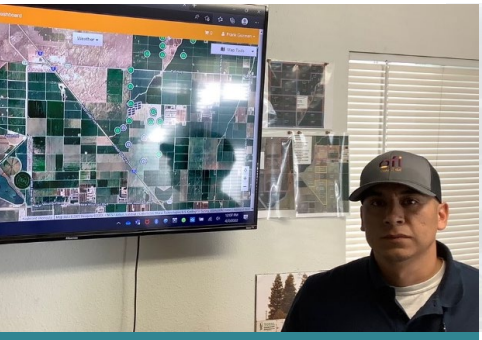
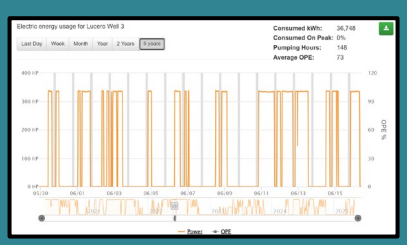


*"I was a bit hesitant to use automation at first. I learned to use DropControl and worked with AgMonitor to irrigate off-peak and optimize savings. I love now the flexibility to schedule irrigation remotely, and we saved $750,000 over three years"*

FRANK GUSMAN, RANCH MANAGER AT OLAM FARMING INC.

## RESULTS

- ✓ One-stop place to manage all energy and water costs
- ✓ Utility rate adjustments across solar "NEMA" group
- ✓ What if scenarios to see the benefits of Permanent Load Shifting (PLS) on annual bill
- ✓ Integration of DropControl software via API
- ✓ Flexibility to set schedules remotely for irrigation
- ✓ Text alerts & weekly pump reports to track project
- ✓ Automation and solar saved 10% on energy bill while rates increased by 60%



www.agmonitor.com

CUSTOMER CASE STUDY

# Food supplier with nut orchards in Kern county saves $750K over 3 years by irrigating off peak

## The Challenge

The Director of Agronomy knew that their new orchards in Bakersfield would be consume more water and energy as the trees mature. He was concerned about the rising cost of energy and also wanted to give better irrigation tools for the ranch manager in Kern, Frank Gusman. They decided to deploy WiseConn automation system. However, they were not sure how to select utility rates as they were installing new solar arrays and the penalties during peak hours were increasing.

## The Solution

AgMonitor first analyzed the different rate combinations with solar or not using **RanchMonitor™**. The operational team was able to start on AGC rates in 2022 before transitioning the second year to AGB when the solar generators were fully operational. However, the AGC rate is not forgiving with a one-time Max Peak Demand charge for the billing month when a 15-minute error occurs between 5pm and 8pm.

AgMonitor offered to integrate their **PumpMonitor™** software with the DropContol system from WiseConn. Our staff sat down with Frank at the ranch and reviewed the new irrigation scheduling process thanks to automation. Frank reviews the irrigation schedule once a week and avoids the peak hours, and then loads the final schedule. AgMonitor and Frank rehearsed in May before the high penalties would kick in on June 1st . We addressed a few issues and were ready.

Olam saved $350K in 2022, then saved $280K in 2023 when rates were moved to AGB. In total $750K over 3 years or $100 per kW. That is twice as much as any Demand Response program can pay.