Melissa Fatland | Utility Compliance Technician

May 7, 2026



BYE LAWN, HIGH DESERT!

Executing & Evaluating a Turf Replacement Rebate in the City of Bend

ROADMAP

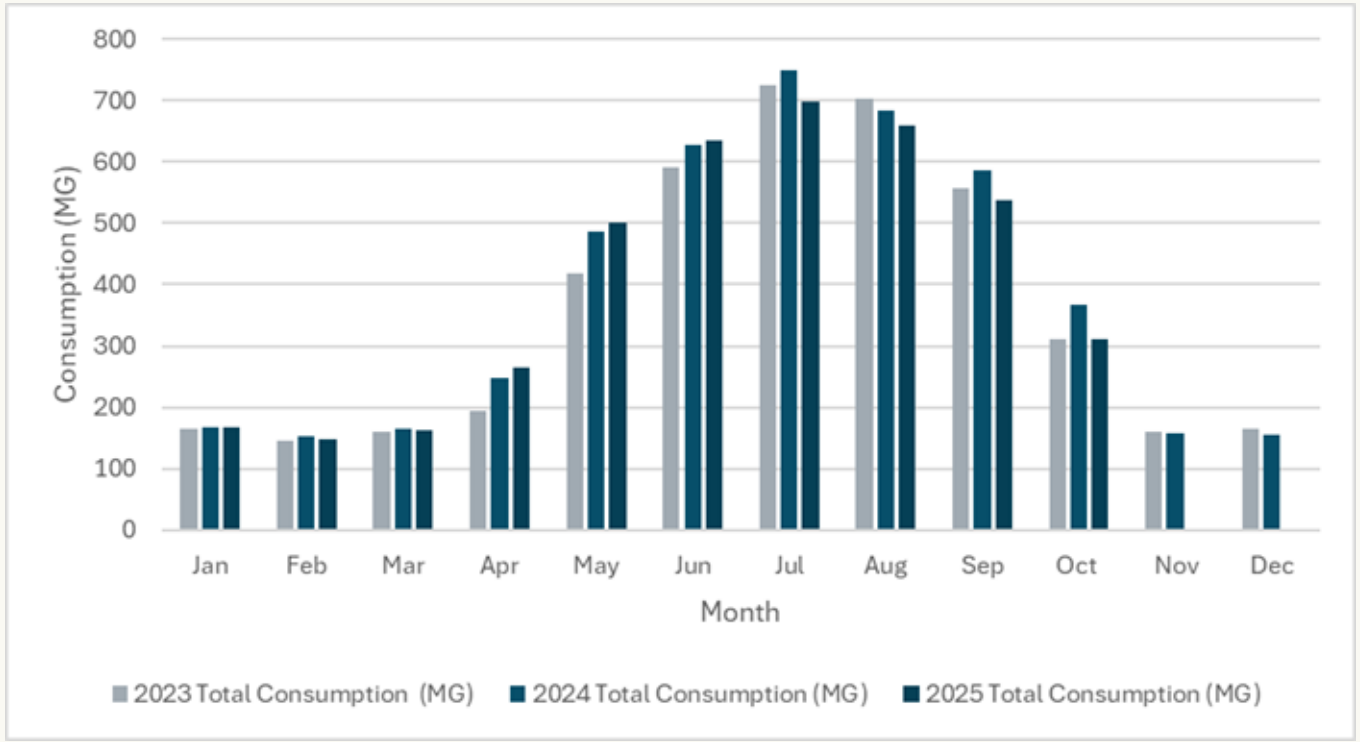
Bend Background → Rebate Program… Bye Lawn → Holistic Conversions → Hands on Approach → Water Savings → High Desert!



Bend Background

- *High Desert Landscape:* foothills of the cascades & the start of sage steppe
  - >12” annual precipitation
- Population: 107,079
- Fully AMI
- 60% of water used outdoors

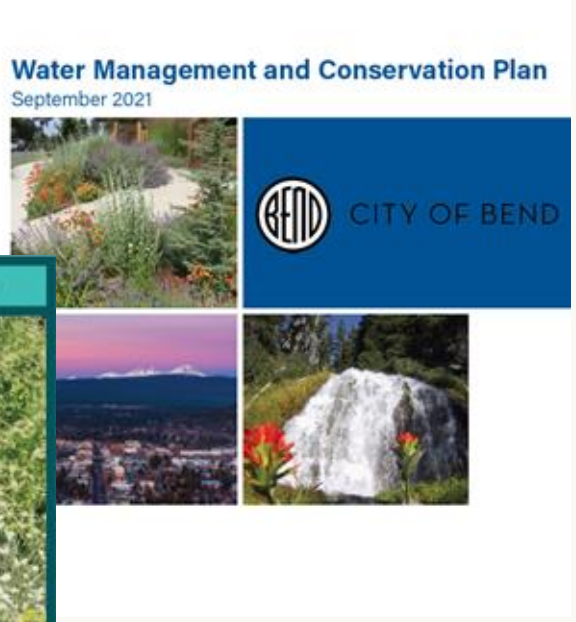




Rebate Program… Bye Lawn

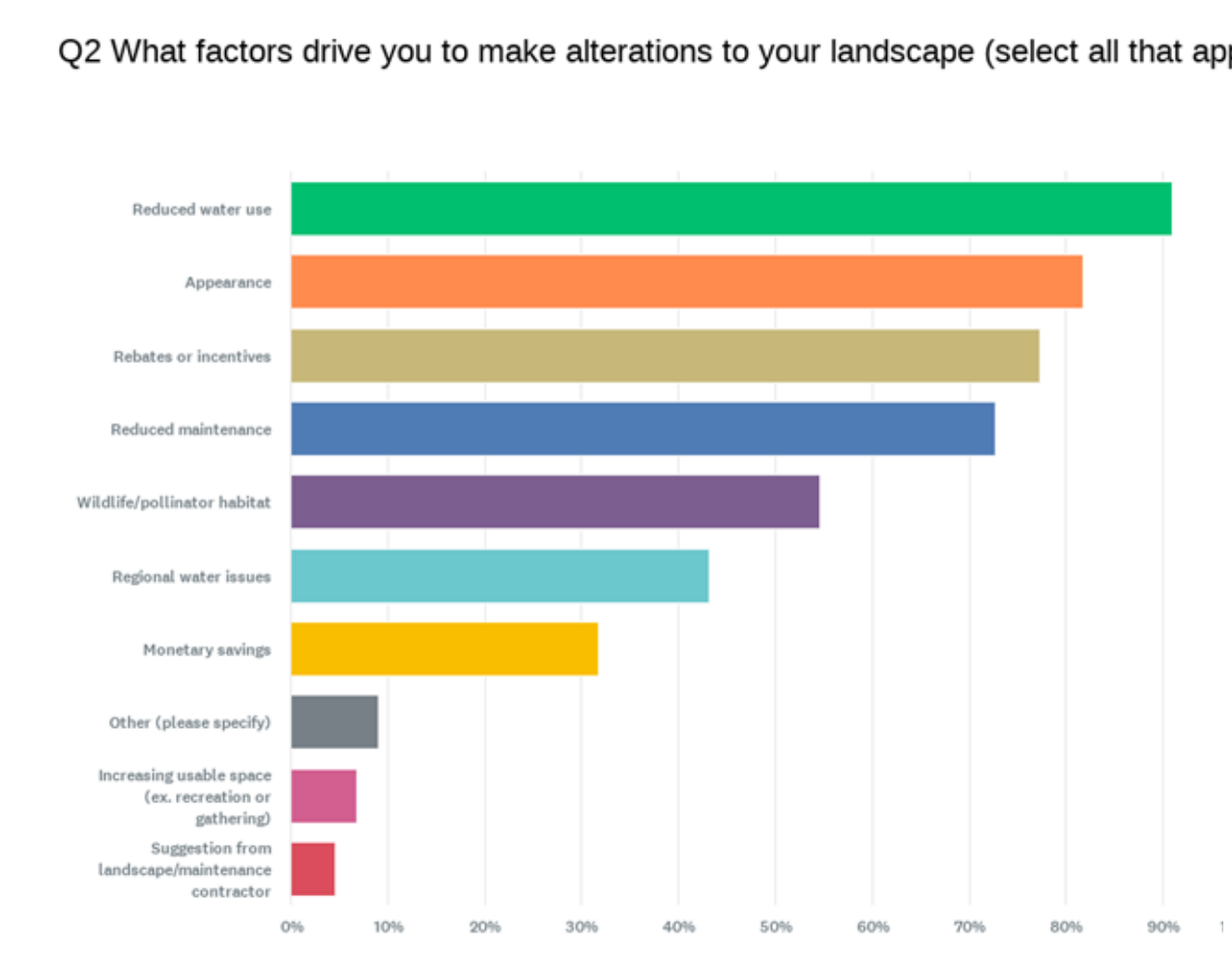
- Launched 2024
  - Program runs 4/1-10/31
- 138 completed projects
  - ~50/50 DIY & Contractor Supported
- 100,991 square feet of grass converted to xeriscape
  - 2.3 acres or 12.8 miles of sod rolls!
- Offer $3 per sq/ft up to $3,000 (1,000 sq/ft)

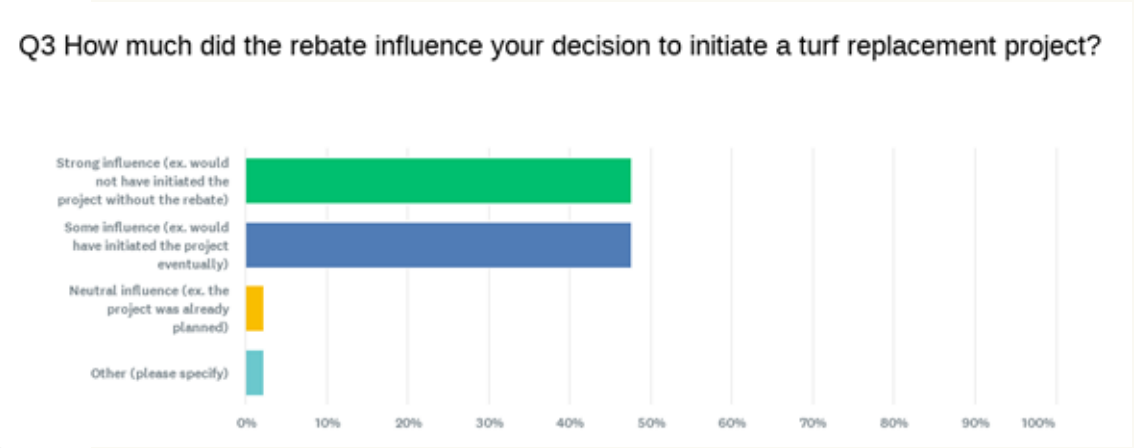


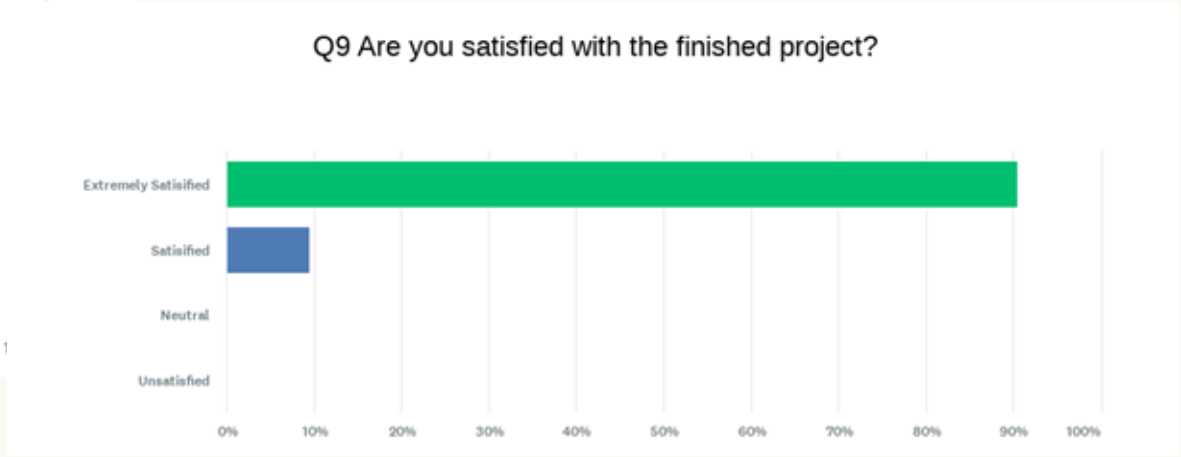




Rebate Program… Bye Lawn







- 2025 Participant Survey Results

Holistic Landscape Conversions

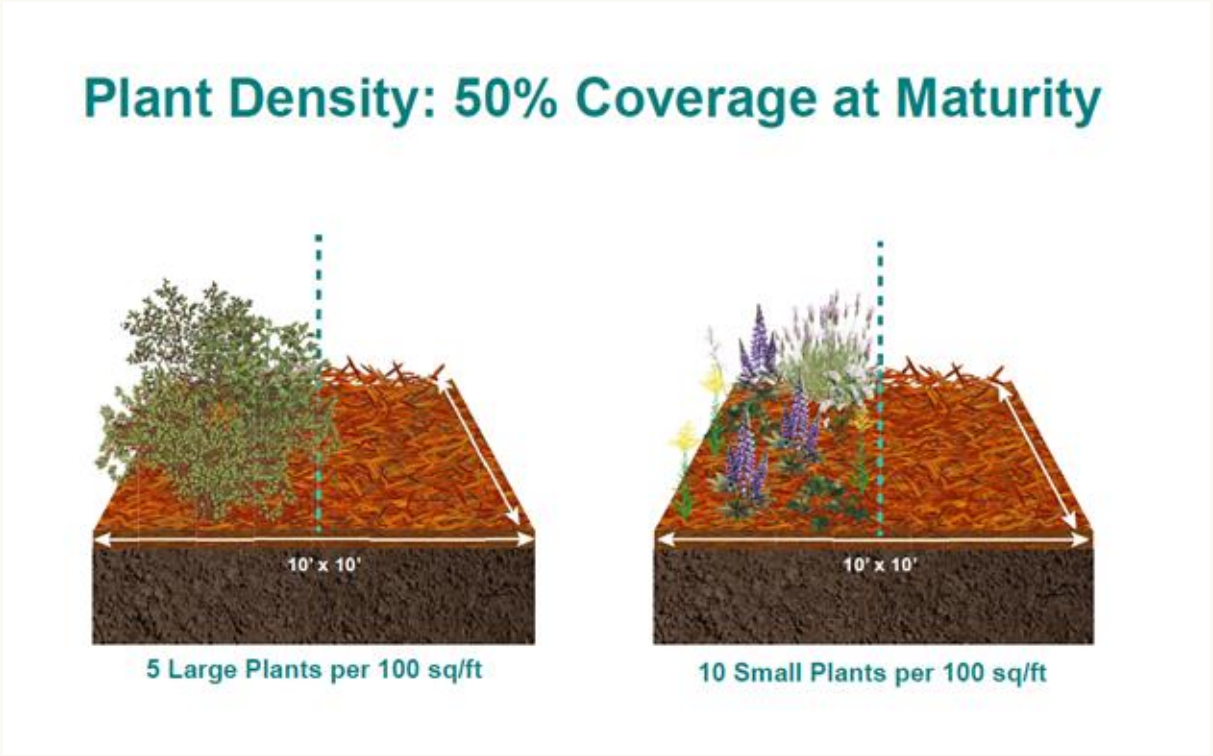
- Drought Tolerant Plants
- High-Efficient Irrigation
- Soil Preservation



Holistic Landscape Conversions: Plants

- Coverage requirement of 50% after 5 years
  - Aligns with Standards & Specifications
  - Reduces ‘heat island’ impacts
  - Maintain home values
  - Sustain tree health
  - Biodiversity & pollinator habitat
- Total of 8,495 plants installed





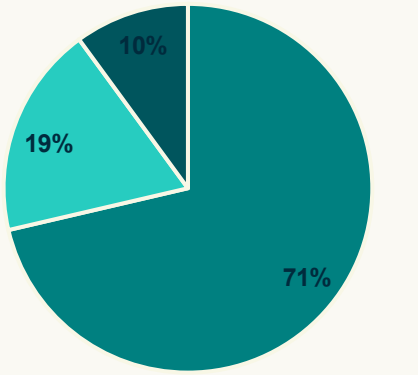
Holistic Landscape Conversions: Irrigation



- Drip or high-efficiency nozzles (width >8')
  - Pressure regulation required
  - Flush values for drip are required
- Sufficient tree irrigation is required
- No overspray or run-off allowed

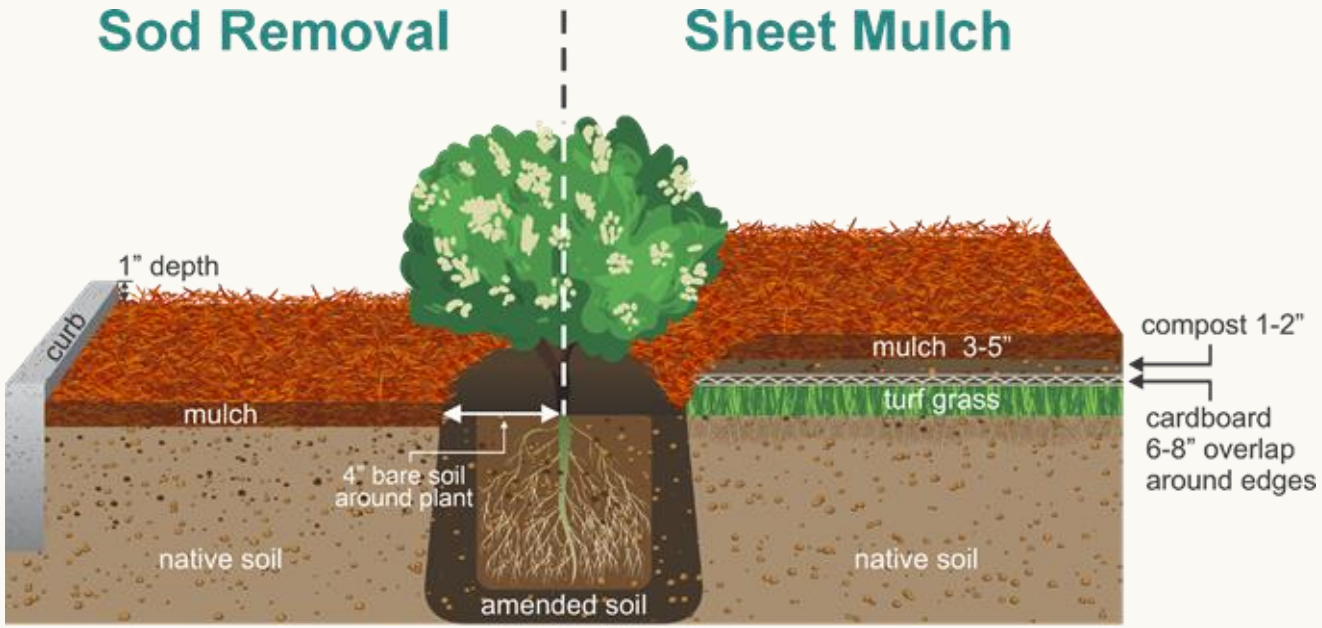


Irrigation Type: After Conversion



Holistic Landscape Conversions: Soil

- A minimum of 3” of mulch is required across the entire project area
- No weed barrier or bare soil allowed
- Encourage nutrient retention
- Total of 1,052 cubic yards of mulch applied







Hands On Approach

- Pre-Consultation
- Final Evaluation
- Resources



Submit Application → *Pre-Consultation → Complete Project (~90 Days) → ***Follow-Up Evaluation** → Rebate Receipt

Hands On Approach: Pre-Consultation

- Automate appointment scheduling
- Measure area and confirm the rebate amount
  - Non-living or unmaintained turf does not qualify
- Project plan review, template provided
  - No mixed hydrozones or equipment
- System measurements
  - Including zone flow rate (gallons per minute)

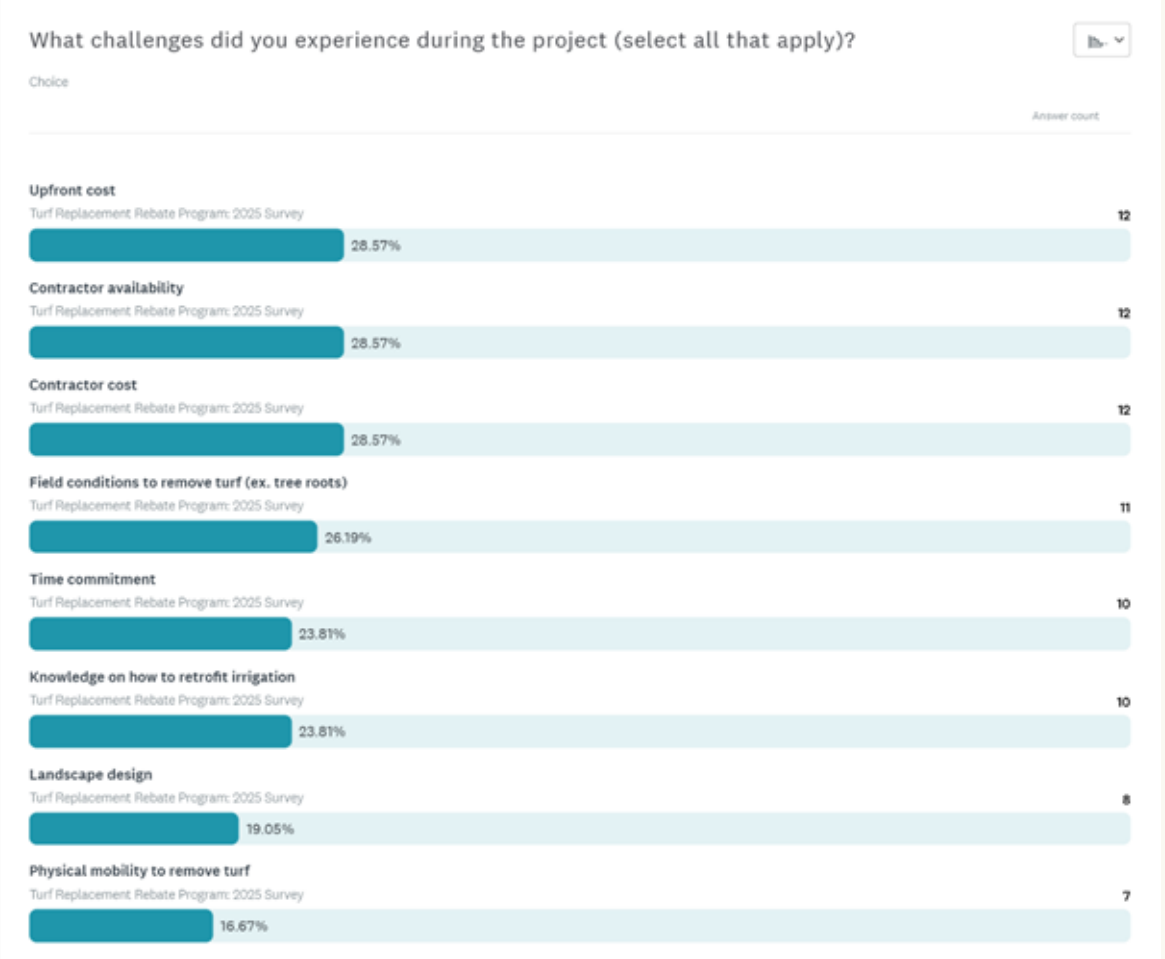




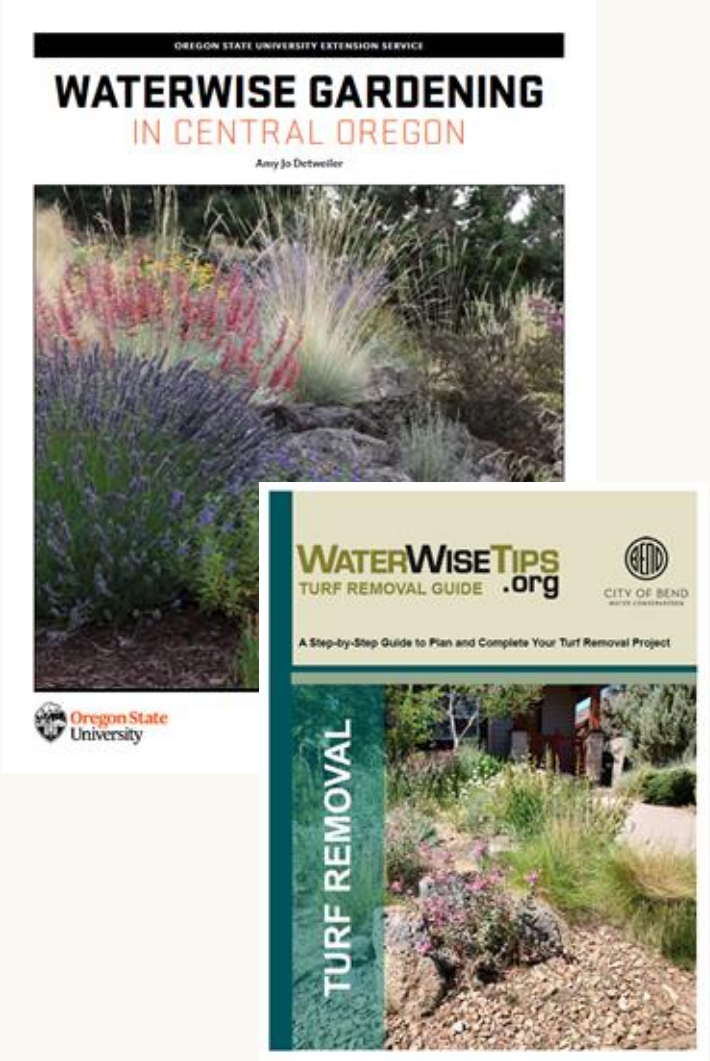
Hands On Approach: Final Evaluation

- System measurements (flow)
- Recommend post-establishment run times
- Project cost documentation
- Reinspect if needed

Metric	Cost
Rebate to Cost Ratio	37%
Average Cost	$8.40 per sq/ft
Average DIY Cost	$3.50 per sq/ft
Average Contractor Cost	$12.74 per sq/ft



Hands On Approach: Resources

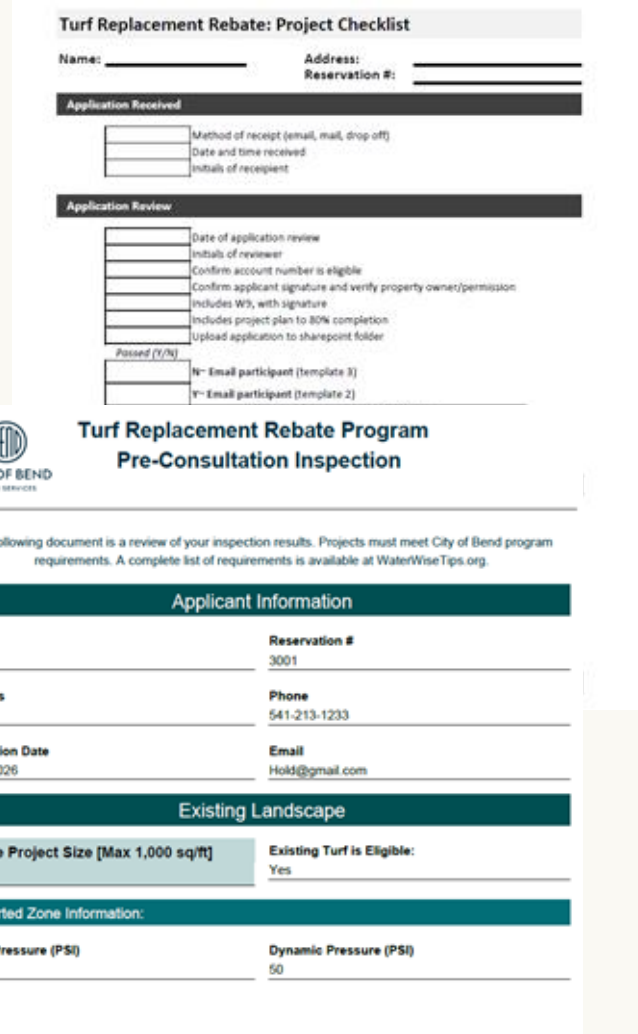


Customer Resources:

- Resources from partners
- DIY Guides
- Project plan template

Admin Resources:

- Email templates
- Application review checklist
- Report templates



Turf Replacement Rebate: Project Checklist

Name: _____ Address: _____
Reservation #: _____

Application Received

- Method of receipt (email, mail, drop off)
- Date and time received
- Initials of recepient

Application Review

- Date of application review
- Initials of reviewer
- Confirm account number is eligible
- Confirm applicant signature and verify property owner/permission
- Includes W9, with signature
- Includes project plan to 80% completion
- Upload application to sharepoint folder

Passed (Y/N)

- N= Email participant (template 3)
- Y= Email participant (template 2)

CITY OF BEND

Turf Replacement Rebate Program
Pre-Consultation Inspection

The following document is a review of your inspection results. Projects must meet City of Bend program requirements. A complete list of requirements is available at WaterWiseTips.org.

Applicant Information

Name: Melissa	Reservation #: 3001
Address: Talus	Phone: 541-213-1233
Inspection Date: 03/05/2026	Email: Hold@gmail.com

Existing Landscape

Rebate Project Size [Max 1,000 sq/ft]: 1000	Existing Turf is Eligible: Yes

Converted Zone Information:

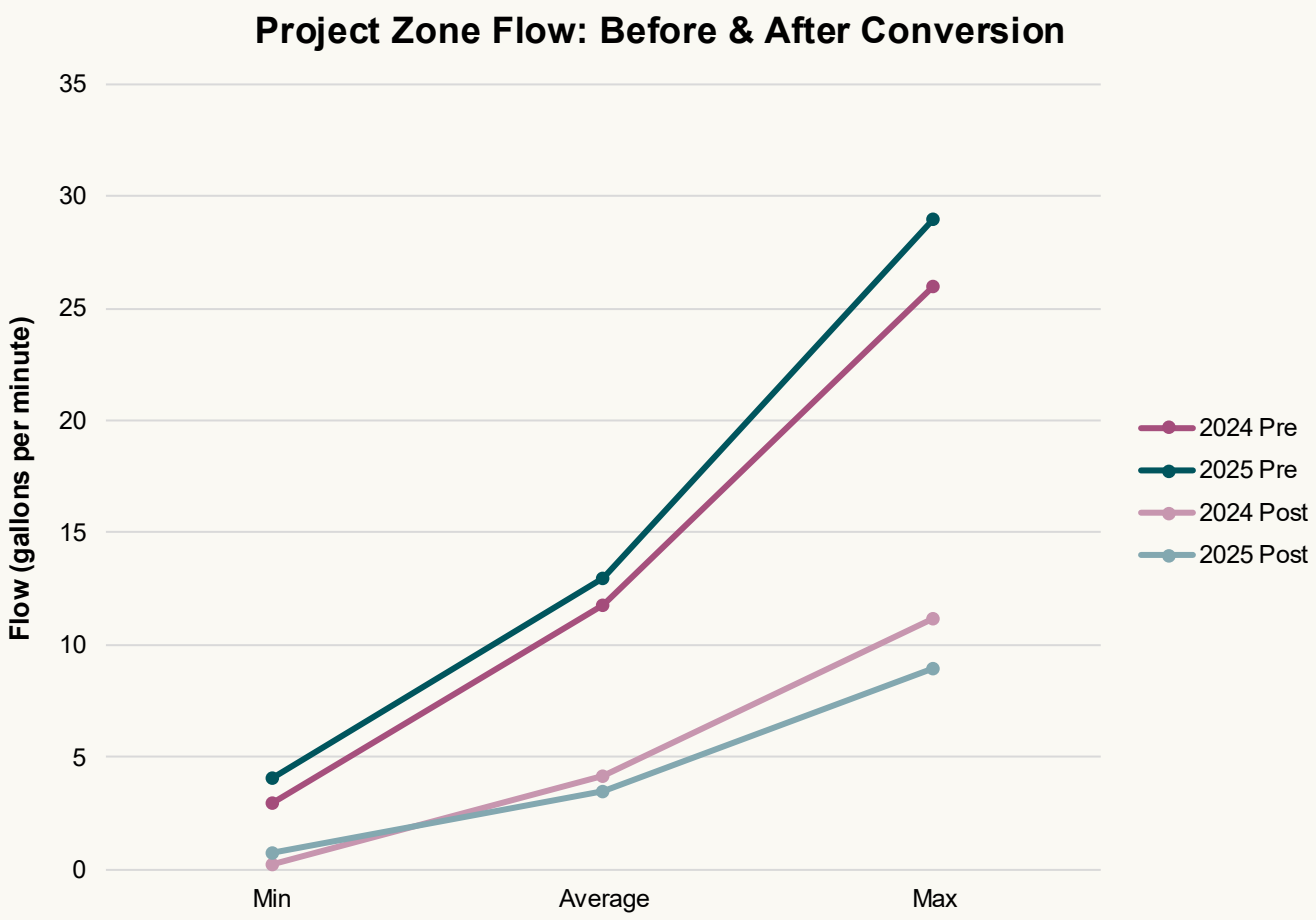
Static Pressure (PSI): 120	Dynamic Pressure (PSI): 50

Water Savings

- Estimate Using Flow Rates
- Actual Using Consumption Data
- Gallons per Square Foot



Water Savings: Estimate

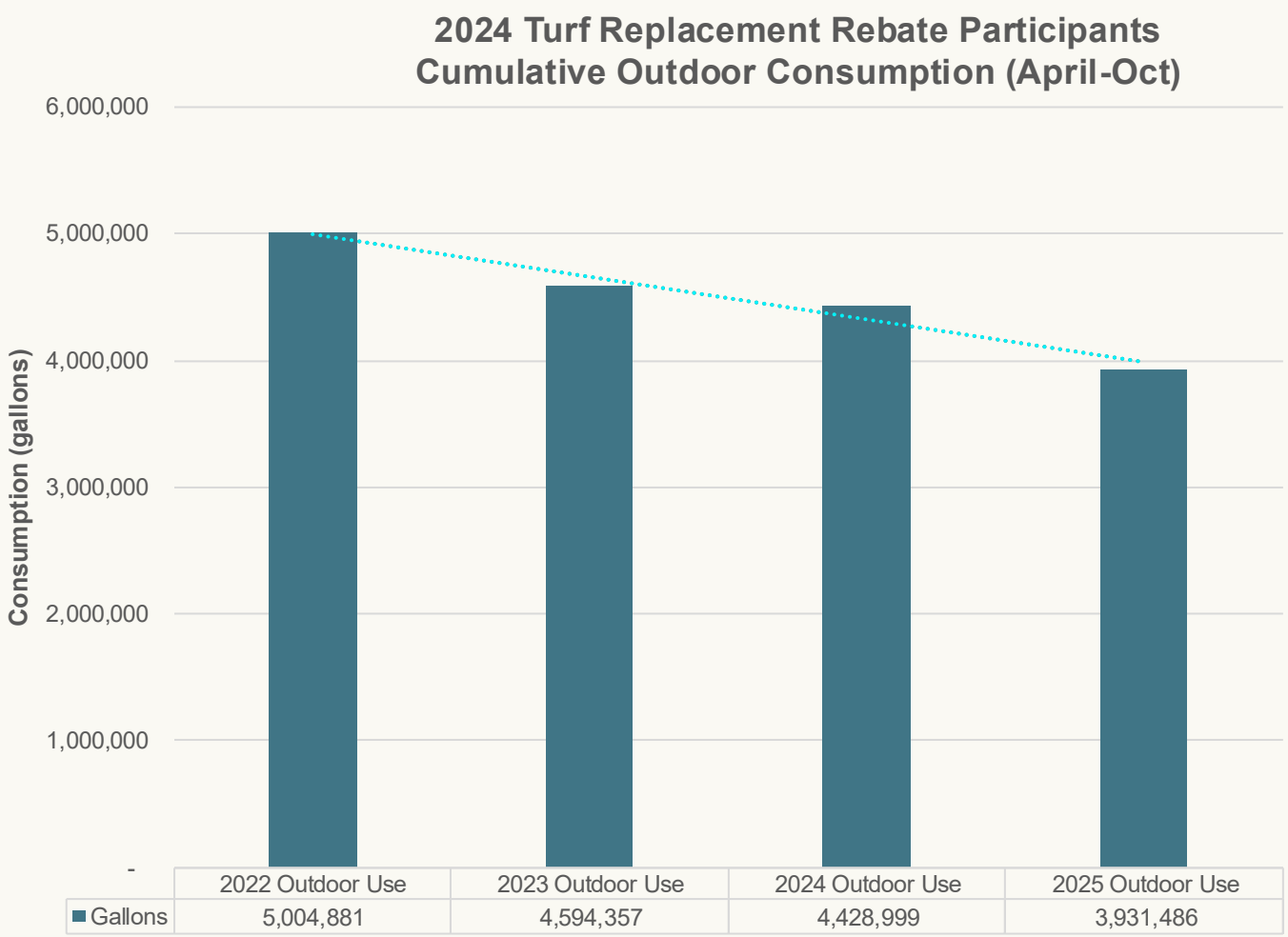


- Use the flow rate measurements collected during consult & evaluation
- 2024 & 2025 participant data
- Average pre flow: 12.4 gpm
- Average post flow: 3.9 gpm
- Estimate of water savings~ 2,500,000 gallons, annually



Water Savings: Actual

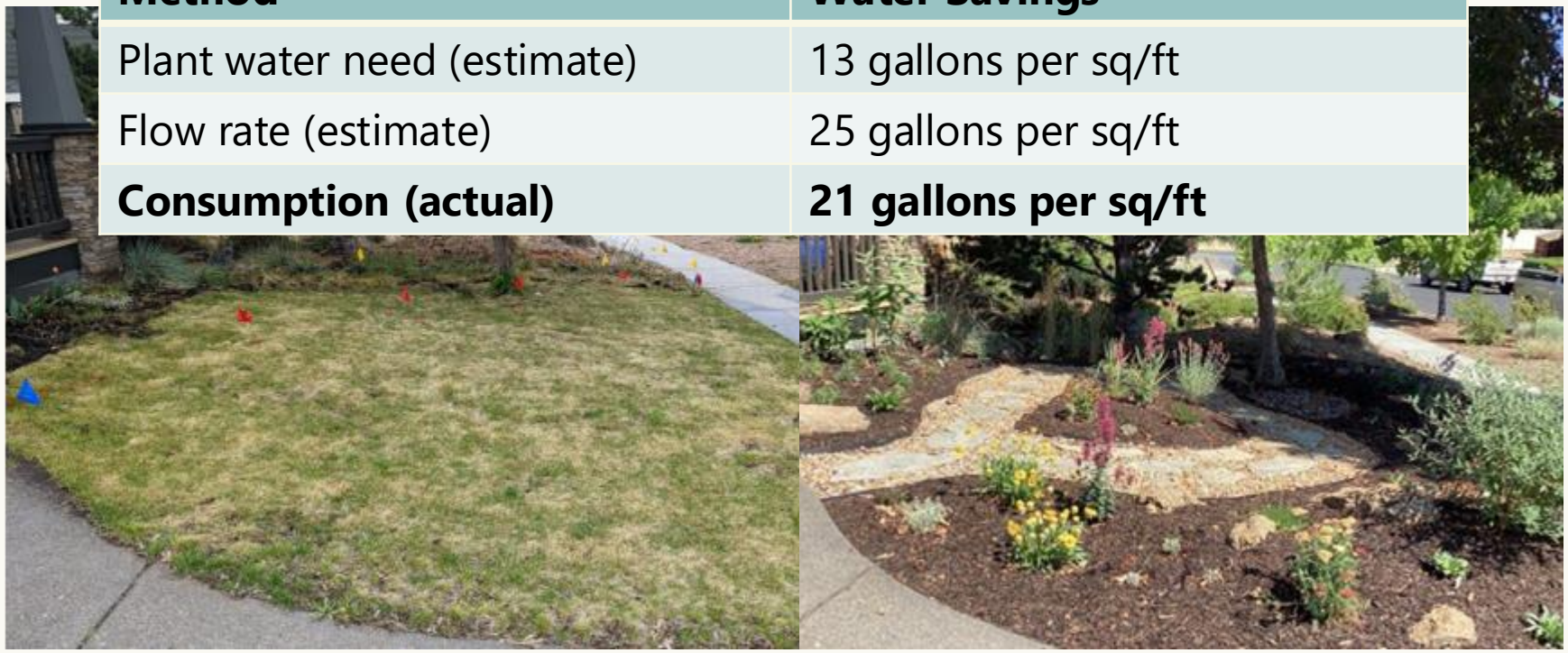
- 2024 participant data
  - Data delayed one year
- Actual water savings- 868,133 gallons annually
- 18% reduction
- 15,000 gallons saved per participant
- Survey sent to participants who used more water



Water Savings: Gallons per Sq/Ft

- Annual savings between 2024 & 2025 estimated to be ~2,080,000 gallons
- Gallons per square foot can aid to project future savings
- Apply savings for grass to garden conversions in similar climates

Method	Water Savings
Plant water need (estimate)	13 gallons per sq/ft
Flow rate (estimate)	25 gallons per sq/ft
Consumption (actual)	**21 gallons per sq/ft**



HIGH DESERT!

Melissa Fatland

City of Bend

mfatland@bendoregon.gov



PowerPoint Best Practices

- Use bullet points to highlight your topics
- Use the “notes” section to write in-depth details
- **SAY** it don’t **SHOW** it when it comes to information
- PowerPoints are meant to show visuals while you narrate
- Don’t use a large amount of copy
- **LESS** is **MORE**
- Use pictures and icons to emphasize your points
- If you can’t fit all your content on one slide, reduce the copy and use more slides with less information on each

Fonts

- Title Slide Headers: 50-36 (varies) Segoe UI Bold
- Slide Headers: 36pt Segoe UI
- Subheaders: 24 Segoe UI
- Body font: Segoe UI 24

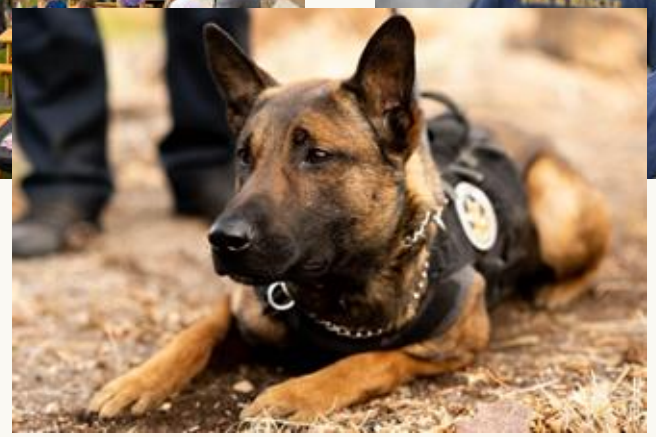
- Do not change slide font sizes or fonts in this PowerPoint
  - The fonts might automatically adjust size to fit within the text box. Adjust the size of the text box and check the font size in these cases
- Do not go smaller than size 20 – **aim for size 24**
- Use the default “circle” bullet points
- Max of 4 bullet pointe per slide

Icons, Images and Logos

- Icons are found on SharePoint
- Images are found on SharePoint
  - Only use high-quality photos
- Logos are found on SharePoint







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