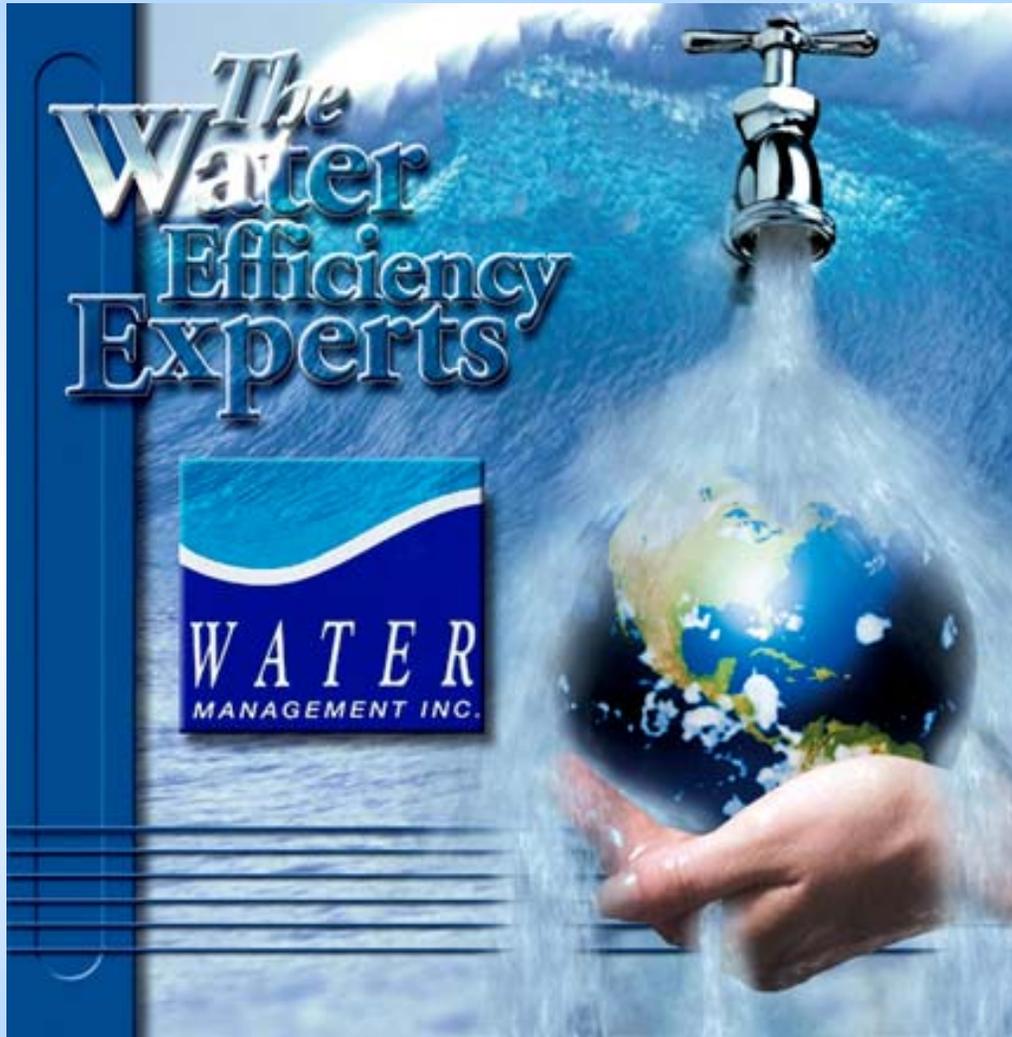


The Water Efficiency Experts



Mission Statement

*To Develop Water System
Upgrades Which Are Self Funded
By Reducing Water, Wastewater
And Related Energy Use*

Corporate Overview

- *Based in Alexandria, VA*
- *Offices in Nashville, Denver, & San Diego*
- *WMI created in 1980*
- *Acquired Water Management Services 2002*
- *Pioneered Water-based Performance Contracting*
- *Hundreds of Projects Completed in 20 + States*
- *Sales of \$10 million + / year*
- *Approximately 70 employees*

The Bottom Line of Green is Black

1993 Book by Tedd Saunders

*Strategies for Creating Profitable
and Environmentally Sound
Business*

Guiding Principles

- *Corporate Environmentalism is good business.*
- *Efficiency is the common ally of business and the environment.*
- *Wastefulness is the common enemy.*
- *Environmental action need not mean lower quality or relaxation of Standards.*

“Business ecology is a philosophy that contends that environmentalism and profitability are not mutually exclusive.”

CEO's and accountants will love being environmentalists when and only when the Return on Investment is better than other options.

*Water Efficiency Programs
designed using Life-cycle
Accounting principles provide
Return on Investments of well
over 25% per year.*

Market Drivers

- *Rates vary from \$3 to \$11 per thousand gallons*
- *Prices rising at 2-3 times inflation, average is 10% over last 10 years*
- *Federal Clean Water laws are driving up the cost of treatment and distribution/collection. Expected to add \$1 billion annually to the cost of water*
- *Federal assistance to water and sewer utilities is diminishing*

Market Drivers (continued)

- ***Conservation as a source of water supply is 1/10 the cost of new supply***
- ***35 States are depleting ground water levels faster than being replenished***
- ***Florida, California, Texas and Western States are operating at capacity limits of water available***
- ***Growth areas, and older cities require investment in water distribution and sewer treatment – repairs and new infrastructure drive prices up***

Engineering & Analysis

- ***Comprehensive water and related energy audits – Must initially evaluate all systems and not just “cream skim”***
- ***Evaluation of all existing billing data***
- ***Computer-aided Engineering analyses***
- ***Water Balance – A “Sanity” check***
- ***Conservative assessment of savings***
- ***Optional Project guarantee of savings***

What Is The Process?

- ***Water Audit***
- ***Analysis***
- ***Design***
- ***Financing Options***
- ***Project Management***
- ***Measurement & Verification***
- ***Training***

Water Conservation Measures

- **Room Measures**
 - *Toilets*
 - *Showers and Tubs*
 - *Faucets*
 - *Flow Controls*

Water Conservation Measures

Pressure Assist Toilets



Water Conservation Measures

- **Laundry Measures**
 - *Outsource*
 - *Sub-meter*
 - *Ozone laundry systems*
 - *Water recycling/reuse*
 - *Heat recovery*
 - *High efficiency commercial dryers*
 - *Horizontal axis washers (residential)*

Water Conservation Measures

- ***Pool Systems***
 - ***Pool Blankets***
 - ***Sub-meter***
 - ***pH and Oxidant level control systems***
 - ***Heat recovery/humidity control/condensate reuse***
 - ***Filtration Upgrades***

Water Conservation Measures

- **Irrigation Control Systems**
 - **Computerized ET-Based controls**
 - **Existing System Analysis**
 - **Efficiency analysis**
 - **Controls system analysis**
 - **Zone layout vs. plant material**
 - **Water use (actual vs. theoretical)**
 - **Schedule analysis**

Water Conservation Measures

- **Cooling Tower Measures**
 - *Filtration systems*
 - *Advanced or Non-chemical water treatment*
 - *Electronic Sensors or Float replacement*
 - *Variable speed drives (VSD)*
 - *Sewer “deduct” meters / Evaporation credits*
 - *Condensate Return*

Water Conservation Measures

- **Mechanical Systems**
 1. **Steam trap maintenance and/or upgrades**
 2. **Condensate recovery**
 3. **Water re-circulating system balancing**
 4. **Pressure Regulating Valves (PRV's)**
 5. **Reuse potential identified and Engineered**

Water Conservation Measures

- Food Service

1. Pre-rinse sprayers - 1.2 gpm not 4.0+gpm
2. Garbage Disposals / Food Grinders
3. Life-cycle on Dishwashers

Meter Master Flow Recorder

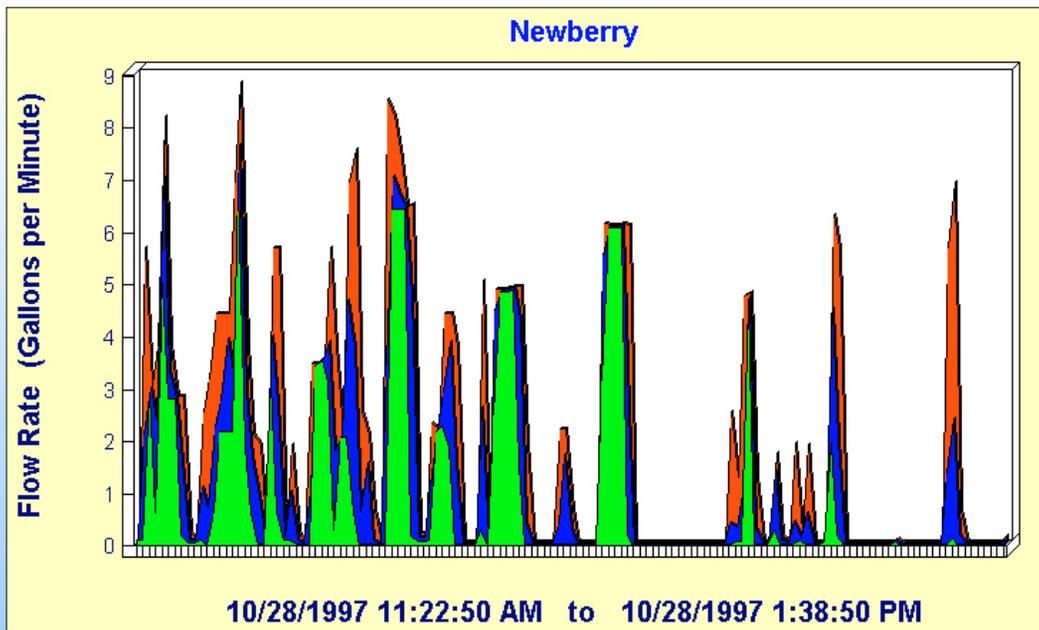
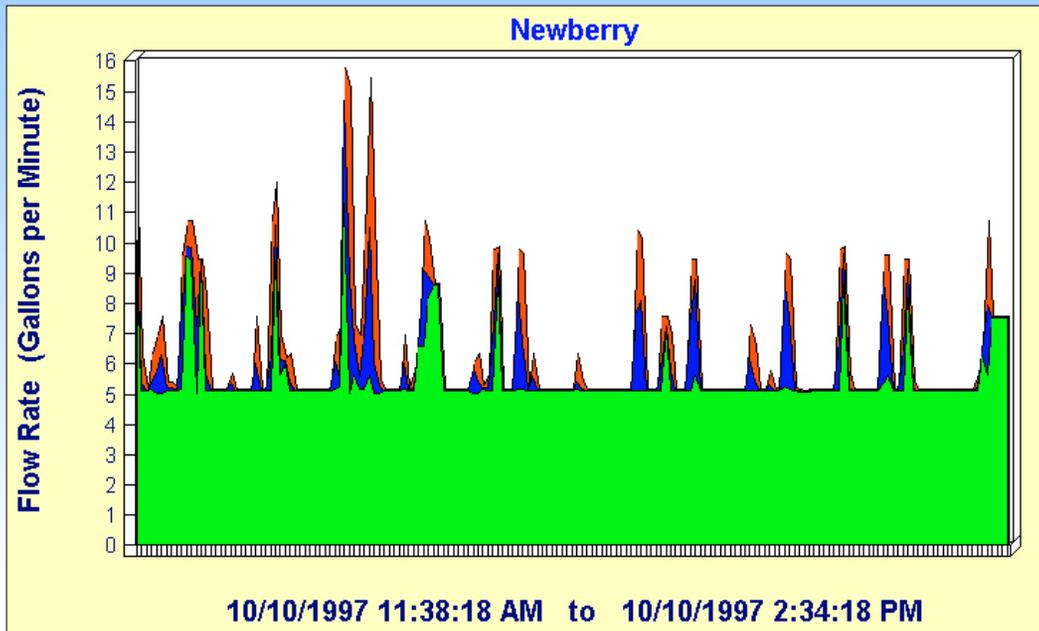


Sensor strapped to meter.

Logger placed inside pit for overnight monitoring.



Logger connects to P.C. for downloading data.



MEASUREMENT & VERIFICATION

- **USE ACTUAL METER READINGS FROM UTILITIES**
- **AUTOMATED METER READING EQUIPMENT QUICKLY IDENTIFIES PROBLEM AREAS**

Water is today, what
Energy was in 1980

New technologies in water efficiency

Deliver a positive ROI

Have a positive impact on operations

Improve quality delivered to guests

Are beneficial to the environment