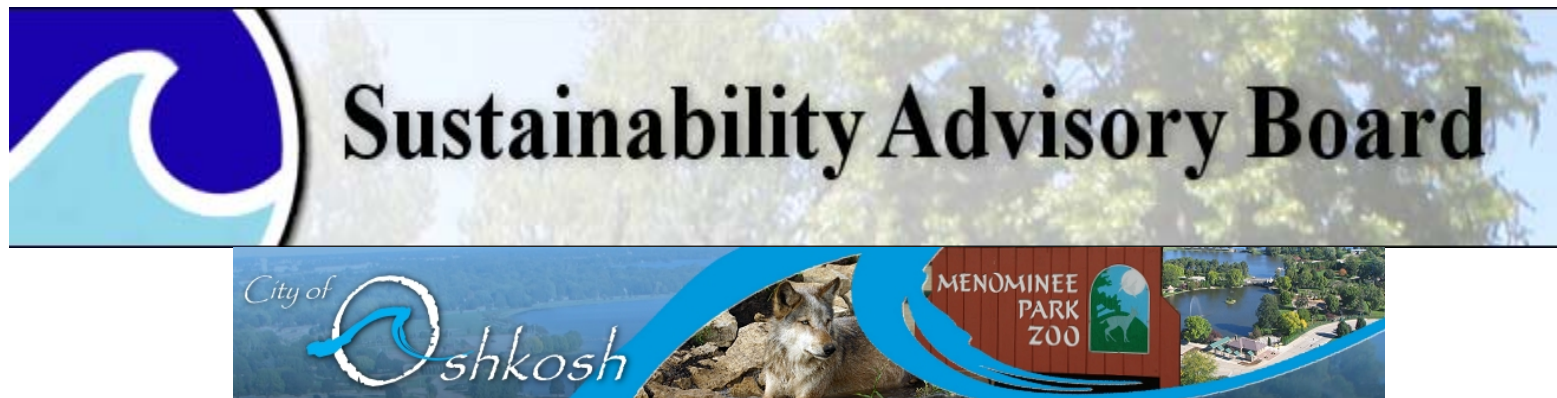


# Focus On Energy Schools & Government Program



Presented by Nate Curell & Bill Plamann  
August 2, 2010

# Presentation Objectives

- Provide a Focus On Energy Schools and Government Program Overview
- Explain the relationship between CESA #10 and Focus on Energy
- Overview of Focus on Energy Incentives and Website
- Discuss opportunities and interaction going forward
- Answer Group Questions

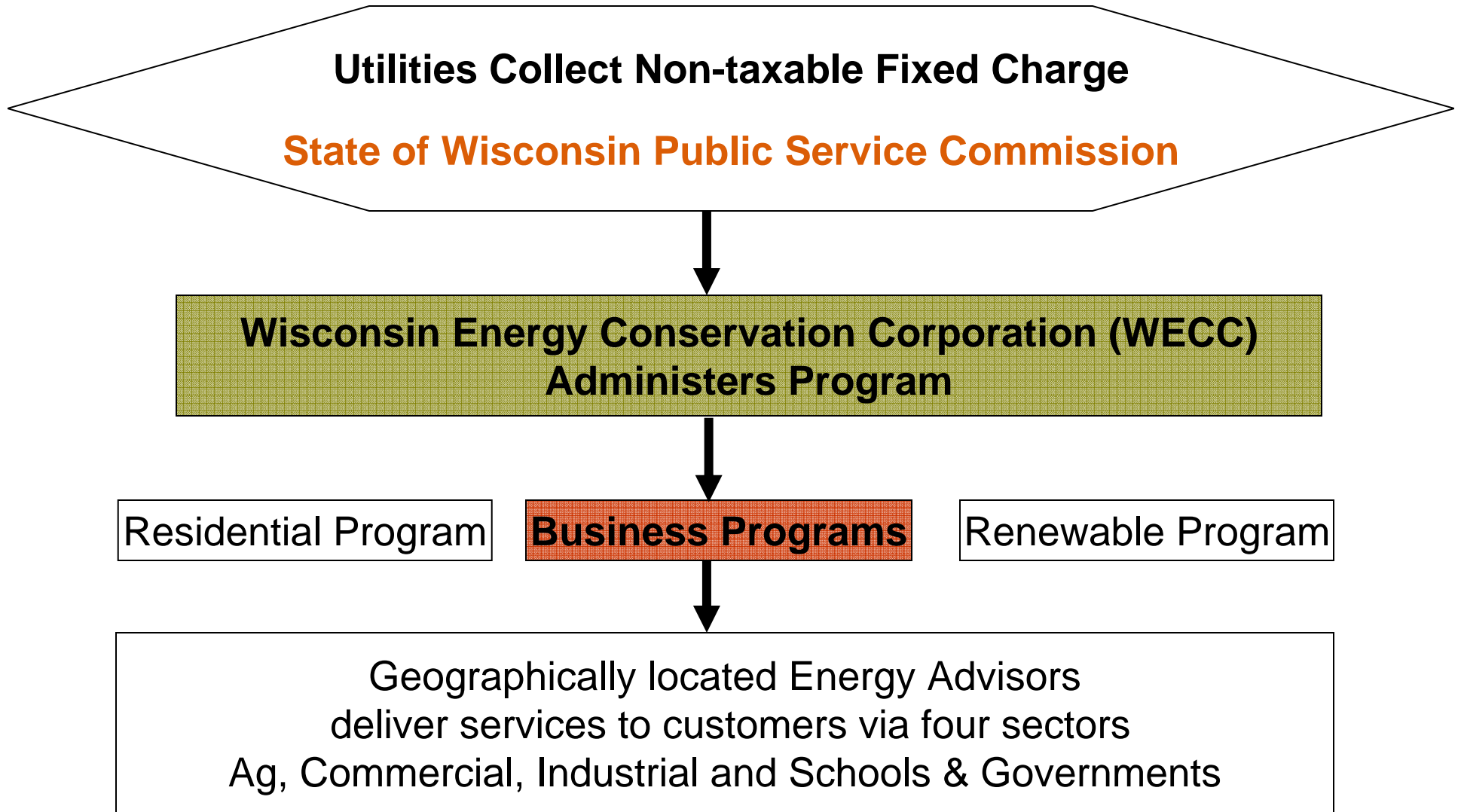
# What is Focus on Energy?

- Wisconsin's statewide energy efficiency and renewable energy program
- Legislature created the program in 1999; expanded in 2005
- Helps implement projects that would not occur otherwise
- Customer eligibility based on their electric and/or natural gas utilities

# Focus on Energy Offers...

- Residential, Business and Renewable Energy Programs
  - Single and multifamily homes
  - Commercial, industrial, agricultural and school/government buildings
- Education, technical expertise and financial assistance

# Programs Delivery Model



# What Is CESA #10 and What Does It Have To Do With Focus on Energy?

- CESA is the Cooperative Educational Services Agency
- The basic mission of CESA 10 is to assist school districts with services they would otherwise have difficulty providing, or services that are mandated by state or federal government.
- CESA# 10 is the administrator for the *Focus on Energy Schools and Governments Program* for the for the State of Wisconsin

# Program Purpose Statement

- Provide technical expertise, training and financial incentives to help implement innovative energy management projects.
- Implement projects that otherwise would not get completed or to complete projects sooner than scheduled.
- Manage rising energy costs, protect the environment, and control the State's growing demand for electricity and natural gas.

# Business Program Services

- Provide unbiased information and assistance with energy efficiency projects.
- Communicate with contractors, architects/engineers, and other suppliers to encourage project implementation.
- Offer financial incentives to buy-down the cost of energy efficient projects.
- Provide education and training programs.



# Significant Training Opportunities

- Commercial Practical Energy Management (CPEM)
- Building Operator Certification (BOC)

# Commercial Practical Energy Management (CPEM)

- Systematic Process to assess energy costs
- Identify energy savings opportunities
- Maximize returns on energy related investments

Continental breakfast and lunch are included  
Tuition reimbursement available

# Building Operators Certification (BOC)

- Intensive, competency-based training.
- Over an eight week period, one day per week.
- Overview and cross-training areas:
  - #101 Building Systems Overview
  - #102 Energy Conservation Techniques
  - #103 HVAC Systems and Controls (2 consecutive days)
  - #104 Efficient Lighting Fundamentals
  - #105 Maintenance and Related Codes
  - #106 Indoor Air Quality
  - #107 Facility Electrical Systems
- Continental breakfast and lunch are included.

# Upcoming 2010 Training Dates

## PEM Training

- **September 20, 2010, Holiday Inn Campus Area, Eau Claire (Register by September 11)**
- **October 27, 2010, Brett Favre Steak House, Green Bay (Register by October 16)**
- **December 2, 2010, Brookfield Suites Hotel, Brookfield (Register by November 20)**

## BOC Level 1 Training

- **BOC 101-Building Systems Overview: Sept. 15, Brookfield, Wis. +**
- **BOC 107-Facility Electrical Systems: Sept. 29, Brookfield, Wis. +**
- **BOC 102-Energy Conservation Techniques: Oct. 13, Brookfield, Wis. +**
- **BOC 103A-HVAC Systems and Controls: Oct. 27, Brookfield, Wis. +**
- **BOC 103B-HVAC Systems and Controls: Oct. 28, Brookfield, Wis. +**
- **BOC 104-Efficient Lighting Fundamentals: Nov. 10, Brookfield, Wis. +**
- **BOC 105-O&M Practices for Sustainable Buildings: Dec. 1, Brookfield, Wis. +**
- **BOC 106-Indoor Air Quality: Dec. 15, Brookfield, Wis. +**

# Focus on Energy Incentives

# Focus on Energy Incentives

- Purpose of the incentives
- Custom Incentive Program
  - Tier 1 Technologies
  - Tier 2 Technologies
- Prescriptive Incentive Program
- New Construction Grants
- Renewable Grants

# Purpose of Incentives

- Manage rising energy costs
- Improve productivity, including quality improvements, modernization or capacity additions
- Implement energy-related best practices
- Enhance operational and worker productivity, safety and comfort
- Reduce operating and maintenance costs

# Custom Incentives

- You must work with a Focus on Energy advisor prior to project initiation to obtain incentives.
- Custom incentives will not be provided for projects falling under a 1.5 year payback.
- Custom incentives are provided to cover no more than 30 percent of a project's cost.
- The maximum incentive for a custom project is \$250,000.
- The maximum incentive an individual customer may receive per year is \$500,000.



# Custom Incentives

- Custom incentive levels are calculated based on estimated first year energy savings associated with a project or technology.
- Tier 1 technologies/projects - \$0.03/kWh, \$125/peak kW\* and \$0.30/therm.
- Tier 2 technologies/projects - \$0.045/kWh, \$200/peak kW\* and \$0.45/therm.

*\* Peak kW is determined by the kW load reduction occurring between 1:00 pm and 4:00 pm on weekdays during June, July and August*


# Prescriptive Incentives

- Prescriptive incentives are available for commonly installed equipment that is a direct one-for-one replacement (i.e., 2 lamp T12 to 2 lamp HP T8).
- Important to make sure the equipment that is purchased meets the prescriptive requirements.
- If your project does not fit one of the descriptions as listed on the application, it may still qualify as "custom" incentive.

# Prescriptive Measures

## Examples of types of technologies:

- Lighting
- Efficient heating and cooling
- Motors and VFDs
- Food service
- Compressed air
- IT technologies
- Ag specialty
- Greenhouse specialty

**MOTORS AND VARIABLE FREQUENCY DRIVE INCENTIVE APPLICATION**  *The power is within you.*

Focus on Energy's Incentive Program offers cash rebates for prescriptive measures and incentives to drive further energy efficiency and renewable energy projects. We provide technical support, testing and financial incentives to help implement renewable energy management projects. We place emphasis on helping treatment projects that otherwise would not get completed, or to complete project sooner than scheduled. Do not use this Measure incentive and business energy saving credit, protect our investment and contact the state's governing agency for electricity and natural gas.

**CUSTOMER INFORMATION**

Company Name \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Project Contact: Name: Distributor or Contractor Name \_\_\_\_\_ Field Representative \_\_\_\_\_

Corporation Name (if different than Customer Information) \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Project Type:  New Construction  Business Type:  Retail  Grocery  Health Care  Lodging  Retail  Office  Agriculture  Industrial  Educational Facility  
 Security Replacement  Local Government  Multi-Family Building Owner  Other \_\_\_\_\_

Electric Utility \_\_\_\_\_ Electric Utility Account Number \_\_\_\_\_

Gas Utility \_\_\_\_\_ Gas Utility Account Number \_\_\_\_\_

Sq. Ft. of Business \_\_\_\_\_ Annual Hours of Operation \_\_\_\_\_

Company Name Above. Must include Federal Tax ID \_\_\_\_\_ or Social Security Number \_\_\_\_\_  
 Corporation Name Above. Must include Federal Tax ID \_\_\_\_\_ or State Security Number \_\_\_\_\_

Make Incentive Check Payable To: \_\_\_\_\_  
Must include Federal Tax ID \_\_\_\_\_ or Social Security Number \_\_\_\_\_  
Business Type:  Corporation  Partnership  Sole Proprietorship  Other \_\_\_\_\_

The following certifications are required in order for the rebate to be available for the IES Item #01:  
1. The number above on this form is the correct taxpayer identification number.  
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the IRS that I am subject to backup withholding as a result of a failure to report all interest or dividend or (c) the IRS has notified me that I am no longer subject to backup withholding.  
3. I am a U.S. citizen (including a U.S. resident alien).

We, the undersigned, agree that the stated energy efficiency measure(s) was (were) installed at the site listed above as part of the Focus on Energy Program. In addition, the customer agrees to qualify accordance site visits that may be made by the staff of the Focus on Energy Program.

Company Representative (print) \_\_\_\_\_ Signature \_\_\_\_\_ Date \_\_\_\_\_  
Distributor or Contractor Name (print) \_\_\_\_\_ Signature \_\_\_\_\_ Date \_\_\_\_\_

Valid for projects completed by 5/30/07. Forms must be submitted within 90 calendar days of project completion and no later than July 31, 2007. Incentives are available on a first-come, first-served basis. This offer is subject to change or termination without notice. A copy of an invoice for the project must be included to qualify for an incentive.

**INTERNAL USE ONLY**

Approving Program Manager \_\_\_\_\_ Date \_\_\_\_\_

Return signed, completed form within 90 calendar days of installation to: Focus on Energy, 403 W. Foster Street, Port Washington, WI 53074. Direct inquiries to (888) 598-4376. Learn more about additional incentives at [focusonenergy.com/financialincentives](http://focusonenergy.com/financialincentives).

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# Lighting Opportunities

- System efficiency
- Technology advances – CFL's & LED's
- Light levels – control options
- Lamp/bulb type (Are they energy efficient?)
- LED traffic signals
- Occupancy sensors – where to use them
- Vending machines

# HVAC Opportunities

- Boiler upgrades
- Linkageless controls
- Air handling units
- DDC control update
- Steam traps
- Occupancy control adjustment
- Large space air management
- VFD applications

# Swimming Pool Opportunities

- Pool cover
- Water supply
- VFD's on pumps
- Humidification controls
- Air management
- Solar

# Computer Shutdown

- Computers burn 120-200 watts per hour (depending on model)
- Average \$10 - \$15 per computer/per year
- Power in numbers
- Software available for automatic shutdown every evening
- [www.ecasd.k12.wi.us/departments/technology/Energy/EnergyStudy.htm](http://www.ecasd.k12.wi.us/departments/technology/Energy/EnergyStudy.htm)

# Vending Misers

- A vending machine typically costs about \$380 in electricity each year.
- With a Vending Miser, the electricity consumption can be cut in half.
- Vending Misers cost about \$165 and have a pay-back of about 1-2 years.
- Vending Miser has been tested by The Coca-Cola Company and The Pepsi-Cola Company and they have concluded that the VendingMiser has no impact on product quality or on the vending machine.



# New Construction Grants

- Systems Track: prescriptive incentive form, custom equipment incentives.
- Whole Building Track: energy modeling as basis for incentive.
- Additional technical assistance, building owner cost-share for assistance, post-installation review.

# Renewable Energy Program

- Solar electric
- Solar thermal
- Wind
- Biogas
- Non-residential biomass

# Renewable Energy Services

- **Information and advice** via telephone, fact sheets, workshop scholarships, community outreach, and website
- **Site assessments** to determine feasibility of renewable energy installation
- **Financial incentives** up to 35% of project cost, based on energy production and Tier
- **Installation assistance & referrals**

# Renewable Grants

- Focus on Energy has Renewable Group of experts that specialize in different technologies.
- Energy Advisors will be the main contact for all renewable projects.
- Visit [www.focusonenergy.com](http://www.focusonenergy.com) for more specific information.

# Information & Education

- Literature and fact sheets
- Displays, exhibits and presentations
- Internet: *focusonenergy.com*
- Community events:  
*focusonenergy.com/communities*
- KEEP (K-12 Energy Education Program)



# Summary

- Goal is to save you dollars through reduced energy consumption.
- Focus on Energy provides incentives to move projects forward.
- Just because you did not see a technology in this presentation, please don't assume that it would not qualify.
- You have paid for us – USE US!!!

# *How Do I Get Started on a Project?*

- Focus on Energy General Information – Schools and Governments Program
- Contact Program Assistant – Kathy Dean (715) 720-2161
- Specific product or project information or to discuss an energy audit
- Contact your local Energy Advisor - Nate Curell @ (715) 720-2141
- Website – [www.focusonenergy.com](http://www.focusonenergy.com)

# Non-Focus on Energy Topics

- Energy Star
- LEED
- 25 X 25 Plan
  - 25% of electricity from renewable sources and 25% of transportation fuel from renewable sources by 2025
  - WI OEI Energy Independent Communities



***THANKS!***

**Focus On Energy  
Schools & Government Program**

**ANY QUESTIONS ?**

**[www.focusonenergy.com](http://www.focusonenergy.com)**