

# Report on Sustainability Forum for Southern Central Valley Agricultural Growers and Post-Harvest Processor

A Study Conducted by:



A Navigant Consulting Program,  
Sponsored by Southern California Gas Company,  
Funded by California utility customers under the  
auspices of the California Public Utilities  
Commission



February 24, 2015



*The California Sustainability Alliance* (the Alliance) is an innovative market transformation program funded by California utility customers under the auspices of the California Public Utilities Commission. The Alliance leverages action on environmental initiatives such as climate, smart land use and growth, renewable energy, waste management, water use efficiency and transportation planning to help the State of California achieve its aggressive energy efficiency goals more effectively and economically. In partnership with public and private organizations throughout California, the Alliance precipitates widespread market transformation by tackling major barriers to sustainability.

For information about the California Sustainability Alliance, go to:

[www.sustainca.org](http://www.sustainca.org)

The project team gives special thanks to the following subject matter experts whose input and assistance were critical to the development of this report:

- Peter Canessa, Agricultural Engineer and Program Manager for the Advanced Pumping Efficiency Program (APEP) at the Center for Irrigation Technology at CSU- Fresno
- John Noland, Energy Analyst, Grimmway Farms
- Steve Beard, Director – Capital Projects, Roll Global
- Key California Sustainability Alliance authors include:
  - Daniel F. Duran, Principal, Energized Solutions & Associate Professor, Whittier College
  - Rob Russell, Associate Director, Navigant Consulting Inc.
  - Amul Sathe, Associate Director, Navigant Consulting Inc.

We would like to thank Southern California Gas and especially Carlo Gavina and Eric Kirchoff for providing overall strategic direction for the Forum and review of this report.

## Background and Executive Summary

The sustainability forum for Southern California Gas Company's (SCG's) agricultural and post-harvest processor customers in the Southern Central Valley was developed and conducted in Fall 2014 (August 21). The California Statewide Agriculture Market Characterization study conducted in 2012-13 laid the foundation for this forum. Previously, the Alliance convened and conducted a similar forum in the Fall 2013 for Greenhouse, Floriculture and Horticulture growers operating along the Southern California coast from Santa Maria to Camarillo.

The goal of the 2012-13 study was to help the state's investor owned utilities gain a better understanding of the struggles of farmers, ranchers, agricultural processors and dairymen in California. The subsequent Fall 2013 Forum for greenhouse, floriculture, and horticulture customers clearly demonstrated that the agricultural community is very interested in learning about technologies, programs, and practices to support their sustainability goals and welcomes opportunities to meet with and discuss opportunities to more effectively work with SCG.

That seminal 2012-13 study was based on more than two hundred telephone and field based interviews. The final report and executive summary of that study pointed out the need to consider all of the agricultural segments in more depth, especially the many agriculture and post-harvest processor customers operating in the southern part of Central Valley serviced by SCG. That study demonstrated that:

- Irrigated agriculture, post-harvest processing, dairies, and animal production account for more than 50% of total gas sales within the agriculture sector; within the segment the majority of gas is used for pumping and space heating.
- Relative to other segments, many growers and producers do not prioritize energy metrics or monitoring, presenting opportunities for increased deployment of energy management systems and greater uptake of related utility incentives.
- Growers within the segment communicate frequently through grassroots networks that often share information about new technologies. A few leaders within the agricultural community have educated themselves and taken up a host of basic to advanced energy measures, but suggested that technology

demonstrations and other collaborative programs might help the rest of the industry move forward.

As noted above, the Alliance team subsequently discussed the possible opportunity with Southern California Gas Company (SCG) to plan and deliver a customized forum for Southern California Gas floriculture, greenhouse, and horticulture customers to:

1. Identify and share Best Practices related to natural gas and water usage;
2. Discuss the need and opportunities for Energy Management Systems and other control systems; and to
3. Identify program and other emerging technology approaches to accelerate and deepen energy savings with the targeted customer segments.

The SCG and Alliance team subsequently agreed to hold a forum to address the aforementioned areas and related concerns and opportunities for the floriculture, nursery, and horticulture customers which will be identified as the “*growers*”.

That forum was held on November 6, 2013 at the Glen Annie Golf Course. Fourteen participants from distinct twelve growers participated at the forum. The half-day forum agenda started at 9 AM and the forum concluded at 1 PM. The agenda included a presentation by a soil scientist on “Soil and Sustainability, three Best Practices presentations by growers, a break-out session with three groups of growers, a feedback and final remarks by SCG.

The primary goal of the forum was to “listen” to the growers and A) Determine what is their current level of use and acceptance of energy efficient practices and B) To assess what are their needs and opportunities that could be addressed by SCG.

The Fall 2013 forum identified several core areas where SCG could offer additional value to the growers, including:

1. Streamlining the paper work and reduce the processing time needed to qualify for and receive SCG rebates and incentives for currently supported energy efficient improvements, including heat curtains, energy efficient boilers, pipe insulation and other energy efficient products and technologies

2. Providing more technical and design information, including pre-engineering support, and increase financial support for advanced energy efficient boiler systems, advanced drip irrigation applications, water booms, water pipe insulation, and biologically sensitive basins; as several growers noted “It’s all about water”
3. Providing more support to qualify cogeneration and alternative energy projects with design support, financial incentives and lobbying support with regulatory agencies
4. Increasing SCG Account Executive support to work with smaller growers and provide a dedicated “call-in” number for growers seeking information on SCG programs and services
5. Offering regular grower forums but to customize them for specific grower types (i.e. hydroponic) and promote with and engage more with grower associations and equipment vendors
6. Teaming up pump and irrigation specialists with SCG Account Executives to conduct more audits and field operation reviews
7. Providing help to perform financial analysis of break-evens and ROI for energy efficiency projects
8. Providing options for longer term gas by providing “bundled tariffs” and variable rates that consider seasonally impacted operations

The success of the Fall 2013 led to discussions with SCG to develop a similar Forum that would focus on the needs and opportunities with SCG’s growers, agriculture associations and post-harvest processors customers in the southern part of Central Valley serviced by SCG.

That forum (Tulare 2014) was held on August 21<sup>st</sup> at the International Agri-Center located in Tulare. The forum was attended by a total of 27 participants that included:

- Eighteen (18) from distinct growers and post-harvest processors
- Five from agricultural and post-harvest processor agencies and associations, including the Tulare Farm Bureau, the San Joaquin Valley wine Growers Association, the Kern County Farm Bureau, and the Dairy Farmers of America



- One from CSU-Fresno (our keynote speaker)
- Three SCG Account Executives: Evan Garza, Ken Kabinoff, and Matt Heindrick

This was a well-attended forum and exceeded our goal of having twelve to 15 participants. It should be noted that the attendance and active participation of the agricultural associations added depth to the Forum and the expectation that the Forum’s impact will be leveraged through the participating associations.

The Tulare 2014 half-day forum agenda (see Appendix A) started at 8 AM and the forum concluded at 1 PM. The agenda included a “foundation” presentation by Peter Canessa of CSU-Fresno on “Benchmarking Irrigation”, two Best Practices presentations by John Noland and Steve Beard representing agriculture firms that are both growers and post-harvest processors, a break-out session with four groups of participants, a feedback and final remarks by Senior Account Executive Matt Heindrick of SCG. It was a full day, rich in information exchange and brain-storming.

The primary goal of the forum was to “listen” to the growers and post-harvest processors to:

- Determine what is their current level of use and acceptance of energy efficient practices, especially in relation to water usage, and
- To assess what are their needs and opportunities that could be addressed by SCG.

The Tulare 2014 forum identified several core areas where SCG could offer additional value to the growers, including:

1. More programs for converting water pumps and diesel powered wind machines to natural gas
2. Develop SCG supported programs to evaluate well efficiency and “life” potential
3. Support for natural gas powered generators for cold storage at packing houses
4. Providing easy to download grid maps showing natural gas distribution lines
5. Grants and rebates specifically focused on small family farmers as perception is that large firms dominate the programs; offer “call-in”

number for smaller growers to contact SCG for information on programs and incentives

6. Increase number, distribution and teaming up of water pump testers and irrigation specialists to conduct more audits and field operation reviews
7. Provide incentive programs to support larger water lines for drip systems
8. Provide more information and technical support to prove out economic viability of fuel cells and alternative energy sources for growers and post-harvest processors, including help with financial analysis of break-evens and ROI for energy efficiency projects
9. Provide information and financial support for technologies that monitor moisture content for agricultural product drying
10. Develop and support an agriculture information exchange website accessible via SCG
11. More outreach to local growers on new technologies that are agriculture segment specific (i.e. nut farmers, grape/wine growers)
12. Technical and financial support for new recycling opportunities, such as nut hulls
13. Offer shorter “meet and greet” programs for growers and post-harvest processors to connect with SCG Account Executive’s and other SCG agriculture specialists; consider quarterly update sessions that focus on available incentives, rebates, and programs
14. Streamlining the paper work and reduce the processing time needed to qualify for and receive SCG rebates and incentives
15. Providing more technical and design information, including pre-engineering support, and increase financial support for advanced energy efficient boiler systems, advanced drip irrigation applications, water booms, water pipe insulation, and biologically sensitive basins; as every grower and post-harvest processor noted “It’s all about water”
16. Providing options for longer term gas by providing “bundled tariffs” and variable rates that consider seasonally impacted operations

## Forum Organization

Energized Solutions developed recruited forum participants from lists of study interviewees, an internet search and recommendations from Danny Johnson, a retired SCE Agricultural specialist who served as a local liaison, and the SCG Account Executive who were asked to make recommendations on potential participants. In addition to these three primary resources the Energized Solutions and Navigant team also performed Internet searches to identify growers and post-harvest processors operating in the area who were featured in local news releases or who had web sites that referenced sustainable practices. Collectively, the total database of potential forum participants was approximately 225 distinct growers (both organic and traditional) and post-harvest processors.

This collective effort resulted in the confirmed attendance of 18 distinct growers and post-harvest processors<sup>1</sup>, including the following two who agreed to share their Best Practices:

1. John Noland, Energy Analyst, Grimmway Farms
2. Steve Beard, Director – Capital Projects, Roll Global

While the recruitment effort included organic growers, none were available to attend the conference on this date.



## Forum Focus, Agenda, Registration, and Evaluation Process

The forum agenda was finalized after coordination between the Alliance team members and SCG. It was decided that the primary goal of the forum was to provide an opportunity for the growers and post-harvest processors to help educate and update SCG on their approaches to energy efficiency, their assessment of SCG's current programs and support services, their interest in new technologies and applications and their potential interest in serving as demonstration partners for new programs and technology trials. It was also decided that while the focus on energy and water in relation to sustainable practices should be a core consideration that we would structure the agenda and forum discussion to focus on the potential "solutions" and not to provide a forum for participants to vent about the impact of our current drought and constraints on water usage.

The final forum agenda was structured to take one-half a day given the very busy schedule and operational needs of the growers and had four main sections:

- Overview of the current research and practices related to optimizing irrigation practices and the nexus of energy and water usage to set the stage
- Best Practices presentations by two growers/post-harvest processors to share innovative energy efficiency and related practices
- Break-out and feedback input from growers on what works and what is needed
- Input from SCG Account Executives on program and service support

The final agenda is provided in Appendix A.

All participants were registered and provided a registration packet that included:

- Confirmation of contact information
- A Sustainability Forum Evaluation Form with questions related to forum's overall value, indication of interest in serving as a demonstration site, and most important take-aways (see Appendix C for form)
- Release form for use of photos and video to be used by SCG and Energized Solutions that was signed by all attendees with the exception of one participant (see Appendix C for form; all but one attendee signed the release form)

## Outcomes and Significant Findings

The grower and post-harvest processor forum was held on August 21<sup>st</sup> at the International Agri-Center in Tulare, a well-known and readily accessible conference and educational center located immediately off Highway 99. The forum began as scheduled at 8 AM and ended as scheduled at 1 PM. 21 of the 24 growers and post-harvest processors who registered in advance attended the forum and two growers who had not registered in advance also attended. All of the participants, with the exception of one who left at the start of the break-out sessions due to a memorial service to attend, were engaged throughout the forum and remained until the conclusion that ended with lunch and break-out group reports. The number of participants exceeded our goal of 12 to 15 participants and the roster of participants is provided in Appendix B.

In addition to the information provided by the growers and post-harvest processors that filled out the evaluation forms we also subsequently contacted via phone all of the participants after the event to ask them if there were any other comments or recommendations that should be considered. The following sections summarize the most significant findings and outcomes of the event based on the input from the evaluation forms, the break-out sessions, and the post-event telephone contacts.

### Section 1: Break-Out Session Summaries

At the conclusion of the Best Practices presentations the growers were asked to participate in a break-out session to consider a common set of discussion items; see Appendix D.

There were four break-out groups that took approximately sixty (60 minutes) to address the common set of discussion items. While many of these discussion items have been referenced in previous sections this section summarizes the common themes and responses associated with each of the discussion items. The questions addressed included:

- How does “sustainability” affect your bottom line?
- What are the biggest issues facing you in Central and Southern California related to energy use?
- What current Southern California Gas Company programs and services provide the most value for your operation and what could be done to make those programs and services better?

- Based on what you have heard today from fellow growers, what new energy-related programs and services would benefit your operation in the next few years?
- Would you be willing to work with Southern California Gas Company to pilot a new program or service or demonstrate a new technology in your operation if Southern California Gas Company provided financial and technical support?

In response to the question of “How does “sustainability” affect your bottom line?” the most common responses included:

- “Doing what we need to do to stay in business” by ensuring that growers and post-harvest processors have a future market and business by doing what is economically feasible to beat the odds
- Being water-wise by optimizing water resources and associated energy usage
- Responding to consumer demand to be perceived and valued as “sustainable”
- Adopting organic practices that are both cost-effective and meet consumer needs

The question of “What are the biggest issues facing you in Central and Southern California related to energy use?” can best be summarized with the four most cited sets of responses:

- It’s really all about water in respect to the cost and energy needed to pump, store, process, and recycle water
- Ensuring that any new/sustainable project has low risk and a reasonable ROI
- Insufficient time to keep track of developments and innovations in the agriculture/post-harvest processor business to perform energy audits and apply for rebates and incentives or monitor new technologies and practices
- Finally, a major concern with regulatory compliance and the need to deal with the increasing demands of the growing number of regulatory agencies that make it increasingly difficult to operate in California

The question of “What current Southern California Gas Company programs and services provide the most value for your operation and what could be done to make those programs and services better?” has already been referenced in previous sections but is summarized again below:

- Every grower and/or post-harvest processor participant noted the significant value associated with rebates and incentives on energy efficiency products and technologies although participants expressed concern about the cumbersome procedures associated with applying for and receiving these financial incentives and the need to reduce the time required to process rebates and incentives
- The participants strongly desire financial and operational analyses support from SCG to determine if the energy-efficiency/sustainable applications are worth the effort
- The participants clearly value the SCG Account Executives and other SCG resources although they desire more of them to be regionally situated and available to conduct audit and operational field reviews

The question of “Based on what you have heard today from fellow growers, what new energy-related programs and services would benefit your operation in the next few years?” has already been addressed in previous sections although the most frequently cited include:

- Well pumping and irrigation optimization technologies
  - Design, technical, financial, and permitting support for alternative energy projects, specifically fuel cell and solar
  - Advanced irrigation and water recycling programs
  - Longer term natural gas pricing options
- The final breakout session asked “Would you be willing to work with Southern California Gas Company to pilot a new program or service or demonstrate a new technology in your operation if Southern California Gas Company provided financial and technical support?” The unanimous response to this question was “Yes” and has been previously reported.

## Section 2: Forum utility and potential implementation areas

The evaluation form contained two questions related to the whether the forum was helpful and possible future implementation areas:

- “Did you find today’s roundtable helpful? How so?, and
- Will you look into implementing anything you learned about today? If so, what will you implement?”

Every participant noted that the forum was helpful, with the two most cited comments being that:

- A. The forum provided an opportunity to learn from fellow growers and post-harvest processors about new “Best” practices in the energy-water arena, and
- B. It provided an opportunity to meet with and hear from the SCG Account Executives about programs and services available to them

In respect to considering the implementing specific technologies or programs, the most cited ones were included:

- New approaches to evaluating and measuring agricultural and PH water use, specifically audits of water well efficiency, well “life” potential, and water recycling applications
- Potential conversion of water pumps and diesel powered wind machines to natural gas
- Consideration of fuel cells and other alternative energy sources (i.e. solar and wind)
- Improved drip irrigation systems, water booms, and water pipe systems
- Improved boiler systems and natural gas generators for cold storage
- More utilization of SCG engineering, Account Executive, and other utility resources to support financial analyses to determine break-evens and ROI for energy-efficiency projects

While the Executive Summary provides additional information on potential implementation areas it should be noted that the preponderance of oral discussion and evaluation comments centered on the energy-water nexus, specifically the pumping, distribution, and utilization of water both in the field and in the agricultural processing facilities.

### **Section 3: The role and impact of SCG and the Sustainability Alliance on the grower and Post-Harvest Processor community in the Southern Central Valley and consideration of desired programs and services**

In comparison to the Fall 2013 forum, the Tulare 2014 Forum had significantly more SCG participation that generated significant positive information exchange and relationship building between SCG and the growers and post-harvest processors. This was in large part due to the early support and on-going engagement of Carlo Gavina and Erick Kirchoff and the SCG Account Executives.

In both Forum oral discussion and written comments it was evident that the growers and post-harvest processors responded very positively to the presence and participation of the three SCG Account Executives: Evan Garza, Ken Kabinoff, and Matt Heindrick. While all three of the SCG Account Executive's fully participated, the overview of SCG's programs and resources available to the growers and post-harvest processors at the end of the Forum by Matt Heindrick deserves special mention. Matt did an excellent job of detailing the programs, resources, and information that SCG has developed specifically for the agricultural community and extended an open invitation to all of the participants to follow up with their SCG Account Executive and other SCG team members in and outside of the region.

Some of the core take-aways from the forum on the impact and role of SCG and meeting the needs of growers and post-harvest processors included:

- The need for a SCG based and agriculture focused information exchange and delivery of field based education programs that are agriculture segment/post-harvest processor to detail programs, services, and other resources needed by the grower and post-harvest processor community, especially for the smaller grower and/or post-harvest processor
- Increased SCG field based support for conducting audit and optimizing well efficiency, drip-irrigation, and water recycling systems

- More permitting and technical assistance for designing and costing out alternative energy technologies, specifically fuel cell and solar
- New incentive programs to support larger water lines and advanced drip systems
- Technological and financial support for technologies that monitor moisture content for nuts and hulling processes, including recycling opportunities
- Providing options for longer term natural gas contracts or “bundled tariffs” that consider seasonally impacted operations

It is evident from the grower and post-harvest processor responses to these questions and the discussion generated in the break-out sessions and the Best Practices presentations that all of the growers were interested in learning more about how to improve energy efficiency in their current operations, specifically in respect to the nexus of water and energy. Hence, many of the comments and suggestions for sustaining current and improving current SCG programs and the implementation of new ones focused on the energy-water nexus.

The Tulare Forum clearly echoed the same response of the November 2013 participants when addressing the “why or why not” question about implementing new sustainability practices. The most articulate response centered on the lack of financing and the longer ROI on projects requiring significant equipment purchases. In this respect growers also cited the desire for help from SCG to help with the calculations for custom projects eligible for rebates or incentives, especially when the grower and/or post-harvest processor participant was referencing an alternative energy based project. It was clear from the discussion at the break-outs and subsequent read-outs that the growers and post-harvest processors want help from SCG and other stakeholders with the design, planning, and implementation of sustainable projects that often require major design, financing, operational, and regulatory support.

## Section 4: What programs and outreach would you like the Sustainability Alliance do in the future?

The question on what, if anything, not covered during the forum, should the Sustainability Alliance consider in the future generated the overwhelming response of “more seminars like this one”. Other responses included:

- Programs focused specifically on availability, processing, and managing of grants, rebates, and other incentive programs offered by utilities/other providers
- Programs focused on conversion of pumps, wind machines, and other farm equipment to natural gas
- Regional programs with panels and demonstrations by alternative energy providers and irrigation/water specialists
- Programs on advanced drip irrigation systems, water booms, water processes and treatment/recycling
- Programs on financial viability and operational requirements of sustainable technologies, specifically alternative energy resources
- Programs focused on new automated energy management and monitoring systems



## Conclusions and Recommendations

A primary outcome of this roundtable forum was that the growers and post-harvest processors universally stated that it was a genuine pleasure to be “listened to” by SCG and that this forum approach should be a regular program although perhaps of a shorter duration given the strenuous operating needs of the grower and post-harvest processor community. The growers, post-harvest processors, and agricultural associations were fully in concert that the keynote address by Peter Canessa and the two Best Practices presentations were excellent and that more Best Practices presentations should be featured in future forums and workshops.

In sync with the Fall 2013 forum, the growers, post-harvest processors, and associations universally agreed that they try to operate in a “sustainable” manner the reality is that sustainability means doing what it takes to stay in business tomorrow and the day after and that while the current scope of SCG programs are generally known and utilized that the programs require too much “processing” and that the processing requirements to receive rebates and incentives need to be streamlined.

In respect to pushing the envelope of sustainability it was evident that all of the growers are experiencing pressures due to water shortages and regulations and would like to implement financially sound energy-efficiency and/or alternative energy approached to support their growling and processing operations. The participants universally indicated that they would welcome support for SCG and other utilities to navigate through the regulatory process, design and implement the “best” alternative energy solution, and, most of all, would welcome financial support given the much longer ROIs associated with alternative energy projects

While the growers uniformly appreciate the willingness of SCG to listen to them, they also suggested that SCG spend more time with them in the field to gain a fuller understanding of the fact that every grower has unique considerations and that more customized solutions are required to fully embrace and implement the most viable and energy efficient sustainable approaches.

The following roster summarizes the most critically and frequently cited grower areas where SCG could add value to grower and post-harvest processor operations:

1. More SCG supported programs for converting water pumps and diesel powered wind machines to natural gas, including evaluation of well efficiency and water well “life” potential
2. Support for natural gas powered generators and other technologies to reduce the energy spend for operating cold storage and processing facilities, including nut hulling
3. Grants and rebates specifically focused on small family farmers as perception is that large firms dominate the programs; offer “call-in” number for smaller growers to contact SCG for information on programs and incentives
4. Increase the number, distribution and teaming up of Account Executives, water pump testers and irrigation specialists to conduct more audits and field operation reviews
5. Provide more and new incentive programs to support incentives for monitoring moisture content and recycling programs for nut operations
6. Provide more information and technical support to prove out economic viability of fuel cells and alternative energy sources for growers and post-harvest processors, including help with financial analysis of break-evens and ROI for energy efficiency projects
7. Provide information and financial support for technologies that monitor moisture content for agricultural product drying
8. Develop and support an agriculture information exchange website accessible via SCG; especially more outreach to local growers on new technologies that are agriculture segment specific (i.e. nut farmers, grape/wine growers)
9. Offer shorter “meet and greet” programs for growers and post-harvest processors to connect with SCG Account Executive’s and other SCG agriculture specialists; consider quarterly update sessions that focus on available incentives, rebates, and programs
10. Streamlining the paper work and reduce the processing time needed to qualify for and receive SCG rebates and incentives
11. Providing more technical and design information, including pre-engineering support, and increase financial support for advanced energy efficient boiler systems, advanced drip irrigation applications, water booms, water pipe insulation, and biologically sensitive basins; as every grower and post-harvest processor noted “It’s all about water”
12. Providing options for longer term gas by providing “bundled tariffs” and variable rates that consider seasonally impacted operations

This roster of core recommendations is based on the input received by the growers, post-harvest processors, and agricultural associations who attended the conference and who were contacted after the conference to gather additional input. The very good news is that SCG is perceived as a valued partner by the participants who demonstrated a strong willingness to work with SCG by attending future forums, supporting case studies, and serving as “pilots” for new energy efficiency applications.

## APPENDIX A: FORUM AGENDA

- 8:00 AM » Check-in and Breakfast**
- 8:30 AM » Welcome, Introductions and Forum Overview**
- 9:00 AM » Benchmarking Irrigation – Peter Canessa, Center for Irrigation Technology**
- 9:30 AM » Best Practices at Grimmway – John Noland**
- 10:00 AM » Best Practices at Paramount Citrus—Steve Beard**
- 10:30 AM » Break**
- 10:45 AM » Breakout Sessions**
- 11:30 AM » Wrap-up and What Next?**
- Noon » Lunch and Networking (Departure by 1PM)**

## APPENDIX B: PARTICIPANTS

NAME	COMPANY/ASSOCIATION
Pamela Akin	San Joaquin Valley Wine Growers Assoc.
Steve Beard	Paramount Citrus
Roy Bell	Cal Citrus Packing
Tricia Blattler	Tulare Country Farm Bureau
Peter Canessa	CSU-Fresno
Daxton Castellanos	Grimmway Farms
Dan Duran	Energized Solutions, LLC
Matt Feaver	Agricare
Evan Garza	SCG
Mike Gingles	M & L Ranch
Jim Hamilton	Hamilton Ranches Inc.
Martin Hein	Hein Ranches Company
Matt Heindrick	SCG
Blake Houston	Hamilton Ranches, Inc.
Roger Isom	California Cotton Ginners
Danny Johnson	Energized Solutions, LLC
Ken Kabinoff	SCG
Chiray Koo	Energized Solutions, LLC
Kurt Lewis	Dairy Farmers of America
Ellen Lee	Energized Solutions, LLC
Vincent Loube	Cal Citrus Packing
Sharry Mazar	Hein Ranches Company
Christopher McGlothlin	California Dairies Inc.
Darrin Monteiro	California Dairies Inc.
John Noland	Grimmway Farms
Alejandra Ortiz	Energized Solutions, LLC
Terrance Peltzer	Peltzer Enterprises
Daniel Pieres	Pieres Dairy
Robert Russell	Navigant
Amul Sathe	Navigant
Chet Sciacca	Moody Walnut Dryer
Mike Silva	Mike Silva Ranches
Matt Zimmerman	Hein Ranches Company

## APPENDIX C: FORMS USED

### Sustainability Roundtable Evaluation Form

Your feedback will help us plan for future.

Grower and Producer Forum Held in Tulare, August 21, 2014

Name: \_\_\_\_\_

Organization: \_\_\_\_\_



CALIFORNIA  
SUSTAINABILITY  
ALLIANCE

Yes

No

Will you be willing to pilot new technologies as a field test for

The

Southern California Gas Company?

Was there anything you learned today that can benefit your company?

Did you find today's roundtable helpful? How so?

\_\_\_\_\_

\_\_\_\_\_

Will you look into implementing anything you learned about today? Why or why not?

\_\_\_\_\_

\_\_\_\_\_

Is there anything The Southern California Gas Company, can do for you that wasn't covered today?

\_\_\_\_\_

\_\_\_\_\_

What would you like to see in the future?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

#### *About The California Sustainability Alliance*

*The California Sustainability Alliance was designed to help meet the State of California's aggressive energy, climate and resource and environmental goals by increasing and accelerating energy efficiency in combination with complementary green measures and strategies. Founded in 2006, The California Sustainability Alliance is funded by California utility customers and administered by Southern California Gas Co. (The Gas Company<sup>SM</sup>) under the auspices of the California Public Utilities Commission, through a contract awarded to Navigant Consulting. California customers who choose to participate in this program are not obligated to purchase any additional services offered by the contractor. The trademarks used herein are the property of their respective owners. For more information about The California Sustainability Alliance, visit [www.sustainca.org](http://www.sustainca.org).*

