WELCOME

Introductions

• Name
• Organization
• Life motto?
• Or best piece of advice?

THANK YOU, City of Sacramento!
BE WATER SMART

Agenda

• Welcome and Introductions
• Approve January 2020 Meeting Notes
• Host Presentation: William Granger, City of Sacramento
• Group Discussion: Current water supply conditions/media coverage
• Program Updates
• Rachio Controller Program
• Agency Announcements
• Adjournment/Lunch
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Meeting Notes

• Approve January 2020 Meeting Notes
• Post on website
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Host Presentation

- William Granger, City of Sacramento
Group Discussion

Current Water Supply Conditions and Media Coverage

• Drought or no drought?
• What are customers saying?
• How are you responding to customers?
• What is your agency saying?
### Current Regional Snowpack from Automated Snow Sensors

#### Northern Sierra / Trinity
- **Number of Stations Reporting**: 30
- **Average snow water equivalent (Inches)**: 11.9
- **Percent of April 1 Average (%)**: 41
- **Percent of normal for this date (%)**: 44

#### Central Sierra
- **Number of Stations Reporting**: 43
- **Average snow water equivalent (Inches)**: 11.2
- **Percent of April 1 Average (%)**: 37
- **Percent of normal for this date (%)**: 40

#### Southern Sierra
- **Number of Stations Reporting**: 28
- **Average snow water equivalent (Inches)**: 8.5
- **Percent of April 1 Average (%)**: 33
- **Percent of normal for this date (%)**: 37

#### State
- **Number of Stations Reporting**: 101
- **Average snow water equivalent (Inches)**: 10.6
- **Percent of April 1 Average (%)**: 37
- **Percent of normal for this date (%)**: 40

### Statewide Average: 37% / 40%
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Program Updates

• SmartLandscape Partnership with UC Davis
• Focus Group Results
• 2020 Public Outreach Campaign
• Legislative/Regulation
• AWE Drought Restrictions Study
• Qualified Water Efficient Landscaper (QWEL)
• CalWEP December Plenary Planning
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SmartLandscape @ UC Davis

Pre-construction – July 2019

Conceptual Design

Year-to-Date – January 2020
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SmartLandscape @ UC Davis

SmartLandscape @ UC Davis

1. SmartScape I
2. SmartScape II
3. SmartScape III
4. SmartScape IV
5. SmartLawn I
6. SmartLawn II
7. Pollinator Study Garden
8. Monarch Butterfly Study Garden
9. Hedgerow Study
10. CA Native Plant Study
11. Innovative Technology Study

Current Planting Timeline
1. SmartScape I: Fall/Winter 2019
2. SmartScape II: Spring/Summer 2020
3. SmartScape III: Fall/Winter 2020
4. SmartScape IV: Spring/Summer 2021
5. SmartLawn Phase I: Fall/Winter 2019
6. SmartLawn Phase II: Spring/Summer 2020
7. Pollinator Study Garden: Fall/Winter 2019
9. Hedgerow Study Area: Fall/Winter 2019
10. CA Native Garden: Spring/Summer 2020
11. Innovative Technology Study: Spring/Summer 2021
12. SmartShed Green Roof: Spring/Summer 2020
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SmartLandscape @ UC Davis

Experiential student “hands-on” learning
Current Progress

- **SmartScape I**: 98% complete
- **SmartLawn I**: 6 plots planted (cool season)
- **SmartShed (controller shed)**: installation complete
- **Pollinator Study Garden**: 40% complete
- **Butterfly Study Garden**: 40% complete
- **Green Roof**: 40% complete
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SmartLandscape @ UC Davis

The Results
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SmartLandscape @ UC Davis

Our External Partners...Philanthropic Support

Join our growing list of industry and individual supporters @ SmartLandScape Donate
Our UC Davis Partners

1. College of Agricultural & Environmental Sciences
2. Biological & Agricultural Engineering Department
3. Plant Sciences Department
4. Entomology & Nematology Department
5. Human Ecology Department
6. Arboretum & Public Gardens
7. Land, Air, Water & Resources Department
8. Utilities
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Focus Groups

• 2 customer focus groups
• Focus on leaks and lawns
• Help inform our 2020 campaign
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Public Outreach

• Briefing for Water Provider Communications and Conservation Managers on 2020 Outreach Plans/Tools
  – Tuesday, February 25, 2020 at 2 pm.

• Translated Materials/Working with Christine
  – in process
WATER SAVER

The best path to healthy and happy plants is to deliver the right amount of water. Check the soil with a moisture meter to see if your plants are thirsty.

Get a free moisture meter at BeWaterSmart.info
Overwatering?

Find tips on how much water your yard really needs at BeWaterSmart.info
Tools Available in the BWS Tool Kit

- Key messages
- Editorial calendar
- Newsletter/website text
- Social media posts
- Mulch Mayhem support
- Water Spots support
- Focus group report
- Infographics
- How to/expert video

Link to Toolkit! Watch for it.
ORDERS DUE TO CHRISTINE TODAY!

New BWS Collateral

SAVE WATER

BY FIXING LEAKS

Leaks inside your toilet can waste up to 200 gallons of water per day! The two non-toxic blue dye tablets in this kit give you a quick, easy way to check for leaks. Just follow the simple instructions. If you find a leak, please get it fixed and stop wasting water.

Little Leaks Wast Big Amounts of Water

<table>
<thead>
<tr>
<th>SIZE OF LEAK</th>
<th>WATER WASTED EACH QUARTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOP of tank</td>
<td>150,000 gallons</td>
</tr>
<tr>
<td>1/2 flush</td>
<td>100,000 gallons</td>
</tr>
<tr>
<td>1/4 flush</td>
<td>75,000 gallons</td>
</tr>
<tr>
<td>1/8 flush</td>
<td>50,000 gallons</td>
</tr>
</tbody>
</table>

*Toilet leaks are hard to find. They are more common than you think. They can be repaired. A few minutes and a pair of pliers is all it takes to fix a leak.*

Tubs and sinks may leak. Leaks can be dangerous and costly. If you suspect a leak, turn off the water and call a plumber for an expert diagnosis.

When the weather is hot and water is in short supply, every drop of water counts. Your local water authority offers rebates and incentives for water-efficient appliances and fixtures. Visit BeWaterSmart.info to learn more.

BeWaterSmart.info
SB 606 and AB 1668

DWR Regulation Development Committees

1. Annual Water Supply and Demand Assessment
2. Urban Water Management Plan Guidebook
3. Landscape Area Measurement
4. Wholesale Water Loss
5. Water Use Studies
6. Data Streamlining
7. Standards, Methodologies, and Performance Measures
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**Annual Water Supply & Demand Assessment**

- **Date:** Monday, March 9th
- **Purpose:** To explain new requirement for annual water supply and demand assessments and gather feedback on best practices for developing assessment reports

- **Main outcomes:**
- **Next steps:**
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Urban Water Management Plan Guidance

- **Date**: Tuesday, March 10th
- **Purpose**: To explain changes in state law that impact UWMPs and gather feedback on developing guidance for these changes
Landscape Area Measurement

**Purpose:** Review developing DWR methodology for creating landscape water budgets and provide feedback

- **Recent Meeting:**
  - February 12\(^{th}\) Sacramento
  - Outcome: Validation and Accuracy

- **Upcoming Dates:**
  - May 13\(^{th}\) Irvine Ranch Water District
  - August 20, 2020 Sacramento
  - November 19, 2020 Irvine Ranch Water District
## Confidence Interval - Irrigable

<table>
<thead>
<tr>
<th>Location</th>
<th>DWR</th>
<th>95% Conf. Int.</th>
<th>QUANTUM</th>
<th>95% Conf. Int.</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Mean</td>
<td>Upper</td>
<td>Lower</td>
<td></td>
</tr>
<tr>
<td>North Marin</td>
<td>467</td>
<td>499</td>
<td>436</td>
<td>524</td>
</tr>
<tr>
<td>Rancho California</td>
<td>729</td>
<td>789</td>
<td>668</td>
<td>713</td>
</tr>
<tr>
<td>ARROYO GRANDE</td>
<td>372</td>
<td>409</td>
<td>334</td>
<td>328</td>
</tr>
<tr>
<td>CWs Bakersfield</td>
<td>327</td>
<td>353</td>
<td>300</td>
<td>268</td>
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<tr>
<td>CWs East LA</td>
<td>148</td>
<td>162</td>
<td>135</td>
<td>144</td>
</tr>
<tr>
<td>Desert WA</td>
<td>249</td>
<td>274</td>
<td>223</td>
<td>254</td>
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<tr>
<td>Folsom City Of</td>
<td>392</td>
<td>418</td>
<td>367</td>
<td>359</td>
</tr>
<tr>
<td>Las Virgenes MWD</td>
<td>729</td>
<td>872</td>
<td>587</td>
<td>670</td>
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<tr>
<td>Olivenhain MWD</td>
<td>1021</td>
<td>1155</td>
<td>886</td>
<td>937</td>
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<tr>
<td>Pleasanton WSA</td>
<td>417</td>
<td>454</td>
<td>379</td>
<td>351</td>
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<tr>
<td>Redwood City</td>
<td>342</td>
<td>366</td>
<td>318</td>
<td>352</td>
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<tr>
<td>Santa Cruz</td>
<td>266</td>
<td>289</td>
<td>243</td>
<td>272</td>
</tr>
</tbody>
</table>
Purpose: To create individual agency water loss performance standards (gallons per connection per day)

- Originates from SB 555, but tied to SB 606/AB 1668
- Managed by the State Water Board
- Deadline: July 1, 2020
- Next stakeholder meeting in a couple months
- Wildcard
Active Bills

- **AB 2324 (Friedman)** spot bill related to water loss
- **SB 1217 (Dahle)** strikes the 55 GPCD requirement in the water efficiency laws (SB 606 and AB 1668) and replaces it with a standard that complies with the urban retail water supplier’s own criteria for indoor residential water use.
- **AB 2656 (Eggman)** intent bill to require wholesale water suppliers to conduct and submit annual water loss audit reports

Anticipated 2020 Legislative Focus

- Bond, water quality, and water affordability
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AWE Drought Restrictions Study

• Recently released
• AWE/CalWEP member benefit
• Executive Summary free for all
• Webinar available
• Features RWA, SSWD, and city of Sacramento data
EPA WaterSense Irrigation System Auditing Program Comparison

Source: QWEL database and EPA WaterSense website
QWEL Annual Participation and Certification

Note: Data prior to 2018 may not include all participants that did not become certified. 2018 is missing some QWEL Pros from San Diego.
### QWEL Pros by Professional Certifying Organization

<table>
<thead>
<tr>
<th>Professional Certifying Organization (PCO)</th>
<th>All Time</th>
<th>Currently Certified</th>
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</thead>
<tbody>
<tr>
<td>California Community Colleges Agriculture, Water, and Environmental Technology Sector</td>
<td>49</td>
<td>37</td>
</tr>
<tr>
<td>California Water Efficiency Partnership</td>
<td>60</td>
<td>60</td>
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<tr>
<td>Chino Basin Water Conservation District</td>
<td>286</td>
<td>147</td>
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<tr>
<td>City of Aspen</td>
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<td>36</td>
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<tr>
<td>City of Kelowna</td>
<td>18</td>
<td>18</td>
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<tr>
<td>City of Santa Fe</td>
<td>72</td>
<td>19</td>
</tr>
<tr>
<td>College of Western Idaho</td>
<td>50</td>
<td>25</td>
</tr>
<tr>
<td>Municipal Water District of Orange County</td>
<td>82</td>
<td>82</td>
</tr>
<tr>
<td>New Mexico Water Conservation Alliance</td>
<td>70</td>
<td>44</td>
</tr>
<tr>
<td>Regional Water Authority</td>
<td>51</td>
<td>51</td>
</tr>
<tr>
<td>San Bernardino Valley Water Conservation District</td>
<td>71</td>
<td>22</td>
</tr>
<tr>
<td>San Diego County Water Authority</td>
<td>678</td>
<td>400</td>
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<tr>
<td>Sonoma-Marin Saving Water Partnership</td>
<td>1085</td>
<td>288</td>
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<tr>
<td>South Metro Water Supply Authority</td>
<td>75</td>
<td>75</td>
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<tr>
<td>University of Nevada Cooperative Extension</td>
<td>48</td>
<td>48</td>
</tr>
<tr>
<td>Utah State University Cooperative Extension</td>
<td>292</td>
<td>121</td>
</tr>
<tr>
<td>WaterNow Alliance</td>
<td>44</td>
<td>8</td>
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<tr>
<td>Inactive PCOs</td>
<td>212</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,279</strong></td>
<td><strong>1,481</strong></td>
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## RWA Stats

<table>
<thead>
<tr>
<th>Date</th>
<th>Registered</th>
<th>Took Exam</th>
<th>Passed</th>
<th>Agency</th>
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</thead>
<tbody>
<tr>
<td>10/18/2018</td>
<td>30</td>
<td>21</td>
<td>16</td>
<td>16 RWA</td>
</tr>
<tr>
<td>3/20/2019</td>
<td>31</td>
<td>19</td>
<td>17</td>
<td>17 RWA</td>
</tr>
<tr>
<td>10/2/2019</td>
<td>32</td>
<td>24</td>
<td>18</td>
<td>18 RWA</td>
</tr>
<tr>
<td>12/16/2019</td>
<td>22</td>
<td>22</td>
<td>19</td>
<td>19 ARC</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>115</strong></td>
<td><strong>86</strong></td>
<td><strong>70</strong></td>
<td></td>
</tr>
</tbody>
</table>
Next QWEL Trainings:

At Sacramento Suburban Water District Antelope Facility. Classes will be held on Wednesdays from 8:30 a.m. - 3:30 p.m.

- April 8, 2020
- April 15, 2020
- April 22, 2020 - includes irrigation audit - This class will be held at Rusch Park in Citrus Heights.
- April 29, 2020 - includes exam

Fall Training will be held on October 7, 14, 21, and 28th location TBD
SMART Controller Workshop

- Held January 29, 2020 at Maidu Community Center
- 60 People attended
- Vendors included
  - Hunter
  - Rachio
  - Rainbird
  - Toro/Irritrol & Rain Master
  - Weathermatic & Baseline
Mulch Mayhem

Participants:
Carmichael, Sacramento, SSWD, Roseville, SJWD and PCWA

Saturday, May 2 and 16, 2020

On Saturday, May 4th you can get free mulch for your yard. Visit BeWaterSmart.info for a complete list of locations and times.
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CalWEP December Plenary

- December 9th from 10 am - 3:00 pm
- Last two plenary’s hosted
  - Sacramento Library
  - Holiday Inn
- 100 people
- Provide lunch
- Tech requirements
- Event the night before?
- Educational tour?
- Highlight?
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Rachio Controller Program

• Soft Launch early April (BWS and limited FB ads)
• Full Launch May 1st
  – Press release
  – FB and google ads
  – BWS.info
  – Agency promotion
  – Eblast to BWS list
• Webinar for more information
  – May 12th from 1-2 pm
• First come, first served, all WEP agencies are eligible
• It’s live: rwa.rachio.com
Rachio & RWA Program Process

1. Rachio creates a RWA branded landing webpage to send residents to and residents verify their eligibility via zip code and water agency affiliation.

2. Payment for the controllers is completed directly on Rachio site ($75 + tax).

3. After purchase, a confirmation is sent automatically to customers with shipping information, instructions for DIY installation and a link to our Pro Finder.

4. The controller is sent directly to the resident’s home.

5. At the end of every month, you will have access to a report showing all residents who have purchased controllers and if those controllers have been installed/activated.
With the Rachio & RWA program, your residents receive $150+ of value

<table>
<thead>
<tr>
<th></th>
<th>8 zone</th>
<th>16 zone</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSRP</td>
<td>$229.99</td>
<td>$279.99</td>
</tr>
<tr>
<td>Rachio discount for partners</td>
<td>-$55</td>
<td>-$105</td>
</tr>
<tr>
<td>RWA contribution</td>
<td>-$100</td>
<td>-$100</td>
</tr>
<tr>
<td>Resident cost</td>
<td>$74.99</td>
<td>$74.99</td>
</tr>
</tbody>
</table>
To help execute the Rachio & RWA program with ease, you get access to our turnkey solution...

Controllers are redeemed by customers on a custom RWA landing page, dedicated contact center support & potential for pro installs

Agencies are provided with program information via portal & controllers in network via Insights tool

Free Rachio Smart Sprinkler Controller!

Water only when needed

With leading smart watering control and hyperlocal Weather Insights™ Plus, the Rachio II helps you monitor and manage your custom watering use.
Promotion and Marketing

- Social Media Ads
- Templates (newsletter, press release, etc.)

Ready for an Upgrade?
New Rebate Program Available for Weather-Based "Smart" Sprinkler Controllers

Residents can save now 65% percent on a Rachio 3 Smart Sprinkler Controller through a new rebate program offered by [insert your organization] in partnership with the Regional Water Authority and local water providers.

The Rachio 3 Controller acts like a thermostat for your sprinklers, using local weather conditions to adjust how long your sprinklers run. The controller automatically reduces sprinkler runtimes when the weather is cooler and increases them when the temperatures rise. You can also manage the controller from your smartphone with the Rachio app.

It's estimated that replacing a standard controller with a WaterSense-labeled smart controller like the Rachio 3 can save an average home about 13,500 gallons of water per year.

The Rachio 3 Smart Sprinkler Controller typically retails for about $220 for an eight-zone system but are being offered at a reduced rate of $75 plus tax. Residents will be responsible for installation.

Rebates are available for a limited time on a first-come, first-served basis until funding is exhausted. Rebate details, eligibility requirements, and a link to the application are available at BeWaterSmart.info.
Customer Support

- FAQs tailored for RWA’s program
- Dedicated email for the RWA program (rwa@rachio.com)
- 1-844-4RACHIO customer support
- FedEx Ground shipping
- Pro Finder to help with installation
- Online videos and blogs about DIY installation
- Email reminders
- Link to BeWaterSmart.info for watering schedules
- Return policy

RWA 2 Month, No Activation Email
Subject Line: Don’t Forget! Activate Your Rachio Controller.
Preheader: Activate Your Rachio Controller Today!
Body:

Welcome to the Rachio Family! We can’t wait to have you on board.

We noticed that you claimed your Rachio controller but haven’t activated yet. We’d love
to help you get up and running.

If you’d like to install the controller yourself, click here to walk through our easy DIY
installation steps. If you’d prefer a professional installation, get in touch with a local
Certified Rachio Pro* using the Rachio Pro Finder

Friendly Reminder: The Program Agreement you signed when you claimed your
controller requires you to activate your controller within 60 days of purchase. Customers
with controllers not activated within 60 days of purchase may be contacted by the
Regional Water Authority.
Happy Watering,
Team Rachio

P.S. Any questions on your installation process? If there’s anything we can do to help,
reply to let us know!
For clarity…

1. There is no requirement for pre or post inspections.

2. There is no installation services provided in this program. Customers choose DIY or professional installation.

3. This is a straight mail distribution program.

4. We are partnering with Rachio for controllers only, not Thrive.

5. Customers must agree to the Program’s Terms and Conditions. Amy will send out to the group.
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#### Looking Forward…

<table>
<thead>
<tr>
<th>Date</th>
<th>Location/Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 10, 2020</td>
<td>City of Sacramento-TBD Location</td>
</tr>
<tr>
<td>May 12, 2020</td>
<td>Regional water Authority&lt;br&gt;Soil Born Farms&lt;br&gt;2140 Chase Dr&lt;br&gt;Rancho Cordova, CA 95670</td>
</tr>
<tr>
<td>July 14, 2020</td>
<td>City of Roseville&lt;br&gt;2005 Hilltop Circle&lt;br&gt;Roseville, CA 95747</td>
</tr>
<tr>
<td>September 8, 2020</td>
<td>Regional water Authority&lt;br&gt;Sierra Health Foundation&lt;br&gt;1321 Garden Hwy&lt;br&gt;Sacramento, CA 95833</td>
</tr>
<tr>
<td>November 17, 2020</td>
<td>San Juan Water District&lt;br&gt;9935 Auburn Folsom Rd&lt;br&gt;Granite Bay, CA 95746</td>
</tr>
<tr>
<td>December 8, 2020</td>
<td>Old Spaghetti Factory –Rancho Cordova</td>
</tr>
<tr>
<td>January 12, 2021</td>
<td>Regional water Authority&lt;br&gt;5620 Birdcage St, STE 180&lt;br&gt;Citrus Heights, CA 95610</td>
</tr>
</tbody>
</table>

*Note: Day after Labor Day*
Thank You!

..And please stay for lunch
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State Regulation

- Water Loss
- Monthly Data Reporting
- Landscape Water Budgets—Land IQ
- Governor’s 2020 Water Resilience Portfolio

1. Wholesale Water Loss — Amy Talbot, RWA and Randy Cox, Placer County Water Agency
2. Water Use Studies — Greg Bundesen, Sacramento Suburban Water District, Patrick Pliz, California American Water and William Granger, City of Sacramento
3. Standards, Methodologies and Performance Measures — Roshini Das, City of Sacramento and Amy Talbot, RWA
5. Annual Water Supply and Demand Assessment — Paul Helliker, San Juan Water District
6. Data Streamlining — Paul Helliker, San Juan Water District and Roshini Das, City of Sacramento
7. Landscape Area Measurement* — Don Smith, City of Folsom, Tony Firenzi, Placer County Water Agency, and Amy Talbot, RWA