



SBS Ag

The numbers tell the story for SBS Ag, a fourth-generation diversified farming and dairy operation based in Tulare. The site’s solar photovoltaic (PV) system, which went live in early 2015, is expected to generate more than 1.4 million kilowatt-hours annually, covering up to 90% of SBS Ag’s annual energy use. SBS Ag is projected to receive approximately \$179,000 in state-provided California Solar Initiative incentives* to help offset the installation cost of the 962-kilowatt (WDC) system.

A major factor in the decision to install the system was the relatively new availability of the Net Energy Metering (NEM) Aggregation program. With this program, the solar PV system ties into the dairy barn’s meter and the 12 other service accounts’ electrical consumption of kilowatt-hours is reduced by a proportional allocation (at the 15-minute interval level) of the electricity generated by the solar PV system that is exported to the grid.

We Were All on the Same Page

Noted SBS Ag owner Sean Nicholson “Once SCE launched NEM, that’s what really got us going. Because it was a new program, we contacted SCE very early on. That was a key to a successful solar project.

“SCE brought in our Account Manager, an interconnection field engineer and its planning department to meet with us and our solar installation company to strategize the best options for the project,” he added. “We were all on the same page. Because we did that, it was pretty seamless.”

It’s About Hedging Our Costs

SBS Ag originally looked at solar options around 2008; at that time, the numbers just didn’t work for the company. But seeing more use of the technology by agricultural operations several years later, as well as SCE’s addition of the NEM Aggregation program, Nicholson

Project Overview

SCE Programs Utilized:

- California Solar Initiative (CSI)
- Net Energy Metering Aggregation
- Pump Test Services
- Agricultural and Pumping Interruptible Program (AP-I)

Results:
Estimated Energy Use Reduction of 75% to 90% With a Solar Photovoltaic Generating System

“We are projected to receive \$179,000 in incentives for our solar installation.”

Sean Nicholson
Co- Owner,
SBS Ag

revisited solar and saw that it had become much more affordable.

He said, “It is about hedging our costs for the company as part of the potential rise in energy costs, plus using green energy. SCE made it a smooth process to help us achieve our goals. For as new as the NEM program was, I was expecting a lot more issues and they just weren’t there.”

SBS Ag is the first major SCE agricultural customer to use NEM Aggregation. But the company is also active in other programs that help it save energy and money and improve the environment.

For its 18 pumps, SBS Ag taps into our free Pump Test Services to identify and improve pump plant efficiencies. In addition, SBS Ag participates in the Agricultural and Pumping Interruptible Program, which provides bill credits in exchange for allowing temporary interruption of electric service during peak-demand periods, helping to relieve stress on the electric grid and improving your bottom line.

The Savings Are Huge for Our Business

As SBS Ag moved forward to enhance its energy management initiatives, Nicholson said it became clear that, “solar had become the best option to lower operating costs, plus support the environment by using renewable energy. It fit in our business plan, and the savings are huge for our business.”

As a business owner or manager, you have a wide selection of savings opportunities and SCE can deliver energy management programs and solutions with incentives and bill credits to go with them. Our energy management solutions offer a range of efficiency options, developed with your industry in mind, to help your business maximize savings over the long term through the permanent and temporary reduction of electric usage.



To learn more about SCE energy management solutions, ways to reduce your energy usage and manage your energy costs, visit sce.com/business or call your SCE Account Manager.

* Due to an increase in application submittals for the Non-Residential California Solar Initiative program, a waitlist has been established. There is currently still some funding available. However, as of October 1, 2014, all new projects will be addressed on a first-come, first-served basis. Please note that projects on the waitlist are not guaranteed an incentive.

This case study is provided for your general information and is not intended to be a recommendation or endorsement of any particular product or company, or a representation of any actual or potential future energy or monetary savings for other customers. These programs are funded by California Utility ratepayers and administered by SCE under the auspices of the California Public Utilities Commission (CPUC). Programs are offered on a first-come, first-served basis and are effective until funding is expended or the program is discontinued. Programs may be modified or terminated without prior notice. The information contained herein does not replace pricing information contained in any CPUC-approved tariff. Please refer to the tariffs for the programs described for a complete listing of terms and conditions of service, which can be viewed online at sce.com/tariffbooks.