Webinar

Water Wise Development Coalition Meeting - 3

Date: September 06, 2023

00:00:03 --> 00:00:04: Hello everyone.
00:00:04 --> 00:00:05: Thank you for joining us today.
00:00:05 --> 00:00:09: This is our third Water Wise Development Coalition meeting.
00:00:09 --> 00:00:13: We're excited that you're here with us for, for anybody
00:00:13 --> 00:00:17: who's new here, the Water Wise Development Coalition is a
00:00:17 --> 00:00:21: partnership between the Urban Land Institute, the Alliance for Water
00:00:22 --> 00:00:26: Efficiency, the Sonoran Institute and the Water Now Alliance and
00:00:26 --> 00:00:26: others.
00:00:27 --> 00:00:31: And we're convening land use and real estate professionals with
00:00:31 --> 00:00:35: policy makers and decision makers specifically to advance water smart
00:00:35 --> 00:00:38: real estate development and supportive policies.
00:00:38 --> 00:00:41: This is the only coalition I know of that focuses
00:00:41 --> 00:00:45: on bringing together the private sector with the public sector
00:00:45 --> 00:00:46: on these issues.
00:00:46 --> 00:00:48: So we, we really think that this work is important
00:00:48 --> 00:00:50: and we're excited that you're here.
00:00:51 --> 00:00:53: We have quarterly virtual meetings.
00:00:53 --> 00:00:55: So at the end of this, once we get through
00:00:55 --> 00:00:59: the expert presentations today, we're going to have an upcoming
00:00:59 --> 00:01:00: programming discussion.
00:01:00 --> 00:01:02: So we hope you stay with us through the whole
00:01:02 --> 00:01:02: meeting.
00:01:04 --> 00:01:07: And we'll also, you'll also have a say in upcoming
00:01:07 --> 00:01:09: meeting topics, speakers and efforts.
00:01:09 --> 00:01:11: So again, we're going to have that discussion towards the

00:01:11 --> 00:01:11: end.
00:01:11 --> 00:01:13: So please stay on the line.
00:01:14 --> 00:01:18: So today I hope you take a minute to introduce
00:01:18 --> 00:01:19: yourself in the chat.
00:01:19 --> 00:01:23: If you can include your name, title, organization and location,
00:01:23 --> 00:01:25: that would be super helpful for us to know who's
00:01:25 --> 00:01:28: in the room where you're calling in from and just
00:01:28 --> 00:01:30: to introduce yourself to the group.
00:01:32 --> 00:01:36: And today we have two excellent speakers.
00:01:36 --> 00:01:38: The 1st is Jonah Shine.
00:01:38 --> 00:01:42: He is the national program manager for homes and buildings
00:01:42 --> 00:01:44: with the USEPAS Watersense program.
00:01:44 --> 00:01:48: And he's going to be talking about Watersense and all
00:01:48 --> 00:01:53: the resources available from our federal government to support water
00:01:53 --> 00:01:55: wise development and built environments.
00:01:56 --> 00:01:59: And then Mike, I'm not going to pronounce your name
00:01:59 --> 00:02:00: right.
00:02:00 --> 00:02:02: Colignon, I don't know if that's right.
00:02:03 --> 00:02:06: He's the executive director and Co founder of the Green
00:02:06 --> 00:02:09: Builder Coalition and he's going to be talking about water
00:02:10 --> 00:02:13: efficiency rating scores or words and the resources that they
00:02:13 --> 00:02:13: have.
00:02:14 --> 00:02:18: So it will also have time after each presentation for
00:02:18 --> 00:02:19: Q&A.
00:02:19 --> 00:02:21: So if you want to put your questions in the
00:02:21 --> 00:02:24: chat box, we'll circle back with each speaker about your
00:02:24 --> 00:02:28: questions and you're welcome to unmute during those discussions and
00:02:28 --> 00:02:29: just chat with the speakers.
00:02:29 --> 00:02:32: So I think that's a real benefit of having a
00:02:32 --> 00:02:34: more informal environment like this.
00:02:34 --> 00:02:37: And at the end, as I mentioned, we're gonna have
00:02:37 --> 00:02:40: a group discussion about upcoming programming and potential projects we
00:02:40 --> 00:02:41: could work on as a coalition.
00:02:41 --> 00:02:43: So that should be great.
00:02:44 --> 00:02:46: And with that, I'll turn it over to our first
00:02:46 --> 00:02:47: speaker, Jonah.
00:02:49 --> 00:02:50: Alright, thanks.
00:02:50 --> 00:02:50: Thanks, Marianne.
00:02:52 --> 00:02:53: Just share my screen here.
00:02:55 --> 00:02:57: Alright, How's that?

00:02:57 --> 00:02:58: Looks great.
00:02:58 --> 00:02:59: That work good.
00:02:59 --> 00:03:01: OK, well, thanks for having me.
00:03:01 --> 00:03:04: I see a lot of familiar names on the call
00:03:04 --> 00:03:05: and some new ones.
00:03:08 --> 00:03:09: What I wanted to cover today.
00:03:09 --> 00:03:11: And I, I'm aware that I'm going to be preaching
00:03:11 --> 00:03:13: to the choir a little bit here.
00:03:14 --> 00:03:16: Everyone here on the call is obviously here because they
00:03:16 --> 00:03:18: believe in Watersmart developments.
00:03:19 --> 00:03:20: But I think it's important that we have some of
00:03:20 --> 00:03:21: that.
00:03:21 --> 00:03:24: We have this conversation and that we sort of gauge
00:03:24 --> 00:03:27: where EPA is coming from, why we have Watersense and
00:03:27 --> 00:03:31: why Watersense is concerned with, with putting efficient homes out
00:03:31 --> 00:03:34: into the marketplace from the time of construction to, to
00:03:34 --> 00:03:35: begin with.
00:03:35 --> 00:03:38: So like I said, I'm, I'm aware that I'm preaching
00:03:38 --> 00:03:40: to the choir a little bit, but I hope it
00:03:40 --> 00:03:43: will be helpful and I hope it maybe maybe helps
00:03:43 --> 00:03:45: calibrate the conversation a little bit.
00:03:46 --> 00:03:49: And again, you know, I'd remind everyone that EP, as
00:03:49 --> 00:03:52: you could argue, EP as primary function is to enhance
00:03:52 --> 00:03:54: the delivery of clean, healthy water.
00:03:55 --> 00:03:57: You look at our budget, that's sort of the top
00:03:57 --> 00:03:58: line item.
00:03:58 --> 00:04:00: It outweighs just about everything else.
00:04:00 --> 00:04:02: We spend money on here by about 50 times.
00:04:03 --> 00:04:05: It's the best thing you can do for human health
00:04:05 --> 00:04:06: and, and, and the environment.
00:04:06 --> 00:04:10: And I think water, using water efficiently has to be
00:04:10 --> 00:04:12: a big part of that.
00:04:12 --> 00:04:14: So won't spend too much time on this.
00:04:14 --> 00:04:17: But in case anyone's not familiar with Watersense, our job
00:04:18 --> 00:04:18: is to save water.
00:04:19 --> 00:04:20: That's what we're here to do.
00:04:21 --> 00:04:23: These are the metrics that I take to my bosses
00:04:23 --> 00:04:23: every year.
00:04:23 --> 00:04:26: And I say, hey, This is why the invest the,
00:04:26 --> 00:04:30: you know, few $1,000,000 that you've invested in the Watersense

00:04:30 --> 00:04:33: program is a good return for the agency, for the
00:04:33 --> 00:04:36: taxpayers and for the country as all because we're being
00:04:36 --> 00:04:41: effective at saving water, using it more efficiently and delivering.
00:04:42 --> 00:04:44: I have to change my audio real quick.
00:04:44 --> 00:04:46: Everyone get my headset to that.
00:04:56 --> 00:05:00: All right, let me see if that'll, if that'll work.
00:05:01 --> 00:05:02: I just put them in.
00:05:02 --> 00:05:04: So I have no idea why they're about to die,
00:05:05 --> 00:05:05: but anyway.
00:05:06 --> 00:05:08: So for those of you who aren't familiar with us,
00:05:08 --> 00:05:10: you can think of us as being like Energy Star.
00:05:10 --> 00:05:14: But of course we focus on saving water, not saving
00:05:14 --> 00:05:14: energy.
00:05:17 --> 00:05:19: This is some of the places on our product labeling
00:05:19 --> 00:05:20: system that you can find.
00:05:20 --> 00:05:22: You can find the labour just like Energy Star.
00:05:22 --> 00:05:26: We're probably better known for our product labeling program then
00:05:26 --> 00:05:29: we are for our whole home label labeling program.
00:05:30 --> 00:05:32: There's also, I think an important lesson I want to
00:05:32 --> 00:05:35: pull out of here because on the last call, one
00:05:35 --> 00:05:37: of the things I heard Jacob Patalis and KB Home
00:05:37 --> 00:05:40: talk about was the need for some consistency and standards
00:05:40 --> 00:05:44: across the different states, across the different jurisdictions, across the
00:05:44 --> 00:05:47: different places that a builder like KB is trying to
00:05:47 --> 00:05:50: build and adhere to the different, different policies.
00:05:51 --> 00:05:53: And to be honest, that sounds really similar to me
00:05:53 --> 00:05:56: to what we heard from the manufacturing industry back in
00:05:56 --> 00:05:59: the back in the 2000s when we were first standing,
00:05:59 --> 00:06:00: standing water stents up.
00:06:02 --> 00:06:05: You know, we, we adopted federal standards for plumbing products
00:06:05 --> 00:06:06: back in, back in the 90s.
00:06:07 --> 00:06:09: Took us a few years to figure the figure those
00:06:09 --> 00:06:11: out and start delivering high performing products.
00:06:11 --> 00:06:15: But what we started to see was each individual jurisdiction
00:06:15 --> 00:06:19: was developing their own criteria for efficient products because they
00:06:19 --> 00:06:20: were driven to save water.
00:06:21 --> 00:06:23: They saw plumbing products as, as a good way to
00:06:23 --> 00:06:24: do way to do that.

00:06:24 --> 00:06:26: But no one could really agree on what that on
00:06:26 --> 00:06:28: what that what that meant.
00:06:28 --> 00:06:30: And that did a couple of things that that had
00:06:30 --> 00:06:32: a couple of downfalls for it.
00:06:32 --> 00:06:36: Number one is we have a lot of water utilities,
00:06:36 --> 00:06:36: right?
00:06:36 --> 00:06:40: Yeah, tenfold the number that we do for energy utilities.
00:06:41 --> 00:06:44: And in reality, it's really only the the largest ones
00:06:44 --> 00:06:47: that are resourced well enough to develop those types of
00:06:47 --> 00:06:51: those types of sort of product lists and, and policies
00:06:51 --> 00:06:54: #2 it was driving the manufacturers insane because you could
00:06:54 --> 00:06:57: develop a product that met the criteria in one, in
00:06:57 --> 00:07:00: one area, but it wouldn't meet the criteria in in
00:07:00 --> 00:07:01: another area.
00:07:02 --> 00:07:04: And I think the sort of the proof is in
00:07:04 --> 00:07:07: the pudding here, right back in we started labeling products
00:07:07 --> 00:07:08: in 2008.
00:07:08 --> 00:07:13: Back then there were maybe 2025 high performing, high efficiency
00:07:13 --> 00:07:15: toilets on the marketplace.
00:07:15 --> 00:07:18: There's, there's hundreds or not thousands today because we haven't
00:07:18 --> 00:07:21: agreed upon definition of what that, of what that means.
00:07:21 --> 00:07:24: So like I said, I think the, the frustration I,
00:07:24 --> 00:07:26: I, I heard from Jacob on the last calls failure
00:07:26 --> 00:07:27: familiar to us.
00:07:27 --> 00:07:29: And I think we're hearing it more and more from
00:07:29 --> 00:07:31: the building and developing developer industry.
00:07:32 --> 00:07:35: And that's a big reason why we have water sense
00:07:35 --> 00:07:35: labeled homes.
00:07:35 --> 00:07:39: It's the first national certification for water efficiency.
00:07:39 --> 00:07:41: And part of what we're striving to do is to
00:07:41 --> 00:07:45: provide a consistent and comprehensive approach to building efficient homes.
00:07:46 --> 00:07:47: I want to be clear, I think a lot of
00:07:47 --> 00:07:50: times when I talk about consistency across the whole country,
00:07:51 --> 00:07:53: people read that as the house will be exactly the
00:07:53 --> 00:07:53: same.
00:07:54 --> 00:07:56: And that's obviously not the case, right?
00:07:56 --> 00:08:00: You know, we have different climates, different markets, different sizes,

00:08:00 --> 00:08:02: all of these things.
00:08:02 --> 00:08:05: That's going to mean that different solutions are going to
00:08:05 --> 00:08:09: yield different efficiencies in different in different scenarios.
00:08:10 --> 00:08:12: We can adjust for that, right?
00:08:12 --> 00:08:16: Water efficiency is highly variable, but at the same time
00:08:16 --> 00:08:20: it's highly predictable across a handful of of easy to
00:08:20 --> 00:08:22: understand, understand factors.
00:08:22 --> 00:08:25: So that's really what we try to cue into, especially
00:08:25 --> 00:08:26: with version 2.
00:08:27 --> 00:08:28: We're in the second year of version 2.
00:08:28 --> 00:08:31: Our goal is to reduce water use in homes by
00:08:31 --> 00:08:35: at least 30% based on national codes and standards.
00:08:35 --> 00:08:37: I'll talk a little bit more about that.
00:08:37 --> 00:08:40: Like everything, we put the label on 3rd party certified
00:08:40 --> 00:08:43: and we do our best to use the existing certification
00:08:43 --> 00:08:46: infrastructure that's out there so that it can be as
00:08:46 --> 00:08:50: as cost effective and seamless to the builders and developers.
00:08:50 --> 00:08:52: But at the same time, we oversee it as the
00:08:52 --> 00:08:53: scheme holders.
00:08:53 --> 00:08:57: So there's some credibility from the EP as involvement relative
00:08:57 --> 00:08:58: to version one.
00:08:59 --> 00:09:00: We fill it off.
00:09:00 --> 00:09:03: There's a lot more flexibility and a lot more flexibility
00:09:03 --> 00:09:08: without compromising on efficiency and response to marketing climate changes
00:09:08 --> 00:09:09: a lot better.
00:09:09 --> 00:09:12: So like I said, went to second year version 2
00:09:12 --> 00:09:14: pretty happy with it so far and we just have
00:09:14 --> 00:09:16: to see what the journey goes from here.
00:09:18 --> 00:09:22: So why is building importance from a from a planning
00:09:22 --> 00:09:23: perspective.
00:09:23 --> 00:09:26: Well, of course we've all probably seen this scenario Communities
00:09:26 --> 00:09:28: have an interest in growing.
00:09:28 --> 00:09:30: They wanna add to the population, they wanna add to
00:09:30 --> 00:09:33: the tax base, they wanna expand the mayor, the City
00:09:33 --> 00:09:36: Council, whoever it is, it's usually not the person in
00:09:36 --> 00:09:39: an individual house because then we, so to get that
00:09:39 --> 00:09:42: very NIMBY approach approach to things, but certainly from a
00:09:42 --> 00:09:44: plan, from a plan perspective, people come in and say

00:09:45 --> 00:09:48: we're gonna grow, we're gonna add people, we're gonna grow

00:09:48 --> 00:09:50: the tax base, we're gonna do all these great things

00:09:50 --> 00:09:51: for the city.

00:09:51 --> 00:09:53: And on the planning side of things, we're sort of

00:09:54 --> 00:09:56: sitting there like, well, we have 50,000 acre feet of

00:09:56 --> 00:09:56: water.

00:09:58 --> 00:10:01: There's always things we can do to get more water,

00:10:01 --> 00:10:03: but it's expensive, right?

00:10:03 --> 00:10:06: And unfortunately, we're sort of rapidly reaching the point where

00:10:06 --> 00:10:09: all of the cheap things we can do to get

00:10:09 --> 00:10:11: to get more water, they've sort of been exhausted.

00:10:12 --> 00:10:15: So the traditional answer to planning has been very supply

00:10:15 --> 00:10:16: side solutions.

00:10:16 --> 00:10:18: Increasingly those are getting more and more more and more

00:10:19 --> 00:10:19: difficult.

00:10:19 --> 00:10:22: And it seems like that message tends to be lost

00:10:22 --> 00:10:24: on our political leadership a lot, a lot of a

00:10:24 --> 00:10:25: lot of the time.

00:10:26 --> 00:10:30: So from an efficiency perspective, it's really just a matter

00:10:30 --> 00:10:34: of given those limited resources, how many homes can we

00:10:34 --> 00:10:34: fit right?

00:10:35 --> 00:10:38: You know, based on what we've done traditionally, if we

00:10:38 --> 00:10:41: were to build just sort of stock house, you know

00:10:41 --> 00:10:43: that maybe on 1/4 acre lot use 146 K gal

00:10:43 --> 00:10:46: per year, that's only a couple of homes per acre

00:10:46 --> 00:10:48: foot of of water of water per year.

00:10:48 --> 00:10:51: Whereas the lower we can get that number, we can

00:10:52 --> 00:10:54: get that all the way up to 6-7, even 8-9

00:10:54 --> 00:10:57: homes per acre foot of water, we can stretch that

00:10:58 --> 00:11:00: 50,000 acre feet a lot far, a lot further.

00:11:02 --> 00:11:05: And again, I think water is sort of at a

00:11:05 --> 00:11:08: critical point right now because it's really, I like to

00:11:08 --> 00:11:11: say at the center of three crises #1 again, reaching

00:11:12 --> 00:11:14: to the choir here, but we have drought.

00:11:15 --> 00:11:18: This map looks a lot better than it did six

00:11:18 --> 00:11:18: months ago.

00:11:19 --> 00:11:22: Luckily, we no longer have sort of the entire West

00:11:22 --> 00:11:23: in a state of drought.

00:11:24 --> 00:11:26: You can see, you know, up and down the Colorado

00:11:26 --> 00:11:26: River.

00:11:26 --> 00:11:28: We're still not looking, looking so good.

00:11:28 --> 00:11:31: And of course, what we all know that the maybe

00:11:31 --> 00:11:34: the general public doesn't know yet is that drought isn't

00:11:34 --> 00:11:35: just a concern for the West.

00:11:37 --> 00:11:39: I'm sitting here in Washington, DC.

00:11:40 --> 00:11:42: You can see some discoloration around around that.

00:11:43 --> 00:11:43: Well, guess what?

00:11:43 --> 00:11:47: We're on emergency water supplies right in, in Washington, DC.

00:11:48 --> 00:11:50: If you go outside in the street and you start

00:11:50 --> 00:11:52: asking people, I'm guessing not many people know that.

00:11:52 --> 00:11:55: But ultimately we're going to pay for that, right?

00:11:55 --> 00:11:56: We're not, it's not, we're not seeing it on our

00:11:56 --> 00:11:57: water bills right now.

00:11:58 --> 00:12:02: No one's instituting mandatory reductions and mandatory efficiency.

00:12:02 --> 00:12:06: But ultimately the system's incurring greater cost because we're on

00:12:06 --> 00:12:09: those, because drought has pushed us to those secondary sources

00:12:09 --> 00:12:12: and they're more expensive for us to support.

00:12:12 --> 00:12:15: So drought's been an issue in the past.

00:12:15 --> 00:12:17: We're getting a little bit of a repeat that W

00:12:17 --> 00:12:18: it's going to come back.

00:12:18 --> 00:12:20: It's a, it's a state of crisis for sure.

00:12:22 --> 00:12:24: The other is infrastructure, right?

00:12:24 --> 00:12:27: The reason we're gonna incur all those additional cost in

00:12:27 --> 00:12:30: Washington, DC is because our infrastructure is set up to

00:12:30 --> 00:12:31: take water from the Potomac.

00:12:31 --> 00:12:34: We can take water from the, from the emergency sources,

00:12:34 --> 00:12:37: thankfully, but it's more intensive 'cause our infrastructure isn't set

00:12:37 --> 00:12:38: up for that.

00:12:39 --> 00:12:42: We could go on and on about different stats.

00:12:42 --> 00:12:45: I put a couple up here, you know, 12,000 mile

00:12:45 --> 00:12:48: of pipes, pipes that we replace in 2020.

00:12:49 --> 00:12:52: The American Society of Civil Engineers has this quote that

00:12:52 --> 00:12:55: they believe our, our water utilities are operating about $50

00:12:55 --> 00:12:56: billion beyond capital.

00:12:56 --> 00:13:01: So essentially fifty, $50 billion a year in the red

00:13:01 --> 00:13:04: for, for our, for our water utilities.

00:13:04 --> 00:13:07: But I think the staff that really sort of makes

00:13:07 --> 00:13:10: it sort of makes it hit home is something that

00:13:10 --> 00:13:11: you've probably all seen.

00:13:11 --> 00:13:13: It's, it's the cost of water, right?
00:13:13 --> 00:13:15: So most of us have probably seen a, a chart
00:13:15 --> 00:13:17: like this or, or something like it.
00:13:17 --> 00:13:20: Water and sewer rates have been going up way faster
00:13:20 --> 00:13:21: than other commodities.
00:13:21 --> 00:13:24: But again, the thing I'd stress is that this is
00:13:24 --> 00:13:27: being driven not by water as a, as a commodity
00:13:27 --> 00:13:31: that's valuable, but by infrastructure that that's what's pushing cost
00:13:32 --> 00:13:33: of cost, cost of water up.
00:13:34 --> 00:13:37: So any burden we have from drought stress, climate change,
00:13:37 --> 00:13:39: that's only going to make make things worse.
00:13:40 --> 00:13:43: And then finally, the the third crisis is housing, right?
00:13:43 --> 00:13:45: Let's be honest, we are in a housing crisis.
00:13:46 --> 00:13:49: If we look at the number between 2010 and 2020,
00:13:49 --> 00:13:51: the number of households that we've added.
00:13:51 --> 00:13:53: And again, this goes up and down based on various
00:13:53 --> 00:13:56: things that's happening with the economy and the country, country
00:13:56 --> 00:13:57: as a whole.
00:13:57 --> 00:14:00: But every year we add a certain number of households
00:14:00 --> 00:14:02: because we're still a growing country.
00:14:02 --> 00:14:05: And the answers are we actually don't add as many
00:14:05 --> 00:14:05: housing.
00:14:06 --> 00:14:08: So for this 10 year.
00:14:08 --> 00:14:11: We added about 4 million more households than we did
00:14:11 --> 00:14:13: than we did housing units.
00:14:14 --> 00:14:16: When we talk about the cost of housing, economists tell
00:14:17 --> 00:14:18: us a big part of that is that we, we're
00:14:18 --> 00:14:20: actually at a deficit for housing.
00:14:20 --> 00:14:21: And This is why, right?
00:14:21 --> 00:14:23: It's very, it's pretty simple economics.
00:14:23 --> 00:14:26: We are adding more households than we all have than
00:14:26 --> 00:14:27: we are housing units to house.
00:14:29 --> 00:14:31: The other side of this that I, I, I also
00:14:31 --> 00:14:33: like like to point out is that this line is
00:14:33 --> 00:14:37: actually just saying productivity in the building industry.
00:14:37 --> 00:14:41: It 2006 reference at 100 and you can see the
00:14:41 --> 00:14:44: line just kind of floats around 100.
00:14:44 --> 00:14:48: We're we're essentially no more productive at or more no
00:14:48 --> 00:14:52: more efficient at building homes today than we were a
00:14:52 --> 00:14:53: couple decades ago.

00:14:53 --> 00:14:54: And that's a big problem.
00:14:55 --> 00:14:57: So I guess I know I don't want to present
00:14:57 --> 00:15:00: this as just, oh, the solution is just to build
00:15:00 --> 00:15:03: houses because we have some problems doing that in a
00:15:03 --> 00:15:04: way as well.
00:15:05 --> 00:15:08: So said what, what, what they the thing that connects
00:15:08 --> 00:15:11: these three crises is water sitting right there in the
00:15:11 --> 00:15:11: middle.
00:15:12 --> 00:15:15: The only way we can address the housing crisis is
00:15:15 --> 00:15:17: is to build more houses.
00:15:17 --> 00:15:21: But that only puts more stress on the limited infrastructure
00:15:21 --> 00:15:24: and the limited water supplies that that we have from
00:15:24 --> 00:15:24: drought.
00:15:25 --> 00:15:28: How do we reconcile those all, all of those things?
00:15:30 --> 00:15:34: So from our perspective, water sense labeled homes is is
00:15:34 --> 00:15:36: is is a, is a good way to go, go
00:15:36 --> 00:15:38: about that, what we want to do.
00:15:39 --> 00:15:41: And to be clear, we will certify existing homes.
00:15:41 --> 00:15:43: But like a lot of green, like a lot of
00:15:43 --> 00:15:46: building certifications, our bread and butter is new construction.
00:15:46 --> 00:15:47: That's where we see most of our activity.
00:15:48 --> 00:15:51: And it makes a lot of sense because new construction
00:15:51 --> 00:15:52: is the natural intervention.
00:15:53 --> 00:15:57: It's our single best opportunity to get maximum efficiency into
00:15:57 --> 00:16:01: a home for minimal incremental cost and then yield those
00:16:01 --> 00:16:05: savings throughout throughout the life of the home.
00:16:06 --> 00:16:09: Compared to retrofit programs which we've done for a long
00:16:09 --> 00:16:09: time.
00:16:09 --> 00:16:12: And we, we see really great, great results that you're
00:16:12 --> 00:16:15: always going to spend more money trying to replace products
00:16:15 --> 00:16:16: that have already been installed.
00:16:16 --> 00:16:20: Then you will by installing, then installing solutions from, from
00:16:20 --> 00:16:20: the get go.
00:16:22 --> 00:16:24: Even if there are things that that are, that are
00:16:24 --> 00:16:26: possible to change out, like plumbing, like plumbing products.
00:16:27 --> 00:16:30: The situation we really want to avoid, and unfortunately we're
00:16:30 --> 00:16:33: seeing more and more of it these days is, you
00:16:33 --> 00:16:36: know, if you're going out and you're doing turf replacement
00:16:36 --> 00:16:39: in one location and a few miles away, turf is
00:16:39 --> 00:16:41: going in for the first time to, to a new
00:16:41 --> 00:16:45: home, that's a problem because it's a pretty ineffective

solution
00:16:45 --> 00:16:47: for the, for the, for the community.
00:16:48 --> 00:16:49: We're never going to catch up doing that.
00:16:50 --> 00:16:52: We have to figure out a way to get as
00:16:52 --> 00:16:55: much efficiency as possible into the homes at the time,
00:16:55 --> 00:16:56: at the time of construction.
00:16:57 --> 00:16:59: Like I said, that's our best chance.
00:17:01 --> 00:17:03: Now on the other side of things for builders and,
00:17:03 --> 00:17:06: and, and developers, and we heard a lot about this
00:17:06 --> 00:17:08: last time, I think there's also a lot of benefits
00:17:08 --> 00:17:10: to, to building water efficient homes or to building water
00:17:10 --> 00:17:12: efficient to building homes.
00:17:13 --> 00:17:15: First and foremost, I think it's important we not lose
00:17:15 --> 00:17:18: sight of that we're adding value when we build a
00:17:18 --> 00:17:19: water efficient home, right?
00:17:19 --> 00:17:22: We're, we're adding value to the resident, to the homeowner.
00:17:22 --> 00:17:23: It's going to result in cost savings.
00:17:23 --> 00:17:25: We can increase comfort.
00:17:25 --> 00:17:28: We can deliver more quality in a water sense labeled
00:17:28 --> 00:17:31: home than you might get from a, from a conventional
00:17:31 --> 00:17:33: home down down the street.
00:17:34 --> 00:17:36: We've seen, of course, that water is increasingly an important
00:17:36 --> 00:17:38: part of the land, land entitlement process.
00:17:39 --> 00:17:41: And another thing that we saw touched on a little
00:17:41 --> 00:17:44: bit in our last meeting is this concept of ESG
00:17:44 --> 00:17:45: reporting.
00:17:48 --> 00:17:51: These days, it seems like ESG has become sort of
00:17:51 --> 00:17:54: synonymous with just feel good sustainability reports.
00:17:54 --> 00:17:57: But I think it's, it's important to remember that at
00:17:58 --> 00:18:01: its core, ESG is meant to protect investors, right?
00:18:01 --> 00:18:04: So it's, it's not meant to show that companies are
00:18:04 --> 00:18:06: doing so much good for the environment per SE or
00:18:06 --> 00:18:08: for the, for the community per SE.
00:18:08 --> 00:18:12: It's meant to protect investors from the risk of doing
00:18:12 --> 00:18:17: something so horrible for the environment that it, that it,
00:18:17 --> 00:18:18: that it blows back on you.
00:18:19 --> 00:18:23: Not using water resources efficiently in parts of the country
00:18:23 --> 00:18:26: where the need to do so has become very apparent,
00:18:26 --> 00:18:29: like the Southwest and in the Colorado River basin, is
00:18:30 --> 00:18:33: increasingly seen by investors as a threat to their business,
00:18:33 --> 00:18:36: as a risk to continuing to operate.

00:18:36 --> 00:18:38: And I think that's very, that's very, that's a very
00:18:38 --> 00:18:39: easy case to make.
00:18:41 --> 00:18:43: The other part of ESG that I, that I'd like
00:18:43 --> 00:18:46: to highlight is that there's a lot of talk about
00:18:46 --> 00:18:50: decarbonization in the building industry right now.
00:18:50 --> 00:18:54: And water 100% has to be part of that conversation
00:18:54 --> 00:18:58: because we use huge quantities of energy to support our
00:18:58 --> 00:18:59: homes with water, right.
00:19:00 --> 00:19:03: So these are just some some really sort of general
00:19:03 --> 00:19:04: national numbers.
00:19:05 --> 00:19:08: You know, where we get the water from extraction is
00:19:08 --> 00:19:10: going to influence the amount of energy that we have
00:19:10 --> 00:19:13: conveyance, how far we have to transport it, what we
00:19:13 --> 00:19:15: have to do, what the quality is, what we have
00:19:15 --> 00:19:16: to do to treat it.
00:19:16 --> 00:19:19: And then what it takes to deliver that to customers
00:19:20 --> 00:19:22: is going to vary based on to rain from from
00:19:23 --> 00:19:24: utility to utility.
00:19:24 --> 00:19:29: A really conservative national average would be something around 600,
00:19:29 --> 00:19:32: seventy, 674 kilowatt hours per acre foot is what is
00:19:32 --> 00:19:36: what we use, again, pretty conservative national average.
00:19:36 --> 00:19:39: These numbers on a whole are actually going up.
00:19:40 --> 00:19:43: And the reason that we see them going up over
00:19:44 --> 00:19:47: time is that as you move to the secondary sources,
00:19:47 --> 00:19:49: well, guess what?
00:19:49 --> 00:19:52: They're further away, they're deeper in the ground.
00:19:52 --> 00:19:54: They have lower quality and require more treatment to bring
00:19:54 --> 00:19:56: them, to bring them up to the quality where they
00:19:56 --> 00:19:57: can, where they can be delivered.
00:19:58 --> 00:20:02: All of those things increase the embedded energy in in
00:20:02 --> 00:20:02: water.
00:20:02 --> 00:20:04: Of course, once we deliver it to home, we have
00:20:04 --> 00:20:07: to know where the water goes to know what's really
00:20:07 --> 00:20:08: happening with its footprint.
00:20:09 --> 00:20:11: If it, if it's, you know, if it's used for
00:20:11 --> 00:20:15: something like outdoor irrigation that has other concerns in terms
00:20:15 --> 00:20:18: of storm water and and run off and things.
00:20:18 --> 00:20:20: It's sort of the end of its story as far
00:20:20 --> 00:20:22: as we're concerned in the water system for now.
00:20:22 --> 00:20:24: If it goes down the drain, of course we have

00:20:24 --> 00:20:25: to deal with it as wastewater.

00:20:25 --> 00:20:29: And if it's heated, that's another potential huge sink of

00:20:29 --> 00:20:32: energy heating water because we're doing all this great work

00:20:32 --> 00:20:35: getting heat pumps and more efficient water heaters out there.

00:20:35 --> 00:20:39: That number is actually going down wastewater treatment.

00:20:39 --> 00:20:43: Again, that number unfortunately is going up 800 kilowatt hours.

00:20:43 --> 00:20:45: Breaker foot is what we use as a as an

00:20:45 --> 00:20:51: estimate nationally because we're asking people, we're asking wastewater treatment

00:20:51 --> 00:20:54: plants to meet higher standards for discharge.

00:20:54 --> 00:20:58: This value 800 kWh kilowatt hours per acre foot.

00:20:58 --> 00:21:01: Again, it's, it's moving in the wrong, the wrong direction.

00:21:01 --> 00:21:04: So you Add all this up and again, this is

00:21:05 --> 00:21:08: a actually a pretty big slice of our national energy

00:21:09 --> 00:21:09: grid.

00:21:09 --> 00:21:11: So it's easy to lose track of.

00:21:11 --> 00:21:13: I think we talked about it at a really high

00:21:13 --> 00:21:16: level a lot, this connection between water, energy and carbon.

00:21:16 --> 00:21:20: But it's, it's very real, it's very measurable.

00:21:21 --> 00:21:23: And like I said, if we're serious about decarbonizing the

00:21:23 --> 00:21:25: economy, it has to be part of the conversation.

00:21:28 --> 00:21:31: So shifting topics to water sense labeled homes a little

00:21:31 --> 00:21:33: bit, of course, I'm starting to run out of time.

00:21:36 --> 00:21:38: As I mentioned before, we're in version 2.

00:21:38 --> 00:21:41: I like to break out the requirements for version 2

00:21:41 --> 00:21:41: into sort of two.

00:21:42 --> 00:21:45: We have the technical requirements, what homes have to actually

00:21:45 --> 00:21:45: meet.

00:21:46 --> 00:21:48: And then we have a number of documents that help

00:21:48 --> 00:21:50: us govern the certifications.

00:21:50 --> 00:21:55: So how home certification organizations or HCO conduct themselves, as

00:21:55 --> 00:21:58: well as the protocols we use as the scheme holder

00:21:58 --> 00:22:02: water sense to make sure that they're doing a good

00:22:02 --> 00:22:04: a good job and that they have a tool to

00:22:04 --> 00:22:08: effectively differentiate homes that save enough water.

00:22:08 --> 00:22:11: And I'll, I'll talk a little bit more about that,

00:22:11 --> 00:22:13: but I think the best thing will probably be to

00:22:13 --> 00:22:16: hear Mike talk about, about words and, and what they

00:22:16 --> 00:22:17: do within the Green Builder Coalition.

00:22:20 --> 00:22:21: So we do have this mandatory checklist.

00:22:21 --> 00:22:23: So very minimal.

00:22:23 --> 00:22:26: Every home, no matter what HCO they use, no matter

00:22:26 --> 00:22:29: where their home is being built, no matter what other

00:22:29 --> 00:22:32: features they might choose to incorporate to make it efficient,

00:22:32 --> 00:22:36: has to include these features, Water Sense labeled plumbing products

00:22:36 --> 00:22:38: and a pretty basic leak detection.

00:22:39 --> 00:22:42: The reason we require Water Sense label plumbing products isn't

00:22:42 --> 00:22:45: necessarily 'cause they save water, although they definitely do.

00:22:46 --> 00:22:48: It's because we do have the third, a third party

00:22:48 --> 00:22:51: certification for performance in addition to efficiency.

00:22:52 --> 00:22:54: So we have tests in place that make sure if

00:22:54 --> 00:22:56: a, if a toilet is going to have the water

00:22:56 --> 00:22:58: sense label on it, it's actually been tested to make

00:22:58 --> 00:23:00: sure it flushes the way a toilet should flush.

00:23:01 --> 00:23:02: Same with shower heads.

00:23:03 --> 00:23:05: It will actually deliver the kind of force that users

00:23:05 --> 00:23:06: expect to have.

00:23:07 --> 00:23:08: Same thing with leaks.

00:23:09 --> 00:23:13: Would you consider a, a brand new water efficient home

00:23:13 --> 00:23:15: that leaks to be high performing?

00:23:15 --> 00:23:16: I would argue no.

00:23:17 --> 00:23:19: You might argue that that doesn't happen.

00:23:19 --> 00:23:21: We, to be honest with you, we fail homes for

00:23:21 --> 00:23:22: failing.

00:23:22 --> 00:23:26: We fail homes for not needing the leak protection protocol

00:23:26 --> 00:23:27: all the time.

00:23:27 --> 00:23:29: So these are brand new homes that are about to

00:23:29 --> 00:23:32: be delivered to a homeowner in a matter of days

00:23:32 --> 00:23:35: and they cannot demonstrate that they're that they're leak free.

00:23:36 --> 00:23:37: That's obviously a problem.

00:23:38 --> 00:23:41: So yes, you do get credit for all this towards

00:23:41 --> 00:23:43: the efficiency requirements.

00:23:43 --> 00:23:45: But like I said, that's not really why we have

00:23:45 --> 00:23:47: the mandatory checklist.

00:23:47 --> 00:23:49: We have it because we want to make sure that

00:23:49 --> 00:23:53: Watterson's global homes meet a basic measure of performance and

00:23:53 --> 00:23:57: satisfaction in addition to to to delivering on efficiency.
00:23:59 --> 00:24:01: So of course your question is probably going to be,
00:24:02 --> 00:24:03: well, how do I measure 30%?
00:24:03 --> 00:24:05: And it's a little tricky.
00:24:05 --> 00:24:09: We actually do allow each of the individual HC OS
00:24:09 --> 00:24:13: to develop their own, what we call methodology, their own
00:24:13 --> 00:24:16: tool, their own rating system.
00:24:16 --> 00:24:19: It could be a check, a prescriptive checklist, but most
00:24:19 --> 00:24:20: of the time it takes the form of a of
00:24:20 --> 00:24:22: a rating system or a calculator.
00:24:23 --> 00:24:25: The reason that we do that is that we want
00:24:26 --> 00:24:30: to seamlessly fold Watersense in to whatever certifications are already
00:24:30 --> 00:24:31: happened.
00:24:32 --> 00:24:36: So especially since we're looking at things like the land,
00:24:36 --> 00:24:40: the installed landscape, the irrigation we need the utilities on
00:24:40 --> 00:24:45: for from a, from a builder or developer perspective, that's
00:24:45 --> 00:24:46: a razor thin margin, right?
00:24:46 --> 00:24:49: I mean, you might have days to just a couple
00:24:49 --> 00:24:54: of hours in between when everything's ready for inspection to
00:24:54 --> 00:24:57: when the home's going to be delivered to A, to
00:24:57 --> 00:24:58: a home buyer.
00:24:58 --> 00:25:00: We have to get that down as we have to
00:25:00 --> 00:25:03: minimize the point of contact as much as possible.
00:25:04 --> 00:25:07: So that's why we afford those, the HC OS that,
00:25:07 --> 00:25:08: that flexibility.
00:25:09 --> 00:25:11: That being said, we keep pretty tight controls on them.
00:25:11 --> 00:25:14: And, and again, Mike can attest to this as one
00:25:14 --> 00:25:18: of our HC OS, we're not particularly nice about it.
00:25:18 --> 00:25:20: We're, we're pretty strict in terms because we want to
00:25:20 --> 00:25:23: make sure that if the home has the water sense
00:25:23 --> 00:25:25: label on it, we know it's going to deliver on
00:25:25 --> 00:25:26: this savings for the home.
00:25:29 --> 00:25:32: Here's a quick look at, at our currently approved HC
00:25:32 --> 00:25:32: OS.
00:25:33 --> 00:25:35: We have one that only operates in California, which is
00:25:35 --> 00:25:37: chairs and then we have three that operate nationally.
00:25:38 --> 00:25:42: In addition to Mike at Green Builder Coalition, we have
00:25:42 --> 00:25:46: NGBS Green at Home Innovations who's mostly known for the
00:25:46 --> 00:25:50: NGBS certification and Resnet with their HERS H2O program who's
00:25:50 --> 00:25:54: mostly known for the HERS energy rating system.

00:25:57 --> 00:25:59: So how much water do we save with a, with
00:25:59 --> 00:26:00: a water sense labeled home?
00:26:01 --> 00:26:03: I use this sort of composite average home.
00:26:03 --> 00:26:07: So I, this is just the most statistically average home
00:26:07 --> 00:26:09: that I can, I can make if I put it
00:26:09 --> 00:26:12: in Salt Lake on a like about 1/4 acre lot,
00:26:12 --> 00:26:15: If I build it just to code, cause again, this
00:26:15 --> 00:26:17: is a, this is a pretty big lot.
00:26:18 --> 00:26:21: That home would probably use about 100, close to 160,000
00:26:21 --> 00:26:23: gallons of water per year.
00:26:23 --> 00:26:27: The mandatory checklist does have significant savings, right?
00:26:27 --> 00:26:31: All those, the Watersense label products and the leak detection,
00:26:31 --> 00:26:33: it's about 5 to 13% savings.
00:26:34 --> 00:26:36: A lot of times people will people in states like
00:26:36 --> 00:26:40: California that actually even go beyond Watersense levels and the
00:26:40 --> 00:26:43: plumbing products will, will kind of say, well, you know,
00:26:43 --> 00:26:46: there's really no point because we're already above Watersense levels.
00:26:47 --> 00:26:49: Well, plumbing products are only going to get you so
00:26:49 --> 00:26:50: far.
00:26:50 --> 00:26:53: So yeah, it can take you a little bit further
00:26:53 --> 00:26:56: up, but you're really not pushing the envelope too much
00:26:56 --> 00:27:00: from just the mandatory checklist as opposed to taking the
00:27:00 --> 00:27:03: full water sense labeled home 30% savings taking us all
00:27:03 --> 00:27:06: the way down to about 111,000 of of water per
00:27:06 --> 00:27:07: year.
00:27:09 --> 00:27:12: I think Jacob mentioned this study as as well.
00:27:12 --> 00:27:16: Last time the study we did with Southern Nevada, I
00:27:16 --> 00:27:19: think I saw Patrick on earlier the Southern Nevada Water
00:27:19 --> 00:27:23: Authority, what we piloted version 2 and and we found
00:27:23 --> 00:27:26: that, yeah, turns out this works right when we when
00:27:26 --> 00:27:30: we use these tools, when we use these these approved
00:27:30 --> 00:27:31: methodologies.
00:27:31 --> 00:27:34: And we asked, we asked the builders to design homes
00:27:34 --> 00:27:36: that we think are going to consistently save 30%.
00:27:37 --> 00:27:40: Yeah, they, they use a, you know, a pretty small
00:27:40 --> 00:27:41: amount of water.
00:27:41 --> 00:27:44: You remember from that, that previous slide, a lot of
00:27:44 --> 00:27:47: times in the West we might be looking at getting
00:27:47 --> 00:27:50: a like even today, 3 to 4 acres acre feet

00:27:50 --> 00:27:52: of water, homes per acre foot of water.
00:27:53 --> 00:27:55: We're able to get these up to the point where
00:27:55 --> 00:27:58: we're getting 7 1/2 homes per year with an acre
00:27:58 --> 00:27:59: with an acre foot of water.
00:28:01 --> 00:28:03: I think it tells you even more if you look
00:28:03 --> 00:28:05: at it compared to some other sources.
00:28:05 --> 00:28:09: So we have the residential end uses of water study
00:28:09 --> 00:28:13: it used about it had the average gallons per home
00:28:13 --> 00:28:16: per year at about 146,000 gallons per year.
00:28:17 --> 00:28:21: We did have some nice studies from from Southern Nevada
00:28:21 --> 00:28:25: water Authority looking at typical new construction chatted about 129
00:28:25 --> 00:28:26: K gal per year.
00:28:27 --> 00:28:30: The homes we did have this sort of big body
00:28:30 --> 00:28:34: of knowledge from the water smart homes program which was
00:28:34 --> 00:28:37: a local program they ran for a lot of years
00:28:37 --> 00:28:41: which told us that new homes built in 2008 2009
00:28:41 --> 00:28:43: use just under 100,000 gallons.
00:28:44 --> 00:28:47: Whereas the water smart homes, which included all of the
00:28:47 --> 00:28:50: water Sense label labeled plumbing products were down to 94,
00:28:50 --> 00:28:54: but compared to the water Sense labeled homes from the
00:28:54 --> 00:28:55: pilot all the way down to 53.
00:28:56 --> 00:28:58: So I think a lot of people really impressed with
00:28:58 --> 00:29:02: these numbers, but also it's important to point out it's
00:29:02 --> 00:29:05: just confirming what the modeling told us, right?
00:29:05 --> 00:29:07: If you go back to that slide I said about
00:29:07 --> 00:29:09: about Salt Lake, that modeling told us the same thing
00:29:09 --> 00:29:10: would happen.
00:29:10 --> 00:29:13: That if we take the sort of whole house approach
00:29:13 --> 00:29:15: and we try to identify where the savings is to
00:29:16 --> 00:29:18: be had based on, yes, the climate, but also the
00:29:18 --> 00:29:21: size of the lot, size of the footprint of the
00:29:21 --> 00:29:24: home, the different technologies that are going into it.
00:29:24 --> 00:29:27: That's where we really get the significant water savings.
00:29:27 --> 00:29:30: We, we saw the same thing in energy 2025 years
00:29:30 --> 00:29:33: ago as we moved more away from sort of product
00:29:33 --> 00:29:36: and light bulbs to whole house approaches and whole building
00:29:36 --> 00:29:37: approaches.
00:29:41 --> 00:29:42: And again, just to show you, as I, as I
00:29:43 --> 00:29:45: mentioned before, water use is highly variable, but it's also

00:29:46 --> 00:29:46: highly predictable.
00:29:47 --> 00:29:49: And what I mean by that is if you ask
00:29:49 --> 00:29:52: me to predict the water consumption of a particular home,
00:29:52 --> 00:29:55: I'm not super confident in my ability to do that.
00:29:56 --> 00:29:58: If you give me 100 homes and you ask me
00:29:58 --> 00:30:01: to predict their water use and ask me if I'm
00:30:01 --> 00:30:04: confident that I can predict which homes are going to
00:30:04 --> 00:30:07: use more or less water, then yeah, I can do
00:30:07 --> 00:30:09: a pretty good job of that.
00:30:09 --> 00:30:10: You're always going to have.
00:30:10 --> 00:30:13: So this is the actual metered consumption on the Y
00:30:13 --> 00:30:16: with the predicted consumption on the X.
00:30:16 --> 00:30:18: If we did a perfect job, this would be a
00:30:18 --> 00:30:21: completely, this would be a completely diagonal line.
00:30:21 --> 00:30:24: We don't expect that, but we get a pretty good
00:30:24 --> 00:30:26: trend along with some scatter.
00:30:27 --> 00:30:28: Again, we should expect these.
00:30:28 --> 00:30:30: They're not even really outliers.
00:30:30 --> 00:30:32: They're just sort of the normal variability that we see.
00:30:32 --> 00:30:35: You're always going to get these really high users.
00:30:36 --> 00:30:36: Why?
00:30:37 --> 00:30:37: It depends.
00:30:38 --> 00:30:41: A lot of times it's because there's a business operating
00:30:41 --> 00:30:41: out of that house.
00:30:42 --> 00:30:45: Sometimes it's because you've got like just a really green
00:30:45 --> 00:30:48: thumb who's, you know, it's just like watering their lawn
00:30:48 --> 00:30:49: all the time.
00:30:50 --> 00:30:52: And on the other side, you're going to get these
00:30:52 --> 00:30:53: really low users as well, right?
00:30:53 --> 00:30:56: Why then could because they're senior citizens who just don't
00:30:56 --> 00:31:00: use that much water, could be that they're second homes.
00:31:00 --> 00:31:02: All sorts of reasons come into play.
00:31:02 --> 00:31:04: That variability is going to be there.
00:31:04 --> 00:31:05: But if we look at the data set as a
00:31:05 --> 00:31:07: whole, we can do a pretty good job.
00:31:09 --> 00:31:11: And then I also just wanted to point out, you
00:31:11 --> 00:31:13: know, this can be implemented at a point.
00:31:13 --> 00:31:16: I grabbed a couple of examples from Central AZ where
00:31:16 --> 00:31:20: of course I think probably have a couple people from
00:31:20 --> 00:31:22: Central AZ on the call and can speak to this.
00:31:22 --> 00:31:25: A lot of concerns about what the future holds for
00:31:25 --> 00:31:29: that area and the availability of groundwater and Colorado

River
00:31:29 --> 00:31:29: water.
00:31:31 --> 00:31:33: If you think about this from sort of a a
00:31:33 --> 00:31:37: planning perspective in the the sort of Arc and timeline,
00:31:37 --> 00:31:40: you can do what Phoenix has done with the desert
00:31:40 --> 00:31:44: city development policy, which essentially adopts water sense labeled homes
00:31:44 --> 00:31:48: as a baseline best practice prior to the zoning process.
00:31:48 --> 00:31:51: So that happens really early in the planning process.
00:31:52 --> 00:31:54: Or you can do what CA PS done with the
00:31:54 --> 00:31:59: groundwater replenishment district and they're simply rebating post certification.
00:31:59 --> 00:32:03: The certification happens basically with the CEO.
00:32:04 --> 00:32:07: If that's where you incentivize it, then you're all the
00:32:07 --> 00:32:09: way at the other end of the of the of
00:32:09 --> 00:32:09: the cycle.
00:32:10 --> 00:32:12: It's really up to the up to you and up
00:32:12 --> 00:32:14: to the local jurisdiction of what makes sense.
00:32:15 --> 00:32:17: So my contact info I've got, I think Mary Ann,
00:32:17 --> 00:32:19: everyone will get these slides.
00:32:20 --> 00:32:22: OK, So I'm not going to go over them, but
00:32:22 --> 00:32:25: if you scroll through a lot of information on the
00:32:25 --> 00:32:29: different resources that we offer in Watersense and that that
00:32:29 --> 00:32:32: hopefully can be helpful and can be useful to you
00:32:32 --> 00:32:34: in your in your communities and your work.
00:32:34 --> 00:32:37: Let me pause there because I've already gone a few
00:32:37 --> 00:32:38: minutes over and I want to save time.
00:32:40 --> 00:32:41: Thank you so much, Jonah.
00:32:41 --> 00:32:43: This is so informative and I love all the data
00:32:43 --> 00:32:44: that you're sharing as well.
00:32:44 --> 00:32:45: That's so helpful.
00:32:46 --> 00:32:49: Just in the interest of time, I think we'll go
00:32:49 --> 00:32:52: to our next speaker and we'll hold Q&A for after
00:32:52 --> 00:32:53: both presentations.
00:32:53 --> 00:32:56: If you have any questions for Jonah, please put them
00:32:56 --> 00:32:58: in the chat box so that you don't forget what
00:32:58 --> 00:33:01: you want to ask and we'll make sure to loop
00:33:01 --> 00:33:02: Jonah into that Q&A.
00:33:02 --> 00:33:03: Mike, take it away.
00:33:05 --> 00:33:06: All right, thank you much.
00:33:06 --> 00:33:09: I'm going to share that screen one more time and
00:33:09 --> 00:33:12: just give me a thumbs up, Marianne, when it's coming

00:33:12 --> 00:33:13: through.
00:33:13 --> 00:33:13: Looks good.
00:33:15 --> 00:33:15: Thank you very much.
00:33:17 --> 00:33:19: So the the title of my section is a bit
00:33:19 --> 00:33:23: of a dad joke, although my children mispronounce it and
00:33:23 --> 00:33:24: call it bad jokes.
00:33:25 --> 00:33:28: But really I wanted to kind of talk a little
00:33:28 --> 00:33:29: bit about what are water ratings?
00:33:29 --> 00:33:32: So just kind of start at a macro level and
00:33:32 --> 00:33:34: then we'll we'll get down to more of a micro
00:33:34 --> 00:33:36: level of of words specifically.
00:33:38 --> 00:33:42: So for those who aren't aware, water ratings are analysis
00:33:42 --> 00:33:46: that are conducted on site by a third party, professional
00:33:46 --> 00:33:49: third party, something that Jonah mentioned earlier.
00:33:50 --> 00:33:53: They can be conducted on single family or multi family
00:33:53 --> 00:33:53: properties.
00:33:54 --> 00:33:57: And while they predict future water usage, I want to
00:33:58 --> 00:34:01: go back to the word property because it's not just
00:34:01 --> 00:34:03: looking at the structure.
00:34:03 --> 00:34:06: It has to look at the lot line in the
00:34:06 --> 00:34:09: entire property and what's going on there because we know
00:34:09 --> 00:34:13: that outdoor usage typically is more than indoor uses in
00:34:13 --> 00:34:14: most cases.
00:34:14 --> 00:34:16: So it has to look at the entire property.
00:34:16 --> 00:34:19: The other thing about water ratings, it's important to understand
00:34:19 --> 00:34:21: is their performance based.
00:34:21 --> 00:34:25: OK, so contrast to prescriptive, which is yes, no black
00:34:25 --> 00:34:26: and white.
00:34:26 --> 00:34:27: Did you do this or not?
00:34:28 --> 00:34:31: Performance is a little bit more like an amoeba.
00:34:31 --> 00:34:35: You know, it's it's not hard and fast.
00:34:35 --> 00:34:38: Instead, it's kind of the culmination of an equation that
00:34:38 --> 00:34:40: says, well, what did you do here?
00:34:40 --> 00:34:44: What you do there, all this kind of sums up
00:34:44 --> 00:34:48: into an equation and it gives you typically a score.
00:34:48 --> 00:34:49: And we'll, we'll talk a little bit more about that
00:34:49 --> 00:34:50: in a moment.
00:34:52 --> 00:34:57: Inherently by themselves, water readings don't require anything other than,
00:34:57 --> 00:35:00: you know, just, hey, here's what you did.
00:35:01 --> 00:35:04: But as we will talk about, you can layer in

00:35:04 --> 00:35:08: requirements, prescriptive requirements, you can layer in policies off of

00:35:08 --> 00:35:09: them.

00:35:09 --> 00:35:10: So there's a lot of different ways you can go

00:35:10 --> 00:35:11: about this.

00:35:12 --> 00:35:15: To give an example here, they could be incorporated into

00:35:15 --> 00:35:17: codes or regulations.

00:35:17 --> 00:35:21: Got some examples later on, financial incentives, even green building

00:35:21 --> 00:35:24: programs because they are performance based.

00:35:24 --> 00:35:27: So you could set the numbers depend upon what color

00:35:27 --> 00:35:30: scheme your green building program may utilize.

00:35:31 --> 00:35:34: So those are all real examples of things that have

00:35:34 --> 00:35:37: happened where we could, I'm going to move this screen

00:35:38 --> 00:35:38: out of my way.

00:35:38 --> 00:35:39: Hold on, there we go.

00:35:41 --> 00:35:45: Where we could see financial incentives, though we don't yet

00:35:45 --> 00:35:48: would be things like reducing storm water impact fees, possibly

00:35:48 --> 00:35:52: reducing tap fees, although there is some infrastructure costs built

00:35:52 --> 00:35:55: into that that you maybe can't get reduced, but also

00:35:55 --> 00:35:57: shortened permit review time.

00:35:57 --> 00:35:57: Time is money.

00:35:58 --> 00:36:01: So having this third party document brought to you and

00:36:01 --> 00:36:04: showing you, hey, this is what this property is doing,

00:36:04 --> 00:36:06: hopefully could be rewarded in some way.

00:36:08 --> 00:36:10: Now, what kind of water rating include?

00:36:11 --> 00:36:12: Well, they're going to include a lot of things.

00:36:13 --> 00:36:16: You see the two columns there, the indoor and outdoor.

00:36:16 --> 00:36:17: I'm not going to read them for you.

00:36:17 --> 00:36:19: I'm going to give you a moment to go ahead

00:36:19 --> 00:36:20: and check out that list.

00:36:21 --> 00:36:22: And that list is not all-encompassing.

00:36:23 --> 00:36:25: It really depends on the water rating.

00:36:25 --> 00:36:27: John talked about there's, there's a handful of them out

00:36:27 --> 00:36:28: there.

00:36:28 --> 00:36:30: I think of the analogy kind of like cars.

00:36:31 --> 00:36:34: So there's different cars you can buy, but even when

00:36:34 --> 00:36:37: you do buy a car, you still have choices.

00:36:37 --> 00:36:40: You have choices on, you know, what type of model

00:36:40 --> 00:36:43: is it, the sport edition, the luxury edition?

00:36:44 --> 00:36:46: And even then you have things like, well, you know,

00:36:46 --> 00:36:49: what are the different option packages, the colors and all
00:36:49 --> 00:36:51: sorts of things like that.
00:36:51 --> 00:36:54: So you really have to kind of assess each water
00:36:54 --> 00:36:57: rating and what does it do and what can have
00:36:57 --> 00:37:00: a macro level look at what they can include.
00:37:02 --> 00:37:05: And then on the output side of things, typically they're
00:37:05 --> 00:37:07: going to have a score zero to 100.
00:37:07 --> 00:37:09: And analogy I always say is it's just like golf,
00:37:09 --> 00:37:10: the lower the better.
00:37:11 --> 00:37:12: So that's how the score works.
00:37:12 --> 00:37:16: And as I mentioned before, when it comes to like
00:37:16 --> 00:37:20: green building programs or even codes and regulations or incentives,
00:37:20 --> 00:37:24: those numbers that you ultimately set can be modified depending
00:37:24 --> 00:37:25: upon the jurisdiction.
00:37:26 --> 00:37:29: Jonah mentioned it early and I agree it can be
00:37:29 --> 00:37:33: frustrating sometimes when there's very inconsistent hoops you have to
00:37:33 --> 00:37:34: jump through requirements.
00:37:35 --> 00:37:39: At the same time, different places may have different priorities.
00:37:39 --> 00:37:42: Some may want to target irrigation more so some may
00:37:42 --> 00:37:42: be indoor.
00:37:43 --> 00:37:46: That's also kind of the beauty of water ratings is
00:37:47 --> 00:37:49: you can make it work for you no matter what
00:37:49 --> 00:37:51: it is you need to do.
00:37:52 --> 00:37:55: The other thing on the output of a water rating
00:37:55 --> 00:37:58: is not just the score, but also the projected water
00:37:58 --> 00:37:59: usage.
00:37:59 --> 00:38:02: And then when you layer in the billing rates of
00:38:02 --> 00:38:06: the specific location, then you can get the projected water
00:38:06 --> 00:38:07: costs with words.
00:38:07 --> 00:38:12: We also put in the GPCD numbers based on either
00:38:12 --> 00:38:17: anticipated occupants, which we base it off of bedrooms plus
00:38:17 --> 00:38:18: one.
00:38:18 --> 00:38:20: But if you're looking at an existing property and then
00:38:20 --> 00:38:23: you know how many occupants are there and that's the
00:38:23 --> 00:38:24: assessment you're making at that time.
00:38:26 --> 00:38:30: Also on the existing home side of things, you can
00:38:30 --> 00:38:33: compare like, OK, here's what we have now, but we
00:38:33 --> 00:38:35: want to make these changes.
00:38:35 --> 00:38:37: So what's that effect going to be?

00:38:37 --> 00:38:38: What's the net effect?
00:38:39 --> 00:38:41: And you can play that what if game all day
00:38:41 --> 00:38:42: long with a tool like a water rating.
00:38:43 --> 00:38:44: So it's something else that we'll hit on a little
00:38:44 --> 00:38:45: bit later.
00:38:46 --> 00:38:49: I wanted to give people a kind of a glimpse
00:38:49 --> 00:38:52: of what a rating report looks like rather than walk
00:38:52 --> 00:38:53: you through all the inputs.
00:38:55 --> 00:38:58: Ours this is this is an example of, of words
00:38:58 --> 00:39:01: in the water rating report that we spit out.
00:39:01 --> 00:39:04: The one thing you're not seeing is if, because there's
00:39:04 --> 00:39:07: a screenshot, if I could scroll up, you would see
00:39:07 --> 00:39:10: the indoor and then the outdoor broken out separately.
00:39:10 --> 00:39:14: And then now here what I'm showing you is the
00:39:14 --> 00:39:17: combined usage and then your estimated costs and then the
00:39:17 --> 00:39:19: score that you get.
00:39:19 --> 00:39:22: And we actually break out our scores based on whether
00:39:22 --> 00:39:24: you reused or didn't reuse water.
00:39:25 --> 00:39:28: And we broke those out from the beginning, but it
00:39:28 --> 00:39:28: really paid off.
00:39:29 --> 00:39:32: Because Jonah mentioned this earlier, I'll go ahead and, and,
00:39:32 --> 00:39:34: and kind of give people a preview behind the curtain.
00:39:35 --> 00:39:39: When we went through the HCO process with Watersense, it
00:39:39 --> 00:39:41: was a pain in the butt.
00:39:41 --> 00:39:44: I mean, it was, it was really, really challenging.
00:39:45 --> 00:39:47: And it's no joke if you want to go through
00:39:47 --> 00:39:47: that process.
00:39:49 --> 00:39:51: But what helped us a little bit was because we
00:39:51 --> 00:39:55: had built in those two different scores then depending upon
00:39:55 --> 00:39:59: whether you reuse water or not, they really helped us
00:39:59 --> 00:40:02: because when we applied and got approved, we were applied
00:40:02 --> 00:40:04: for single family but without reuse.
00:40:05 --> 00:40:07: So if you're going to go for water, since for
00:40:07 --> 00:40:09: homes 2 point O and you're going to use words
00:40:09 --> 00:40:11: single family, you can do it all day.
00:40:11 --> 00:40:14: But if you're going to reuse water, that does not
00:40:14 --> 00:40:14: help you.
00:40:15 --> 00:40:16: We did not get that approval.
00:40:16 --> 00:40:19: So you would be looking at the no reuse credit
00:40:19 --> 00:40:22: score rather than with water reuse credit score.
00:40:23 --> 00:40:27: Now, that doesn't mean that you can't reuse water.

00:40:27 --> 00:40:30: OK, that's fine, you can, but it's just for waters
00:40:30 --> 00:40:31: and for home purposes.
00:40:31 --> 00:40:33: They're going to look at that other column down there.
00:40:35 --> 00:40:38: There's another output that we have with our tool and
00:40:39 --> 00:40:41: that is a construction report.
00:40:41 --> 00:40:44: So I've actually given you a glimpse of an actual
00:40:44 --> 00:40:46: real project out of New Mexico.
00:40:46 --> 00:40:49: I blacked out the the address because I didn't ask
00:40:49 --> 00:40:53: for permission, but you can kind of see here on
00:40:53 --> 00:40:54: the construction report.
00:40:54 --> 00:40:56: And this is something that could be utilized by a
00:40:56 --> 00:40:57: variety of parties.
00:40:58 --> 00:41:00: This could be utilized by a code official or a
00:41:00 --> 00:41:04: code enforcement department, could be utilized by a utility, a
00:41:04 --> 00:41:07: builder, designer, the homeowner, whoever wants to see this.
00:41:08 --> 00:41:10: But it kind of lays out, and I'll go through
00:41:10 --> 00:41:11: a couple of these images here.
00:41:11 --> 00:41:15: It kind of lays out, OK, here's some pertinent information
00:41:15 --> 00:41:17: relevant to this specific project.
00:41:18 --> 00:41:20: And one of the things I'm going to hit on
00:41:20 --> 00:41:22: is, is all the data that you get when you've
00:41:22 --> 00:41:24: conducted water rating.
00:41:24 --> 00:41:27: So you can kind of see here for this specific
00:41:27 --> 00:41:29: project, different inputs.
00:41:30 --> 00:41:33: I'm going to pretend like I'm scrolling down on the
00:41:33 --> 00:41:34: construction report.
00:41:34 --> 00:41:37: This is going to show you what these fixtures do
00:41:37 --> 00:41:38: on the inside.
00:41:38 --> 00:41:41: And then if we have other indoor fixtures, which this
00:41:41 --> 00:41:44: particular project did not, then it's blank there.
00:41:44 --> 00:41:46: But I do want to call your attention to the
00:41:46 --> 00:41:48: tabs in the very bottom of that screenshot.
00:41:49 --> 00:41:53: The words tool has quite a number of tabs, Indoor
00:41:53 --> 00:41:59: outdoor project information, caption reuse, construction report, rating report.
00:41:59 --> 00:42:01: We also have different tools built into the back of
00:42:01 --> 00:42:01: our tool.
00:42:03 --> 00:42:06: So the words tool itself, to get now to the
00:42:06 --> 00:42:10: more the micro level is kind of a collection of
00:42:10 --> 00:42:14: tools built into one tool to Scroll down one more.
00:42:15 --> 00:42:17: This would be the end of the construction report.
00:42:17 --> 00:42:21: This specific project did not use capture and reuse.

00:42:21 --> 00:42:21: So that's why you did.
00:42:22 --> 00:42:23: You don't see anything there.
00:42:23 --> 00:42:26: I called out in that red circle there.
00:42:26 --> 00:42:29: The project cannot qualify for watersons 2 point O at
00:42:29 --> 00:42:29: this time.
00:42:30 --> 00:42:33: One of the things that we built into the words
00:42:33 --> 00:42:36: tool is a automated quality control check.
00:42:37 --> 00:42:41: So you fat finger a number after you entered in,
00:42:41 --> 00:42:43: let's say your lot size.
00:42:43 --> 00:42:46: But then later you add up all the things that
00:42:46 --> 00:42:48: are in that lot and it doesn't add up to
00:42:48 --> 00:42:50: the same lot number that you put in initially.
00:42:51 --> 00:42:54: It'll it'll red flag it and say, you know, this
00:42:54 --> 00:42:55: does not compute.
00:42:55 --> 00:42:56: This is not equal.
00:42:56 --> 00:42:57: So you got to go check something.
00:42:58 --> 00:43:01: That's just one example of what the automated quality control
00:43:01 --> 00:43:05: check can do, but specific here, it's calling out, hey,
00:43:05 --> 00:43:08: there's something that has happened in this project that this
00:43:08 --> 00:43:11: doesn't qualify for Watersense 2 point O at this time.
00:43:12 --> 00:43:15: Doesn't mean you can't go back and change something both
00:43:15 --> 00:43:17: on the project and in the verification.
00:43:17 --> 00:43:20: But at this time, you're not going to get Watersense
00:43:20 --> 00:43:21: 2 point O.
00:43:21 --> 00:43:26: So I mentioned a little bit about it's a collection
00:43:26 --> 00:43:29: of tools built into a tool.
00:43:29 --> 00:43:32: So whenever I kind of give a walk through of
00:43:32 --> 00:43:35: the words tool in settings just like this, I always
00:43:36 --> 00:43:39: tell people that my favorite function of the tool is
00:43:39 --> 00:43:41: the tank sizing function.
00:43:42 --> 00:43:44: Our tank sizing functionality goes both ways.
00:43:45 --> 00:43:48: What I mean by that is doesn't matter if you're
00:43:48 --> 00:43:52: doing rainwater, Gray water, black water, stormwater, site water, if
00:43:52 --> 00:43:56: you're collecting that water and you're, you're holding it for
00:43:56 --> 00:44:00: reuse purposes, our tool can do either of two things.
00:44:01 --> 00:44:04: You can tell it, I'm going to put in a
00:44:04 --> 00:44:06: cistern of 10,000 gallons.
00:44:07 --> 00:44:09: Let's just make up a number and you can tell
00:44:09 --> 00:44:09: the tool that.
00:44:09 --> 00:44:12: And then the tool will then say to you, OK,
00:44:12 --> 00:44:16: based on that collection, based on rainfall rates that are

00:44:16 --> 00:44:19: re, you know, the number of occupants, the number of
00:44:19 --> 00:44:21: fixtures and all this stuff.
00:44:22 --> 00:44:25: Here's how you're going to be able to collect that
00:44:25 --> 00:44:29: 10,000 gallons, and here's then how it can offset however
00:44:29 --> 00:44:32: you want to offset your potable water usage.
00:44:33 --> 00:44:36: You can tell the tool I want to offset my
00:44:36 --> 00:44:39: clothes washer and my irrigation.
00:44:40 --> 00:44:44: OK, so then it's going to deduct the predicted usage
00:44:44 --> 00:44:49: for those two functions, clothes washer and outside irrigation out
00:44:49 --> 00:44:52: of the 10,000 gallons each month.
00:44:52 --> 00:44:54: And it's going to go, OK, you're either going to
00:44:54 --> 00:44:56: be fine or you're not going to have quite enough
00:44:56 --> 00:44:58: or you're going to stop in the potable water.
00:44:59 --> 00:45:01: But the tool can also work in reverse.
00:45:02 --> 00:45:06: You can tell the tool, hey, I want to re
00:45:06 --> 00:45:10: reuse water in such a way that it offsets my
00:45:10 --> 00:45:15: clothes washer, my dishwasher, my toilets and irrigation and the
00:45:15 --> 00:45:18: tool will go, OK, that's cool.
00:45:18 --> 00:45:21: Based on what you have told me, this is how
00:45:21 --> 00:45:22: much water you're going to need.
00:45:23 --> 00:45:26: You're going to need to put in X tank size.
00:45:27 --> 00:45:30: So we'll go either way on that other bonus kind
00:45:30 --> 00:45:32: of tools that are in there.
00:45:32 --> 00:45:36: It really helps with irrigation design because you can put
00:45:36 --> 00:45:40: in all the different facets of your landscape from, you
00:45:40 --> 00:45:44: know, trees and turf and any landscaping beds or bushes
00:45:44 --> 00:45:49: that you're putting in, pervious and impervious surfaces, pools, are
00:45:49 --> 00:45:50: they covered or not?
00:45:50 --> 00:45:54: Is it gardens, cactus with all these different facets of
00:45:54 --> 00:45:56: the landscape and put all that in.
00:45:56 --> 00:46:00: And you can even put in the specifics of the
00:46:00 --> 00:46:06: irrigation system, whether it's just one or you are hydrozoning.
00:46:06 --> 00:46:08: And in this section, I'm going to use this type
00:46:08 --> 00:46:09: of irrigation.
00:46:09 --> 00:46:10: There's other section of the landscape.
00:46:10 --> 00:46:12: I'm going to use the other type of irrigation system.
00:46:13 --> 00:46:13: So you can really help.
00:46:14 --> 00:46:17: It really helps to utilize if you're looking for something
00:46:17 --> 00:46:20: for irrigation design, fixture modeling kind of the same way.

00:46:22 --> 00:46:24: And this would come into play probably a little bit
00:46:24 --> 00:46:27: more with multifamily, which is one of the functionalities of
00:46:27 --> 00:46:27: ours as well.
00:46:29 --> 00:46:32: You're going to go build a multifamily project and you're
00:46:32 --> 00:46:35: saying, well, we usually use these faucets, but what if
00:46:35 --> 00:46:36: we change to this faucet?
00:46:37 --> 00:46:38: Well, there you go.
00:46:38 --> 00:46:41: Now you can kind of see the change in the
00:46:41 --> 00:46:43: projected projected water usage.
00:46:43 --> 00:46:46: If you just change out faucets, you could continue, I'm
00:46:46 --> 00:46:48: going to change out shower heads, toilets, I'm going to
00:46:48 --> 00:46:50: change out this, that and the other thing I'm going
00:46:50 --> 00:46:52: to put in a research system, whatever it is you're
00:46:52 --> 00:46:52: going to do.
00:46:53 --> 00:46:56: This would allow you to kind of play around with
00:46:56 --> 00:46:56: that.
00:46:56 --> 00:46:58: And and then it brings me to water audits.
00:47:00 --> 00:47:04: As you can probably ascertain by now, you're going to
00:47:04 --> 00:47:06: get a lot of data on a project using a
00:47:06 --> 00:47:07: water rig.
00:47:08 --> 00:47:11: OK, specifically words to you're going to get a whole
00:47:11 --> 00:47:14: lot because we're looking at every water usage on the
00:47:14 --> 00:47:15: property.
00:47:15 --> 00:47:18: And when I say every usage, I'd really mean that
00:47:18 --> 00:47:22: because while we don't have benchmarks for efficiency for some
00:47:22 --> 00:47:25: of the uses, we at least quantify it on a
00:47:25 --> 00:47:26: one to one basis.
00:47:26 --> 00:47:28: So we don't penalize you, we don't reward you.
00:47:29 --> 00:47:33: And this is things from, you know, water dispenser in
00:47:33 --> 00:47:37: your refrigerator to a sauna, an indoor fountain or pool,
00:47:37 --> 00:47:41: you know, whatever water usage you can think of, what
00:47:41 --> 00:47:44: we've got a way to to quantify it.
00:47:45 --> 00:47:48: So bottom line, you're going to get data, data and
00:47:48 --> 00:47:51: more data, whether it's you're coming at it from a
00:47:51 --> 00:47:56: utility standpoint, A municipality standpoint, maybe you're a builder, maybe
00:47:56 --> 00:47:57: you're a homeowner.
00:47:57 --> 00:47:59: Really the only data you're not going to get is
00:47:59 --> 00:47:59: that guy.
00:48:01 --> 00:48:05: Now talk real quick again, coming down to the micro
00:48:05 --> 00:48:09: on words because I want to make sure to establish

00:48:09 --> 00:48:13: one thing for sure and that is why readings aren't
00:48:13 --> 00:48:14: new.
00:48:16 --> 00:48:18: Words Development Group has been at this for a really
00:48:18 --> 00:48:19: long time.
00:48:21 --> 00:48:23: We formed in February 2014.
00:48:24 --> 00:48:27: So by my math, that's 9 1/2 years ago and
00:48:27 --> 00:48:32: we have been working on this tool and this program
00:48:32 --> 00:48:35: and the entire thing ever since.
00:48:35 --> 00:48:38: And the one thing I have to admit, and I've
00:48:38 --> 00:48:42: done this before in other presentations I've given, when we
00:48:42 --> 00:48:46: embarked on this project, I realized that we were doing
00:48:46 --> 00:48:47: something innovative.
00:48:47 --> 00:48:50: But what I didn't, I kind of underestimated was that
00:48:50 --> 00:48:52: we were kind of creating a little bit of a
00:48:52 --> 00:48:53: micro industry.
00:48:54 --> 00:48:57: That's that's the part I kind of missed because we've
00:48:57 --> 00:48:59: had to come up with education, we've had to come
00:48:59 --> 00:49:02: up with marketing, we've had to come up with all
00:49:02 --> 00:49:04: different facets of what in the world is a verifier
00:49:04 --> 00:49:05: or water rater.
00:49:06 --> 00:49:11: And so we continue to make improvements to our tool.
00:49:11 --> 00:49:14: We will never really stop making improvements to our tool.
00:49:14 --> 00:49:17: We're always trying to stay ahead of the market when
00:49:17 --> 00:49:19: it comes to like I mentioned Blackwater earlier, not many
00:49:20 --> 00:49:23: people are really using black water for residential purposes right
00:49:23 --> 00:49:23: now.
00:49:23 --> 00:49:26: But we built it in there anyway because we figured
00:49:26 --> 00:49:29: someday I want to call out a couple things before
00:49:29 --> 00:49:31: I go to the next part of the timeline.
00:49:31 --> 00:49:33: And that is, as you can see, there are ways,
00:49:34 --> 00:49:36: different ways this can be implemented.
00:49:36 --> 00:49:37: OK.
00:49:37 --> 00:49:43: Again, tax credits codes, green building programs is going to
00:49:43 --> 00:49:45: be on the next one.
00:49:47 --> 00:49:51: So we got into EPS, Watersense for homes 2 point
00:49:51 --> 00:49:51: O last year.
00:49:52 --> 00:49:53: We were super excited.
00:49:53 --> 00:49:57: We finally got through that process and that was great
00:49:57 --> 00:50:00: and it has opened up a lot of conversations for
00:50:00 --> 00:50:04: us and we want to continue to proliferate wars in
00:50:04 --> 00:50:06: a variety of places.

00:50:06 --> 00:50:10: Again, it comes back to what is it that you
00:50:10 --> 00:50:10: need?
00:50:11 --> 00:50:13: Because I don't walk into a meeting and say this
00:50:13 --> 00:50:14: is how you got to use it.
00:50:14 --> 00:50:16: You can use it in a variety of different ways.
00:50:16 --> 00:50:18: You can layer in prescriptive requirements if you want to.
00:50:18 --> 00:50:20: With water ratings, you don't have to.
00:50:20 --> 00:50:23: You can say the score is going to require something
00:50:23 --> 00:50:25: or not incentives, whatever it is.
00:50:27 --> 00:50:30: Last thing I want to talk about is the one
00:50:31 --> 00:50:35: word that we haven't mentioned yet, the one word that
00:50:35 --> 00:50:40: people try and avoid because it just makes people shudder.
00:50:40 --> 00:50:44: Whether you're the building industry, you're in a City Hall
00:50:44 --> 00:50:46: somewhere, and that is moratoriums.
00:50:47 --> 00:50:51: Nobody wants them because that's the domino that starts to
00:50:51 --> 00:50:54: possibly cascade to other things.
00:50:55 --> 00:50:58: But the reality of this is if we don't have
00:50:58 --> 00:51:00: any water, then we don't have any growth.
00:51:01 --> 00:51:02: Don't have made the case earlier.
00:51:02 --> 00:51:03: We need more housing.
00:51:04 --> 00:51:06: That means we need more growth, but we can't do
00:51:06 --> 00:51:07: it if we don't have water.
00:51:07 --> 00:51:10: So we've got to start to think responsibly.
00:51:11 --> 00:51:12: And I get it.
00:51:12 --> 00:51:15: You all are here just like I'm here every meeting
00:51:15 --> 00:51:18: understand that we need to move in this way.
00:51:19 --> 00:51:20: Why was I invited to be here?
00:51:21 --> 00:51:25: I think it was because if you think about water
00:51:25 --> 00:51:28: system homes, 2 point O, If you think about water
00:51:28 --> 00:51:32: ratings, to me I've always thought of them as the
00:51:32 --> 00:51:33: olive branch.
00:51:34 --> 00:51:38: The olive branch between the utility or the municipality that
00:51:39 --> 00:51:42: says, Oh my gosh, we might be running out of
00:51:42 --> 00:51:44: water and we can't do that.
00:51:45 --> 00:51:48: On the other side is the building industry that says
00:51:48 --> 00:51:50: if you tell us we can't build any more, all
00:51:50 --> 00:51:51: our jobs go away.
00:51:53 --> 00:51:54: You've got to figure out how to bridge that.
00:51:56 --> 00:51:58: And I love the slide that Jonah had with the
00:51:58 --> 00:51:59: mayor and the planner.
00:51:59 --> 00:52:03: That was really cool because you've got to figure out
00:52:03 --> 00:52:06: how to get land use planners talking about this, working

00:52:06 --> 00:52:11: with waters, water utility, working with the development committee community.

00:52:13 --> 00:52:16: One thing I think is that as we start to

00:52:17 --> 00:52:21: see that drought monitor map and and you see those

00:52:21 --> 00:52:25: varying colors on there, as things start to get a

00:52:25 --> 00:52:30: little bit more dire, it's going to bring the building

00:52:30 --> 00:52:32: community to the table.

00:52:34 --> 00:52:36: Whereas before maybe they had a little bit more leverage

00:52:36 --> 00:52:38: and they were like, hey, we bring in a lot

00:52:38 --> 00:52:40: of jobs, we bring in property taxes, etcetera.

00:52:41 --> 00:52:44: But by having them have to come to the table

00:52:44 --> 00:52:47: because things are starting to get more dire, I think

00:52:47 --> 00:52:51: it's swings of leverage a little bit towards utilities, towards

00:52:51 --> 00:52:55: the municipalities to say, hey, look, you really need to

00:52:55 --> 00:52:56: take some serious steps.

00:52:56 --> 00:53:00: Phoenix is a great example, but it's not the only

00:53:00 --> 00:53:00: one.

00:53:00 --> 00:53:01: There are others too.

00:53:02 --> 00:53:05: So I hope that we can get to a place

00:53:05 --> 00:53:08: where we are able to grow, but do it in

00:53:08 --> 00:53:11: a more responsible way and do it in a more

00:53:12 --> 00:53:14: managed way, data-driven way.

00:53:15 --> 00:53:19: So with that, I I will stop there and go

00:53:19 --> 00:53:23: ahead and hand it back to Marianne.

00:53:24 --> 00:53:25: Thank you so much, Mike.

00:53:26 --> 00:53:28: So I think what we'll do is we'll have AQ

00:53:28 --> 00:53:30: and a session with everyone.

00:53:30 --> 00:53:32: We already have some questions in the chat box.

00:53:33 --> 00:53:35: Shannon, do you want to go ahead and unmute and

00:53:35 --> 00:53:36: ask your question?

00:53:38 --> 00:53:39: Yeah, sure.

00:53:40 --> 00:53:41: Thank you so much to both of you for the

00:53:41 --> 00:53:42: presentation.

00:53:42 --> 00:53:45: And my question was just around how reuse was being

00:53:45 --> 00:53:48: defined when we talk about homes, whether we're talking about

00:53:48 --> 00:53:50: like localized, decentralized and.

00:53:50 --> 00:53:51: It seemed to me the more.

00:53:51 --> 00:53:52: It was talked about.

00:53:52 --> 00:53:55: It was more like maybe stormwater capture and use, right,

00:53:55 --> 00:53:59: like because there are very distinct differences in treatments and

00:53:59 --> 00:54:00: building.

00:54:00 --> 00:54:03: And so my question was just around that also like
00:54:03 --> 00:54:06: Gray water fits into there as well.
00:54:06 --> 00:54:07: And I wasn't sure if this.
00:54:07 --> 00:54:11: Encapsulated all in my mind kind of was starting to
00:54:11 --> 00:54:14: geek out on the reuse off site potential in that
00:54:14 --> 00:54:14: space.
00:54:14 --> 00:54:16: So if you could just speak to that, that would
00:54:16 --> 00:54:16: be great.
00:54:16 --> 00:54:17: Thank you.
00:54:17 --> 00:54:17: OK.
00:54:19 --> 00:54:23: I'll, I'll lead off Jonah and you can obviously chime
00:54:23 --> 00:54:27: in the way I was referring to as Shannon was
00:54:27 --> 00:54:28: on site reuse.
00:54:29 --> 00:54:32: So this is on on site of the property.
00:54:32 --> 00:54:35: Are you utilizing a, a grey water system on site
00:54:35 --> 00:54:39: or using a rainwater harvesting system on site or using
00:54:39 --> 00:54:42: potentially some kind of black water system?
00:54:43 --> 00:54:48: Are you potentially using some kind of passive system bioswales
00:54:48 --> 00:54:49: curb cuts?
00:54:51 --> 00:54:55: So there's there's kind of a variety of of reuse
00:54:56 --> 00:54:56: options.
00:54:56 --> 00:55:00: I'll say that that words can accommodate and and reward.
00:55:01 --> 00:55:03: So I hope that kind of gives you a little
00:55:03 --> 00:55:05: bit of a better sense of what I'm talking about
00:55:05 --> 00:55:06: a bit.
00:55:06 --> 00:55:08: Jonah, I want you to follow up with anything I
00:55:08 --> 00:55:09: missed on.
00:55:10 --> 00:55:10: Yeah, Now that.
00:55:10 --> 00:55:11: Thanks Mike, can you hear me?
00:55:11 --> 00:55:12: OK?
00:55:12 --> 00:55:14: I did have to switch sound.
00:55:14 --> 00:55:14: OK, cool.
00:55:16 --> 00:55:16: Yeah.
00:55:16 --> 00:55:19: So the, the one thing that we, that we have
00:55:19 --> 00:55:22: some language that we would sort of prohibit an HDO
00:55:22 --> 00:55:25: from using is like if, if they want to count
00:55:25 --> 00:55:29: like a municipal supplied reclaimed water, like a purple pipe
00:55:29 --> 00:55:31: system, we would not get, we would not let them
00:55:31 --> 00:55:33: give credit to home for that.
00:55:35 --> 00:55:38: So we do have sort of AI think a pretty
00:55:38 --> 00:55:41: wide breadth of we, we would accept if it was

00:55:41 --> 00:55:46: like a legitimate like local but centralized reuse projects.
00:55:46 --> 00:55:50: We've not had anyone bring us a what I would
00:55:50 --> 00:55:55: say robust structures, you know where they could differentiate between
00:55:55 --> 00:55:56: the two.
00:55:56 --> 00:55:58: But we have room for it in the program.
00:55:58 --> 00:56:00: We just don't have none of our HC OS use
00:56:00 --> 00:56:01: it right now.
00:56:01 --> 00:56:04: So when we talk reuse, we are in at least
00:56:04 --> 00:56:08: in the context of a water sense labeled home and
00:56:08 --> 00:56:11: a home that's used it to get to that 30%
00:56:11 --> 00:56:12: savings.
00:56:13 --> 00:56:16: It's only in the context so far of on site
00:56:16 --> 00:56:20: we use grey water, rain water capture that sort of
00:56:20 --> 00:56:21: thing.
00:56:21 --> 00:56:23: And and again, it, it's actually only one of our
00:56:23 --> 00:56:25: HC OS that currently supports it.
00:56:25 --> 00:56:29: It's only, it's only H is as Mike mentioned, it's,
00:56:29 --> 00:56:33: it's not something that that green builder uses for water
00:56:33 --> 00:56:37: sense certification for, for a variety of reasons.
00:56:37 --> 00:56:41: So it's, it's there, it's possible.
00:56:41 --> 00:56:44: It's to be honest, fairly limited in in in application
00:56:45 --> 00:56:48: and implementation right now, which is probably sort of a
00:56:48 --> 00:56:52: good microcosm for what the industry is as a whole.
00:56:55 --> 00:56:57: Clint, do you want to go ahead and unmute and
00:56:57 --> 00:56:58: ask your question?
00:57:04 --> 00:57:09: My question, yeah, my question was just with the worst
00:57:09 --> 00:57:09: score.
00:57:09 --> 00:57:12: Do you have to, did it give you a separate
00:57:12 --> 00:57:15: score for the interior, the home versus the exterior?
00:57:16 --> 00:57:19: As a builder, you know, a good number of times
00:57:19 --> 00:57:22: we don't landscape the home, so we don't know or
00:57:22 --> 00:57:25: control what the landscaping will be after the homeowner takes
00:57:25 --> 00:57:26: control of it.
00:57:27 --> 00:57:29: There are some cases we do.
00:57:29 --> 00:57:31: So we, you know, we'd like to do scores for
00:57:31 --> 00:57:34: both, but I don't know if it combines them into
00:57:34 --> 00:57:37: one or you have a separate score for each.
00:57:40 --> 00:57:40: Thanks, Clint.
00:57:41 --> 00:57:44: Yeah, so the the worst score is all-encompassing of the
00:57:44 --> 00:57:46: entire property.

00:57:46 --> 00:57:49: On the rating report, you will see how indoor and
00:57:49 --> 00:57:53: outdoors broken out as far as estimated usage, but you
00:57:53 --> 00:57:56: don't get an indoor and an outdoor score.
00:57:56 --> 00:58:01: Now your question is like really apropos because one of
00:58:02 --> 00:58:05: the things of share a quick story.
00:58:05 --> 00:58:08: So the first place this words got implemented was Santa
00:58:08 --> 00:58:11: Fe, NM and it was put into their residential green
00:58:11 --> 00:58:13: building code and it was a requirement.
00:58:13 --> 00:58:15: You had to get a words of 70 or less
00:58:15 --> 00:58:17: to get a certificate of occupancy.
00:58:17 --> 00:58:18: I'm sorry, you had to get a permit.
00:58:18 --> 00:58:20: You had to get a 70 or less certificate of
00:58:20 --> 00:58:21: occupancy.
00:58:21 --> 00:58:22: You also had to get a 70 or less.
00:58:23 --> 00:58:25: And sometimes that early on that question came up, it
00:58:25 --> 00:58:27: was like, well, what are we going to do?
00:58:27 --> 00:58:30: We're not putting landscaping in yet, or maybe we're building
00:58:30 --> 00:58:30: in the winter.
00:58:31 --> 00:58:33: It wasn't, it wasn't the appropriate time to put in
00:58:33 --> 00:58:34: landscaping.
00:58:34 --> 00:58:38: So we came up with methodologies to say, OK, based
00:58:38 --> 00:58:42: on these situations, then here's what we're going to enter
00:58:43 --> 00:58:44: into the tool.
00:58:44 --> 00:58:47: Do you have an irrigation system installed or not?
00:58:47 --> 00:58:50: Well, that's, that's kind of hinges on, you know, yes
00:58:50 --> 00:58:53: or no, we're going to irrigate the landscaping or not.
00:58:54 --> 00:58:56: But then also what's the anticipated landscaping?
00:58:57 --> 00:59:00: There's a place where the builder or the installer can
00:59:00 --> 00:59:03: sign off these, an affidavit and say, OK, this is
00:59:03 --> 00:59:06: what's going to happen when we can finally landscape it.
00:59:08 --> 00:59:12: So it, I guess to answer your question directly, Clint,
00:59:12 --> 00:59:15: we figured out a solution that the city of Santa
00:59:15 --> 00:59:18: Fe found palatable and acceptable.
00:59:19 --> 00:59:22: We can utilize that solution in other places or they
00:59:22 --> 00:59:25: can come up with a different solution if a different
00:59:25 --> 00:59:28: jurisdiction decides they want to handle it differently.
00:59:29 --> 00:59:31: But, and I don't want to eat up a ton
00:59:31 --> 00:59:33: of our time here, but but I can kind of
00:59:33 --> 00:59:36: go in more depth with you on like here's how
00:59:36 --> 00:59:38: we got to this point and here's how we look
00:59:38 --> 00:59:39: at this.
00:59:40 --> 00:59:41: But that's kind of the general overview, if that helps

00:59:41 --> 00:59:42: any.
00:59:45 --> 00:59:48: Yeah, and for for watersons labeled homes in in version
00:59:48 --> 00:59:51: one, we had a sort of hard and fast rule.
00:59:51 --> 00:59:53: You had to at least landscape the front to be
00:59:53 --> 00:59:55: considered for the label.
00:59:55 --> 00:59:57: We're a little bit more flexible on it.
00:59:57 --> 01:00:00: And in, in version 2, one of the analogies and
01:00:00 --> 01:00:03: it, it does vary a little bit from HCO to
01:00:03 --> 01:00:03: HCO.
01:00:03 --> 01:00:06: They all have their own policy, you know, practices.
01:00:08 --> 01:00:10: Sometimes it's an example of, you know, if you look
01:00:10 --> 01:00:12: at say like a hers rate, like an energy rating,
01:00:12 --> 01:00:14: if there's no refrigerator when you go to rate the
01:00:15 --> 01:00:17: home, well, we assume the home is going to have
01:00:17 --> 01:00:17: a refrigerator.
01:00:18 --> 01:00:21: And so we want to include that in the predicted
01:00:21 --> 01:00:22: energy use.
01:00:23 --> 01:00:25: But because we don't know anything about it, it's not
01:00:25 --> 01:00:25: fair.
01:00:25 --> 01:00:26: We can't take a measurement on it.
01:00:26 --> 01:00:29: We can't look at what its energy rating it, what
01:00:29 --> 01:00:31: its energy factor is or anything like that.
01:00:32 --> 01:00:33: We're going to assume that it's standard.
01:00:34 --> 01:00:37: And so one of the things that does happen a
01:00:37 --> 01:00:40: lot of times, even if you do have the flexibility
01:00:40 --> 01:00:43: to not landscape the entire lots, it makes the rating
01:00:44 --> 01:00:44: very rigid.
01:00:45 --> 01:00:48: So, so sometimes builders will have a hard time getting
01:00:48 --> 01:00:50: the rating down to where they need to get it
01:00:50 --> 01:00:52: to because they've got this big plot of land.
01:00:53 --> 01:00:55: And no matter what you do to the rest of
01:00:55 --> 01:00:59: the home, we're assuming that that's big plot of land
01:00:59 --> 01:00:59: is average.
01:01:01 --> 01:01:03: And like I said, if that's, you know, if you,
01:01:03 --> 01:01:05: if that's where most of the water use is predicted
01:01:06 --> 01:01:07: to be, you have a hard time, a hard time
01:01:07 --> 01:01:10: moving things in the direction that that you want to
01:01:10 --> 01:01:10: go.
01:01:13 --> 01:01:16: Yeah, I think, I think that was a great summation
01:01:16 --> 01:01:20: there, Jonah, because the more data you can supply, the
01:01:20 --> 01:01:22: more precise it's going to be.
01:01:23 --> 01:01:26: And we just have to assume, I'll say the worst,

01:01:26 --> 01:01:29: but like like Jonas said, the standard.
01:01:30 --> 01:01:32: And then if, if it's something better than that, please
01:01:32 --> 01:01:32: tell us.
01:01:36 --> 01:01:38: Blake, do you want to unmute?
01:01:39 --> 01:01:40: Thanks.
01:01:40 --> 01:01:43: Blake Aldridge, do you want to unmute and ask your
01:01:44 --> 01:01:44: question?
01:01:50 --> 01:01:53: Oh, Blake's mic is not working so I'll ask for
01:01:54 --> 01:01:54: him, he wrote.
01:01:55 --> 01:01:57: Does the Green Builder Coalition work nationwide?
01:01:57 --> 01:02:00: He's in Texas and was not familiar but think it's
01:02:00 --> 01:02:01: thinks it's greatly needed.
01:02:04 --> 01:02:04: Thanks, Blake.
01:02:04 --> 01:02:08: Yeah, we, we are a national organization and we do
01:02:08 --> 01:02:11: have HCO approval through Water Sensor Homes 2 Point O
01:02:11 --> 01:02:14: 4 the entire US and then WERS if you're, if
01:02:15 --> 01:02:18: you're not looking the Water Sensor Homes 2 Point O
01:02:18 --> 01:02:22: route, WERS operates both in the US and we're also
01:02:22 --> 01:02:24: in a Canadian green building program too.
01:02:25 --> 01:02:29: So yes, we can certainly help you out in Texas.
01:02:32 --> 01:02:32: Great.
01:02:32 --> 01:02:33: Thank you.
01:02:33 --> 01:02:34: I have a question.
01:02:34 --> 01:02:38: I'm wondering and it sounds like both of these programs
01:02:38 --> 01:02:39: are for residential buildings.
01:02:40 --> 01:02:42: Do you guys have anything in the works for commercial
01:02:42 --> 01:02:43: buildings go?
01:02:46 --> 01:02:46: Ahead, Jonah.
01:02:48 --> 01:02:49: Yeah.
01:02:49 --> 01:02:53: So we, we you know, obviously recognize that commercial water
01:02:53 --> 01:02:56: use in commercial buildings is, is important.
01:02:57 --> 01:03:00: We do have some efforts underway.
01:03:00 --> 01:03:04: We work substantially with our friends in Energy Star and
01:03:04 --> 01:03:07: their tool portfolio manager to expand.
01:03:08 --> 01:03:11: It's used as a tool for tracking water use in
01:03:11 --> 01:03:12: addition to energy use.
01:03:13 --> 01:03:17: We also, I think getting pretty close to releasing a
01:03:17 --> 01:03:21: big update to our commercial best management practices, which is
01:03:21 --> 01:03:25: a sort of big nice page Turner of a technical
01:03:25 --> 01:03:28: manual if you need anything to fall asleep to.

01:03:30 --> 01:03:32: I think probably we hope by the end of this
01:03:32 --> 01:03:35: month, if not by October, we'll we'll release the the
01:03:35 --> 01:03:36: new version of of of that.
01:03:37 --> 01:03:40: What we don't have and probably don't really have on
01:03:40 --> 01:03:44: the horizon for the immediate future is any sort of
01:03:44 --> 01:03:49: certification for commercial, commercial facilities or institutional facilities.
01:03:50 --> 01:03:53: That's maybe just a little bit tougher for us to
01:03:53 --> 01:03:57: to sort of figure out an infrastructure for energy Stack
01:03:57 --> 01:04:02: does offer certifications through portfolio manager and has a verification
01:04:02 --> 01:04:04: process associated with that.
01:04:05 --> 01:04:10: There's some challenges with applying it to to water mostly
01:04:10 --> 01:04:12: related around.
01:04:12 --> 01:04:14: We just, we don't have as much data on water
01:04:14 --> 01:04:17: use in different types of facilities as we do in
01:04:17 --> 01:04:20: energy where we have not only these great sort of
01:04:20 --> 01:04:24: data products like the commercial building energy consumption survey from
01:04:24 --> 01:04:27: from the from the EIA and other products, but we
01:04:27 --> 01:04:28: we have them for decades now.
01:04:29 --> 01:04:32: So we have, it's a not only really detailed data,
01:04:32 --> 01:04:35: but we have a history of that detailed data helping
01:04:35 --> 01:04:38: us understand how and why buildings use energy.
01:04:39 --> 01:04:41: We don't have that for water and it makes it
01:04:41 --> 01:04:43: a little bit more difficult for us to develop those
01:04:43 --> 01:04:44: types of tools.
01:04:44 --> 01:04:46: So we're doing the best we can.
01:04:46 --> 01:04:49: We have some, we'd like to have more.
01:04:50 --> 01:04:51: We're working hard to do that for you.
01:04:52 --> 01:04:54: We're just a little bit limited in terms of our
01:04:54 --> 01:04:56: the data we have available to and their resources as
01:04:56 --> 01:04:57: a program.
01:04:59 --> 01:04:59: Thanks.
01:04:59 --> 01:05:02: If you can send me Jonah, if you can send
01:05:02 --> 01:05:05: me the the new manual, I'd love to collect that
01:05:05 --> 01:05:06: and share it with the group.
01:05:06 --> 01:05:10: I did read the original one for the water.
01:05:10 --> 01:05:12: Wise, it was something to fall asleep for I guess.
01:05:13 --> 01:05:13: It was.
01:05:13 --> 01:05:14: It's very helpful.
01:05:15 --> 01:05:18: It's like I said, it's quite detailed, but it's meant
01:05:18 --> 01:05:21: to be sort of like your go to for information

01:05:21 --> 01:05:23: on how you save water in these types of facilities.
01:05:25 --> 01:05:26: Go ahead, Mike.
01:05:27 --> 01:05:31: We, yeah, we've been getting that question for some time.
01:05:32 --> 01:05:38: And so the worst tool has the ability to, to
01:05:38 --> 01:05:40: look at hotels.
01:05:40 --> 01:05:42: We don't really publicize that a whole lot.
01:05:43 --> 01:05:45: And the reason that we don't is because there's 2
01:05:45 --> 01:05:46: problems with hotels.
01:05:47 --> 01:05:50: One is the commercial laundry, which we don't really have
01:05:50 --> 01:05:53: the ability to handle that part of it.
01:05:53 --> 01:05:56: We can do the rooms, but we, the commercial laundry
01:05:56 --> 01:05:57: is a bit tough.
01:05:57 --> 01:05:58: And the other one is if the hotel is a
01:05:58 --> 01:05:59: restaurant.
01:06:00 --> 01:06:03: Now we are trying to gather some data when it
01:06:03 --> 01:06:06: comes to both hotels and restaurants.
01:06:08 --> 01:06:10: But to me, the challenge when it comes to commercial
01:06:10 --> 01:06:13: is, and I've, and this is I'm just kind of
01:06:13 --> 01:06:16: regurgitating what I've been told by people smarter than me,
01:06:16 --> 01:06:18: is what type of commercial building?
01:06:19 --> 01:06:21: Is it a florist?
01:06:21 --> 01:06:22: Is it a shoe shop?
01:06:22 --> 01:06:24: Is it a grocery store?
01:06:24 --> 01:06:26: Is it a bakery?
01:06:26 --> 01:06:30: Is it, you know, clothing store?
01:06:30 --> 01:06:32: Like what is what kind of commercial building are you
01:06:32 --> 01:06:33: talking about?
01:06:33 --> 01:06:38: There's so many different types of commercial properties with a
01:06:39 --> 01:06:43: vast variety of water footprints that it gets tricky to
01:06:44 --> 01:06:47: try and say, oh, OK, this is this is how
01:06:47 --> 01:06:49: we can nail this down.
01:06:50 --> 01:06:55: But hotels and restaurants are something that we're working towards
01:06:55 --> 01:06:59: and let's say anything is imminent there, but given the
01:06:59 --> 01:07:02: kind of built in ability to deal with the rooms
01:07:02 --> 01:07:06: already, we felt that OK that that might be a
01:07:06 --> 01:07:08: natural step in that direction.
01:07:11 --> 01:07:13: I think the challenge with resources is true on our
01:07:13 --> 01:07:15: side too, as far as being able to do some
01:07:16 --> 01:07:16: of the research.
01:07:17 --> 01:07:21: I'd love to see a research project on, on some

01:07:21 --> 01:07:26: of the different water uses in commercial properties 'cause it
01:07:26 --> 01:07:31: would really help us basically feed our engine to say,
01:07:31 --> 01:07:34: OK, let's see how this is treated now.
01:07:34 --> 01:07:37: So that's my my my humble plea.
01:07:40 --> 01:07:44: That's a great segue to the rest of our conversation.
01:07:44 --> 01:07:46: Huge round of applause to both of you.
01:07:46 --> 01:07:48: Thank you for these excellent presentations.
01:07:49 --> 01:07:52: If folks continue to have questions, please put them in
01:07:52 --> 01:07:52: the chat box.
01:07:52 --> 01:07:56: And I'm hoping Jonah and Mike can address those potentially
01:07:56 --> 01:07:58: in the chat box as they come up.
01:07:58 --> 01:08:02: I'm going to move on just so that we stay
01:08:02 --> 01:08:03: on time one second.
01:08:03 --> 01:08:07: So just to give you an overview of what's coming
01:08:07 --> 01:08:11: up for the Coalition, our next meeting will be on
01:08:12 --> 01:08:17: landscaping codes and templates, and we have not yet planned
01:08:17 --> 01:08:19: exactly who will present.
01:08:19 --> 01:08:21: So if you'd like to shoot me an e-mail, if
01:08:21 --> 01:08:25: you're interested in getting involved in this on the planning
01:08:25 --> 01:08:27: side or speaking side, please do that.
01:08:28 --> 01:08:31: My e-mail is here on Zoom so you can see
01:08:31 --> 01:08:36: it, and then we have some other upcoming programming ideas.
01:08:36 --> 01:08:39: Again, if there's something along these lines or something else
01:08:39 --> 01:08:42: that you would like to present, please shoot us an
01:08:42 --> 01:08:44: e-mail and we can add it to the list or
01:08:44 --> 01:08:45: figure out.
01:08:46 --> 01:08:49: What we do is we do little planning calls to
01:08:49 --> 01:08:52: figure out who exactly we think would be a good
01:08:52 --> 01:08:54: fit for this, so we'll be in touch.
01:08:55 --> 01:08:57: If anyone would like to also put anything in the
01:08:57 --> 01:08:59: chat while we're here, please do that.
01:09:00 --> 01:09:04: In the meantime, I want to give a Sonoran Institute
01:09:04 --> 01:09:08: a moment to talk about their upcoming growing Water Smart
01:09:08 --> 01:09:10: workshop in Arizona.
01:09:11 --> 01:09:12: Waverly, are you there?
01:09:13 --> 01:09:13: I am.
01:09:14 --> 01:09:16: Thanks so much, Marianne, and hello, everyone.
01:09:16 --> 01:09:19: It's great to see you all for our quarterly meeting
01:09:19 --> 01:09:20: and webinar.

01:09:20 --> 01:09:23: And thank you so much for the presentations today.
01:09:23 --> 01:09:24: They were super informative.
01:09:25 --> 01:09:29: I just wanted to let folks know, particularly folks on
01:09:29 --> 01:09:33: the call who may be in Arizona or no colleagues
01:09:33 --> 01:09:33: in Arizona.
01:09:34 --> 01:09:39: Growing Water Smart is a workshop that the Sonoran Institute
01:09:39 --> 01:09:44: and the Babbitt Center for Land and Water Policy put
01:09:44 --> 01:09:48: on in multiple states in the Colorado River Basin.
01:09:48 --> 01:09:53: And we will be in Arizona January 22nd through the
01:09:53 --> 01:09:58: 24th of next year to host one of our multi
01:09:58 --> 01:09:59: day workshops.
01:09:59 --> 01:10:05: That essentially brings folks from multiple sectors, land use planners,
01:10:05 --> 01:10:11: water resource managers, and local officials together as a team
01:10:11 --> 01:10:16: to talk about local water challenges and the ways in
01:10:16 --> 01:10:20: which municipal land use planning can play a role in
01:10:20 --> 01:10:24: addressing some of those water challenges.
01:10:24 --> 01:10:30: So just really quickly, applications for local governments and their
01:10:30 --> 01:10:34: water providers to form a team and apply to attend
01:10:35 --> 01:10:39: our workshop are due in about one month on October
01:10:39 --> 01:10:39: 6th.
01:10:40 --> 01:10:46: And we welcome applications from communities in Arizona.
01:10:46 --> 01:10:50: You can do that through the web link that's on
01:10:50 --> 01:10:54: the slide here, or I'm also putting it in the
01:10:54 --> 01:10:57: chat so that you can easily click and go.
01:10:59 --> 01:11:02: Or you're welcome to e-mail me and our team at
01:11:03 --> 01:11:06: **** .
01:11:08 --> 01:11:11: And I guess an additional heads up is that we
01:11:11 --> 01:11:16: will be opening applications to participate in Growing Water Smart
01:11:16 --> 01:11:21: workshops in Colorado and in California for next year shortly.
01:11:21 --> 01:11:24: So if you are in California and you're interested in
01:11:24 --> 01:11:28: what Growing Water Smart might offer or in Colorado, please
01:11:28 --> 01:11:31: reach out to us via the e-mail address on the
01:11:31 --> 01:11:31: slide.
01:11:32 --> 01:11:35: So I think I'll leave it there for other announcements
01:11:35 --> 01:11:36: as well, but thank you.
01:11:36 --> 01:11:37: Thanks, Waverly.
01:11:39 --> 01:11:41: And then I just want to give you a save
01:11:41 --> 01:11:41: the date.

01:11:41 --> 01:11:44: We have a webinar that we're putting on for the
01:11:45 --> 01:11:48: Appraisal Institute and this is going to be a three
01:11:48 --> 01:11:51: hour webinar with continuing education credits.
01:11:52 --> 01:11:56: It's geared towards appraisers to inform them about how they
01:11:56 --> 01:12:00: should be valuing water as part of their valuations.
01:12:01 --> 01:12:04: And it will include Julie Wilson McNerney who is on
01:12:04 --> 01:12:05: this call.
01:12:05 --> 01:12:09: She is an attorney with Schwab, Williamson and Wyatt and
01:12:09 --> 01:12:12: she'll be talking about water rights and water laws.
01:12:12 --> 01:12:16: We'll also have a lot of other speakers.
01:12:16 --> 01:12:19: I won't list everyone, but we'll include a developer from
01:12:19 --> 01:12:24: Clarion Partners talking about the specific ROI of water wise
01:12:24 --> 01:12:28: development and also an appraiser who currently appraise values water
01:12:28 --> 01:12:30: as part of his appraisal.
01:12:30 --> 01:12:34: So this is really an educational opportunity on appraisals and
01:12:34 --> 01:12:38: valuations, which is not currently common, but we're hoping to
01:12:38 --> 01:12:41: just expand the education on this issue and make it
01:12:42 --> 01:12:43: much more common.
01:12:43 --> 01:12:45: So you're welcome to join us for this.
01:12:45 --> 01:12:48: Once I have a registration link, I'll share it with
01:12:48 --> 01:12:48: the coalition.
01:12:49 --> 01:12:52: I think this is a real growing edge for what
01:12:52 --> 01:12:56: we can do in terms of getting more sectors involved
01:12:56 --> 01:12:57: in water wise development.
01:12:59 --> 01:13:03: Finally, I would love to discuss with the group opportunities
01:13:03 --> 01:13:06: that we can work together on projects.
01:13:06 --> 01:13:10: We will are currently in fundraising mode, so if you
01:13:10 --> 01:13:12: or anyone you can think of or know might want
01:13:13 --> 01:13:15: to fund one of these projects, please let us know
01:13:16 --> 01:13:19: so that we can actually make them happen, make them
01:13:19 --> 01:13:19: a reality.
01:13:20 --> 01:13:22: So we have some ideas already.
01:13:23 --> 01:13:27: We were thinking about putting together a water wise development
01:13:27 --> 01:13:31: symposium that we could host and this could include tours,
01:13:31 --> 01:13:37: panel presentations, sharing best practices, networking nationally and actually Ninjas
01:13:37 --> 01:13:38: on the line.
01:13:38 --> 01:13:42: We have a ULI fall meeting in Las Vegas planned
01:13:42 --> 01:13:47: and we were hoping to put together the symposium as
01:13:47 --> 01:13:50: part of that big event in Las Vegas.

01:13:50 --> 01:13:52: Ninja, I don't know if you want to unmute and
01:13:52 --> 01:13:53: just give a quick pitch for that.
01:13:57 --> 01:13:58: She's still here.
01:13:58 --> 01:13:59: Let me check.
01:14:02 --> 01:14:03: I don't see her.
01:14:03 --> 01:14:05: So what I'll do is I'll go on to the
01:14:05 --> 01:14:09: next idea we were thinking, we were talking to the
01:14:09 --> 01:14:13: Babbitt Center for Land and Water Policy and they suggested
01:14:13 --> 01:14:17: that there are communities that might really need help with
01:14:17 --> 01:14:22: putting together a cross sector round table locally between developers
01:14:22 --> 01:14:26: and public officials to talk through what are some policies
01:14:26 --> 01:14:30: or incentives or processes that might work better for advancing
01:14:30 --> 01:14:34: water wise real estate development or other opportunities.
01:14:34 --> 01:14:37: So we thought maybe we could help host that type
01:14:37 --> 01:14:38: of thing.
01:14:38 --> 01:14:42: Another idea is the creation of educational materials that could
01:14:42 --> 01:14:46: help advance and document market demand for water wise land
01:14:46 --> 01:14:46: uses.
01:14:47 --> 01:14:50: We already have case studies in our water wise report,
01:14:50 --> 01:14:53: but we could go do deeper dives onto the financials
01:14:53 --> 01:14:54: of that.
01:14:54 --> 01:14:56: We could do deeper dives on market demand.
01:14:57 --> 01:15:01: Also, the state of Colorado reached out and they thought,
01:15:01 --> 01:15:03: well, what if we we hosted more tours of water
01:15:03 --> 01:15:05: wise developments to inspire folks.
01:15:05 --> 01:15:07: So these are all ideas.
01:15:07 --> 01:15:09: I'd love for you guys to unmute and tell me
01:15:10 --> 01:15:12: what you think about these ideas or other ideas that
01:15:12 --> 01:15:13: you have.
01:15:14 --> 01:15:18: Yeah, and I'm not currently looking at the chat box,
01:15:18 --> 01:15:22: So if you can unmute, tell me what you think.
01:15:34 --> 01:15:35: No, Marianne.
01:15:36 --> 01:15:36: Oh, go ahead.
01:15:37 --> 01:15:37: No, go ahead.
01:15:38 --> 01:15:39: I'll go after Clint.
01:15:42 --> 01:15:44: Clint, I saw that you put something in the chat
01:15:44 --> 01:15:44: box.
01:15:44 --> 01:15:45: Do you want to unmute?
01:15:48 --> 01:15:52: Sure, it might not apply to anybody 'cause I didn't

01:15:52 --> 01:15:57: see anybody mention else that they were from the solitaire
01:15:57 --> 01:15:57: like me.
01:15:58 --> 01:16:02: But we tried out as a home builder on a
01:16:02 --> 01:16:04: few model homes.
01:16:04 --> 01:16:07: We tried out this new era green sprinkling system that
01:16:07 --> 01:16:11: kind of is a smart sprinkler head that adjusts the
01:16:11 --> 01:16:14: length of it throws depending on the you kind of
01:16:14 --> 01:16:17: map out the area of grass you need to water
01:16:17 --> 01:16:21: and it throws it precisely to that space without overlapping
01:16:21 --> 01:16:22: sprinklers and stuff.
01:16:22 --> 01:16:25: Anyways, we're we're do we have the CEO in town
01:16:25 --> 01:16:29: tomorrow if there's gonna be from Salt Lake and we're
01:16:29 --> 01:16:31: showing it in one of our model homes to our
01:16:32 --> 01:16:35: water Conservancy districts here and some other people.
01:16:35 --> 01:16:39: So you guys are just one of the few water
01:16:39 --> 01:16:43: geeks like me that enjoy that kind of stuff.
01:16:43 --> 01:16:47: So if anybody is around, go ahead and reach out
01:16:47 --> 01:16:50: to me and I can get you the info.
01:16:50 --> 01:16:54: But if not you, you can look at their website
01:16:54 --> 01:16:56: tooairgreen.com.
01:16:56 --> 01:16:57: It's a pretty interesting thing.
01:16:59 --> 01:16:59: We tried out.
01:17:00 --> 01:17:02: But but I I did like the idea of the
01:17:02 --> 01:17:03: tours.
01:17:03 --> 01:17:07: I think as a home builder, that always helps to
01:17:07 --> 01:17:13: see things in person, homes, landscaping especially, to see that
01:17:13 --> 01:17:15: it can still look good.
01:17:15 --> 01:17:17: You know, how do you implement it with it looking
01:17:17 --> 01:17:18: good?
01:17:18 --> 01:17:23: That appeases homebuyers, appeases cities, all those people that want
01:17:23 --> 01:17:26: to have input into all those things.
01:17:28 --> 01:17:29: It's good to see that stuff in person.
01:17:34 --> 01:17:34: Great.
01:17:34 --> 01:17:35: Thank you.
01:17:36 --> 01:17:37: Lindsey, do you want to unmute?
01:17:39 --> 01:17:40: Sure.
01:17:40 --> 01:17:44: Hey everyone, just a thought when you're when you mentioned
01:17:44 --> 01:17:48: the symposium idea, Marianne, as it sounded similar to the
01:17:48 --> 01:17:49: Next Gen.
01:17:49 --> 01:17:51: Water Summit, which I'm sure some folks on this call

01:17:51 --> 01:17:53: have also participated in.

01:17:53 --> 01:17:56: But it seems that there's a real emphasis there on

01:17:56 --> 01:18:00: building that public and private sector sort of collaboration around

01:18:00 --> 01:18:04: water efficient water wise development and lots of interesting sessions

01:18:04 --> 01:18:06: there over the years.

01:18:06 --> 01:18:09: So I thought that might be just another option for

01:18:09 --> 01:18:11: partnership or collaboration.

01:18:11 --> 01:18:14: I wouldn't be surprised if some folks on this call

01:18:14 --> 01:18:15: are involved in planning that is.

01:18:18 --> 01:18:18: Not is anyone in the.

01:18:19 --> 01:18:19: Call.

01:18:19 --> 01:18:20: I thought maybe you might.

01:18:20 --> 01:18:20: Thanks.

01:18:22 --> 01:18:27: Lindsey, I yeah, I mean, look, our three main audiences

01:18:27 --> 01:18:31: that we target every year at the at the summit

01:18:32 --> 01:18:38: is the builders, developers, you know, designers to the building

01:18:38 --> 01:18:39: community.

01:18:39 --> 01:18:42: We target policy makers and we also target what we

01:18:42 --> 01:18:44: call water professionals.

01:18:44 --> 01:18:49: Those would be landscape architects or landscape designers, irrigation professionals.

01:18:50 --> 01:18:53: So those are those those are the three main targets

01:18:53 --> 01:18:54: for our audience.

01:18:54 --> 01:18:57: And you know, you've got a picture there of I

01:18:58 --> 01:18:59: believe it's Phoenix.

01:19:01 --> 01:19:04: You know, we, we run that show out of Santa

01:19:04 --> 01:19:07: Fe, NM, but it's also a hybrid event so people

01:19:07 --> 01:19:09: can attend remotely if they want to.

01:19:12 --> 01:19:15: There's certainly I think a conversation to be had there.

01:19:15 --> 01:19:20: Mary Ann, as far as that supposing what you're looking

01:19:20 --> 01:19:23: to do, we may be able to kind of marry

01:19:23 --> 01:19:24: the two.

01:19:25 --> 01:19:29: I know also we've taken the approach of really focusing

01:19:29 --> 01:19:33: on the Colorado River Basin states because they have some

01:19:33 --> 01:19:38: challenges that some other places don't have, specifically a compact

01:19:38 --> 01:19:41: that they need to kind of relook at and re

01:19:41 --> 01:19:44: examine here in the next couple of years.

01:19:46 --> 01:19:50: So that's also become a part of our effort and

01:19:50 --> 01:19:51: cause.

01:19:51 --> 01:19:55: So when you look at public sector, we're seeing a
01:19:55 --> 01:19:59: little bit of an increased participation from the public sector
01:19:59 --> 01:20:02: because of of the focus on the Colorado River compact
01:20:02 --> 01:20:03: coming up here.
01:20:05 --> 01:20:06: That's great to learn about.
01:20:06 --> 01:20:07: Yeah.
01:20:07 --> 01:20:10: I'm wondering, like, what collaboration might look like.
01:20:11 --> 01:20:14: And I also don't think duplication is a bad thing
01:20:14 --> 01:20:17: because Uli might be a different audience.
01:20:18 --> 01:20:21: So I think this Nevada idea might already be moving
01:20:21 --> 01:20:26: forward for Uli's fall meeting because it's, you know, built
01:20:26 --> 01:20:29: into ULI already, but it might not be a multi
01:20:29 --> 01:20:30: year thing.
01:20:30 --> 01:20:33: So if we could also plug into the Next Generation
01:20:33 --> 01:20:36: Water Summit, I think that's a great opportunity and we
01:20:36 --> 01:20:38: can help market it to ULI.
01:20:39 --> 01:20:42: Hey, Marianne Heath Melton with the Howard Heath Corporation here
01:20:42 --> 01:20:42: in Phoenix.
01:20:42 --> 01:20:44: Before that I was in Houston.
01:20:44 --> 01:20:46: For those of you on the call that may not
01:20:46 --> 01:20:49: know what we do, we're developing large scale master plan
01:20:49 --> 01:20:49: communities.
01:20:50 --> 01:20:52: We have a 37,000 acre property here in the Arizona
01:20:52 --> 01:20:53: market.
01:20:53 --> 01:20:58: Obviously in light of water, we're heavily involved in trying
01:20:58 --> 01:21:01: to bring the public and private side together.
01:21:02 --> 01:21:06: So working very closely with Arizona Department of Water Resources,
01:21:06 --> 01:21:09: the Governor's office, I'll be presenting at NFZ, which is
01:21:09 --> 01:21:12: coming up in I think 2 weeks and then green
01:21:12 --> 01:21:14: build panel in DC in September.
01:21:14 --> 01:21:17: So, you know, the more that we can bring the
01:21:17 --> 01:21:20: right people to the table and the synergies around everything
01:21:20 --> 01:21:22: concerning water would be great.
01:21:22 --> 01:21:26: And obviously I've, I've been working very closely with with
01:21:26 --> 01:21:29: Jonah for the Watersons program, you know, to put that
01:21:29 --> 01:21:32: in scale, if we do it across our 37,000 acre
01:21:32 --> 01:21:34: property, that's 100,000 rooftops.
01:21:34 --> 01:21:37: So we can have meaningful impact, especially in the state
01:21:37 --> 01:21:37: of Arizona.
01:21:37 --> 01:21:40: So just just food for thought as you're looking for

01:21:40 --> 01:21:43: people in, in the region of Phoenix or Arizona.
01:21:44 --> 01:21:45: Happy to get involved.
01:21:46 --> 01:21:47: Wonderful.
01:21:47 --> 01:21:47: Thank you.
01:21:47 --> 01:21:48: Nice to meet you.
01:21:54 --> 01:21:54: Great.
01:21:54 --> 01:21:58: Well, does anyone else have any other ideas or thoughts
01:21:58 --> 01:22:00: on what you would like to work on as a
01:22:00 --> 01:22:01: group?
01:22:03 --> 01:22:06: You know, Marianne, this is Waverly from the Sonoran Institute.
01:22:06 --> 01:22:10: And just to round out all of the potential bullet
01:22:10 --> 01:22:15: points, I definitely could see some great synergies in bullet
01:22:15 --> 01:22:20: points two and three on kind of convening those local
01:22:20 --> 01:22:23: focus groups and creating educational materials.
01:22:24 --> 01:22:28: As something that we hear a lot during and shortly
01:22:28 --> 01:22:33: after our growing Water Smart workshops is that communities want
01:22:33 --> 01:22:37: to move in a particular direction, but they either lack
01:22:37 --> 01:22:43: the relationships or have some concerns about whether the development
01:22:43 --> 01:22:47: community would oppose those those steps or they want to
01:22:47 --> 01:22:50: do it in a collaborative fashion.
01:22:50 --> 01:22:53: And so I could see an opportunity there for for
01:22:53 --> 01:22:58: collaboration and, and offering some of that technical assistance and,
01:22:58 --> 01:23:02: and likewise with the creation of educational materials.
01:23:02 --> 01:23:07: I think that it can be difficult to create educational
01:23:07 --> 01:23:12: materials at a really broad like national scale.
01:23:12 --> 01:23:16: And like the more localized you can get with tailoring
01:23:16 --> 01:23:21: some of those educational materials, the the more they might
01:23:21 --> 01:23:21: be used.
01:23:21 --> 01:23:25: And so maybe coming up with some sort of an
01:23:25 --> 01:23:31: application or like collection of interest from communities that might
01:23:31 --> 01:23:37: want specific educational materials could be a helpful direction to
01:23:37 --> 01:23:38: go in.
01:23:41 --> 01:23:42: That's really helpful.
01:23:42 --> 01:23:43: We really thank you.
01:23:49 --> 01:23:51: But I think that there's a lot to follow up
01:23:51 --> 01:23:53: on for all of these ideas.
01:23:53 --> 01:23:55: And if you guys have other ideas that you know

01:23:55 --> 01:23:59: could be completely different from these, please e-mail me and

01:23:59 --> 01:24:02: we'll add it to our list of things that we

01:24:02 --> 01:24:03: want to work on.

01:24:03 --> 01:24:05: And what we're going to do is pitch some of

01:24:05 --> 01:24:08: these ideas or all of these ideas to potential funders.

01:24:08 --> 01:24:11: Really, a lot of this does come down to whether

01:24:11 --> 01:24:14: we can support, you know, staff time and any other

01:24:14 --> 01:24:17: things that might be needed to host these types of

01:24:17 --> 01:24:17: things.

01:24:18 --> 01:24:21: If you or anyone, you know, is interested in funding

01:24:21 --> 01:24:24: any of these ideas, we would definitely love to hear

01:24:24 --> 01:24:24: from you.

01:24:26 --> 01:24:28: I think that there's a lot of potential to move

01:24:28 --> 01:24:31: from, you know, theory to action, and I think a

01:24:31 --> 01:24:34: group like this could really help with that.

01:24:36 --> 01:24:36: Yeah.

01:24:36 --> 01:24:38: Oh, Scott, go ahead and unmute.

01:24:41 --> 01:24:43: Oh, sorry, I didn't mean to interrupt your train of

01:24:43 --> 01:24:44: thought, Marianne.

01:24:44 --> 01:24:45: I was just looking.

01:24:46 --> 01:24:50: One challenge I've had is trying to think through this

01:24:50 --> 01:24:55: Nexus of of multiple different things, thinking of encouraging walkable,

01:24:55 --> 01:25:00: livable, sustainable communities and sort of this new urbanist model

01:25:01 --> 01:25:04: that adopts some of those things, but not seeing a

01:25:04 --> 01:25:07: lot of water wise examples in that.

01:25:07 --> 01:25:11: So I just looked at the Congress for new the

01:25:11 --> 01:25:16: new Urbanism and they have some project examples on the

01:25:16 --> 01:25:16: site.

01:25:16 --> 01:25:19: I was just noting that as a searchable database that

01:25:19 --> 01:25:22: and it would be nice if maybe there are more

01:25:22 --> 01:25:25: metrics associated with it, but that was just one one

01:25:25 --> 01:25:28: thing I brought up in terms of how to display

01:25:28 --> 01:25:30: case studies across the country.

01:25:33 --> 01:25:33: Excellent.

01:25:33 --> 01:25:34: Yes.

01:25:34 --> 01:25:37: And we do have a database of resilience related strategies

01:25:38 --> 01:25:40: and drought is one of our categories.

01:25:40 --> 01:25:42: So my, my hope is that we can post the

01:25:42 --> 01:25:46: case studies we already have and new case studies to

01:25:46 --> 01:25:49: our developing Urban Resilience website and I can share the

01:25:49 --> 01:25:51: link to that as well.
01:25:53 --> 01:25:55: But that is a project at Database.
01:25:55 --> 01:25:55: Scott.
01:25:58 --> 01:25:58: Excellent.
01:26:02 --> 01:26:05: I guess I'm wondering from Jonah in particular, what would
01:26:06 --> 01:26:08: be helpful to the Watersense program?
01:26:08 --> 01:26:10: Can we support your work in any way that you
01:26:10 --> 01:26:12: think would be particularly helpful?
01:26:16 --> 01:26:18: Yeah, I appreciate that, man.
01:26:19 --> 01:26:21: I think I'd echo a lot of what I what
01:26:21 --> 01:26:24: I hear that you know, there's some of these conversations
01:26:25 --> 01:26:28: are important, but they're difficult to get the right people
01:26:28 --> 01:26:29: in their room.
01:26:30 --> 01:26:34: So I think that is very helpful to supporting our
01:26:34 --> 01:26:35: work.
01:26:35 --> 01:26:39: The other thing I'll I'll share is that I think
01:26:39 --> 01:26:43: at least speaking strictly if I'm from Watersense and sort
01:26:43 --> 01:26:47: of what, what we can provide, but also more broadly,
01:26:47 --> 01:26:50: I think there is a lot of good guidance on
01:26:50 --> 01:26:53: how to build efficient homes.
01:26:54 --> 01:26:57: There does seem to be, and there's a lot of
01:26:57 --> 01:27:01: good guidance on how to build, you know, efficient communal
01:27:01 --> 01:27:06: areas and shared spaces and HOA requirements and, and, and
01:27:06 --> 01:27:07: things like that.
01:27:08 --> 01:27:11: I think what is maybe what seems to be missing
01:27:11 --> 01:27:15: just from conversations with a lot of our municipal partners
01:27:15 --> 01:27:18: is how you put that together into a policy, right?
01:27:18 --> 01:27:21: So if you're, if you're developing a policy like like
01:27:21 --> 01:27:24: Phoenix has done recently in saying this is what we
01:27:24 --> 01:27:27: consider to be the baseline of where we want you
01:27:27 --> 01:27:28: to start.
01:27:28 --> 01:27:31: If you're going to come into to Phoenix and add
01:27:31 --> 01:27:34: a bunch of homes, which means a bunch of demand
01:27:34 --> 01:27:37: on water, on our water resources, this is the minimum
01:27:37 --> 01:27:39: we expect, we expect you to do.
01:27:40 --> 01:27:44: I think, you know, Watterson's labeled homes, I think was
01:27:44 --> 01:27:48: very pretty turnkey for them, but I think they had
01:27:48 --> 01:27:51: to do a lot of work trying to sort of
01:27:51 --> 01:27:55: figure out what the what concrete requirements they could put
01:27:55 --> 01:27:58: in for the shared spaces in a in, in a

01:27:58 --> 01:27:59: development.
01:27:59 --> 01:28:01: I think the solutions are there, but like I said
01:28:01 --> 01:28:03: that I don't know that they're necessarily turnkey.
01:28:04 --> 01:28:06: And I'd also don't know that I want that the
01:28:07 --> 01:28:10: industry as a whole wants like Watersense to develop a
01:28:10 --> 01:28:13: set of criteria for like a Watersense labeled community.
01:28:15 --> 01:28:18: I don't think that's necessarily the the answer, but I
01:28:18 --> 01:28:21: do think maybe, you know, model codes or model model
01:28:21 --> 01:28:24: ordinances or even just tool kits that could be sort
01:28:24 --> 01:28:27: of used to to pull from for that type of
01:28:27 --> 01:28:30: thing might be might be something that there's a demand
01:28:30 --> 01:28:31: for.
01:28:34 --> 01:28:35: That's very helpful.
01:28:35 --> 01:28:36: Thank you, Jonah.
01:28:36 --> 01:28:38: Mike, you put something in the chat box.
01:28:38 --> 01:28:39: You want to mention that quickly?
01:28:43 --> 01:28:46: Yeah, I, I'll kind of give a plug on behalf
01:28:46 --> 01:28:50: of AWE, even though I'm just a member of AWE.
01:28:50 --> 01:28:53: And that is they're going to be doing a third
01:28:53 --> 01:28:57: residential end use study coming up here and they've asked
01:28:58 --> 01:29:01: people for, you know, do you want to participate in
01:29:02 --> 01:29:02: this?
01:29:02 --> 01:29:03: Do you want to be a part of this effort?
01:29:05 --> 01:29:08: So that's, that's certainly encouraging to be able to look
01:29:08 --> 01:29:09: at that again.
01:29:09 --> 01:29:11: I know the lag between the first and second one
01:29:11 --> 01:29:12: was like 17 years.
01:29:12 --> 01:29:18: So this one is coming up sooner than the second
01:29:18 --> 01:29:18: one.
01:29:20 --> 01:29:22: My humble plea is that and, and I may end
01:29:22 --> 01:29:26: up raising my hand and talking to Liesl Hans and
01:29:26 --> 01:29:28: being a part of that effort.
01:29:28 --> 01:29:32: But my humble plea would be that they just simply
01:29:32 --> 01:29:36: do their best to look at more locations and not
01:29:36 --> 01:29:37: just urban locations.
01:29:37 --> 01:29:39: So, oh, Lisa's on here.
01:29:39 --> 01:29:39: Cool.
01:29:40 --> 01:29:41: They just had a webinar about it.
01:29:41 --> 01:29:42: So she put something in the chat.
01:29:42 --> 01:29:44: So, Lisa, I don't know if you want to speak
01:29:44 --> 01:29:47: up on this 'cause you're going to be way more
01:29:47 --> 01:29:49: informative than I am, but I didn't want it to

01:29:49 --> 01:29:51: go silent and and not be talked about.
01:29:52 --> 01:29:53: Thank you, Mike.
01:29:53 --> 01:29:53: That's great.
01:29:53 --> 01:29:56: Yeah, Water Research Foundation is doing an update of the
01:29:56 --> 01:29:59: residential end uses study and this new version is going
01:29:59 --> 01:30:01: to have both single family end uses and multifamily.
01:30:01 --> 01:30:06: So an interesting opportunity to get better insight into what's
01:30:06 --> 01:30:07: happening there.
01:30:07 --> 01:30:11: So if you're an organization, especially a utility that's interested,
01:30:11 --> 01:30:14: and or if if you're a consultant working in this
01:30:14 --> 01:30:16: space and might want to join up a project team,
01:30:16 --> 01:30:18: the RFP is getting released next.
01:30:18 --> 01:30:19: Week.
01:30:19 --> 01:30:23: On Water Research Foundation site right now there's.
01:30:23 --> 01:30:24: Just a blurb about it on the.
01:30:24 --> 01:30:26: Advance notice, but if you want to learn more about
01:30:26 --> 01:30:29: it, we had a really short webinar with WRF yesterday,
01:30:29 --> 01:30:31: and we're really excited that there's a new version of
01:30:31 --> 01:30:33: this that'll be launching here soon.
01:30:33 --> 01:30:36: So happy to talk more about it with folks as
01:30:36 --> 01:30:36: they want to.
01:30:40 --> 01:30:40: Excellent.
01:30:40 --> 01:30:42: Thank you guys so much.
01:30:43 --> 01:30:44: We are out of time.
01:30:44 --> 01:30:47: I encourage you to reach out if you think of
01:30:47 --> 01:30:49: anything else and we hope to hear from you and
01:30:49 --> 01:30:52: we look for I'll send a calendar invite for our
01:30:52 --> 01:30:54: next meeting as soon as we get it scheduled.
01:30:55 --> 01:30:58: It'll be based on speaker availability, but we always host
01:30:58 --> 01:31:02: these meetings on Wednesdays at the same time, so I'll
01:31:02 --> 01:31:03: be in touch.
01:31:03 --> 01:31:04: Good to see you all.
01:31:04 --> 01:31:05: Thank you for joining us today find.
01:31:10 --> 01:31:13: Some of our resources to help the Chamber accomplish their
01:31:13 --> 01:31:13: goals.
01:31:13 --> 01:31:15: So I think just with your background.
01:31:17 --> 01:31:17: Bye, guys.
01:31:17 --> 01:31:18: Thank you so much, Mike.