

Commercial Water Conservation

Dr. Delorean S. Wiley TAWWA ICI Webinar





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New ICI Program Manager

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10+ years business experience across
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Incentives and Rebates

- WaterWise Landscape (HOA only) & Rainscape (schools only)
- Bucks for Business
- Cooling Towers & Alternative Colling Systems
- Commercial Kitchen
- Irrigation System Improvement

- Rainwater Harvesting
- Water Efficiency Audit
- Cartridge Pool Filter
- Pressure Regulating Valve
- Voluntary Reclaimed Connection Pilot



Program Trends

Decline since COVID pandemic

A lot of guesses why

No data to support any hypothesis

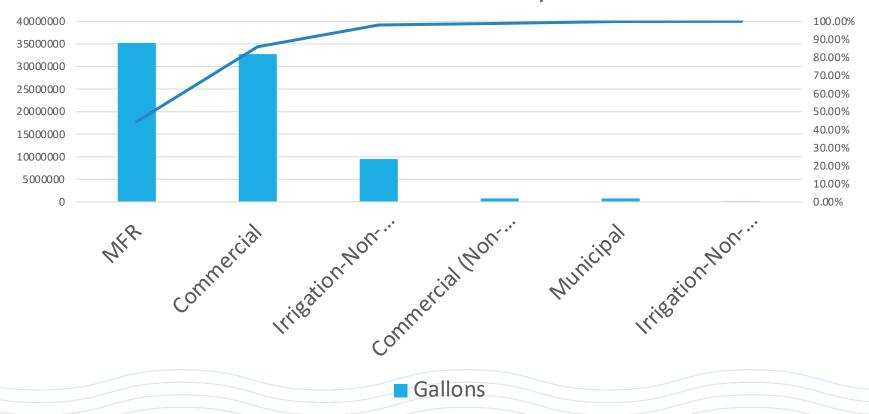






AMI for Targeted Outreach







The Rebate Pipeline

Lead

of impressions, Click-through Rate

of Leads per Stage

of Opps per Stage

Time to Close





Landing Page Conversion

% Conversion to Lead

% Conversion to Opp

% Closed & Paid

Gallons Saved, Cost/Gal Saved



Consolidate Rebates

- Water Efficiency "Evaluation"
 - Benchmark
- Bucks for Business
 - Performance Based
- Reclaim Connection
 - Outdoor Use



Water Efficiency and the Water Budget







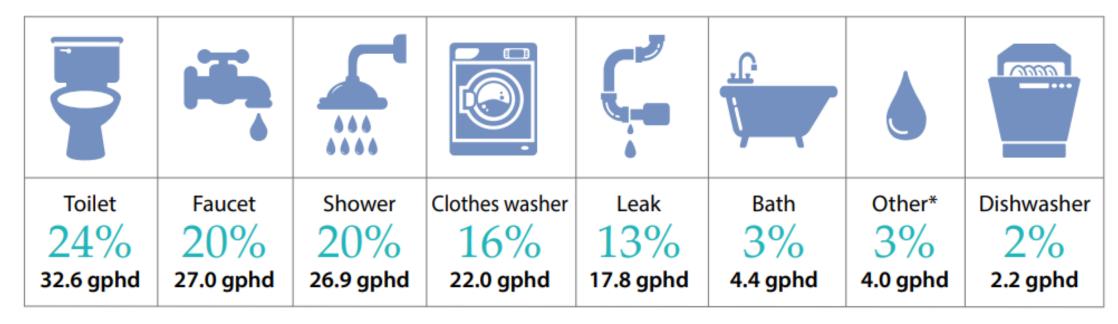
Benchmarking

S.M.A.R.T. Reduction Goals

Continuous Monitoring and Improvement



Indoor Water Use

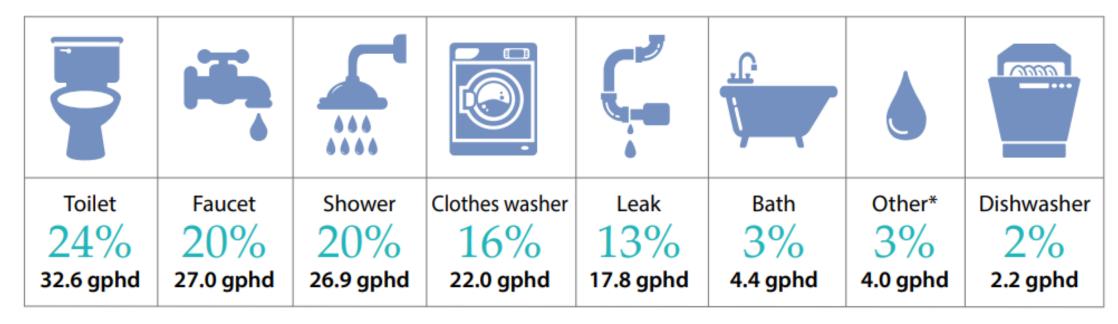


Source: Water Research Foundation

- Behavior is different if not directly paying the bill
- Leaks are often reported late or go unreported
- Toilets are often the culprit and simple to fix



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MFR Indoor Efficiency

- Student Housing
- Subsidized Housing
- Assisted Living



Outdoor Efficiency

- Car washes
 - Help validate technology through pilots and AMI
 - Need car counts
- Institutional accounts
 - AISD
 - St. Edward's University
- Be nimble consider payout after real data is collected



Lessons Learned Retrospect

- Start with the benchmarking so you can move through stages of efficiency
- Factors influencing move to reclaim for irrigation
 - Limited geographical distribution
 - Planning cycles
 - Incentives not covering enough to drive transition

Questions?

