

# Hospitals



Hospitals in North America have all the expenses of a small city: providing lighting, water circulation, waste disposal, traffic flow and security – while also cooking warm meals and providing service with a smile.

Because of the impact of the rebates and the long-term savings, “we were able to show our executive team a positive return on investment,” said Joe Saldivar, manager of Plant Operations at McLaren.

## Case study

Hospitals and health care facilities have the challenge of providing core medical and patient care while also delivering ancillary services. That means providing state-of-the-art medical facilities, and creating a working and living environment conducive to the health and well-being of their workforce and patients.

To provide all of these services, hospitals in North America spend an average of \$2.84 for electricity and \$0.94 for natural gas per square foot of space.

To help lower their energy and operating costs, hospitals across Michigan have turned to DTE Energy for assistance. Two local hospitals have taken advantage of DTE’s incentives to lower their investment in new energy efficient equipment in areas of lighting and HVAC.

McLaren Health Care in Macomb undertook a recent lighting upgrade replacing old T8 fluorescent lights with more than 400 new LED lamps and fixtures.

McLaren upgrades resulted in:

- An estimated 500,000 kWh in annual energy savings.
- An estimated \$35,500 in annual savings.

Oakwood Health Systems in Wayne upgraded its chillers, re-piped cooling lines and added variable frequency drives (VFDs).

Oakwood upgrades resulted in:

- An estimated 2 million kWh in annual energy savings.
- An estimated \$170,000 in annual savings.

**According to Matthew Ronan, facility director for Oakwood Health Systems, the need was for “a more reliable chilled water system, since we can’t afford down time and our main focus is our patient’s safety and comfort.”**

**Once the upgrade was done, he said, “not only did we save on energy costs, but also on maintenance costs.”**

# DTE

Energy Efficiency Program for Business



## Project summary - McLaren Hospital

More than a decade after McLaren officials decided to construct a new six-level parking deck, new lighting technologies had eclipsed the first generation high intensity discharge (HID) and T8 fluorescent lamps that were originally installed – forcing officials to look for energy-saving upgrades. That meant replacing the lamps with more than 400 LED lamps and fixtures.

## Project summary - Oakwood Wayne Hospital

In 1989, Oakwood Health Systems acquired Annapolis and two other former facilities. After the acquisition, they began upgrades to their systems and services. Then came the need for expansion – which was focused on patient health and comfort – while simultaneously reducing energy costs. At Annapolis – now known as Oakwood-Wayne – upgrades involved removing one chiller, re-piping existing lines to new and remaining chillers and adding variable frequency drives (VFDs) to the system.

## Energy savings summary

The energy savings results of these measures are summarized as follows:

Project	kWh savings*	Energy savings*	Project cost	Incentives
Oakwood: Chillers and VFDs	2 million	\$170,000	\$412,000	\$87,000
McLaren: Lights and Fixtures	500,000	\$35,000	\$250,000	\$20,000
	*Estimated	*Estimated		

## About our program

The DTE Energy Efficiency Program for Business offers a comprehensive set of incentives for both electric and natural gas users designed to help you invest in energy efficient technologies. Here are three ways to save:

### Prescriptive

Prescriptive incentives are available for many common energy efficiency measures and typically average 20% to 50% of the incremental cost of the equipment or services provided. Incentives are based on predetermined energy savings.

### Custom

Custom incentives are offered for capital investment projects that are not eligible for a prescriptive incentive. Incentives are determined on a case-by-case basis and are paid per unit energy saved. Custom incentives are capped at 50% of project costs.

### New construction

New construction/major renovation incentives are available for new facilities, the renovation of existing facilities or a change of use project, such as converting a warehouse into an office complex. Incentives also are available for adding load.

\*Funds will be awarded on a first-come, first-served basis; program based on availability of funding and may end at any time; certain other conditions apply

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