



Folsom City Council Staff Report

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| MEETING DATE: | 11/8/2022 |
| AGENDA SECTION: | Consent Calendar |
| SUBJECT: | Resolution No. 10941 – A Resolution Authorizing the City Manager to Execute an Agreement with Waterfluence, LLC to Meet the Requirements of Assembly Bill 1668 and Senate Bill 606 Regarding Landscape Irrigation for Commercial, Industrial, and Institutional Sites Serviced by Dedicated Irrigation Meters |
| 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. 10941 - A Resolution Authorizing the City Manager to Execute an Agreement with Waterfluence, LLC to Meet the Requirements of Assembly Bill 1668 and Senate Bill 606 Regarding Landscape Irrigation for Commercial, Industrial, and Institutional Sites Serviced by Dedicated Irrigation Meters.

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 Commercial, Industrial and Institutional (CII) landscapes serviced by dedicated irrigation meters (DIMs). This requires the City to measure the total irrigated area of CII DIM landscapes and calculate water budgets based on landscape area, weather, and landscape water needs. The calculated water budgets will be compared to actual water use on a monthly basis to monitor compliance with the legislation.

The City requested Scopes of Work from three different vendors to provide water budget and landscape measurement services. Waterfluence, LLC was chosen based on its extensive experience with numerous municipalities and water districts in California including the City

of Sacramento, the City of Roseville, and previous work with the City of Folsom's Parks and Recreation Department from 2013-2015 through a State grant managed by the Regional Water Authority. Waterfluence, LLC is a subscription service that measures DIM landscape areas and calculates water budget data at the parcel level. The water budget services can be updated on a monthly basis with the billing cycle, can be expanded as the City grows and will assist City staff with the State's new reporting requirements.

POLICY / RULE

Section 2.36.120 of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$66,141 or greater shall be awarded by the City Council.

ANALYSIS

Waterfluence, LLC will use Google Earth imagery to measure CII DIM landscapes, to determine how many unique sites are served by multiple DIMs, to aggregate water use from multiple DIMs serving each site and then calculate water budgets based on landscape area, weather, and landscape water needs for each site. Water budgets will be updated monthly based on billing data and conditions. Waterfluence, LLC will provide a portal for property owners and managers to view their water use data and allow landscape contractors access to the data.

Waterfluence, LLC's agreement is based on a cost of \$76 per unit with a one-time set up fee of \$100 per unit. Waterfluence, LLC will aggregate data of multiple DIMs serving one parcel or Lighting and Landscape District into one site and this will be considered one unit for determining costs. City staff estimates that there will be no more than 350 unique sites/units. Pending verification of the number of sites by Waterfluence, LLC the estimated cost, including set-up fees, will be \$41,000 for the remainder of Fiscal Year 2022-23 and \$26,600 annually for the remaining two years of the contract. The total cost for the three-year contract will be \$94,200.

Scopes of work were solicited from three companies. The two companies that were not selected are Land IQ and Eagle Aerial. Land IQ can only provide a one-time analysis that does not provide ongoing monthly updates of water use and landscape area measurement and does not offer an interactive dashboard that can be used by City customers in the CII sector. Land IQ's cost for a one-time measurement and water use analysis was \$78,455. Eagle Aerial's WaterView program does not offer an interactive dashboard that can be used by City customers in the CII sector and did not include CII DIM landscape area measurement. Landscape area measurement could be included for an extra fee of \$135 - \$370 per unit, depending on the level of difficulty, with a total estimate ranging from \$37,800 to \$129,500. Eagle Aerial estimates that 80% of the units could be measured at the lower cost and 20% at the higher cost.

Based on the ability to update information and data on a monthly basis as well as offering an interactive dashboard for the City's CII customers, City staff selected Waterfluence, LLC to

provide these services. City staff recommends entering into an agreement with Waterfluence, LLC for a total not to exceed fee of \$94,200 for fiscal years 2022-23, 2023-24 and 2024-25.

FINANCIAL IMPACT

Sufficient funds have been budgeted and are available in the Water Operating Fund (Fund 520) for this agreement in the FY 2022-23 budget. Funds will be budgeted in each of the next two fiscal years (FY 2023-24 through FY 2024-25) during the annual budget process.

ENVIRONMENTAL REVIEW

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

ATTACHMENT

Resolution No. 10941 - A Resolution Authorizing the City Manager to Execute an Agreement with Waterfluence, LLC to Meet the Requirements of Assembly Bill 1668 and Senate Bill 606 Regarding Landscape Irrigation for Commercial, Industrial, and Institutional Sites Served by Dedicated Irrigation Meters

Submitted,

Marcus Yasutake, Director
ENVIRONMENTAL AND WATER RESOURCES DEPARTMENT

RESOLUTION NO. 10941

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH WATERFLUENCE, LLC TO MEET THE REQUIREMENTS OF ASSEMBLY BILL 1668 AND SENATE BILL 606 REGARDING LANDSCAPE IRRIGATION FOR COMMERCIAL, INDUSTRIAL, AND INSTITUTIONAL SITES SERVICED BY DEDICATED IRRIGATION METERS

WHEREAS, in 2018 the legislature of the State of California passed Assembly Bill 1668 and Senate Bill 606 for water conservation and drought planning; and

WHEREAS, this legislation requires measuring the landscape areas and calculating water budgets at all commercial, industrial, and institutional sites serviced by dedicated irrigation meters; and

WHEREAS, the Environmental and Water Resources Department solicited scopes of work in May of 2022 for services to include landscape area measurement and water use analysis of all commercial, industrial, and institutional sites serviced by dedicated irrigation meters; and

WHEREAS, Waterfluence, LLC by reason of their past experience, abilities for performing these types of services, and overall best value for these services, is qualified to perform the required landscape area measurement and water use analysis of all commercial, industrial, and institutional sites serviced by dedicated irrigation meters; and

WHEREAS, sufficient funds have been budgeted and are available in the FY 2022-23 Water Operating Fund (Fund 520); 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 an Agreement with Waterfluence, LLC to Meet the Requirements of Assembly Bill 1668 and Senate Bill 606 Regarding Landscape Irrigation for Commercial, Industrial, and Institutional Sites Serviced by Dedicated Irrigation Meters for \$94,200 over three years.

PASSED AND ADOPTED this 8th day of November, 2022, by the following roll-call vote:

AYES: Councilmember(s):
NOES: Councilmember(s):
ABSENT: Councilmember(s):
ABSTAIN: Councilmember(s):

Kerri M. Howell, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

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