Special thanks to Jack Newman of Säzän Environmental Services for welcoming Brandon and other in-person guests and for helping to facilitate the webinar.
Rural Energy for America Program
For Solar Installers
Grants and Loans

Installing renewable energy systems

Energy efficiency improvements

Grants: 25% Project Cost
REAP for Installers:

- Basic Client Eligibility
- Project Eligibility
- Timing
- App Assistance Resources
Rural Small Businesses
“Rural” – Community less than 50,000 in population
Also includes related metro areas
“Small” – Meets SBA Small Business Size Standards
Revenue or Employees
Affiliates included
For-Profit Business
Agricultural Producers
Individual or Entity
51% of Gross Income from Ag Production
Crops, Livestock, Forestry, Dairies
Farm Schedules or Tax Returns
No Rural Requirement
Renewable Energy Systems

- Solar
- Wind
- Small Hydroelectric
- Anaerobic Digesters
- Biomass
- Geothermal
- Wave/Ocean Power
Energy Efficiency Improvements

- Lighting
- Heating
- Cooling
- Ventilation
- Fans
- Automated Controls
- Insulation
## Project Costs

<table>
<thead>
<tr>
<th>Eligible Project Costs</th>
<th>Ineligible Project Costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Application Must be Complete</td>
<td>• Residential energy projects</td>
</tr>
<tr>
<td>• Equipment</td>
<td>• Pre-Application Expenses</td>
</tr>
<tr>
<td>• Installation</td>
<td>• Vehicles</td>
</tr>
<tr>
<td>• Professional Service Fees</td>
<td>• Application Prep Fees</td>
</tr>
<tr>
<td>• Permits, Licenses</td>
<td>• Payment to the Applicant, Owner, Family</td>
</tr>
<tr>
<td>• Residential energy projects</td>
<td></td>
</tr>
<tr>
<td>• Pre-Application Expenses</td>
<td></td>
</tr>
<tr>
<td>• Vehicles</td>
<td></td>
</tr>
<tr>
<td>• Application Prep Fees</td>
<td></td>
</tr>
<tr>
<td>• Payment to the Applicant, Owner, Family</td>
<td></td>
</tr>
</tbody>
</table>

- Application Prep Fees
- Payment to the Applicant, Owner, Family
Residential Use

Business & Residence Co-Located:

• 100% Generated Electricity Offsets Business Use = No Grant Reduction
• Or If System Generates More Electricity than Business Uses,
  • Reduce Grant Proportionally:
    • 16,000 kWh system, 13,000 business use, $40k Cost
    • (13/16) x 25% x $40k = $8,125
• Majority energy generated must benefit business (51%)
• Evidence of Proportion of Business Use in Application
## REAP Grant Specifics

<table>
<thead>
<tr>
<th>Renewable Energy Systems</th>
</tr>
</thead>
</table>
| **Minimum Request**      | $2,500  
| **Maximum Request**      | 25% Eligible Cost  
|                          | $500,000  

**REAP**
Environmental

If Breaking Ground, Consult RD Before
REAP-Guaranteed Loan

USDA provides guaranty on commercial loan
75% of eligible project costs maximum
85% guarantee maximum
Same project eligibility requirements
Any lender can utilize
Approach your local lender; provide my contact info
REAP

Application Process

Tax Returns (3 years if available)

Contractor’s Bid/Proposal

Proof of availability of match

Energy assessment, historical usage

Environmental requirements if necessary

Submit everything to local RD office

Submit before deadline and ask for completeness review
Spark NW
  - Website Intake Form
Pierce Conservation District
  - Nick Cusick
Snohomish Conservation District
  - Carrie Brausieck
USDA Rural Development
  - Contacts on last page
REAP

Project Timeline

Application
- Identify Clients w/ REAP Potential
- Connect Client to Resources
- Submit App to RD - Confirms Complete
- Can Accept Payment and Install

Scoring & Obligation
- RD Scores/Competes
- Notification
- Start Installation

Closing
- Installation
- Completion Proof
- Disburse Grant
## Deadlines

<table>
<thead>
<tr>
<th>Type of Applications</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants &lt; $20,000</td>
<td>October 31</td>
</tr>
<tr>
<td>Smaller Pool of Funds, Less Competition</td>
<td></td>
</tr>
<tr>
<td>Grants of any Size</td>
<td>March 31</td>
</tr>
<tr>
<td>Guaranteed Loans</td>
<td>Continuous</td>
</tr>
</tbody>
</table>

Applications can be submitted anytime before the deadline
Scoring Considerations

- Percent of Energy Use Offset: More = Better
- Payback Time: Quicker = Better
- First-Time REAP Applicant
- Priority for Socially-Disadvantaged, Veterans
<table>
<thead>
<tr>
<th>Specialist</th>
<th>Location</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Roni Baer</td>
<td>Yakima</td>
<td>509-367-8565</td>
<td><a href="mailto:veronica.baer@wa.usda.gov">veronica.baer@wa.usda.gov</a></td>
</tr>
<tr>
<td>Randy Baird</td>
<td>Yakima</td>
<td>509-367-8562</td>
<td><a href="mailto:randy.baird@wa.usda.gov">randy.baird@wa.usda.gov</a></td>
</tr>
<tr>
<td>Carlotta Donisi</td>
<td>Olympia</td>
<td>360-704-7724</td>
<td><a href="mailto:carlotta.donisi@wa.usda.gov">carlotta.donisi@wa.usda.gov</a></td>
</tr>
<tr>
<td>Brandon Hoffman</td>
<td>Mount Vernon</td>
<td>360-488-4841</td>
<td><a href="mailto:brandon.hoffman@wa.usda.gov">brandon.hoffman@wa.usda.gov</a></td>
</tr>
<tr>
<td>Jeff Peterson</td>
<td>Olympia</td>
<td>360-704-7729</td>
<td><a href="mailto:jeff.peterson@wa.usda.gov">jeff.peterson@wa.usda.gov</a></td>
</tr>
</tbody>
</table>

USDA is an equal opportunity provider, employer, and lender.