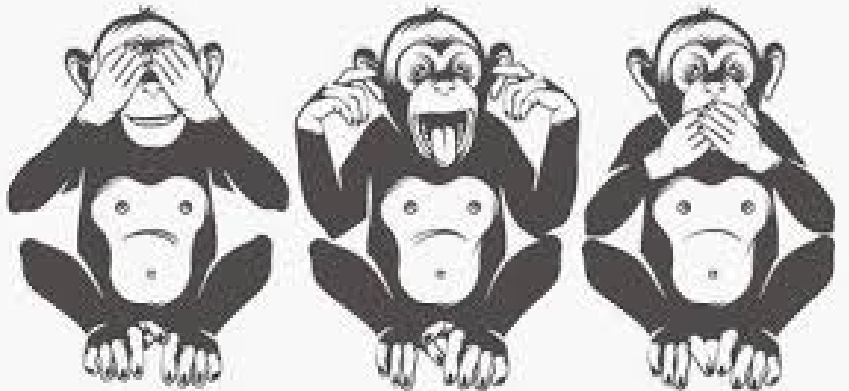


# This presentation premiered at WaterSmart Innovations

[watersmartinnovations.com](http://watersmartinnovations.com)



# Water Agencies Nudging Landscape Contractors to Perform

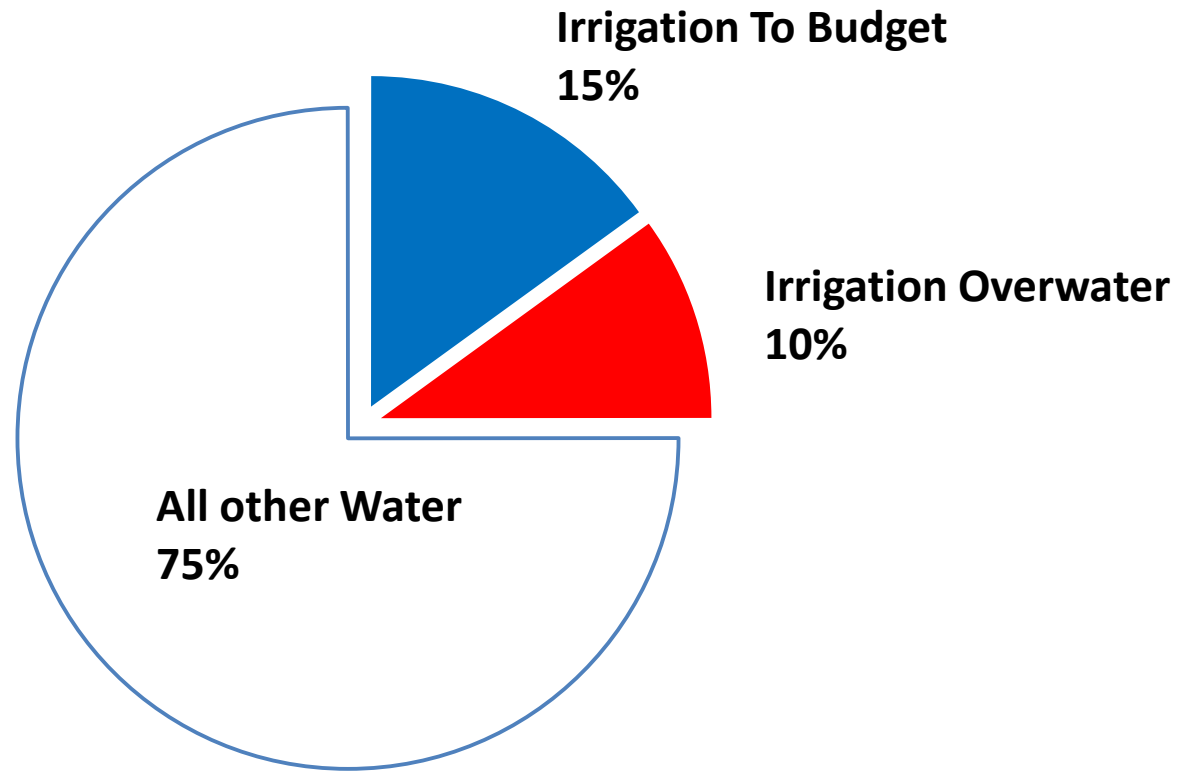


SEE NO EVIL. HEAR NO EVIL. SPEAK NO EVIL

WaterSmart Innovations 2019

John Whitcomb, PhD  
Executive Director, Waterfluence  
[john@waterfluence.com](mailto:john@waterfluence.com)

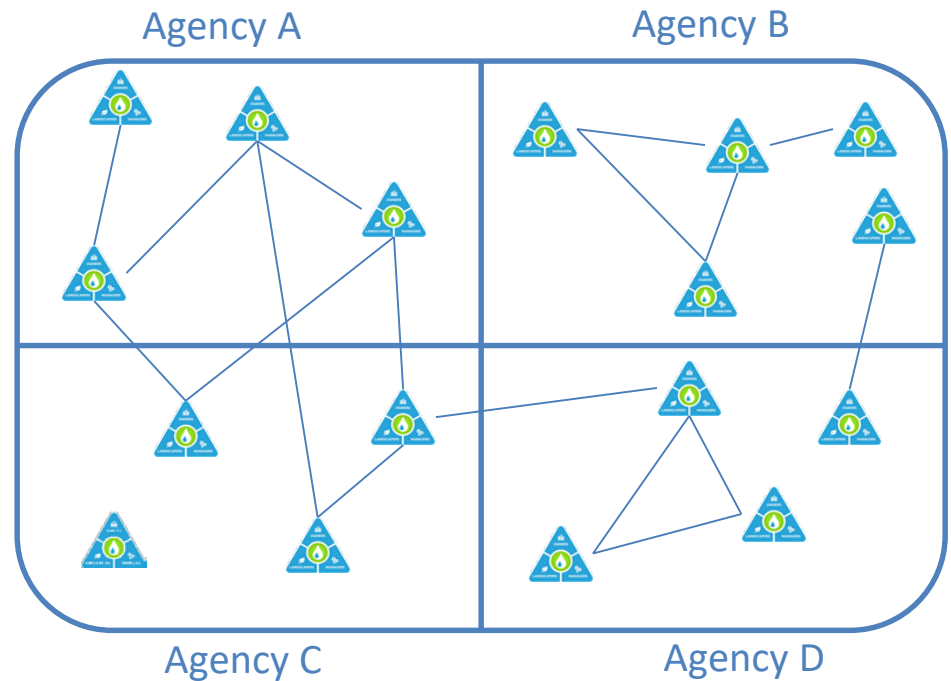
# Commercial and Public Irrigation



# Why? 1. Connectivity



# Why? 1. Connectivity



# Why? 2. Water Data Access



# Why? 2. Water Data Access



# Why? 3. Water Budget Calcs

## Weather



## Irrigated Areas



## Equation

$$\text{BUDGET} = \text{AREA} * \left[ \frac{K_L * E_{To} - E_{Rain}}{IE} \right] * C$$



# Why? 3. Water Budget Calcs

## Weather



## Irrigated Areas

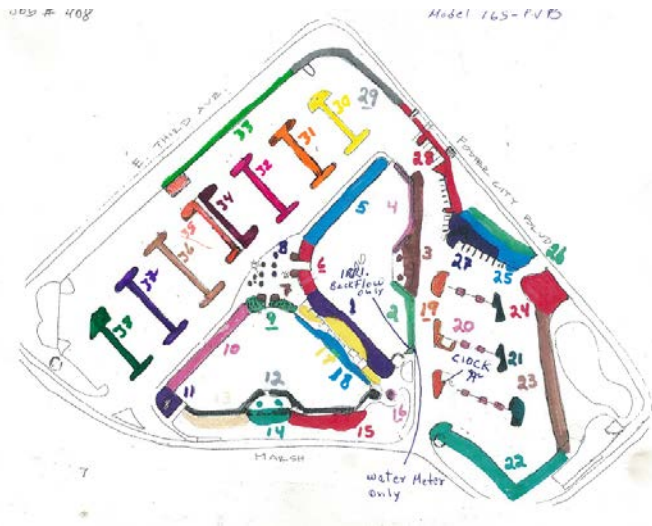


## Equation

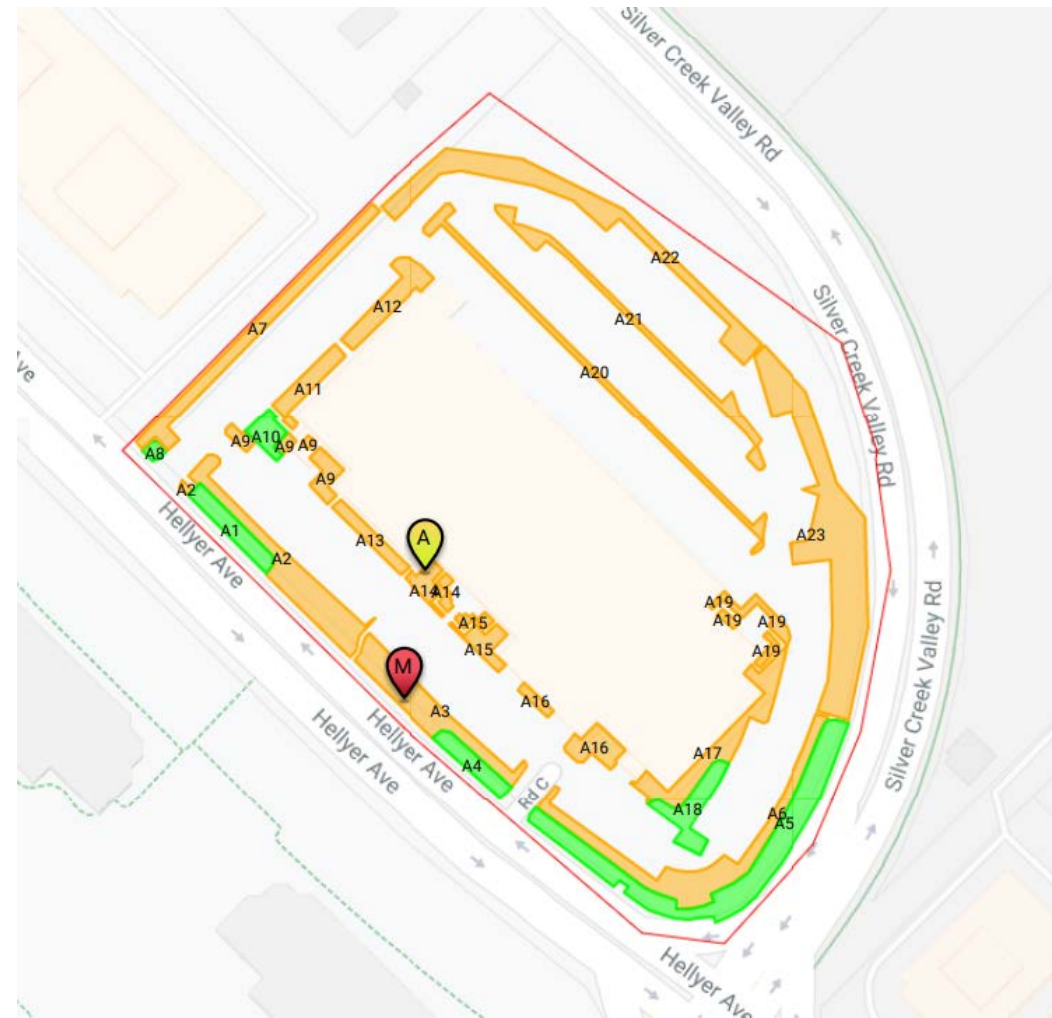
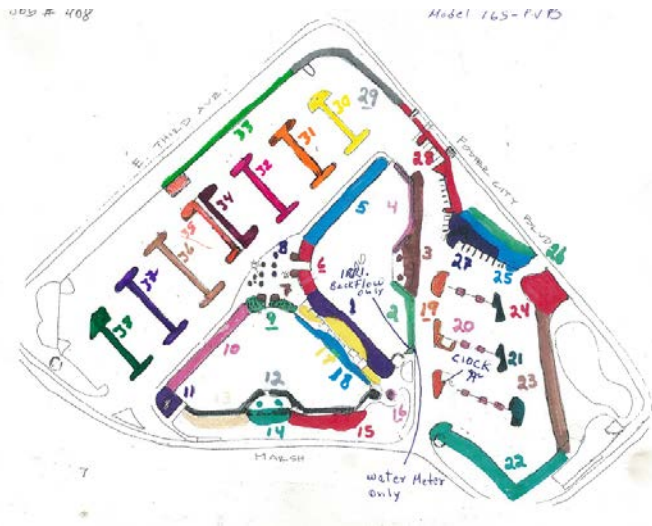
$$\text{BUDGET} = \text{AREA} * \left[ \frac{K_L * ET_o - ER_{\text{rain}}}{IE} \right] * C$$



# Why? 4. Controller Maps



# Why? 4. Controller Maps



# Why? 5. Motivation



CLOGGED



LEAK



MISALIGNED



MISALIGNED



SUNKEN



TILTED

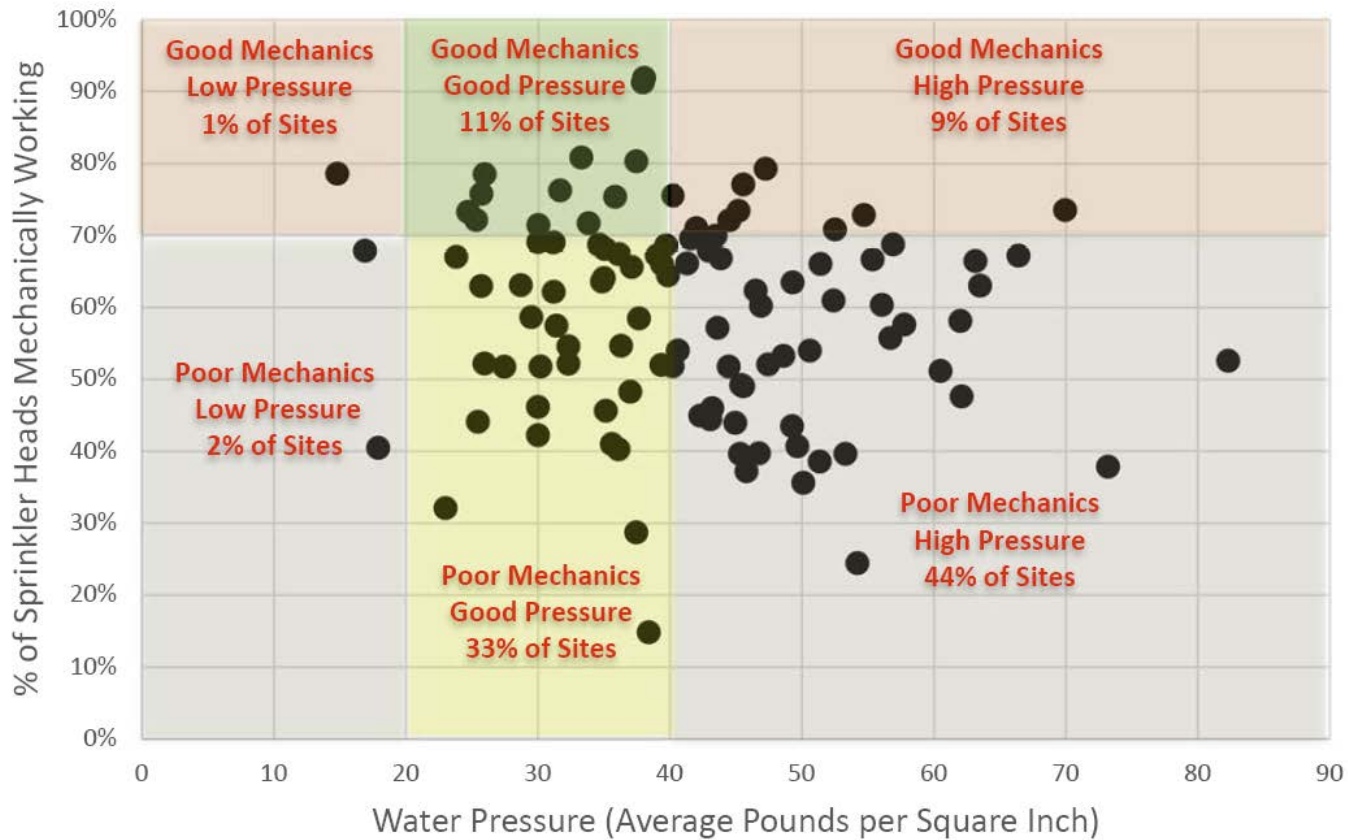


HIGH-PRESSURE MISTING



# Why? 5. Motivation

Field Survey Spray Sprinkler Head Performance  
106 Sites



# Why? 5. Motivation



# Why? 5. Motivation



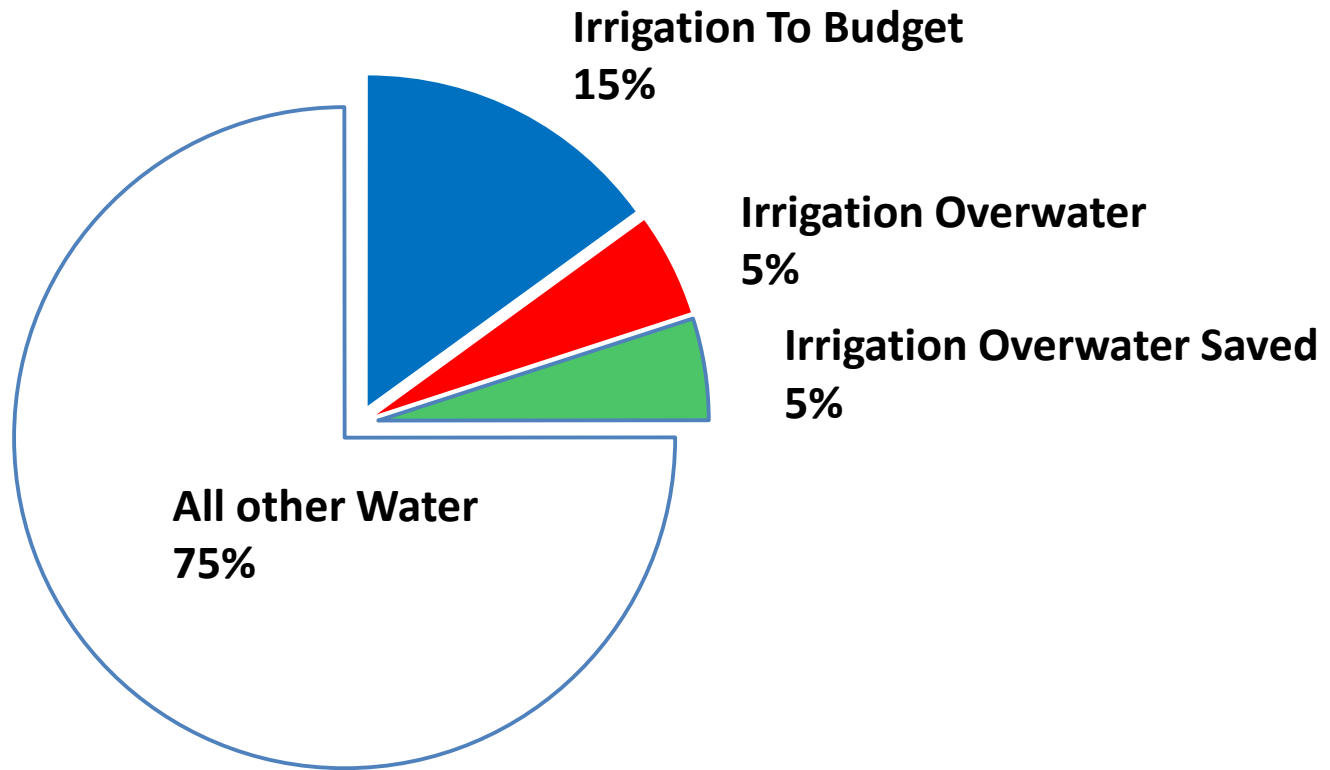
Waterfluence SITES RANKINGS ▾ ABOUT LOGIN

Landscaper Leaderboard

August 2019 Maricopa County Maricopa ▾

Current Rank	Landscape Contractor	Average Site Score
1	<a href="#">ProQual Landscaping</a>	83.0
2	MMM Landscape	72.0
3	<a href="#">ELS Landscape</a>	70.5
4	<a href="#">Clean Cut Landscape</a>	69.5
5	<a href="#">RH Dupper Landscaping</a>	66.8
6	<a href="#">Peak Landscape</a>	64.7
7	<a href="#">Four Peaks Landscape Management</a>	64.1
8	<a href="#">Stillwater Landscapes</a>	58.0
9	Aztec Landscape Maintenance	55.2
10	<a href="#">Ultimate Lawn Care</a>	48.0
11	Landscape Management Professionals	46.0
12	<a href="#">BrightView: Arizona</a>	44.0
13	<a href="#">Altius Landscape</a>	43.8
14	<a href="#">Genesis Landscape Solutions</a>	40.5
15	<a href="#">Terra Verde Landscape</a>	36.0
16	Bigtree Landscaping	34.8
17	<a href="#">Sundance Landscape Maintenance</a>	34.7
18	<a href="#">Naturescape Landscaping</a>	30.0
19	<a href="#">Gold Medal Landscape</a>	26.3

# What is your agency's potential?





# What is your agency's potential?

