



MORE THAN A BILLION LITRES OF WATER SAVED

Canada's Leader in
CLIMATE CONTROLLED
IRRIGATION

Proven Results

Clients

LEED and BOMA BEST

ANNUAL REPORT 2012



our business

► CLIMATE CONTROLLED IRRIGATION ◀

Eliminating waste in outdoor watering and delivering significant **\$\$\$ savings** on the utility bills for our nearly **600 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 **40 weather stations** strategically located in major urban markets from **Vancouver** to **Montreal**



**Government
of Alberta** ■



**THE CITY OF
CALGARY**



2012 highlights

▶ **302 million litres** of potable water saved (or 30% savings)

▶ reduction to our client's utility bills of **\$600,000**

▶ average water savings of 700,000 litres per **commercial property**

▶ average water savings of 1.6 million litres per
multi-family residential property

▶ nearly **600 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

▶ our weather station network has expanded to include Red Deer and Scarborough
we have **40 weather stations**
covering major urban municipalities from **Vancouver** to **Montreal**

▶ completed climate controlled irrigation for **Calgary's 4 largest** shopping malls

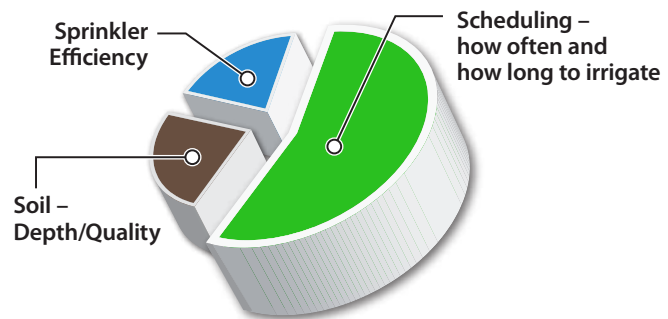
▶ **1.46 billion litres...** total amount of water saved since the launch of ExactET



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

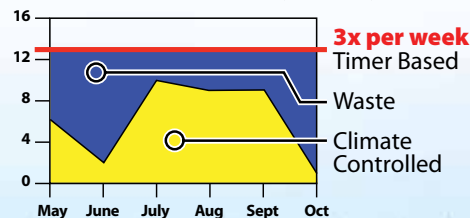
Watering based upon arbitrary pre-programmed schedule: typically 3x per week

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.

2012: Irrigation Frequency Calgary



2007 to 2012 Irrigation Frequencies: Calgary

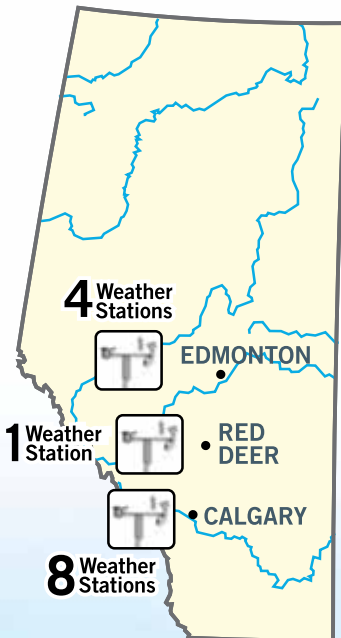
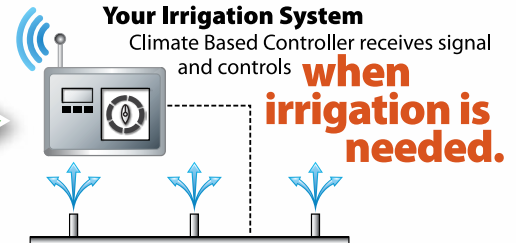
	2007	2008	2009	2010	2011	2012
Climate Controlled	25	29	34	22	28	37
Timer-Based	66	66	60	66	66	69

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



An Associa® Company



results

► MULTI-FAMILY RESIDENTIAL

Property	2012 Water Savings (£)	2012 Cost Savings (\$)	ROI (Yrs)
Coventry Meadows	1,400,000	\$2,400	2.8
Raven Ridge Gardens	1,434,000	\$2,800	1.3
Wyldeewood Estates	6,400,000	\$12,300	0.7
Mosaic of Aspen Hills	1,600,000	\$3,100	2.0
Glenmore Heights	1,100,000	\$2,100	1.5
Outlook of Royal Mews	4,183,000	\$8,000	2.6
Wildflower	3,418,000	\$6,600	3.3
Inglewood Grove	3,862,000	\$7,400	0.6
Springside Villas	2,041,000	\$3,900	0.6
Wentworth Villas	1,575,000	\$3,000	0.8

► GOVERNMENT/MUNICIPAL PROPERTIES

Alberta Infrastructure:	1,434,000	\$2,800	1.3
Loughheed House			
Town of Cochrane: Mitford	3,725,000	\$4,200	0.9
Park-Ball Diamonds			



results

▷ INDUSTRIAL, COMMERCIAL AND INSTITUTIONAL

Property	2012 Water Savings (£)	2012 Cost Savings (\$)	ROI (Years)
ATCO Pipelines: APEC Main Building (Edmonton)	1,175,000	\$2,800	1.2
Brookfield Properties: Suncor Energy Centre	1,100,000	\$2,100	2.8
Cadillac Fairview: Chinook Centre	3,951,000	\$7,600	1.0
Bentall Kennedy: Telus House	2,700,000	\$5,300	0.8
Bentall Kennedy: Jacobs Eng., Quarry Park	2,600,000	\$4,900	1.8
GWL Realty Advisors: Westmount Corp. Campus	3,500,000	\$6,800	2.9
IKEA Canada: Calgary Store	6,300,000	\$12,000	0.7
Ivanhoe Cambridge: Deerfoot Meadows	7,181,000	\$13,800	0.6
Morguard Investments: Southland Plaza	2,200,000	\$4,100	1.4
Oxford Properties: Southcentre Mall	12,037,000	\$23,100	1.2
Real Canadian Superstore: Coventry Hills	3,717,000	\$7,100	0.6
Triovest: 3900 106 Avenue S.E.	2,400,000	\$4,600	2.9





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