Consumers Energy Business Energy Efficiency Program

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Today’s Topics

• Energy Efficiency Incentive Program Overview
• 2018 Incentive Program & Requirements
• Custom Incentives
• Other Resources
• Specialty Programs
Program Overview
Since 2009:

- More than 23,000 projects have been completed
- More than 1 Million kWh and over 4 Million MCF in energy savings
Program Overview

We work with commercial and industrial contractors and customers to:

• Improve energy efficiency
• Increase energy efficiency awareness
• Reduce energy use
• Reward businesses for installing energy saving measures
Incentive Programs

Commercial & Industrial Program

• Prescriptive and Custom Incentives
• Incentive cannot exceed 75 percent of the cost of the project
• Incentives are paid directly to the customer
How the Incentive Program Works

Prescriptive

• Predetermined measures and incentives for the installation of various energy efficiency improvements
• Incentives typically average 20 percent to 50 percent of the incremental project cost

Custom

• Capital investment projects that demonstrate energy efficiency and are not eligible for a prescriptive incentive may qualify as a custom measure
• Custom incentives are determined on a case-by-case basis and are paid per unit of energy saved (i.e. $0.08/kWh and/or $8/MCF)
  • Pre application required
Getting Started

Applying for Incentive Rebates
How Do I Participate?

- Step 1: Receive **FREE** energy assessment
- Step 2: Submit a pre-notification application
- Step 3: Install equipment or perform project work
- Step 4: Submit a final application
Key Points to Remember

• Pre-Application required for most measures
• Reference your project number on your final application
• Make sure to sign the final application agreement
• Payment release authorization must be signed by the customer, NOT the contractor, where applicable
• Itemized invoices must include product description, price and quantity
• Updated measure worksheet if scope of project has changed
Custom Incentives
Comprehensive Business Incentives

- **Prescriptive Incentives**
  - Think “off the rack,” predetermined incentive levels
  - Over 400 measures in total

- **Custom Incentives**
  - Think “tailored,” custom fit to your business
  - Incentives are determined on a case-by-case basis
  - Must be between 1 year and 8 year payback period

*Note: Incentives are paid upon project completion and final engineering approval*
Milling Plants

Prospects for Energy savings

1. Facility Services
   - Lighting
   - Compressed Air
   - Space heating

2. Dust Collectors
   - Compressed air opportunities
   - Frequency drive (VFD) fans
   - Air recovery for space heat savings

3. Grain Dryers
Lighting

- LED
- Controls
Compressed Air

- 85% of the energy for compressed air is discarded as heat.

- Most common measures:
  - Compressed Air Audit with Leak Detection
  - VFD air compressor

- Other good measures include:
  - High efficiency nozzles or blowers
  - Cycling dryers
  - No-loss drains
  - Heat recovery
Space Heating

• Use an efficient heat source in the right place

• Radiant
  • Great for heating people or product below the heater
  • Air temperature can be cooler

• Direct fire make-up air heating
  • Use in buildings with process exhausts
  • Super efficient
Dust Collectors / Bag Houses

- Compressed air
  - Pulse air can be a high demand for a short time
  - Outdoor lines can freeze

- VFD fan
  - More efficient than damper control

- Heat recovery
  - Cold fresh air replaces warm plant air that is exhausted
  - VFD fan may reduce volume
  - Clean air can be ducted back in, or additional (HEPA) filtration added to allow recovery
Other Resources
Business Energy Efficiency Programs Website  ConsumersEnergy.com
Specialty Programs:

- Building Performance with ENERGY STAR®
- ENERGY STAR Certification
- Building Operator Training
- Buy Michigan Bonus
- Michigan Saves Financing
- Industrial Energy Management
Questions

What questions do you have?
Thank You

We can do this with you.

Contact the program team at:

877-607-0737

ConsumersEnergy.com/startsaving