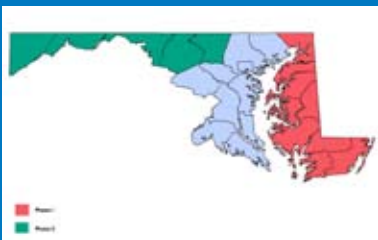




“It’s really a win-win situation if farmers take advantage of a program like this. Any money I can get to help pay for the equipment and installation costs, plus the overall energy savings, are all a result from getting the energy audit done.”

—Richard Nagel,
Maryland Poultry Farmer



Maryland Farm Energy Audit Program

The Maryland Farm Energy Audit Program began in 2007 as a pilot project. It was designed by EnSave in a collaborative effort with the Maryland Energy Administration, the Maryland Natural Resources Conservation Service, Maryland Eastern Shore Resource Conservation and Development Council, Inc. and the Maryland Department of Agriculture. Other program partners included the Washington County Soil Conservation District, Western Maryland Resource Conservation and Development Council, Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO), Sustainable Agriculture Research and Education, and USDA Rural Development.

The original pilot project, known as Phase I, targeted the Eastern Shore counties of Maryland. Upon the completion of the pilot, the program was again picked up and offered to farms in the Western counties of Maryland (Phase II).

The program offered participants farm energy audits for a cost-share \$250, which was refundable if the participant installed any of the energy efficient equipment recommendations highlighted in the audit. The program also offered incentives for the installation of energy efficient equipment. Farmers could apply for financial assistance through:

- **USDA Rural Development’s Renewable Energy and Energy Efficiency Program (Section 9006 of the 2002 Farm Bill):** Farmers were eligible to receive grants up to 25% of the project cost, or loans up to 50%.
- **Rural Business Energy Efficiency Grant:** Offered through MARBIDCO, this offered grants of up to 10% of the project cost, with a maximum of \$5,500.
- **Rural Business Energy Efficiency Loan Interest Rate Buy-Down:** Again offered by MARBIDCO, this option bought down the interest rate by 4% on a qualified loan from a commercial lender.

At the end of the two phases, this program provided 76 audits and distributed nearly \$40,000 in incentives. It also saved Maryland over 635,000 kWh annually.

Program Statistics

Project Details and Incentives Paid (Phases I and II)

Type of Farm	kWh Saved	Gal. Propane saved	Incentives Paid
Dairy	372,738	----	\$22,860
Poultry	227,754	897	\$14,314
Nursery	28,379	----	\$1,200
Orchard	6,679	----	\$404
Winery	277	----	\$22
Totals	635,827	897	\$38,800

Number of Audits Performed

Type of Farm	Phase I	Phase II
Dairy	2	38
Poultry	18	8
Livestock (Beef, horse, etc)	2	1
Winery	0	1
Orchard/Row Crops	2	2
Crop/Grain Drying	22	1
Greenhouse	1	0
Totals	48*	51

* The final number of audits generated for Phase I was 26. However, multiple farmers had more than one farm and/or one type of farm. For example, most of the poultry farmers also raised crops; and one poultry farmer also had a dairy operation.

About EnSave

Since 1991, EnSave has supported the American agricultural sector with innovative energy efficiency and pollution prevention programs. EnSave provides agricultural producers and food processors with cost-effective ways to reduce operating costs while saving energy and conserving our nation's resources.

Summary

The first two Phases of the Maryland Farm Energy Audit program helped a total of 76 farmers in Eastern and Western Maryland.

EnSave's marketing approach consisted predominately of a telephone outreach and targeted direct mail campaigns. Calls were made to equipment manufacturers, dealers and the agricultural community.

Nearly \$40,000 in incentive money was distributed to help these same farmers install energy efficient equipment. The installed equipment has been saving these Maryland farmers about 635,000 kWh annually.

In Phase I of the program, most of the participating farmers were poultry; in Phase II the majority were dairy farmers.

In April of 2009, the program was offered to all farmers in the state, and became known as the Maryland Statewide Farm Energy Audit Program.