



**COMPANY INFORMATION**

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**Company:** EnSave, Inc.

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**City:** Richmond

**State:** Vermont

**Zip Code:** 05477

**BUSINESS CONTACT**

**TECHNICAL CONTACT**

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**BUSINESS HISTORY**

**How long have you been in business?**

EnSave was established in 1991.

**Are you part of a larger company?** Yes  No

**Did you exist as another company before this company was formed?** Yes  No  *If so, what was that company's name?*

**Number of employees?** 10 to 19, and approximately 100 subcontractor data collectors

**What is your business structure?** S-Corporation

**Describe your business service(s).** *For example: consulting, project development, EPC services, finance, other.*

EnSave is a diversified energy and environmental services company committed to helping our clients achieve their resource conservation goals. Since 1991, EnSave has designed and implemented energy and greenhouse gas reduction programs for a variety of clients including federal agencies, state governments, and energy utilities. Having focused heavily on the agricultural and food processing sectors, including dairies and poultry farms, EnSave developed a reputation as the leader in agricultural energy efficiency. Our core strengths and services include the following:

- On-farm energy audits, renewable energy assessments, and feasibility studies
- Turn-key development and implementation of demand side management programs
- Third-party project management and commissioning
- Potential studies, market research, and policy development

- Grant writing and grant management
- Measurement and verification of energy savings, water savings, and carbon reductions
- Sustainability planning and reporting
- Energy bill audits and demand management
- Energy management training and education

**Describe your area or region of operation.**

United States and Canada

**Does your company hold any patents or the rights to any patents?** Yes  No  *If yes, please describe.*

**Do you manufacture equipment?** Yes  No  *If yes, please describe.*

**Do you integrate equipment manufactured by others?** Yes  No

*If you integrate, please list the names of the preferred companies you represent.*

EnSave provides engineering analysis on the integration of equipment manufactured by others (e.g. light fixtures and lighting controller, or fans and fan controls). EnSave also regularly partners with energy efficient equipment manufacturers to serve as a third-party performance verifier, for example by partnering on a federal or state grant to meter energy performance of a technology and publish the results. EnSave does not represent any particular companies.

**How do you answer potential customer's questions about financial strength of your company?**

EnSave is the leading farm energy auditing firm in the United States and has completed over 8,000 energy audits for farms throughout the U.S. Our farm clients represent the full spectrum of agriculture, from small, diversified farms to some of the largest operations in North America. We have been extensively involved in providing Agricultural Energy Management Plans for the USDA Natural Resources Conservation Service (NRCS) and energy audits and feasibility studies for the Rural Energy for America Program (REAP). EnSave is widely recognized by energy utility companies, state government agencies, and the USDA as a thought leader in agricultural energy management. We serve as the primary on-farm energy consultant for many of the largest milk cooperatives in the U.S. and have long-standing MOUs with these co-ops.

**Do you offer technical/service support?** Yes  No  *If so, what methods?*

EnSave is certified as a Technical Service Provider with the USDA Natural Resources Conservation Service (NRCS) to provide Agricultural Energy Management Plans for farms. We also provide technical support directly to farms, agricultural cooperatives, private agribusinesses, and government agencies. This support includes retrocommissioning, potential study development, renewable energy system planning, and evaluation of technologies.

**Do you offer design services?** Yes  No  *If yes, please describe.*

EnSave provides technical assistance, consulting, farm energy auditing and energy management design services for farm energy efficiency, renewable energy, and natural resource conservation.

**Do you offer financing?** Yes  No  *If so, what terms?*

Not directly, but we assist producers in finding and accessing financing through the programs that we run for our clients. For example, EnSave implements New York State’s Agricultural Energy Audit Program for NYSERDA, and the Energize Delaware Farm Program for the Delaware Sustainable Energy Utility. Through these programs (and many others) we educate farms on financing available for energy projects, as well as financial incentives.

**Are you a full stop shop?** *Design to construction to operating the project.* Yes  No  *If so, please describe.*

EnSave provides energy design work for NRCS for energy projects (CAD drawings, etc.), and verification of technology installation/performance, but we do not install projects.

**Do you have preferred partners?** Yes  No  *If so, please list and provide contact information/identify partners by name.*

**Environmental Benefits - Does your project provide environmental benefits to the farm?** Yes  No  *If so, please describe. For example: GHG emissions reduction, controlling farm odors and phosphorus and nitrogen loads.*

EnSave helps its clients identify and quantify environmental benefits resulting from energy project implementation. These recommendations are made through audits, and through other technical assistance or incentive programs that are implemented by EnSave. In some cases, such as when implementing agricultural incentive programs for energy utility companies, we are paid based on the energy, water, and/or greenhouse gas emissions we are able to achieve and verify.

**Do you have experience monetizing environmental attributes from your projects?** Yes  No  *If so, please describe. For example: carbon offset credits, renewable energy certificates (RECs), renewable identification numbers (RINs) and Low Carbon Fuel Standard (LCFS) credits.*

We mainly have experience with independent system operator capacity markets (e.g. PJM or ISO New England). We work with another company to monetize demand reduction on farms through an EnSave program called "Power Saver Rewards", which indirectly reflects avoided power plant emissions. We also quantify the value of RECs when developing financial pro forma statements for planned renewable energy projects (primarily solar), but do not serve as a liaison for monetizing RECs.

**Economic Benefits - Does your business model provide economic benefits to the farm?** Yes  No  *If so, please describe. For example: added revenue and cost reductions from the digester operation and manure management costs to help financially sustain the farm.*

EnSave dairy energy audits provide a foundation for energy management and prioritize energy saving opportunities based on their cost effectiveness. Audits typically identify opportunities to reduce current energy use/cost by between 10% and 35%. When making a business decision such as upgrading equipment, an agricultural energy audit provides information to maximize the return on investment.

**Do you underwrite and secure feedstock supply agreements?** Yes  No  *If so, please describe. For example: contractual agreements to for the supply of manure, food waste and other organic substrates.*

**Do you secure offtake agreements?** Yes  No  *If so, please describe. For example: agreements for purchase power, biogas, RNG, waste heat.*

**Do you evaluate potential markets for post-digester materials?** Yes  No  *If so, please describe the materials and markets. guaranteeing? For example: manure fiber for soil amendment, manure fiber for products, recovered phosphors and nitrogen as fertilizer.*

**Do you have experience with USDA's financing options for farmers?** Yes  No  *If so, please describe. For example: NRC's EQIP program loans and grants.*

We help our farm clients navigate grant and loan programs that provide capital and financing for energy and environmental projects. Having a mix of engineering and programs staff allows us to provide turn-key grant application services for REAP and other grants requiring energy audits or technical reports. From document preparation and submission through to post-award management, our team covers it all.

**Do you have experience with large and small farm projects or community projects?** Yes  No  *If so, please describe.*

EnSave has extensive experience with farms of all sizes, and larger-scale strategic energy planning for milk cooperatives, utility companies, and government agencies.

**Do you have a standardized deal structure?** Yes  No  *If so, please describe.*

EnSave has standardized pricing for energy audits that are calculated based on the scale and complexity of the farm operation.

**Do you provide a performance guarantee?** Yes  No  *If so, what are you guaranteeing? For example: up time, methane production, biogas production, parasitic load, throughput, O&M cost, percent recovery, other.*

We guarantee that energy audits developed by EnSave will meet either NRCS Conservation Activity Plan 128 criteria (Agriculture Energy Management Plan / AgEMP) and/or ASABE Standard 612, which qualifies the producer to apply for financial assistance for recommended measures.

#### Newtrient 9-Point Score Information

**Is this technology currently operational on at least three North American dairy farms?** Yes  No

**Does this technology have a record of reliable performance for more than 12 months on at least three farms?** Yes  No

**Is this technology installed on at least 10 North American dairy farms?** Yes  No

**What are the Installed capital costs of this technology?** *Please clearly define what is and is not included, Ranges are acceptable.*

The up-front cost of an energy audit or renewable energy assessment typically ranges from \$2,000-\$10,000. Energy audits identify opportunities to reduce energy costs by 10% to 35%. The average cost per farm to implement recommended energy efficiency measures typically ranges between \$10,000 to \$50,000, although there is high variance depending on the scale of the farm operation and baseline conditions.

**What are the annual operating costs of this technology?** *Please clearly define what is and is not included, Ranges are acceptable.*

EnSave can provide individual project data on an as needed basis, e.g. the average annual dairy farm energy cost normalized on a cow or cwt basis, energy audits by themselves have no ongoing costs.

**What value does this technology or the products it makes, deliver to the farm?** *Please list identifiable economic, environmental, or community value (e.g. reduced cost, increased income, reduced odor, improved nutrient use, etc.).*

A farm energy audit provides a customized plan for the farm that identifies and quantifies each energy saving opportunity. Identified projects/technologies are ranked based on simple payback period, and the economic and environmental benefits associated with each project are provided (i.e. annual energy cost savings, annual energy savings, and GHG reductions). Once completed, the energy audit report can be used by the producer to apply for technology funding through a variety of sources, including USDA NRCS, USDA Rural Development, and energy utility companies.

**Do you feel an in-depth Technology Information Request is needed to help people understand this technology?** Yes  No

*Newtrient has an extensive technical information request document that can be provided, it is based on the information requested for applications to the USDA NRCS EQIP program.*