

# State Funding Opportunities Indiana & Michigan



Green  
Enterprise  
Development



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# Agenda

- **Indiana programs**
  - Purdue TAP services
  - State Energy Office
  - Utility Programs
- **Michigan programs**

# Indiana NIST MEP Center

- Lean training
- Training within Industry (TWI)
- ISO 9001 and 14001
- Six Sigma
- R&D Tax Credits



# Center Lifetime Economic Impact

- Jobs Created and Retained ..... 2,589
- Sales Created and Retained ..... \$248,228,591
- Cost Savings ..... \$41,223,516
- Investment ..... \$54,032,182
- Total ..... \$343,484,289

July 1, 2005 to June 30, 2009

## TI Automotive – Ashley Indiana

- TWI training
  - Reduced quality mishaps across plant
  - Accelerated training new employees during 15% employment grown in 2007
  - Reduced impact during downturn 2009

# Energy Efficiency & Sustainability

- Energy Team Building
- Green Workforce Development
- Best Practices Workshops
- Energy Surveys & Assessments



# Haynes International Inc.



**\$360,000/year natural  
gas**

**\$30,000/year electricity**

**Internal capability with  
Energy Team**

Greg Morrow, Environmental Manager, Haynes International

## Best Practices Workshops

- Boilers & steam systems
- Compressed Air
- Pumping systems
- Fans & Blowers
- Chillers & Cooling Towers
- Process Heating
- HVAC
- Lighting
- EPCa 2005 tax incentives
- Energy Savings 101



## Green Workforce Development

- Green Generalist Training (Green 101) 1-day
  - *Appropriate for entire workforce*
  - *Interactive simulations and exercises*
- Green Specialist Certificate Series 6-days
  - *Train project champions*
  - *Prepare for SME GMS exam*
- SME Green Manufacturing Specialist Certificate

## Program Outcomes

- Convey key concepts
- Knowledge of implementation tools
- Understanding the business case for sustainability
- Prep for SME Exam



## Rea Magnet Wire – Lafayette, Ind.

\$20,000/yr  
savings by  
eliminating  
paper towels!

- *“Using the tools we learned through the Green Generalist workshop, we formed a green team, identified environmental performance metrics, and are now setting goals. We look forward to continuing our work with Purdue TAP as we head down the green path.” - Donna Roberts, Safety Engineer*



# Indiana Office of Energy Development

- EECBG Business Loan programs
- EECBG Small Business Grant program
- Alternative Power & Energy
- <http://www.in.gov/oed/>



## Utility DSM Program

- Vectren:
  - Commercial
  - Small industrial
  - Custom Incentive
  - [www.Vectren.com](http://www.Vectren.com)



# Commercial Rebates Program

Business must use natural gas for all space heating

Several different incentives for burner control retrofits

Steam trap service rebate only available for the replacement of steam traps that are leaking steam. It is not available for traps that are plugged.

Product	Product Requirements	Rebate Amount
Natural Gas Boiler	90% AFUE	25% up to \$5000
Boiler Burner Control	Retrofit only	Depends on system
Furnace	92% AFUE	\$200
Programmable Thermostat	EnergyStar™	\$20
Water Heater (Commercial)	88% Thermal Efficiency	\$150
(Residential)	0.82 Energy Factor	\$100
(Tankless)	0.82 Energy Factor	\$150
Low Flow Rinse Sprayer	<1.6gpm	\$25
Boiler tune-up	See details	\$250
Steam Trap Service	Replacement traps only	\$50 or 50%

## New Business Custom Incentive Program

- **Grants up to \$25,000** for qualified projects.
- Eligible customer rate class 120, 125, 220 or 225
- First come-first served basis while funds last
- Grant maximum may pay up to 30% of the project cost
- Project energy costs  $\geq 7500$  therms-\$1.00/therm
- Project energy costs  $\leq 7500$  therms-\$0.50/therm

For information about qualified projects contact:

[Design-Aire Engineering](#)

[jweaver@design-aire.com](mailto:jweaver@design-aire.com)

317-464-9090

866-515-9090

# Indianapolis Power & Light Company

## Commercial Programs

- CoolCents<sup>SM</sup> Program
- PerfectCents<sup>SM</sup> Program
- Green Power Option
- Expanded programs expected by 4Qtr 2010
- [www.iplpower.com](http://www.iplpower.com)





# 2011 Electric DSM Programs

All Utilities - Rebates for:

- Premium Efficiency Motors
- High-Efficiency Chillers
- Compressors

Custom Programs

- Specific to utility
- Specific to customer class

## Michigan Programs

- State Energy Office
- Tax Incentives
- Michigan Public Service Commission
- Univ. of Michigan Industrial Assessment Center

## Tax Credits

- Non-Refundable Business Activity Tax Credit
  - Alternative & Renewable Energy
  - State Business Tax
- Refundable Payroll Tax Credit
- Business Incentives

# Utility Programs

- Demand Side Management
  - All Investor Owned Utilities
  - Gas & Electric
  - Small Business
- Rebates
  - Lighting
  - Heating
  - Cooling
- Interruptible Rates

# Michigan Public Service Commission (PSC)

- Energy Efficiency Grant Program
  - Funded by Low-Income & Energy Efficiency Fund
  - Supports implementation of efficiency and renewable energy
  - Solar, wind, anaerobic digesters, fuel cells, biofuel applications
  - [www.michigan.gov/mpsc](http://www.michigan.gov/mpsc)
- Contact: Cornell Pettiford
  - (517) 241-6140
  - [pettifordc@michigan.gov](mailto:pettifordc@michigan.gov)

# University Programs

- **University of Michigan - Industrial Assessment Center**
- *Director: Arvind Atreya Ph.D.*  
(734) 647-4790  
[aatreya@engin.umich.edu](mailto:aatreya@engin.umich.edu)
- **Western Michigan University – Center for Manufacturing Research**
- *Director: John Patten Ph.D.*
- [john.patten@wmich.edu](mailto:john.patten@wmich.edu)

# Thank You!

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