



“Having the transparency of all water & energy costs in one place was critical as we moved from flood to drip irrigation and invested in solar. AgMonitor caught anomalies early and saved us time and money.”

CANNON MICHAEL, PRESIDENT OF BOWLES FARMING CO.
CHAIRMAN OF SAN LUIS & DELTA-MENDOTA WATER AUTHORITY

RESULTS

- ✓ One-stop place to see all energy and water costs
- ✓ Anomalies caught early with automated alerts
- ✓ Weekly reports to track pumped water use against projected water demand
- ✓ Simple dashboard with file for accounting department
- ✓ Reconciliation of utility bills under NEMA
- ✓ Solar investment optimized with alerts and rate analysis



CUSTOMER CASE STUDY

6th generation family-owned farm in Los Banos, California

The Challenge

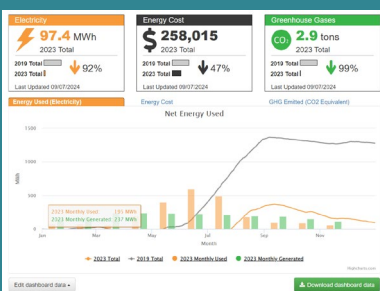
The Bowles Farming Company is a family-owned farming operation located near Los Banos in the Central Valley of California. They invested 2 million dollars to offset the increased energy intensity of dip irrigation compared to flood irrigation. The 11,500-acre farm grows annual crops with a focus on cotton, tomato, hay and melon.

The Solution

They looked for several solutions to monitor their pumping and solar infrastructure. They met with AgMonitor and they were intrigued by the no-hardware approach that tapped into the SmartMeters deployed by the power utility. Cannon Michael tried one pump meter on the system. Two days later he received a text alert at the booster and the farm operation found a “milk jug caught in the propeller”.

The CFO identified that single alert saved at least \$3,500 in avoided repair costs. He decided to put a dozen meters including a solar installation on AgMonitor’s patented platform. It identified that \$17,000 of energy offsets were lost because the panels accumulated dust and were not cleaned often enough.

Bowles Farming then developed a cleaning program internally to optimize their solar investment. They also talked to PG&E and AgMonitor about how to reconcile their entire utility bill under the Net Meter Energy Aggregation (NEMA). AgMonitor launched the product **RanchMonitor™** and found another \$22,000 of savings. All Bowles energy assets on AgMonitor now. For every dollar they spend on the software subscription, they save three dollars in input costs. They also use the product to report on reduced GHG emissions.



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