

RAINWISE AND YOUR BUSINESS

We want to help you succeed!



Dorothy Mulkern
King County WTD

HOW CAN RAINWISE HELP MY BUSINESS?

The RainWise team helps market the program to your potential rebate-eligible customers by:

1. Media and direct mail
2. signage and word-of mouth
3. meetups and community events



Lauren Taylor

**Roots and Rivers
Consulting**



TOOLS TO GET THE WORD OUT



[700milliongallons.org/
rainwise](https://700milliongallons.org/rainwise)



Postcards &
Brochures



Webinars, Meet-
Ups and
Community Events



Signage And
Banners



Media & Social
Media



Contractor
Matchmaking

RAINWISE

Rebates for Rain Gardens and Cisterns

RainWise is a rebate program that helps property owners manage stormwater by installing cisterns and/or rain gardens on private property. This prevents flooding, adds attractive landscaping, and can provide water for summer irrigation. To receive a rebate, you must live in an eligible combined sewer overflow (CSO) basin.



Am I eligible?

Check to see whether your property is eligible for a RainWise rebate for a cistern, a rain garden or both.

LEARN MORE



Find a Contractor

RainWise-trained contractors are ready to work in your neighborhood. Finding a RainWise contractor you want to hire is how to make your RainWise project happen.

LEARN MORE

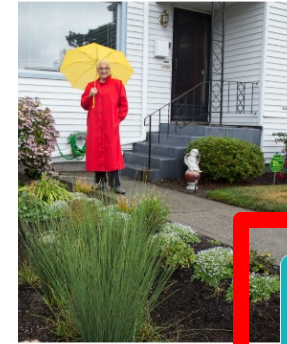


Events

Learn about the program and meet neighbors, contractors and other experts. All RainWise events are currently being held virtually.

LEARN MORE

SUBSCRIBE



Now chatting

Questions about stormwater or RainWise? We'd love to chat.

Hi! Do you have any questions about stormwater or RainWise?

Type here and hit enter to chat

powered by 

700milliongallons.org/rainwise
rainwise.seattle.gov

POSTCARDS

- Go out about 4 times a year to RainWise-eligible properties advertising our outreach events and webinars
- Contractors sign-up for events with a link from our monthly Marketing Summary newsletter



BROCHURES & INFOBOXES

- Brochures are given out during in-person workshops, community events and door-to-door outreach campaigns
- Also available for sharing virtually and downloading online
- Include roster of active contractors and a walking tour map
- Infoboxes host brochures at select homes



South Seattle

Do your part to protect Puget Sound



Preventing polluted runoff is the key action to protect our waterways.

Be part of the solution! By slowing and cleaning runoff on your property, you are positively impacting the whole system. Rain gardens and cisterns on your property are a great way to start. One residential rain garden can divert 70% to 100% of the rain runoff from a property.

With every storm, rain carries pollutants off our roofs, driveways and other hard surfaces to local creeks, Lake Washington and Puget Sound. During big storms, the sheer volume of this "stormwater" can cause sewer overflows, and erode hillsides and stream banks. RainWise rain gardens and cisterns can manage this runoff with your help.

RainWise is a rebate program that helps eligible* property owners manage stormwater by installing rain gardens and/or cisterns on private property. This prevents flooding, adds attractive landscaping, and can provide water for summer irrigation.

- Nearly 2,000 projects completed in Seattle
- Project cost can be covered up to 100%
- Average residential rebate amount is \$4,350



Get RainWise with your neighbors!

When you and your neighbors choose the same contractor, the process can be more cost-effective for everyone...and more stormwater will be managed on site. Win-win! Contact us and we will help you organize a "cluster" project.

What your neighbors are saying about RainWise:



"People walk by all the time and comment on our rain gardens. It's wonderful to know that they also are helping Puget Sound -- a win-win."



"We are thrilled to be a part of Seattle's RainWise program and doing what we can to help our Sound."



"With my cisterns, I can use the water in my garden during the summer and help manage stormwater in the winter!"

*To receive a rebate, you must live in an eligible combined sewer overflow (CSO) basin. Rebate varies from \$3-4 per square foot of roof area captured, with a minimum of 400 square feet required for the rebate.

目前問題何在？ 每次下雨時，雨水可能會將我們屋頂、車道及其他硬質表面的汙染物帶進當地的溪流、Lake Washington 和 Puget Sound 中。在暴雨期間，這些「雨水」的降水量可導致汙水溢流並使山坡和河岸受到侵蝕。透過您的協助，雨花園和儲水槽將有助於控制這些雨水。



RainWise 的承包商會針對各個地點的特殊需求來設計合適的雨花園。

- 加入 RainWise 的流程**
1. 確認您的資格，您可輸入您的地址以查詢您的房屋適合何種設施以及您是否可以獲得退款津貼。
 2. 透過網站的「Find a Contractor」（尋找承包商）部分獲得由受過訓練的承包商所提供的報價，選擇承包商。
 3. 承包商將會安排安裝前檢查，以在獲得核准之後為您建造和安裝雨水處理系統。
 4. 承包商還會安排最終檢查，RainWise 檢查人員將會確認安裝有正確完成。
 5. 獲得退款津貼！提交您的退款津貼文件並在 6-8 週內收到退款津貼。



RainWise 退款津貼
將會給付雨花園和儲水槽的費用

RainWise 計劃所提供的退款津貼足以支付在您的房屋安裝儲水槽和雨花園的大部分或全部費用。如欲獲得退款津貼，您必須居住在符合資格的合於汙水溢流地區。我們將協助您判斷您的項目是否合格。退款津貼的價格

如需要更多資訊，請撥打 www.rainwise.seattle.gov 有疑問嗎？請發送電子郵件至 rainwise@seattle.gov 或電至圖文專線

Waa maxay dhibaatabadu? Roob kasta oo da'a, roobku wuxuu wasaaqda ka soo qaadaa saafayadeena, wadooyinka la maro iyo meelaha kale ee adag dushooda isaga oo gala webiyada yar yar ee degaankeena, Lake Washington and Puget Sound. Inta lagu jiro roobkaa waaweyn, heerka 'biyaha roobkan' wuxuu keeni karaa buux-dhaafka bulaacada, isaga oo nabaad guurin kara meelaha taagaga ah iyo iyo hareeraha dooxyada. Beeraha roobka ku baxa iyo taangiyada biyaha lagu keydiyo 'cisterns' waxaad caawimaad ka geysan karaan maareynta biyahan roobka marka aad wax caawiso.



Qandaraaslayaasha RainWise waxay dejiyaan naqshada beeraha roobka ku baxa ee ku habboon baahiyaha gaarka ah ee goob kasta.

- Tallaabooyin lagu noqonay RainWise**
- Booqo www.rainwise.seattle.gov
1. Fiiri u qalmi taankaaga adiga cinwaankaaga ku qoraya si aad u ogaato waxa ka soconaya hantidaada iyo haddii aad heli karto lacag dib la iskugu soo celinayo 'rebate'.
 2. Hel dalabyo ka socda qandaraaslayaasha kuwaasi oo laga helayo qaybta ay ku qoran tahay Hel Qandaraaslayaal 'Find a Contractor' ee laga helayo website-ka. Dooro qandaraaslayaaga.
 3. Qandaraaslayaaha ayaa kuu sameyn doona jadwal ah baaritaan hore 'pre-inspection' ka dibna sameyn doonaa wax rakibaada.
 4. Qandaraaslayaaha ayaa qorsheyn doona kormeer kama dambeys ah oo la sameeyo. Qofka filiranaya RainWise ayaa xaqiijin doon in rakibaadaada si sax ah loo sameeyay.
 5. Hel lacagtaada dib la iskugu soo celinayo 'rebate'! Soo gudbi xirmadaada lacagta dib la iskugu soo celinayo 'rebate package' isla markaana lacagtaada dib la iskugu soo celinayo 'rebate' ku hel muddo 6-8 toddobaad gudahood ah.



LACAGTAADA DIB LA ISKUGU SOO CELINAYO 'REBATE' ee RainWise
waxay bixin doontaa lacagta beeraha roobka ku baxa iyo taangiyada biyaha lagu keydiyo 'cisterns'

Barnaamijka RainWise wuxuu bixiyaa lacagaha dib la iskugu soo celinayo 'rebate' oo lagu daboobo inta badan ama dhimmaan kharajiyada rakibaada. Inta qaybta biyaha lagu keydiyo 'cisterns'

Wixii macluumaad ee dheeraad ah booqo www.rainwise.seattle.gov

ស្ថិតិប្រកបរបរ អ្នកប្រកបរបរ គឺជាការកែលម្អដីនៅជុំវិញផ្ទះ ដើម្បីធានាថាទឹកភ្លៀសមិនហូរចូលទៅក្នុងប្រព័ន្ធប្រព្រឹត្តិទឹកប្រចាំថ្ងៃនោះទេ ហើយក៏មិនបង្កផលប៉ះពាល់ដល់បរិស្ថានទេ។ ទឹកភ្លៀសដែលបានគ្រប់គ្រងត្រឹមត្រូវ នឹងបង្កើនប្រសិទ្ធភាពរបស់ប្រព័ន្ធប្រព្រឹត្តិទឹកប្រចាំថ្ងៃរបស់យើង និងជួយកាត់បន្ថយថ្លៃប្រើប្រាស់ទឹកភ្លៀសរបស់យើង។



ទំនាក់ទំនង RainWise ដើម្បីស្វែងរកសេវាប្រឹក្សា និងការគ្រប់គ្រងទឹកភ្លៀសរបស់យើង។

- អំពីវិធីសាស្ត្រ RainWise**
Go to www.rainwise.seattle.gov
1. រក្សាទុកឯកសារប្រឹក្សាអំពីការគ្រប់គ្រងទឹកភ្លៀស និងវិធីសាស្ត្រ គ្រប់គ្រងទឹកភ្លៀសរបស់យើង។
 2. អ្នកប្រកបរបរ គ្រប់គ្រងទឹកភ្លៀស នឹងប្រើប្រាស់ផែនការគ្រប់គ្រងទឹកភ្លៀសរបស់យើង ដើម្បីកំណត់ថ្លៃ និងកំណត់ ប្រភេទទឹកភ្លៀសដែលបានគ្រប់គ្រង។
 3. គ្រប់គ្រងទឹកភ្លៀសរបស់យើង នឹងផ្តល់ឱកាសឱ្យអ្នកប្រកបរបរ គ្រប់គ្រងទឹកភ្លៀស និងវិធីសាស្ត្រ គ្រប់គ្រងទឹកភ្លៀសរបស់យើង ជួយកាត់បន្ថយថ្លៃប្រើប្រាស់ទឹកភ្លៀសរបស់យើង។
 4. គ្រប់គ្រងទឹកភ្លៀសរបស់យើង នឹងផ្តល់ឱកាសឱ្យអ្នកប្រកបរបរ គ្រប់គ្រងទឹកភ្លៀស និងវិធីសាស្ត្រ គ្រប់គ្រងទឹកភ្លៀសរបស់យើង ជួយកាត់បន្ថយថ្លៃប្រើប្រាស់ទឹកភ្លៀសរបស់យើង។
 5. ការណែនាំប្រឹក្សា (rebate) ប្រឹក្សាប្រឹក្សា គឺជាការណែនាំប្រឹក្សា ធានាថាអ្នកប្រកបរបរ គ្រប់គ្រងទឹកភ្លៀស និងវិធីសាស្ត្រ គ្រប់គ្រងទឹកភ្លៀសរបស់យើង បានគ្រប់គ្រងទឹកភ្លៀសរបស់យើង។



RainWise អ្នកប្រកបរបរ គ្រប់គ្រងទឹកភ្លៀស
RainWise វិធីសាស្ត្រ គ្រប់គ្រងទឹកភ្លៀស គឺជាការណែនាំប្រឹក្សា ធានាថាអ្នកប្រកបរបរ គ្រប់គ្រងទឹកភ្លៀស និងវិធីសាស្ត្រ គ្រប់គ្រងទឹកភ្លៀសរបស់យើង បានគ្រប់គ្រងទឹកភ្លៀសរបស់យើង។

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ប្រសិនបើអ្នកប្រកបរបរ គ្រប់គ្រងទឹកភ្លៀស និងវិធីសាស្ត្រ គ្រប់គ្រងទឹកភ្លៀសរបស់យើង បានគ្រប់គ្រងទឹកភ្លៀសរបស់យើង។

TRANSLATED BROCHURES

We have materials available in Spanish, Vietnamese, Traditional Chinese, Cambodian, and more!

MEET-UPS & COMMUNITY EVENTS

- Meet-ups are in-person workshops centered at libraries in Seattle
- Meet-ups include a presentation on RainWise and a local RainWise story, along with Q&A and a contractor meet-and-greet
- At Community Events, potential customers can stop by the RainWise table to pick up materials and talk with RainWise staff and contractors
- **We look forward to in-person events when it is safe to do so!**





“BIG ROOF” CELEBRATIONS

VIRTUAL RAINWISE OUTREACH

- RainWise Webinars
- Virtual Contractor Meet-Ups

SPRING FOR RainWise!



WEBINARS
HOW TO GET RAINWISE!
Learn the basics and chat with contractors online about your future RainWise project.

Thursday, April 7th, 5 - 6:30 p.m.
Wednesday, May 11th, 5:30 - 7 p.m.
Thursday, June 9th, 5 - 6:30 p.m.
Register at <https://bit.ly/rwwebinars>

LANDSCAPING FOR CLIMATE CHANGE
Join us for landscaping tips to plan for wetter winters and warmer summers.

Tuesday, April 26th, 5:30 - 6:30 p.m.
Register at <https://bit.ly/rainwisecc>

In-Person Event! **RAINWISE GARDEN CELEBRATION**
Talk to an array of rain garden, sustainability, and yard experts and meet RainWise contractors!

Saturday, May 21st, 10 a.m. - 1 p.m.
Keystone Congregational Church
5019 Keystone Pl. N., Seattle, 98103
Register at <https://maygarden.eventbrite.com>

WORD LIST:
CISTERN
CONTRACTOR GARDEN LANDSCAPING
RAINWISE SPRING TIPS
WATER WEBINARS YARD

WORD FIND:
S U Y
E R N B V
Q A E G L
F W A N D N U U A
T Y R A I R I S S N Y
W I N D T B A R L N C C U
X F P C R E G P E F V X H
D J S W R S I U Q
J F G C F
Z P H L C N H D F E R
L N D X I M Y G Z
L S U S P Y N P A
F E A C S D N A L J G
Y K C O N T R A C T O R Y
W L F R L X D H R A X
X Y S E D J E C I F F
R Y V T L G E N L O V
O U N S L F W O P F Y
R T C I Q I R W D A W
P E C S D V Q R Y
M L E Q W P D X M

BANNERS AND DEMONSTRATION PROJECT SIGNAGE



MEDIA AND SOCIAL MEDIA



Forgot account?

 RainWise
@SeattleRainWise

Home
Posts
About
Photos
Events
Videos
Community

Create a Page

Like Share Suggest Edits ...

Learn More Send Message

Posts

 RainWise
42 mins · 🌐

Puget Sounds' 72 Resident Orca Whales depend on us to keep their homes healthy and clean. Here are a couple things you can do this #OrcaMonth to keep Washington waters clean.

1. Fix your car's oil leak.
2. Better yet, ride public transportation (with a mask!)
3. Get RainWise! Rain gardens with native vegetation filter stormwater that would otherwise end up in the Puget Sound. Check out the benefits of native vegetation to Orca Whales courtesy of [Whale Scout!](#)

What's the connection between planting native vegetation and saving whales?

RainWise
Local Service in Seattle, Washington

 ABOUT RAINWISE

About

The RainWise program provides rebates that cover most or all of the cost of installing cisterns and ...

See More

CONTRACTOR MATCHMAKING



CUSTOMER FOLLOW-UP



**GENERAL
ENCOURAGEMENT**



ANSWER QUESTIONS



**CONTRACTOR ROSTERS
AND WEB RESOURCES**

HOW CUSTOMERS CHOOSE A CONTRACTOR

Which contractors are working in my area?

What kind of installations do they do?

Do they speak my language?

Can I meet them in person at an event?

Does my timeline match the contractors?

Do their past projects align with my project goals?



What will be your main mode of communication?



What does your portfolio look like, and can you display it somewhere?



What cost-saving options will you provide for your customers? Free consultations? Deposits required? Working within the rebate amount? Or offering the VPO?

SETTING UP YOUR BUSINESS PLAN

CONTRACTOR RESOURCE WEBPAGE

ESPAÑOL | TIẾNG VIỆT | 中文 Search here... Select Language Powered by Google Translate

700 Million Gallons WITH GREEN STORMWATER INFRASTRUCTURE HOME THE GOAL RAINWISE PROJECTS SOLUTIONS RAINCITY TOOLS & RESOURCES

Financial Support Options

For contractors:

- [Vendor Payment Option \(VPO\)](#): For homeowners who choose to have the rebate go directly to their contractor.
 - Please fill out this [Rebate Assignment Option form](#) with the homeowner.
- [Craft3](#): Provides pre-construction rebate advances to RainWise contractors.

For property owners:

- [RainWise Access Grant](#): Provides up to an additional \$1000 for RainWise eligible homeowners and non-profit community organizations (including religious groups) for income limited and underserved communities
 - Access Grant and Mini-Grant in [Spanish](#), [Traditional Chinese](#), [Korean](#)

Marketing, Design and Maintenance Materials & Resources

Marketing:

- RainWise FAQs in [English](#).
- RainWise One Pager in [English](#), [Spanish](#), [Vietnamese](#), [Traditional Chinese](#), [Somali](#), [Tigrayan](#).
- Cistern Fact Sheet available in [English](#), [Cambodian](#), [Traditional Chinese](#).

ESPAÑOL | TIẾNG VIỆT | 中文 Search here... Select Language Powered by Google Translate

700 Million Gallons WITH GREEN STORMWATER INFRASTRUCTURE HOME THE GOAL RAINWISE PROJECTS SOLUTIONS RAINCITY TOOLS & RESOURCES

RAINWISE Contractor Skill-Building

The RainWise program's Contractor Skill-Building page is designed to help increase contractors' skills and capacity so that they can build more successful RainWise installations and incorporate RainWise as a profit-making part of their business.

Please email rainwise@seattle.gov with any questions.

[Return to the Contractor Resources page](#)

Contractor Skill-Building Series: Launch Your RainWise Business

This five-module series can help prospective RainWise contractors evaluate and leverage their abilities, resources, and readiness to start, maintain, and grow a RainWise contractor business. If you haven't formed your business yet, or are a newer business this series is for YOU!

[Visit the full YouTube playlist](#)

[Download the full Homework & Resources document](#)

Module 1: Get Your RainWise Business Ready

This module's objective is to help you become a RainWise contractor and make a positive difference for not only your business, but also for our shared community and environment.

GRANT & ALTERNATIVE FUNDING OPTIONS



RainWise Access Grants

- **Up to \$1,000 in additional support**
- **Income-based**
- **Churches, community centers and non-profits qualify**

GSI Mini Grants

- **Up to \$1,500 in additional support**
- **Up to \$4,500 for income qualified applicants**
- **Funds can be used for depave, green roofs, rain gardens and cisterns**
- **Eligible across the entire King County WTD service area**


Stewardship Partners

Contact: Emma Vowels

ev@stewardshippartners.org

206-292-9875

12,000 
RAIN GARDENS
in Puget Sound



Collaborate with us on workshops and tabling events



Encourage happy customers to share their story with us



Hand out brochures, maintenance guides, and other materials to prospective customers



Give us feedback and questions



We are also available to answer questions for your customers, if you don't know an answer

IT'S A PARTNERSHIP!



Know the RainWise program process and specifications



Do your own marketing and outreach, and participate in RainWise-sponsored outreach events



Show examples of your work



Come in “at” the rebate amount or have customer out of pocket expenses fairly low

TIPS FOR SUCCESS



Return all phone calls and emails. Respond quickly



Offer referrals if you are too busy to follow-up



Schedule consultations into the future



Sell the product and its benefits

TIPS FOR SUCCESS: CUSTOMER SERVICE



Email



**Monthly Marketing
Summaries**



Contractor Newsletter

HOW WE COMMUNICATE WITH YOU

THANK YOU



Dorothy Mulkern
King County
Wastewater Treatment Division

Q&A