



Your Energy Savings



SP Energy and Water Work Group Breakfast Meeting

Commercial & Industrial Energy Optimization Programs

May 2, 2011

dteenergy.com/saveenergy

Agenda

- Introduction
- DTE Energy Your Energy Savings Program Overview
- 2011 Program Changes
- Making the Program Work For You
- Q & A
- Closing



DTE Energy Your Energy Savings Program Overview

Key Energy Optimization (EO) Elements of Michigan Legislation

PA 295

- Michigan Public Act 295 (PA 295)
- Passed October 2008
- Requires investor owned utilities, municipalities, and rural electric cooperatives to institute energy optimization programs

DTE Energy Participation

- Lower customer bills
- Reduce energy demand throughout Michigan
- Help protect the environment

Customer Benefits

- Helps motivate as well as offset the costs of investment when upgrading to or replacing with energy efficient products
- Provides long term energy savings
- Lowers electric/gas bills compared to less efficient equipment
- Reduces your carbon footprint

Incentive Types

- Prescriptive Incentives
 - Predetermined measures and incentives for industrial and commercial customers for the installation of specific energy efficient equipment for numerous applications
 - Incentives typically average 20% to 50% of the incremental cost of purchasing qualifying technologies
- Custom Incentives
 - Custom incentives are determined on a case-by-case basis and are paid per unit energy saved (\$0.08/kWh and/or \$4/MCF)
- New Construction & Renovation
 - Incentives are available for up to \$3,000 for whole building modeling
 - Additional incentives are determined based on modeling results showing that energy efficiency exceeds ASHRAE 90.1-2004 standards by 10%

Program Caps and Limitations

Incentive Funds are Limited Funds are Reserved Based on Availability

Yearly Program Caps	Gas	Electric
Per Facility	\$25,000	\$150,000
Per Customer	\$100,000	\$500,000

Customer sites with self-directed EO programs will not be eligible to participate in DTE Energy's EO incentive program.

Prescriptive Measure Examples

- **Lighting**
 - T12 to T8 retrofits
 - High bay lighting retrofits with occupancy sensors
- **Motors/ Variable Frequency Drives**
 - NEMA premium efficiency motors
- **HVAC equipment**
 - High efficiency air conditioning systems
- **Refrigeration and other misc. equipment**
 - Anti-sweat heaters
 - Vending equipment controllers
- **Gas Measures**
 - Programmable Thermostats
 - Boiler tune-ups
 - Steam trap repair/replacement



VFDs for HVAC fans and pumps

Eligible and Ineligible Custom Measure Examples

Capital investment measures that **increase energy efficiency** and that are **NOT** eligible for a Prescriptive Incentive may qualify as a Custom Measure.

Eligible Custom Measures include:

- Process improvements
- New technology applications
- Air compressor controls and end use reduction improvements
- Refrigeration or chiller plant optimization
- Cooling tower optimization
- Insulation improvements
- Heat recovery projects

Ineligible Custom Measures include:

- Fuel switching
- Renewable generation
- On-site electricity generation
- Peak shifting
- Simple control modifications or changes in operational and/or maintenance practices not involving capital costs

Custom Incentives

- Incentives based on annual energy savings on a per kWh or MCF basis
- This program addresses almost any qualifying energy efficiency measure excluding those eligible for prescriptive incentives
- Custom Incentive Amounts*
 - **\$0.08/kWh**
 - **\$4/MCF**
- **1.0** year minimum and **8.0** year maximum project simple payback

$$\text{Payback} = \frac{\text{Project Cost}}{\text{Annual Energy Bill Savings}}$$

- Capped at 50% of project cost

*Incentive amounts are subject to change. See current application for the most up-to-date levels.

Program Overview:

- Incentives are available for new construction or major renovation projects within DTE's service territory
- Contact the Your Energy Savings team and apply when you begin your design (the sooner the better)
- Energy savings and available incentives are based on tiered levels of improvement in performance over the standard building code. The higher the energy savings, the higher the incentives
- A whole building model is required to determine savings
- Projects must be completed within 18 months of receiving a Funds Reservation Letter

2010 Program Results

- Applications paid: over 2700
- Total number of measures: over 6300
- Customers involved with program: over 1900
- Contractors involved with program: over 500
- Total incentives paid for gas and electric projects: over \$10M
- Electric savings of 128,000 MWH
- Gas savings of 295,000 MCF

*Based on data as of January 2011

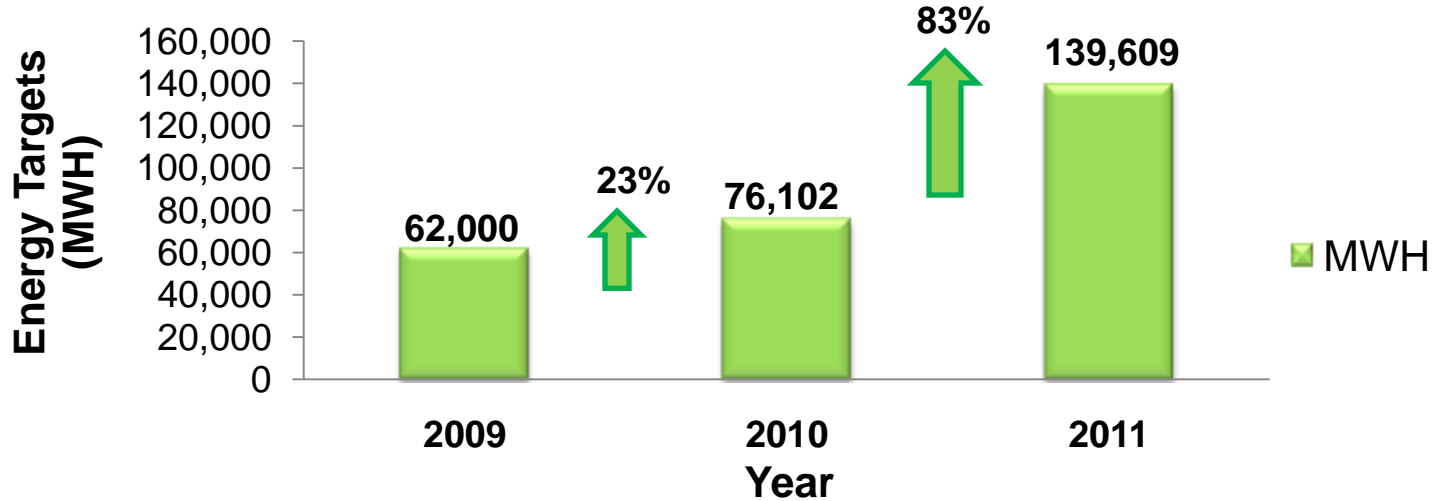


Your Energy Savings

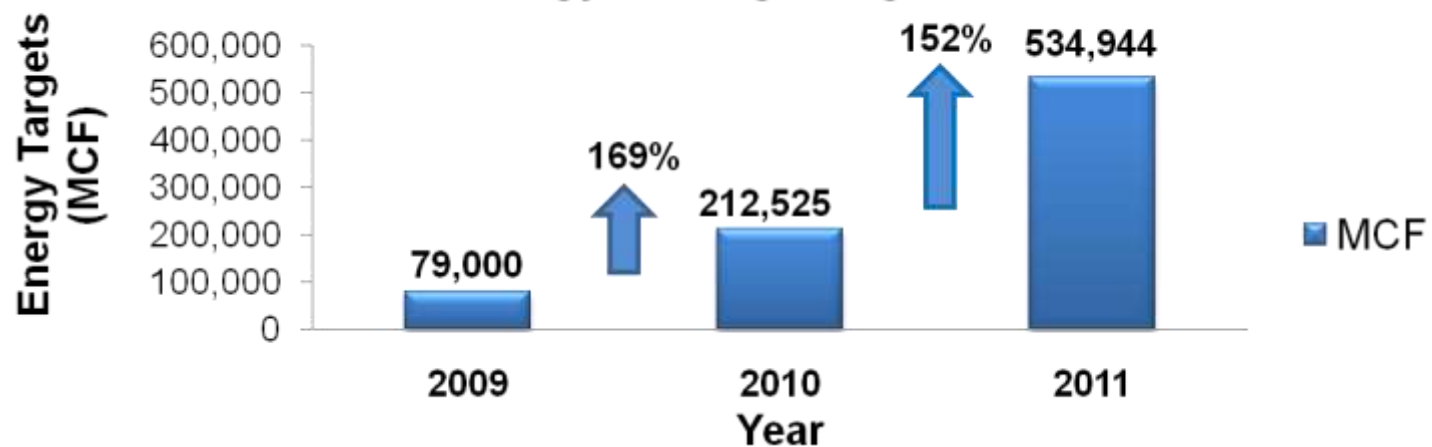
2011 Program Changes

Energy Optimization Targets

Electric Energy Savings Targets



Gas Energy Savings Targets



2011 Program Changes

- Based on input from customers, trade allies, and participation levels, the program has been adjusted to improve the overall program experience
- Some of these changes include:
 - Simplification of Policies & Procedures Manual: Application has been removed to reduce repetitiveness
 - Decimal values are now allowed for many measures under 1,000 Sq. Ft. (lighting, roof insulation, lighting controls, EMS)
 - Reservation Application is required for all de-lamping projects

2011 Measure Changes

- New Measures

- ECM Motors
- Evaporative Fan Motor Controls
- LED Refrigerated Case Lighting
- U-Bulbs
- LW HP T8 replacing T12
- Gas Water Heaters > 75 gal > 75,000 Btu/h



- Revised Incentives

- Boiler Tune-ups (3 levels)
- HP T8 replacing T12
- Fluorescent Fixtures replacing Interior HIDs

Making the Program Work for You

Finding Information on the Website

To obtain an application, visit: www.dteenergy.com/saveenergy



DTE Energy
Your Energy Savings

For Your Home ▶ For Your Business ▶

Save Energy,
Save Money.

Try our FREE Fenestration Calculator
Win a \$100 gift card
from The Home Depot

Win a \$100 Home Depot
gift card

Business Owners:
Turn up your savings with a
free programmable thermostat

More comfort, less cost.
Insulation is an easy energy saver

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Then Select:

1. “For Your Business”
2. “Rebates and Offers”
3. “Prescriptive” or “Custom” Incentives depending on your project type

Downloading an Application



DTE Energy

Powered by Google Search

Visit Other DTE Energy Web Sites

DTE Energy Company

Residential Customers | **Business Customers** | DTE Energy Company

My Account | Billing / Payment | **Save Energy** | Start / Stop Service | Problems / Safety | Products / Programs | Large Businesses

Sign In

▼ Rebates and Offers

- Free Thermostat
- [Prescriptive Incentives](#)
- Custom Incentives
- Construction & Remodeling
- ENERGY STAR Lighting
- ENERGY STAR Products
- Multifamily Program

► Energy Tips

- Energy Efficiency Directory
- Energy Efficiency Webinars
- Events
- Trade Allies
- Case Studies/Fact Sheets
- Self Directed Option

2011 Prescriptive Incentives for Your Business

Looking to save money and energy at your facility? The Your Energy SavingsSM Program offers several opportunities.

You can take advantage of incentives for energy-efficient upgrades and improvements tailored to reduce energy used in your business, resulting positively to your bottom line.

Incentives are available for an array of energy-saving technologies, both electric and gas. Choose from the subject menu includes incentives for lighting, ventilation and air conditioning, and more. Measures that don't fall under this prescriptive program are available through the [Multifamily Dwelling Program](#).

CLICK TO DOWNLOAD EXCEL OR PDF VERSION OF APPLICATION

To participate:

1. View the [list of available measure categories](#) and incentive details. See Step 3, below.
2. Verify your eligibility. See sections P.3 through P.5 in the [Your Energy Savings Policy and Procedure Manual](#)*
3. Submit an Application to reserve funding. (This is required for all De-lamping measures. It is highly recommended for the rest of the Prescriptive Incentive Program measures.) Download the incentive application here:
 - [Excel format](#)
 - [PDF format](#)

Review the [Guidelines for Completing the Your Energy SavingsSM Program Application](#)

YOUR ENERGY SAVINGSSM

2011 Rebate Program Status

Paid 16% | Active 62%

Electric Installations

Keeping Informed of Program Status



Orange arrows- Paid:
Funds paid to date

Blue arrows- Active:
Funds that have been paid to or reserved by our customers

Program FAQ's

To participate:

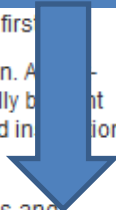
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2. Verify your eligibility. See sections P.3 through P.5 in the Your Energy Savings [Policy and Procedures Manual*](#)
3. Submit a Reservation Application to reserve funding. (This is required for all De-lamping measures and highly recommended for the rest of the Prescriptive Incentive Program measures.) Download the incentive application here:
 - [Excel format](#)
 - [PDF format](#)

Review the [Guidelines for Completing the Your Energy SavingsSM Program Application](#)

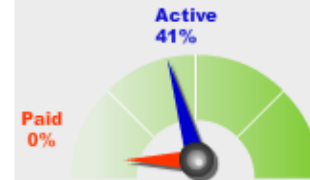
4. Install your equipment or systems within 90 days of receipt of funding.
5. Submit the required documentation of project completion within 30 days of project completion.
6. Submit your Final Application. Final Applications must be received by the end of the month of completion or by December 15, 2011 for the 2011 program year, whichever comes first.
7. DTE Energy's Your Energy Savings Staff will review your final project documentation. An on-site inspection may be required for verification purposes. Incentive payments will typically be made within 4 to 6 weeks from the time that all the documentation is received and the field installation is complete.

This Web page provides a general program overview only. For full program specifications and requirements, please see the Your Energy Savings [Policy and Procedures Manual*](#) and our [FAQs](#). The Policies and Procedures document outlines the rules and processes that govern the program. Applicants must follow the program rules as detailed in this document and the accompanying application. By signing the application agreement form, the customer agrees to all rules and requirements in place on the date of signature.

**CLICK THIS LINK
TO ACCESS
PROGRAM FAQ'S**



2011 Rebate Program Status



Electric Installations



Gas Installations

Available funds paid as of
January 3, 2011

- Orange arrow shows funds paid to date
- Blue arrow shows funds that have been paid to or reserved by our customers

Once 100% of the available funds have been paid or reserved, a waiting list will be initiated.

Additional Materials

- Collateral Materials Available:
 - Case Studies
 - Fact Sheets
 - Brochures
 - Guidelines for Completing Your Application
 - Policies and Procedures Manual
 - Measures Checklist





Your Energy Savings

Questions?



Thank You!

Email

YourEnergySavings@kema.com

Or, contact any Your Energy Savings team member for personal assistance.

Phone

1-866-796-0512

Fax

1-877-607-0744

Website

www.dteenergy.com/saveenergy



Your Energy Savings

Appendix

Requesting a Reservation Before the Custom Project Begins

For **CUSTOM PROJECTS**, the customer must complete and submit **ALL** of the following pages:

- ✓ **APPLICATION CHECKLIST**
- ✓ **CUSTOMER INFORMATION**
- ✓ **CONTRACTOR INFORMATION**
- ✓ **CUSTOM WORKSHEET** providing a brief project description
- ✓ **ITEMIZED QUOTE** providing the cost of each piece of custom equipment
- ✓ **MANUFACTURER'S EQUIPMENT SPECIFICATIONS** for each piece of custom equipment

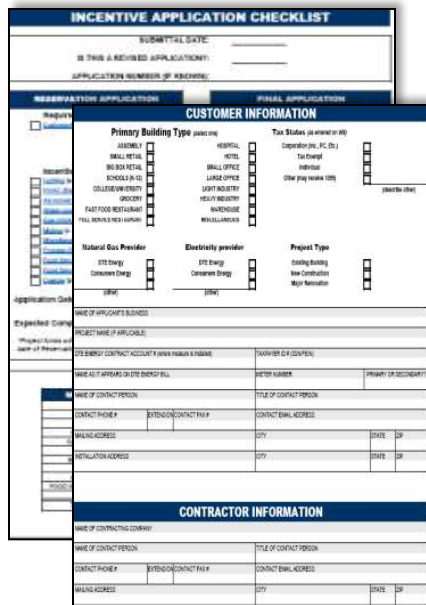
The collage displays several key forms:

- INCENTIVE APPLICATION CHECKLIST:** A checklist for determining eligibility for various incentives.
- CUSTOMER INFORMATION:** A form for providing details about the building type, primary building type, and project type.
- CONTRACTOR INFORMATION:** A form for providing details about the contractor, including name, address, and contact information.
- CUSTOM INCENTIVES WORKSHEET:** A form for detailing the specific incentives being requested, such as Energy Savers, Energy Efficient Commercial Buildings (EECB), and Energy Efficient Commercial Buildings (EECB).
- ENERGY SAVERS:** A form for providing details about the Energy Savers program, including the name of the contractor and the project location.
- QUOTE:** A detailed itemized quote for Green Lamps, including a table of specifications and pricing.

Requesting an Incentive Payment After the Project Is Completed

For both **PRESCRIPTIVE** and **CUSTOM PROJECT** incentives, the customer must complete and submit **ALL** of the following pages:

- ✓ **APPLICATION CHECKLIST**
- ✓ **CUSTOMER INFORMATION**
- ✓ **CONTRACTOR INFORMATION**
- ✓ **CUSTOMER AGREEMENT**
- ✓ All applicable **PRESCRIPTIVE** and/or **CUSTOM WORKSHEETS**
- ✓ **ITEMIZED INVOICE(S)**
- ✓ **MANUFACTURER'S EQUIPMENT SPECIFICATIONS** for all equipment



INCENTIVE APPLICATION CHECKLIST

IS THIS A REQUIRED APPLICATION? _____

APPLICATION NUMBER (if known): _____

CUSTOMER INFORMATION

Primary Building Type: ASSEMBLY, HOTEL, BUSINESS OFFICE, COLLEGE/UNIVERSITY, GROCERY, FAST FOOD RESTAURANT, FULL SERVICE RESTAURANT, INDUSTRIAL, MANUFACTURING, RETAIL, SCHOOL, TAXI STATION (as annex to city), CORPORATION (i.e., FC, S-C), TO BE DETERMINED, OTHER (please specify): _____

Natural Gas Provider: DTE Energy, Consumers Energy

Electricity provider: DTE Energy, Consumers Energy

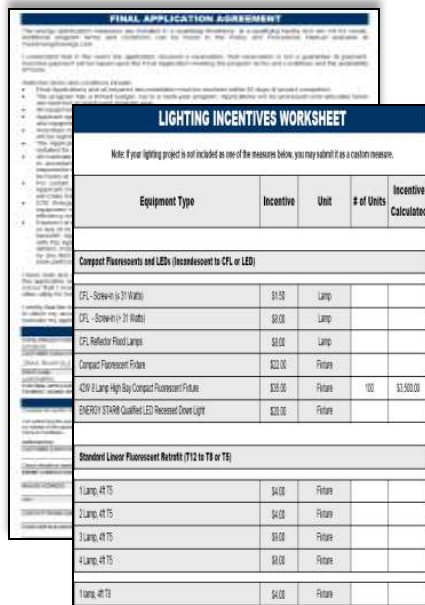
Project Type: Existing Building, New Construction, Major Renovation

CONTRACTOR INFORMATION

Name of Contracting Company: _____ Title of Contract Person: _____

Contact Phone #: _____ E-Verify/Contractor ID #: _____ Contact Email Address: _____

Street Address: _____ City: _____ State: _____ Zip: _____



FINAL APPLICATION AGREEMENT

LIGHTING INCENTIVES WORKSHEET

Note: If your lighting project is not included as one of the measures below, you may submit it as a custom measure.

Equipment Type	Incentive	Unit	# of Units	Incentive Calculated
Compact Fluorescents and LEDs (Incentive up to CFL or LED)				
CFL - Screw-In (31 Watts)	\$1.50	Lamp		
CFL - Screw-In (37 Watts)	\$1.00	Lamp		
CFL Reflector Flood Lamps	\$1.00	Lamp		
Compact Fluorescent Fixtures	\$22.00	Fixture		
4'x4' High Bay Compact Fluorescent Fixture	\$35.00	Fixture	100	\$3,500.00
ENERGY STAR® Qualified LED Recessed Down Light	\$20.00	Fixture		
Standard Linear Fluorescent Retrofit (T12 to T8 or T5)				
1 Lamp, 4' T5	\$4.00	Fixture		
2 Lamp, 4' T5	\$4.00	Fixture		
3 Lamp, 4' T5	\$0.00	Fixture		
4 Lamp, 4' T5	\$0.00	Fixture		
1 Lamp, 4' T8	\$4.00	Fixture		



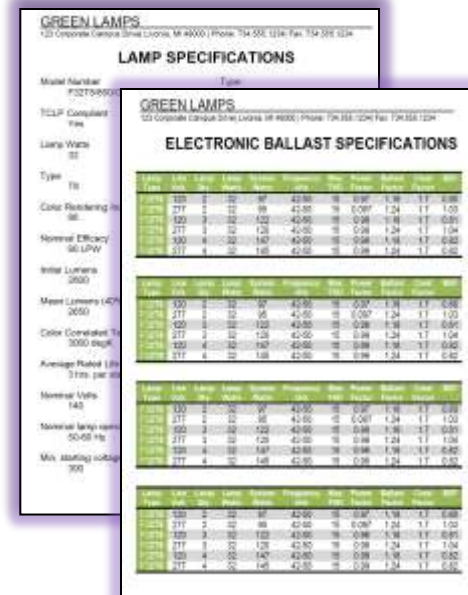
ENERGY SAVERS QUOTE

DATE: _____

QUOTE # _____

CUSTOM INCENTIVES WORKSHEET

Measure	Quantity	Unit	Incentive	Total Incentive
Measure 1: Compact Fluorescent Lamps	100	Lamp	\$1.50	\$150.00
Measure 2: Compact Fluorescent Fixtures	100	Fixture	\$22.00	\$2,200.00
Measure 3: LED Recessed Down Lights	100	Fixture	\$20.00	\$2,000.00
Measure 4: LED Recessed Down Lights	100	Fixture	\$20.00	\$2,000.00
Measure 5: LED Recessed Down Lights	100	Fixture	\$20.00	\$2,000.00
Measure 6: LED Recessed Down Lights	100	Fixture	\$20.00	\$2,000.00
Total Custom Incentives				\$17,800.00



GREEN LAMPS LAMP SPECIFICATIONS

Model Number: P32T5-8000

TCULP Compliant: Yes

Lamp Watts: 32

Type: T5

Color Rendering Index: 90

Nominal Efficacy: 80 LPW

Initial Lumens: 3000

Mean Lifetime (L70): 25,000

Color Consistent To: 3000 degK

Average Rated Life: 3 yrs per year

Nominal Voltage: 140

Nominal Lamp Length: 50-50 inch

Min. Starting Voltage: 300V

Model	Watts	Length	Temp	Temp	Temp	Temp	Temp	Temp	Temp
130	0	32	87	42.50	10	0.007	1.34	1.1	0.88
217	0	32	88	42.50	10	0.007	1.34	1.1	1.00
320	0	32	120	42.50	10	0.006	0.98	1.1	0.81
217	1	32	120	42.50	10	0.006	0.98	1.1	1.04
330	4	32	140	42.50	10	0.006	0.98	1.1	0.82
217	4	32	140	42.50	10	0.006	0.98	1.1	1.02