

CASE STUDY



Major Grower Drives Reporting, Sustainability and Efficiency Goals with Wexus IoT Software



About

Founded in 1990, Hancock Agricultural Investment Group (HAIG) is one of the world's largest managers of farmland investments for institutional investors. HAIG manages **over \$3 billion** worth of high-quality farmland assets of permanent and row crops totaling **over 336,000 acres** in major ag regions including California, the Midwest, the Mississippi Delta, the Pacific Northwest, the Southern Plains, and Southeast United States; Queensland, Victoria, South Australia and New South Wales Australia; and Quebec and Alberta, Canada.



+\$29,000
saved



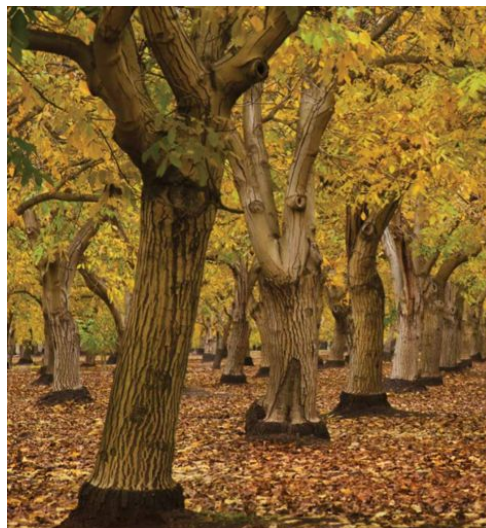
300 irrigation
pumps total



+3,600 bills
tracked



240 labor
hours saved



"Using Wexus, we've been able to compare surface and groundwater costs, and decide whether purchasing or pumping water on specific fields provides more savings for our business. We've also found the data export features hugely helpful for internal and external reporting, and are looking forward to having Wexus on hand to comply with new groundwater reporting regulations." - Sam Lopes, Risk Analyst

Hancock Farmland's Triangle T Ranch in California's Central Valley encompasses **+90 irrigation pumps** and **four 1 MW solar arrays** across **12,000 acres of pistachio and almond trees**. Tracking energy and water costs and usage at this ranch required hours of data entry, deciphering solar bills was nearly impossible. Better tools were needed for real-time decision making.

By using Wexus' IoT software platform and by working with their dedicated Wexus Energy Engineer, Hancock is now able to easily report energy costs, usage and water consumption - **saving 240 labor hours per year**. Wexus also helped verify the amount of energy generated and costs offset by Hancock's solar arrays, which was found to be **over \$650,000 per year**.

By utilizing Wexus' cost calculator and cost intensity tools, Hancock is also able to **evaluate how energy efficiency impacts their real cost of pumping on-site groundwater versus the costs of delivering irrigation water**, leading to better business decisions around equipment maintenance, cost efficiency, and sustainability reporting.