

# Focus on Energy



## Financing (and Incentive) Opportunities for Municipalities

**CHAD BULMAN, FOCUS ON ENERGY**

**LOCAL GOVERNMENT SUMMIT ON ENERGY & RESILIENCE  
NOVEMBER 18, 2015**

# AGENDA

- What is Focus on Energy?
- Financing with Focus on Energy
- Incentive Opportunities for Local Units of Government
- Opportunities to Share with Businesses and Residents



# FOCUS ON ENERGY – A (VERY) BRIEF OVERVIEW

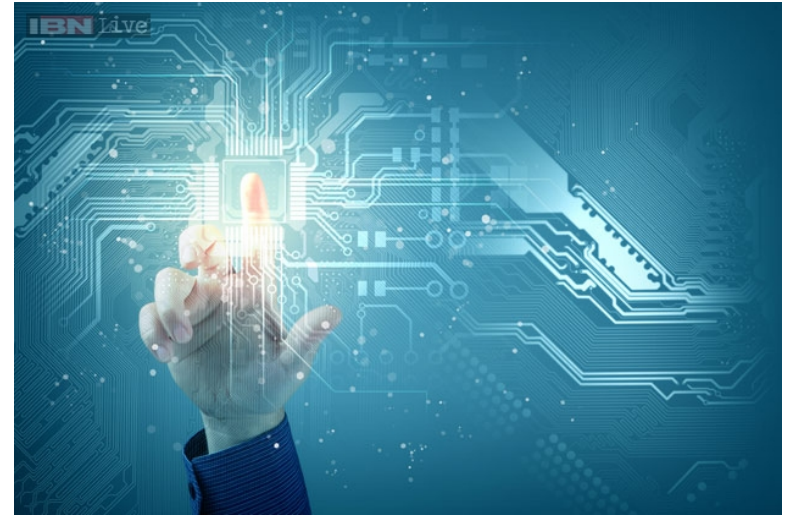
- Focus on Energy is Wisconsin's statewide energy efficiency and renewable energy program
- Established in 2001 through state legislation
- Utilities contribute a small portion of their revenue, which is collected from their customers

## OUR MISSION

*Focus on Energy empowers  
the people and businesses of Wisconsin  
to make smart energy decisions  
with enduring economic benefits.*

# FINANCING WITH FOCUS

- Emerging Technologies Program
- Renewable Energy Revolving Loan Fund
  - Coming Soon...



# INCENTIVE OPPORTUNITIES THROUGH FOCUS

- Focus on Energy will pay you to adopt energy efficiency, and provide you with technical support on your projects
- Focus on Energy allocates at least 10% of its funding toward customers like you
- Targeted program offering launched in January of this year

# INCENTIVE OPPORTUNITIES THROUGH FOCUS

Incentive Opportunity	Description	The Right Fit
Prescriptive Projects	Incentives at a set dollar amount if minimum energy efficiency standards are met	Relatively simple equipment installations like boilers, chillers, lighting, VFDs
Custom Projects	Incentives paid based on actual energy savings achieved in comparison to a standard baseline	More complex or non-standard improvements like heat recovery, insulation, specialized equipment or processes

NOTE: Agriculture, School and Government customers are eligible for a 10% bonus on prescriptive incentive projects before the end of 2015 – Act soon to maximize your incentive.

# CUSTOM INCENTIVES

- Custom projects will often require pre-approval, so please speak with a Focus Energy Advisor early in the project
- We cannot incentivize custom projects needing pre-approval if the project has advanced past early stages without our involvement
- Current Custom Incentive Rates:
  - \$.80 / therm saved in the first year
  - \$.04 / kilowatt-hour saved in the first year
  - (We can help you determine the energy savings of a proposed project)



# CITY OF KEWAUNEE WATER DEPARTMENT: BOOSTER PUMP CHANGE-OUT

## Background:

- Experiencing water main breaks from water hammering
- Noticed pumps were 65% efficient and with a new pump could be 82% efficient and operating at BEP

## Project:

- Downsized from 100HP motor to 50HP motor with a VFD
- Actual BHP went from 88HP to 46HP
- **NEW** motor is premium efficiency (94.1%)
- Increased hours of operation and improved kWh/gallon efficiency

## Financials:

- \$12,000 cost (equipment only)
- 45 peak kW saved, 40,300 annual kWh saved
- \$4,000 projected savings
  - Actually saved \$5,000 in the past 12 months
- \$5,662 Focus on Energy incentive
- 1.3 year payback

# CITY OF BURLINGTON WWTF: AERATION PROJECT

## Background:

- WWTF was 50% of the City's annual energy use
- Developed facilities management plan
- Assessment and incentive from Focus on Energy delivered more energy efficient options for the aeration upgrades

## Project:

- **NEW** flexible membrane fine-bubble diffusers
- **NEW** DO monitoring and control
- **NEW** high efficiency turbo-blowers with VFD's
- Pump upgrades, controls improved, SCADA modernized

## Financials:

- \$427,011 cost
- 60 peak kW saved, 521,112 annual kWh saved
- \$43,388 annual dollar savings
- \$32,375 Focus on Energy Incentive
- ~ 9 year payback

# CITY OF PLYMOUTH WWTF: BIOGAS PROJECT

## Background

- Completed many efficiency improvements through the years
- Became interested in other city's micro-turbines
- Decided to move forward on this project when awarded the Focus RECIP incentive

## Project

- Installed combined heat and power micro-turbines
- Set up new linear motion mixer to maximize gas production
- Fitted gas conditioning and compression equipment
- Tied in heat from turbines to the boiler loop for heating the anaerobic digesters

## Financials

- About \$1,000,000 in costs
- 100 peak kW saved, 788,000 annual kWh saved
- 3,100 annual therms saved
- \$85,000 projected savings
- \$285,000 Focus on Energy incentive
- \$25,000 WPPI incentive
- 8.5 year payback

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# WE LIKE BIG CHECKS...



*How would this photo look in your local newspaper?*

# OPPORTUNITY FOR BUSINESS AND RESIDENTS

- Focus on Energy offers similar incentive opportunities to main street small businesses, large industrial customers, and individual residents
- Why not “be the hero” to these constituents and make them aware that Focus on Energy can help them manage energy costs while becoming more sustainable?

THANK YOU!

Chad Bulman

[chad.bulman@cbi.com](mailto:chad.bulman@cbi.com)

608.230.7019

focusonenergy.com