



Folsom City Council Staff Report

MEETING DATE:	6/22/2021
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 10652 - A Resolution Authorizing the City Manager to Execute a Service Agreement with Dropcountr, Inc. for Use of the Dropcountr Base Platform and the HOME+ Irrigation Module for One Year
FROM:	Environmental and Water Resources Department

RECOMMENDATION / CITY COUNCIL ACTION

The Environmental and Water Resources Department recommends the City Council pass and adopt Resolution No. 10652 - A Resolution Authorizing the City Manager to Execute a Service Agreement with Dropcountr, Inc. for Use of the Dropcountr Base Platform and the HOME+ Irrigation Module for One Year.

BACKGROUND / ISSUE

In April 2014, the City executed Agreement No. 173-21 14-075 to begin working with Dropcountr, Inc. to provide a digital platform to City of Folsom residents to support water management initiatives. The software allows users access to their water use data, provides notification of leaks, supports rebate programs and assists the City in its efforts in water conservation education. In June 2018, the City executed Agreement No. 173-21 18-030, extending the original service agreement for an additional three years through June 2021. In June 2020, the agreement was amended to include Dropcountr BUSINESS, a commercially friendly feature set, to support Folsom's non-residential water customers.

The current service agreement is due to expire at the end of June 2021. More than 4,000 City of Folsom water customers are registered to use the Dropcountr platform and they have achieved an average 7% reduction in water use. The participation rate is expected to increase as the City continues to grow, and new State regulations for water use associated with drought mitigation and increased water use efficiency are introduced.

Digital systems that support water management are part of a growing market, and new smart water applications offering more flexibility and different features are being developed. The Environmental and Water Resources Department wishes to continue providing the valuable services of the Dropcountr platform to Folsom water customers, but also wants the flexibility to take advantage of new technology in the future. The Department therefore recommends renewing the service agreement with Dropcountr, Inc. for the minimum period of one year.

The Dropcountr platform now offers an optional HOME+ Irrigation module which helps monitor water use associated with irrigation. As 60% of residential water use is irrigation, Water Conservation staff recommends adding this new module to the service agreement to provide additional assistance in educating customers about outdoor water use.

POLICY / RULE

In accordance with Chapter 2.36 of the Folsom Municipal Code, supplies, equipment, services, and construction with a value of \$62,657 or greater shall be awarded by City Council.

ANALYSIS

Dropcountr HOME+ provides customers with convenient access to their specific water use data, either via an app or on the web. Dropcountr users are no longer limited to viewing monthly water usage on bills, but instead can view their daily and hourly use data, and then compare this information to similar households to better understand water consumption data. Access to this information enables customers to monitor consumption and take action to save water and reduce their monthly bills. In addition to rebate information and water saving tips, users can receive notifications of burst or continuous flow leaks, enabling much faster leak identification and resolution. This product supports the customer service role of the Water Conservation division in its endeavors to assist customers conserve water.

The current service agreement with Dropcountr, Inc. dated July 7, 2018, is set to expire on June 30, 2021. The proposed service agreement will support ongoing initiatives of the City of Folsom, Environmental and Water Resources Department during a period of increasing need for water management due to drought conditions and additional State regulation. A one-time payment of \$70,000 for the service agreement will ensure Folsom citizens have access to water use data, with enhanced features, for a full year.

FINANCIAL IMPACT

Renewal of the current service agreement for the base platform for one year costs \$55,000. The optional Dropcountr BUSINESS module will be continued at no additional cost, while the optional HOME+ Irrigation module costs \$15,000. The total cost for the recommended service is therefore a not-to-exceed amount of \$70,000 for which sufficient funds have been budgeted in the Water Operating Fund (Fund 520), for FY 2021-22.

ENVIRONMENTAL REVIEW

The customer information system is not considered a project and therefore, is exempt from environmental review under the California Environmental Quality Act as noted in Chapter 2.5 - Definitions, Section 21065 - Project.

ATTACHMENT

Resolution 10652 - A Resolution Authorizing the City Manager to Execute a One Year Service Agreement with Dropcountr, Inc. for Use of the Dropcountr Base Platform and the HOME+ Irrigation Module for One Year

Submitted,

Marcus Yasutake, Director
ENVIRONMENTAL AND WATER RESOURCES DEPARTMENT

RESOLUTION NO. 10652

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE A SERVICE AGREEMENT WITH DROPCOUNTR, INC. FOR USE OF THE DROPCOUNTR BASE PLATFORM AND THE HOME+ IRRIGATION MODULE FOR ONE YEAR

WHEREAS, the Environmental and Water Resources Department currently utilizes Dropcountr software to support water conservation initiatives; and

WHEREAS, the current service agreement is due to expire at the end of June 2021; and

WHEREAS, current drought conditions mean that new State regulations are being introduced associated with drought mitigation and increased water use efficiency; and

WHEREAS, the Environmental and Water Resources Department wishes to continue providing the Dropcountr platform to Folsom water customers; and

WHEREAS, Water Conservation staff would like to enhance the service by adding the HOME+ Irrigation module to the agreement; and

WHEREAS, sufficient funds are available in the Water Operating Fund (Fund 520) in FY 2021-22; and

WHEREAS, the agreement will be in a form acceptable to the City Attorney;

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute a Service Agreement with Dropcountr, Inc. for Use of the Dropcountr Base Platform and the HOME+ Irrigation Module for One Year.

PASSED AND ADOPTED this 22nd day of June, 2021, by the following roll-call vote:

AYES: Councilmember(s):

NOES: Councilmember(s):

ABSENT: Councilmember(s):

ABSTAIN: Councilmember(s):

Michael D. Kozlowski, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK