

U.S. Small Business Administration



U.S. Small Business
Administration

Investing in America | U.S. Small Business Administration (sba.gov)

Explore opportunities



Home repair and construction

Explore rebates and tax credits that reduce the costs of clean energy and energy efficiency projects for your customers and help you grow your revenue.

- [Home energy rebates](#)
- [Home energy tax credits](#)



Government contracting and subcontracting

Explore federal and state contract and subcontracting opportunities across industries for your small business.

- [General infrastructure contracting and subcontracting](#)
- [High-speed internet contracting opportunities](#)
- [Contracting with the Department of Transportation](#)



Manufacturing

Explore grant funding that may be available for your small manufacturing business.

- [IAC implementation grants for small manufacturers](#)



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Implementation Grants for Small Manufacturers

<https://sba.gov/iiahub>

Industrial Assessment Centers (IAC)

The Industrial Assessment Centers (IAC) Program advances a clean energy and manufacturing workforce that represents the diversity of America, and a reinvigorated manufacturing base prepared to lead the global clean energy transition. The program supports:

- Energy assessments
- Facility energy and smart manufacturing improvements
- Workforce development, recruitment, and training
 - WSU Campus of Applied Sciences and Technology (WSU Tech) will partner with the existing WSU IAC to integrate facility automation systems concepts into training on advanced manufacturing, smart manufacturing, and energy management. WSU Tech will expand course offerings on topics like climate and energy control technologies, industrial automation and maintenance, and industrial internet of things (IIOT), and offer these courses to both current students and incumbent workers at small and medium-sized manufacturers (SMMs). This project will provide assessments and technical assistance to increase the ability of SMMs in the greater Wichita region to implement and sustain energy efficiency practices, with a focus on SMMs located in disadvantaged communities.

IAC's deploy programs and resources for small- to medium-sized manufacturers, universities and career institutions, and workers and students seeking hiring and training opportunities.

Small- to Medium-Sized Manufacturers

Small- and medium-sized manufacturers (SMMs) may be eligible to receive a no-cost energy assessment provided by more than 50 Industrial Assessment Centers (IACs) around the country.

- IAC assessments are in-depth evaluations of a facility conducted by engineering faculty with upper class and graduate students from a participating university.
 - After a remote survey of the plant, the team conducts a one or two-day site visit to take engineering measurements.
 - The team performs a detailed process analysis to generate specific recommendations with estimates of costs, performance, and payback times.
 - Within 60 days, the plant receives a confidential report detailing the analysis, findings, and recommendations.
 - In 6 to 9 months, the IAC team calls the plant manager to verify what recommendations have been implemented.

Manufacturers can contact the closest IAC location about receiving an IAC assessment if they meet eligibility criteria.

IAC Implementation Grants

- The IAC Implementation Grant Program is supporting SMMs in implementing recommendations from IAC assessments, [DOE Onsite Energy](#)/Combined Heat and Power Technical Assistance Partnership (CHP TAP) assessments and other third-party assessors qualified as “IAC-equivalent” by DOE.
- Grant awards are **up to \$300,000 per manufacturer** (covering one or multiple projects), at a 50% cost share (i.e., if a project costs \$50,000, an implementation grant can cover up to \$25,000).
 - Other federal funds cannot count toward the applicant’s share.
 - The grant program operates on a rolling basis. **Applications may be submitted at any time throughout the year as funds are available and will be reviewed quarterly.**

IAC Database

- Find energy-saving ideas for your company by searching recommendations from completed plant assessments.
 - The IAC Database is a collection of data from over 19,000 publicly available IAC assessments along with recommended energy-saving projects.
 - Search by type of facility assessed (size, industry, energy usage, products, location), resulting recommendations (description, energy savings, implementation costs, and payback), and performing IAC.
 - The database can be downloaded.



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Home Energy Rebates for Small Business

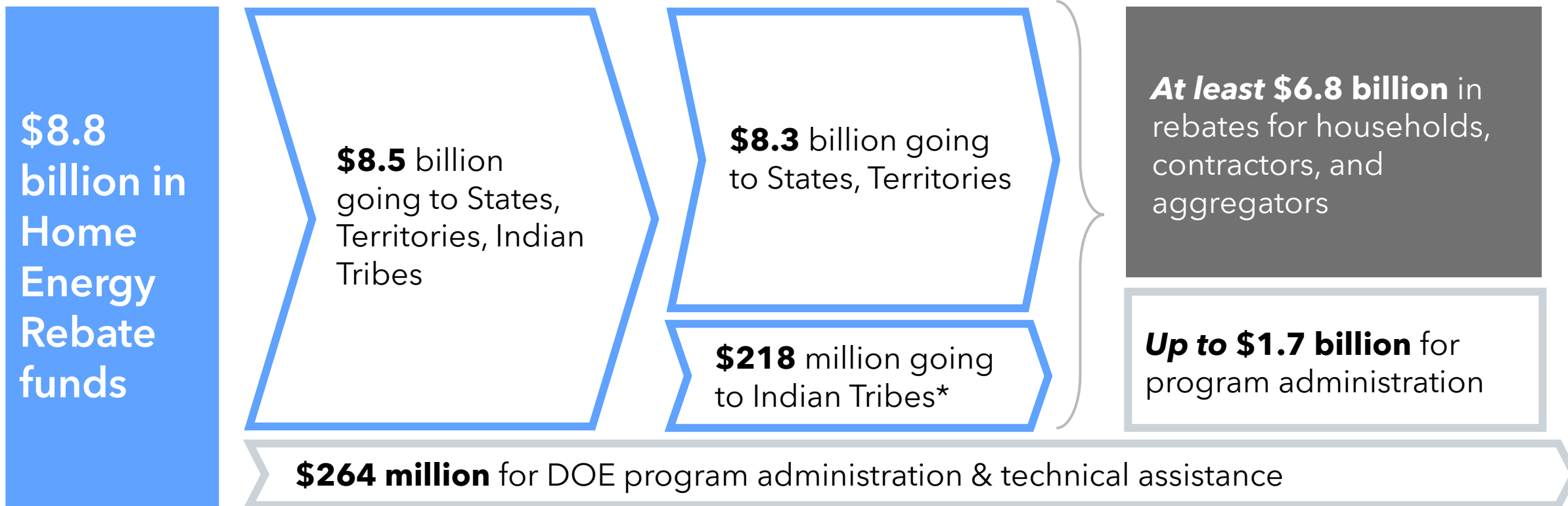
Goals of Our How To guide

We hope that by the end of this presentation, you will understand:

- What the Home Energy Rebates are
- Who and what is eligible for the Home Energy Rebates
- Why they matter for your small business
- Next steps for your small business
- How SBA can help your small business be ready to access Home Energy Rebates

Where is the money going?

Inflation Reduction Act Section 50121 (\$4.3 billion) and Section 50122 (\$4.5 billion)



Funding released in portions, funding held back only if key requirements not fulfilled

*Tribal program requirements and funding on separate timeline

Home energy rebates and your small business



Rebates

\$8.8B in new Home Energy Rebate funds through the Inflation Reduction Act for home electrification or energy efficiency improvement



Your small business

Small businesses will provide the critical installation services for the energy efficiency projects that are eligible for new Home Energy Rebates (e.g., weatherization firms, HVAC and Plumbing companies, Electricians, and other home improvement companies)



Clean energy at a lower cost (and more business for you)

What are the rebates?



Home Efficiency -
\$2,000-\$8,000 per home
dependent on energy savings
and income

Home Electrification & Appliances -
Up to \$14K per home for
qualified equipment

Key details: Home Efficiency Rebate

What projects are eligible

- Relevant retrofits may include efficient windows, doors, and insulation materials.
- Your state or territorial energy office will determine which products and materials are eligible.
- Efficiency projects that produce at least:
 - 20% in predicted energy savings are eligible for rebates of up to \$4,000.
 - 35% in predicted energy savings are eligible for rebates of up to \$8,000.

Key details: Home Efficiency Rebate

Who is eligible

- Households of all incomes are eligible
- Lower-income households will get larger rebates.

Key details: Home Electrification and Appliance Rebate

What projects are eligible

Your state, territory, or Tribe will determine which products and materials are eligible from the following:

- Up to \$8,000 for ENERGY **STAR-certified electric heat pump** for space heating and cooling
- Up to \$4,000 for **electric load service center** (i.e., electrical panel)
- Up to \$2,500 for electrical **wiring**
- Up to \$1,750 for ENERGY STAR-certified electric **heat pump water heaters**
- Up to \$1,600 **for insulation, air sealing, and mechanical ventilation**
- Up to \$840 for ENERGY STAR-certified **electric heat pump clothes dryer**
- Up to \$840 for ENERGY STAR-certified **electric stove, cooktop, range, or oven**

Key details: Home Electrification and Appliance Rebate

Who is eligible

This rebate is only available to:

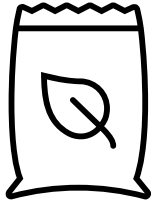
- low- or moderate-income households
- individuals or entities that own a multifamily building with low- or moderate-income households comprising at least 50% of the residents
- governmental, commercial, or nonprofit entities that are carrying out projects for low- or moderate-income households or multifamily building owners

Low-income households refer to those earning less than 80% of their area median income (AMI). Moderate income is 80-150% of AMI. Up to 100% of costs will be reimbursed for low-income families and up to 50% for moderate-income families.

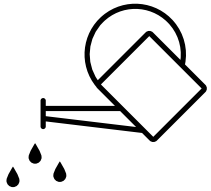
What are the next steps for my small business?

- **Becoming an approved home energy contractor — if your small business:**
 - Is already completing energy efficiency projects, [contact your state energy office](#) to become an approved home energy contractor.
 - Needs training to be business-ready, [find the latest information on energy efficiency training in your state](#).
- **Learning the details of your state program:** [Visit DOE's website](#) and click on your state to link to its energy office.

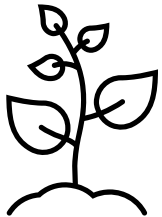
When will the resources come online?



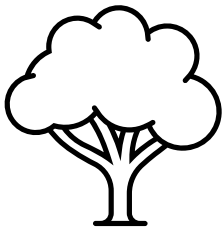
Jul-Dec 2023: DOE issued program guidance, technical assistance documents, and early administrative funding for states to take first steps in developing programs.



Jan 2024: DOE received first state applications for full program funding.



Spring-Summer 2024 (forecasted): Initial programs launch, additional states apply for funding.



Fall 2024-Spring 2025 (forecasted): Final states apply for funding and remaining programs launch.

How SBA can help

I am worried about the lag time between completing projects and receiving rebates. I need cash on hand to manage my day to day.



Consider asking your local lender about accessing an [SBA Express](#) loan to meet your working capital needs.

I need general business counseling and advice as I think about growing my clean energy and energy efficiency services.



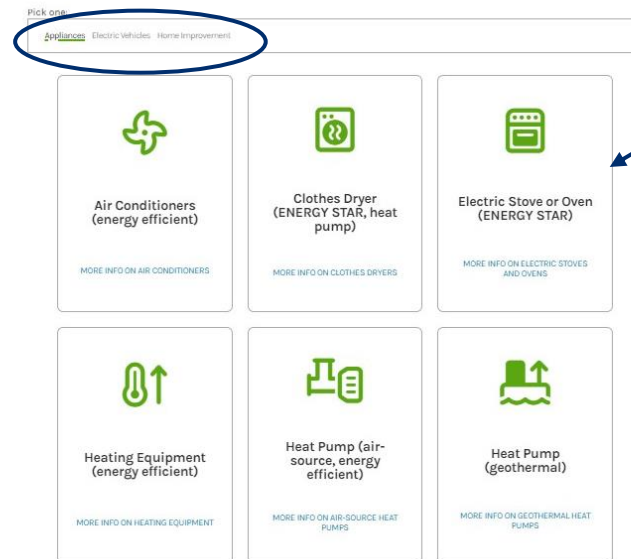
Find an SBA [District Office](#) or [Resource Partner](#) near you for counseling and training.

How can I help my customers understand what they are eligible for?

Encourage your customers to visit energy.gov/save to assess potential savings by appliance type and home improvement project type:



Sort by “appliance” or “home improvement”



Click on a tile to learn about savings. Rebates will be noted under “incentive type”

Deep dive on SBA working capital products

- **SBA Express:**
 - The SBA Express program is a flexible revolving working capital line of credit program that can support needs up to \$500,000
 - Application to approval can be as quick as 1 week
 - Utilizing an SBA Express line of credit, a contractor can access revolving working capital to purchase equipment and fund the installation expenses on a recurring basis
 - The loan may enable your small business to take on more clients and grow, knowing that you have access to the working capital necessary to support them along the way.

Contact Us in Wichita

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How are we doing?

Please take a minute to let us know

www.sba.gov/feedback

