

Polybutylene Domestic Water Pipe Replacement

SageWater Overview:
Including Photo Examples Of Our Work & Case Studies

Proposal Supplement For:
Villa Capriani Homeowners Association, Inc.

From Diagnosis to Design to Delivery

- Founded in 1988, SageWater is the only **plumbing and mechanical** infrastructure solutions expert that serves occupied condominium and apartment communities nationwide.
- We solve **age-related and defective infrastructure** problems across all your piping systems.
- We tailor comprehensive solutions that include forensic and empirical diagnosis, engineering design, and turnkey construction services.
- We have replaced more than 35 million feet of pipe serving more than 135,000 occupied residential units.

With our solutions, you gain operational efficiency, protect owner investment, and improve your community's quality of life.

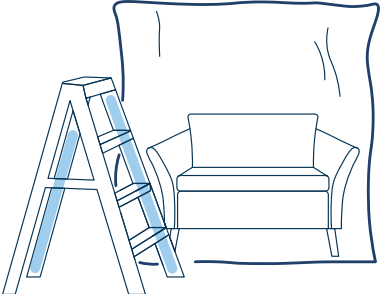
The Problem with “Poly”

- Polybutylene is a plastic resin used in manufacturing pipes and fittings from 1978 to 1996.
- It was used in up to 10 million single-family homes, low-rise apartments and condos throughout North America.
- Common water additives such as chlorine attack poly pipe and fittings, leading to cracking.
- Left unaddressed, polybutylene cracks can result in catastrophic property damage from flooding, mold infestation from undetected leaks, higher premiums, or even cancelled insurance coverage.
- The longer polybutylene is in use, the greater the risk of serious complications.

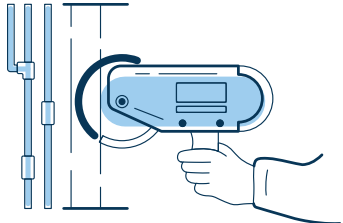
Pipe Replacement: The SageWater Repipe Process



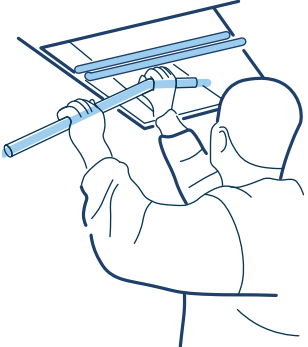
1. Staging Area Established



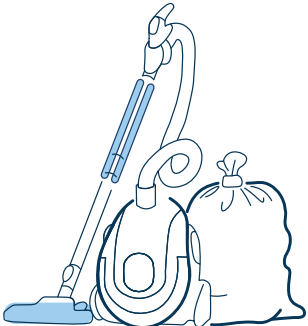
2. Residents' Homes Protected



3. Walls Opened To Access Pipes



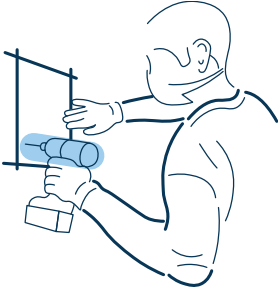
4. Old Pipes Disconnected & New Pipes Installed



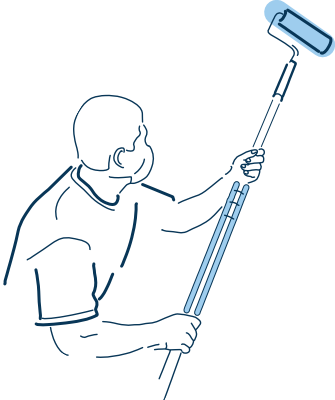
5. Work Areas Cleaned Each Day



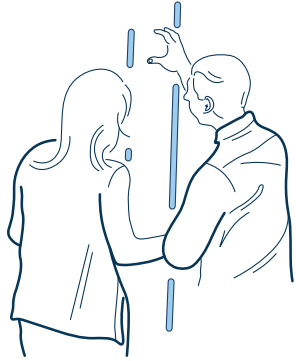
6. Inspections Are Completed



7. Walls Repaired & Finished

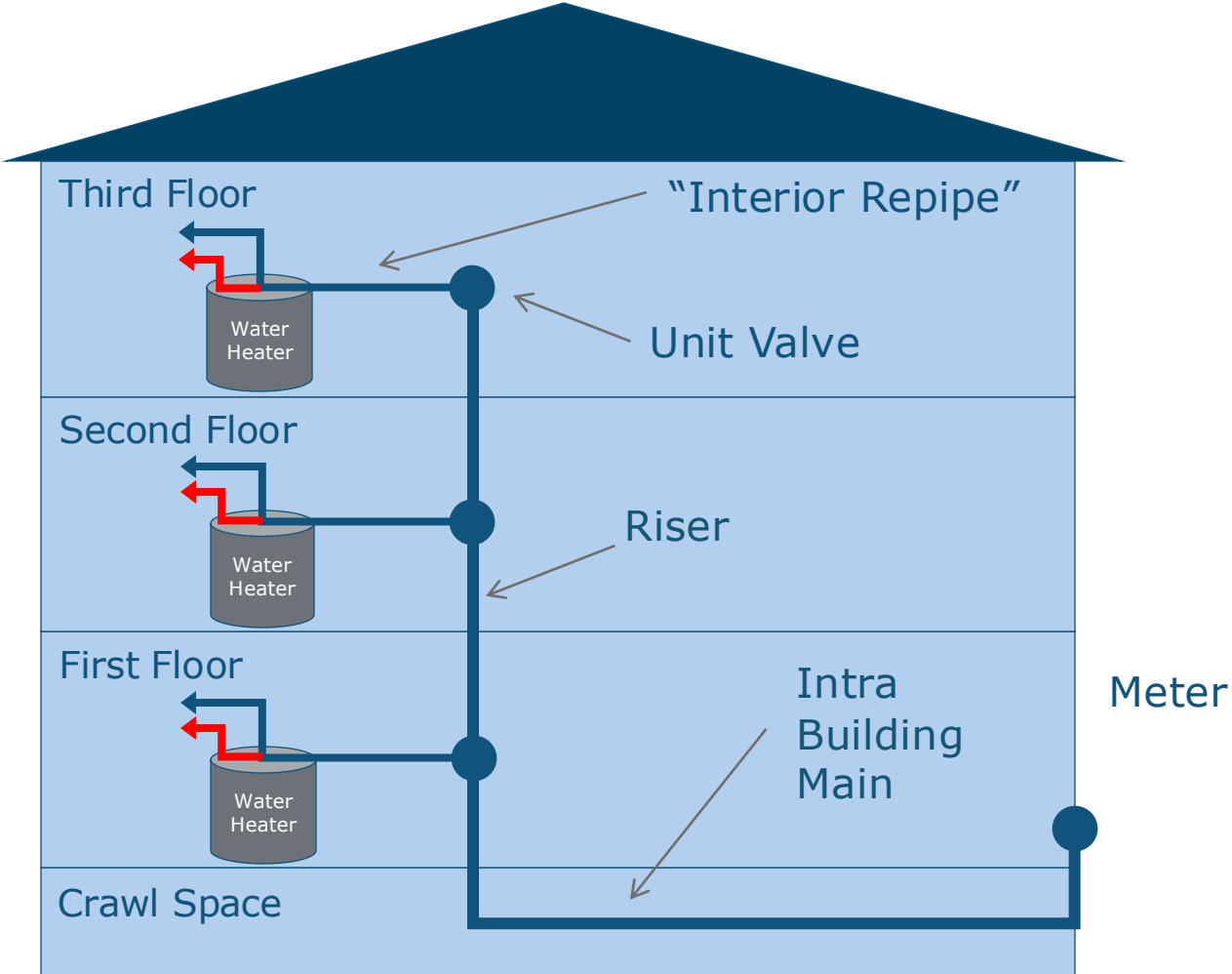


8. Paint and Texture Matched



9. Final Walkthroughs Completed

Potential Start and End Points



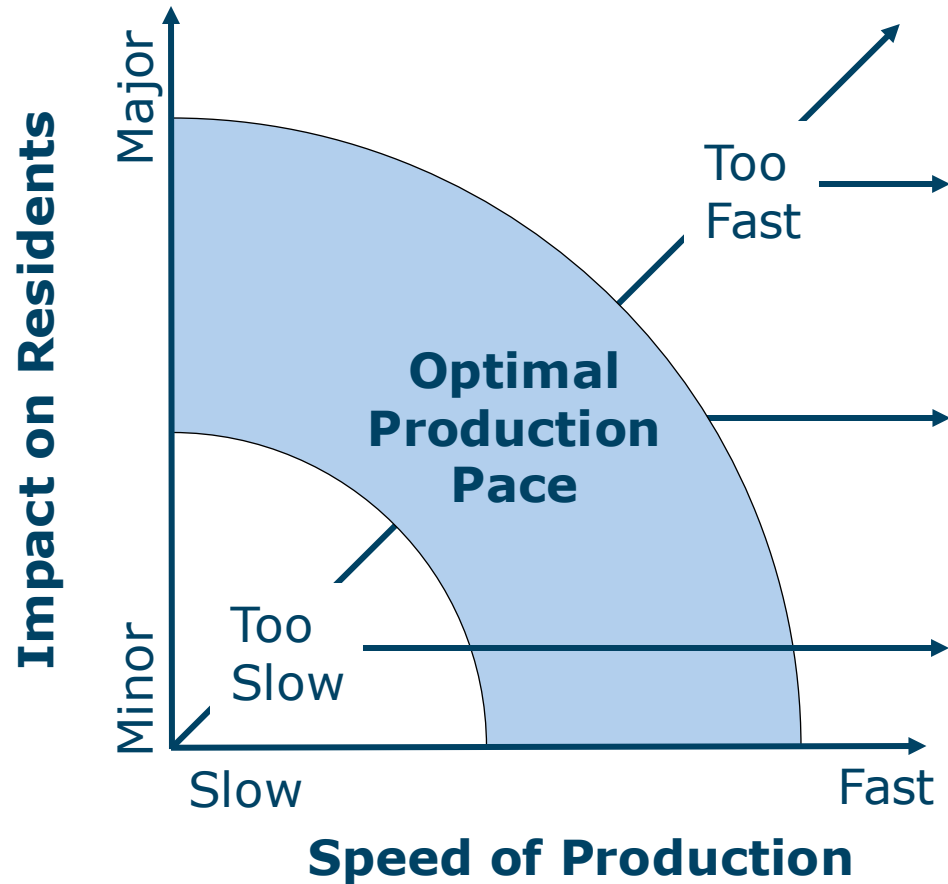
Defining the Scope of Work

Depending on the piping problems at the property, SageWater can define custom start and end points to meet our clients' needs.

An "Interior Repipe" includes only the piping within each individual unit.

We can also replace risers and main supply lines as well.

Our Scheduling Philosophy



- Units cannot remain occupied
- Not enough physical space for storage, labor, and materials
- Elevators incapacitated
- **Designed to be within the limits of what residents can handle**
- **Optimizes resources (materials and labor) without overloading the building**
- Inefficient labor and material management
- Prolonging the job actually causes resident frustration

Our Priorities

We care about the **community**:

- We minimize the impact of the project on your daily life; enabling your building to function efficiently during renovations
- We minimize community risk (licensed, bonded, insured, e-verified, drug tested)
- Repiping delivers meaningful market value to your unit

We focus on your **comfort**:

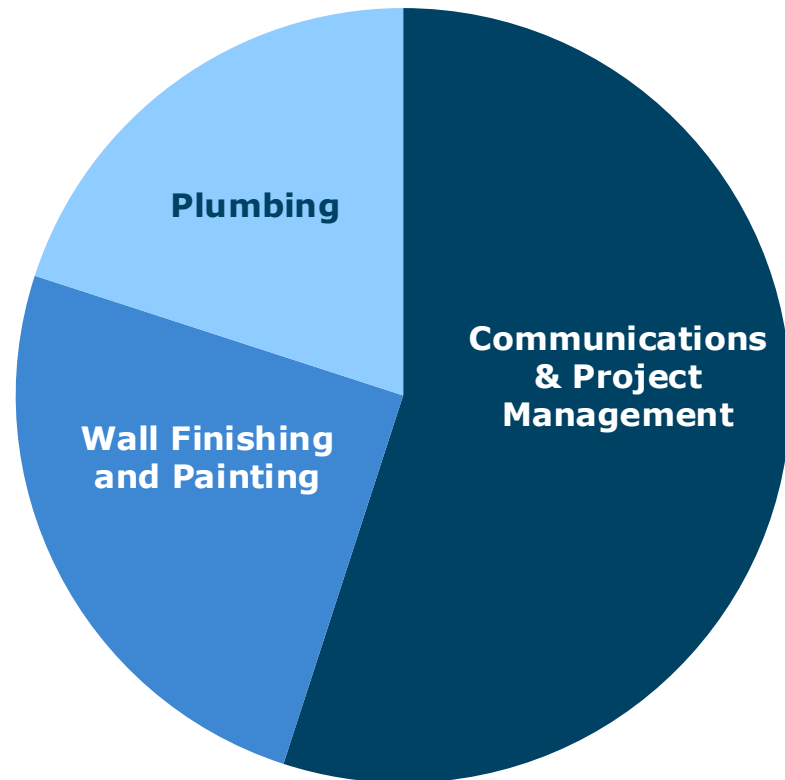
- Domestic/DWV – water is on each and every night
- Hydronic – minimal downtime for heating and cooling
- Clean each unit we work in daily

We protect your **home**:

- We go to great lengths to protect your belongings
- We ensure your health, safety and security throughout the project
- We've even thought about your pets!

A Successful Repipe Takes Far More Than Plumbing

Key Components of a Successful SageWater Repipe



1. Published Production Schedules
2. Resident Notices / Town Hall Meetings
3. Detailed Color-Coded Floor Plans
4. Dedicated On-Site Project Managers
5. Project Website

1. Example Production Schedule: Polybutylene Repipe*

Units	Day 1	Day 2	Day 3	Day 4	Day 5	Day 6	Day 7	Day 8
Units 107 & 108	Wall & Ceiling Demo / Install New Piping	City/County Inspections (Start drywall if possible)	Drywall Repair / Tile Repair / Painting	Drywall Repair / Painting	Unit Inspection / Punch Completed			
Units 105 & 106		Wall & Ceiling Demo / Install New Piping	City/County Inspections (Start drywall if possible)	Drywall Repair / Tile Repair / Painting	Drywall Repair / Painting	Unit Inspection / Punch Completed		
Units 103 & 104			Wall & Ceiling Demo / Install New Piping	City/County Inspections (Start drywall if possible)	Drywall Repair / Tile Repair / Painting	Drywall Repair / Painting	Unit Inspection / Punch Completed	
Units 101 & 102				Wall & Ceiling Demo / Install New Piping	City/County Inspections (Start drywall if possible)	Drywall Repair / Tile Repair / Painting	Drywall Repair / Painting	Unit Inspection / Punch Completed

*Assumes CPVC or PEX, asbestos abatement not required; for most projects, three to five units are completed each day

2. Resident Notices / Town Hall Meetings

The screenshot shows the SageWater website interface. At the top, there's a search bar with 'site.sagewater.com' and a 'Log Out' button. Below that are social media icons and a 'Call Us Today 1-888-584-9990' button. A navigation menu includes 'Project Home Page', 'About', 'Renovation Schedule', 'Communications & Forms', 'Floor Plans', and 'Contact'. The main heading is 'Communications & Forms' with a sub-heading 'This page contains the various communications and forms that SageWater has distributed for the project.' Three notices are displayed in a grid:

- Work in Progress:** Project Name Here: Unit # _____. It includes instructions on how to receive the notice, removal of asbestos, and air clearance procedures.
- Drain, Waste, and Vent Pipe Replacement Project Overview:** Project Name Here _____. It details the project date (October 14, 2020), the purpose of the notice, and instructions on how to receive it.
- Unit Access & Work Authorization:** Project Name Here: Unit # _____. It explains the process of providing a key to the unit for the plumber and the responsibilities of the unit owner/tenant.

Customized Communications Keep Residents Informed:

General Project Overview Notice and Town Hall Meeting Invite informs residents about the upcoming project and work in their units.

Planned Entry Notice (usually 7-10 days prior to starting a unit) informs residents when work will begin in their individual residence. Accompanied by a color-coded Work Impact Map to provide residents with guidance on where it is safe to place items during construction.

Work-In-Progress Notice (usually placed 24-48 hours before work commences) is a checklist that remains on their door for the duration of the work in their unit and serves as a daily status update for the resident.

Spanish Language Options exist for properties with residents whose primary language is Spanish.

3. Detailed “Work Impact” Floorplans



Color-coded work impact maps show residents where work will take place during the renovation.

- Red Zone:** These zones are considered our "work areas". All exposed personal items must be removed from these areas without exception.
- Yellow Zone:** These are the "traffic areas". These areas are the areas the workers will be entering or passing through to get to the Red Zones. Please remove your personal property from this area to avoid accidental damage as the workers are working or walking past.
- Green Zone:** These are the "undisturbed areas". There will be no work conducted in these areas which makes it safe to put certain items in.

4. Dedicated Project Management

All SageWater Projects are overseen by one of our Regional Operations Directors/ Division Managers.

Your project will also have a **Dedicated SageWater Project Manager(s)** who will:

- Be fully dedicated to your project and not spread across multiple projects
- Deliver regular progress reports
- Conduct meetings with management and tenants
- Be available to answer questions throughout the duration of the project
- Conduct unit inspections
- Lead meetings
- Meet with inspectors as required
- On call 24/7



Sean Tobin
Division Manager

5. Project Website (Optional)



An optional project website keeps all stakeholders informed at every step of the process.

Website features include:

- Unit Schedules
- Contact Information
- Copies of Notices
- Work Impact Diagrams (color coded floor plans)
- Town Hall Meeting schedule

For a sample website, please visit <http://www.sagewater.com/demo> and enter password: sample

Please note, detailed information is from other SageWater projects and is representative only.

Additional SageWater Benefits...

Residents do not need to move out during this process, thereby significantly reducing total renovation expenses.

All employees are background checked and drug screened.

Unit schedules are provided for each unit's start- and end-date.

In-house project management, plumbing, drywall and painting with a single point of accountability for all trades.



Sample Client Testimonials

The results have been spectacular-increased occupancy, less turnover, a more confident staff that can look a prospect in the eye and promise excellent service. What a difference.

David Humes

FDH Asset Manager, President & CEO
Cimarron Apartments

I have used SageWater for years. They are my “go-to” contractor for any property in my portfolio that needs a repipe, and they have successfully completed numerous projects for me across the country. Their quality, integrity, resident focus and timelines are all top-notch. I would highly recommend them for any pipe replacement project you may be considering.

Mike Curtis

Vice President, Capital Expenditures
Klingbeil Capital Management

I want to say how very pleased we have been with this project and everyone concerned with it. [SageWater] team has gone above and beyond to satisfy all of our concerns and fix whatever problems have arisen. All-in-all a wonderful job-for which we are most grateful. A top-of-the-line level of work and a class act.

Janice Chikasuye

Board President
Ala Wai Palms

SageWater workers are extremely industrious, friendly, and capable. I’m going to miss them when they are gone. They did an amazing job! I was dreading the re-pipe before it started, but this company went way beyond the call of duty in minimizing the disruption-quite extraordinary!

Michael Gooden

HOA President
Emerald Pointe Condominiums



**Example Photos From Various
SageWater Repipe Projects**

**So What Does a
Polybutylene Domestic Repipe
Actually Look Like?**

First, Staging Areas are Established



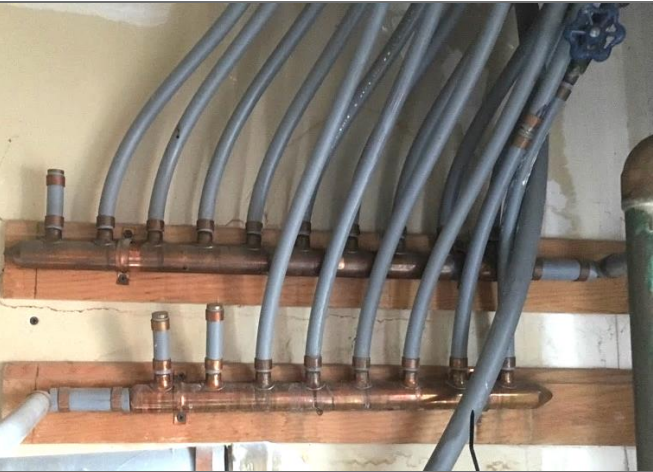
Resident's Homes are Protected



Drywall is Cut & Labeled



Old Pipes are Removed & New Pipes are Installed



Work Areas are Cleaned at the End of Each Day



Required City & County Inspections are Completed

FORM NO. BI 7 REV. 5/07

CITY OF VIRGINIA BEACH, VA.
 PERMITS AND INSPECTIONS
 VBgov.com/BuildingPermit

PERMIT NO. 200805085 P2 DATE 4/1/08

OK TO COVER	ROUGH IN	DO NOT COVER	OK	FINAL	REJECTED
<input type="checkbox"/>	FRAMING	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	PLUMBING	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	ELEC. WIRING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	MECHANICAL	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	FIRE SYSTEM	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	GAS PRESSURE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
				BUILDING	<input type="checkbox"/>
				PLUMBING	<input type="checkbox"/>
				ELEC. WIRING	<input type="checkbox"/>
				MECHANICAL	<input type="checkbox"/>
				FIRE SYSTEM	<input type="checkbox"/>
				GAS	<input type="checkbox"/>

REMARKS:
 NOTE: DO NOT COVER WALLS UNTIL ROUGH-IN ELECTRIC, PLUMBING, MECHANICAL, AND FRAMING INSPECTIONS HAVE BEEN APPROVED. BUILDING WILL NOT BE RELEASED UNTIL ALL FINAL INSPECTIONS HAVE BEEN APPROVED.
 Telephone: Building - 385-8060 Plumbing - 385-8066 Electrical - 385-8070 Mechanical - 385-8065
 Inspector Sarah



Drywall is Installed / Finishing & Painting are Started



Final Walkthroughs & Owner Inspections are Completed



Thank you!

John Griffith

Vice President of Business Development

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