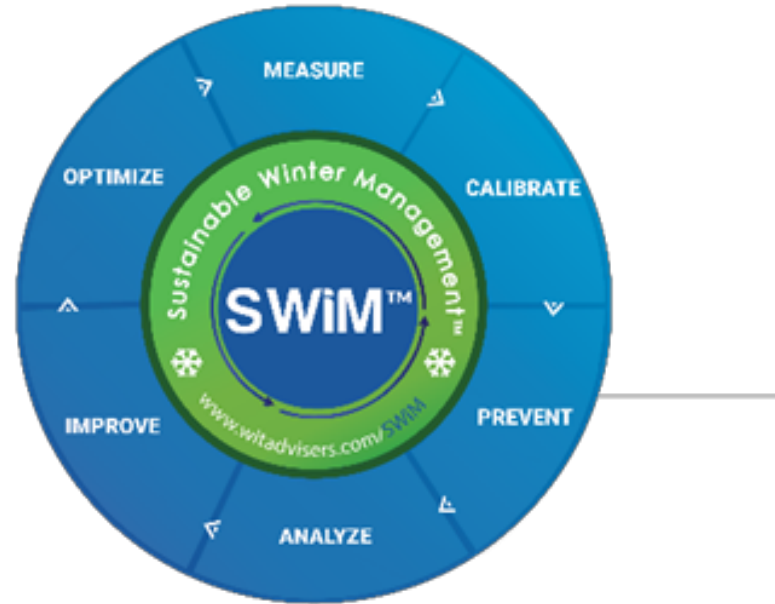




The Plan

Policy:

1. Measure
2. Calibrate
3. Prevent
4. Analyze
5. Improve
6. Optimize





The Framework

Sustainable Winter Management (SWiM™)



We do **WHATEVER IT TAKES** to **DEVELOP, SUPPORT, and EMPOWER sustainable solutions** that enable businesses and the environment to thrive.



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SWiM™ Certification Audit Guidelines

	MEASURE	CALIBRATE	PREVENT	ANALYZE	IMPROVE	OPTIMIZE
POLICY (Terms & Conditions)	<ul style="list-style-type: none"> Site / property Salt output Material inventory Level of service (LOS) performance Weather occurrences & severity Results & Improvements 	<ul style="list-style-type: none"> Salt output Storm response times Workforce Resource allocation 	<ul style="list-style-type: none"> Service based contracts Anti-icing Salt / material storage Drug testing Environmental health and safety program Injury & damage prevention / response / reporting Workforce recruiting & reserves 	<ul style="list-style-type: none"> Salt output rates Production rates LOS performance Weather occurrences & severity 	<ul style="list-style-type: none"> CHANGE (culture) Cost & salt reduction targets Benchmarking (i.e. Sustainable Salt Initiative (SSI) & SIMA BMP's) Communication 	<ul style="list-style-type: none"> Updating techniques & methods Optimization investment schedule
SERVICE (Operators/ Contractors)	<ul style="list-style-type: none"> Experience Knowledge Professionalism Training (int. & ext.) Certifications Continuing Ed. Verification process Weather data LOS performance (pictures / video) Time and materials usage Incidents 	<ul style="list-style-type: none"> Sales and proposals Resource procurement Salt / materials output Ground speed LOS & SWiM targets Production capacity Dispatching and shifts Weather response planning & resource allocation Service verification 	<ul style="list-style-type: none"> Training, Safety / Pre-Season/Pre-& Post event PPE Reserve throughput capacity Workforce capacity planning Pre-season hazard assessment Anti-icing process Incident reporting and re-training process 	<ul style="list-style-type: none"> Weather monitoring LOS performance Salt output Production efficiency Client complaints Incidents, damages and repairs Invoicing 	<ul style="list-style-type: none"> Training cadence, content & verification Pre-season preparation Dispatch / response Salt reduction trends Brine use LOS performance & efficiency Demobilization 	<ul style="list-style-type: none"> Pre-wet systems DLA, Anti-ice and de-ice techniques Brine production Chloride free techniques
PROPERTIES (Owners/ Managers)	<ul style="list-style-type: none"> Cost LOS Damage / repairs Incidents Improvements 	<ul style="list-style-type: none"> RFP & Contract awards Hours/shifts of operations Parking / road / PARs ops. Service requests Cost reduction targets Salt reduction targets 	<ul style="list-style-type: none"> Contract terms / specs. that enable efficiency and salt reductions (prevent over application) Hazard assessments & repairs 	<ul style="list-style-type: none"> Budgets LOS expectations Service requests Service verification Weather severity Complaints Incidents 	<ul style="list-style-type: none"> Cost and salt reductions Cycle times LOS performance SWiM™ Certified 	<ul style="list-style-type: none"> SWiM™ SILVER SWiM™ GOLD
ASSETS (Equipment, Materials & Technology)	<ul style="list-style-type: none"> Salt tracking equipment LOS / weather stations Asset capacity Production efficiency 	<ul style="list-style-type: none"> Salt reduction targets SSI benchmarking Dispatching and weather response 	<ul style="list-style-type: none"> Safety devices Repair capacity (throughput) Reserve equipment capacity Anti-icing equipment Service verification tools / technology 	<ul style="list-style-type: none"> Safe operations Efficiency / waste Optimization opportunities 	<ul style="list-style-type: none"> GPS monitoring Brine, volume, effectiveness and efficiency 	<ul style="list-style-type: none"> Optimization equipment Chloride free options



SWiM is Good Business

No. of Parking Spaces	Cost per Parking Space	SWiM™ Certified? (Yes or No)	Tons Salt applied in a season per 1,000 sq. Ft	Other factors
884	\$365.72	No	1.346	Landscape damage replacements exceeded \$25k (due to salt damage)
832	\$271.29	Yes	0.375	Slip & fall incidents decreased and no landscape damage
322	\$667.15	No	1.072	Slip & fall incidents increased
327	\$286.32	Yes	0.362	No increase in slip & fall incidents



Needs Assessment Results

Salt reduction opportunities by priority:

1. Decision making policy
2. Decision making process
3. Self calibration policy
4. Anti-icing (prevent bond)
5. Optimization policy
6. Accountability
7. Awareness campaign
8. Private Properties





Private Properties

What's your number?

(2); per town / village

(5); Years

(25); 25% / 75% match

(50); 50% reduction

(100); Accountability





Certification

Town of Lake George
Highway Department

CONGRATUALTIONS!!!

