

Case Study:



Lincoln Property Company installs a smart water system at Lincoln Park I to reduce irrigation costs.

Lincoln Property Company Makes a Smart Decision to Install a Smart Water System

It all started when Lincoln Property Company Senior Engineer Scott Kelly received a \$12,000 water bill for Lincoln Park I, a commercial building located on Lincoln Park Drive in Herndon, VA. Trouble was, the building's irrigation system had been shut off during the entire billing cycle. After inspecting the system, Scott discovered a leaky valve. "Water was flowing and we just didn't see it," he says.

Upon the recommendation of Environmental Enhancements Inc., Scott had a smart water system installed at the building in the spring of 2018. The new system sends alerts to a designated cell phone whenever a malfunction is detected. "Now I know water isn't flowing when it's not supposed to," says Scott.

Beyond alerts, the smart water system allows an operator to set parameters for multiple zones so the entire system can manage—and balance—the workload. "Such a hi-tech system allows me to set custom parameters for each property," says Josh Hanson, CIT and Environmental Enhancement's Irrigation Manager. "I can also adjust the system from a remote location. Basically, depending on the amount of control they want, clients can leave the managing of the system up to me."



Water waste is difficult to manage in most conventional irrigation systems.

At Lincoln Park I, Josh and Scott operate the system jointly. According to Scott, he is able to “get alerts, make adjustments, pick certain spots to irrigate, like watering a flowerbed on a Saturday” just by punching buttons on his cell phone. This convenience allows him to spend less time traveling to the property.

Within three years, a property can expect to recoup its investment, and on larger properties, the ROI can be as short as a year.

Along with reducing engineering time, intelligent weather-tracking manages water needs throughout the property, and service calls are far more efficient—or avoided altogether. Plus, the smart water system helps prevent one malfunction from turning into many. “If a valve has gotten stuck in ‘open’ mode over the weekend, by the time someone comes in on Monday morning, an entire zone could be flooded,” says Josh. “Now, a cell phone alert lets me know right away when there’s a problem.”

By deploying a smart water system, Scott looks forward to reducing water waste to zero.



The Rain Bird smart water system allows for remote operations.

“From beginning to end, the installation was painless. We had no issues, no downtime, and the system is working well,” says Scott. “I’ve been at this building for four years and Environmental Enhancements has been our landscaping company the entire time. We’ve even won awards with them, which made my property manager very happy. You can tell when people come up to the building—the landscaping really pops.”

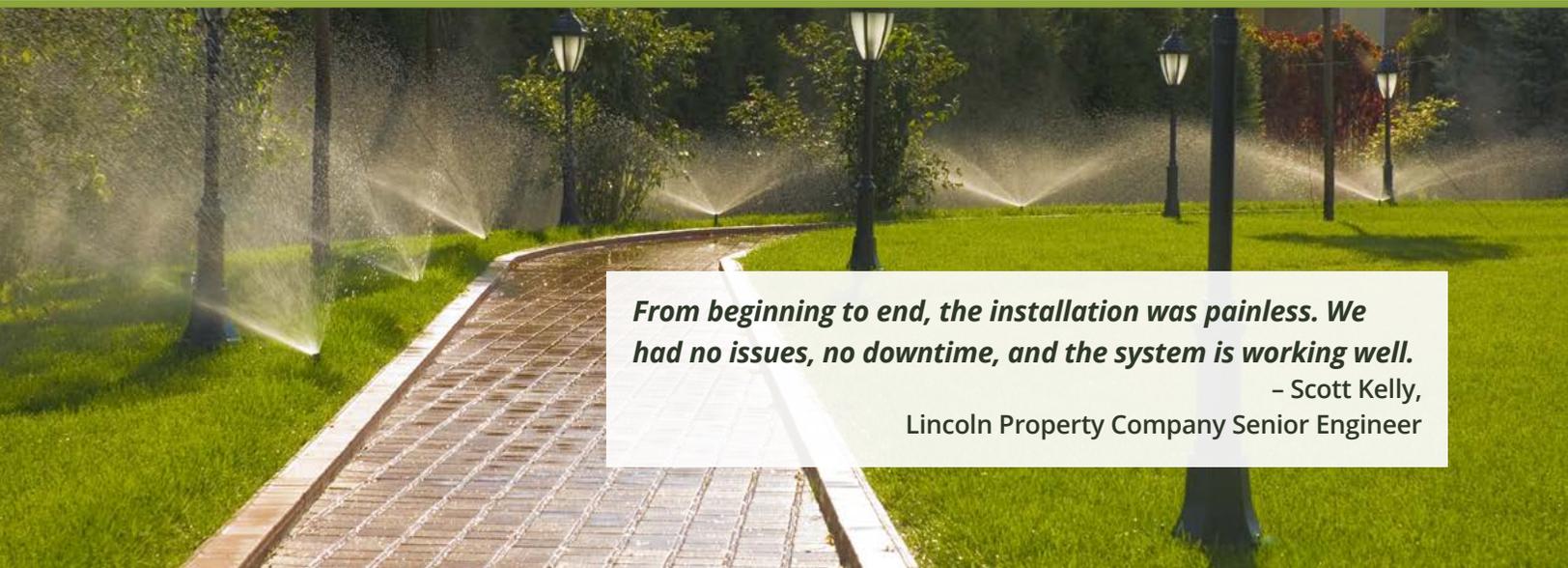


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A smart water system beautifies landscaping, which in turn, attracts (and keeps) more tenants.



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**– Scott Kelly,
Lincoln Property Company Senior Engineer**