HUD Water Wednesdays

Introducing WaterSense & Quantity Quotes

April 29, 2015
Veronica Blette, EPA
Stephanie Stern, StopWaste
Housekeeping

• All attendees are muted to minimize background noise.

• Please type questions into the chat box on the upper right-hand side of your screen. We will have a dedicated time for Q&A.

• A recording of this presentation will be posted on the WaterSense website at epa.gov/watersense/hudwebinars
Poll Question

• Where are you from?
  – I work for HUD
  – I manage public housing
  – I work for local government
  – I work for the private sector (consultants, manufacturers)
  – Other
Today’s Presenters

- **Veronica Blette**, Chief, WaterSense Branch

- **Stephanie Stern**, Program Manager, StopWaste

STOP WASTE
at home • at work • at school

Connecting buyers with suppliers of green and energy-efficient products
The Bigger Picture - A few words from HUD
The Bigger Picture

- Federal Requirements
- Energy/Water Nexus
- Costs
- Water Use
- Weather and Climate
- The Opportunity
Federal Water Efficiency Requirements

Executive Order 13693 builds on previous E.O. 13423, 13514 and the Energy Independence and Security Act of 2007 (EISA)

• Sets water and energy efficiency requirements for all federal agency facilities.
• Meter and use data to improve water management
• Reduce potable water use intensity by 2% each year
• Purchasing ENERGY STAR, WaterSense, and DOE/FEMP designated products
• Reduce non-potable industrial, landscaping and agricultural water use by 2% per year
• Implement green infrastructure projects
Water Costs will Continue to Increase

In 2013, average national rate for water and sewer combined is $9.30/kGal
Poll Question

• How do my tenants pay for water?
  – They are billed separately – they know how much water they use
  – It is included in their rent – they don’t know how much water they use
  – Not applicable – but I pay for water separately
  – Not applicable – I don’t see a water bill
It’s Not Just About Water

• Moving and treating water uses energy
  – Every gallon of water has an energy “footprint”
  – Nationally almost 1% of all electricity use is for the purpose of treating or delivering water and wastewater treatment uses another 0.8%

• On a local level, energy use and cost
  – @ municipal level – can be > 40%
  – @ utility level – energy is one of the highest utility costs

• Still, the largest portion of energy consumed by using water happens in the hands of the user
  – In California, 19% of electricity and 30% of non-power generation natural gas is consumed by pumping, treating, heating, or otherwise using water
Water Use is Declining but Population will Grow

89 gpcd for domestic water use from public supplies in 2010 USGS report vs. 100 gpcd in 2005 report

2010 Domestic Withdrawals and Deliveries
Ensuring a Reliable Supply of Water is a Challenge

- Drought happens somewhere every year
- Climate change increases uncertainty and concerns about water scarcity and risk
- Competition for supplies to meet public, agricultural and energy needs will increase

[Maps showing drought conditions from Sep 2007, Oct 2011, May 2013, and April 2015]
Water use in Multifamily Housing

- Fannie Mae 2012 survey of multifamily properties shows wide distribution in water use
- Noted opportunities for savings
- EPA WaterSense evaluating data for purposes of benchmarking

https://www.fanniemae.com/multifamily/green-initiative-market-research-survey
How do we use water at home?

• Approx. 70% of water used indoors, 30% outdoors
  – Outdoor use is higher in arid regions
  – During summer, outdoor water use can increase 2-4x over winter use

• Toilets, faucets, showers, clothes washers, and leaks are biggest indoor users

1999 Residential End Use Study
EPA and WaterSense - the why and what

Water shortages expected in 36 states
Communities face major infrastructure investments
Consumers challenged by rising utility bills
Much of water used outdoors is wasted
No ENERGY STAR-like program for water

Identify high-performing technology
Promote water efficient behavior/action
Help consumers save money
Reduce need to expand infrastructure capacity
Save water for critical needs

2006
look for
WaterSense Meets EPA Criteria
WaterSense focus – 3 Ps

Fixtures and technologies save water

Actions that can be taken to reduce water use -- at home, outdoors and at work

Practices

Products

People

Partners reach users to change behavior
What’s Special About WaterSense?

- A label with integrity
  - Third-parties independently certify that products and homes meet EPA criteria
  - Backed by the credibility of EPA

- Smart use of resources
  - EPA provides national standardization and outreach for water-efficiency
  - Manufacturers absorb product research, testing, and branding costs
  - Licensed certifying bodies certify the products and police the label’s use
  - EPA, manufacturers, retailers, and other partners help market/incentivize purchase of labeled products
Certification Process Provides Confidence

- Manufacturer applies to a licensed certifying body
- Licensed certifying body conducts product evaluation
  - Assesses production process and quality management system
  - Samples and tests product’s conformance to WaterSense specification
  - Certifies the product and provides list to WaterSense
- Licensed certifying body authorizes manufacturer to use the WaterSense label
- Licensed certifying body conducts ongoing conformity assessment
  - Annual product retesting
  - Annual assessment of production process and quality management system
  - Annual surveillance of label use in the marketplace
WaterSense Product Evaluation Factors

In determining what to label, products must be able to:

- Offer equivalent or superior performance
- Be about 20 percent more water-efficient than conventional models
- Realize water savings on a national level
- Provide measurable results
- Achieve water efficiency through several technology options
- Be effectively differentiated by the WaterSense label
- Be independently certified
“Low Flow” is a No Go

Skeptical of “low-flow”? Choose WaterSense®!

WaterSense labeled products must meet EPA criteria for both water-efficiency and performance.

Don’t sacrifice performance for water efficiency.

WaterSense labeled products are certified to PERFORM as well or BETTER than standard models

...all while SAVING at least 20% more water!

www.epa.gov/watersense
WaterSense Labeled Products

- Tank-Type Toilets
- Lavatory Faucets
- Showerheads
- New Homes
- Flushing Urinals
- Pre-rinse Sprayers
- Irrigation Controllers

Water factors are also included in many ENERGY STAR qualified products

http://www.epa.gov/watersense/product_search.html
# Comparing WaterSense to Standard Models

<table>
<thead>
<tr>
<th>Product</th>
<th>Standard Models</th>
<th>WaterSense Models</th>
<th>2015 CA CEC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tank-type Toilets</td>
<td>1.6 gallons per flush (gpf) max</td>
<td>Single - 1.28 gpf max Dual – 1.28 gpf effective (avg 1 full, 2 reduced flushes) Must remove &gt; 350 grams of waste</td>
<td>Single 1.28 gpf Dual – 1.28 gpf Must remove &gt; 350 grams of waste</td>
</tr>
<tr>
<td>Lavatory Faucets</td>
<td>2.2 gallons per minute (gpm) max</td>
<td>1.5 gpm max Minimum flow 0.8 gpm at 20 psi</td>
<td>1.2 gpm max</td>
</tr>
<tr>
<td>Showerheads</td>
<td>2.5 gpm max</td>
<td>2.0 gpm max Must meet minimum flow rate, spray force, and spray coverage requirements</td>
<td>2.5 gpm max</td>
</tr>
<tr>
<td>Flushing Urinals</td>
<td>1.0 gpf max</td>
<td>0.5 gpf max</td>
<td>0.125 gpf max</td>
</tr>
</tbody>
</table>
## Comparing WaterSense to Standard Models

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<th>Standard Models</th>
<th>WaterSense Models</th>
<th>2015 CA CEC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-Rinse sprayers</td>
<td>1.6 gpm max</td>
<td>1.28 gpm max Must meet minimum spray force and endurance requirements</td>
<td>none</td>
</tr>
<tr>
<td>Weather-based irrigation controllers</td>
<td>No standards</td>
<td>Use weather data and landscape info to control irrigation Performance – provide sufficient water to keep plants healthy without runoff. Have capability to respond to utility restrictions</td>
<td>none</td>
</tr>
<tr>
<td>Commercial flushometer toilets (Draft)</td>
<td>1.6 gpf max</td>
<td>1.28 gpf max (single or dual flush) Must flush &gt;350 grams + seat cover</td>
<td></td>
</tr>
</tbody>
</table>
Certified products help save water, energy, and money on utility bills

- Retrofitting older, inefficient toilets, showerheads, and faucets with WaterSense models could annually save the average MF building
  - 9,000 gallons of water per unit
  - $85 in water/sewer costs per unit
  - 270 kWh or 1200 ft³ of natural gas per unit

- Changing to WaterSense labeled showerheads and faucets/aerators alone could save more than 2,000 gallons per year for every unit and $20/unit/year
Products Labeled through 2013

Now more than 14,000 labeled models
Acceptance of WaterSense

• The WaterSense label is recognized by other green programs
  • DOE Federal Energy Management Program Designated Products
  • U.S. Green Building Council’s LEED Rating Systems
  • Green Globes’ Green Building Initiative
  • National Association of Home Builders’ National Green Building Standard
  • International Code Council’s International Green Construction Code
  • IAPMO Green Technical Supplement
  • States and Municipalities (Georgia, Texas, Colorado, California, New York City, Miami-Dade County)
Savings Add Up! 2006-2013

757 billion gallons of water saved since 2006!

WaterSense has helped reduce the amount of energy needed to heat, pump, and treat water by 101 billion kilowatt hours, enough to supply a year's worth of power to more than 9.3 million homes.

WaterSense has helped eliminate 37 million metric tons of greenhouse gas emissions...

WaterSense has saved consumers $14.2 billion in water and energy bills...

...the equivalent of planting nearly 941 million trees.
QuantityQuotes
Connecting buyers with suppliers of green and energy-efficient products

www.quantityquotes.net
Today

• Introduction to QuantityQuotes

• How QQ can help HUD officers, grantees and stakeholders

• Web site walkthrough

• Q&A
Poll

- Who is already familiar with Quantity Quotes?
An online tool created with funding from the U.S. Department of Energy to connect large quantity buyers with suppliers of energy-efficient products.
Goals for QuantityQuotes

- Support purchases of resource-efficient products
- Promote recycled-content building materials
- Increase demand of green products to push the market forward
- Add new products as appropriate
The QuantityQuotes Concept

1. Purchaser requests quotes from suppliers through the website

2. Suppliers respond through the website

3. Purchaser follows up with suppliers and chooses one to contract with
Benefits for Purchasers

- **Save time**
  - All products are ENERGY STAR or WaterSense qualified or meet green criteria
  - Get multiple bids in one step (for free)

- **Save money**
  - Suppliers compete against one another for purchasers’ business

- **Get the right product**
  - The site guides you through formulating a purchase request
NEW Features

- New easier to navigate format
- Product attributes built into purchase requests
- Multiple items can be purchased with one request
- New product categories!
New Product Categories

- WaterSense products
- LEDs
- Recycled content insulation
# All Available Products

## Existing Products

- ENERGY STAR Qualified:
  - CFLs
  - Refrigerators
  - Room Air Conditioners
  - Light Fixtures (Residential)
  - Dishwashers
  - Clothes Washers (Commercial)
  - Dehumidifiers

## New Products

- LEDs
- Recycled Content Insulation
- WaterSense Products
  - Toilets
  - Bathroom sink faucets
  - Showerheads
  - Commercial pre-rinse spray valves
  - Urinals
  - Weather-based irrigation controllers
Current Vendors

3NLED Lighting USA
Adamax Inc.
AM Conservation Group, Inc.
Arkansas Lighting
Atlanta Light Bulbs Inc.
AutoCell Electronics, Inc.
Bonded Logic
Bulbs Plus, Inc.
Creative Laundry Systems, Inc.
E2 Lighting International Inc.
EarthTronics, Inc.
Eco Lighting Group
Energy Federation, Inc.
Energetic Lighting
enLux Lighting
Fasco Appliance
FJS Distributors, Inc.
Florida Eco Products
GE Appliances
Gladiator Lighting
Globe Electric
Goodlite Products Inc.
Grand Appliance & TV
Green Creative

Green Depot
GreenEcoSavers
Greenfiber
Green Insulation Technologies, LLC
Greenwatts LED
Havlock Wool
Honig's Appliance
Jomar Electric
MaxLite
Mighty Bright
Neoperl
New Resources Group
Optolight
SFA Saniflo Inc
Sears Commercial Sales
Southwest Environmental
Superior Lighting
Switch Bulb Company, Inc.
TechniArt Inc.
The Energy Conscious
The Home Depot
Watermiser
Whirlpool Corporation

QuantityQuotes
Connecting buyers with suppliers of green and energy-efficient products
Meet Your Goals with QuantityQuotes

• Product specifications to meet needs of existing project features and retrofits

• Products available on QuantityQuotes.net are ordered in bulk, enabling more competitive prices

• Enables group purchasing to increase volume, and lower prices

• Meet your organizations their bid and procurement requirements
HUD Procurement

• Notice PIH-2007-30 (HA)
  ▪ PROCUREMENT PURCHASING HUD recognizes the benefits of streamlining the purchase of ENERGYSTAR products and PHAs are encouraged to use Quantity Quotes for procurement purchases above $2,000 and below $100,000.

  ▪ If at least three quotes are received using Quantity Quotes, then it satisfies both the 24 CFR 85.36(d)(1) small purchase procedures and guidance provided in the Procurement Handbook 7460.8 REV 2, paragraph 5.2.

  ▪ The stated purposes of the PIH Notices was to encourage ENERGY STAR as the standard for Public Housing, promote the purchase of Energy Star products, and “streamlines the purchase of Energy Star products using Quantity Quotes.”
Basic Work Flow

1. **Purchaser** submits a purchase request to suppliers through the Web site.

2. Interested suppliers respond to the purchaser through the Web site.

3. Purchaser follows up with suppliers and chooses one to negotiate a contract with.
Register here

.....or register here
Enter Registration Information
Log in

Welcome, Please Sign In!

New Customer
By creating an account on our website you will be able to shop faster, be up to date on an orders status, and keep track of the orders you have previously made.

Returning Customer

Email: abcdefg@email.com
Password: ************

Remember me?
Forgot password?

About login / registration
Put your login / registration information here. You can edit this in the admin site.

Log in
Choose your Product and Attributes

Built-In Dishwashers
Choosing a built-in dishwasher offers variety of models that offer high-quality wash and sanitization features. With multiple sizes and colors available, models can offer many aesthetic and functionality benefits.

Manufacturers: Frigidaire, GE Appliances, Grand Appliance & TV, Honig's Appliance, Sears Commercial Sales, The Home Depot, Whirlpool Corporation, Acme-Bory, ABC Manufacturer

- Assembled Width (in.)*
- Maximum width of washer
- Color/Finish*
- Color of washer
- Control Location*
- Location of control panel
- Assembled Depth (in.)*
- Maximum depth of washer
- Minimum Height
- Minimum height measured in inches
- Maximum Height
- Maximum height measured in inches
- Qty: 10

Built-In dishwashers save floor space by fitting permanently into cabinetry. Built-in models have an independent water line, so they are able to be used at the same time as the sink. Most units are 24" models with multiple wash settings and are commonly used in households with full sized kitchens.

QuantityQuotes
Connecting buyers with suppliers of green and energy-efficient products
View your Shopping Cart
View your Shopping Cart

Shopping cart

Remove | Product(s) | Qty.
--- | --- | ---
Built-In Dishwashers
Assembled Width (in): 10
Color/Finish: Slate
Control Location: Front Control
Assembled Depth (in): 10
Minimum Height: 10
Maximum Height: 10

Update shopping cart | Continue shopping

[ Checkbox: I agree with the terms of service and I adhere to them unconditionally. ]

Checkout
Chose your Shipping Address

Checkout

2 Shipping Address

Select the primary shipping address associated with this request.
Becca Price, 123 Main, Columbia, AA (Armed Forces Americas) 21045, United States

Back
Continue

3 Project Information

4 Confirm Order
Enter Project Information and Confirm Order

Shipping Address

Project Information

Industry: Select An Industry
Response Due Date: 12/1/2014

Shipping Information

Should all items be shipped at a single location: Yes or No
Schedule of delivery:

Product(s)

Built-in Dishwashers
Assembled Width (in): 10
Color/Finish: Slate
Control Locations: Front Control
Assembled Depth (in): 10
Minimum Height: 10
Maximum Height: 10

Quantity Quotes
Connecting buyers with suppliers of green and energy-efficient products
Thank you

Your order has been successfully processed!
Request number: 10
Click here for request details.
Responding to a Vendor

Check your messages here

Notification of Messages

You have 1 unread message(s) in your Inbox

An easier way to shop for efficient products.

Stop searching for suppliers of energy- and water-efficient products! Let them compete for your business.

- Save time.
- Save money.
- Get the right product.

Buy in Bulk

Institutionally qualified purchasing groups can buy ENERGY STAR materials in bulk, including:

- Air Conditioners
- Dishwashers
- Refrigerators
- Light Fixtures
- CFLs
- Toilets
- Sink faucets
Responding to Vendor

Private Messages

<table>
<thead>
<tr>
<th>From</th>
<th>Subject</th>
<th>Date</th>
</tr>
</thead>
</table>

Delete selected | Mark selected as unread
Viewing a Vendor Response

View Message

<table>
<thead>
<tr>
<th>From:</th>
<th>Becca Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>To:</td>
<td>John Smith</td>
</tr>
<tr>
<td>Subject:</td>
<td>Re: QuantityQuotes. New Product Request: #13 - John Smith</td>
</tr>
<tr>
<td>Message:</td>
<td>TEST</td>
</tr>
</tbody>
</table>

Reply here
Send a Reply

Post a Private Message

To: Bocca Price
Subject: Re: Re: QuantityQuotes New Product Request #13 - John Smith

Message:

Send  Cancel
QuantityQuotes Opportunities

- Register today!
- Try it out for upcoming purchases
- Provide feedback
Feedback

• What additional features would make QuantityQuotes a more useful tool for meeting your goals?

• What additional products would you like to see on QuantityQuotes?

• Are there vendors currently not signed up to the site that we should reach out to?

• When do you usually make plans for future bulk purchases?
Questions? Contact us

- **StopWaste:**
  - Stephanie Stern
  - 510-891-6584
  - ssstern@stopwaste.org

- **Energetics:**
  - Walt Zalis
  - 410-953-6256
  - wzalis@energetics.com
QUESTIONS?
<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>May 27</td>
<td>Communicating the Need for Water Efficiency</td>
<td>Learn about WaterSense material to help you talk to residents about the importance of water-efficient behaviors. Hear about education and outreach efforts at properties in San Francisco.</td>
</tr>
<tr>
<td>June 17</td>
<td>WaterSense and LEED Housing Programs</td>
<td>Hear about how WaterSense and LEED programs can help build more water-efficient housing. Learn about tools and resources the programs have to improve water efficiency.</td>
</tr>
<tr>
<td>July 29</td>
<td>Water Efficiency Best Management Practices for Multi-unit Property Managers</td>
<td>Learn about WaterSense BMPS for facilities and case studies of how facility managers have assessed their water use and made changes to improve efficiency</td>
</tr>
</tbody>
</table>
Future HUD Water Wednesday Webinars

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 26*</td>
<td>Tracking Water and Energy Savings</td>
</tr>
<tr>
<td></td>
<td>Hear about how property managers can use the ENERGY STAR Portfolio Manager to track their water as well as energy.</td>
</tr>
<tr>
<td>September 16* (date change)</td>
<td>Incorporating Green Infrastructure into Housing Developments</td>
</tr>
<tr>
<td></td>
<td>Learn about EPA resources to help integrate green infrastructure and hear about experiences from HUD grantees</td>
</tr>
<tr>
<td>October 28*</td>
<td>Greywater Reuse – Is it Right for Your Facilities?</td>
</tr>
<tr>
<td></td>
<td>Learn more about greywater reuse and experiences of HUD grantees who have worked with cities to implement projects.</td>
</tr>
</tbody>
</table>

* Dates subject to change.
Help HUD Help You!

• In concert with this training, HUD is requesting feedback on water issues via the public forum “Water Watch” on Switchboard.

• http://switchboard.uservoice.com/forums/293865-water-watch

• Please let them know (a) what challenges your community or organization is facing with water access and water quality; and (b) what more do you think HUD can do to help?
Poll Question

- Was this webinar helpful and will you attend future webinars?
  - Yes, it was helpful and I will attend future webinars.
  - No, I knew all of this already. But I will attend future webinars.
  - Yes, it was helpful. I don’t know if I will attend future webinars.
  - No, it wasn’t helpful and I won’t attend future webinars.
For More Info…

Visit us online!

- www.epa.gov/watersense
  - Lists of products
  - Educational fact sheets and resources
- www.facebook.com/epawatersense
- www.twitter.com/epawatersense
- HUD webinars
  - www.epa.gov/watersense/hudwebinars

Questions?
E-mail: watersense@epa.gov
Helpline: (866) WTR-SENS (987-7367)