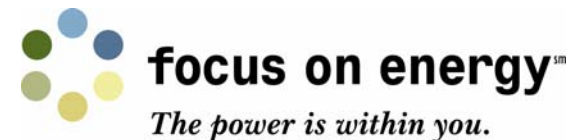
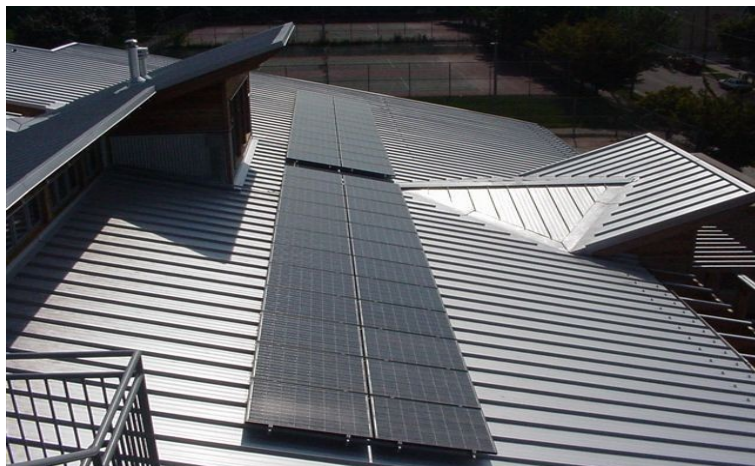


Solar and Wind Economics

**We Energies Renewable Energy at Non Profit Summit
September 23rd 2008
Milwaukee, Wisconsin**

**Niels Wolter
Focus On Energy**





Non Profit Solar Electric Economics

15 kW (1200 sq. ft.)
roof mounted

- Installed cost: ~\$120,000
 - Focus Incentive: ~\$36,000
 - We Energies Non Profit Grant: ~\$42,000
- Cost to site: ~\$42,000
- Delivers: 18,000 kWh/year
- Value of generation: \$3,780/year
 - At WE buyback rate of 21 cents/kWh
- Years to cost recovery: ~11 years



Non Profit Solar Hot Water Economics

10 panels total (320 square feet), 350
gallons storage

- Installed cost: ~\$50,000
 - Focus Incentive: ~\$17,500
 - We Energies Non Profit Grant: ~\$17,500
- Cost to site: ~\$15,000
- Delivers: 880 therms per year (75-unit apartment) (20,700 kWh/year)
- Value of generation: \$1,100/year
 - At \$1.25 per therm
- Years to cost recovery: ~14 years

Wind Economics ARE 442 Turbine

**10 kW system
on 120 foot tower
12 mph average wind speed**

- Installed cost: ~\$80,000
 - Focus incentive: ~\$20,00
 - WE Energies non profit grant: ~\$30,000
- Final customer cost: \$30,000
- System generation: ~22,000 kWh/yr
 - Value: ~\$2,650/year
 - At 12 cents/kWh
- Years to cost recovery: ~11 years
 - 10 mph wind speed: ~16 years to cost recovery



Focus on Energy Renewable Energy Services

- Basic information
 - focusonenergy.com or 800 762 7077
- Site assessment
 - Focus on Energy cost shared (60% till 12/2008)
 - \$400 to \$800 dollars per technology
- Installers
 - Focus on Energy full service installer list
- Project facilitation
 - Experts help you through challenges
- Incentives

Focus on Energy Site Assessment

- WE non profit grants require a site assessment
- Expert visits your site
 - Answers all your questions
- Helps select best possible sites
- Describes the renewable resource
 - Critical for wind turbines
- Estimates cost, energy production, incentives and economics
- All summarized in a detailed report

**Kari Heinrich
Niels Wolter**

**Focus on Energy Renewable Energy Program
(888) 476-9534**

Material in this presentation does not imply a recommendation or endorsement of any product or service, by the Focus on Energy Program or any subcontractor of Focus on Energy. The Focus on Energy Program, or any subcontractor of Focus on Energy, is not responsible for inaccurate or incomplete data in this presentation.

