

# Water Smart Irrigation Professional Pilot Program



WATER SMART  
IRRIGATION PROFESSIONAL

January 8, 2015

 Region of Peel  
Working for you

HORTICULTURAL TRADES ASSOCIATION  
landscape ontario.com  
 Green for Life!

  
York Region



# The Program (WSIP)

- Specialized training in “Water Smart” irrigation system efficiency and maintenance services
- Partnership between Landscape Ontario, Region of Peel and York Region
- Currently open to approved contractors that service Peel and York Regions

*“Concept is excellent”*

*Tim Magill  
Owner  
Lawn Tech*



# Municipal Benefits of WSIP

1. Water savings through increased system efficiency
2. Cost effectiveness through building capacity
3. Creates change in the industry by building capacity and demand for irrigation assessments



# Contractor Benefits

- New business opportunities
- Elevate company in the industry
- Official recognition and promotion by York and Peel
- Rebate/incentive opportunities

*“...being able to quantify the savings and offer rebates will help clients go forward with upgrades”*

Tim Diamond  
Owner  
Diamond Grounds  
Keeping



# Program Certification



- Application process
- 2 day training course including theoretical and hands on training
- In field practice and assessment



# In-Class Components

## 1. Introduction to Water Conservation

Review principles of water conservation and theory behind irrigation water use.

## 2. Water Conserving Products

Opportunity to get a feel for the products and review their features.



# In-Class Components

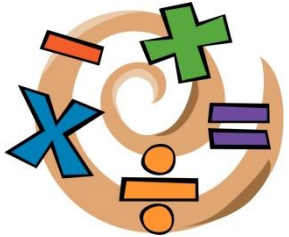
## 3. Soil and Plant Relationships and Scheduling

To properly schedule a system, contractor must understand the landscape and water requirements of plants.



## 4. Water Conservation Math Basics

Basic math required to propose water efficient improvements including calculating the return on investment.



# In-Class Components

## 5. Tablet Based Software

Use the software and learn how to collect and input data into App during the field assessment.



## 6. Consulting with Clients about Water Saving Opportunities

How to interpret the results in a meaningful way and promote system improvements to the end user.





# Once Certified...

Certified contractors can be eligible for incentives from participating municipalities.

Incentive Process:

1. Conduct Assessment and generate report
2. Send report to applicable Region for review
3. Region issues incentive
4. Contractor shares results with client and encourages client to make changes



# Municipal Incentives

- \$500 available for initial assessment in Year 1
- \$300 available for follow-up assessments in Year 2, 3 and 4
- \$600 towards the installation of a smart controller
- \$1000 towards the installation of a central controller



# 2014 Results

- 7 companies certified (6 in Peel, 6 in York)
- 18 assessments completed in Peel. Assessments to begin spring 2015 in York
- Additional assessments have been completed outside of Peel and York Regions without incentives



# 2014 Results

- Contractors realized profits or recognized potential for profits in work resulting from WSIP assessments
- Assessment reports concise and resulted in uptake of improvements through presentation of ROI

*“[WSIP] enables establishment of a relationship that is about saving [dollars] more than spending [dollars]”*

Natnael Taera  
President  
Landscape Irrigation  
Systems Inc.



# Next Steps

- Promotion of WSIP to industry including trade associations and ICI facilities
- Expand WSIP to other municipalities
- Application for contractors interested in 2015 program  
[www.horttrades.com/wsip-6](http://www.horttrades.com/wsip-6)



# Thank You



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