This presentation premiered at WaterSmart Innovations

watersmartinnovations.com
Water Agencies Nudging Landscape Contractors to Perform

WaterSmart Innovations 2019

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Commercial and Public Irrigation

- Irrigation To Budget: 15%
- Irrigation Overwater: 10%
- All other Water: 75%
Why? 1. Connectivity
Why? 1. Connectivity

Agency A

Agency B

Agency C

Agency D
Why? 2. Water Data Access
Why? 2. Water Data Access
Why? 3. Water Budget Calcs

Weather

Irrigated Areas

Equation

\[ \text{BUDGET} = \text{AREA} \times \left( \frac{K_L \times \text{ETo} - \text{ERain}}{\text{IE}} \right) \times C \]
Why? 3. Water Budget Calcs

Weather

Irrigated Areas

Equation

\[ \text{BUDGET} = \text{AREA} \times \left[ \frac{K_L \times ETo - ERain}{IE} \right] \times C \]
Why? 5. Motivation

- CLOGGED
- LEAK
- MISALIGNED
- MISALIGNED
- SUNKEN
- TILTED
- HIGH-PRESSURE MISTING
Why? 5. Motivation

Field Survey Spray Sprinkler Head Performance
106 Sites

- **Good Mechanics Low Pressure**: 1% of Sites
- **Good Mechanics Good Pressure**: 11% of Sites
- **Good Mechanics High Pressure**: 9% of Sites
- **Poor Mechanics Low Pressure**: 2% of Sites
- **Poor Mechanics Good Pressure**: 33% of Sites
- **Poor Mechanics High Pressure**: 44% of Sites

Water Pressure (Average Pounds per Square Inch)
Why? 5. Motivation
### Why? 5. Motivation

#### Landscaper Leaderboard

**August 2019**

<table>
<thead>
<tr>
<th>Current Rank</th>
<th>Landscape Contractor</th>
<th>Average Site Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ProQual Landscaping</td>
<td>83.0</td>
</tr>
<tr>
<td>2</td>
<td>MMM Landscape</td>
<td>72.0</td>
</tr>
<tr>
<td>3</td>
<td>ELS Landscape</td>
<td>70.5</td>
</tr>
<tr>
<td>4</td>
<td>Clean Cut Landscape</td>
<td>69.5</td>
</tr>
<tr>
<td>5</td>
<td>RH Copper Landscaping</td>
<td>66.8</td>
</tr>
<tr>
<td>6</td>
<td>Peak Landscape</td>
<td>64.7</td>
</tr>
<tr>
<td>7</td>
<td>Four Peaks Landscape Management</td>
<td>64.1</td>
</tr>
<tr>
<td>8</td>
<td>Stillwater Landscapes</td>
<td>58.0</td>
</tr>
<tr>
<td>9</td>
<td>Aztec Landscape Maintenance</td>
<td>55.2</td>
</tr>
<tr>
<td>10</td>
<td>Ultimate Lawn Care</td>
<td>48.0</td>
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<tr>
<td>11</td>
<td>Landscape Management Professionals</td>
<td>46.0</td>
</tr>
<tr>
<td>12</td>
<td>BrightView Arizona</td>
<td>44.0</td>
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<tr>
<td>13</td>
<td>Altius Landscape</td>
<td>43.8</td>
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<tr>
<td>14</td>
<td>Genesis Landscape Solutions</td>
<td>40.5</td>
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<tr>
<td>15</td>
<td>Terra Verde Landscape</td>
<td>36.0</td>
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<tr>
<td>16</td>
<td>Bigtree Landscaping</td>
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<tr>
<td>17</td>
<td>Sundance Landscape Maintenance</td>
<td>34.7</td>
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<tr>
<td>18</td>
<td>Naturescape Landscaping</td>
<td>30.0</td>
</tr>
<tr>
<td>19</td>
<td>Gold Medal Landscape</td>
<td>26.3</td>
</tr>
</tbody>
</table>
What is your agency’s potential?

- All other Water: 75%
- Irrigation To Budget: 15%
- Irrigation Overwater: 5%
- Irrigation Overwater Saved: 5%
What is your agency’s potential?

- Irrigation To Budget: 15%
- Irrigation Overwater: 5%
- Irrigation Overwater Saved: 5%
- All other Water: 75%

Additional factors:
1. Connectivity
2. Water Data Access
3. Water Budget Calcs
4. Controller Maps
5. Motivation