Utility Partnership Webinar Series
Gas Utility Energy Efficiency Programs
November 2, 2010
Speakers and Topics:

- **Gas Technology Institute, Director of Business Development, Paul Armstrong** will discuss overall trends in energy efficiency, emerging gas technologies to enhance industrial energy efficiency, and the challenges of bringing those new technologies into the marketplace and incorporating them into utility energy efficiency programs.

- **DTE Energy, Principal Energy Analyst, Robert (Bob) Fegan** will give an overview of DTE Energy’s energy efficiency programs for its natural gas customers, the results in cost and energy savings of these programs, as well as DTE Energy’s vision for new and innovative programs for energy efficiency in the future.

Questions?
Email: jredick@bcs-hq.com
Presentations: [http://www1.eere.energy.gov/industry/utilities/](http://www1.eere.energy.gov/industry/utilities/)
Natural Gas Energy Efficiency and Emerging Technology Programs

Paul Armstrong

DOE ITP Industrial Utility Webinar
November 2, 2010
Outline

> GTI Overview
> Trends in Natural Gas and Energy Efficiency
> Emerging Technology Programs
> Emerging Technology Highlights
Our Company at a Glance…

> Not-for-profit research, with 65+ year history

> Facilities
  – 18 acre campus near Chicago
  – 200,000 ft², 28 specialized labs

> $60 million in revenue

> Staff of 250

> A growing business

> 1000 patents; 500 products

> Commercial partners take our technologies to market
Addressing Key Energy Industry Issues Across the Value Chain

Supply
Expanding the supply of affordable energy

Delivery
Ensuring a safe and reliable energy delivery infrastructure

End Use
Promoting the efficient use of energy resources

Reducing carbon emissions to the environment
Natural Gas Snapshot

> Flat composite demand in Res/Com
  ─ Declining use per customer

> Declining use in Industrial
  ─ Heavy loss in chemicals

> Power gen growth

> Shale gas dramatically transforming supplies and **prices**
  ─ Good news for consumers….however, **lower prices pose a challenge to customer energy efficiency investment decisions**
Industrial Sector

> U.S. manufacturing remains a world leader

> Natural gas is a vital energy option
  — And increasingly attractive with:
  > Low natural gas prices
  > Robust gas shale resources
End Use Sector Source Energy Consumption 2009

- Residential: 22%
- Commercial: 19%
- Transportation: 29%
- Industrial: 30%

Source: EIA Annual Energy Review 2009
Estimated U.S. Energy Use in 2009: ~94.6 Quads

Source: Lawrence Livermore National Laboratory 2010

Source: LLNL 2010. Data is based on DOE/EIA-0344(2009). August 2010. If this information or a reproduction of it is used, credit must be given to the Lawrence Livermore National Laboratory and the Department of Energy, under whose auspices the work was performed. Distributed electricity represents only retail electricity sales and does not include self-generation. EIA reports flows for non-thermal resources (i.e., hydro, wind and solar) in BTU-equivalent values by assuming a typical fossil fuel plant “heat rate.” The efficiency of electricity production is calculated as the total retail electricity delivered divided by the primary energy input into electricity generation. End use efficiency is estimated as 80% for the residential, commercial and industrial sectors, and as 25% for the transportation sector. Totals may not equal sum of components due to independent rounding. LLNL-MI-410527
Natural Gas Energy Efficiency Programs

> Significant growth in past three years
  > Over $1 billion combined invested in US and Canada in 2009
  > 367 bcf of natural gas savings in 2008
  > 57% of savings derived from C&I customers

Source: Consortium for Energy Efficiency
# Alignment of Business Drivers with Energy Efficiency Programs

<table>
<thead>
<tr>
<th>Rate Structure</th>
<th>EE Program Characteristics</th>
<th>Utility Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue Recovery</td>
<td>DSM Budget Weatherization Appliance Rebates</td>
<td>Neutral</td>
</tr>
<tr>
<td>Decoupled</td>
<td>Therm Savings Goal with Financial Penalty Weatherization, Rebates, &amp; Small Commercial</td>
<td>Moderate</td>
</tr>
<tr>
<td>Decoupled</td>
<td>Therm Savings Goal with Financial Reward &amp; Penalty Weatherization, Rebates, C&amp;I, Custom Programs</td>
<td>Aggressive</td>
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</table>

Utility response to EE is predicated on underlying policy, rate structure and financial incentives.
Fuel Switching Incentives Appearing in EE Programs and Filings

> Fuel switching incentives in several states:

> “Gas-only” incentives, especially high efficiency water heaters

> Several rate cases and filings underway

> Primary driver is Source Energy Efficiency vs. Site Energy Efficiency analysis
Comparison of Source Efficiencies Delivered to Customers (%)

<table>
<thead>
<tr>
<th>Source Energy</th>
<th>Extraction, Processing, &amp; Transportation</th>
<th>Conversion</th>
<th>Distribution</th>
<th>Delivered To Customer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electricity from Coal</td>
<td>100 MMBtu</td>
<td>96</td>
<td>31</td>
<td>29</td>
</tr>
<tr>
<td>29% Efficient</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Natural Gas</td>
<td>100 MMBtu</td>
<td>93</td>
<td></td>
<td>92</td>
</tr>
<tr>
<td>92% Efficient</td>
<td></td>
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</table>

1. Based on 2005 average generation efficiency

Source: American Gas Foundation, September 2009
EPA Water Heater Source Energy and CO₂ Emissions Analysis

Example: Electric and Gas Water Heaters
Site vs. Source Energy Comparison

Comparison of Site Energy, Source Energy, and CO₂ Emissions for Comparable Electric and Gas Water Heaters Operating at Minimum Federal Efficiency Levels

- Electric: 12,372 kBtu, 41,323 kBtu, 4,936 lbs CO₂
- Gas: 19,570 kBtu, 20,490 kBtu, 2,278 lbs CO₂

Source: EPA Presentation to National Academy of Sciences February 2008
R&D vs. EE Program Positioning

EE Programs
Traditional Deployment

EE Programs
“Emerging Technology Program”

EE Programs
Traditional Deployment

R&D Programs

1. Idea Generation
2. Tech/Market Evaluation
3. Research Initiation
4. Tech Development
5. Product Development
6. Demo and Deployment
7. Commercial Introduction
8. Implementation
Emerging Technology Program Value Proposition

> Mature Energy Efficiency programs include an “emerging technology” component (e.g., California)
> Helps position utilities to drive new efficient technologies into their market and meet mid & long-term goals
> Minimize risk and incentivize commercial partners to introduce new, higher efficiency equipment and building envelope practices
> Share in the knowledge and information gained from demonstrations to craft future plans and incentive programs
> Fill the new product funnel so you can continue to meet future annual EE goals
Emerging Technology Program

> Deploy and advance the **next generation** of end-use technologies, creating a pipeline of new products focused on increasing energy efficiency and reducing greenhouse gas emissions.

> Ensuring **value for stakeholders** by addressing implementation barriers and associated risks related to market acceptance and adoption of emerging technologies.
Components of a Successful Emerging Technology Program

> Market Analysis
> Technology scanning and due diligence
> Codes and Standards
  — Reducing implementation barriers
> Field demonstrations
  — Validate performance and costs
> Education and outreach
  — Seminars and workshops
  — Case studies
  — Website
  — White papers
Emerging Technology Highlights

> Advanced Heat Recovery System
> CHP Systems
> Solar Thermal Hybrid Systems
> Glass Melting
> Process Drying
Transport Membrane Condenser (TMC)

> Tubes with nanoporous membrane that selectively removes water from the flue gas through low-pressure-drop capillary condensation

> Simultaneously captures waste heat and pure water (from combustion products)
  - Saves energy and offsets need for fresh water

> Applicable to wide range of applications
  - Industrial and commercial boilers
  - Steam power plants, engines and turbines
  - Industrial drying and dewatering processes
Ultra-High Efficiency Boiler
TMC/AHRS for Baxter Healthcare

> Captures 40% of exhaust water
> Boosts industrial boiler efficiency by 12-15%
Cannon Ultramizer System

- Combines Cannon’s HTE and LTE Feedwater Heaters with TMC Technology to provide the ultimate in heat and water recovery
- TMC Technology recovers Sensible and Latent Heat from flue gas stream
- Recovers clean water from natural gas burning combustion systems
- Boiler efficiencies of 95% are possible
- Reduction in emissions is equal to the reduction in fuel consumption
- Three year simple paybacks possible
Advanced Heat Recovery System

The Evolution from Commercial Boilers thru Residential Humidification

Super Boiler

AHRS

Platform Technology focused on Energy Efficiency
- Initiated with Fed funding, leveraged industry & State
- AHRS through entire stage-gate to commercial release
- Migration of technology to new applications and contracts
  - Residential TMH
  - Industrial Process

Residential Transport Membrane Humidifier
Combined Heat and Power (CHP) Systems

> Engine, microturbine, turbine, and fuel cell systems
  - Micro to large commercial and industrial (<5 MW)
    > Current projects with micro CHP (1-30 kW)
  - Raise power efficiency
  - Enhance fuel flexibility to use biomethane and waste fuels
  - Effective heat recovery (hot water, steam, thermal-driven cooling)
FlexCHP Power & Steam Package

> Fully integrated high-efficiency ultra-clean power and steam package

- NOx emissions less than 0.07 lb/MWh to comply with strict CA standards
- Power generator (turbine)
- Waste heat boiler fed with turbine exhaust gas plus a low emission supplemental burner
- 85% system efficiency
Solar Thermal

>Solar Thermal can push efficiency levels beyond 100%
  - Low temp $\rightarrow$ hot water
  - Higher temp $\rightarrow$ steam, absorption cooling, process heat

>Solar Thermal captures higher levels of the sun’s energy
  - Solar thermal: 40 to 60%
  - Photovoltaics: 7 to 25%

>PV is around 5 times more expensive & 5X larger footprint
Solar Thermal - Many Uses Across The Temperature Spectrum

> Numerous commercial and industrial uses in the 100-200°C (200-400 °F) range

- Double-effect absorption cooling
- Steam generation
- Hot water for sterilization/cleaning
- Industrial drying
- Water treatment and desalination
Solar Thermal & Absorption Chilling

> Non-tracking collector can drive a double effect chiller
  – 302F minimum input temp
  – 1.3 COP vs. 0.7 for 1E
  – 1000m² drives 120 tons (420kW)
  – Natural gas steam or waste heat supplement or back-up energy

> Factors driving solar thermal chilling in US
  – High electric energy prices
  – High peak demand charges
  – Renewable energy incentives or mandates
  – Carbon emission reduction
Submerged Combustion Melter

> Developing revolutionary melter for producing industrial materials
  – Various glass products, sodium silicate, waste material recycling (waste fiberglass, electric arc furnace dust vitrification), etc.

> Unique submerged combustion process yields major improvement in capital cost, productivity, flexibility, footprint, efficiency

> Working with variety of industrial partners

> Multiple licensees
IMM Plant – North America’s First SCM Production Facility

> International Melting & Manufacturing
  - First commercial use of Submerged Combustion Melter (SCM) technology
  - Joint venture of Steel Dynamics and private investors (LaPorte, IN)
  - Produce a specialty vitrified abrasive from electric arc furnace (EAF) waste dust
Gas-Fired Drum Dryer

> Direct-fired industrial drum dryer for food, paper, chemicals

> Successful field test with ConAgra for food processing

> Demonstrated increased productivity & efficiency benefits

> Applicable to food, paper drying

> Commercial partners:

  > GL&V

  > Flynn Burner
Summary

> Gas efficiency programs growing at double digit rates
> Important to align policy, rate structures and incentives
> Programmatic gap exists in the Emerging Technology arena
> Emerging technologies will become more important in achieving energy savings goals as energy efficiency programs mature
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DTE Energy
Your Energy Savings™
Energy Optimization Program

for

DOE Industrial Utility Webinar

Bob Fegan
November 2, 2010
DTE Energy

- HQ Detroit
- Operates business units in 29 States
- Largest operating subsidiaries are regulated utilities Detroit Edison and MichCon
DTE Energy

- Detroit Edison
  - 2.2 Million Electric Customers
  - 11,080 MW Generation (Coal, Gas, Nuclear, Pumped Hydro)

MichCon

- 1.2 Million Natural Gas Customers
- 35% of Michigan Gas Storage Fields
Energy Optimization Program Timeline

Legislation signed

EO plan filed

Select Prime Implementation Contractors

Launch Programs

October 6, 2008
March 4, 2009
May 2009
Mid summer 2009

December 4, 2008
February 17, 2009
June 2, 2009

MPSC temporary order

Issued RFP’s

EO Plan approved by MPSC
Comparison of Start-Up Lead Time and Savings Goals – Year 1 of Programs

Avg Quarterly MWh Savings as % of Annual Sales

Months between Commission Order and End of Program Year 1

- DTE: Most aggressive given timeline
- ComEd
- SW Pub Service
- E.ON-US
- EAI
- Oncor
- We Energies
We offer a variety of Energy Efficiency programs to our customers.
External Resources

3rd Party Implementation Contractors
- day-to-day implementation responsibility
- application and incentive processing
- incentive payments
- Tracking
- verification, technical support, customer support, and marketing jointly with Detroit Edison

Trade Allies
- Builders, remodelers, dealers, distributors, manufacturers and participating retailers
- Coordination, training and relationship building will be crucial for the success of the programs

Evaluation, Measurement & Verification (EM&V)
- Develops a comprehensive evaluation plan to assess the program’s benefits, validate results and identify improvement opportunities
Residential and Small Business
ENERGY STAR Products

• Provide *customer incentives* and retailer support to increase usage of ENERGY STAR products.

  ❖ CFL Bulbs - Discounted Compact Fluorescent Light bulbs are available starting at 99¢ at participating retailers.

  ❖ Clothes Washers - $25 to $50 incentive

  ❖ Dehumidifiers - $25 incentive

  ❖ Room Air Conditioners (AC) - $25 incentive

  ❖ LED Holiday Lighting - $3.50 per string incentive

* Incentive amounts are subject to change.
Residential HVAC

• Provide customers incentives* and trade ally support to install energy-efficient heating and cooling equipment.

• Central AC units:
  • 14 SEER rating - $100 incentive per unit
  • 15 SEER rating - $250 incentive per unit
  • 16+ SEER rating - $350 incentive per unit

• Gas Furnaces, Boilers and Electric Heat Pumps – $100 to $350 incentive per unit
  • Gas furnaces 92% AFUE - Federal = 95%
  • Air Source Heat Pumps

• Tankless or tank gas water heaters
  • Tank gas water heater - $35 (> 62% eff.)
  • Tankless water heater - $150

* Incentive amounts are subject to change.

May be combined with Federal Incentives
Residential Appliance Recycling

- Provides customer incentives* by removing *operable*, inefficient refrigerators, freezers, room air conditioners and dehumidifiers from the utility grid in an environmentally safe manner.

  - Non–Energy Star Refrigerator  $40 incentive
  - Non-Energy Star Freezer  $40 incentive
  - Dehumidifiers  $20 incentive
  - Room Air Conditioners  $20 incentive

* Incentive amounts are subject to change.
• Direct install of EE measures for in-unit and common areas
• Target residential customers living in multifamily buildings with 5 or more units
  • In-unit - no cost for installations
  • Common areas – landlord co-pay from Building Owners

• In-unit direct installations include:
  ❖ ENERGY STAR CFLs
  ❖ Energy-efficient showerheads and faucet aerators
  ❖ Pipe insulation
  ❖ Programmable thermostat

• Common area measures include:
  ❖ T8 or T5 lamps with high performance electronic ballasts
  ❖ Hard wired CFL fixtures
  ❖ LED exit signs
  ❖ Efficiency focused system controls – sensors, timers, dimmers
  ❖ Parking lot and safety lighting
Residential New Construction

• The program provides incentives* to homeowners and builders/developers to build ENERGY STAR certified homes that out-perform the current Residential Energy Code

• Incentives are paid to cover most of the cost of getting the house ENERGY STAR rated

• Michigan Residential Energy Code changed during program development, which eliminated most of the energy savings advantage of ENERGY STAR over Code minimums

• Launched in 2010

* Incentive amounts are subject to change.
Residential Low Income Program

• To reduce the energy use of Detroit Edison and MichCon’s low-income homeowners through improvements to their existing home at no cost to them

• The target market is customers with household incomes at or below 200% of the federal poverty guidelines

• The program is designed to provide additional funding to the local Community Action Agency Weatherization Providers

• Federal Stimulus programs created substantial competition for our Program during 2009
3 Levels of Energy Audits

- Level 1, Option 1 - On-Line My Energy Analyzer with $25 kit mailed
- Level 1, Option 2 - In-House Survey with a $25 CHARGE and kit delivered
- Level 2 - Market-based energy audit with some diagnostic testing $200 - $250 incentive*
- Level 3 - Market-based energy audit with extensive diagnostic testing $300 - $350 incentive*

Customers who first have an Energy Audit qualify for higher weatherization incentives (insulation and air sealing) and rebates on the Energy Audit cost

* Incentive amounts are subject to change.
C&I Program Overview – Prescriptive Incentives

- **Program Description**: Incentives for energy efficiency equipment upgrades and improvements including: lighting, heating, cooling, refrigeration, and motors, variable speed drives, and other miscellaneous equipment. Building envelope improvements / weatherization.

- **Example incentives**:
  - T8 2 foot 4 lamp fixture - $8/per fixture
  - Central lighting control - $600 per 10,000 sqft of area
  - Motors 125 – 250 HP - $1.50 per HP
  - Roof insulation - $100 per 1,000 sqft installation

- **How to participate**: Applications available on-line with instructions on how to submit with proper evidence of purchase and installation

* Incentive amounts are subject to change.
C&I Program Overview – Custom Energy Efficiency Projects

- **Program Description**: A program that allows implementation of energy efficiency measures specific to unique operations or industrial processes.

- **Incentive Structure**:
  - Three tiers of per kWh ranging from $0.08 - $0.12 per KWh of first year annual savings
  - Three tiers of per CCF incentive from $0.40 - $0.80 per CCF of first year annual savings
  - Detroit Edison limit - $150,000 per facility* and $500,000 for all facilities in any one year
  - MichCon limit - $25,000 per facility and $100,000 for all facilities in any one year

- **How to participate**: Application to reserve funding, pre/post implementation engineering studies, proof of installation for receipt of incentive

* A facility is defined as: Any single metered site or a multiple metered site on a contiguous parcel of property
• **Program Description**: A program that provides incentives to upgrade the whole building as a system, above current commercial building codes.

• **Incentive Structure**:  
  – Incentives and limits similar in structure to Custom Energy Efficiency Program  
  – Tier 1: 10-20% above baseline building energy codes,  
  – Tier 2: >20% above baseline building energy codes, and  
  – Tier 3: >30% above baseline building energy codes.  
  *(performance above local building code or ASHRAE 90.1-2004 standards)*

• **Program launch**: Launched in 2010

• **How to participate**: Application to reserve funding, pre/post implementation engineering studies, proof of installation for receipt of incentive
Commercial & Industrial

- Energy Audits
  - envelope and some mechanical measures

- Engineering Studies
  - process equipment and more complex HVAC measures

- Energy Audit Rebates - NEW in 2010
  - 25% of the first cost up to $750 Rebate
  - 25% optional additional rebate on project completion
Objectives:

• Connect customers looking for services with those offering the services
• Support local Trade Allies of energy efficient products and services
• Stay ‘in the loop’ of who is offering what products and services in our service territory
• No cost to Trade Allies

https://www.dteenergy.com/eed/directorySearch.faces
Reservation Timeline

- Reservation Application Submitted
- Optional: Pre-Project Inspection
- Reservation Letter Issued
- Project Work Initiated
- Project Completed
- Incentive Application Submitted
- Optional: Post-Project Inspection
- Final Review and approval
- Check Issued
- Reservation Expires

Timeline:
- Not more than 60 days
- 4-6 Weeks
- Not more than 90 Days
- 4-8 Weeks
• Electric goals
  – 64,000 MWh’s actual

• Gas goals
  – 110,000 MCF actual

• Total incentives paid out $4.1 million (C&I ONLY)
2009 C&I Prescriptive Measures Submitted

**Electric**
- Lighting, 94.75%
- HVAC, 4.21%
- Food Service, 0.01%
- Process Energy, 0.95%
- Motors, 0.04%
- Misc, 0.04%

**Gas**
- HVAC, 98%
- Food Service, 2%

Program Data as of December 1, 2009
2009 C&I Custom Measures Submitted

Electric

- Lighting, 78.99%
- HVAC Elect., 14.62%
- HVAC VSD, 3.03%
- Chiller (screw), 3.32%
- Chiller (Centr), 0.04%

Gas

- Gas Misc, 49%
- HVAC, 51%

Program Data as of December 1 2009
Energy Optimization Targets

**Electric Energy Savings Targets**

- **2009**: 62,000 MWH (83% increase)
- **2010**: 76,102 MWH (23% increase)
- **2011**: 139,609 MWH

**Gas Energy Savings Targets**

- **2009**: 79,000 MCF (152% increase)
- **2010**: 212,525 MCF (169% increase)
- **2011**: 534,944 MCF
New Programs and/or Policies for 2010
New January 1, 2010
Incentive caps of 50% of the incremental cost or $150,000 per facility

<table>
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<th>Program</th>
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<th>Products</th>
<th>Channel</th>
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<td>C&amp;I New Construction and remodeling</td>
<td>The C&amp;I New Construction Program provides design assistance and custom incentives to customers for building more efficient new buildings and installing energy-efficiency equipment and controls that are not required by building energy codes and are above standard construction practices</td>
<td><strong>Electric products:</strong> Lighting, HVAC, Building envelope, Controls <strong>Gas products:</strong> New or remodeled facilities, Projects within designated development zones</td>
<td>Architects and Engineers, Building Owners</td>
</tr>
</tbody>
</table>
Technical Assistance Incentives

- Financial assistance to help in creating building models/analysis
- Covers 50% of the cost of the analysis up to $3,000
- Half of the incentive is paid upon completion of the technical assessment
- Final payment is given after the installation of the measures recommended in the analysis.

Application Process overview

Submit Technical Assessment Application

Complete Assessment (baseline established)

Install EO measures, project is complete

Inspect site, submit final application

Pay incentive to customer
# C&I – RFP Program

**New January 1, 2010**

<table>
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<tr>
<td>C&amp;I RFP</td>
<td>The C&amp;I RFP Program provides custom incentives to select C&amp;I customers/markets on a very targeted and limited time basis for the installation of innovative and non-standard energy-efficiency equipment and controls.</td>
<td>Unique processes and technologies</td>
<td>Account Mgrs/Energy Partnership Equipment Dealers &amp; Dist.</td>
</tr>
</tbody>
</table>

- New program in January of 2010
- The RFP targets specific technologies and/or markets
- Both prescriptive and non-prescriptive measure can be included in the RFP
- Incentives levels are established/offered based on cost-effectiveness
- The RFP requirements may include years of payback, total incentive dollars per customer per year and percentage of total project cost
2010 Program Results

- Active applications received: over 1900
- Total number of measures: over 4400
- Customers involved with program: over 1100
- Total incentives reserved for gas and electric projects: over $10M
- Savings of over 120,000 MWH expected
- Savings of 300,000 MCF expected

*Based on data as of October 2010*
2010 Prescriptive Electric Breakdown

- HID to Fluorescent, 44.10%
- Lighting Controls, 13.46%
- Other Lighting Technologies, 11.68%
- Misc., 5.98%
- CFL & LED, 5.58%
- Delamping, 4.83%
- Process Electric, 4.38%
- Exterior and Garage HID, 3.16%
- HVAC, 3.93%
- Food Service, 2.60%
- Motors, 0.03%
- Screw Chillers, 0.11%
- Centrifugal Chiller, 0.16%

*Figures based on data as of October 2010*
2010 Prescriptive Gas Breakdown

- Boiler, 14.52%
- Boiler Tune-Ups, 22.58%
- Boiler/HVAC Controls, 44.69%
- Steam Traps, 9.23%
- Other Gas, 6.34%
- Water Heating, 2.56%
- Food Service, 0.07%

*Figures based on data as of October 2010*
2010 Custom Electric Breakdown

- Lighting, 73.33%
- Motor, 3.30%
- HVAC (VSD), 3.15%
- Process Electric, 1.41%
- HVAC, 0.79%
- Food Service, 0.51%
- Chiller Screw, 0.16%
- Misc. (Electric), 17.35%

*Figures based on data as of October 2010*
2010 Custom Gas Breakdown

*Figures based on data as of October 2010

- HVAC, 11.29%
- Food Service, 0.05%
- Misc. (Gas), 88.66%
Summary of Customer Count Distribution per Commercial and Industrial Markets

- Retail (Non Food): 16.56%
- Services: 20.58%
- Schools: 8.84%
- Retail Food: 7.56%
- Petro/R&P: 0.48%
- Mining/Const: 0.16%
- Other: 1.13%
- Lodging: 1.13%
- T/C/U: 1.93%
- Universities: 1.29%
- Wholesale: 1.45%
- Auto: 4.34%
- Fab Metal: 3.05%
- Fin/Rea Estate: 9.65%
- Government: 5.95%
- Hospital/Medical: 4.02%
- Other Manufacturing: 10.29%
Case Studies (2010)

– Gwinn High School
– Milliken Ford (dealership)
– Parish Printing Services
– Grocery stores (Jan 2011)

Proposed Niche Market Outreach program for 2011:

– Restaurants
– Lodging
– Health and medical
Your Energy Savings℠ website – www.youreenergysavings.com
Contact Info

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For More Information:

DOE Industrial Technologies Program (ITP) Utility Partnerships
www.eere.energy.gov/industry/utilities

DOE ITP Utility Partnerships and Resources, including past webinar presentations:
http://www1.eere.energy.gov/industry/utilities/tools_and_resources.html

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Utility Partnerships Webinar Presentations are posted on the ITP Utility Partnerships Resources and Tools webpage: http://www1.eere.energy.gov/industry/utilities/

Follow the above link to register for upcoming webinars.

The next webinar is on State Policies to Promote Utility Energy Efficiency Programs, December 7, 2010 from 12-2pm EDT.