



Folsom City Council Staff Report

MEETING DATE:	10/28/2025
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11483 – A Resolution Authorizing the City Manager to Execute Amendment No. 1 to the Agreement (Contract No. 173-21 22-067) with Eagle Aerial Photography Inc. DBA Eagle Aerial Solutions for \$226,500 for a five-year period from the Water Operating Fund (Fund 520) to Meet the Requirements of Assembly Bill 1668 and Senate Bill 606 Regarding Landscape Irrigation for Residential Sites
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. 11483 - A Resolution Authorizing the City Manager to Execute Amendment No. 1 to the Agreement (Contract No. 173-21 22-067) with Eagle Aerial Photography Inc. DBA Eagle Aerial Solutions for \$226,500 for a five-year period from the Water Operating Fund (Fund 520) to Meet the Requirements of Assembly Bill 1668 and Senate Bill 606 Regarding Landscape Irrigation for Residential Sites.

BACKGROUND / ISSUE

In 2018 the California legislature passed Assembly Bill 1668 and Senate Bill 606 for water conservation and drought planning. This legislation established four new water use efficiency targets for urban water suppliers. One of the four targets is intended to reduce the water use of residential landscapes.

Amendment No. 1 allows for continued collaboration with Eagle Aerial Solutions, Inc. and expands the scope of services to include new data analytics aimed at supporting targeted customer outreach. Specifically, Eagle Aerial Solutions will continue providing monthly water budgets and parcel-specific water allocation data for residential properties using the most

recent water consumption data and other factors such as landscape size and evapotranspiration (ET) rates. These expanded services are essential to help residential customers optimize water use efficiency and to ensure the City remains in compliance with the state regulations.

This resolution will authorize the City Manager to execute Amendment No. 1 to the Agreement (Contract No. 173-21 22-067) with Eagle Aerial Photography Inc. DBA Eagle Aerial Solutions for \$226,500 for a five-year period from the Water Operating Fund (Fund 520) to Meet the Requirements of Assembly Bill 1668 and Senate Bill 606 Regarding Landscape Irrigation for Residential Sites

POLICY / RULE

In accordance with Chapter 2.36 of the Folsom Municipal Code, supplies, equipment, services, and construction with a value of \$75,049 or greater shall be awarded by City Council.

ANALYSIS

Eagle Aerial Solution's WaterView program will use the same aerial imagery provided to the Department of Water Resources (DWR) to calculate water budgets based on landscape area, weather, and landscape water needs for each site. In addition, through Amendment No. 1, the WaterView program will:

- Analyze total water allocation for the City's entire residential service area at an individual residential parcel level.
- Identify water use trends within the residential sector.
- Identify and monitor residential properties that may benefit from improved water efficiency practices.
- Identify targeted land classifications types, like high turf areas, to promote City rebate programs.
- Aid in upcoming DWR data review and reporting requirements.
- Continually calculate water use efficiency across the residential service area at a customer/parcel level.
- Host high resolution aerial imagery.
- Import and calculate daily ET readings.
- Supply detailed demographic data for more accurate indoor water use efficiency measurements and water use analytics.
- Provide various mapping tools along with advanced features to search, analyze, and explore data in more detail.
- Provide technical support and project management services for the use of their program.

Parcel level water budgets will be updated monthly based on billing data and conditions such as weather and landscape area. The City will use the monthly water budgets to assist residents in staying water efficient. Eagle Aerial Solutions offers a five-year service agreement costing

\$45,300 per year for fiscal years 2025-26 through 2029-30. The total five-year cost is \$226,500.

The Environmental and Water Resources Department recommends that the City Council authorize the City Manager to execute Amendment No. 1 to the Agreement (Contract No. 173-21 22-067) with Eagle Aerial Photography Inc. DBA Eagle Aerial Solutions for \$226,500 for a five-year period from the Water Operating Fund (Fund 520) to Meet the Requirements of Assembly Bill 1668 and Senate Bill 606 Regarding Landscape Irrigation for Residential Sites

FINANCIAL IMPACT

The City Council approved Resolution No. 10942 at the November 8, 2022, City Council meeting authorizing the City Manager to execute an agreement with Eagle Aerial Photography Inc. to meet the requirements of Assembly Bill 1668 and Senate Bill 606 regarding landscape irrigation for residential sites, for a 3-year contract with a total not-to-exceed amount of \$135,525.

The Environmental and Water Resources Department recommends the City Manager executes Amendment No. 1 to the Agreement (Contract No. 173-21 22-067) with Eagle Aerial Photography Inc. for a 5-year contract with an annual cost of \$45,300 for Fiscal Years 2025-26 through 2029-30 for a not-to-exceed total amount of \$226,500.

This amendment will cover the five-year service agreement for a total not-to-exceed amount of \$226,500 for a new total contract amount not-to-exceed \$362,025. Funding for this agreement is included in the Fiscal Year 2025-26 Operating Budget under the Water Operating Fund (Fund 520). It is also planned to be included in the Water Operating Fund (Fund 520) budgets for FY2026-27 through FY2029-30 as part of the annual budgeting process.

ENVIRONMENTAL REVIEW

This project is exempt from environmental review under the California Environmental Quality Act, Section 15301 "Existing Facilities."

ATTACHMENT

Resolution No. 11483 - A Resolution Authorizing the City Manager to Execute Amendment No. 1 to the Agreement (Contract No. 173-21 22-067) with Eagle Aerial Photography Inc. DBA Eagle Aerial Solutions for \$226,500 for a five-year period from the Water Operating Fund (Fund 520) to Meet the Requirements of Assembly Bill 1668 and Senate Bill 606 Regarding Landscape Irrigation for Residential Sites

Submitted,

Marcus Yasutake, Director

ENVIRONMENTAL AND WATER RESOURCES DEPARTMENT