



BANYAN WATER

CASE STUDIES



LINCOLN CENTRE

Banyan Water provides turn-key water savings to North Texas property.

THE SITUATION: RISING WATER COSTS & LACK OF VISIBILITY

Prior to working with Banyan Water, the Lincoln Centre lacked water use visibility and was unable to verify or forecast water utility bills. With ever-rising water rates, unexpected anomalies were having an increasing impact on Cushman & Wakefield's operating budget.

Banyan Water Central is designed to provide the visibility and savings that the team needed by combining advanced technology and active water management. The Banyan Water Central online portal enabled Cushman & Wakefield to monitor, adjust, and measure environmental and financial impacts of water use in real time. Banyan Water's expert water managers constantly monitored and controlled water on the property so it was used efficiently while the Cushman & Wakefield team at Lincoln Centre was able to focus on other priorities.

"Water savings and financial savings are the biggest benefits, and the landscape hasn't suffered at all."

Property

- Located in Dallas, Texas
- Commercial property
- 108 tenants
- 32 acres

2016 Highlights

- 9.6 million gallons of water saved
- \$38,342 added to net operating income
- 57% reduction in water use

MEASURABLE RESULTS

In 2016, Banyan water saved 9.6 million gallons of water at the Lincoln Centre, which meant that Cushman & Wakefield was able to save \$38,342 from its operating budget. That's a 57% reduction in outdoor water use due to their work with Banyan Water.

They also increased visibility into water use across their property, giving them the data that they need to make informed decisions about water efficiency improvements.

When asked what the biggest benefits for the Lincoln Centre have been, Scott Grissom, Chief Engineer for

Cushman & Wakefield, said, "Water savings and financial savings are the biggest benefits, and the landscape hasn't suffered at all."

By delivering water management as a turnkey service, Banyan also frees up operational capacity for Cushman & Wakefield. Grissom has an expert water manager at Banyan that he can depend on to notify his team of any water-related risks or anomalies that need to be addressed in order to optimize water and economic savings.



"Banyan makes it easy for us to continue making a positive impact on our operations budget and on the surrounding community's natural resources"

CONSERVATION, CONVENIENCE & SAVINGS

By using Banyan Water Central, Cushman & Wakefield is taking the lead in helping to protect precious water resources. As a premier property management company, Grissom says, "Cushman & Wakefield is always looking for ways to save money and increase property values and

tenant satisfaction. Irrigation is one of the easiest ways to impact water usage without requiring the tenants to take action. Banyan makes it easy for us to continue making a positive impact on our operations budget and on the surrounding community's natural resources."

For more information,
visit www.banyanwater.com



LIVCOR

National real estate asset management firm uses Banyan Water to increase net operating income across its portfolio.

OVERVIEW

LivCor, LLC is a real estate asset management firm formed in 2013 as a portfolio company of Blackstone. As a hands-on asset manager of multifamily properties, LivCor looks to Banyan Water to deploy smart water management solutions that increase net operating income across its portfolio of properties while maintaining its beautiful landscapes.

SMART WATER MANAGEMENT

With over one hundred Class A and B multifamily properties throughout the United States, LivCor closely manages its portfolio to maximize return for investors while offering best-in-class service to residents.

Since water has become the fastest rising utility cost in the United States, it has also become a potential expense liability. Without adequate oversight, water can easily become a significant and unpredictable operating expense.

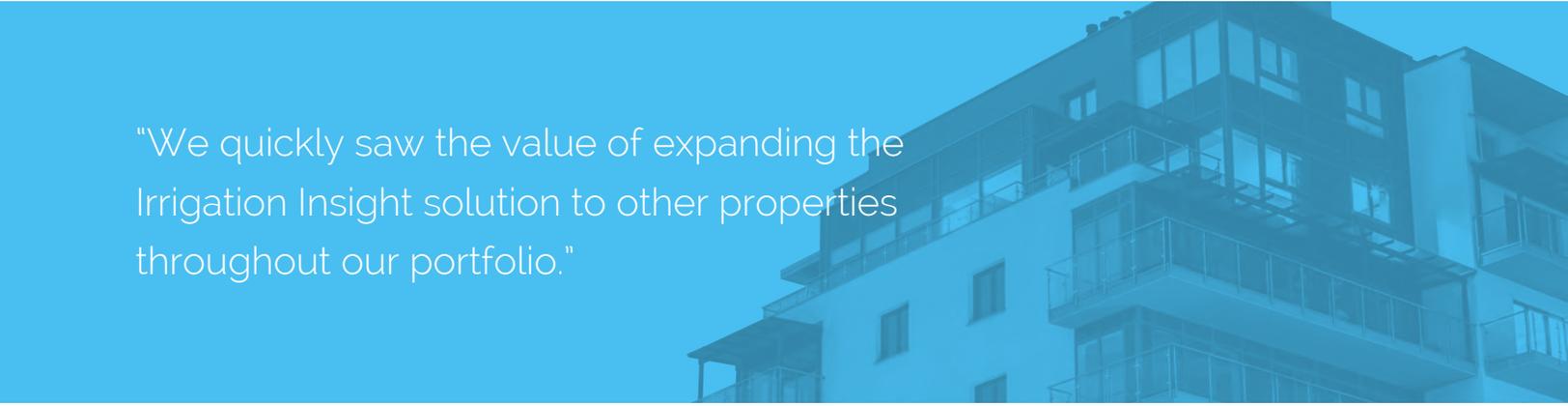
"We're always looking for ways to improve our properties and our bottom line," says Ralph Pickett, President and CEO of LivCor. "Water efficiency is a great way to simultaneously add value for our investors and our residents, and Banyan's solutions accomplish that and more."

Portfolio

- Industry: Real estate asset management
- Locations: Texas, Tennessee, California, Colorado, North Carolina, Washington, Kentucky
- Properties: 32
- Irrigated Acres: 228

Highlights

- Over 87 million gallons of water saved in 2016
- Expected payback: 2.2 years



"We quickly saw the value of expanding the Irrigation Insight solution to other properties throughout our portfolio."

To date, Banyan Water has deployed its Smart Irrigation solution to thirty two of LivCor's properties in Texas, California, North Carolina, Washington, Tennessee, Kentucky and Colorado to reduce unnecessary use of

irrigation water. In addition to the savings realized by water use reductions, increases in net operating income and asset value support LivCor's mission in those areas.

BENEFITS

Instead of simply providing irrigation hardware, Banyan provides water management as a service to the LivCor portfolio. Through Banyan Water Central, a proprietary web platform, and on-the-ground monitoring and control hardware, Banyan has dramatically reduced irrigation water use by watering only when necessary and quickly pinpointing and resolving water-wasting system issues. Throughout the process, LivCor remains apprised with regular performance reports that provide full transparency. "Our relationship with Banyan began with just three sites, and we quickly saw the value of expanding the Smart Irrigation solution to other properties throughout our portfolio to achieve significant and verified savings," says Pickett.

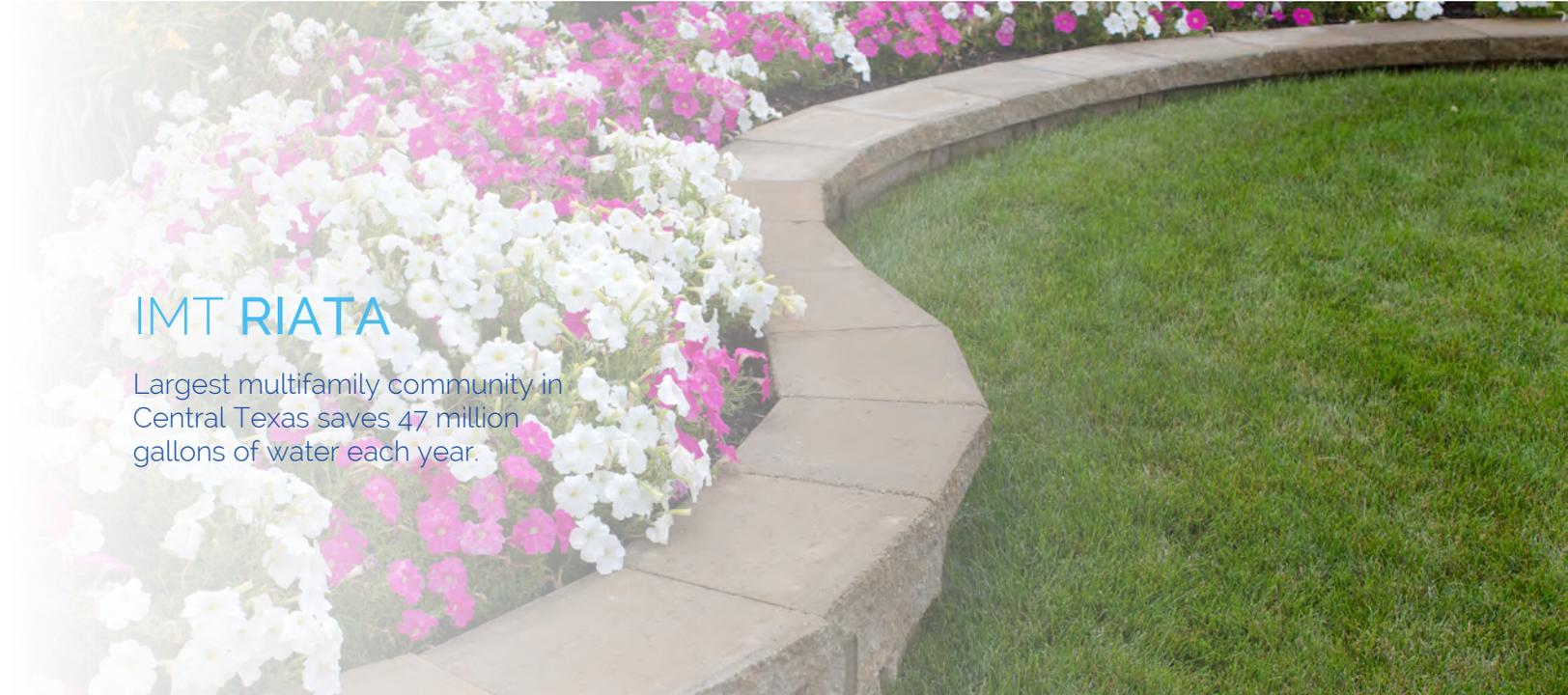
One of the challenges with owning multiple properties throughout the United States is maintaining consistency across properties and property management partners. By working with Banyan as a water expert and solution provider, LivCor has created a consistent water management strategy that stabilizes its water budget and allows for accurate budget forecasting. As LivCor adds properties to its portfolio, it is able to factor water conservation opportunities into its decision-making to more clearly understand investment opportunities.

IMPACT

Banyan's Irrigation Insight solution has provided benefits throughout the LivCor portfolio. Executive users are able to understand water-use across their portfolio and easily

prioritize properties in need of water-saving improvements. The system has also saved over 87 million gallons of water in 2016, and demonstrated a strong return on investment.

For more information,
visit www.banyanwater.com



IMT RIATA

Largest multifamily community in Central Texas saves 47 million gallons of water each year.

THE SITUATION: A LARGE PROPERTY WITH COMPLEX WATER NEEDS

IMT Residential's RIATA is the largest multifamily community in Central Texas and is one of Banyan Water's oldest customers. The property covers 160 acres and has a complex irrigation system. Austin, Texas, where RIATA is located, has only recently recovered from a long-term drought which made landscape maintenance especially challenging for several years.

A LONG-TERM PARTNERSHIP

IMT Residential partnered with Banyan Water because of their ability to manage large and complex properties while saving water. Banyan Water uses its smart technologies and comprehensive services to provide a turnkey solution: actively managing soil moisture to irrigate only what is required. What's more, Banyan Water's technology monitors water flow across the property and immediately detects leaks or unusual water use. Lisa Soto, Senior Community Manager for RIATA, says, "I don't ever have to worry. Banyan Water does everything and keeps me informed of any repairs that need to be made, and I know that they will always have a solution for us."

Property

- Located in Austin, Texas
- Multifamily residential
- 2,044 units
- 160 acres

2016 Highlights

- 47 million gallons of water saved in 2016
- Water savings equivalent to meet the annual needs of over 320 households
- 73% reduction in irrigation water use in 2016

WATER SAVINGS AND NOI IMPACT

By saving over 47 million gallons of water in 2016, IMT RIATA exemplifies how easily businesses can implement Banyan Water's technologies and expertise to make considerable impacts on operating budgets and natural resources.

With Banyan's help, RIATA was able to enroll in the City of Austin's Alternative Irrigation Compliance Pilot Program, allowing them more flexibility in watering schedules even during drought-related water restrictions. As that program has changed and developed, RIATA and Banyan Water have provided regular feedback to Austin Water. Being an

active partner and contributing regular feedback has not only helped RIATA to stay in compliance during times of drought, but has also created a positive partnership between the three organizations.

Along with the financial and environmental benefits, Soto appreciates that Banyan Water's team takes its job to heart and makes her staff feel like they really care. "It's not just about the company or technology, but the people that work for Banyan, too. We trust them completely."



"I don't ever have to worry. Banyan Water does everything and keeps me informed of any repairs that need to be made and I know that they will always have a solution for us."

COMMUNITY IMPACT

The ongoing need for water conservation and recent legislation in Texas, such as the State Water Plan, continue to highlight the need for real water sustainability solutions. With Banyan's technologies and services, RIATA is doing

its part to conserve water every day. Their annual water savings are equivalent to the total water needs of over 300 households.

For more information,
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