

Energize Delaware Farm Program

Q1. Who can participate in the program?

Eligible farms must meet the United States Department of Agriculture definition of a farm as “any place from which \$1,000 or more of agricultural products were produced and sold, or normally would have been sold, during the year,” and must also spend at least \$10,000 on energy costs each year. Any farm meeting this definition is eligible to apply and receive an energy audit.

Q2. What are the goals of the program?

The goals of the program are to provide a holistic approach to identifying energy savings opportunities and providing financial incentives for energy saving equipment and renewable energy technologies for Delaware farms. The program will enable participants to install equipment they might not otherwise have been able to and will deliver energy savings to the state of Delaware. The Delaware Sustainable Utility is committed to promoting the use of affordable, reliable and clean energy and energy efficiency initiatives.

Q3. What services are available through the program?

The program provides the following:

- Discounted energy audits and technical assistance reports
- Grants for equipment recommended in an audit report of 30% - 40% of project cost, or up to 40% if combined with a loan
- Low-interest equipment loans for eligible borrowers
- Assistance accessing complementary funding sources, such as federal energy efficiency programs
- Application development assistance for the Rural Energy for America Program
- Preliminary renewable energy assessments

Q4. How do I apply?

Contact EnSave to fill out an application and ask any questions. You can call (800) 732-1399 or email Delaware@Ensava.com.

Q5. What do I need to receive the services?

An energy audit provided in the last five years that is compliant with the American Society of Agricultural and Biological Engineers’ Standard 612 Type II is eligible for the program. You must have either an energy audit or technical assistance report (TA) to receive an incentive payment. Applicants are required to have either an audit or TA to receive other services through the program such as renewable energy assessments, REAP grant assistance, or low interest loan. Audits and TA are

Energize Delaware Farm Program

provided through the program at a reduced rate. The applicant is responsible for less than 15% of the cost of an audit (typically \$300 of the \$2,300 total cost, depending on the size and complexity of your operation) and \$50 of the \$600 TA cost.

Q6. What is in the audit report and TA?

The audit report analyzes your current energy use, develops specific recommendations for greater energy efficiency, and provides the following details for each recommended project: amount of energy savings, the estimated cost to implement, estimated cost savings, and simple payback period. Irrigation energy audits will include up to 5 center pivots or 5 pumps.

The TA evaluates 1 or 2 measures that the applicant specifically requests be evaluated. This is for someone who knows exactly what he/she wants to install and doesn't feel the full energy audit is necessary. These reports can be utilized to obtain implementation funding through the EDFP, but typically cannot be used in other programs to obtain additional funding.

Q7. What information will I need to provide for my energy audit or TA?

For the audit you will need to sign an agreement with EnSave authorizing us to visit your facility and provide twelve months of energy use data from your electricity and other fuel providers. If applicable, you will also need to provide water usage history and pump tests. You will need to participate in an initial interview with an EnSave energy analyst to capture preliminary information about your operation. After that, a data collector will spend about 2-3 hours on site. A data collector is an individual trained and certified by EnSave to collect energy data from your operation, record quantity and type of equipment used, and capture equipment nameplate information. This information will be used to develop your audit report.

For the TA, you will need to provide a year's worth of utility information for the measures being evaluated and you will need to participate in an initial interview with an EnSave energy analyst.

Q8. What other technical assistance is available?

Renewable energy assessments are also available at no charge to the applicant. Renewable energy assessments include information such as estimated cost and specifications of renewable energy options, projected generation, projected economic performance and next steps. These can help applicants understand if

Energize Delaware Farm Program

investigating renewable energy further is a good option. The assessment can also evaluate an existing renewable energy proposal to vet its accuracy.

Q9. What financial incentives are available through the program to help me install energy efficiency measures?

The program offers grants of 30% - 40% of the total project cost with a minimum of \$1,500 and a maximum of \$100,000, per farm, for energy efficiency measures. The program also offers loans at fixed interest rates*, up to \$400,000. The program will also connect applicants with available funding through the U.S. Department of Agriculture and the electric utilities.

*Interest rates are currently 2% for Energy Efficiency projects and 3% for renewable energy projects.

Q10. Is new construction eligible for an incentive payment?

Yes, some new construction projects, such as more efficient fans, tunnel doors and brood curtains, may be eligible to receive incentives (incentivized based on 50% of the incremental cost of the project.) Lighting is not eligible under the new construction portion of the program. Please call (800) 732-1399 to determine eligibility.

Q11. How do I receive my incentive payment for an installation?

You will receive an incentive payment after you have received written approval from EnSave, your project has been installed and verified through a site inspection, and all invoices have been provided. **Payments are processed within 60 days of receiving all verification documentation.**

Q12. What happens if my project changes after I am approved?

The equipment you were approved to install must match the quote you provided. If the scope of your project(s) changes, please contact EnSave immediately before installing to discuss project eligibility. Projects that differ from the quote and approval letter may have the final incentive adjusted and risk being ineligible.

Q13. Am I able to receive an incentive from USDA as well as the program?

Yes! The program can help you apply for external funding such as NRCS' Environmental Quality Incentives Program (EQIP) and Rural Development's Rural Energy for America Program (REAP). EQIP and REAP funds can supplement the Energize Delaware Farm Program incentives so that you have additional funds to pay for your project.

Energize Delaware Farm Program

Q14. I own multiple farms. Should I submit an application for each farm?

The Energize Delaware Farm Program considers a farm to be a distinct entity if it has a separate nutrient management plan; separate utility accounts; or if it has a unique tax identification number, employer identification number, or social security number associated with it. Other restrictions may apply – contact us at 1-800-732-1399 to discuss the specifics of your unique situation.

Q15. How long is the program available?

Projects will need to be completed and verified prior to the program's closure. Funds are available on a first-come, first served basis until funds are fully committed. Contact us to discuss schedules and funding availability.

Q16. What is meant by "applications are processed in the order received?"

Audit applications are processed on a first-come, first-served basis and implementation funds are paid out based on a separate first-come, first-served basis. This process ensures that applicants who are ready to install can move forward with their projects.