

Energy Optimization

PA 295 of 2008, Section 91

Efficiency United - Independent, Non-Profit Administrator

Sharon L. Theroux, Energy Program Director
Michigan Community Action Agency Association (MCAAA)

Timothy D. Hardesty, Vice President
CLEAResult Great Lakes, LLC

Michigan Senate Energy & Technology Committee
October 18, 2011





Participating Providers:

Alpena Power Company

Edison Sault (Cloverland Electric Co-op)

Daggett Electric

Bayfield Electric Cooperative

Indiana Michigan Power

Michigan Gas Utilities

SEMCO Energy

Upper Peninsula Power Company

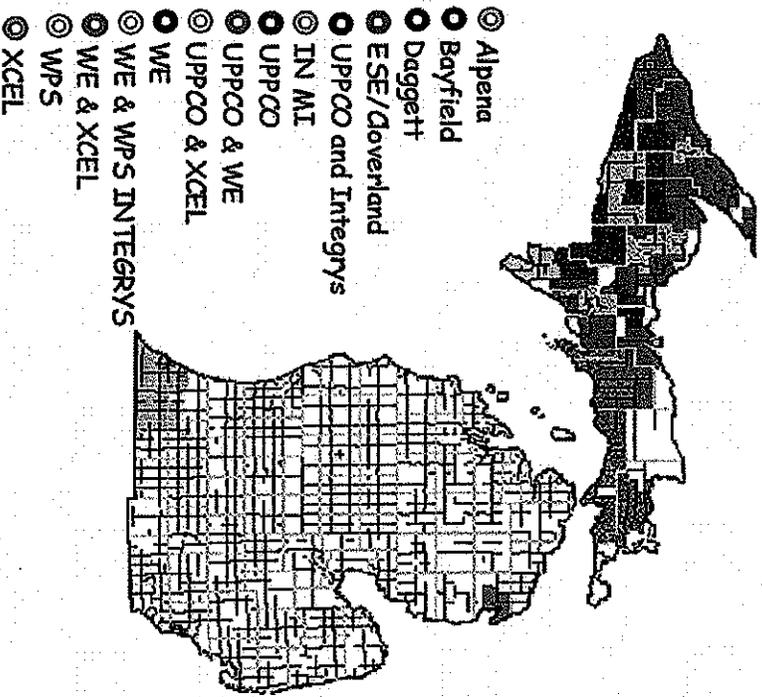
WE Energies

Wisconsin Public Service

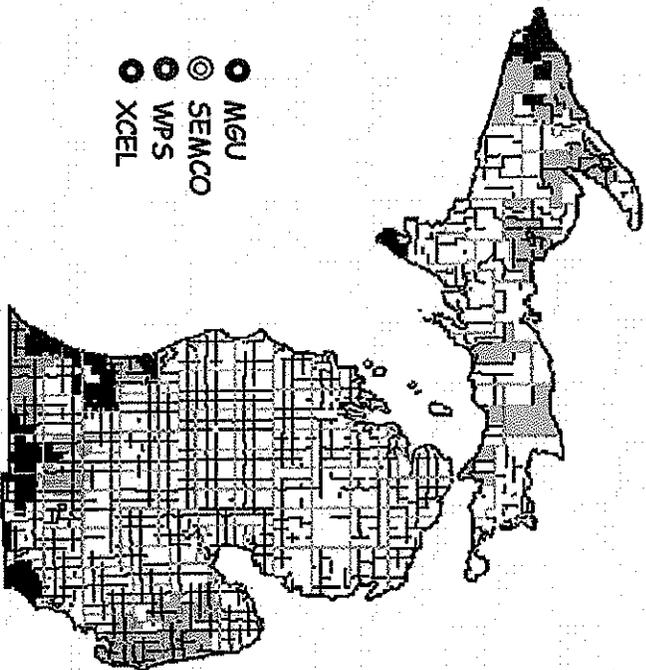
Xcel Energy

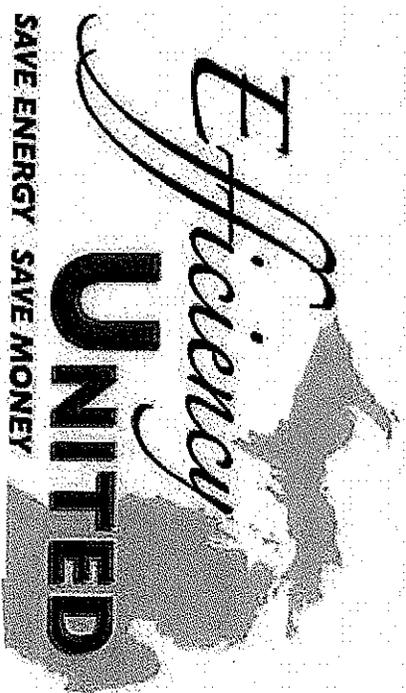


Electric Service Area



Natural Gas Service Area





NEW Providers Joining in 2012:

- City of Norway
- Village of Baraga
- City of Crystal Falls
- City of Gladstone
- Village of L'Anse
- City of Negaunee
- Hillsdale Board of Public Utilities
- City of South Haven

Benefits of Joining Efficiency United

“As a small utility, Alpena Power Company lacks the staff and funding to implement an in-house conservation program for our customers. Through the monthly energy optimization fees, Alpena Power Company customers are able to access Efficiency United Programs. A local company, Thunder Bay Recreation Center, realized savings that offset the operational challenges they faced.”

“The partnership that Indiana Michigan Power has built with the MCAA through Efficiency United illustrates how agencies, utilities, government and consumers can work together toward the common goals of achieving cost-effective energy efficiency so that consumers can continue to enjoy a standard of living that is possible when there is a reliable, affordable supply of power. I&M applauds MCAA for its support in advocating energy efficiency for our customers.”

Administration

- 3.7% Prime and Fiduciary
 - Third Party Process & Impact Evaluation
 - Third Party Fiscal Audit & Program Design



2009/2010 Program Results

Customer Impact

- Customers served: 61,748
 - Electric: 47,638
 - Gas: 14,110
- Residential: 61,255
 - Income Qualified Electric: 7,933
 - Income Qualified Gas: 5,106
 - Residential Energy Electric: 39,360
 - Residential Energy Gas: 8,856
- Business/Schools: 493
 - Electric: 345
 - Gas: 148



2009/2010 Program Results

Achievement of Energy Savings Goals

- Electric
 - Total Goal: 63,808,597 kWh
 - Savings Achieved: 66,372,701 kWh
 - **Achieved 104% of Goal**

- Natural Gas
 - Total Goal: 3,096,087 ccf
 - Savings Achieved: 3,803,311 ccf
 - **Achieved 123% of Goal**



2009/2010 Program Results

Economic Impact- Job Creation

MCAAAA: 5

CLEARResult: 26

JACO International: 15

Franklin Energy: 8

Inspired Green: 35

KEMA: 3

National Energy Foundation: 2



Efficiency United Program Benefits Realized

Wisconsin Public Service Electric & Gas

Menominee Public Schools, a customer of Wisconsin Public Service, performed boiler replacements through the Efficiency United Program. Erik Bergh, the school's Superintendent, stated that 2 of the 4 boilers are running very well already. The remaining are expected to show their benefits and energy savings in the coming colder months of the year. On an overall basis, Mr. Bergh currently gave the Program a 7 out of 10 (10 being the highest) on overall Program value. However, he expects that their satisfaction will soon jump to 10 out of 10 moving in to the colder months of the year.

Upper Peninsula Power Company

"Representing **NewPage**, I am pleased with the Efficiency United Program. It has allowed us to do energy improvements throughout our mill, which in turn saves us energy costs plus gave us monetary incentives for the installation of new fixtures and equipment. In a tight economy, this meant a lot to us." -- Bonnie Quinn, Senior Financial Analyst

Indiana Michigan Power & Michigan Gas Utilities

"**Hoffmann Die Cast** loved the Energy Efficiency Program. We do not know why anyone would NOT consider this Program. It is excellent. We even suggested the Program to other companies to participate, and we believe they have. We would definitely consider participating again." -- Michael Oros, President