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# Hines Inc Newsletter

## A Great Year and We're Ready for More

It is 2012 & we are happy that you are here! We sent out our Christmas newsletter a little late this year so for those of you who missed it, here's a recap of the past year, as well as a few exciting upcoming items.

## Some Exciting Things on the Horizon

This insightful [article](#) from the UK Telegraph gives us hope that the American phoenix will rise again - and sooner than we may think. Speaking to the reality of self-sufficiency in fuel and energy within five years or so and closing the manufacturing labour gap with China in a number of key industries, the article drives forward a confidence in the future of the American economy, driven by American small business people.

## Creating Value in a Challenging Economy

This year Hines has far outperformed the stock market for our clients in a number of key ways. On a variety of projects we have documented the savings accrued through smart engineering, creative thinking, and rigorous construction observation. We've compiled below a few projects from the past couple years that exemplify the extraordinary cost savings a well-engineered irrigation system provides over a non-planned/design build project approach. As you already know, at Hines we do not value-engineer our projects, rather we increase the quality & long term operation of our systems through great design - while decreasing overall system costs. Take a look through these projects - LEED candidates, municipal award winners, a quiet mountain retreat, a residential community. We look forward to assisting your firm create incredible projects in 2012!

## An Award Winning Year!

Several Hines projects were awarded the coveted [Valley](#)

## Meet the New Member of the Hines Team!

Liz Raj, a new addition to our administrative staff, is a San Francisco State University business graduate with a passion for sustainable business and entrepreneurship. Having recently relocated to Colorado from the California coast, you can often find Liz exploring Fort Collins' local breweries, enjoying independent films at the Lyric, biking the trails about town, perfecting her kickball technique, and taking in yoga classes in Old Town. Liz is rounding her ninth month with Hines and it looks like we're keeping her.

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[Forward Crescordia Award](#) in 2011! [Chandler City Hall \(Smith Group\)](#) and [W.L. Gore Phoenix Campus \(LVA Urban Design Studio\)](#) were both recognized in [Valley Forward's 31st annual Environmental Excellence Awards](#), Arizona's oldest and most prominent competition of its kind - spotlighting distinguished projects throughout the Valley demonstrating a high level of environmental commitment and contribution to the region's overall sustainability.

**Excellent 2011 Value-Creating Projects:**

[Pitkin County Residence](#)

Working on-site for over a year, we were pleased to provide a holistic approach to site water management that *saved the Owner over \$250,000 in infrastructure costs over the design build projections.*

[Chandler City Hall](#)

Hines engineers successfully designed a single, high quality mechanical & water quality system to serve seven (7) water features, *eliminating over \$300,000 from the water feature construction budget!*

[W.L.Gore Pheonix Campus](#)

Our design eliminated over 50% of the potable landscape water requirements for the entire 40-acre site. The implementation of an inline, non-powered fertigation system reduces the use of chemical fertilizers, *lowers water use by an additional 20%, and provides substantial annual labor savings.*

[Sandpiper, Scottsdale, AZ](#)

The increasing cost of potable irrigation water required for this 55-acre residential community prompted the Home Owner's Association to seek out an Engineering and Design firm to convert an existing irrigation system from a potable water source ([City of Scottsdale](#) water) to a non-potable source for all of their irrigation water needs.

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