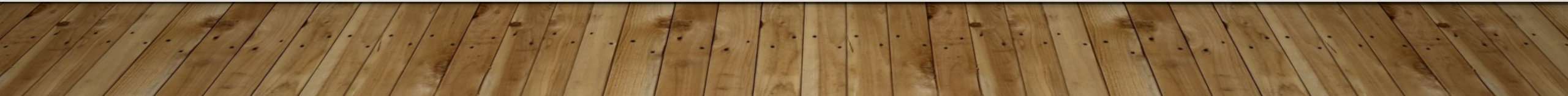


# RENEWABLE ENERGY & EFFICIENCY UPGRADES FOR FARMS AND SMALL BUSINESS

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NATURAL CAPITAL INVESTMENT FUND  
2017 WEST VIRGINIA SOLAR CONGRESS  
MOOREFIELD, WV



# INCENTIVES

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Grants, payments and rebates to help offset the cost of an energy-saving project

# USDA RURAL ENERGY FOR AMERICA PROGRAM (REAP)

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- Cost-share grants (and loan guarantees for your lender)
- 25% of total project costs, reimbursement
- \$2,500 min | \$500,000 max for renewables
- \$1,500 min | \$250,000 max for energy efficiency
- Solar, geothermal, lighting, hvac, ventilation, etc.
- Rolling deadline for applications
- Competition: Projects <\$80,000 – October 31 | Projects all sizes – March 31



# EQIP ON-FARM ENERGY INITIATIVE

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## EQIP payments for energy improvements

- Lighting, ventilation and fans, pumps, motors, heating, cooling, refrigeration, insulation, sealing, greenhouse improvements, etc.
- Commonly 75% cost-share
- Rolling application deadline, funded on an ad hoc basis
- FY2018 next chance

# UTILITY REBATES

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- FirstEnergy Lighting Incentive Program
  - \$0.05 per kWh saved, reimbursement
  - Online application platform – requires training!
- APCO “Take Charge” Programs
  - Commercial & Industrial Custom Program: \$0.07 per kWh saved up to 50% (\$150,000 max)
  - ... Standard Program: \$0.06 per kWh saved for single technologies including lighting, hvac, equipment, sensors, etc.
  - Work with project manager to apply

# TIPS

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- Get pre-approved
- Get pre-approved
- Get pre-approved

# ADVISORY SERVICES

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One-on-one technical assistance and advising for project development & implementation



# ENERGY ASSESSMENTS/AUDITS

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- EQIP Ag Energy Management Plans or AgEMPs (CAP 128), almost 100% – *farms only*
- REAP Energy Audit grants, 75% cost share – *farms and small business*
  - **WVU** program: good for exploratory audits
  - **NCIF** program: good for investment readiness and grant writing
    - EnSave, agricultural specialist, for farm audits
    - Certified Energy Manager for small business audits

NCIF farm audits are around \$400  
NCIF commercial audits range from \$625 – \$1,250



# FINANCING

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Borrowing to cover the upfront cost or gaps in project funding

# NCIF LOANS

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We provide flexible and affordable loans to businesses that have difficulty accessing traditional financing at terms that work for them.

vInterest rates based on risk

vCurrently btw 5 – 10 percent

vFixed or Variable (Prime plus)

vTerms

vWorking capital...up to 5 years

vEquipment.....up to 10 years

vReal estate.....up to 20 years

vFlexible structuring may include

vInterest-only period

vSeasonable payments

vCo-lending with banks/other lenders

Rates/terms vary, based on individual borrower and project characteristics.



# CONTACT INFORMATION

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