

- ▶ Everything you ever wanted to know about electric rates, and energy efficiency...in 8 minutes!

- ▶ Roger DePoy

- ▶ CEM

- ▶ Indiana Michigan Power

- ▶ kWh is a measure of **how much** energy you consume. kW is the **rate** at which you use it. Think of kW as the headroom or capacity; you might not need it at all times, and you might not need it for long, but when you flip the switch, you expect it to be there.
- ▶ Depending on the account size, you could be paying anywhere from 5 cents to 15 cents per kWh. But you're paying around **\$13 per kW**, so you really want to reduce demand where possible!
- ▶ ***Electricity is most expensive when everyone wants it at the same time!***

## KWH VERSUS KW

# RATES AND TARIFFS

- ▶ Go to [indianamichiganpower.com](http://indianamichiganpower.com), and scroll to the bottom. Choose “Rates and Tariffs”
  - ▶ There are a variety of rates available to businesses, depending on the voltage power is delivered to you, how much you use, and what your demand is.
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- A decorative graphic consisting of several parallel white lines of varying lengths and orientations, located in the bottom right corner of the slide.

# Prescriptive Rebate: *Opportunities*



## **100+ MEASURES**

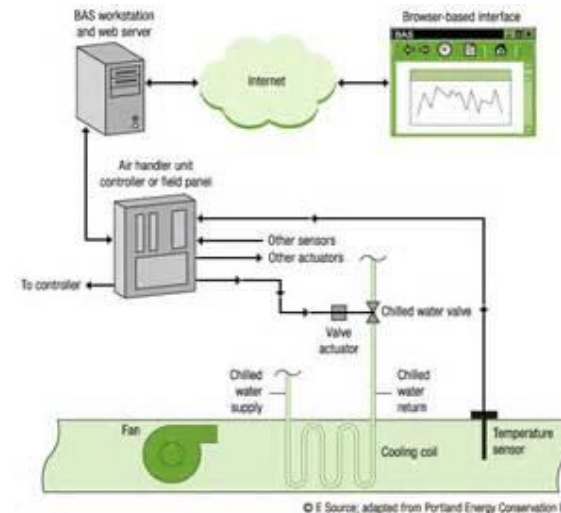
- Lighting
- Occupancy Sensors
- VFDs  $\leq$  20 HP
- Refrigeration
- HVAC
- Commercial Cooking

# Prescriptive Rebate: *Guidelines*

- Pre-Approval required for rebates **>\$10,000**
- Must be a One-for-One replacement
- Measures listed on the *Qualified Measure List*
- Install projects within 90 days of invoice
- Incentive Caps:
  - Incentive cannot exceed **75%** of total cost
  - per site **\$150,000** & per company **\$300,000**

# Custom Incentives: *Opportunities*

- Lighting re-designs
- Compressed Air Systems
  - Leak Repair, Piping Mod
- VFDs > 20 HP
- Industrial Process
- Building controls
- Chillers / HVAC



# Custom Incentives: *Guidelines*

- Pre-Approval **required for all Custom** projects
- Purchase & install material after incentive offer received
- Offer is valid for 30 days from date of acceptance
- Incentive rates is **\$0.06/kWh**

# SBDI:

## *Opportunities*

- Fluorescent Lighting, LED Lighting, LED exit signs
- Occupancy Sensors
- Refrigeration Controls
- Cooler/Freezer Door Closers
- Walk-in Cooler/Freezer Strip Curtains
- Refrigeration Night Covers
- ECM Refrigeration motors





# SBDI: *Guidelines*

- Electric Demand must be less than **150 kW** per site
- Equipment listed on the *Qualified Measure List*
- Incentive Cap
  - Per site **\$3,000** or **\$21,000** per Company across multiple sites