2016
Agriculture Program
and Incentives
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Agenda

• Program Overview
• Special Offers
• 2016 Agriculture Program
• Designated Trade Allies
Program Overview
The impact of saving energy

- Our customers have realized savings of:
  - 13 million Mcf in natural gas.
  - 5,000 GWh in electricity.
  - $400 million in total energy costs.

These energy savings translate into 4 million tons of CO₂ not being pumped into the atmosphere.

*Household data based on estimates from the U.S. Energy Information Administration.
*CO2 calculations based on U.S. Environmental Protection Agency guidelines.
For a customer to receive incentives

• Qualified measures must be installed at facilities served by DTE Energy.

• Projects must involve a capital investment that results in an improvement in energy efficiency of a system or building.

• The equipment installed must be new and meet the specifications spelled out in the Catalog.

• For each site, there must be at least one meter that is on an eligible rate schedule.

• You must be in good standing with DTE Energy. The Agriculture Program is designed so residential rate code customers may apply.
These do **not** qualify for an incentive

- Customers who self-direct (and have opted out of the program)
- Load shifting/demand limiting projects.
- Renewable energy projects.
- Power quality improvements.
- Fuel switching projects.
- On-site electricity generation.
- Changes in operational and/or maintenance practices or simple control modifications that do **NOT** involve capital costs.
Special Offers
Financing from Michigan Saves

• 0% financing on up to $50,000 for up to 36 months
• 2.99% financing on up to $150,000 for up to 60 months
• 1.99% financing on up to $150,000 for up to 60 months for municipalities and K-12 schools

This Worksheet can be downloaded at: dtetradally.com
2016 Agriculture Program
Agriculture Program

• A special package of measures and incentives designed for Michigan’s agricultural and dairy farmers and commercial greenhouse owners — including those on both residential and commercial rate codes.

• Incentives are available for upgrades in areas of: irrigation systems, refrigeration, lighting, dairy equipment, grain dryers, greenhouse equipment and fans and pumps.

• Conditions apply.

The Fact Sheet and Application can be downloaded at: dtetradeally.com
Agriculture Program

New: Farm Energy Audit

• Incentives are available for an audit of a facility that operates primarily as an agricultural business.

• Audit must be a tier II energy audit as defined by the US Department of Agriculture.

The Fact Sheet and Application can be downloaded at: dtetradeally.com
How does it work?

A farmer:
1. Downloads the Application.
2. Reviews measures that apply to his/her operations.
3. Reviews measure specifications to ensure compliance with the program.
4. Submits a Reservation Application
   • If required* — Strongly encouraged.
5. Awaits a letter to proceed.
6. Installs the measures.
7. Submits a Final Application.
8. Receives the incentive check.

*Required for lighting incentives
Agriculture Application

The same Application can be used as both a **Reservation** and **Final Application**.

- Some measures require a **Reservation** prior to starting work.
  - See specifications for details.
- A **Final Application** is submitted once the work is completed.
  - It must be submitted within 60 days of project completion.
- **The Application is an interactive PDF.**
Agriculture Application

There are four sections to the Application:

1. Customer-contractor-project information
2. Measure specifications
3. Incentive worksheets
4. Electronic submission
Agriculture Measures

There are eight areas of measures being offered:

1. Farm Energy Audit
2. Irrigation Systems
3. Dairy Equipment
4. Fans
5. VFDs for Fans and Pumps
6. Grain Dryers
7. Greenhouses
8. Lighting
Agriculture Lighting

- A Reservation Application is required.
- Must result in a permanent reduction in kWh usage due to increased system efficiency.
- Must be part of an agricultural process.
- Is not allowed for personal or residential use.
- Must have a minimum of 2,000 hours of annual operation.
Final Agreement

Once the project is completed, submit your Final Application:

1. Confirm the incentive values carried in from the worksheets to the summary (D).

2. The Customer signs the Final Application Agreement (E).

3. Go to Page 13 and “submit.”

The Final Application must be submitted within 60 days of project completion.
Agriculture Project Examples
Prescriptive Gas Example

Greenhouse

Measures Installed:
- Heat Curtain
- Environmental Controls
- Infrared Film

- Total project cost: $107,080
- Total rebate: $40,684
- Project cost after rebate: $66,316
- Total Mcf saved/year: 10,600
- Simple payback: 2.5 years
Custom Lighting Example

Retail Feed Company

Measures Installed:
- LED A-Lamps

- Total project cost ................. $8,400
- Total rebate ......................... $6,284.74
- Project cost after rebate ....... $2,115.26
- Total kWh saved/year .......... 89,782
- Simple payback .................... 1.2 years
Custom Lighting Example

Poultry Farm

Measures Installed:
- CFL to LED

- Total project cost .................. $1,500
- Total rebate ........................ $518
- Project cost after rebate ...... $982
- Total kWh saved/year .......... 7,406
- Simple payback .................. 2.5 years
Prescriptive Gas Example

Greenhouse

Measures Installed:
• Heat Curtain

• Total project cost .................. $5,000
• Total rebate ......................... $2,000
• Project cost after rebate ........ $3,000
• Total Mcf saved/year ............. 323
• Simple payback ................... 3.9 years
Designated Trade Allies
How Customers find a Designated Trade Ally

• Type dteenergy.com into your browser

• Hover over the Save Energy tab along the top of the page

• Click on Contractors in the drop down box
Designated Trade Allies

dtettradeally.com

• Home:
  • Announcements
  • Up-to-date funding gauges
  • Trade Ally Portal

• Events

• Marketing Materials

• Videos
In Summary

• Program Overview
• Special Offers
• 2016 Agriculture Program
• Designated Trade Allies
Questions?
If you have questions, please contact our office

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