



RainWise

Working with home owners

Loralee Wenger

RainWise

- ▶ Rain Gardens and Cisterns
- ▶ Selecting Sites
- ▶ Working with Homeowners
- ▶ Navigating the RainWise rebates

RainWise

- ▶ The Problem: Storm water makes our sewers overflow and pollute our waterways
- ▶ One solution is RainWise, encouraging residents to use Rain Gardens and Cisterns

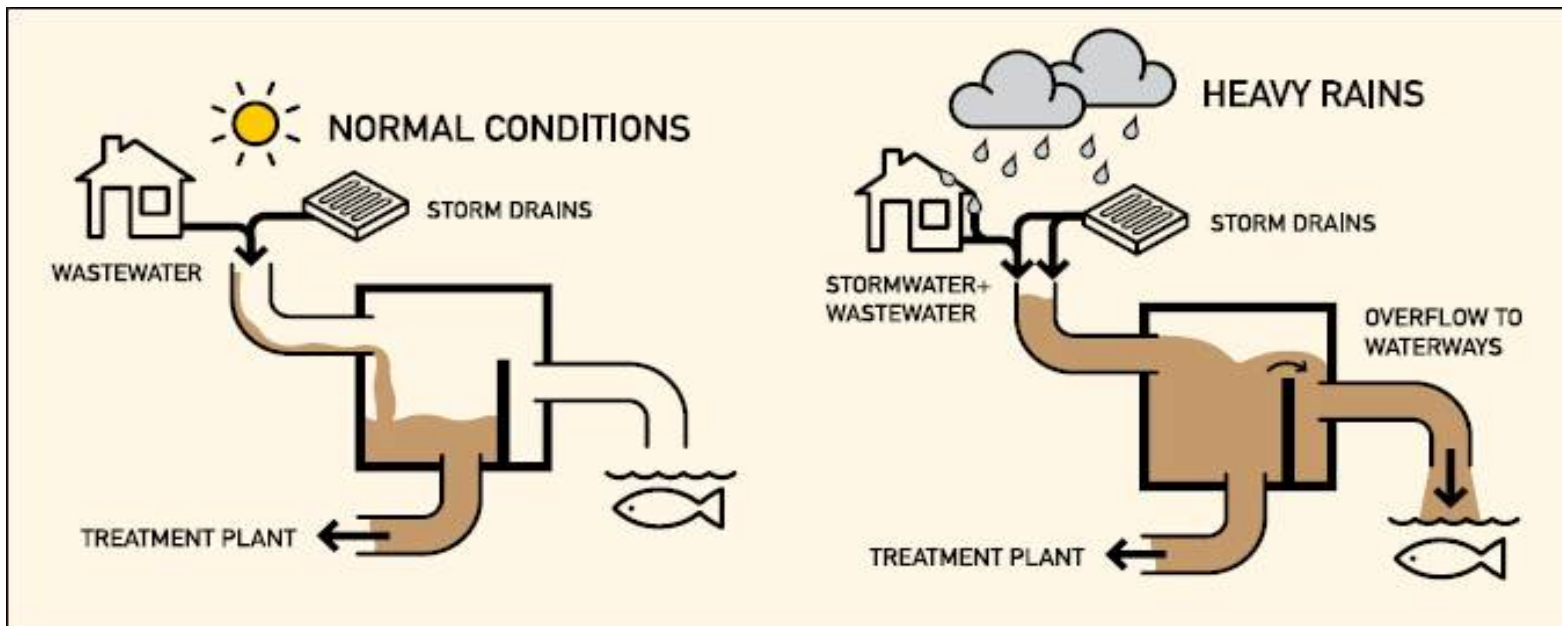
RainWise

- ▶ 60 percent of Seattle is impervious



RainWise

- ▶ Toxic runoff and raw sewage → Puget Sound



RainWise



Soil Filtration



RainWise

Why is SPU/KC paying for my enhancement?

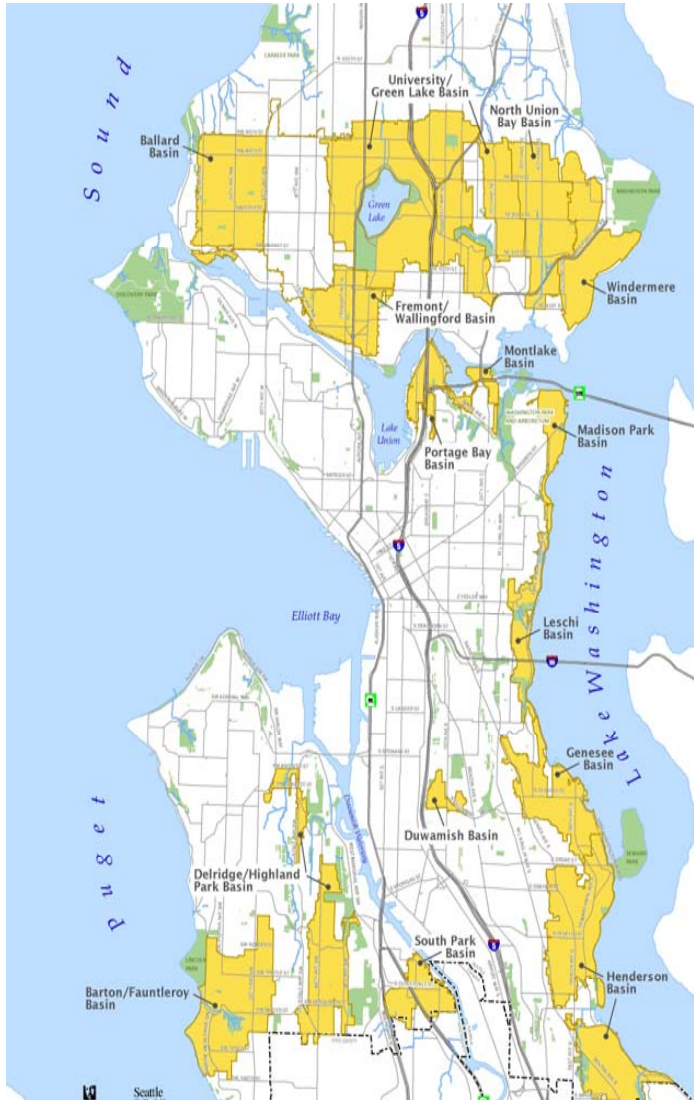
\$\$\$\$\$!

\$1,000,000,000 (Wastewater
treatment facility = \$1-7 Billion)

÷ \$4,000 (average RainWise rebate)

=

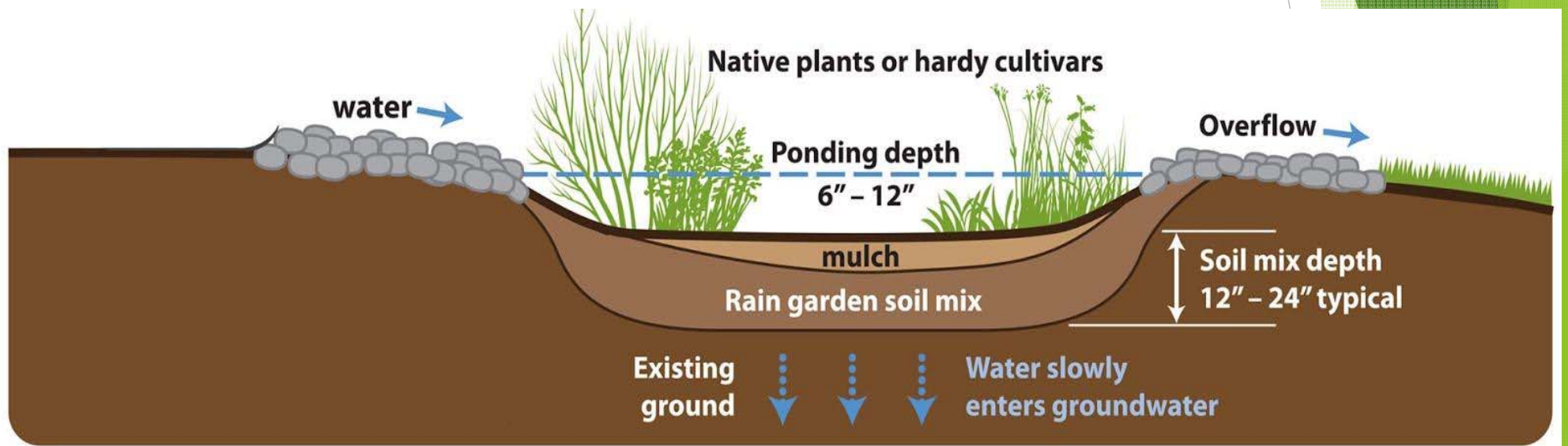
250,000 RainWise installations



RainWise



Anatomy of a Rain Garden



Cisterns Slow the Flow

205-Gallon Cistern



530-Gallon Cistern



Working with Owners

- ▶ - Their motivations
- ▶ - Their expectations
- ▶ - Their understanding of the issues/how program works
- ▶ - Working with interpreters, advantages of multi-lingual staff
- ▶ - Perc test



Working with Owners

Fauntleroy Schoolhouse

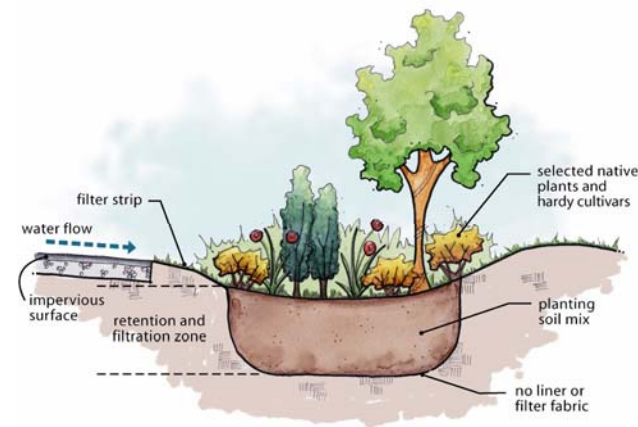


Working with Owners

Their understanding of the issues/how program works

Don't understand constraints of the RainWise specifications (no rain gardens in parking strips, or shared between homes, usually not in side yards)

Helps if they have attended RainWise class where program is explained and outreach staff answers their general questions



Working with Owners

New Hope - Somali Community



Working with Owners

New Hope - Somali Community

Sometimes there are language barriers

RainWise does a lot of outreach to culturally diverse populations



Working with Owners

New Hope - Somali Community

Outreach staff
can supply
interpreters



Working with Owners

Oromo Church, South Park



Site Selection



Site Selection



Rain Garden Plants

- ▶ *Acorus gramineus* 'Ogon' - Japanese sweet flag -
- ▶ *Ribes sanguinea* - red current
- ▶ *Echinacea* - purple coneflower
- ▶ Lavender
- ▶ *Juncus* 'Blue Elk' - rush
- ▶ Golden oregano
- ▶ *Rudbeckia* 'Goldsturm' - black eyed Susan
- ▶ *Sedum* Autumn Joy
- ▶ Ornamental grasses - *Carex testacea*, *Helictotrichon sempivirens* - blue oat grass

Site Selection



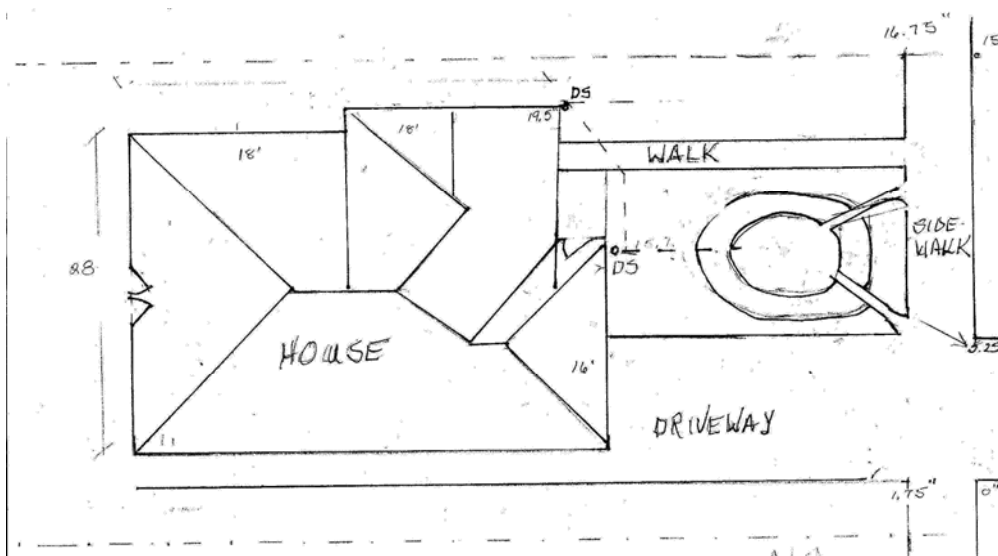
Site Selection



Site Selection



Site Selection



Site Selection



Site Selection



Site Selection



Initial Planting



Year 2



Year 3



Mature Garden



Rain Garden Plants

- ▶ *Carex obnupta* - slough sedge
- ▶ *Cornus sanguinea* 'Midwinter Fire' - dogwood
- ▶ *Cornus stolonifera* Kelseyi - dwarf red twig dogwood
- ▶ *Eryngium* - sea holly
- ▶ *Miscanthus sinensis* 'Gracillimus' - maiden grass



Site Selection



Site Selection



Site Selection



Site Selection



Site Selection



Site Selection



Site Selection



Cat-approved Site!



Site Selection

Conveyance



Site Selection

Conveyance



Site Selection

Conveyance

Moving water under walkways can be challenging



Site Selection Conveyance



Site Selection Conveyance



Site Selection Conveyance



Site Selection Conveyance



Site Selection Conveyance



Site Selection Conveyance



Site Selection

Overflow



Site Selection Overflow



Site Selection Overflow



Site Selection Overflow

All overflows
must have a
dispersion
trench

Minimum
dimensions of
6" x 6" x 24"



Navigating Rebates

- ▶ Understanding RainWise objectives and specifications
- ▶ Project initiation
- ▶ Pre-inspection
- ▶ Working with inspectors
- ▶ Post-inspection

Navigating Rebates

- ▶ Warranty
- ▶ Explaining maintenance



Navigating Rebates

- ▶ Initial consultations
- ▶ Project costs vs. rebate amounts
 - ▶ rebate (\$3.50/sf) is 88 % of original \$4/sf
 - ▶ labor costs up
 - ▶ costs of all materials, soil, plants, mulch have increased
 - ▶ project costs are usually more than the rebate amount. Will your client be okay with that?

Navigating Rebates

- ▶ Vendor pass through (business gives the customer a 2-3 month “loan” and the contractor submits all of the paperwork to RainWise. Then the contractor is paid in 6-8 weeks.
- ▶ We get some requests in which the client says that the project can't go over the rebate amount and they have to have a “VPO” or vendor pass through.
- ▶ Can you do the project within that budget?
- ▶ Can your cash flow handle that request?

Navigating Rebates



Invoice Cost Breakdown

Please attach this to your regular invoice as part of the rebate package. This allows you to invoice your client according to your existing billing template while allowing us to be accountable to our ratepayers. Only items directly related to the function of a rain garden or cistern installation should be included on your invoice and this accompanying form.

Category	Description	Quantity	Rate	Total
Administration	<i>Client meetings</i>	<i>In hours</i>		
	<i>Design</i>			
	<i>Infiltration testing</i>			
Labor	<i>Rain Garden related</i>	<i>In hours</i>		
	<i>Site prep</i>			
	<i>Construction and planting</i>			
	<i>Cistern related</i>	<i>In hours</i>		
	<i>Site prep/Pad construction</i>			
	<i>Plumbing and conveyance</i>			
	<i>Changes to gutters or downspouts</i>			
Materials	<i>Conveyance piping</i>	<i>Lineal feet</i>		
	<i>Connectors (total cost, no need for individual quantities/rates)</i>	<i>Number of units</i>		
	<i>Open conveyance (specify materials/linet/rock and note lineal feet of channel)</i>			
	<i>Cistern base construction materials (specify type of construction and total cost)</i>	<i>By type (curbed gravel, block, concrete, etc.)</i>		
	<i>Plants (number and size of plant materials grouped by size)</i>	<i>By stock size</i>		
	<i>Bioremediation soil</i>	<i>Yards</i>		
	<i>Mulch</i>	<i>Yards</i>		
	<i>Gravel/rock</i>	<i>Yards</i>		
	<i>Cistern cost per cistern (note, no mark up allowed on SCC supplied cisterns, you may charge actual delivery costs)</i>	<i>Per unit</i>		
	<i>Cistern plumbing connection (includes first flush diverter, low flow orifice, tank to tank connections, etc.)</i>	<i>Total costs no need for individual quantities/rates</i>		
Rentals	<i>Specify equipment</i>	<i>Hour/day (specify)</i>		
Fees	<i>Disposal fees by item (soil, clean green, etc.)</i>	<i>Yards</i>		
	<i>Delivery fees if not covered by labor (specify items, cistern, rock, etc.)</i>			
Total				\$

Plants

Acorus gramineus 'Ogon'
Japanese Sweet Flag



Plants

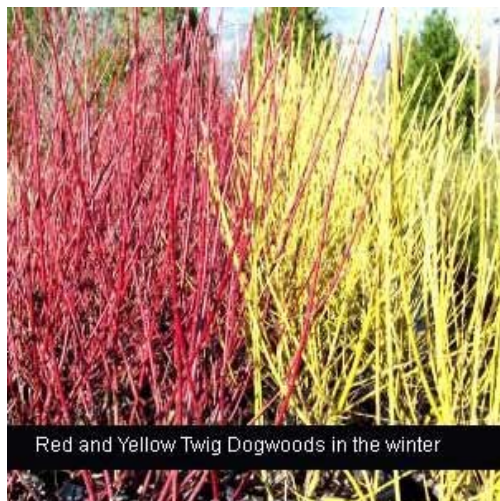
Juncus
Rush



Plants

Cornus

Winter



Summer



Plants

Carex testacea



Plants

Helictotrichon sempervirens

Blue oat grass



Plants

Sedum 'Autumn Joy'

Summer



Winter



Plants

Rudbeckia



Plants

Achillea



Plants

Salvia 'Hot Lips'



Plants

Miscanthus sinensis 'Gracillimus'
Maiden Grass



Plants

Fauntleroy Schoolhouse

