Disclaimer

The Florida Solar Energy Center/University of Central Florida nor any agency thereof, nor any of their employees, makes any warranty, express or implied, or assumes any legal liability or responsibility for the accuracy, completeness, or usefulness of any information, apparatus, product, or process disclosed, or represents that its use would not infringe privately owned rights. Reference herein to any specific commercial product, process, or service by trade name, trademark, manufacturer, or otherwise does not necessarily constitute or imply its endorsement, recommendation, or favoring by the Florida Solar Energy Center/University of Central Florida or any agency thereof. The views and opinions of authors expressed herein do not necessarily state or reflect those of the Florida Solar Energy Center/University of Central Florida or any agency thereof.
Introduction
The U.S. Department of Agriculture’s (USDA) Rural Development initiative reaches out to communities across America with many programs (http://www.rd.usda.gov/programs-services/all-programs). USDA's Rural Energy for America Program (REAP) offers grants and loan guarantees for energy efficiency improvements and renewable energy systems to agriculture operations and qualifying rural small businesses.

USDA has awarded the University of Central Florida a grant to provide a limited number of subsidized Energy Audits to eligible businesses in Florida in support of USDA Rural Development (USDA-RD) Grant and Loan programs for rural small businesses. The ultimate goal of the energy audits is to increase participation in REAP.

Audits are being offered by the Florida Solar Energy Center (FSEC), a non-profit research institute of UCF located in Cocoa, Florida. FSEC conducts energy research for and supports many federal, state, and private agencies; utilities; non-profit housing providers; and other homebuilding and construction industry stakeholders. The audit team includes engineers, an architect, and energy analysts.

The grant agreement between UCF and the USDA was signed on March 24, 2015 to be in effect for a two year period. Approximately eight months remain in the grant period.

Audit Service Area
The original audit service territory was restricted to Bradford, Sumter and Polk Counties which have the highest utility rates in the state. In theory, the businesses in these areas would be highly motivated to seek REAP funding for energy efficiency improvements and renewable energy systems. FSEC learned that the high commercial utility rates identified in the proposal process do not necessarily apply to small businesses because the electric rate structure is tied to consumption. Higher consumption results in higher rates. Small businesses, which typically have smaller buildings and/or operations, are less likely to have consumption in the higher rate tiers dampening motivation to make improvements.

FSEC requested and received a contract modification on February 4, 2016 to expand promotion and recruiting throughout the entire state to increase chance of reaching motivated businesses and ag producers – wherever they are located in Florida.

Budget and Expenditures
At the time of the Progress Report in July 2015, only $2,726.57 of the total $99,143 had been spent. As of the last progress report in December 31, 2015, total expenditure had reached only $10,067. As of the end of July 2016, expenditures total $47,877.88 with an additional $2,591.02 encumbered for audit travel expenses, leaving $48,674.10 to complete the work. The screen shot in Figure 1 shows these numbers in UCF’s financial tracking tool.
Figure 1. Expenditures and Balances as of the Pay Period July 31, 2016

Figure 2. Audit Site in Ormond Beach (left) with sky map for solar resource assessment (right)

Number of Audits and Outlook
Three of the anticipated 26 audits have been performed: one for energy efficiency improvements and two for renewable resource assessment (Figure 2). Several audit candidates are in the pre-qualifying stage (see Status of Audit Candidates.) Despite extensive efforts to promote the REAP program and recruit candidates for the USDA-subsidized energy audits FSEC is offering (see Recruitment Activities), interest has been much lower than expected.
The end date for this grant is only eight months away - on March 25, 2017. Despite slightly increased interest in 2016 compared to 2015, the FSEC team now feels pessimistic about completing 26 audits. We have sufficient budget to do the actual audits; however, we have few candidates and are reluctant to spend any more funds recruiting candidates because no recruitment strategy has proven successful. FSEC is eager to continue supporting USDA’s REAP promotion in any way possible and to conduct any audits that are needed by the Area Offices. The nature of the REAP application requirements are such that the independent energy audits and solar resource assessments that FSEC offers are not required if the total project cost is less than $200,000. Instead, applicants may use calculations produced by the vendor(s) involved in the project. That narrows the field of candidates to those businesses with both the means and the organizational capacity to undertake an extensive building renovation and/or renewable energy installation. If we had understood this, we would not have proposed providing 26 audits. Prior to further expenditures, the project PI’s would like to discuss next steps with USDA project management.

**Recruitment Activity Overview**

Recruitment activities have included partnering with organizations that serve small businesses, reaching out to rural electric co-op’s, distribution to our own FSEC email lists, presentations at USDA events, and appealing to contacts through Florida Rural Economic Development Initiative, interest has been much lower than expected.

**Internal and External Recruitment Strategies**

Availability of the subsidized audits was announced on June 5, 2015 the FSEC website in The Energy Chronicle blog, FSEC’s flagship electronic communication tool, which attracts an average of 375 unique visitors per month. Additionally, FSEC set up a dedicated webpage for REAP information. See screen shot in Appendix B or visit: [http://www.fsec.ucf.edu/USDA-REAPenergyaudits](http://www.fsec.ucf.edu/USDA-REAPenergyaudits)

Major recruitment strategies include:

1. Outreach using FSEC’s internal communications mechanisms
2. Partnering with organizations that serve small businesses and agriculture operations
3. Partnering with rural electric co-op’s
4. Contacting participants of allied programs such as Main Street America, the Florida Rural Economic Development Initiative, and Economic Development Councils.
5. Presentations about REAP and the subsidized energy audits at USDA and Florida agriculture events

The combined reach (number of promotion recipients) from these three strategies is 7,057 as delineated in Table 1. Example fliers and promotions are shown in Appendix B.
# Table 1. Overview of Recruitment Activities

<table>
<thead>
<tr>
<th>Status</th>
<th>Organization</th>
<th>Description</th>
<th>Reached</th>
</tr>
</thead>
<tbody>
<tr>
<td>Completed</td>
<td>UCF/Florida Solar Energy Center</td>
<td>FSEC blog &quot;The Energy Chronicle&quot;, approximately 375 unique users/month</td>
<td>375</td>
</tr>
<tr>
<td>Completed</td>
<td>UCF/Florida Solar Energy Center</td>
<td>FSEC Buildings Research Division e-newsletter, Summer 2015, Autumn 2015, and Spring 2016 editions. 1,470 recipients each mailing</td>
<td>4,410</td>
</tr>
<tr>
<td>Completed</td>
<td>UCF/Florida Solar Energy Center</td>
<td>Distribute to in-house email database of persons interested in renewable energy and/or energy efficiency</td>
<td>530</td>
</tr>
<tr>
<td>Completed</td>
<td>Lake Wales Area Chamber of Commerce &amp; Lake Wales Economic Development Council</td>
<td>Email blast to 400 chamber members (99% are small businesses)</td>
<td>400</td>
</tr>
<tr>
<td>Completed</td>
<td>SCORE of Central Florida</td>
<td>Facebook post</td>
<td>125</td>
</tr>
<tr>
<td>Completed</td>
<td>Titusville Area Chamber of Commerce</td>
<td>Email blast</td>
<td>500</td>
</tr>
<tr>
<td>Completed</td>
<td>Small Business Assistance Center of Polk County</td>
<td>email blast, circulate to related organizations, Facebook post</td>
<td>550</td>
</tr>
<tr>
<td>Completed</td>
<td>All Rural Electric Co-ops in Florida</td>
<td>Direct communication by phone and email</td>
<td>NA</td>
</tr>
<tr>
<td>Completed</td>
<td>Clay County Electric Co-op</td>
<td>Include article in 2016 mailer targeting business customers.</td>
<td>Partner did not publish</td>
</tr>
<tr>
<td>Ongoing</td>
<td>17 Main Street America programs in cities eligible for REAP funding</td>
<td>Introduction calls to each program. Only a few returned calls.</td>
<td>17</td>
</tr>
<tr>
<td>Completed</td>
<td>Downtown Madison</td>
<td>Door to door distribution of fliers, meet and greet</td>
<td>25</td>
</tr>
<tr>
<td>Completed, Could do more</td>
<td>Titusville and Palm Bay (Brevard County)</td>
<td>Phone calls, County Commissioners</td>
<td>15</td>
</tr>
<tr>
<td>Status</td>
<td>Organization</td>
<td>Description</td>
<td>Reached</td>
</tr>
<tr>
<td>--------</td>
<td>--------------</td>
<td>-------------</td>
<td>---------</td>
</tr>
<tr>
<td>Presentations at USDA and Florida agriculture events (see bulleted list below)</td>
<td></td>
<td></td>
<td>110</td>
</tr>
<tr>
<td>Counties entirely composed of eligible locations</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Local government business advocacy &amp; building permit departments</td>
<td>No action taken yet</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>SBA loan officers</td>
<td>No action taken yet</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>Contractors (HVAC and lighting)</td>
<td>Did not pursue. Unlikely to see $200K job in one trade category</td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td>ag extension offices</td>
<td>Some efforts made, could do more</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>PV installers</td>
<td>No action taken yet</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Total Direct Reach (approximate)</strong></td>
<td><strong>7,057</strong></td>
<td></td>
</tr>
</tbody>
</table>

As noted above in Table 1, Clay County Electric Co-op requested an article on REAP to include in an annual mailing to business accounts in the spring or summer of 2016. The article was written and submitted in a timely manner (see Appendix B), but the point of contact became non-responsive and presumably the article was not included in the mailer.

In 2016, FSEC pursued several avenues recommended by USDA Florida Rural Development staff including contacting the Florida Economic Development Councils and reaching out to businesses in-person. FSEC staff made personal visits and phone calls to approximately 40 businesses in Madison, Florida and Titusville, Florida – both municipalities are 100% qualifying rural areas. FSEC also contacted county commissioners in Brevard County that have rural areas within their districts. None of these efforts produced any audit candidates.

FSEC called all 17 Main Street America programs in Florida cities that qualify as rural areas. A few answered or returned calls; however, none of these efforts produced any audit candidates.

**Recruitment Presentations**
FSEC presented the subsidized audit opportunity (see presentation in Appendix C) at five events in 2016 held by Florida USDA-RD Area offices and one Florida Ag Extension Office:

- January 21, 2016, USDA Energy Symposium, Davenport, FL. *USDA Subsidized Energy Audits for REAP Applicants*, 20 minutes, approximately 15 attendees, with D. Beal.
- February 25, 2016, USDA Energy Symposium, Brooksville, FL. USDA Subsidized Energy Audits for REAP Applicants, 20 minutes, approximately 20 attendees, with D. Beal.
- April 6, 2016, USDA Energy Symposium, LaBelle, FL. *USDA Subsidized Energy Audits for REAP Applicants*, 20 minutes, approximately 30 attendees, with D. Beal.
- June 23, 2016, Agricultural Energy Workshop, Opportunities to Save Money with Energy Efficiency or Renewable Energy System Projects, UF Hastings Agricultural Extension Center, Hastings, FL. *USDA Subsidized Energy Audits for REAP Applicants*, 20 minutes, approximately 20 attendees.
**USDA Area Offices**

In 2016, FSEC staff made a concerted effort to forge closer relationships with the RD Area Offices by conducting an introduction call with the REAP contact in each RD Area office in Florida. Table 2 shows the contacts and dates of calls.

Table 2. USDA Area Offices Contact Log

<table>
<thead>
<tr>
<th>Date</th>
<th>Area</th>
<th>Person</th>
<th>Action</th>
<th>Notes</th>
<th>Next step</th>
<th>Done?</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>2/16/2016</td>
<td>1</td>
<td>Jennifer Dillard and Alan Pratt</td>
<td>introduction call</td>
<td>Intro call. They had a candidate for a solar farm, but management changed &amp; it's on hold or off</td>
<td>send intro email - done</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/16/2016</td>
<td>1</td>
<td>Jennifer Dillard and Alan Pratt</td>
<td>sent intro email</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3/30/2016</td>
<td>1</td>
<td>Jennifer Dillard and Alan Pratt</td>
<td>email follow up</td>
<td>are they doing an energy workshop?</td>
<td>no response</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/12/2016</td>
<td>2</td>
<td>Loria Philips</td>
<td>introduction call</td>
<td>has an application in Gadsden - another is grocery store</td>
<td>send intro email - done</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/12/2016</td>
<td>2</td>
<td>Loria Philips</td>
<td>sent intro email</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3/30/2016</td>
<td>2</td>
<td>Loria Philips</td>
<td>email follow up</td>
<td>are they doing an energy workshop?</td>
<td>no response</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/9/2016</td>
<td>3</td>
<td>Elda Rogers</td>
<td>intro call</td>
<td>has been promoting in Suwanee county, targeting Madison county next</td>
<td>send intro email - done</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/9/2016</td>
<td>3</td>
<td>Elda Rogers</td>
<td>sent intro email</td>
<td></td>
<td></td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>3/30/2016</td>
<td>3</td>
<td>Elda Rogers</td>
<td>email follow up</td>
<td>are they doing an energy workshop?</td>
<td>no response</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/9/2016</td>
<td>4</td>
<td>Danielle Ehlers</td>
<td>intro call</td>
<td></td>
<td></td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/9/2016</td>
<td>4</td>
<td>Danielle Ehlers</td>
<td>sent intro email</td>
<td></td>
<td></td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/24/2016</td>
<td>4</td>
<td>Danielle Ehlers</td>
<td>email</td>
<td>gave her contact info for Bill McCracken</td>
<td>send applications</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/24/2016</td>
<td>4</td>
<td>Bill McCracken</td>
<td>follow up call</td>
<td>gave him Danielle Ehlers' contact info</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2/2/2016</td>
<td>5</td>
<td>LaTasha</td>
<td>Discuss Audit Candidate</td>
<td></td>
<td>contact Bob Riley - done</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>1/13/2016</td>
<td>5</td>
<td>Bob Riley</td>
<td>initial interview</td>
<td></td>
<td>audit quote - done</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/2/2016</td>
<td>5</td>
<td>Bob Riley</td>
<td>follow interview, audit price</td>
<td>limited audit to w/d &amp; comb safety</td>
<td>send BOA - done</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/2/2016</td>
<td>5</td>
<td>Bob Riley</td>
<td>sent filled-in BOA</td>
<td>has share $200</td>
<td>confirm rec'd - done</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/5/2016</td>
<td>5</td>
<td>Bob Riley</td>
<td>confirm rec'd BOA</td>
<td>says he will send it back</td>
<td>LaTasha follow up</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/16/2016</td>
<td>5</td>
<td>Troy Post</td>
<td>sent email and website message</td>
<td>Troy Post, ED, North Brevard Economic Development Zone</td>
<td>look for phone number</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/16/2016</td>
<td>5</td>
<td>LaTasha</td>
<td>email exchange</td>
<td>she will be dropping in on Bob 2/17/2016</td>
<td>follow up w/LaTasha</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/16/2016</td>
<td>5</td>
<td>Robin Fisher</td>
<td>email</td>
<td>Brevard county commiss district 1</td>
<td>contact his office</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/16/2016</td>
<td>5</td>
<td>Trudie Infantini</td>
<td>email</td>
<td>Brevard county commiss district 3</td>
<td>contact her office</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/11/2016</td>
<td>6</td>
<td>Yashira Mendez</td>
<td>intro call</td>
<td>nursery farm in Plant City Shadowwood Farms (REAP app) &amp; residence</td>
<td>send intro email</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/12/2016</td>
<td>6</td>
<td>Yashira Mendez</td>
<td>sent intro email</td>
<td></td>
<td>follow up</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>2/22/2016</td>
<td>6</td>
<td>Yashira Mendez</td>
<td>follow up call</td>
<td>invited us to March 6 energy workshop; no progress from Shadowwood Farms, other audit candidates</td>
<td>follow up on details for workshop</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>3/30/2016</td>
<td>6</td>
<td>Yashira Mendez</td>
<td>follow up</td>
<td>confirmed energy workshop location</td>
<td>send presentation</td>
<td>yes</td>
<td></td>
</tr>
<tr>
<td>April</td>
<td>6</td>
<td>Yashira Mendez</td>
<td>email &amp; phone call</td>
<td>let her know we are working with Sarasota Growers</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Status of Audit Candidates
The following list catalogs FSEC’s 15 audit candidates by how far in the process they got. Numerous incidental calls for general information are not recorded.

REAP Applicants who received an FSEC Audit
Name: Prime Global Group, Inc.
Location: 3 Aviator Way, Ormond Beach Florida, 32174
Nature of Business: Manufacturer of winding equipment used by producers of zip lock bag products
Contact: Steve Honczarenko (Via Bill McCracken)
Status: Two (2) audits were conducted March 31, 2016 – one audit for energy efficiency improvements, one audit and site assessment for solar photovoltaic system. Technical reports were produced and assistance with REAP applications for loan and grant for efficiency improvements and the solar system was provided. The business owner submitted REAP applications in time for the May 2, 2016 deadline. We believe the applicant received grant and loan funding; however, we did not receive any official report on the matter from the applicant.

Name: Sarasota Growers, Inc.
Location: 1001 Sinclair Drive, Sarasota, FL 34240.
Nature of Business: Nursery stock grower
Contact: Richard Walden (Via Yashira Mendez)
Status: One audit and site assessment was conducted April 21, 2016. A technical report was produced and assistance with the REAP application for loan and grant for the solar system was provided. The business owner submitted a REAP application in time for the May 2, 2016 deadline. We do not think the applicant received grant or loan funding; however, we did not receive any official report on the matter from the applicant. See photos in Appendix D - Audit Highlights.

Audit Candidates Currently in Pre-qualifying
Name: Skyo Industries, Inc.
Location: 2 Sunshine Blvd, Ormond Beach, FL 32174
Nature of Business: Manufacturer of screw drivers
Contact: Warren Anderson (Via Bill McCracken)
Status: FSEC staff met with Mr. Anderson at the Skyo facility in March of 2016. He intends to make energy efficiency improvements to his 30,000 square foot manufacturing facility. FSEC has prepared a Business Owner Agreement and Scope of Work for Skyo; however, Mr. Anderson requested a delay until September 2016.

Name: Blue Sky Farms
Location: 4805 CR 13 S, Elkton, FL 32033
Nature of Business: Potatoe grower
Contact: Danny Johns
Status: FSEC visited the Blue Sky facility. Mr. Johns plans to make improvements to existing refrigeration units and install a solar photovoltaic system. FSEC anticipates conducting an audit for this business in September.
Name: Lipman Family Farms  
Location: 125 Roberts Ave East, Immokalee, FL 34142  
Nature of Business: Multi-crop producer  
Contact: Kevin Yue, PE  
Status: FSEC received an inquiry from Mr. Yue regarding three quotes for $2,000,000+ photovoltaic systems. Internal discussions at Lipman Family Farms are preliminary.

Audit Candidate that Passed Pre-qualifying but Lost Interest Prior to Scheduling the Audit

Name: Quiet Whisper Assisted Living Facility  
Location: 190 SW Derek Glen, Lake City, Florida 32024  
Nature of Business: Health care  
Contact: Cicilia Davis (Via Elda Rogers, USDA RD Area 3 Office)  
Status: Candidate wanted to make energy efficiency improvements. After discussions of specific improvements and the intended general contractor, Ms Davis signed a Business Owner Agreement signaling readiness to schedule an audit. Subsequently she decided not to submit an application for REAP funding after finding out that the application might not be successful.

Audit Candidates Found Eligible That Lost Interest Prior to Completing Pre-Qualifying

Name: PizzaBoyz  
Location: 919 Saint Johns Ave, Palatka, Florida 32177  
Nature of Business: Pizza restaurant  
Contact: Alex Sharp  
Status: Eligible, after reading more about solar power, candidate decided not to pursue REAP.

Name: Pronto Cleaners  
Location 1: 8480 South Florida Ave, Floral City, FL 34436  
Location 2: 957 Howell Ave., Brooksville, FL 34601  
Nature of Business: Dry cleaning/laundromat  
Contact: Bob Riley  
Status: Candidate wanted to replace existing laundromat equipment with higher efficiency units. After discussions of specific models, the business owner did not show up for a scheduled site meeting (preliminary to the audit) and stopped returning calls possibly because he or his project was found to be ineligible by the local USDA-RD agent. There was some confusion about his eligibility.

Name: C & B Farms  
Location: 27320 Co Rd 835, Clewiston, FL 33440  
Nature of Business: Specialty produce  
Contact: Krista Pencarinhna  
Status: Business owner intends to expand refrigeration and to install a vacuum refrigeration system which is more efficient than standard split system refrigeration. This technology is outside our scope of expertise; however, we helped the business owner find an engineering firm (Global Refrigeration Solutions) that could conduct the audit for them and offered to work together to produce the required Technical Report. Subsequently, the business owner decided to postpone the refrigeration expansion and possibly apply for REAP grant funding in the Spring of 2017.
Name: Poo-fessional Recycled Organics and Land Management  
Location: 18510 Tyler Road, Odessa, FL 33556  
Nature of Business: Recycling and screening unsuitable soils, plant debris, and manure to produce professional grade compost, compactable fill, potting soil, composted topsoil, firewood, and shavings for animal bedding.  
Contact: Not available  
Status: After initial discussions of possible building efficiency improvements, the business owner decided to work with the USDA RD Area 5 office.

Audit Candidates Found Ineligible  
Name: Goldenrule Housing & Community Development Corp Inc.  
Location: 417 E. 2nd Street, Sanford, FL 32771  
Nature of Business: Housing Counseling assisting low income families, first time homeowners.  
Contact: Cynthia Smith  
Status: Ineligible non-profit organization. Located outside eligible rural area.

Name: Affordable Homeownership Foundation Inc.  
Location: 5264 Clayton Court #1 & #4, Fort Myers, FL 33907  
Nature of the business: Non-Profit Housing Agency  
Contact: Lois M. Healy-CEO  
Status: Ineligible non-profit organization. Located outside eligible rural area.

Name: Sun Country Homes of Florida, Inc.  
Location: 1206 Pondella Circle, North Ft Myers, FL 33903  
Nature of business: Real estate sales  
Contact: Marion Briggs  
Status: Located outside eligible rural area.

Name: Continental Building Products  
Location: 886 N Hwy 17, Palatka, FL 32177  
Nature of Business: Wall board manufacturer  
Contact: Sarah Coad (Via Clay County Electric)  
Status: Eligible location. Does not meet small business criteria.

Audit Candidates, Status Unknown  
Name: Quail Life Farm and Hatchery  
Location: 18510 Tyler Road, Odessa, FL 33556  
Nature of Business: Quail hatchery and product production  
Contact: Not Available  
Status: The business owner intends to expand the refrigerated storage capacity within an existing building and wants to make select a higher-than-standard refrigeration system as well as consider other building improvements to reduce energy consumption. After initial discussions, we learned that the business owners may have had financial history that disqualified them from REAP eligibility. The business may have been able to resolve those and submit a REAP application; however, FSEC did not conduct an audit and was not involved in their application.
**Conclusion**

Sixteen months into the grant, only three of the anticipated 26 audits have been performed despite extensive efforts to recruit audit candidates using FSEC’s internal resources and external partnerships that resulted in outreach of approximately 7,000 discrete, individual touch points. Additionally, FSEC met and corresponded with all of the REAP specialists in USDA-RD Florida’s Area Offices. Though we have no official information, it seemed anecdotally that more REAP applications were submitted for the May 2, 2016 deadline than previous deadlines.

The end date for this grant is only eight months away - on March 25, 2017. The FSEC team now feels pessimistic about completing 26 audits. We have sufficient budget to do the actual audits; however, we have few candidates and are reluctant to spend any more funds recruiting candidates because no recruitment strategy has proven successful.

FSEC is eager to continue supporting USDA’s REAP promotion in any way possible and to conduct any audits that are needed. One thing that we did not anticipate was that the nature of the REAP application requirements are such that the independent energy audits and solar resource assessments that FSEC offers are not required if the total project cost is less than $200,000. Instead, applicants may use calculations produced by the vendor(s) involved in the project. That narrows the field of candidates to those businesses with both the means and the organizational capacity to undertake an extensive building renovation and/or renewable energy installation. There are still a few possible recruitment strategies we can try, but prior to further expenditures, the project PI’s would like to discuss next steps with USDA project management. We need a clear directive on how to proceed.
Appendices

Appendix A – UCF Building Owner Agreement ................................................. A-1
Appendix B – Promotional and Recruitment Materials .................................... B-1
Appendix C – FSEC REAP and Subsidized Audit Presentation ........................ C-1
Appendix D – Audit Highlights ........................................................................ D-1
Appendix E – Technical Reports ....................................................................... E-1

Prime Global Group, Inc., Energy Efficiency Improvements  
Prime Global Group, Inc., Photovoltaic System  
Sarasota Growers, Inc., Photovoltaic System
Appendix A – UCF Business Owner Agreement

BUSINESS OWNER AGREEMENT

Business Energy Audit

THIS ENERGY AUDIT AGREEMENT (hereinafter “Agreement”) is entered into between ______________________ (hereinafter “Business”) in the interest of the building(s) located at __________________________________________ (hereinafter “Location”) and the University of Central Florida, by and on behalf of its Board of Trustees (“UCF”), for the benefit of the Florida Solar Energy Center (“FSEC”) with an effective date of the last party to sign below (“Effective Date”). Business and UCF may herein be referred to as a “Party” or collectively as the “Parties”.

Whereas, UCF was awarded a grant from the United States Department of Agriculture (“USDA”) (Case # 09-048-822843791-01, UCF Account 20126124; hereinafter the “Grant”), to generally provide energy audits to a limited number of qualified and motivated rural small businesses; and

Whereas, per the requirements of the Grant, any business receiving an energy audit must contribute twenty-five percent (25%) of the cost of the Energy Audit as mutually agreed upon by Parties; and

Whereas, Business desires to have UCF perform an Energy Audit at the Business Location; and

Whereas, UCF, having determined the Business to be qualified and motivated, desires to conduct an Energy Audit and provide an audit report to all Parties and the USDA as mandated in the Grant reporting requirements; and

Now therefore, in consideration of the foregoing, and the potential for post-audit energy savings, and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties agree as follows:

1. The period of performance for this Agreement shall not exceed two (2) years from the Effective Date.

2. The scope of the energy audit for Business Location is detailed in Appendix A (“Energy Audit”), which is hereby incorporated into this Agreement. The Business acknowledges and agrees that it has been presented with sufficient information on the details of the Energy Audit for the Location.

3. Business agrees to:
   a. be present for all site visits and participate in the Energy Audit,
   b. make the Location available to UCF staff members for carrying out the Energy Audit,
   c. provide information to and work with UCF to acquire information needed for the audit report including utility bills and reasonable cost estimates for individual improvements,
d. inform UCF of actions taken as a result of the audit including application for grants and loans to finance implementation and actual implementation of improvements (regardless of finance method), and
e. collaborate with UCF following implementation, if any, to document beneficial results.

4. UCF agrees to provide:
   a. an audit report to the Business and the USDA,
   b. contact information for assistance with USDA financing opportunities, and
c. direction for incorporating elements of the audit report into USDA grant and loan applications.

5. Per USDA Grant requirement, Business agrees to pay UCF the amount of $______, representing 25% of the mutually agreed upon total Energy Audit cost of $______. Such payment shall be due upon execution of this Agreement and prior to the Energy Audit.

6. All visits to the Business Location by UCF will be scheduled in advance with the Business and an authorized agent of the Business must be present during all visits.

7. During the period of this Agreement, UCF may wish to visit the Business Location for additional data collection. UCF will consult with the Business prior to any return visits.

8. To the extent permitted by applicable law, UCF agrees to keep all data collected from Business and Location anonymous outside of the UCF study team and the USDA grant administration team in required reporting. Business gives permission to UCF to publicly publish all data collected from Business and Location, in an anonymous fashion by not linking the data to Business or Location. The Business may agree by written consent to have the Location highlighted in UCF or USDA documents.

9. UCF shall not provide Business with any direct monetary benefits as a result of the Agreement. Business has no expectation of any direct monetary benefits, and is providing the Location for the Energy Audit at no cost to UCF. Business shall benefit as a result of the Agreement via the results of the Energy Audit that will be provided to Business subsequent to the Energy Audit. Business warrants and indemnifies that Business has no relationship, direct or indirect, to UCF or any employee thereof.

10. This Agreement shall not be deemed to create any form of employment relationship or business organization between the Parties.

11. UCF does not anticipate any physical risks or discomforts to its agents or to Business or its agents. Some inconvenience and risk may occur as a result of the Energy Audit to be performed at the Location.

12. UCF MAKES NO REPRESENTATIONS AND EXTENDS NO WARRANTIES OF ANY KIND, EITHER EXPRESS OR IMPLIED WITH REGARD TO THE ENERGY AUDIT, AUDIT REPORT, OR ANY RESULTS THEREFROM, IF ANY,
13. Business knowingly and voluntarily releases and forever discharges UCF, the University of Central Florida Board of Trustees, the State of Florida, the Florida Board of Governors and their respective officers, directors, agents, employees, servants, and volunteers from any and all liability whatsoever for any and all damages, losses, and injuries sustained by Business (including but not limited to Business’ employees, customers, invitees, and agents) or damages to and losses sustained by Business Location, Business’ property or any combination thereof, including but not limited to any claims, demands, actions, causes of action, judgments, damages, expenses and costs, including attorneys fees, which arise out of, result from, occur during or are connected in any manner with Business’ participation in the Energy Audit.

14. In no event will either Party be responsible for any indirect damages, incidental damages, consequential damages, exemplary damages of any kind, and/or any indirect economic damages whatsoever regardless of whether such damages arise from claims based upon contract, negligence, tort (including strict liability or other legal theory), a breach of any warranty or term of this Agreement, and regardless of whether a Party was advised or had reason to know of the possibility of incurring such damages in advance.

15. UCF warrants and represents that it is self-funded for liability insurance, both public and property, with said protection being applicable to officers, employees, and servants while acting within the scope of their employment by UCF. UCF and Business further agree that nothing contained herein shall be construed or interpreted as (1) denying to either party any remedy or defense available to such party under the laws of the State of Florida; (2) the consent of the State of Florida or its agents and agencies to be sued; or (3) a waiver of sovereign immunity of the State of Florida beyond the waiver provided in Section 768.28, Florida Statutes.

16. Nothing in this Agreement shall be construed to convey to the Business any right, title or interest in, under or with respect to any research results, data, or any intellectual property related thereto, or any license to use, sell, or exploit any such results, data, or intellectual property related thereto.

17. Business represents and warrants that Business has the authority to enter into this Agreement and that Business is either i) the rightful owner of the property at Location with full rights, title, and interest in the Location or ii) authorized by rightful owner of property at Location to invite UCF on to the property at Location and perform the Energy
Audit. Business signatory below further represents and warrants that they are a proper agent of Business and have the right to bind Business under this Agreement. UCF acknowledges that it has relied without independent investigation upon the representations and warranties of the Business set forth in this Agreement.

18. Notwithstanding any provision to the contrary, UCF may terminate this Agreement at any time upon written notice to Business.

19. Business may not use UCF’s name or trademarks in any promotion, statement, advertisement, press release, or communications to the general public or any third party without UCF’s express written consent. Any proposed public statement, advertisement, press release, or communications by Business shall be submitted to UCF for its review and written approval at least thirty (30) days prior to the planned dissemination or publication.

20. The validity, interpretation, and performance of this Agreement shall be controlled by and construed under the laws of the State of Florida. Jurisdiction and Venue for any action to construe or enforce the terms of this Agreement shall be in Orange County, Florida. The Parties specifically waive the right to any other jurisdiction and venue, and the defense based on inconvenient forum.

21. No failure or delay by a Party hereto to insist on the strict performance of any term of this Agreement, or to exercise any right or remedy consequent to a breach thereof, shall constitute a waiver of any breach or any subsequent breach of such term. No waiver of any breach hereunder shall affect or alter the remaining terms of this Agreement, but each and every term of this Agreement shall continue in full force and effect with respect to any other then existing or subsequent breach thereof. The remedies provided in this Agreement are cumulative and not exclusive of the remedies provided by law or in equity.

22. If any one or more of the provisions of this Agreement shall be held to be invalid, illegal, or unenforceable, the validity, legality, or enforceability of the remaining provisions of this Agreement shall not be in any way affected or impaired thereby and shall remain in full force and effect.

23. This Agreement embodies the entire agreement and understanding between the Business and UCF and supersedes all prior agreements and understandings relating to the subject matter hereof. Except as otherwise expressly provided for herein, this Agreement may be changed, waived, discharged or terminated only by an instrument in writing, signed by the Party against which enforcement of such change, waiver, discharge or termination is sought.
IN WITNESS WHEREOF, the Parties execute this agreement, fully intending to be bound by the same.

BUSINESS NAME

Authorized Agent / Owner: _____________________________ Date_____________

University of Central Florida

By: _______________________________________ Date_______________________

Name: ___ Joel Kennedy________________ Title: ___ Sr. Contract Manager______________

[REMAINDER OF PAGE INTENTIONALLY BLANK]

Note: BOA will be accompanied by:

APPENDIX A

Energy Audit Scope of Work

<<insert intended scope of energy audit>>
Appendix B – Promotional and Recruitment Materials

Figure B1: Email blast to an FSEC database of 530 recipients and dedicated REAP webpage located at: http://www.fsec.ucf.edu/USDA-REAPenergyaudits
Energy Audits for Rural Small Businesses

Revised June 10, 2015

The U.S. Department of Agriculture (USDA) Rural Energy for America Program (REAP) offers Renewable Energy Systems & Energy Efficiency Improvement Loans & Grants to rural small businesses. USDA chose the University of Central Florida’s FSEC to provide a limited number of subsidized building energy audits to small businesses in rural Florida communities who are eligible for the grants and loans. Audit candidates must also meet FSEC criteria, which will be determined by a phone interview.

A limited number of subsidized building energy audits will be available to small businesses in rural Florida communities. Photo: ThinkStock.com

What is a building energy audit? An energy audit is an assessment of the energy use and energy saving opportunities in a building. The business or building owners play a role in the audit by providing utility bills and getting quotes for the improvements to facilitate cost-benefit calculations. The audit report provides recommendations and calculations that help applicants complete the technical sections of the Renewable Energy Systems & Energy Efficiency Improvement Loan & Grant applications.

Action Item: To be considered for a subsidized energy audit of the

http://blog.floridaenergycenter.org/echronicle/2015/06/usda-energy-audits/
Subject: Re: Grant opportunity for small businesses
From: Karen Sutherland <ksutherland@fsec.ucf.edu>
Date: 6/25/2015 11:37 AM
To: "Decaminada, Dawn" <dawn@cfdc.org>
CC: Janet McIlvaine <janet@fsec.ucf.edu>

This is great. Big thanks Dawn!

On 6/24/2015 11:04 AM, Decaminada, Dawn wrote:

The Polk County Small Business Assistance Center is pleased to share the following opportunity to Polk County rural small businesses.

The U.S. Department of Agriculture’s (USDA) Rural Development initiative reaches out to communities across America with many programs (http://www.rd.usda.gov/programs-services/all-programs). USDA’s Rural Energy for America Program offers grants and loans for energy efficiency improvements and renewable energy systems to agriculture operations and qualifying rural small businesses.

- Example energy improvements include adding insulation, window tinting, high-efficiency lighting, refrigeration unit and air conditioner replacement.
- An energy audit is required. USDA has chosen the University of Central Florida to provide a limited number of subsidized energy audits to eligible businesses in Florida.
- Audits will be conducted by staff at the Florida Solar Energy Center (FSEC), a non-profit research institute of UCF located in Cocoa, FL.
- FSEC conducts energy research for and supports many federal, state, and private agencies.
- FSEC staff can help determine eligibility for USDA’s grants and loans, a prerequisite to receive a subsidized energy audit.

Contact Janet McIlvaine at janet@fsec.ucf.edu (preferred) or 321-638-1434. Please make your email subject "REAP energy audits, <insert your business name>" and in the email include the business name, address to be audited, general nature of the business (retail, health care, restaurant, pharmacy, etc.), and your contact information.

See FSEC’s Blog post for more information http://blog.floridaenergycenter.org/echronicle/2015/06/usda-energy-audits/

Sincerely,
Dawn Decaminada

Small Business Assistance Center
Supervisor
Small Business Assistance Center
230 West Church St.
Bartow, Florida 33830
Office: 863-534-5921
Cell: 863-344-1558
Fax: 863-534-5032
Web: www.cfde.org/sbac

Figure B3. Email blast from the Small Business Assistance Center of Polk County. Similar text was provided to the Titusville Chamber of Commerce, Lake Wales Area Chamber of Commerce, and the Lake Wales Economic Development Council.
Figure B4. Facebook post by the Small Business Assistance Center of Polk County specifically promoting the REAP Energy Audit opportunity and USDA Rural Development programs.
Figure B5. Facebook Post by SCORE of Central Florida providing a link to USDA Rural Development programs.
Figures B6-B10 (below, 5 pages). Fliers for recruiting audit candidates.

Need help with energy and comfort questions?
- Why is my electric bill so high?
- Is solar right for my business?
- Which efficiency should I choose for a replacement AC system?
- Does window replacement pay for itself?
- Why's it so hot, moldy, smelly, and/or humid in here?
- Can my kitchen be cooler? Showroom brighter?
- Why does my AC run constantly?
- Repair or replace equipment?

☑️ First - Get answers with a USDA subsidized energy audit.*
- Cost effectiveness calculations
- Systematic problem solving
- Solar options & applications
- Moisture diagnostics
- Ventilation checkup
- Utility bill analysis
- Lighting Assessment
- Low/no-cost tune up tasks
- Comparison of new or replacement equipment options

☑️ Then – use audit results to apply for a USDA grant and/or loan guarantee under the Rural Energy For America Program (REAP).
- REAP applications require cost-benefit and other energy calculations
- Must be from a qualified energy auditor
- USDA has retained the Florida Solar Energy Center (FSEC), a research institute of the University of Central Florida, to conduct energy audits for REAP applicants at subsidized rates**

☑️ Learn More
- Find the nearest USDA office: [www.rd.usda.gov/contact-us/state-offices/fl](http://www.rd.usda.gov/contact-us/state-offices/fl)
- Contact FSEC to discuss a REAP energy audit:
  Janet McIlvaine 321-638-1434, Jeff Sonne 321-638-1406, Karen Sutherland 321-638-1474, or David Beal 321-638-1433

*Audit recipients must meet USDA eligibility criteria for the REAP program.
** Audit cost depends on the size and scope of your facility and operations.
Agriculture Producers & Rural Small Business Owners:
The USDA has grants and loan guarantees for renewable energy and energy efficiency improvements. Find out how the Rural Energy for America Program (REAP) can help you improve facilities and operation cost.

This program may be right for your business if you...
- Need to reduce electric bills
- Plan to replace AC, coolers, ventilation, lighting, major equipment
- Are considering solar power for ventilation fans, pumping, or lighting
- Have to replace windows or plan to add on to an existing building
- Need to improve comfort, lighting quality, ventilation, or pumping

✅ Get the facts about USDA’s Rural Energy For America Program
2. Ask for the REAP specialist at the USDA Rural Development Office nearest you:
   - Crestview (850) 682-2416
   - Marianna (850) 526-2610
   - Lake city (386) 719-5590
   - Ocala (352) 732-7534
   - Davenport (863) 420-4833
   - Royal palm beach (561) 792-2727
   - North ft. Myers (239) 997-7331

✅ Get the facts on the energy audit required for REAP funding
1. Applications require cost-benefit & other calculations
2. Must be done by a qualified energy auditor
3. USDA has subsidize the Florida Solar Energy Center (FSEC) at the University of Central Florida (UCF) to conduct audits for REAP candidates*
4. Contact an FSEC auditor to learn more:
   - Janet McIlvaine 321-638-1434
   - Jeff Sonne 321-638-1406
   - Karen Sutherland 321-638-1474
   - David Beal 321-638-1433

*Audit recipients must meet USDA eligibility criteria for REAP. Audit cost depends on the size and scope facility, operations, and improvement plans.
USDA Rural Energy for America Program (REAP) partners with UCF

The U.S. Department of Agriculture (USDA) offers grants and loan guarantees for renewable energy systems & energy efficiency improvements to agriculture operations and rural small businesses through the Rural Energy for America Program (REAP). Rural small businesses must meet location, size, and other eligibility criteria; however, any agriculture operation regardless of size or location is eligible. For a program overview, please visit USDA’s REAP webpage: http://www.rd.usda.gov/programs-services/rural-energy-america-program-renewable-energy-systems-energy-efficiency

Examples of eligible renewable energy systems and energy efficiency upgrades include but are not limited to:

- Heating, ventilation and air conditioning systems (HVAC)
- Insulation, air sealing, and duct sealing/replacement
- Lighting and appliances
- Solar electric (photovoltaic) panels
- Ventilation fans, heaters, etc for livestock barns and green houses
- High efficiency and solar water heating systems
- Coolers or refrigeration units
- Doors, windows, insulation, ducts
- Switching to more efficient pumps for irrigation
- Replacement of inefficient office equipment
- If you have high energy bills, we can help you figure out or verify why and recommend improvements

REAP applications require projected energy production and energy savings calculations. To assist applicants in Florida, USDA has arranged for deeply subsidized energy audits and assessments to be provided by the University of Central Florida through UCF’s Florida Solar Energy Center, a third party research institute with decades of experience in renewable energy and building energy efficiency (www.floridaenergycenter.org).

To receive this technical assistance from the Florida Solar Energy Center, you must qualify as an eligible REAP applicant (ag operation or rural small business), be located in Florida, and be seriously considering an eligible system, efficiency improvement, or construction project; HOWEVER, receiving an audit does not obligate you to submit a REAP application.
To learn more, get help determining eligibility, and be considered for a subsidized energy audit for your agriculture operation or rural small business, contact your local USDA Area Office (see list below) or a member of the Florida Solar Energy Center’s REAP team:

- Janet McIlvaine, 321-638-1434, janet@fsec.ucf.edu
- Karen Sutherland, 321-638-1474, ksutherland@fsec.ucf.edu
- Please include “USDA” in the subject line to ensure your email does not get caught in the spam filter.
- Info page: http://www.fsec.ucf.edu/USDA-REAPenergyaudits

We look forward to helping you take advantage of this extraordinary USDA funding opportunity!

**REAP Contacts at USDA’s Rural Development Area Offices in Florida**

Area 1, Crestview (850) 682-2416
Ms. Jennifer Dillard (ext 128), Jennifer.Dillard@fl.usda.gov
Serving Escambia, Holmes, Okaloosa, Santa Rosa, and Walton Counties.

Area 2, Marianna (850) 526-2610
Ms. Loria Philips, Loria.Philips@fl.usda.gov, or any member of the REAP team

Area 3, Lake City (386) 719-5590
Ms. Elda Rogers (ext 110), Elda.Rogers@fl.usda.gov

Area 4, Ocala (352) 732-7534
Danielle Ehlers (352) 732-7534 ext 121, danielle.ehlers@fl.usda.gov
Serving Alachua, Citrus, Dixie, Flagler, Gilchrist, Lake, Levy, Marion, Putnam, Seminole, Sumter, and Volusia Counties.

Area 5, Davenport (863) 420-4833
Ms. LaTasha Thomas-Pace (ext 118), Latasha.ThomasPace@fl.usda.gov
Serving Brevard, Hernando, Hillsborough, Indian River, Orange, Osceola, Pasco, Pinellas, and Polk Counties.

Area 6, Royal Palm Beach
(561) 792-2727 - Ms. Yashira Mendez (ext 130) Yashira.Mendez@fl.usda.gov
Serving Broward, Dade, Glades, Hendry, Highlands, Martin, Monroe, Okeechobee, Palm Beach, St. Lucie, Charlotte, Collier, DeSoto, Hardee, Lee, Manatee, and Sarasota Counties.

Note: The above list of REAP Specialists was compiled in February of 2016 for reference and convenience of potential REAP applicants in Florida by the Florida Solar Energy Center. Specialists noted above are subject to change and may be only one of an Area Office’s REAP team.

*Not in Florida? Contact your state or local USDA office: http://www.rd.usda.gov/browse-state

Friday, March 11, 2016
Florida Solar Energy Center
Who We Are

The Florida Solar Energy Center (FSEC) is the largest and most active state-supported renewable energy and energy efficiency research, training and certification institute in the United States. FSEC is a non-profit research institute of the University of Central Florida established in 1975. Researchers specialize in alternative energy (solar electric, solar thermal, and hydrogen) and building energy efficiency for the hot-humid climate. FSEC is located on a 20-acre research complex on Florida’s Space Coast at UCF’s Cocoa Campus, 35 miles east of Orlando. Learn more about FSEC’s current work and history, please visit www.floridasenergycenter.org

What We Do

The Center’s professional staff of 60 has expertise in engineering, energy research, building science, energy and policy analysis, and education and training with 30 technical, administrative, and student support staff. The Center has gained national and international recognition for its wide range of research, education, training and certification activities including:

- Zero-energy and zero-energy ready buildings
- Applied building science
- Building failure diagnostics
- Laboratory and field experiments with construction processes, components, and equipment
- Utility demand side management research
- Building simulation software development and calibration with measured data
- Photovoltaic (solar electric) systems
- Solar thermal (water heating) systems
- Hydrogen from renewable resources
- Photoelectrochemical processes
- Alternative-fueled vehicles

FSEC annually receives $3 million in operating funds from the State of Florida which is supplemented by $5 million to $8 million in contracts and grants from federal, state, non-profit, and private entities for research, training, and services. Total funding since FSEC’s inception in 1975 exceeds $225 million.

FSEC Buildings Research

The Buildings Research Division specializes in measured energy use and savings in occupied buildings and highly instrumented laboratories, computer simulation software, home energy rating industry leadership, and technical assistance to the construction industry through programs such as the U.S. Department of Energy funded Building America Partnership for Improved Residential Construction. In 2015, the U.S. Department of Agriculture selected FSEC to provide energy audits to agriculture operations and rural small businesses. Other research efforts are developed in partnership with builders, contractors, manufacturers, nonprofit organizations, private sponsors and national laboratories. Results are widely disseminated through industry and trade journals, national and local media and available free at: [http://www.fsec.ucf.edu/en/publications/publist.php?dept=br](http://www.fsec.ucf.edu/en/publications/publist.php?dept=br)

www.fsec.ucf.edu   321-638-1000   1679 Clearlake Road, Cocoa, FL 32922
UCF providing subsidized energy audits to agriculture operations and small, rural businesses applying for USDA energy efficiency improvement and renewable energy grants and loan guarantees

The University of Central Florida (UCF) has partnered with the U.S. Department of Agriculture (USDA) to provide subsidized energy audits to agriculture operations and small, rural businesses applying for USDA grants and loan guarantees for energy efficiency improvements and renewable energy installations through the Renewable Energy for America Program (REAP). Rural small businesses must meet location, size, and other eligibility criteria however, any agriculture operation regardless of size or location is eligible. For a program overview, please visit USDA’s REAP webpage:


If you have high energy bills, we can help you figure out or verify why and recommend improvements! Examples of eligible energy efficiency upgrades include but are not limited to:

- Ventilation fans, heaters, etc for livestock barns and greenhouses
- Heating, ventilation and air conditioning systems (HVAC)
- Insulation, air sealing, and duct sealing/replacement
- Lighting and appliances
- High efficiency and solar water heating systems
- Coolers or refrigeration units
- Doors, windows, insulation, ducts
- Switching to more efficient pumps for irrigation
- Replacement of inefficient office equipment

Renewable energy installations (such as solar electric panels) also qualify under the REAP program.

REAP applications require projected energy production and energy savings calculations. To assist applicants, USDA has arranged for deeply subsidized energy audits and assessments to be provided by the Florida Solar Energy Center, a research institute of the University of Central Florida (www.floridaenergycenter.org).
To receive this technical assistance from the UCF’s Florida Solar Energy Center, you must qualify as an eligible REAP applicant (ag operation or rural small business), be located in Florida, and be seriously considering an eligible system, efficiency improvement, or construction project; HOWEVER, receiving an audit does not obligate you to submit a REAP application.

To learn more, get help determining eligibility, and be considered for a subsidized energy audit for your rural small business or agriculture operation, contact a member of the Florida Solar Energy Center’s REAP team:

- Janet McIlvaine, 321-638-1434, janet@fsec.ucf.edu
- Karen Sutherland, 321-638-1474, ksutherland@fsec.ucf.edu

Please include "USDA" in the subject line to ensure your email is not caught in the spam filter.

We look forward to helping you take advantage of this extraordinary USDA funding opportunity!

---

REAP Contacts at USDA’s Rural Development Area Offices in Florida:*

Area 1, Crestview office: Escambia, Holmes, Okaloosa, Santa Rosa, and Walton Counties.
Ms. Jennifer Dillard (850) 682-2416 (ext 128), Jennifer.Dillard@fl.usda.gov

Ms. Loria Philips (850) 526-2610, Loria.Philips@fl.usda.gov or any member of the REAP team

Ms. Elda Rogers (386) 719-5590 (ext 110), Elda.Rogers@fl.usda.gov

Area 4, Ocala office: Alachua, Citrus, Dixie, Flagler, Gilchrist, Lake, Levy, Marion, Putnam, Seminole, Sumter, and Volusia Counties.
Danielle Ehlers (352) 732-7534 (ext 121)

Area 5, Davenport office: Brevard, Hernando, Hillsborough, Indian River, Orange, Osceola, Pasco, Pinellas, and Polk Counties.
Ms. LaTasha Thomas-Pace (863) 420-4833 (ext 118), Latasha.ThomasPace@fl.usda.gov

Area 6, Royal Palm Beach office: Broward, Dade, Glades, Hendry, Highlands, Martin, Monroe, Okeechobee, Palm Beach, St. Lucie, Charlotte, Collier, Desoto, Hardee, Lee, Manatee, and Sarasota Counties.
Ms. Yashira Mendez (561) 792-2727 (ext 130) Yashira.Mendez@fl.usda.gov

Note: The above list of REAP Specialists was compiled in February of 2016 for reference and convenience of potential REAP applicants in Florida by the Florida Solar Energy Center. Specialists noted above are subject to change and may be only one of an Area Office’s REAP team.
Appendix C – FSEC REAP and Subsidized Audit Presentation
Appendix D – Audit Highlights
Appendix E – Technical Report Excerpts