

A SUPPLEMENT TO

# PMP

Pest Management  
Professional

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2026 MOSQUITO MANAGEMENT SUPPLEMENT

# Golden Opportunities



A NORTH COAST MEDIA PUBLICATION

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**CSI-PEST**

# Equipped and ready for the 2026 season

Mosquito management services continue to represent a valuable opportunity for pest management professionals (PMPs). As we move toward summer, backyards, porches and other outdoor living spaces will soon be teeming with life — mosquitoes included. Homeowners increasingly expect reliable solutions that reduce mosquito pressure so they can comfortably enjoy their properties. Industry surveys and market trends show mosquito services remain one of the fastest-growing segments of residential pest control.

Several factors contribute to this demand. Warmer temperatures, shifting rainfall patterns and expanding urban development are helping mosquito populations thrive in many parts of the United States. We've also seen some species, like yellow fever mosquitoes (*Aedes aegypti*), expand their range into new areas in recent years. With increased public awareness of mosquito-borne illnesses, mosquito control stays top of mind for property owners.

For PMPs, success in mosquito management begins with understanding mosquito biology and applying a comprehensive control strategy that targets both larval and adult stages. While larval control targets the source of mosquito production, adult mosquito control remains an important component of many service programs. Control Solutions Inc. (CSI) is proud to have tools that can help with three approaches in particular:

► **Backyard barrier treatments** have become a popular service offering for residential mosquito control. These applications focus on treating shaded vegetation, shrubs and other resting sites where adult mosquitoes seek refuge during the heat of the day. When properly applied, residual insecticides can provide several weeks of protection by controlling mosquitoes that land on treated surfaces. Products such as **DuraFlex ZC** (pictured) are designed for this type of use and can be applied with equipment like backpack misters to treat perimeter vegetation around homes, parks, campgrounds and other recreational areas. These treatments provide residual activity against mosquitoes



that may carry pathogens responsible for diseases such as West Nile virus, malaria and Eastern equine encephalitis.

► With a growing demand from homeowners around the country to **go green**, many companies are finding ways to meet those needs. To help PMPs stay competitive and expand their service offerings, CSI has introduced its first 25(b) exempt product: **Vector Klear**. This is a botanical formulation that is a powerful addition to any mosquito control program. It was designed to deliver enhanced activity against key vector pests such as mosquitoes, ticks, flies and fleas. The label allows for outdoor premises applications as well as use in misting systems, giving applicators flexibility and versatility across a variety of service models.

► **Ultra-low volume (ULV) applications** are designed to disperse extremely small droplets that contact mosquitoes in flight. Because mosquito activity patterns vary by species, timing applications around peak host-seeking activity is essential. Some species are primarily nocturnal feeders, while others are most active during the early morning and evening hours. For these ULV or misting applications that target adults in flight, products like **Mosquito Mist Ultra**, **Stryker 6-60** and **Stryker 5-25** are great options to quickly knock down active populations.

Mosquito control rarely is achieved with a single treatment or product. Instead, the most effective programs combine multiple tools and strategies to reduce mosquito pressure throughout the season. By focusing on both larval habitats and adult resting sites, PMPs can deliver meaningful reductions in mosquito populations while helping customers reclaim their outdoor spaces. With a strong portfolio of vector control products, CSI remains committed to supporting PMPs with practical solutions for today's mosquito challenges.

At CSI, our mission is simple: *Develop innovation you can apply.*



**BY HEATHER PATTERSON**  
Technical Service Manager,  
Product Development Team,  
Control Solutions Inc. (CSI)

# Mosquito management offers golden opportunities

PMPs consider the work lucrative, rewarding and plentiful, despite its challenges **By Diane Sofranec** | *PMP* Senior Editor

**P**est management professionals (PMPs) who provide mosquito management services admit that, despite significant challenges related to weather, customer expectations and pest biology, helping customers enjoy the outdoors comfortably and safely offers a golden opportunity.

Making customers' outdoor spaces more enjoyable is not the only reason My Pest Crew Service Manager Stefan Stankovic says the Chicago, Ill.-based company offers mosquito management services.

"When properly structured, it significantly reduces nuisance pressure throughout the season," he says. "From a business standpoint, it creates recurring seasonal engagement while delivering measurable value."

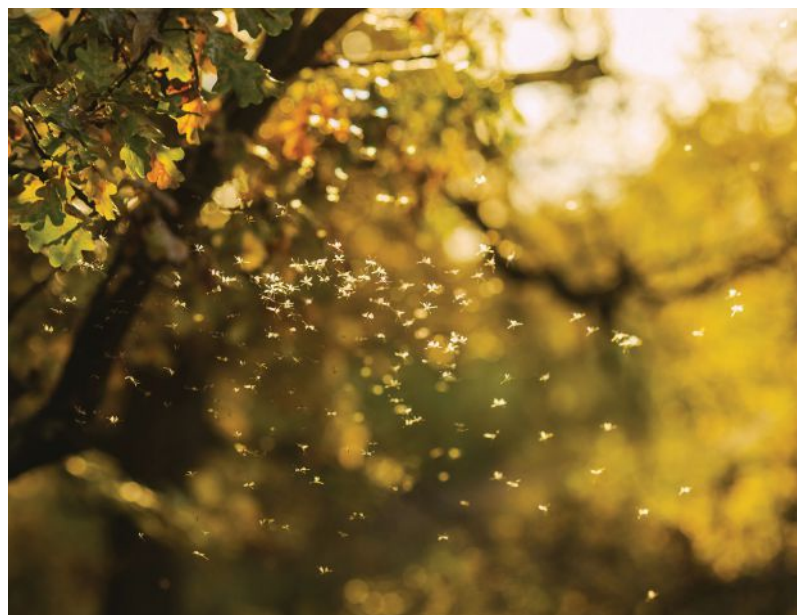


**Megan Wede**

Tacking on mosquito management services to technicians' schedules makes good business sense, says Megan Wede, sales and marketing manager at Done Right Pest Solutions in Lakeland, Minn.

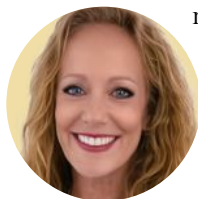
"With our annual pest control program for customers' homes, they have a set schedule for which we perform spring, summer and fall treatments," she explains. "So, if we can add a mosquito management service to any of these customers' yards, that eliminates the drive time/trip factor and increases our profit margins for three of the five mosquito management services that year."

Adding mosquito management service to your pest control arsenal is a solid revenue generator, especially when customers ask about the health threat these pests may pose.



"Mosquitoes aren't just annoying, they can transmit serious diseases such as West Nile virus, Zika virus, dengue fever and malaria," says Raye Chisholm, general manager of Texas' Mosquito Squad & Pest Control of Fort Worth. "Professional mosquito management reduces breeding sites and adult mosquito populations, lowering exposure risk. That's especially important for families with children, seniors or pets."

**Besides being a nuisance pest, many mosquito species are vectors of disease.**



**Raye Chisholm**

The key, of course, is *professional* — as do-it-yourself attempts to reduce backyard mosquito populations tend to fail. Clint Collins, general manager of HTP Termite and Pest Control in Huntingdon, Tenn., says most customers who opt for mosquito management services are pleasantly surprised.

*Continued on page MM4*



Clint Collins

*Continued from page MM3*

“The reaction is tremendously positive,” he adds. “Even in a world of technology where everything can be looked up, some customers don’t realize how effective a mosquito treatment can be and what we are able to provide.”

## KEEPING CUSTOMERS

Then again, some customers have high expectations when it comes to mosquito management, so it’s crucial to share control tips and pest biology facts when explaining why total elimination is not possible.

“We never claim to be able to get rid of 100 percent of mosquitoes in a yard; that would be absurd,” Wede says. “We cannot ensure their neighbor has mosquito control, or eliminate extenuating circumstances such as proximity to water, nature preserves, pollinator gardens or other areas that are not treated for mosquitoes.”

If a customer calls the office to complain about getting a mosquito bite while in their yard, Wede says Done Right Pest Solutions reiterates they probably will get bites and explains subsequent treatments will reduce the likelihood of it happening in their yard as often once the season progresses.

“We always want to set clear expectations on what we do. That way, when our technician goes out and completes the service in the way we described over the phone, text, or email, the customer will remain satisfied,” she adds.

Because an uptick in mosquito management services may add to a technician’s packed workload, some pest control companies get creative with staffing.

Collins says part-time or seasonal help was not the norm at HTP Termite and Pest Control. But the company turned to local colleges and universities for summer help and says some schools will even recruit student workers for you.

“Providing jobs to students takes a load off our full-time employees,” Collins says. “The greatest benefit is they tend to return each summer while in school and have even turned into full-time employees after they complete their studies.”

## EDUCATION PAYS

Fred Willey, ACE, says his biggest challenge is convincing customers that, in most cases, “humans are the problem.” The president of Invader Pest Management in Glendale, Ariz., says most people are surprised by how little water is needed for mosquitoes to become a problem, even in his desert community. But the water that keeps the trees, flowers and lawns alive every summer also breeds mosquitoes. The decorative water features, fountains and ponds do, too. “Notoriously, there are lots of swimming pools that have not been cared for and have turned green with algae,” he says, adding, “they always are next door to the customer.”



Fred Willey

Whether your customers live in Arizona’s arid climate, Florida’s high humidity or a weather zone in between, it’s crucial to educate them on why eliminating conducive conditions will help you reduce mosquito populations.

Marketing Manager Cassie Arriel says Greenhouse Termite and Pest Control in Tampa, Fla., teaches homeowners the importance of keeping a manicured yard. There, the long growing season for plants and trees may interfere with mosquito management efforts.



Cassie Arriel

“Tropical gardens grow out of control and create breeding grounds for mosquitoes,” Arriel says. “Mosquitoes don’t need much to lay eggs, and we have a hard time getting customers to understand we need to let the water out and the sunlight in.”

Over at Mosquito Squad & Pest Control of Fort Worth, Chisholm notes hidden and rapid breeding poses a challenge. “If breeding sources aren’t fully controlled, you can treat today and still see new mosquitoes emerge tomorrow,” she says. “Mosquitoes can lay eggs in extremely small amounts of standing water, such as clogged gutters, flowerpot saucers, birdbaths, tarps and toys, and drainage dips in lawns.”

Tactics the company uses include property inspections, eliminating or treating standing water, applying larvicides to stop development before adulthood, educating customers on prevention habits, and scheduling recurring treatments to stay ahead of the mosquito life cycle.

“From a business standpoint, [mosquito control] creates recurring seasonal engagement while delivering measurable value.”

— STEFAN STANKOVIC, SERVICE MANAGER,  
MY PEST CREW, CHICAGO, ILL.



## HELPFUL TOOLS

In addition, weather dramatically impacts mosquito populations. “Heavy rain creates new breeding sites, heat speeds up life cycles, humidity increases survival rates, and wind can disperse adult mosquitoes from neighboring properties,” Chisholm adds.

Unfortunately for PMPs, it’s impossible to predict the weather. “Extended warm seasons and sudden rainfall events can quickly increase breeding cycles,” Stankovic says. Structured monitoring and consistency allow him to address issues that may arise, and each property is evaluated for conducive conditions such as standing water, dense foliage and shaded resting areas. “We educate clients on environmental contributors and implement a scheduled treatment plan rather than relying on one-time applications,” he adds.

Last year, weather played a big role in mosquito activity and affected the ways in which jobs were scheduled, Stankovic says.

“Frequent rain created ideal breeding conditions, which increased mosquito pressure throughout the season,” he explains. “At the same time, rainy days regularly disrupted our service schedule during peak months, forcing us to reschedule visits and compress work into tighter windows when the weather cleared.”

Wede says the entire Done Right Pest Solutions staff is “sky aware,” whether they are in the office or the field. Office staff check a 10-day forecast and choose one of the best days to schedule the job. Technicians use a weather smartphone app to check for pop-up storms. The goal is to avoid unnecessary trips to customers’ homes.

“I would rather make a phone call to the customer and explain that it looks like rain is headed their way due to dark clouds and ask to reschedule, than have

the technician treat and need to come back three to five days later due to mosquito breeding and ineffective service,” Wede points out.

Aside from tallying the number of customer complaints, how do pest control companies know their mosquito management services are successful? At My Pest Crew, all pest control services are documented with detailed notes. Its team approaches mosquito management as a measurable service. Tracking activity over time enables them to fine-tune treatments based on weather patterns and mosquito pressure.

“We compare seasonal activity and adjust frequency when environmental pressure increases,” says Stankovic. “We gather client feedback in a structured way by asking about bite frequency, peak activity times, and how specific areas of the yard are being used.”



Stefan Stankovic

## PROACTIVE APPROACH

Pest control companies that offer mosquito management services do so much more than the old joke of “spray and pray.” They thoroughly inspect the property, identify standing water sources, treat larvae before they hatch, apply barrier treatments in shaded areas and offer ongoing monitoring.

“The real key to effective mosquito management is shifting from reactive spraying to proactive lifecycle disruption,” Chisholm says. “When done properly, mosquito control becomes a strategic, ongoing management system rather than a temporary fix.” **PMP**

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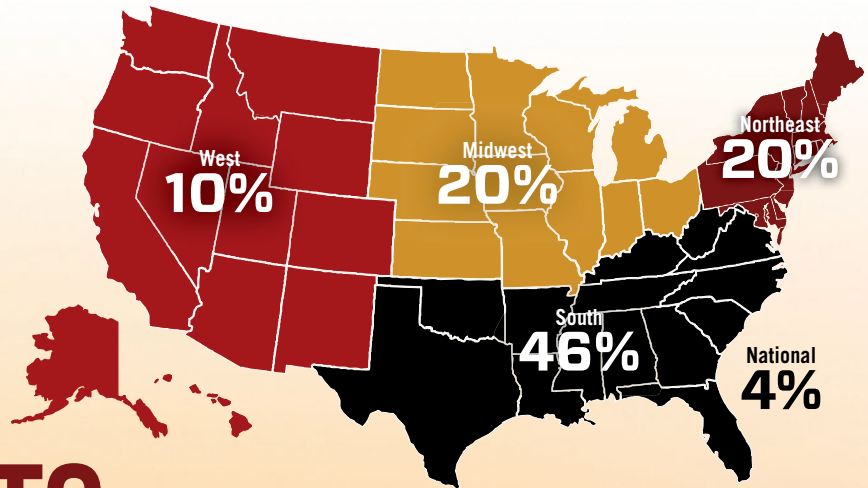
## Area of Operations

**WEST** (AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY)

**MIDWEST** (OH, IN, IL, MI, WI, MN, MO, IA, ND, SD, NE, KS)

**SOUTH** (AL, AR, FL, GA, KY, LA, MS, NC, OK, SC, TN, TX, VA, WV)

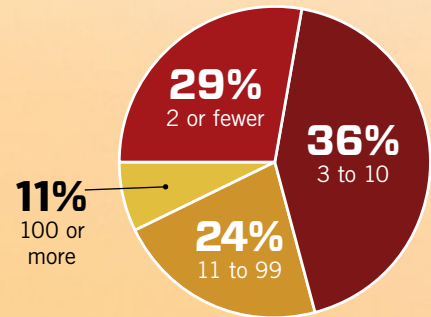
**NORTHEAST** (CT, DE, ME, MD, MA, NJ, NH, NY, PA, RI, VT, DC)



# MOSQUITO MANAGEMENT SURVEY

SOURCE: PMP MOSQUITO MANAGEMENT SURVEY FEBRUARY 2026

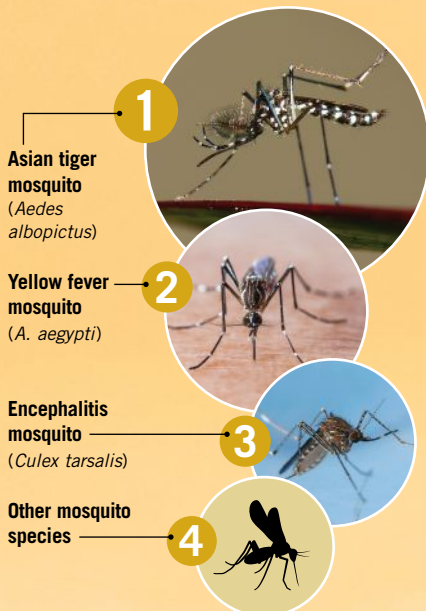
## Number of Technicians



## Mosquito Management Job Generators

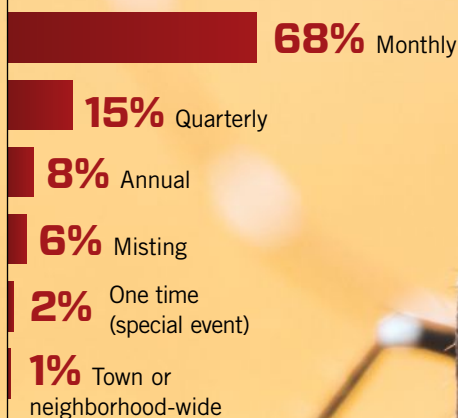
1. Add-on service for current general pest management clients
2. New clients requesting mosquito management services
3. Add-on service for current termite management clients

## Top 4 Mosquito Species by Number of Jobs Generated



## Mosquito Management Service Frequencies

(in order of customer requests)



GETTY IMAGES: GORDZAM (BACKGROUND), TINNAKORN / (MAP), ISTOCK / GETTY IMAGES PLUS; KADIRKABA / DIGITALVISION VECTORS (BUILDINGS)

### Mosquito Management Revenue by Structure Type

25% or less of mosquito management revenue

26% to 50% of mosquito management revenue

51% or more of mosquito management revenue



Residential



Commercial



Government/  
Municipal

35%

90%

93%

12%

8%

3%

53%

2%

4%

### Top 4 Mosquito Species by Amount of Revenue Generated

1

Asian tiger mosquito  
(*Aedes albopictus*)

2

Yellow fever mosquito  
(*A. aegypti*)

3

Encephalitis mosquito  
(*Culex tarsalis*)

4

Other mosquito species

### Mosquito Management Revenue

Projected change 2026 vs. 2025

35% project an increase of 25% or more

45% project an increase of less than 25%

17% project mosquito management revenue to remain flat

3% project a decrease

### Mosquito Job Calls

Projected change 2026 vs. 2025

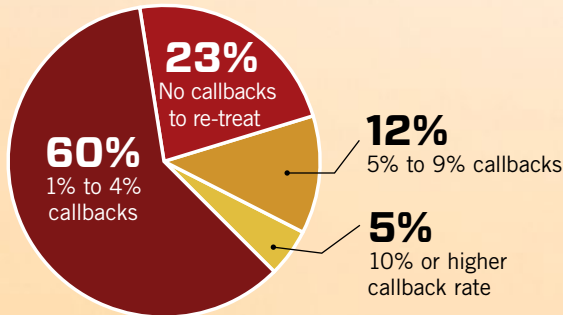
34% project an increase in mosquito job calls of 25% or more

45% project an increase of less than 25%

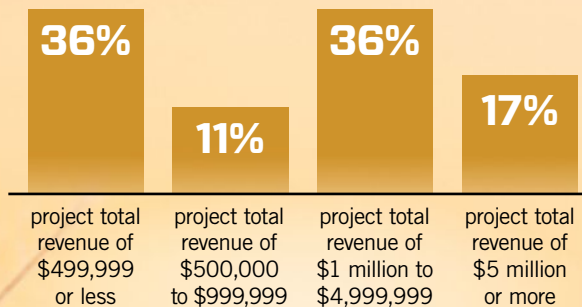
18% project calls to remain flat

3% project a decrease

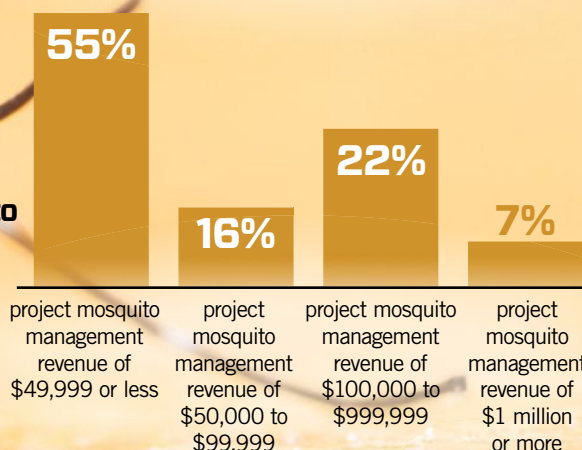
### 2025 Mosquito Management Callbacks



### Projected 2026 Total Revenue



### Projected 2026 Mosquito Management Revenue



TOP 4 MOSQUITOS: IMMATURE (ASIAN TIGER), TEPTONG (YELLOW FEVER); ISTOCK / GETTY IMAGES PLUS / GETTY IMAGES; JOSEPH BERGER, BUGWOOD.ORG (ENCEPHALITIS); BUBAONE (OTHER); DIGITALVISION VECTORS / GETTY IMAGES

# VECTOR KLEER

**ESSENTIAL PROTECTION  
AGAINST MOSQUITOES, FLEAS, & TICKS!**

## **FEATURES & BENEFITS**

- Pleasant scent
- For indoor & outdoor use
- Kills & controls mosquitoes, fleas, flies and ticks



For more information, visit  
**csi-pest.com**

Contact your local distributor or CSI representative for more information. This product may not be registered in all states, please check the CSI website or the state's department of agriculture for registration information.