

Custom Incentive Calculation Plan

This is a SAMPLE of what our engineering team will generate to analyze and review your project's energy savings & incentives.

| | | | |
|-----------------------------|------------------------------------|----------------------|------------------------|
| APPLICATION NO.: | DTE-17-XXXXX | DATE: | 1-Dec-16 |
| REVIEWER: | Mary Harmoney | PHONE EXT: | 313-664-1900 EXT 70XXX |
| REQ. INCENTIVE: | \$10,220.00 | TOTAL ESTIMATED kWh: | 313,000 |
| | | CUSTOM SAVINGS: Mcf: | 0 |
| CUSTOMER: | Number One Paving, Inc. (NOP) | | |
| FACILITY ADDRESS: | 12345 Main St., Detroit | | |
| CUSTOMER CONTACT & PHONE: | Paul James 313-555-1234 | | |
| CONTRACTOR: | Your Energy Savings Partner (YESP) | | |
| CONTRACTOR CONTACT & PHONE: | Jane Simpson 313-222-4321 | | |

SAMPLE

PROJECT DESCRIPTION:

Replace cross-the-line starters with VFDs on each of 2 qty 200-hp motors for production exhaust air fans.

ITEMIZED MEASURES and ESTIMATED SAVINGS:

| Measure(s) | Pre Application Estimated Savings | | Application Project Cost | DTE Estimated Incentive |
|----------------------------------|-----------------------------------|-----|--------------------------|-------------------------|
| | kWh | Mcf | | |
| Replace 2 qty starters with VFDs | 313,000 | 0 | \$ 42,000.00 | \$ 10,220.00 |
| | | | | |
| | | | | |

ASSUMPTIONS:

- 1 No slip between the motors
- 2
- 3

ANALYSIS PLAN / IPMVP METHODOLOGY

- Option A- Retrofit Isolation, Key Parameter(s) Measured
- Option B- Retrofit Isolation, All Parameters Measured
- Option C- Whole Facility, Utility Metering (Bills)
- Option D- Calibrated Simulation

Software & version _____

SAMPLE

KEY PROJECT PARAMETERS and INFORMATION

| Parameter | Data Source ¹ | Predicted Value per Application | |
|-----------------------------------|--------------------------|--------------------------------------|--------------|
| | | Pre-Upgrade | Post-Upgrade |
| 1 motor kW each | Field -installed Meter | 149.2 kW TWA ² | 120 kW TWA |
| 2 motor annual run hours | Field-installed Meter | 2500 | 2500 |
| 3 production for last 2 years | Production Report | To be provided with pre-upgrade data | |
| 4 production for metering periods | Production Report | To be provided with metered data | |
| 5 anticipated production for 2017 | Production Report | To be provided | |

1. Acceptable data sources are: a) manufacturer's specifications, b) field-installed automatic or manually-read meters, c) facility BAS, d) equipment control panel, e) production reports or f) other as deemed appropriate. 2. TWA = time-weighted average.

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DATA COLLECTION for METERED DATA³

| Parameter | Meter | | | Sampling | | | |
|-----------|-------|-------------|----------------------|-----------------------|----------|-------------------|--------------|
| | Make | Model | Date Last Calibrated | Location ⁴ | Interval | Period/Duration | |
| | | | | | | Pre-Upgrade | Post-Upgrade |
| 1 & 2 | DENT | Elitepro XC | 9/15/2016 | at MCC | 15 sec | 2 weeks (336 hrs) | 2 weeks |
| | | | | | | | |
| | | | | | | | |

3. Raw, not summarized, data to be provided in MS Excel format. 4. Meter may be installed at equipment or at main panel serving equipment as appropriate.

MEASURE BASELINE and BASIS FOR ADJUSTMENT OR NORMALIZATION

Measured pre-upgrade energy data and historical production data

PROCEDURE or FORMULA FOR ENERGY SAVINGS

1) Establish/confirm relationship between production and energy consumption

2)

$$\text{Energy Saved} = \left(\frac{kW_{TWA} \times \text{Run Hrs}}{\text{Production}} \right)_{\text{Preupgrade Sample Period}} - \left(\frac{kW_{TWA} \times \text{Run Hrs}}{\text{Production}} \right)_{\text{Postupgrade Sample Period}} \times \text{Estimated 2017 Production}$$

NOTE: This is a generalized equation and may not apply to your project

Customer and or customer's representative agree to obtain and provide, at their own expense, the data requested below in order to evaluate the annual estimated energy and energy cost savings for the proposed project. External costs (that is, those not including customer internal labor) for obtaining this data may be included in the project cost used to evaluate the project incentive. All required pre-upgrade data should be provided prior to reservation of funds. All required post-upgrade data must be submitted prior to the issuing of incentives. Reserved incentive will be based on the evaluation of pre-upgrade data and therefore may differ from the amount requested. Actual incentive payment will be based on the evaluation of pre- and post-upgrade data and therefore may differ from the amount requested and or reserved.

SUBMISSIONS

| Data or Information | Format | To Be Provided By | Date |
|---|----------|-------------------|-------------|
| Pre-upgrade metered energy data | MS Excel | YESP | 12/22/16 |
| Pre-upgrade production data during metering period | Report | NOP | 12/22/16 |
| Historical Production Data (2014 -2015) | Report | NOP | 12/22/16 |
| Anticipated 2017 Production Data | Report | NOP | 12/22/16 |
| Post-upgrade metered energy data | MS Excel | YESP | w/Final App |
| Post-upgrade production data during metering period | Report | NOP | w/Final App |

AGREEMENT

| Party | Name | Initials | Date |
|-----------------|--------------|----------|---------|
| Customer | Paul Owner | PO | 12/1/16 |
| Contractor | Jane Simpson | JS | 12/1/16 |
| Contractor | | | |
| DTE Energy EEPB | Mary Harmony | MH | 12/1/16 |

SAMPLE

3/23/2017