



Winner: **Brandenburg, Staedler & Moore  
Mobile Home Communities**

Award Category: **Small Business**

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### **Why Brandenburg, Staedler & Moore Mobile Home Communities was chosen for this Award**

Brandenburg, Staedler & Moore owns and operates 13 mobile home communities in Silicon Valley, comprising more than 2,700 spaces. Over the past 13 years, they have worked with San Jose Water Company, San Jose Municipal Water Company and the City of Sunnyvale to overcome all barriers to the installation of individual water meters in 12 of their 13 mobile home communities.

With financial support from the Santa Clara Valley Water District (SCVWD), they have spent between \$170 and \$200 per space to install submeters, with the SCVWD reimbursing them half of the cost. The City of Sunnyvale has readjusted its rate structures to allow Brandenburg, Staedler & Moore to fully recover their costs for water and meter installations over time.

Before the installation of submeters, residents could not see the relationship between water usage and cost, so they had little incentive to conserve, and water was often seen flowing into the gutters. Once the price of water was separated from rent, conservation became an individual goal, and reductions in usage were substantial. The savings in water usage ranges from 20 to 30% at their various sites.

This program serves as a model for other mobile home community operators, encouraging several others to participate in the subsidy program and install submeters of their own.