



NEARLY **TWO BILLION** LITRES OF WATER SAVED

Proven Results

Clients

LEED and BOMA BEST

Canada's Leader in
**CLIMATE CONTROLLED
IRRIGATION**

ANNUAL REPORT
2013



our business

► CLIMATE CONTROLLED IRRIGATION ◀

Eliminating waste in outdoor watering and delivering significant **\$\$\$ savings** on the utility bills for our over **600 clients**

► LEED CONSULTING ◀

Help clients attain **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**



cochrane
HOW THE WEST IS NOW



**STRATHCONA
COUNTY**



2013 highlights

▶ **430 million litres** of potable water saved (or 39% savings)

▶ reduction to our clients' utility bills of **\$880,000**

▶ average water savings of 1.1 million litres per **commercial property**

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

▶ over **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, Edmonton** and **Toronto** using Climate Controlled Irrigation with
conventional spray/rotor sprinklers

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

▶ **new clients:** **CREIT, EPIC Realty,**
Pure Industrial Real Estate Trust (PIRET), Bentall Kennedy Retail,
Avenue Commercial, Simco Management, View West Management,
Bentall Kennedy (Edmonton) and **Morguard** (Edmonton).

results

A sample of client water savings

▷ MULTI-FAMILY RESIDENTIAL

Property	2013 Water Savings (£)	2013 Cost Savings (\$)	ROI (Yrs)
Coventry Meadows	1,185,000	\$2,400	2.8
Raven Ridge Gardens	1,645,000	\$3,400	1.3
Wyldewood Estates	7,390,000	\$14,600	0.7
Mosaic of Aspen Hills	1,367,000	\$2,800	2.0
Glenmore Heights	1,621,000	\$3,300	1.5
Outlook of Royal Mews	4,806,000	\$9,900	2.6
Wildflower	2,599,000	\$5,300	3.3
Inglewood Grove	5,115,000	\$10,500	0.6
Springside Villas	1,470,000	\$3,000	0.8
The Phoenician Condominiums	1,201,000	\$2,400	0.8
Wentworth Villas	1,858,000	\$3,800	0.8

▷ GOVERNMENT/MUNICIPAL PROPERTIES

Alberta Infrastructure: Loughheed House	1,507,000	\$3,100	1.3
Town of Cochrane: Mitford Park–Ball Diamonds	1,462,000	\$2,200	0.9

results

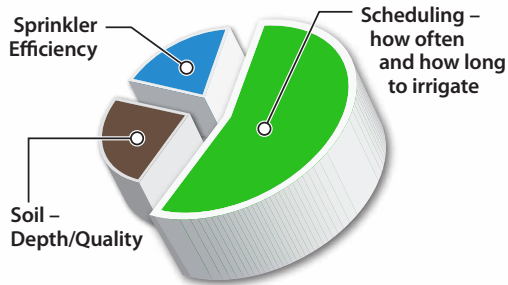
A sample of client water savings

▶ INDUSTRIAL, COMMERCIAL AND INSTITUTIONAL			
Property	2013 Water Savings (£)	2013 Cost Savings (\$)	ROI (Years)
Agrium Inc: Agrium Place	1,605,000	\$3,300	0.9
Boardwalk REIT: Prominence Place	783,000	\$1,600	2.1
Brookfield Properties: Suncor Energy Centre	534,000	\$1,000	2.8
Bentall Kennedy: Yellowhead Crossing I (Edmonton)	3,363,000	\$6,200	0.9
Cadillac Fairview: Chinook Centre	4,642,000	\$9,500	1.0
CREIT: Valleyfield Business Centre	2,190,000	\$4,500	0.9
First Capital Realty: Calgary South Health Region	3,711,000	\$7,600	0.6
GWL Realty Advisors: Westmount Corp. Campus	3,440,000	\$7,100	2.2
IKEA Canada: Calgary Store	6,123,000	\$12,600	0.7
Ivanhoe Cambridge: Deerfoot Meadows	7,181,000	\$13,800	0.6
Morguard Investments: Southland Plaza	2,352,000	\$4,800	1.4
Oxford Properties: Southcentre Mall	14,330,000	\$29,600	1.2
Real Canadian Superstore: Coventry Hills	3,257,000	\$6,700	0.6
Triovest: Meridian Business Park	1,649,000	\$3,400	1.1

understanding waste

► timer-based irrigation wastes **up to 60%** in potable water

Factors Affecting Irrigation Efficiency



TIMER BASED

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



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.

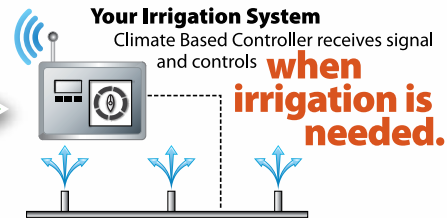
2007 to 2013 Irrigation Frequencies: Calgary

	2007	2008	2009	2010	2011	2012	2013
Climate Controlled	25	29	34	22	28	37	33
Timer-Based	66	66	60	66	66	69	66

how it works

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

our clients



Shaw)



arcturus[★]
REALTY CORPORATION



REAL CANADIAN
Superstore[★]

 **TELUS**



 Cadillac
Fairview

Brookfield Properties



 **BOARDWALK**
RENTAL COMMUNITIES



Bentall
Kennedy



VIEWWEST
MANAGEMENT INC.

Agrium

 **piret**
PURE INDUSTRIAL REAL ESTATE TRUST

 **Associa**[®]
Montgomery Ross & Associates



C-ERA PROPERTY
MANAGEMENT & REALTY
An Associa[®] Company

centron
REAL ESTATE DEVELOPMENT & CONSTRUCTION

SIMCO
MANAGEMENT
(CALGARY) INC.

realstar management

 **GATEWAY**
PROPERTY MANAGEMENT
CORPORATION



 **MasterBUILT**[®]
HOTELS

 **DUNDEE**

OXFORD

 Renaissance Management

 **ASSET WEST**
PROPERTY MANAGEMENT LTD.

 **CO-OP**

CBRE
CB RICHARD ELLIS

 **Ivanhoé
Cambridge**
CDP Capital
Groupe Immobilier



RIO  CAN

Government
of Alberta 

ATCO
GROUP

 **TRIOVEST**

 **CREIT**

 **RANCHO GROUP**

 Vanguard



 **Scotiabank**

 **GWL REALTY
ADVISORS**




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