

RFP NO. 1901 FOR THE SMART IRRIGATION DIRECT-INSTALL PROGRAM WITH VALLEY SOIL, INC. IN THE AMOUNT OF \$600,000 FOR AN INITIAL 3-YEAR TERM ENDING JUNE 30, 2022

**Resource Operations and Strategic Analytics
Customer Engagement**

Board of Public Utilities
July 22, 2019

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BACKGROUND - SMART IRRIGATION PROGRAM

1. 2011: Smart Irrigation Program launched as effort to achieve mandated water conservation goals established by State of California through Senate Bill X7-7 in 2009
2. Goal of program: Help RPU's largest residential and commercial water users to conserve water and improve landscape irrigation efficiency
 - a) Customers receive a landscape irrigation evaluation and direct installation of weather-based irrigation controller (WBICs) and high-efficiency nozzles
3. Since 2011, RPU has installed: 1,300 WBICs and 80,700 high-efficiency sprinkler nozzles, saving an estimated 1.3 billion gallons of water, enough water to serve approximately 7,900 families for a year

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NEEDS ASSESSMENT



Image credit Getty Images



Image credit Ocregister.com

1. 50-60% residential water use is for landscape irrigation
 - a) Half of water applied lost to runoff, wind, and evaporation
2. Targeting outdoor water use = greatest opportunity for water efficiency
3. Program that offers assistance to most customers



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NEW PROGRAM ENHANCEMENTS

1. New Technology: Wi-Enabled Weather-Based Irrigation Controller

- a) Functionality: Adjusts based on weather conditions
- b) Convenience: Control via smart phone or smart speaker
- c) Analytics: Assist RPU Staff with program management and evaluation



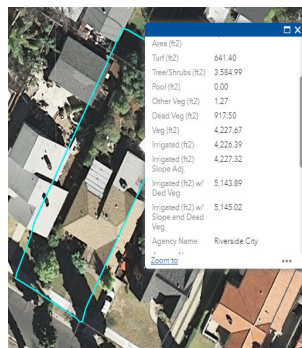
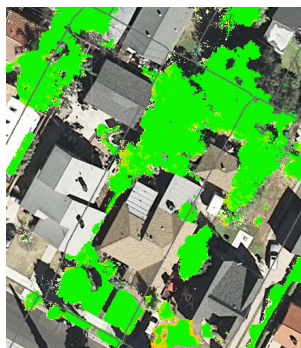
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PROGRAM IMPLEMENTATION AND MANAGEMENT

1. Data-driven Approach

- a) Estimated outdoor water-budget using aerial imagery and parcel-level land cover data

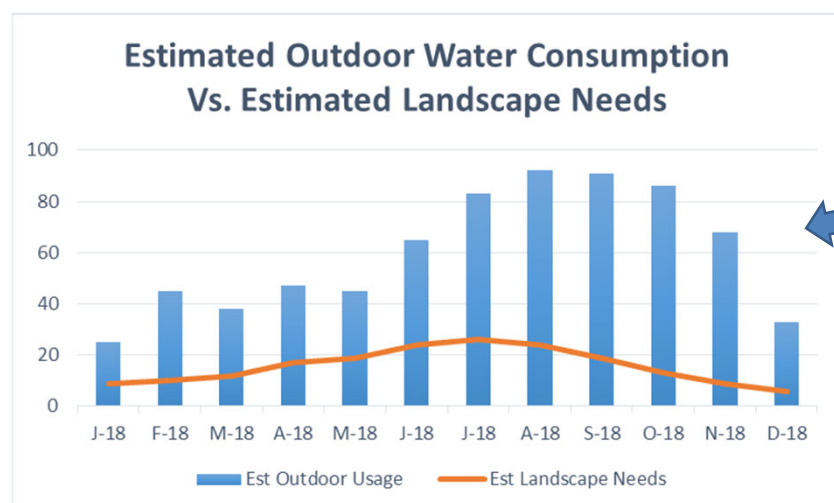


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EXAMPLE OF INEFFICIENT OUTDOOR WATER USE



Excess water applied to landscape

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REQUEST FOR PROPOSAL PROCESS

1. RFP released March 6, 2019, closed April 9, 2019
2. Outreach:
 1. Over 140 local contractors invited to submit proposals
 2. RFP advertised in local newspaper
 3. E-blast through California Landscape Contractors Association's Inland Empire Chapter
3. Selected contractor: **Valley Soil, Inc.** from Temecula, CA

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BENEFITS TO CUSTOMERS AND RPU

Demand Management Benefits:

Annual Savings	Lifetime Savings	Annual Avoided Cost of Imported Water
33 AF	202 AF	\$218,000
10.6 MG	65.5 MG	

Additional Benefits:

1. Drought resiliency
2. Increased customer engagement and satisfaction
3. Reduced urban runoff
4. Regulatory compliance

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RECOMMENDATIONS

That the Board of Public Utilities:

1. Approve a Professional Services Agreement in response to Request for Proposal No. 1901 for the Smart Irrigation Controller, High-Efficiency Sprinkler Nozzle Direct-Install and Water Management Services Program with Valley Soil, Inc., of Temecula, California, in the amount of \$600,000 for an initial three-year term ending June 30, 2022 with one (1) option to extend for two (2) additional years in an amount up to \$200,000 per year of extension; and
2. Authorize the City Manager, or designee, to execute the agreement including the ability to execute amendments for extensions outlined in the Agreement, subject to the ability of budgeted funds of up to \$200,000 per extension year, make minor and non-substantive changes as necessary, sign all documents and instruments necessary to complete the transaction, and otherwise terminate the Agreement pursuant to the Agreement provisions.