

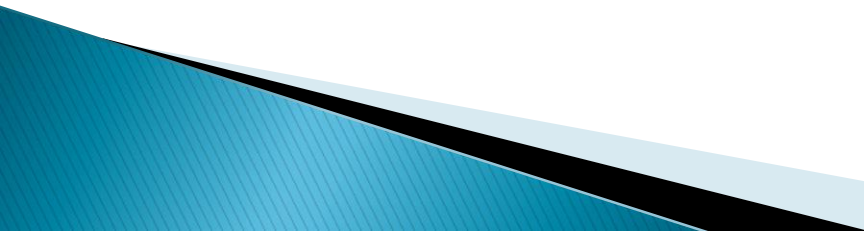




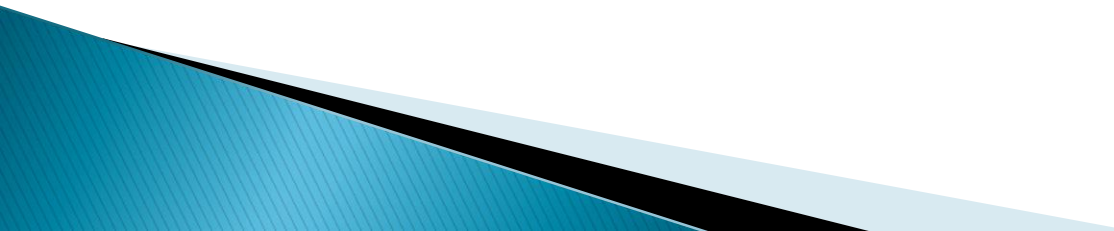
MALCTP Mission:

Deliver comprehensive Advanced Lighting Controls training for licensed electricians, contractors and key industry stakeholders that is brand-neutral, supports the needs of the Michigan Market and delivers a higher level of customer satisfaction on projects that include Advanced Lighting Controls.

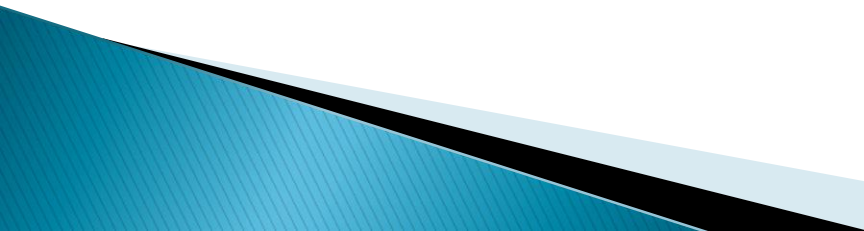
MALCTP Today

- ▶ The MALCTP Curriculum has been deployed to date on a small scale through the Detroit Electrical Industry Training Center (EITC), a partnership between the National Electrical Contractors Association of Southeastern MI and IBEW Local 58.
 - ▶ The investment in MALCTP Curriculum Licensing, early marketing and lab boards to support this effort was privately funded by the Detroit EITC.
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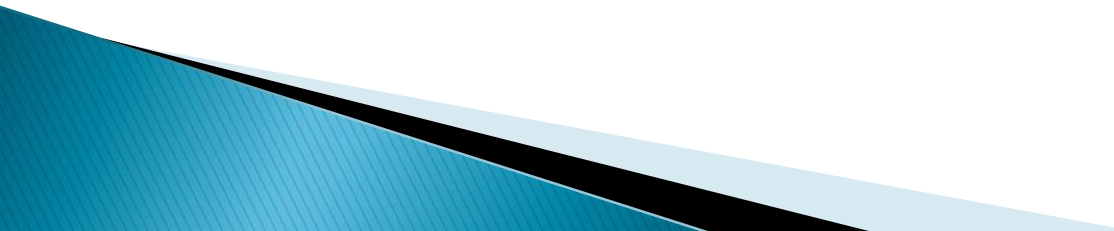
MALCTP Today

- ▶ Early conversations with Industry have reflected the need for a much higher level of training and verifiable skill for Electricians installing Advanced Lighting Controls.
 - ▶ Controls play an important part in delivering ROI to customers looking to reduce energy consumption and increase energy savings.
 - ▶ Controls are becoming increasingly complex and that trend is going to continue.
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Why Expand MALCTP?

- ▶ The organized electrical industry has made a significant investment to bring the MALCTP program to Michigan.
 - ▶ The health and welfare of the entire industry plays a role in our success as electrical industry professionals.
 - ▶ Quality and integrity on projects is essential to promote positive client feedback and “word of mouth”.
 - ▶ We are Electrical Professionals who value quality, training and productivity.
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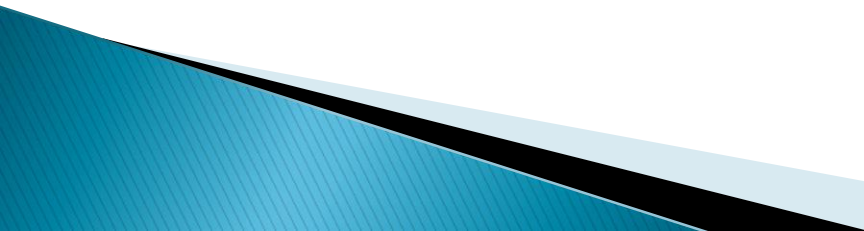
Why Expand MALCTP?

- ▶ Proven curriculum developed with Industry
 - ▶ High standards, comprehensive format
 - ▶ 100% pass rate on lab components required
 - ▶ Setting the Bar at the level that Industry Partners need to be successful.
 - ▶ Regular updates to the curriculum to reflect market changes in technology.
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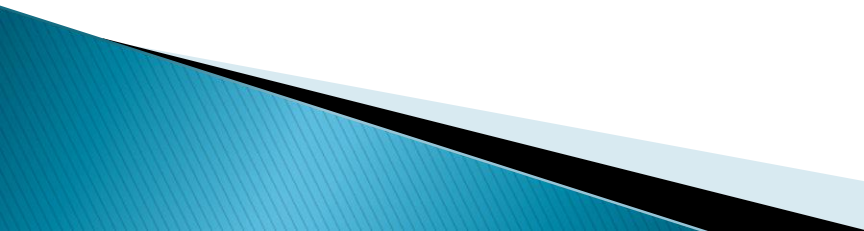
MALCTP Pilot–Deployment

- ▶ 6 Pilot “Markets”
- ▶ Pilot Markets would host training at both Electrical Industry Training Centers and Community Colleges.
 - Lansing
 - Detroit (Ann Arbor)
 - Kalamazoo/Battle Creek/West MI
 - Bay City/Saginaw/Flint
 - Traverse City
 - Escanaba/Iron Mountain/Marquette

MALCTP Pilot–Deployment

- ▶ This allows all State Licensed Electricians and Mid–Level Management to complete MALCTP at the location of their choice.
 - ▶ Multiple locations offer convenience geographically and allow for local marketing of the credential.
 - ▶ Site selection would be evaluated by NALCTP to verify Instructor credentials and lab facilities.
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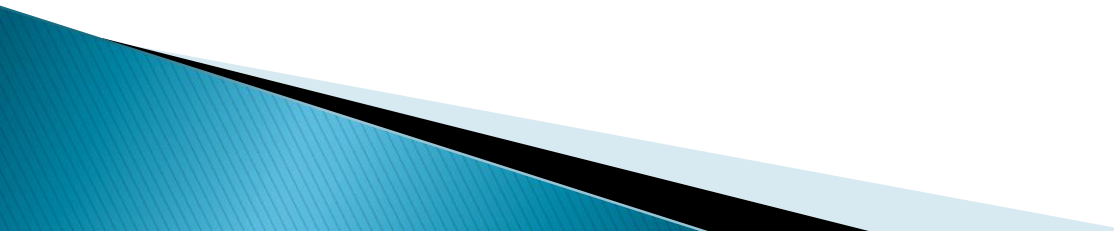
MALCTP Pilot: Turn–Key Experience

- ▶ MALCTP would administer the procurement, assembly and delivery of the Lab Board (2 sided, each board trains 4 per class).
 - ▶ Boards must be made to spec per NALCTP standards.
 - ▶ MALCTP provides Train–the–Trainer Instruction and Certification for Pilot location faculty with oversight from NALCTP.
 - ▶ This TTT experience could be at the Detroit EITC or on site at Pilot location.
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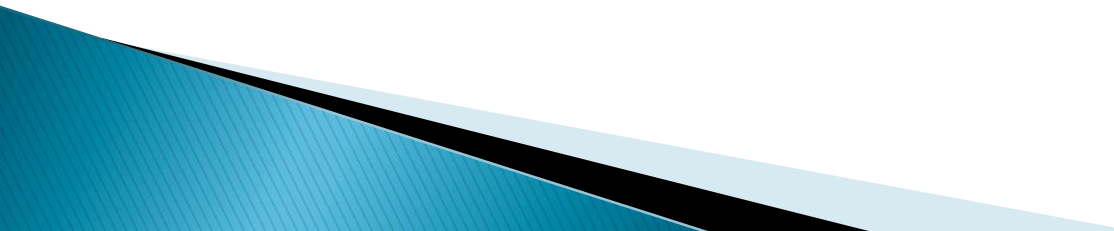
MALCTP Pilot–Turn Key Experience

- ▶ Pilot Location Receives:
 - Full Installer/Mid–Level Management Curriculum access
 - Training for one approved Instructor including travel, meals and training fees
 - One (1) two–sided complete lab board delivered to Pilot Site
 - Licensing fee for Curriculum access.
 - Lab Board component updates as needed.
 - Testing and Certification through NALCTP Administrator ICF for all students
 - Marketing Materials to Support Enrollment
 - Listing on MALCTP website


MALCTP Pilot-Investment

- ▶ \$40,000 per training location includes turn-key program, curriculum access and lab board.
 - ▶ 2nd year: \$5,000 per location which covers curriculum access renewal and labor for lab board maintenance and curriculum updates.
 - ▶ ICF would receive and administer any funds for the Pilot program.
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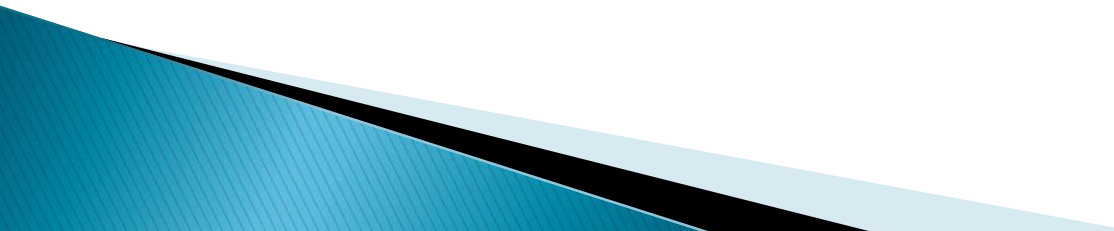
MALCTP–Additional Technical Workshops

- ▶ Contractor Principals: The Business of Advanced Lighting Controls
 - ▶ Design Professionals/Specifiers: Incorporating Advanced Controls for Energy Optimization in Design
 - ▶ Business Owner/Facility Managers: How Advanced Lighting Controls impact the Bottom Line.
 - ▶ Performance Testing & Training: Installer Role in Training Operators
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MALCTP–Additional Programs

- ▶ Seminar or Workshop Series
 - ▶ Several sites throughout Michigan
 - ▶ Working in collaboration with other groups to produce and market events.
 - ▶ MALCTP curriculum as foundation for content.
 - ▶ Investment: TBD Based on Location, Partners and Scope
 - ▶ Contractor Principals course has already been developed.
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MALCTP–Summary

- ▶ Nearly \$1M has been invested by Industry to develop the NALCTP/MALCTP program.
 - ▶ Established training that reinforces quality installations of advanced lighting projects in Michigan.
 - ▶ Training that maximizes the benefit of the utility incentive programs.
 - ▶ High standard that continues to support MPSC, MEDC and Utility partners as leaders in energy efficiency.
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