This presentation premiered at WaterSmart Innovations

watersmartinnovations.com
Developing Collaborative Relationships for Conservation Projects

aka... A Collaborative Model for Healthy Landscapes
Project Team

- Weisburg Landscape Maintenance
- USAA®
- Earth Expressions Landscape and Maintenance
- Tall Timbers Tree & Shrub Service
- Water Returns
- NDS Natural Design Solutions
- H₂O

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Introductions

Your Presenters….

Steve Moorhead, Water Returns
Eric Moroski, Weisburg Landscape Maintenance
David Finch, H2O Landscape Management
Kyle Katsos, Earth Expressions

And Now About Our Participants…
Ground We’ll Cover

- Context, Organization & Process for Real Change
- Protecting the Investment & Growing the Return
- Outcomes Achieved To Date
- Tackling Your Challenges & Opportunities
Context, Organization & Process for Real Change
Real Change - Context

- Environment, Supply & Demand
- Regional, State & Local Initiatives
- Local Incentives
- Labor Pool
- USAA Values, Vision & Leadership
- The Property

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USAA understands and values the importance of sustainable landscape practices and the impact corporations can have by setting the example through responsible use of our natural resources.

Roger Lage
Director Workplace Services
USAA Colorado Springs Office
Real Change - Organization Facilitating Agent

- Sustainable Organizational DNA
- Integrate into Very Competitive Industry
- Protect Owner Interests & Intentions
- Understand Contractor Perspective & Interest
- Independently Facilitate Collaborative Assessment, Planning & Implementation

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Facilities organizations have a limited bandwidth (resources), therefore facilitating these changes is difficult to execute. The development of a plan with trusted third party providers to execute the vision allows the needed changes to take place.

Roger Lage
Director Workplace Services
USAA Colorado Springs Office
Real Change – Process
Xeric Conversions – Assessment
(Summer 2011)

- Independent Baseline Assessment
- Assessment Worksheets
- Scope of Assessment
Real Change – Process
Xeric Conversions – Planning
(Fall 2011 – Spring 2012)

- Integrate Vision & Assessment Findings
- Maintenance Costs/Savings; Xeric or Not
- Phased Master Concept Plan & Budget
- Phase 1 Construction Drawings
- Proactive City Plan Review Involvement

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Real Change – Process
Xeric Conversions – Implementation
(Summer 2012 & 2013)

- Proposal Solicitation & Contract Negotiations
- Sustainable Product & Performance Standards
- 3 Proactive Project Inspections

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Protecting the Investment & Growing the Return –

New Maintenance Model
New Maintenance Model – Factors

- Achieve Longterm Goals & Protect Investment
- Size of Property & Scope of Services
- Single General vs Multi Specialized Contractors
- Care, Health, Aesthetics & Water Savings
- Communication, Coordination & Role Clarity
New Maintenance Model – Process
(Fall 2014 – Summer 2016)

- Grounds, Irrigation, Trees & Demo Gardens
- Fertigation
- Separate & Complimentary SOWs & Standards
- Invitation & Selection Criteria
- Separate Pre-Bid Site Visits & RFP Revisions
- Bid Groupings & Contractor Selection
New Maintenance Model – Process (continued)

- Team Building
- Joint Assessments (Owner & Contractor)
- Assessment Findings & Recommendations
- Condition, Action Plan & Project Priorities
- Communication & Coordination
...all the participating contractors have a drive to succeed and help each other out. There is actually comfort in knowing someone knowledgeable has your back, especially Water Returns who ring leaders us all.

Eric Moroski
Partner/Owner
Weisburg Landscape Maintenance
...builds relationships and alliances within the industry and allows each company to stay focused on their line(s) of expertise... to ensure a healthy landscape on the USAA campus.

Dave Carpenter
Owner
Tall Timbers Tree & Shrub Service
Outcomes Achieved To Date
Outcomes to Date – Service Areas

Grounds

Upgraded Sports Fields Health & Appearance

June 2013  
June 2017
Outcomes to Date – Service Areas

Grounds

Improved Sports Field Management Within Budget

TOTAL YARDS = 100

Soccer nets

10 YARD END ZONE

60 YARDS

Soccer nets

10 YARD END ZONE

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Outcomes to Date – Service Areas

Grounds

Improved Safety & Aesthetics of Child Development Center
Outcomes to Date – Service Areas

Irrigation

- Major relocation, rewiring & organization of 3 irrigation clocks covering 100 zones
- Installation of remotes
- Diligent leak identification and repair & timing of winterization – saving $000.

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Outcomes to Date – Service Areas

Irrigation

Relocation, Rewiring & Organizing 3 Irrigation Clocks

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Outcomes to Date – Service Areas
Irrigation

Controlling the Controllers
Outcomes to Date – Service Areas

Trees

Inventoried, diagnosed & implemented first two of 3 year cycle of holistic care, pruning, spraying, deep root watering & feeding and (as needed) removal & replacement program for over 500 trees.
The trees have never loved life so much as they have over these last couple years.

Roger Lage
Director Workplace Services
USAA Colorado Springs Office
Outcomes to Date – Service Areas

Demonstration Gardens

- Completed meticulous inventory, diagnosis, care, watering & selective replacement of over 50 species of perennials, grasses, trees, ground covers and other shrubs in Demo Gardens
- Created Soil Building Mulch Rings saturated w/Compost Tea.
The benches and trash receptacles in the garden were made by Colorado Rock 'n Log, from burnt timbers harvested from the Mountain Shadows and Black Forest fires in 2012 and 2013.

For more information, including a more detailed landscape plan and plant list visit: www.waterreturns.org

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Great value has been realized by the detailed gardener level focus being given to the Demonstration Gardens – the degree of improvement to its care and appearance is unmatched.

Roger Lage
Director Workplace Services
USAA Colorado Springs Office
Outcomes to Date – Strategic

- Converted 4.4ac of KBG to Native Grass
- Reduced Water Use 35% Annually for 4yrs
- 28,000sf Demo Garden w/over 50 Xeric Species
- Reduced Water Use 25% w/Maintenance Model
- Far Better Service & Condition of Landscape

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Tackling Your Challenges & Opportunities
Working Together to Apply, Measure, Improve & Promote the Benefits of Sustainable Practices used in the Installation and Ongoing Maintenance of Landscapes.
Developing Collaborative Relationships for Conservation Projects

aka... A Collaborative Model for Healthy Landscapes