

NYSERDA and National Grid  
partner to help New York Farms.



NYSERDA



## Ideal Dairy

An energy-efficient expansion  
that makes everyone happy...  
including the cows.



**By embarking on an ambitious multi-million dollar expansion, Ideal Dairy is doubling its production, improving cow and employee comfort, and increasing quality.**

**Ideal Dairy has been a family owned operation for over 100 years.**

Originally a small, nine-cow farm with 60 acres that started packaging milk and selling door-to-door in the early 1900s, the business grew to a herd of 1,230 cows with 3,100 acres of crop by 2016.

Expansion has been part of this farm dating back to its earliest days. Recognizing the importance of greater economies of scale, Ideal Dairy decided to proceed with a multi-million dollar expansion to dramatically increase capacity with a new, state-of-the-art milking facility and new freestalls.



*“Keeping cows cool and comfortable in the summer is important for maintaining milk production; so, energy costs are a big deal. The incentives we received from National Grid will help us improve efficiency and save money.”*

– Crystal Grimaldi, member of Ideal Dairy, LLC and great-great-granddaughter of the founder.

# Ideal Dairy Success Story

## Starting with efficiency in mind

Energy costs are a significant expense for a farm. That's why Ideal Dairy reached out to New York State Energy Research and Development Authority (NYSERDA) in 2014 to evaluate energy usage through the Agriculture Energy Audit Program (AEAP). Ideal Dairy installed many of the recommended energy-efficient measures and were happy with the results they achieved.

With the expansion in mind, Ideal Dairy received a second audit through AEAP. As a result of the audit, Ideal Dairy received an energy template for the new facility. The results from the audits became a reality with the recommendations being integrated into the design of the new facility. The AEAP energy audit provided National Grid a road map for the energy-efficiency measures for National Grid to incentivize to improve energy efficiency on the farm.



## Smart expansion to double capacity

With a dated parlor from the 1990s, the cornerstone of Ideal Dairy's expansion was a new parlor with a 72-cow carousel and related equipment along with a new freestall barn with energy-efficient variable speed drive (VSD) fans and LED lighting. National Grid provided financial incentives for the energy efficient equipment as well as an economic development grant for a new commercial underground three-phase 1,600 amp service to support this expansion. The new well-lit parlor and barns with efficient ventilation systems keep the areas bright and comfortable, ensuring happy cows and workers.



*"Our experience with National Grid and NYSERDA has significantly improved our energy efficiency and provided enhanced cow comfort and increased production."*

– John Dickinson, member of Ideal Dairy LLC and great-grandson of the founder.

## Breaking Down Cost Barriers

*“When our energy-efficiency incentives and economic development grants can help increase the productivity of the farm while improving conditions of the workers and animals, it is a success all the way around.”*

– Bob Muller, National Grid

While this expansion was critical in making Ideal Dairy even more competitive, it was also challenging to fund the project. National Grid was able to help with financial incentives, including:

**\$200,000** from National Grid’s Economic Development Program for the new three-phase 1,600 amp service and upgraded entrance to handle the increased electric load.

**\$69,489** from National Grid’s Energy Efficiency Program for equipment in the new parlor as well as VSD fans and LED lighting in the new freestall.



*“NYSERDA and National Grid work collaboratively to deliver technical and financial resources to the agriculture community across New York State. We are pleased Ideal Dairy, LLC, and the many other farms across New York State, can benefit from our partnership with National Grid and reduce their energy consumption.”*

– Jessica Zweig, NYSERDA

## Reaping The Rewards



Ideal Dairy has grown from 1,230 cows in 2016 to 2,300 cows while doubling production to 22,000 gallons of milk a day through efficiencies. With the success of this project, they are already into phase two, adding an additional freestall barn in 2019 and one in 2021. They anticipate this will enable them to grow to 3,000 cows by the end of 2021.

***Ideal Dairy is improving the environment and making their cows, workers and community happy.***

**Are you planning an expansion or want to improve your bottom line with energy-efficient equipment? Let our team help with technical support, financial incentives and grants.**

To sign up for a free agricultural energy-efficiency audit or for information on NYSERDA's Agriculture Energy Audit Program:  
Visit: [nyserdera.ny.gov/agriculture](https://nyserdera.ny.gov/agriculture)  
Call: **1-800-732-1399**  
Email: [aeep@nyserdera.ny.gov](mailto:aeep@nyserdera.ny.gov)



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For more information on National Grid's energy-efficiency incentives and economic development program:  
Visit: [ngrid.com/agriculture](https://ngrid.com/agriculture)  
Call: **1-855-236-7052**  
Email: [energysavings@nationalgrid.com](mailto:energysavings@nationalgrid.com)

