



December 17, 2010

To Whom It May Concern:

The Energy Optimization team at DTE Energy has partnered with Solutions for Energy Efficiency Logistics (SEEL) & The WARM Training Center to provide residential customers with a COMPLIMENTARY in-home energy consultation.

On July 2, 2010 the **Neighborhood Energy-Savings Outreach** program launched. This program provides residential customers with a first level in-home energy consultation and education on how to take control of their energy usage by making simple changes that could save on their energy budget. The Home Energy Consultation has two components:

- **Direct Installation:** Installation of energy efficiency products - Compact Fluorescent Light bulbs, Faucet Aerators, Energy-efficient Showerheads, Water-heater pipe wrap, Programmable Thermostats, etc.
- **Energy Efficiency Education:** One on one training with the customer identifying ways to reduce energy costs by making simple behavioral changes and weatherizing the home. Information on available incentives, programs, and payment assistance opportunities is also provided.

To perform the Home Energy Consultation work, we hired graduates from The WARM Training Center to work as a Direct Installer or an Educator. The graduates completed WARMs intensive weatherization specialist program. As Certified Weatherization Specialists, we knew that their knowledge of residential energy efficiency programs, their weatherization skills and their ability to effectively communicate with our customers would greatly benefit our program. We are very pleased to have these individuals working on the **Neighborhood Energy-Savings Outreach** program.

I believe that The WARM Training graduates would be a great asset to any organization striving to improve Michigan's energy efficiency!

Regards,

A handwritten signature in cursive script that reads "David B. Henderson".

David B. Henderson
Neighborhood Energy-Saving Outreach Manager