



May 7, 2018

To: Board of Directors

Subject: Proposal for Replacement of Irrigation Controllers

Attached is proposal to replace all 14 irrigation controllers in the community. This is a joint proposal from CVL and ET Water. The proposal has been reviewed by the Landscape Committee over the past two months and is recommended for approval in the 2018-2019 budget and contract approval in July 2018. The implementation and configuration of all 14 controllers will require 2 to 3 weeks and if started in July will help to reduce water usage this summer and into the future. CVL is trained in the configuration and operation of these controllers and has experienced excellent results at other accounts.

The attached proposal comes from ET Water which provides the controllers and software. The system is cloud based and will allow CVL to optimize our irrigation plan and control the use of water based on predictive weather. The potential is to save 10% to 20% per year on water costs. Weather conditions could enable the projected savings to be even more.

The cost for 14 controllers is \$59,265. Discounts were provided by CVL for the Park controller installed last year, and no labor will be charged for installation and configuration for this controller. The MWD rebate would be \$21,840. Net cost is therefore \$37,425.

The funding of \$59,265 would span two fiscal years. In FY 2018-2019 cost of \$35,910 (two payments of \$19,755) and revenue of \$21,840. The net cost in year one is \$14,070 and would come from funds available in our Irrigation System Capital Reserves. Year two cost of \$19,755 would come from 2019-2020 Capital Reserve Fund. Currently we budget \$5,000 per year for the is reserve and this will continue in the future. The balance of year two cost \$14,755 would need to be budgeted. The useful life for budgeting of the controllers is 12 years.

Water cost savings are estimated at 10% to 20% (\$6K to \$12K per year). It was recommended 15% (\$9K) savings be used for 2018-2019 budget. This would reduce water cost for annual budget from \$60K to \$51K. This savings offset the year two cost of the Irrigation system reserve so there is no net cost impact on annual dues in the two-year acquisition process. Water savings costs will be lower by an estimated \$9,000 per year in the future based on current usage and water rates.

The internet monitoring and reporting is a cloud-based service. The cost is \$250 per year for each controller. Total cost for 14 controllers is \$3,500 per year. ET Water will not charge for the initial 4 years, so the \$3,500 annual cost would start in fiscal year 2023-2024. This reduces the annual cost





savings in year 5 and forward to \$5,500 per year. Program is also supportive of City/County water conservation program.

Total cost savings projected for 12-year useful life is \$80,000 (\$9K x 4 yrs and \$5.5K for 8 yrs). Additional benefit is remote access to controls from PC and mobile devices adjustments feasible on real time basis to react to water and other operational conditions. This provides potential added savings and efficiencies for our landscape contractor.

The Landscape Committee recommends approval.

If anyone has a question, please contact me. Thank you.

*Ron*

Ron Rubino, President  
[ron@eastbluff.net](mailto:ron@eastbluff.net)  
(949) 683-6130





Cresta Verde Landscape

April 20, 2018

Proposal No. L041801 R

Eastbluff Community Association  
c/o South Coast Property Management, Inc.  
2973 Harbor Blvd. #415  
Costa Mesa, CA 92626

**Attention:** Scott Smith

**Regarding:** Controller Replacements for Entire Community

Dear Scott and Board Members,

Please find our proposal to replace all (14) controllers in the Eastbluff Community with up to date internet based ETwater Smart controllers.

**Scope of Work:**

1. Remove and dispose of (14) existing controllers.
2. Install (14) ET Water controllers and properly sequence stations. Controller at Blue Herron Park will be provided at no charge for the controller assembly and the labor to remove existing controller and install new controller.
3. Produce and provide Color Charts for each controller.
4. Properly program controller with site specific information. This includes specific information such as: soil types, sun light exposure, grades and degree of slope, types of plant material, age of plant material, rooting zone of plant material, and type of irrigation heads.
5. Program controller online with site specific information.
6. Continue to modify programs as needed on all controllers in order to provide the optimum water use and savings. ETwater technicians will work with CVL to assure optimum programing is established.

**Cost: \$59,265.00**

**Notes:**

1. Controllers include four years of data service. Average cost for yearly service \$250.00 per controller.
2. Smart timers are currently eligible for rebates. Based on ET water calculations, it is estimated that Eastbluff Community could receive approximately \$21,840 in rebates. ETwater will file the paperwork for the rebate once proposal is approved. Work will not begin until a reservation number is obtained.
3. Proposal does not include new stainless steel enclosures. There remains (1) controller on Catalpa that will need a stainless steel enclosure.

Respectfully submitted,

Morgan L. Wilson Sr.

An authorized signature in the space provided below will convert this proposal into a contract for Cresta Verde Landscape to perform work as described above.

Accepted by Authorized Agent

Date

Accepted by Authorized Agent

Date



# OPTIMIZED IRRIGATION PLAN

**PREPARED FOR**

EastBluff Community Association

**SITE**

parcel(s) associated with  
2613 Basswood St , Newport Beach,  
CA

**GENERATED ON**

**ACCESS THIS REPORT ONLINE AT**

<http://etwater.com/plan#/report/5abc817722d79200014cb462>

**FOR MORE INFORMATION CONTACT**

Shirley Lee  
Water Conservation Manager

[slee@etwater.com](mailto:slee@etwater.com)  
415-570-7165

**YOUR REGIONAL ETWATER SPECIALIST**

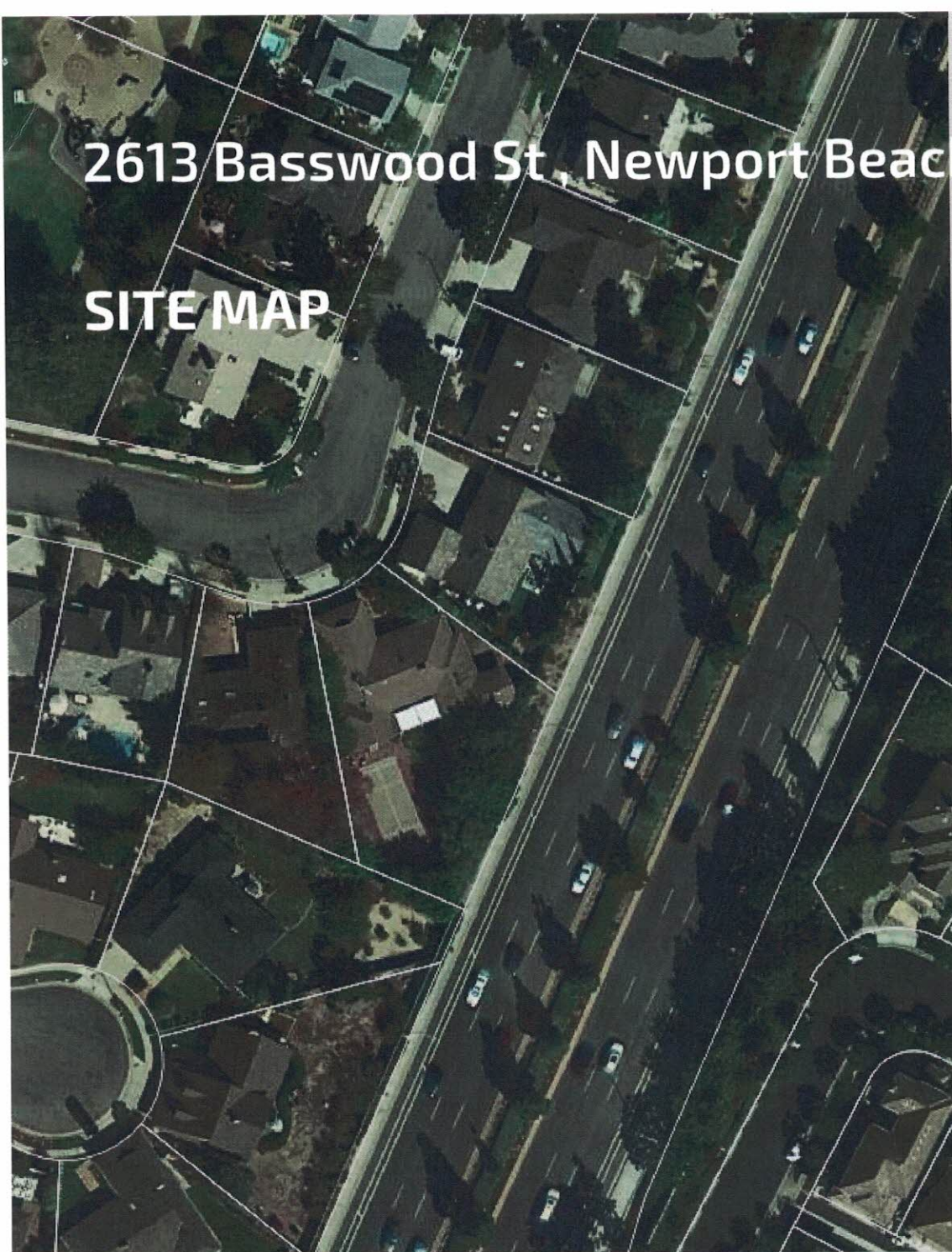
Shirley Lee  
Water Conservation Manager  
ETwater

[slee@etwater.com](mailto:slee@etwater.com)  
1.415.570.7165

3 Hamilton Landing, Suite 240  
Novato, CA 94949


2613 Basswood St, Newport Beach, CA

SITE MAP



Google

## OPTIMIZED IRRIGATION PLAN



A wealth of soil, plant, climate and other environmental data specific to your site has been collected to calculate your Optimized Irrigation Plan. This plan is optimized to maintain all vegetation in optimal health while using the least amount of water. In other words, it answers the question "What is the least amount of water I need to keep my landscape looking its best?"

The answer to that question is of course heavily influenced by the weather. In the section on your specific micro climate you'll find an overview of the primary environmental factors that influence your landscape.

Using this historical data provides you with an excellent

All this data and mapping comes together in the Optimized Irrigation Plan. It shows you exactly how much water an ETwater Smart Controller would have used to keep your landscape in optimal health over the past 365 days. When using optimized irrigation, your actual water usage will vary in exact correlation to the weather. So not only will it provide you with the comfort of knowing your site is healthy and beautiful, but also the satisfaction of knowing you're maximizing your water savings for every situation.

When you're ready to reap those savings, ETwater has the industry's most sophisticated Environmental  
The amount of information is  
across the internet and  
landscape's needs, and  
way to manage your  
r's Smart Irrigation  
advantage of our services,  
and remotely monitor and

# OPTIMIZED IRRIGATION PLAN

This is it. Your optimized irrigation plan requires only 1065.85 HCF a year to maintain optimum plant health.

AVERAGE PER SQ.FT. PER YEAR

37.2 GALLONS

TOTAL PER YEAR

1065.85 HCF

This is your yearly projected water needs, optimized for vegetation health and adjusted for rain fall, heat spells, frost and other environmental influences.

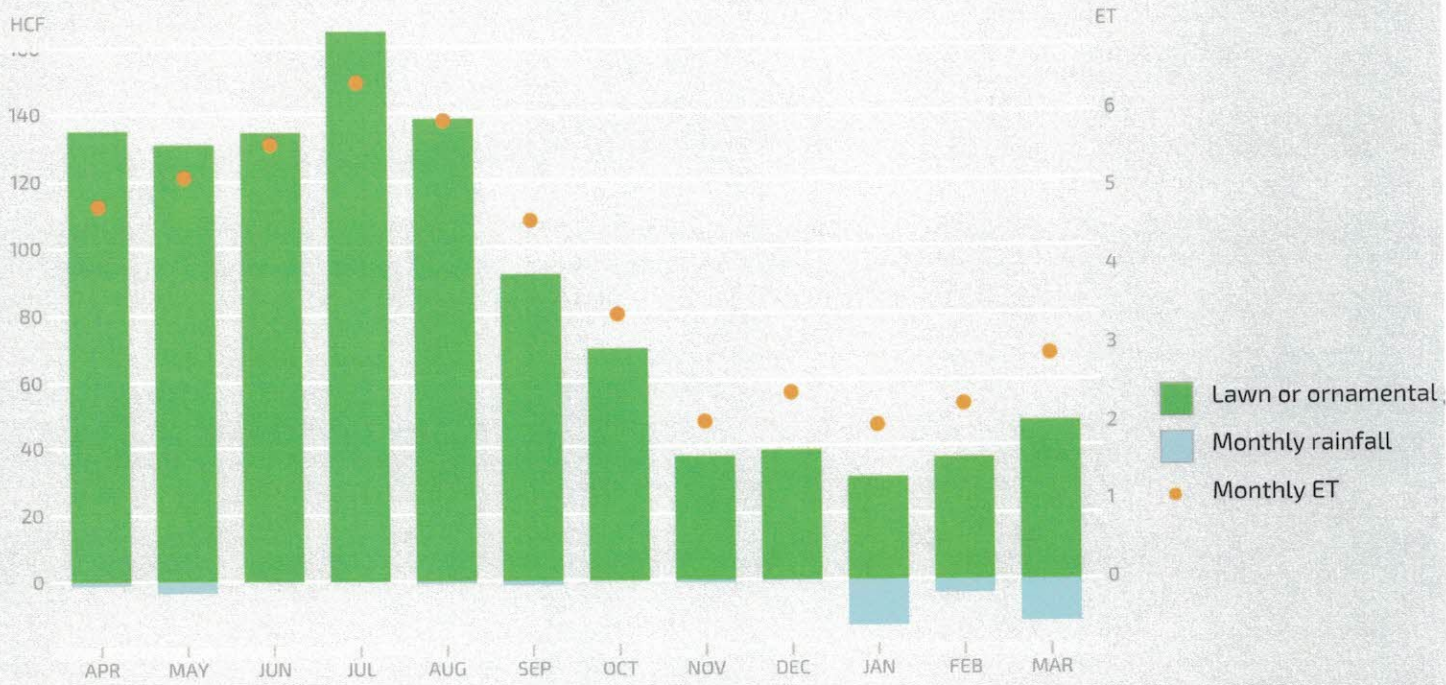
It is based historical weather data. Your actual usage will vary with the weather.

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## Stats for 2613 Basswood St , Newport Beach, CA

Total area	81140.04
Vegetation	81140.04
Vegetation	81140.04
Lawn or ornamental grass	81140.04

# OPTIMIZED IRRIGATION PLAN DETAILS



	April	May	June	July	August	September	October	November	December	January	February	March	TOTAL
<b>Optimized Usage (HCF)</b>													
Lawn or ornamental grass	135.08	130.93	134.62	164.36	138.43	92.08	69.81	37.62	38.95	31.02	36.53	47.74	1057.17
<b>TOTAL</b>	<b>135.08</b>	<b>130.93</b>	<b>134.62</b>	<b>164.36</b>	<b>138.43</b>	<b>92.08</b>	<b>69.81</b>	<b>37.62</b>	<b>38.95</b>	<b>31.02</b>	<b>36.53</b>	<b>47.74</b>	<b>1057.17</b>

73.27 vs 303  
313% More

## WHAT'S NEXT

This optimized irrigation plan shows optimal water usage based on historical weather data. It is an excellent tool for comparison against actual usage data. When you install an ETwater Smart Controller, it will provide you with the comfort of knowing that your water usage is adjusted in accordance with every change in the weather. And as the weather is never the same, your usage will vary from year to year as well. What will stay constant is the fact that you are using the minimum amount of water for keeping your landscape in optimal health.

There are more options to save even more water, using efficient sprinklers, checking for leaks, updating equipment, etc. To find out more, contact your ETwater expert, the contact information is on the front cover



# MICRO CLIMATE

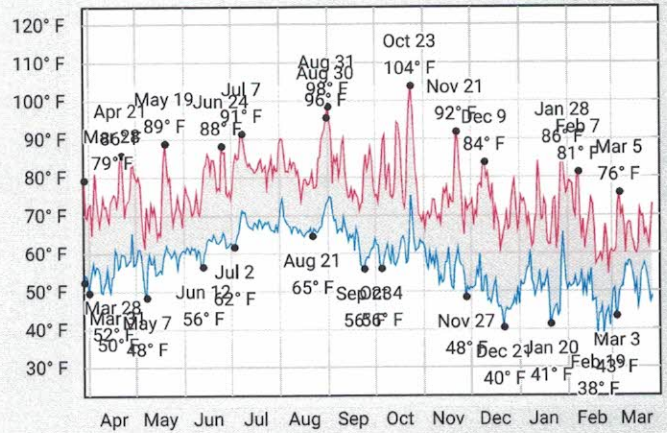
The hottest day of the last 12 months was 1 September, 2017 with a high temperature of 107.5°F. The hottest month of the last 12 months was September with an average daily high temperature of 75.2°F.

The coldest day was 7 January, 2018 with a low temperature of 5.1°F. The coldest month of the last 12 months was January with an average daily low temperature of 58.1°F.

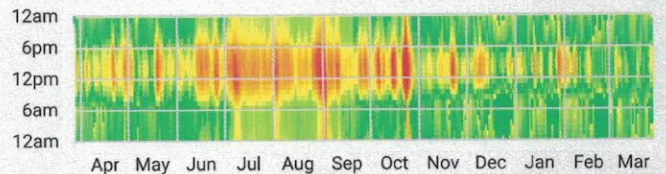
No day during the last 12 months was entirely below freezing

The day with the largest quantity of precipitation was 9 January, 2018. That day saw 0.531in of liquid (or liquid equivalent) precipitation. The month with the most precipitation was January, with 0.772in.

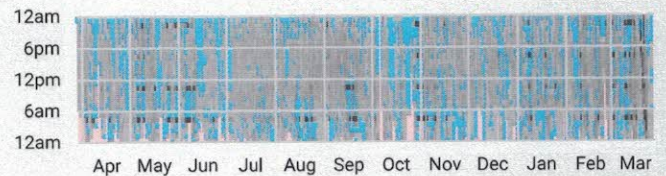
Daily temperature extremes



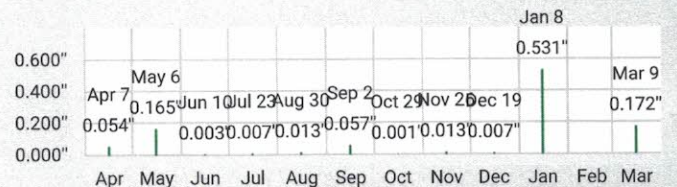
Hourly temperatures



Hourly cloud coverage



Rainfall



# Ready to irrigate in harmony with the weather?



## Put your optimized irrigation on autopilot

With an internet connected Smart Irrigation Controller you never again have to change your watering schedule. And when you use the world's smartest controller, not only will it optimize your irrigation based on your landscape specifics and micro climate, it will give you detailed insight into your water usage and budget, alert you of anomalies such as unscheduled watering and high and low flow, and provide remote control over every valve and nozzle in your landscape.

## ETwater Smart Irrigation saves water, time and money

- Save 20-50% water by using only what is truly needed for optimum plant health.
- Save time by monitoring multiple sites remotely.
- Save money with less water, less truck rolls and less man hours.



### ETwater SmartBox Controllers

Host Controller

#### BEST FOR

New construction complete controller replacement.

#### COMPATIBILITY

Any site

#### INSTALL TIME

2+ Hours



### ETwater SmartWorks

Replacement Controller

#### BEST FOR

Easy installation into existing enclosure. No valve rewiring.

#### COMPATIBILITY

Replaces Irritrol MC Plus; Rain Master Sentar, Hawk, Eagle and Evolution DX2; and many Rain Bird controllers.

#### INSTALL TIME

Under 1 Hour



### ETwater HermitCrab

Remote Controller

#### BEST FOR

Upgrades conventional controller to ETwater web-based technology

#### COMPATIBILITY

Plugs into most Rain Bird, Rain Master, Weathermatic, Irritrol, Superior, and Hunter controllers with a remote control port

#### INSTALL TIME

Under 10 minutes

## ETwater Smart Irrigation equipment

- Is configured online, eliminating the need for manual programming.
- Connects to the internet over cellular data networks; no cables or WiFi necessary.
- Can function independently or interface with most existing controllers.
- Can be monitored and managed remotely using any computer, tablet or mobile device.
- Turns any smart phone or tablet into an irrigation remote control.
- Sends alerts based on unusual situations, such as abnormal water flow rates.
- Compiles detailed usage and savings reports.
- Maximizes water conservation through advanced data models, including rainfall forecasts.



## LIMITED WARRANTY

ET Water Systems, Inc. ("ET Water") warrants that ET Water hardware products will be free from defects in materials and workmanship under normal use for a period of three (3) years from the date of purchase. Your sole and exclusive remedy is, at ET Water's option, either repair or replacement of the product.

### Exclusions

The above mentioned warranty shall not apply (i) if the product has been altered or modified without ET Water's authorization, (ii) if the product has not been installed, operated, repaired, or maintained in accordance with ET Water's instructions, (iii) if the product has been subjected to abnormal physical, thermal, or electrical stress, or to misuse, neglect, or accident, or (iv) if product failure occurs as a result of any cause not attributable to ET Water.

### Warranty Service Procedures

To make a warranty claim, contact the ET Water distributor from whom you purchased your product. In most cases, your distributor will be able to correct the problem, but if they are not able to do so, you should contact ET Water Customer Support via one of the following channels:

Customer Support Email: [Care@etwater.com](mailto:Care@etwater.com)  
Customer Support Phone (888)685-5505  
Using the 'Live Chat' feature on [ETWater.com](http://ETWater.com)

Prior to any return of the product, you must notify ET Water in writing of any defect in the product within the applicable warranty period and provide dated proof of original purchase. ET Water will provide you with a Return Material Authorization ("RMA") number and the location to which you must return the product. You are responsible for proper packaging of the product returned to ET Water and shipment to the location designated by ET Water. Insurance and shipping costs relating to warranty service and any applicable duties will be borne by you.

### Disclaimer

Except as specified above, all express or implied conditions, representations, and warranties including, without limitation, any implied warranties or conditions of merchantability, fitness for a particular purpose, satisfactory quality, non-infringement, or arising from a course of dealing, usage, or trade practice, are hereby excluded to the extent allowed by applicable law.

### Limitation of Liability

In no event will ET Water or its affiliates or suppliers be liable for any loss of use, interruption of business, lost profits, or lost data, or indirect, special, incidental, or consequential damages of any kind, regardless of the form of action, whether in contract, tort (including negligence), strict liability, or otherwise, even if ET Water or its affiliate or supplier has been advised of the possibility of such damage, and whether or not any remedy provided should fail of its essential purpose. Some jurisdictions do not allow the exclusion or limitation of incidental or consequential damages, so the above limitations or exclusions may not apply to you. This limited warranty gives you specific legal rights, and you may also have other rights that vary from jurisdiction to jurisdiction.

**Irrigation Controller Replacement Proposal**

Prepared by: Ron Rubino

4/26/2018

Cost to Replace	\$	59,265.00
Rebate	\$	(21,840.00)
<b>Net Cost</b>	<b>\$</b>	<b>37,425.00</b>
<b>Projected Annual Savings in Cost of Water</b>	<b>\$</b>	<b>9,000.00 (see estimate below)</b>
<b>ROI</b>	<b>\$</b>	<b>4.16 years</b>

**Payment Plan (Offered by GT Water and CVL)**

1. Down payment upon contract approval	\$	19,755.00	10-Jul-18 FY 2018-18
2. Payment #2 due in 90 days	\$	19,755.00	10-Oct-18 FY 2018-18
3. Final payment #3 due next FY	\$	19,755.00	10-Jul-19 FY 2019-20
<b>Total</b>	<b>\$</b>	<b>59,265.00</b>	

**Revenue from Rebate** \$ **21,840.00** 4 to 6 weeks after approval  
Estimated by 8/30/2018

**Budget**

Cost to Reserve Fund FY 2018-2019	\$	39,510.00	payments 1 and 2
Revenue repayment to Reserve Fund	\$	(21,840.00)	rebate
<b>Net Cost FY 2018-2019</b>	<b>\$</b>	<b>17,670.00</b>	

**Net Cost FY 2019-2020** \$ **19,755.00**

Note: Assumes Catalpa controller brick container and electrical will not be replaced

**Reserve Fund**

Existing Balance 6/30/2018	\$	14,887.00
FY 2018-2019 Addition	\$	5,000.00
<b>Total Available</b>	<b>\$</b>	<b>19,887.00</b>

Note: Annual Capital Reserve cost of \$5,000 recommended to continue if new controllers are purchased.

Cost of Controllers	\$	37,425.00
Useful life 12 years		12 years
<b>Reserve funding per year</b>	<b>\$</b>	<b>3,118.75</b>

Note: Reserve covers electrical connection, housing and controllers.

**Budget Impact**

Funds Available in Capital Reserve	\$	19,887
Net Funds Required	\$	37,425
Budget Operating Funds Needed	\$	17,538

**Estimated Water Savings**

Annual cost water	\$	60,000.00
Estimated Lower Annual Cost (15% savings)	\$	51,000.00
<b>Estimated Annual Savings Years 1 to 4</b>	<b>\$</b>	<b>(9,000.00) per year</b>

Note: Estimated Savings 10% to 20% cost of water

**Additional Cost of Software Subscription**

\$250.00 per controller/yr.	\$	250.00
Number of controllers		14
<b>Total subscription cost</b>	<b>\$</b>	<b>3,500.00</b>
<b>Estimated Annual Savings Year 5 forward</b>	<b>\$</b>	<b>(5,500.00) per year</b>

## Controller replacement budget

Attached is the report for May 7 meeting. If the plan to replace the controllers is approved, we would need to budget the following amounts.

### **Year on FY 2018-2018**

Add \$5K to Capital Reserve

Add \$21,840 to capital reserve for rebate income

Spend \$37,425 from reserve

Reduce water cost in operating budget from \$60K to \$51K

### **Year two FY 2019-2012**

Add \$5K plus one-time \$9,755 to Capital Reserve

Spend \$14,755 from reserve

Budget water at actual usage / cost based on prior year. (Est \$51K)

Year 1 to 4 no budget for ET Water software subscription

### **Year 5 and forward**

Add \$5K to Capital Reserve

Budget ET Water software subscription in operating budget \$3,500

Budget water at actual usage / cost based on prior year. (Est \$51K)