



A **BILLION** LITRES OF WATER SAVED

Proven Results

Clients

LEED and BOMA BEST

ANNUAL REPORT
2011



● ● ● ● ● CLIMATE CONTROLLED IRRIGATION

our business

► CLIMATE CONTROLLED IRRIGATION ◀

Eliminating waste in outdoor watering and delivering significant **\$\$\$ savings** on the utility bills of our over **500 clients**

► LEED CONSULTING ◀

Working with clients interested in obtaining **LEED Credits** through Water Efficient Landscaping.

► WEATHER DATA ◀

Supplying accurate and reliable weather data from our network of **38 weather stations** strategically located in major urban markets from **Vancouver** to **Montreal**



**Government
of Alberta** ■



2011 highlights

▶ **312 million litres** of potable water saved (or 48% savings)

▶ reduction to our client's utility bills of **\$500,000**

▶ average water savings of 1.5 million litres per **commercial property**

▶ average water savings of 1.9 million litres per
multi-family residential property

▶ exceeded **500 clients**

▶ average **ROI of 1.5 years** for commercial and multi-family residential properties

▶ delivered **LEED NC** and **LEED EBOM Credits**
to clients in **Calgary** and **Toronto** using Climate Controlled Irrigation with
conventional spray/rotor sprinklers

▶ increased to **38 weather stations** covering major urban municipalities
from **Vancouver** to **Montreal**

▶ worked with 60% of the companies who received **BOMA BEST** Certifications

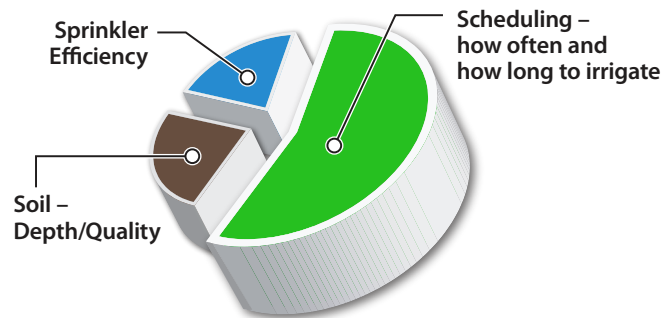
▶ **water rates jump by 24.2%** in Calgary over the next 3 years



understanding waste

- ▶ timer-based irrigation wastes **up to 60%** in potable water
- ▶ a City of Calgary 2003 study reported that automated irrigation systems watered **4.5x** above recommended levels – that's **8 feet** of water in a season
- ▶ timer-based scheduling is the reason for this waste and is also the simplest and easiest to fix

Factors Affecting Irrigation Efficiency



▶ THE PROOF ◀

TIMER BASED

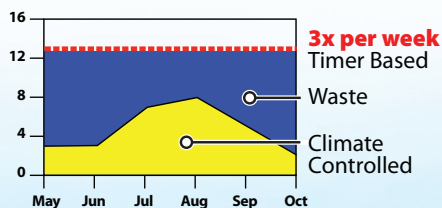
Watering based upon arbitrary pre-programmed schedule: typically 3x per week

VS

CLIMATE CONTROLLED

Watering based on changing climatic conditions i.e. watering more often during hot, windy, dry periods and far less often during cool, overcast, wet periods.

2011: Irrigation Frequency Calgary



2007 to 2011 Irrigation Frequencies: Calgary

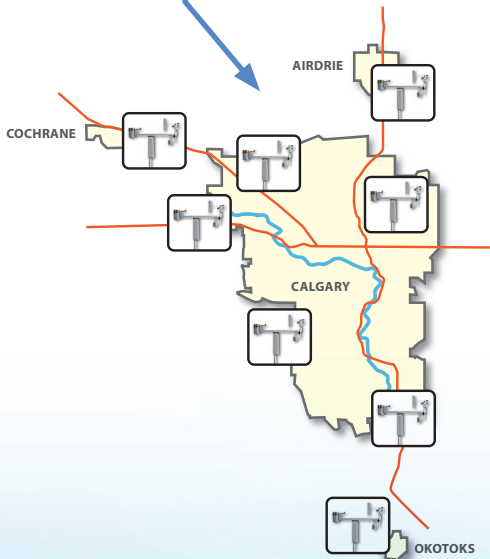
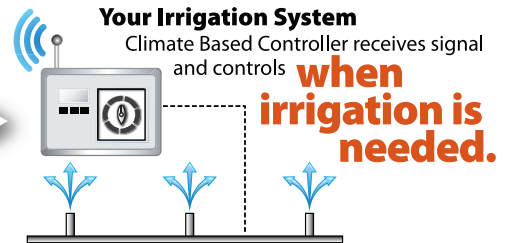
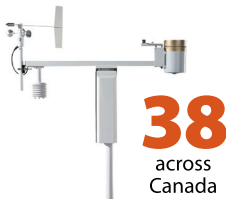
	2007	2008	2009	2010	2011
Climate Controlled	25	29	34	22	28
Timer-Based	66	66	60	66	66

how it works

Landscapes need water at changing rates based on weather conditions:
watering more during hot windy periods and less during cool overcast periods.
Climate Controlled irrigation monitors and uses weather data to do just that.

How It Works

Weather Stations



Just 4 simple steps:

- 1** replace only your timer-based irrigation controller with our climate-based controller
- 2** activate the climate-based controller to ExactET's local weather network
- 3** program the climate based controller to apply the correct amount of water for the site conditions (i.e. slope, soil type, root depth, shade, etc.)
- 4** monitor and report measurable water savings results

results



► MULTI-FAMILY RESIDENTIAL ◀

Property	2011 Water Savings (£)	2011 Cost Savings (\$)	Return on Investment (Yrs)
Coventry Meadows	1,321,000	\$2,400	0.7
Renaissance Villas	1,831,000	\$3,300	1.2
Mt. Douglas Peaks	3,480,000	\$6,200	1.3
Chelsea Station	3,589,000	\$6,400	0.6
Springside Villas	2,139,000	\$3,800	0.8
Inglewood Grove	5,658,000	\$10,100	0.6
Wentworth Villas	2,358,000	\$4,200	0.8
Tuscany Point	2,015,000	\$3,600	0.9
Mosaic of Aspen Hills	693,000	\$1,200	2.5
Wyldewood Estates	4,122,000	\$7,400	0.7
Raven Ridge Gardens	852,000	\$1,500	2.6



results

► INDUSTRIAL, COMMERCIAL AND INSTITUTIONAL ◀

Property	2011 Water Savings (£)	2011 Cost Savings (\$)	Return on Investment (Years)
Alberta Infrastructure: Lougheed House	2,572,000	\$4,600	1.3
ATCO Gas: Airdrie Operations	1,007,000	\$1,800	1.9
Brookfield Properties: Suncor Energy Centre	2,111,000	\$3,800	2.2
Calgary Co-op: West Springs Store	729,000	\$1,300	3.1
Bentall Kennedy: Canals A	2,410,000	\$4,300	0.9
GWL Realty Advisors: Westmount Corporate Campus	2,537,000	\$4,500	3.6
IKEA Canada: Deerfoot Meadows	5,782,000	\$10,300	0.7
Ivanhoe Cambridge: Deerfoot Meadows	7,918,000	\$14,100	0.6
Morguard Investments: Duncan Building	1,380,000	\$2,400	1.7
Oxford Properties: Southcentre Mall	4,269,000	\$7,600	1.2
Shaw Communications: Barlow Operations	3,471,000	\$6,200	0.5
Tonko Realty Advisors: Great Plains	1,689,000	\$3,000	1.1





A BILLION LITRES OF WATER SAVED

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