



*“We like working with AgMonitor because they understand agriculture. They provided options to irrigate off-peak at a ranch part of the Permanent Load Shifting (PLS) program. The results speak for themselves: we saved \$100,000 in one summer”*

ZAC ELLIS, DIRECTOR OF AGRONOMY AT OLAM FARMING INC.

## RESULTS

- ✓ One-stop place to manage all energy and water costs
- ✓ Utility rate adjustments across solar “NEMA” group
- ✓ What if scenarios to see the benefits of Permanent Load Shifting (PLS) on annual bill
- ✓ Text alerts & simple weekly reports to track progress
- ✓ Monthly solar ROI reports & annual accounting report with clear PLS peak savings
- ✓ Decision-support platform optimized for Agriculture



## CUSTOMER CASE STUDY

Food supplier with nut operation in California saves \$100K at one ranch to help stabilize grid.

### The Challenge

The VP of Operations and the Director of Agronomy saw their energy bills go up into millions of dollars, and knew they had to do something beyond energy & GHG reporting to secure the production of almonds in California. Almonds are critical ingredients in the food supply chain. They initially deployed **RanchMonitor™** to optimize solar. However, the utility kept increasing rates by 20% every year since the end of COVID.

### The Solution

AgMonitor offered a new program to irrigate off-peak during summer and avoid expensive penalties using **PumpMonitor™**. The Permanent Load Shifting (PLS) pilot was funded by the California Energy Commission (CEC) to help stabilize the grid, and AgMonitor enlisted 10 Megawatts of pumps including two ranches managed by Olam.

The Agronomist found in AgMonitor a team who understood how agriculture works. At **KG Ranch** where Olam spearheads new conservation initiatives for the Almond Acres Initiative, they asked for a solution. AgMonitor offered two options and the **GM of Operations** selected to install simple timers and deploy PLS across 17 meters.

The Ranch Manager worked with the Agronomist to adjust the weekly irrigation schedule and they **saved \$96,443 in 2023 compared to 2022**. The total projects costs were \$14,400 including the additional cost in labor. It represents a return on investment (ROI) of over 600%. The Agronomist and the Ranch Manager also liked the flexibility of PLS. They plan to do 3 months out of 4 in 2024 to put more water and adjust to a larger crop. Olam has now another tool to maintain profits.

