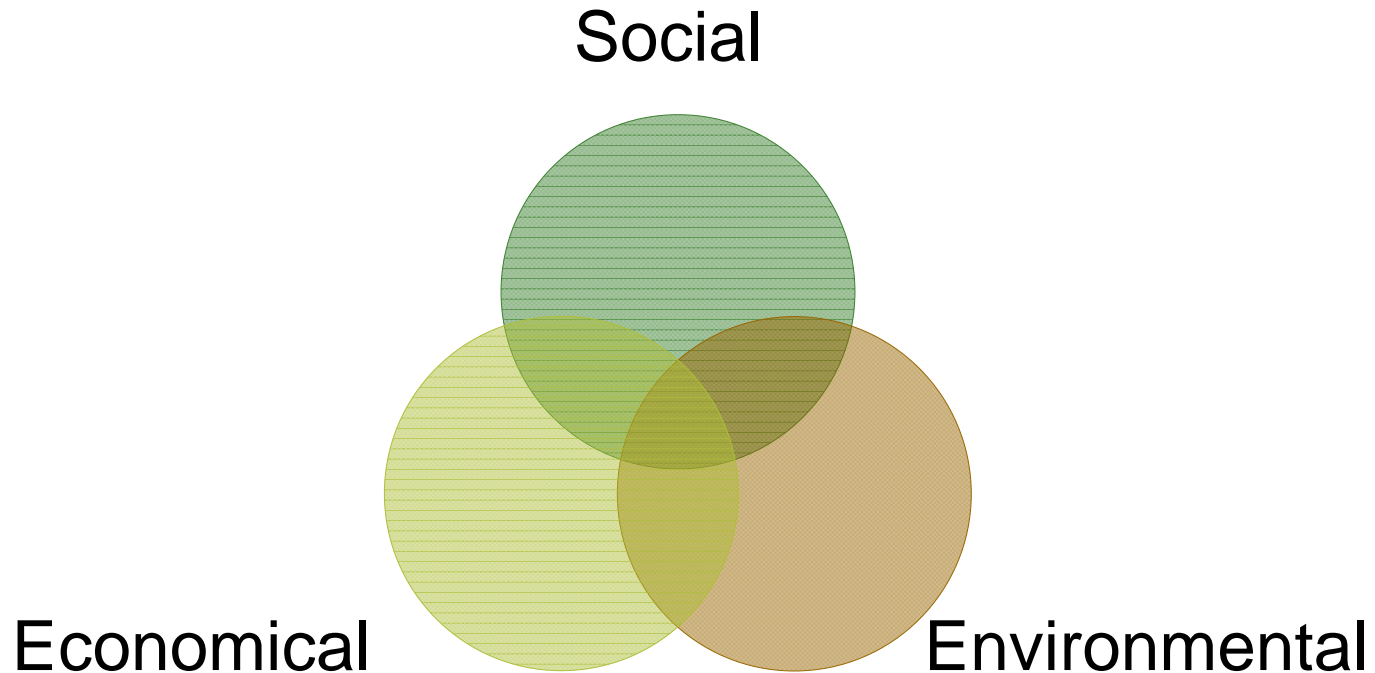
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Point Loma CA – San Diego Bay Watershed



Sustainability in Landscape

Synchronizing the Orbs



Sustainability in Landscape

The Green Industry Attributes

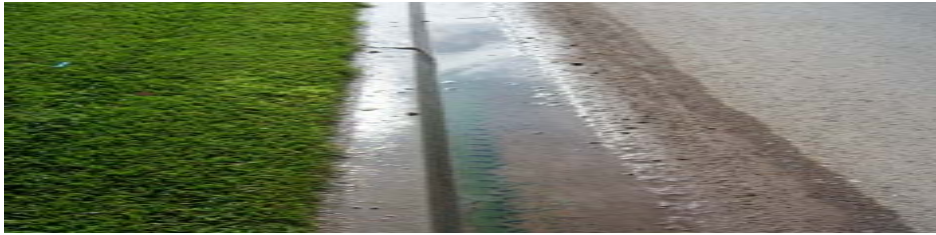
■ Mitigating the Orbs

- ◆ Aesthetics
- ◆ Physiological
- ◆ Real Estate
- ◆ Oxygen Production
- ◆ Habitat Mitigation
- ◆ Erosion and Air Quality
- ◆ Carbon Sequestration



Sustainability in Landscape

Understand Our Negative Impacts



Unintended or inadvertent behaviors abound

What falls and flows outside the Landscape is pollution



Remember positive actions can result in negative consequences

Sustainability in Landscape

Understand Our Negative Impacts

- Understand Basin Plan
- Link w/ Governance



Sustainability in Landscape

We are responsible for downstream health



Sustainability in Landscape

It's an entirely new ballgame

- New Water = via landscape shift 
- New Water  by irrigation water reduction in ways we could never imagine

- My Community's Story

- ◆ 60% imported water at great expense
 - ◆ 29% from groundwater, desalination and recycled
 - ◆ 11% conservation (landscape changes)
-

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The Install

The Initiator

Property Owner Comfort

- ♦ Contracted Maintenance companies have the ear of the owner – “they know best”
 - ♦ Landscape is seen as complex - new ideas received skeptically
 - ♦ Landscape maintenance bids competitive
 - ♦ “*Free?*”
-

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The HOOK

Property Owners Find Comfort in Savings and Doing Good Acts if message reinforced.

- City of San Diego / San Diego County Water Authority C.I.I. Save A Buck Program
- Owner's react to \$630
- Voucher simplicity works
- www.bewaterwise.com
- Water\$mart programs

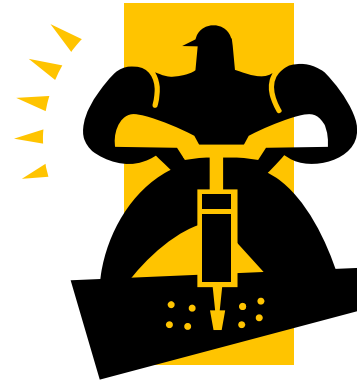


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The Install

■ Sustainability goes beyond water savings

- ◆ No utilities changed-out
- ◆ No hardscape disruption
- ◆ No disposal of equipment



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On Site Installation – 35 minutes



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On Site Installation

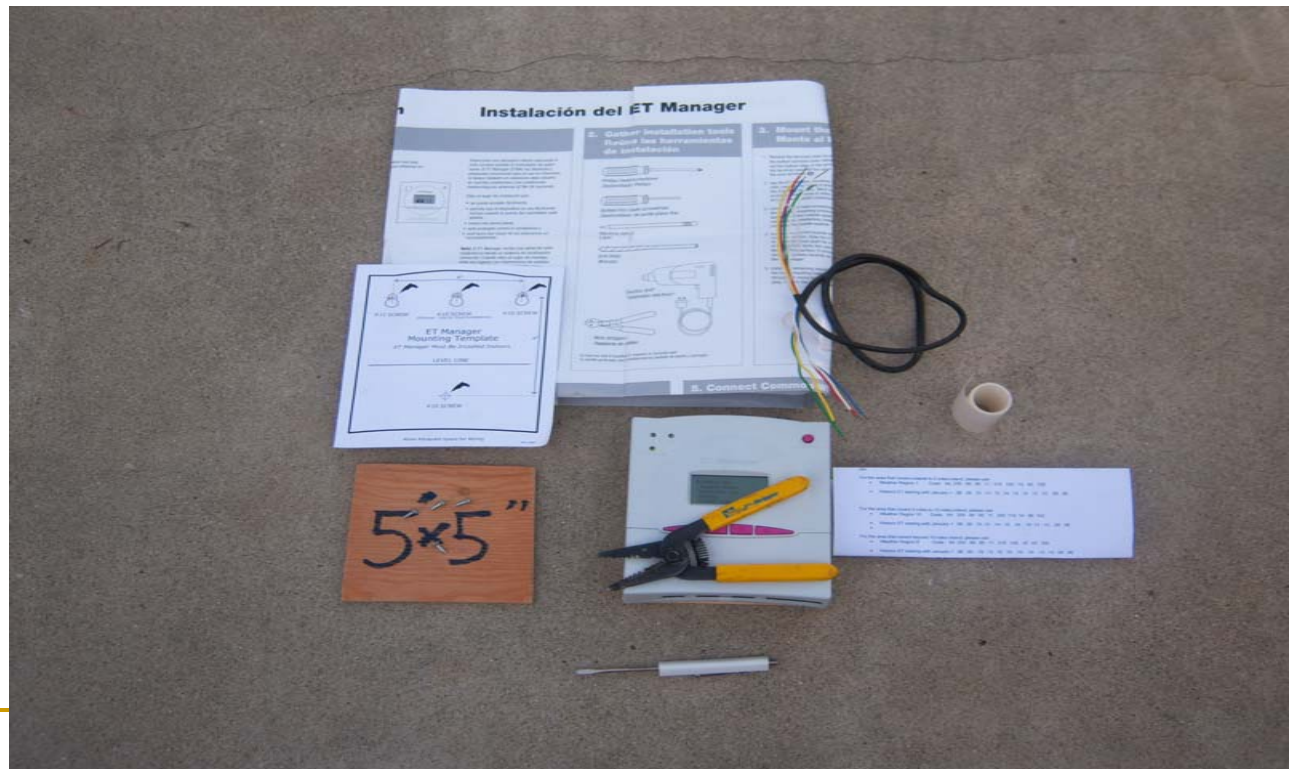
- Use the site expert



Sustainability in Landscape

The Secrets

- Pre-fabrication and good instructions save T&M costs.



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On Site Installation



Before

After



Program an Awesome Schedule

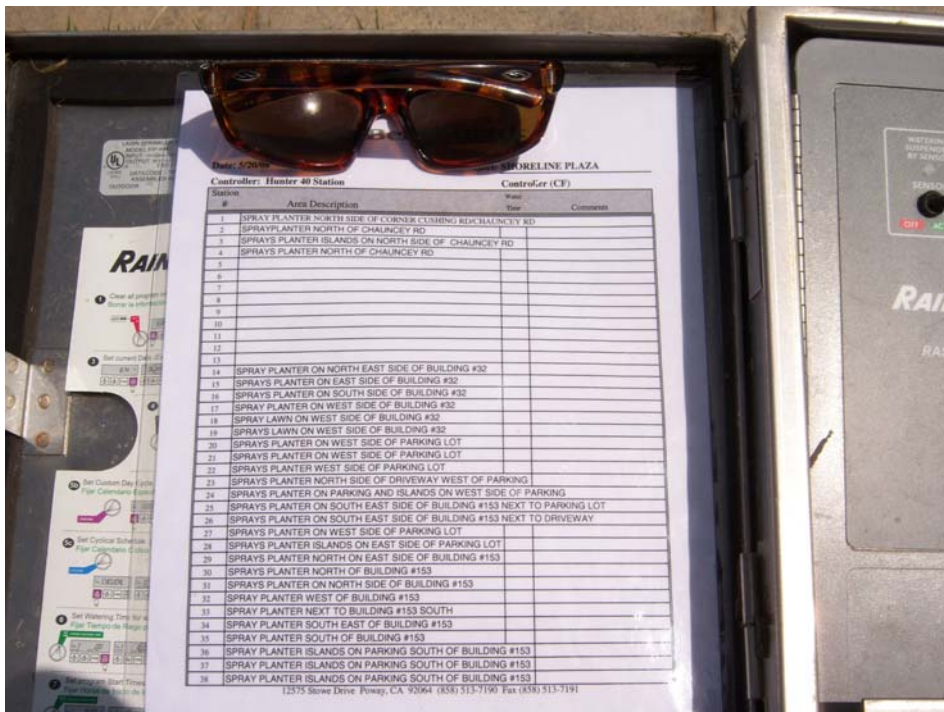


- ◆ Utilize best available site information
- ◆ Verify during runtime
- ◆ Know the site or suffer the consequences

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On Site Installation

- Determine start times required
 - Soil types, P.R. rates, effectiveness of design, etc.



Point Loma Secrets

Want a mutually beneficial installation?

At Site Installation & Training

- ◆ Manufacturers understand project dynamics
 - ◆ Work with staff **or** system is doomed
 - ◆ Pre-fab = less time away from duties
 - ◆ Train 1 or 2 employees to install & scheduling
 - ◆ Give maintenance company the credit
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Q & A

