



EnSave, Inc. Capabilities Statement

I. Summary

EnSave is a diversified energy and environmental services company committed to helping its 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, EnSave has developed a reputation as the leader in agricultural energy efficiency.

Our core strengths and services include the following:

- 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

EnSave has designed and implemented dozens of statewide energy efficiency programs throughout the United States and has a strong record of overdelivering on savings goals. We pride ourselves on our flexibility and ability to respond quickly to the needs of our clients and the marketplace at large. Our knowledge of utility, federal, state, and local funding programs enables us to bring a high level of creativity in leveraging additional funding and generating new program components for our clients—enhancing our ability to exceed program targets.

I. Services

Energy Audits, Renewable Energy Assessments, and Feasibility Studies

EnSave is the leading farm energy auditing firm in the United States and has completed over 5,000 energy audits for farms throughout the country. Our farm clients represent the full spectrum of agriculture, from small diversified farms to some of the largest operations in the country. We have been extensively involved in providing Agricultural Energy Management Plans for the USDA Natural Resources Conservation Service (NRCS), and energy audits for the Rural Energy for America Program (REAP). To streamline the delivery of our audit reports and ensure data integrity, we developed the Farm Energy Audit Tool (FEAT), a cloud-based software suite. This software allows us to seamlessly manage energy audit data from the initial client interview and site visit through to report development.



Our audits are customized to meet client needs, and we have the capabilities to meet any level of analysis required. This can range from a simple payback analysis to investment grade audits and feasibility studies for capital projects.

In addition to energy efficiency audits, EnSave has over a decade of experience in developing renewable energy assessments and feasibility studies for solar photovoltaic, wind energy, combined heat and power, geothermal, and anaerobic digester projects. This work often supports REAP grant applications, but is also provided as a stand-alone service, or as a part of programs that we implement.

Program Development & Implementation

EnSave develops and implements farm energy efficiency programs for utilities, state governments, federal agencies, and other organizations. We provide a turnkey approach to implementing our clients' programs and handle program design, market research, marketing and outreach, enrollment, implementation oversight, installation verification, rebate processing, and reporting. In all programs, we use a collaborative approach of working with equipment manufacturers, equipment dealers, and the extended agricultural community to promote energy efficiency to the farm customer. This process helps leverage local partners and builds trust from within the farm community.

Third-Party Project Management and Commissioning

We developed EnSave Management Services (EMS) in response to demand from our clients for unbiased, third-party assistance to navigate complex capital projects from initial scoping through to commissioning. Our primary areas of focus include solar photovoltaics, manure separation, and energy efficiency. We build upon our industry knowledge to solicit and evaluate bids on behalf of our clients, procure project financing, and oversee implementation of the customer's project. EMS builds value by providing expert project management while allowing our clients to focus on their core business.

Potential Studies, Market Research, and Policy Development

When energy utility and government agencies are seeking insights into the energy efficiency and greenhouse gas reduction potential of farms within their jurisdiction or service territory, they often turn to EnSave. Over the past 25 years, we have built the largest database of energy metrics associated with farms, which is housed on our FEAT server. This dataset allows us to benchmark energy usage and predict potential savings on a large scale, which provides valuable information to shape government policy, demand-side management programs, and marketing campaigns. We have developed potential studies for some of the nation's largest utility and energy authorities, and regularly consult for USDA.

Grant Writing and Grant Management

We help our 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.



Measurement and Verification of Energy Savings, Water Savings, and Carbon Reductions

In cases where an energy audit and installation verification is insufficient for our client's needs, we offer measurement and verification (M&V) services to quantify savings with data logging and submetering. Third-party M&V can be vital for proving savings in order to gain credibility for a new technology, determine the optimal size of a retrofit system, or provide validations to financing entities. Our M&V services include data logger and flow meter installation, real-time remote monitoring, data analysis, and report development. Our clients seeking M&V include manufacturers of new technologies, universities, agricultural cooperatives, private companies, and energy utilities.

Sustainability Planning and Reporting

In addition to its strong engineering department, EnSave has several environmental scientists and sustainability experts on staff. Our Corporate Sustainability Services department concentrates on sustainability plan development, sustainability reporting, corporate social responsibility consulting, and marketing strategy. Our experience as a designer and implementer of energy efficiency and environmental programs supports our ability to develop benchmarks and realistic sustainability goals, as well as the implementation strategies to achieve these goals.

Training and Education

EnSave regularly provides training on energy and environmental topics to utilities, universities, agribusinesses, private consultants, government agencies, and non-profit organizations. Areas of training expertise include farm energy management and best practices, energy audit procedures, navigating federal energy and environmental programs, renewable energy, emerging technologies, farm energy benchmarking and historical trends, and on-farm energy data collection.

II. Professional Affiliations and Credentials

We maintain several professional affiliations and credentials that contribute to our success as a national service provider and consultant.

Some of our key professional affiliations and credentials include:

- Technical Service Provider for USDA-NRCS in all 50 States and Puerto Rico
- Licensed professional engineers in several states
- National partnership with the National Association of Conservation Districts
- Partnership with the National Association of Resource Conservation & Development Councils
- Chief energy consultant for the Innovation Center for U.S. Dairy
- Memorandums of understanding with several leading dairy cooperatives
- Member of the American Society for Agricultural and Biological Engineers (ASABE)
- American Council for an Energy Efficient Economy Champion of Energy Efficiency



Selected Clients

Program Design & Implementation

- Pacific Gas & Electric Company
- Michigan Public Service Commission
- Maryland Energy Administration
- Green Mountain Power Corporation
- New York State Electric & Gas
- U.S. Environmental Protection Agency
- Florida Department of Agriculture
- Southern California Edison
- California Public Utilities Commission
- Xcel Energy
- Pennsylvania Department of Environmental Protection
- New York State Energy Research & Development Authority
- Minnesota Department of Commerce
- Delaware Sustainable Energy Utility

Energy Audits and Grant Writing

- Pacific Gas & Electric Company
- Maryland Energy Administration
- Otter Tail Power Company
- Iowa Farm Bureau Federation
- U.S. Department of Energy
- Missouri Department of Natural Resources
- Texas State Energy Conservation Office
- Puerto Rico Department of Agriculture
- Wisconsin Public Service Corporation
- Arizona Department of Agriculture
- National Institute of Food and Agriculture
- Wyoming Department of Environmental Quality

Training and Education

- Texas State Energy Conservation Office
- University of Vermont Extension
- University of New Hampshire Extension
- University of Missouri
- Dairy Research Institute
- Rural Electric Cooperatives throughout the U.S.
- RC&D councils throughout the U.S.
- Soil and Water Conservation Districts throughout the U.S.

Specialized Consulting

- Duke Energy
- Southern California Edison
- USDA NRCS and Rural Development
- Delaware Sustainable Energy Utility
- American Council for an Energy Efficient Economy
- New York State Energy Research & Development Authority
- Alberta Egg Producers
- Allen Harim Foods

Contact Person

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