



DTE Energy



**DETROIT
REGION**

DETROIT
2030
DISTRICT

IT PAYS TO BUILD BEYOND CODE

DETROIT

11:00am - 1:00pm



WEST MICHIGAN

GRAND RAPIDS

2030
DISTRICT®



Cheri Holman

U S G B C W E S T M I C H I G A N



WEST MICHIGAN

GRAND RAPIDS
2030
DISTRICT®



Welcome!



Michigan
Battle *of the*
Buildings

An awards and recognition program for energy use reduction open to all Michigan area commercial, industrial & multi-family buildings.

ENROLL FOR FREE

JOIN BY MARCH 31, 2019

WWW.MICHIGANBATTLEOFTHEBUILDINGS.ORG

SPONSORED BY



DTE Energy®

Consumers Energy

Count on Us®

square footage

191,979,708

competing in 2018



2017 *Battle of the Buildings*



Water Category



Michigan
Battle of
the
Buildings

NEW IN **2018**

**INDUSTRIAL/
MANUFACTURING
PILOT**



46 BUILDINGS

**REDUCED THEIR ENERGY
MORE THAN**

10%



11 BUILDINGS

**REDUCED THEIR ENERGY
MORE THAN**

20%



2017

Overall Biggest Loser

34.37%



2017 ENERGY SAVINGS

Competitor's combined total:

59,233

metric tons of CO₂e avoided



COMPETITORS AVOIDED

\$7.6 Million

IN UTILITY COSTS IN 2017



Scott Beckerman
Comerica



Cathy Moretto
CBRE, Inc.



Battle of Buildings

Battle of Buildings

Battle of Buildings

Battle of Buildings

Battle of Buildings

Battle of Buildings

Battle of Buildings

Battle of Buildings

Michigan Battle Builder





Michigan
Battle *of the*
Buildings

Save the Date

APRIL 25, 2019

JW MARRIOTT

THE FIFTH ANNUAL

Michigan



ENERGY SUMMIT

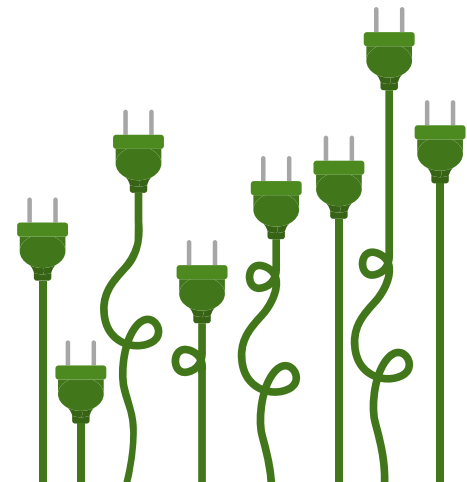
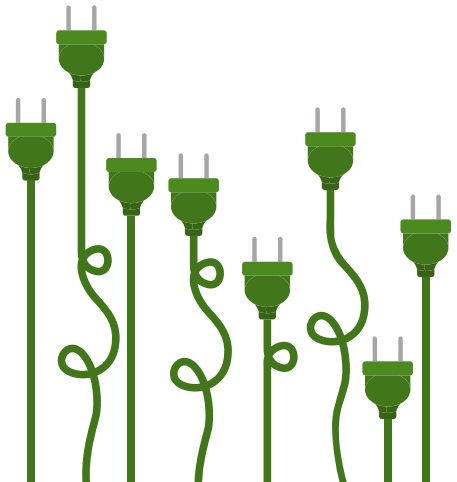
APRIL 25, 2019

HEAR STORIES & DISCOVER NEW
IDEAS WITH:

AMWAY HOTEL | CONSUMERS ENERGY
DTE ENERGY | MICHIGAN STATE UNIVERSITY
MONROE COUNTY COMMUNITY COLLEGE
& MORE!

WITH LUNCH FEATURING
MAJORA CARTER

WWW.MICHIGANBATTLEOFTHEBUILDINGS.ORG





Will Allen

MANAGING PARTNER AND CO-FOUNDER
ASCENT GROUP HOLDINGS, LLC







Thanks

Visionary Partners

Consumers Energy

Count on Us®



DTE Energy®



BERGMANN

Kilowatt Combatant



Happy Hour Sponsor



DEPPMANN

Parking Sponsor

MI Energy

Michigan Agency for Energy
Michigan Energy Office

Battle Supporter





WHAT GREEN BUILDING CERTIFICATION PATHWAY **MAKES** **SENSE** FOR MY ORGANIZATION?

and other questions you may have about certifications - **answered**

M-TEC

622 GODFREY AVE SW,
GRAND RAPIDS, MI 49503

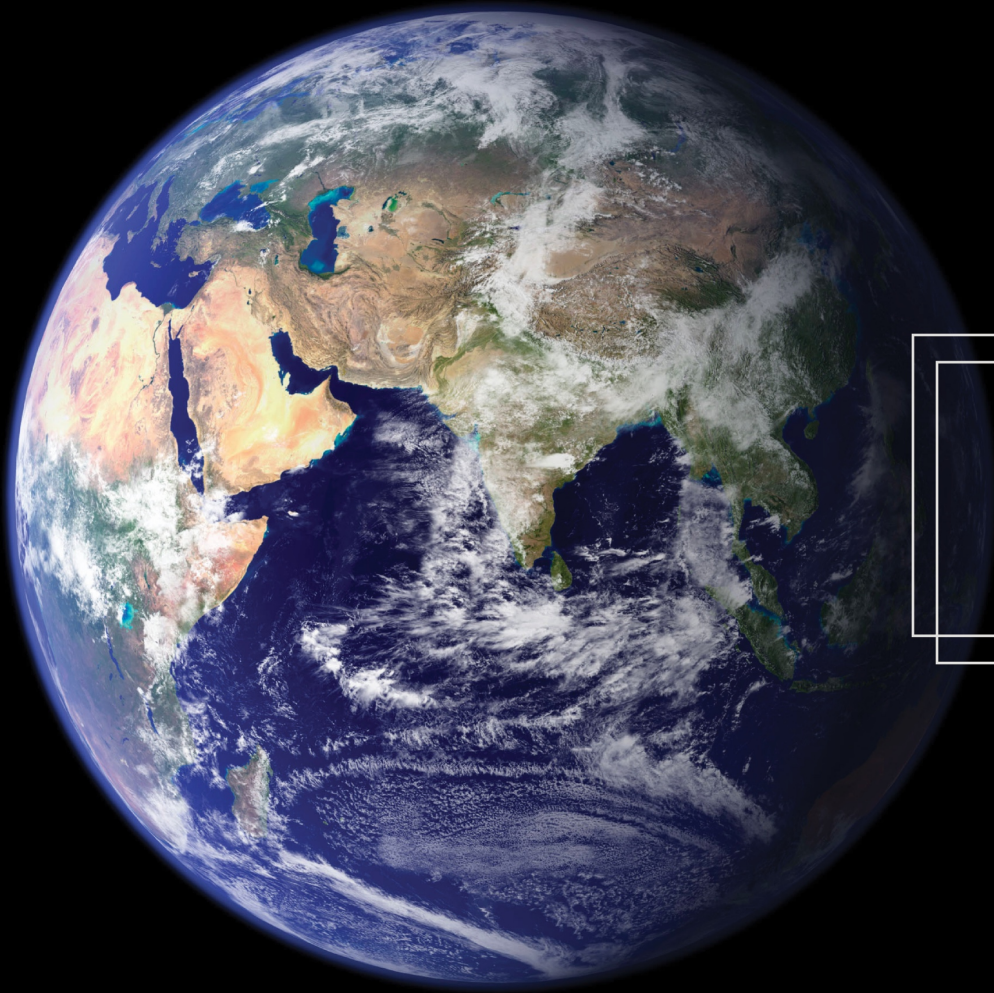
JUNE 27

8:30 AM - 12:30 PM



LEED is an internationally recognized mark of excellence for buildings, communities and professionals that are transforming the building industry.

The Discovery Health Center | Monticello, NY | LEED Certified

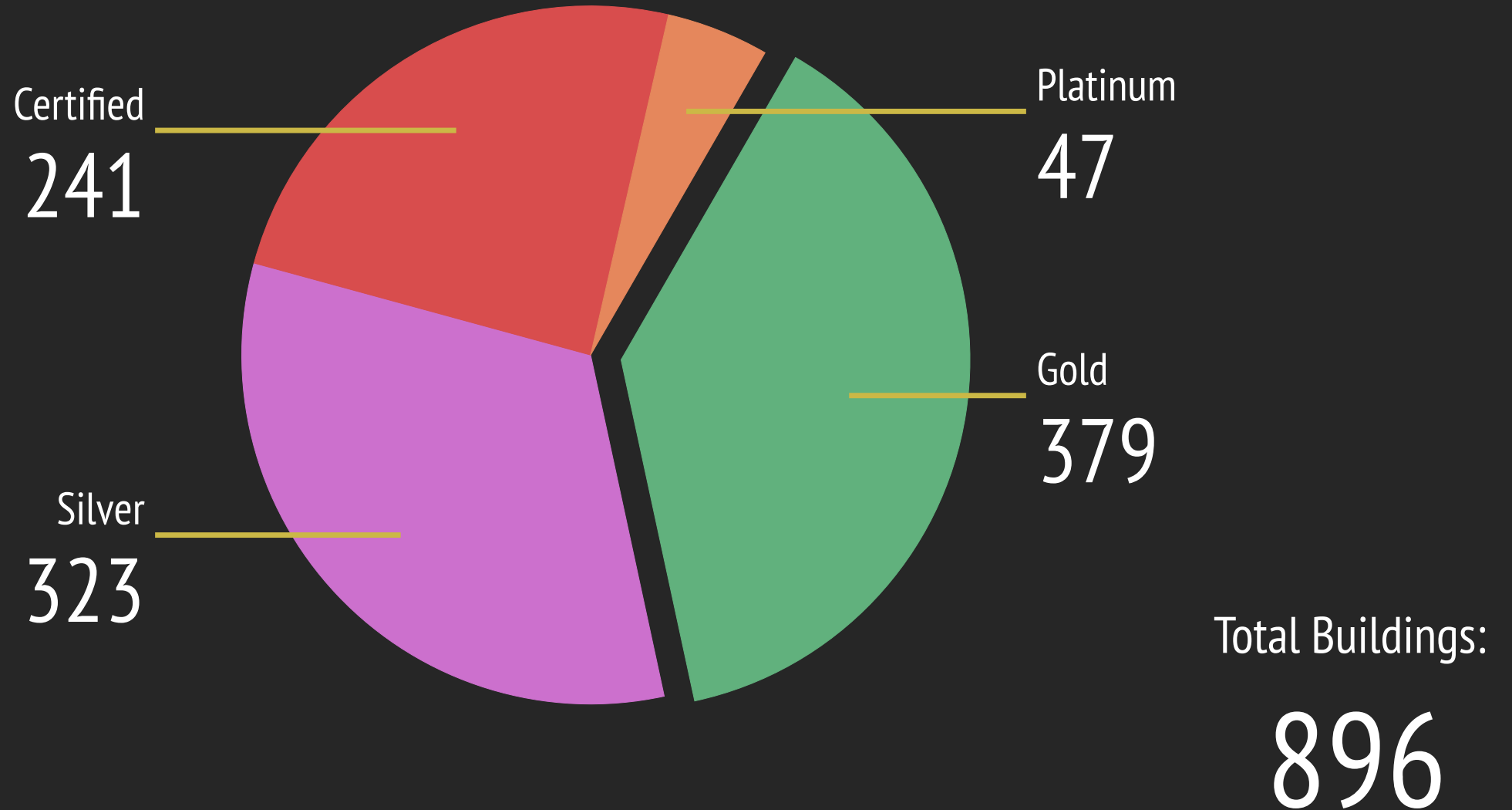


LEED IS GLOBAL

2.4 MILLION + SQUARE FEET DAILY



LEED Certified Buildings in Michigan



*Based on data recieved from USGBC National's Project List on February 14, 2019



WEST MICHIGAN

GRAND RAPIDS
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Lana Crouse

U S G B C D E T R O I T

PROJECT CERTIFICATION














ALL BUILDINGS, SPACES AND PLACES IN

LEED addresses homes, offices, hotels, hospitals, schools, retail spaces, banks, factories, stadiums, college campuses, neighborhoods... every building type at every lifecycle phase in any climate or region.

LEED shows the elements that go into a high-performance and sustainable built environment.

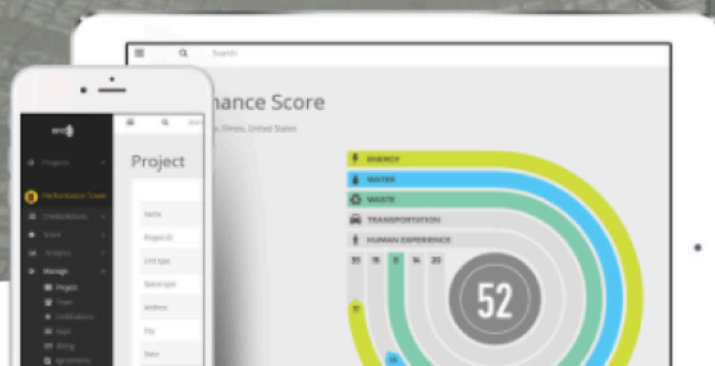
-  Integrative Process
-  Location and Transportation
-  Sustainable Sites
-  Water Efficiency
-  Energy and Atmosphere
-  Materials and Resources
-  Indoor Environmental Quality
-  Innovation
-  Regional Priority

A panoramic view of the San Francisco skyline at dusk. The sky is a mix of light blue and orange. In the foreground, there are residential buildings with balconies and a satellite dish. The middle ground is filled with various skyscrapers, some with lights on. The Transamerica Pyramid is the most prominent building on the right side.

LEED is more than credits.

Measure your green performance.

Arc is a state of the art platform designed to help you collect, manage and benchmark your data so you can improve sustainability performance.





LEED v4.1

Goals of technical development

Address market barriers and lessons learned from LEED v4 project teams.

PEOPLE





200,000+

LEED Professionals stand out in the building industry with a LEED Green Associate™ or LEED AP® credential that's designed to demonstrate their knowledge in the sustainable design, construction, operations and maintenance of buildings and communities.





JOIN US!



DETROIT REGION & WEST MICHIGAN



ORGANIZATIONAL



SILVER



GOLD



PLATINUM

MORE THAN

11,700

USGBC MEMBERS

are organizations, corporations and institutions
that make up a vibrant and diverse community

USGBC DETROIT REGION ANNUAL SPONSORS



*Patrick and Karen
Smithbauer*



UPCOMING EVENTS

- 2/20 - 3/27 - LEED v4 Green Associate Study Group, Detroit Area
- 2/21 - Meet the New LEED v4.1 Operations & Maintenance – Online Discussion Forum
- 2/16 - Solar Lunch & Learn, Detroit
- 3/1 - Energy in LEED Today and Tomorrow – Webinar
- Visit our website for additional details:
 - <https://www.usgbc.org/usgbc-detroit-region>



**DETROIT
REGION**

USGBC DETROIT REGION COMMUNITY

Volunteer Committees:

- Education
- Green Schools
- Advocacy
- Residential/Multi-family
- Neighborhood Development

Next General Circle meeting is Monday, March 11th

Program:

- Detroit 2030 District



**DETROIT
REGION**



WEST MICHIGAN

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Michigan
Battle of the
Buildings

Connie Lilley

D E T R O I T 2 0 3 0 D I S T R I C T



DETROIT 2030 DISTRICT[®]

MISSION: To create a District of high-performance buildings in Detroit which supports economic prosperity, environmental stewardship and a healthier community for all who work, play and live in the city.

VISION: To bring together building owners and managers with private businesses, public institutions and like-minded organizations to provide education, collaboration and networking opportunities that assist with reducing operating costs, energy and water usage, GHG emissions from transportation, as well as promoting regional and relevant sustainability initiatives.

How Does it all Work?

Private/**Public** Partnerships



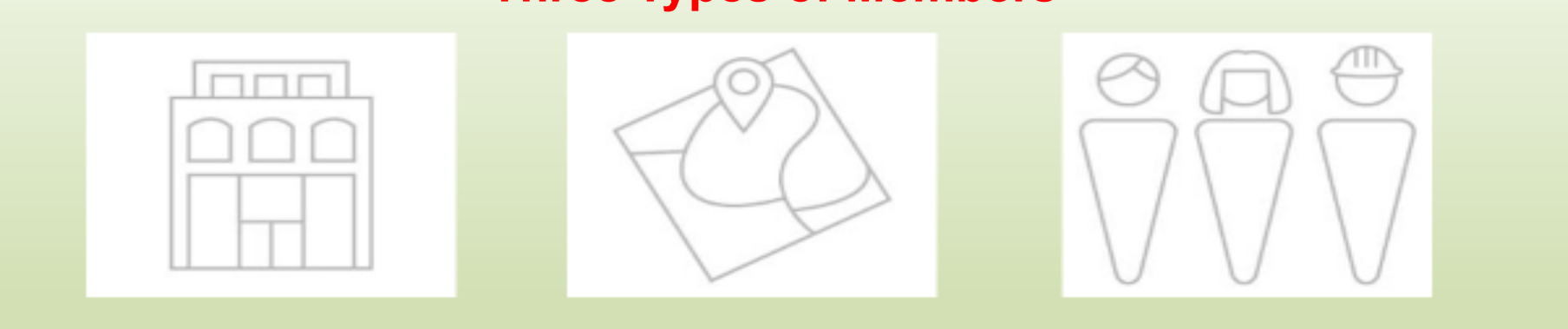
- ◎ **Private Sector Led**
- ◎ **Public Sector Supported**
- ◎ **Voluntary**
- ◎ **Common Mission and Goals**
- ◎ **Connected to Market Realities**



A Successful 2030 District is a PRIVATE-PUBLIC PARTNERSHIP, comprised of:

Who Can Join?

Three Types of Members



Building Owners & Managers

FREE to belong

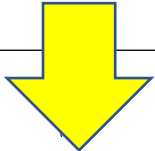
Professional Stakeholders

- Private businesses
- Industry Professionals

Community Stakeholders

- Like-minded nonprofits
- Government entities

FREE to belong



Private – Public Partnership Working Together



2030 Network – 3 Districts in Michigan



432 M
Square Foot
Committed

Established Districts

- 1,353 Buildings
- 349 Property Members
- 194 Professional Stakeholders
- 145 Community Stakeholders

#16
Detroit!

[Detroit 2030 Website & Video](#)

EMERGING DISTRICTS:

Tucson, AZ
Cincinnati, OH
Erie, PA
New York City, NY

**19 million square feet of commercial
space dedicated in Detroit!**



DETROIT
2030 DISTRICT

Detroit 2030 District Ambassador Program

Looking to work with building owners & managers to create a more sustainable Detroit?

The Detroit 2030 District Ambassador Program may be for you!

- ❖ Work directly with building owners & managers
- ❖ Assist members with reducing energy, water and GHG emissions
- ❖ Promote sustainable/high performance buildings
- ❖ Be a Detroit 2030 District Member liaison
- ❖ Monthly calls, support & training available
- ❖ Green building/sustainability background desired
- ❖ Attend events and educational workshops for free
- ❖ Time commitment of 1 hour per week, flexible

Detroit
#16

Where are we now? March 2018
11 million square feet committed!

2030 Architecture Network

388 M
Square Foot
Committed



Established Districts

- 1,353 Buildings
- 349 Property Members
- 194 Professional Stakeholders
- 145 Community Stakeholders

For more information Contact Connie Lilley at 248-897-1255

connielilley@2030districts.org/Detroit
www.2030districts.org/Detroit



Thank you to our sponsors & members!



Detroit Regional Chapter

DETROIT
2030
DISTRICT®



DTE Energy®



building
clean



HamiltonAnderson



CONSTRUCTION
SERVICES



Redstone Architects Inc.
Law Enforcement-Justice-Public Safety-Municipal



BEDROCK
- DETROIT -



CentricdesignStudio



Advancing Communities®



Johnson
Controls



CARLISLE
SYNTEC SYSTEMS



DURO-LAST
THE WORLD'S BEST ROOF®



Architectural
Building Components



FONTANESI & KANN COMPANY



Turner
Construction
Company
Foundation

INTERACTIVE
ENERGIES



ANEW LIFE
Pyrophosphate and Cathodic



American
interiors



D/T
Detroit Center For
Design + Technology
Lawrence Technological University



ZACHARY
& ASSOCIATES
Detroit, MI

CBRE

Comerica Bank

NEXTENERGY



catalystpartners



DOWNTOWN
DETROIT
PARTNERSHIP

LISC
Detroit

MIDTOWN
DETROIT INC.



ELEVATE ENERGY
Smarter energy use for all



MUSEUM of AFRICAN
AMERICAN HISTORY
Rejoice • Relive • Reconnect



smsbf
SE MI Sustainable Business Forum

MICHIGAN
Science
CENTER

natural
awakenings®
healthy living, healthy planet.

SACHSE
CONSTRUCTION



eco
WORKS

NAVIG
Detroit
GREEN
LIVING
SCIENCE

AIA
Detroit
A Chapter of the American
Institute of Architects

GREEN SAFE
PRODUCTS

michigan
saves™

TREMCO

WattTime®



WEST MICHIGAN

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Kevin McNeely

M C N E E L Y B U I L D I N G G R O U P



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John Adams

D T E E N E R G Y

Program Overview

Program Funding – 2008

- Michigan Public Act 295

- *Energy Optimization Surcharge* added to all ratepayers' bills to:
 - Help customers save energy, manage costs
 - Help reduce generation, offset new capacity
- Surcharge is rebated through the program
- Cash incentives:
 - Target specific energy-saving equipment and technologies
 - Encourage energy-efficient building and systems design

Impact of our Program

Since 2009:

\$186 million incentives paid.

53,000 projects completed.



Deadlines

- **The Program Year ends Nov. 30**
 - No Reservations will be extended beyond Nov. 30
 - Final Applications must be submitted within 60 days of project completion date or Nov. 30, whichever comes first
 - Incomplete Final Applications may be subject to cancellation
 - Any Application submitted after Nov. 30 may be cancelled
- **Watch the gauges**



Three Types of Incentives

Prescriptive

- Defined incentives:
 - Per item/kWh/Mcf energy saved

Custom

- Projects don't fit a prescriptive approach
 - Calculated incentives
 - Per-kWh/Mcf of energy saved

New Construction Major Renovation

- New facilities/renovations of facilities
- Change of use or Adding load
 - Systems Approach
 - LEED Whole Building

How it works

Prescriptive



Pre-determined measures from the Michigan Energy Measures Database (MEMD) with specific energy savings and cash incentives in the categories of electric and gas

ELECTRIC

- Lighting
- HVAC
- Miscellaneous
- Process

NATURAL GAS

- Hot Water & Laundry
- HVAC
- Insulation
- Process
- Boiler/Furnace Tune-up

How it works

- Capital investment projects that are **NOT** eligible for a Prescriptive incentive may qualify
- Custom incentives are determined on a case-by-case basis

Custom



- Require a reservation application
- Before any work begins pre-inspection and approval is needed
- Paid per-kWh or per-Mcf saved
 - Examples include:
 - Heat recovery
 - Lighting retrofits not 1-for-1

How it works



**New Construction
Major Renovation**

Ideal for new facilities or major renovations of existing facilities that have a change of use or adding load

Systems Approach

- Smaller/less complex projects (< 20,000 sq. ft.) without modeling
- Projects that are further along in the design process

LEED Whole Building

- A stand alone application
- Incentives paid on the savings validated by GBCI*

How it works



**LEED
New Construction**

LEED Whole Building

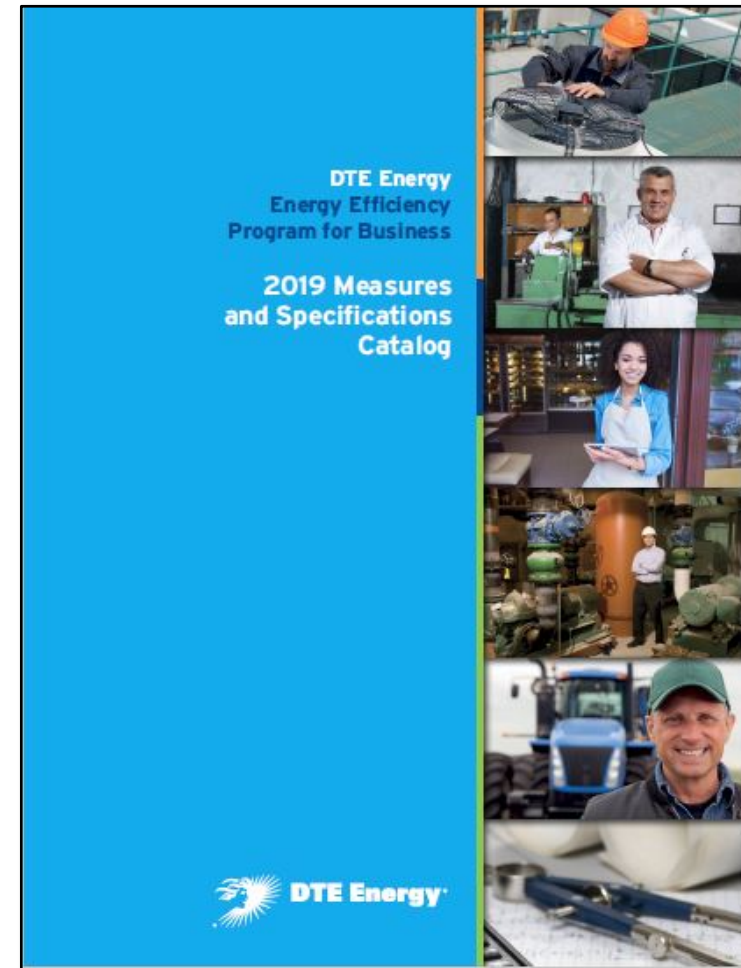
LEED Level	Incentive	
	Electric	Gas
Certified/Sliver	\$0.04/kWh	\$3/Mcf
Gold	\$0.05/kWh	\$3.50/Mcf
Platinum	\$0.06/kWh	\$4/Mcf

**Green Building Certification Institute*

Catalog & Applications

Catalog

- Prescriptive, Custom, & New Construction specifications
- Agriculture program specifications
- LEED Design Review & Assistance specifications



Applications

- Prescriptive, Custom & New Construction measure worksheets
- Agriculture Application
- LEED Design Review & Assistance Application

Use it as a:

- Reservation Application
- Final Application



The flyer is titled "DTE Energy Energy Efficiency Program for Business 2019 Program Application". It features the DTE Energy logo and a photograph of a woman with glasses talking on a phone. The text describes the program's incentives and provides instructions on how to submit an application, including electronic submission and mailing options.

DTE Energy
Energy Efficiency
Program for Business

2019 Program Application

 **DTE Energy**[®]

The DTE Energy Efficiency Program for Business offers businesses like yours incentives for new energy-efficient equipment including lighting, HVAC, process improvements and more. Just follow the simple steps in this application to begin the process. We look forward to working with you.

To submit your application*

1. Complete the application (Pages 2-4).
 - a. Ensure that you have completed the Customer Information (Page 2).
 - b. Ensure that you have completed the Contractor Information if applicable.
2. Complete all relevant worksheets for your project.
3. Submit your Application electronically by clicking "Email Application" on Page 4.
or Fax to: 313.664.1950
or Email to: saveenergy@dteenergy.com


or Print and mail to: **DTE Energy Efficiency Program for Business**
P.O. Box 11289
Detroit, MI 48211

Contact us by phone at 313.664.1900 #3

* A Reservation Application may not be required for your project, but is strongly encouraged to reserve funds. Submission of a Reservation Application does not guarantee that funds will be available.

LEED Design Review & Assistance Application

- Now a stand alone application



DTE Energy
Energy Efficiency
Program for Business

2019 LEED and Design
Review Assistance

DTE Energy[®]

The DTE Energy Efficiency Program for Business offers businesses like yours incentives for pursuing Leadership in Energy and Environmental Design (LEED) certification on your new construction project. Just follow the simple steps in this application to begin the process. We look forward to working with you.

To submit your application*

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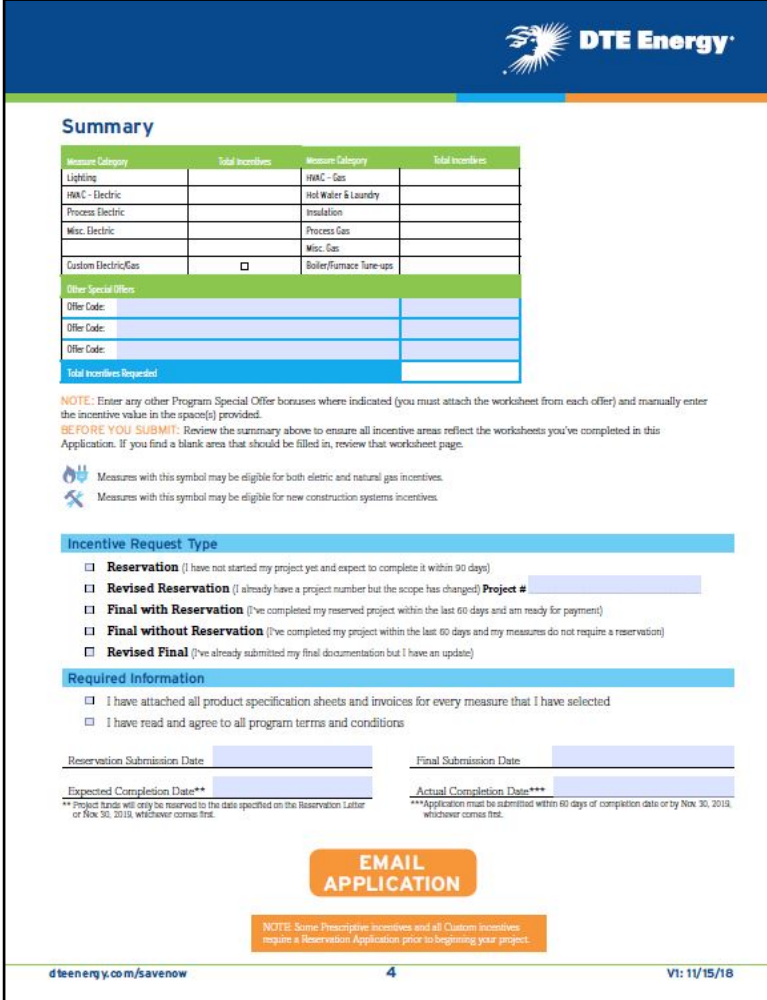
Contact us by phone at 866.796.0512 (Option 3)

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Be Complete

Don't forget these:

- Customer Information Sheet
- Invoices; manufacturer's spec sheets
 - Include reference numbers
- 3rd-party payment authorization
(if applicable)
- Prescriptive/Custom Worksheets
- **Signed** Final Application Agreement
- DLC Product Codes (for lighting projects, if applicable)



Summary

Measure Category	Total Incentives	Measure Category	Total Incentives
Lighting		HVAC - Gas	
HVAC - Electric		Hot Water & Laundry	
Process Electric		Insulation	
Misc. Electric		Process Gas	
Custom Electric/Gas	<input type="checkbox"/>	Misc. Gas	
		Boiler/Furnace Tune-ups	

Other Special Offers

Offer Code: _____


Offer Code: _____


Offer Code: _____

Total Incentives Requested: _____

NOTE: Enter any other Program Special Offer bonuses where indicated (you must attach the worksheet from each offer) and manually enter the incentive value in the space(s) provided.

BEFORE YOU SUBMIT: Review the summary above to ensure all incentive areas reflect the worksheets you've completed in this Application. If you find a blank area that should be filled in, review that worksheet page.

 Measures with this symbol may be eligible for both electric and natural gas incentives.

 Measures with this symbol may be eligible for new construction systems incentives.

Incentive Request Type

Reservation (I have not started my project yet and expect to complete it within 90 days)

Revised Reservation (I already have a project number but the scope has changed) **Project #** _____

Final with Reservation (I've completed my reserved project within the last 60 days and am ready for payment)

Final without Reservation (I've completed my project within the last 60 days and my measures do not require a reservation)

Revised Final (I've already submitted my final documentation but I have an update)

Required Information

I have attached all product specification sheets and invoices for every measure that I have selected

I have read and agree to all program terms and conditions

Reservation Submission Date: _____ Final Submission Date: _____

Expected Completion Date** _____ Actual Completion Date*** _____

** Project funds will only be reserved to the date specified on the Reservation Letter or Nov. 30, 2019, whichever comes first.

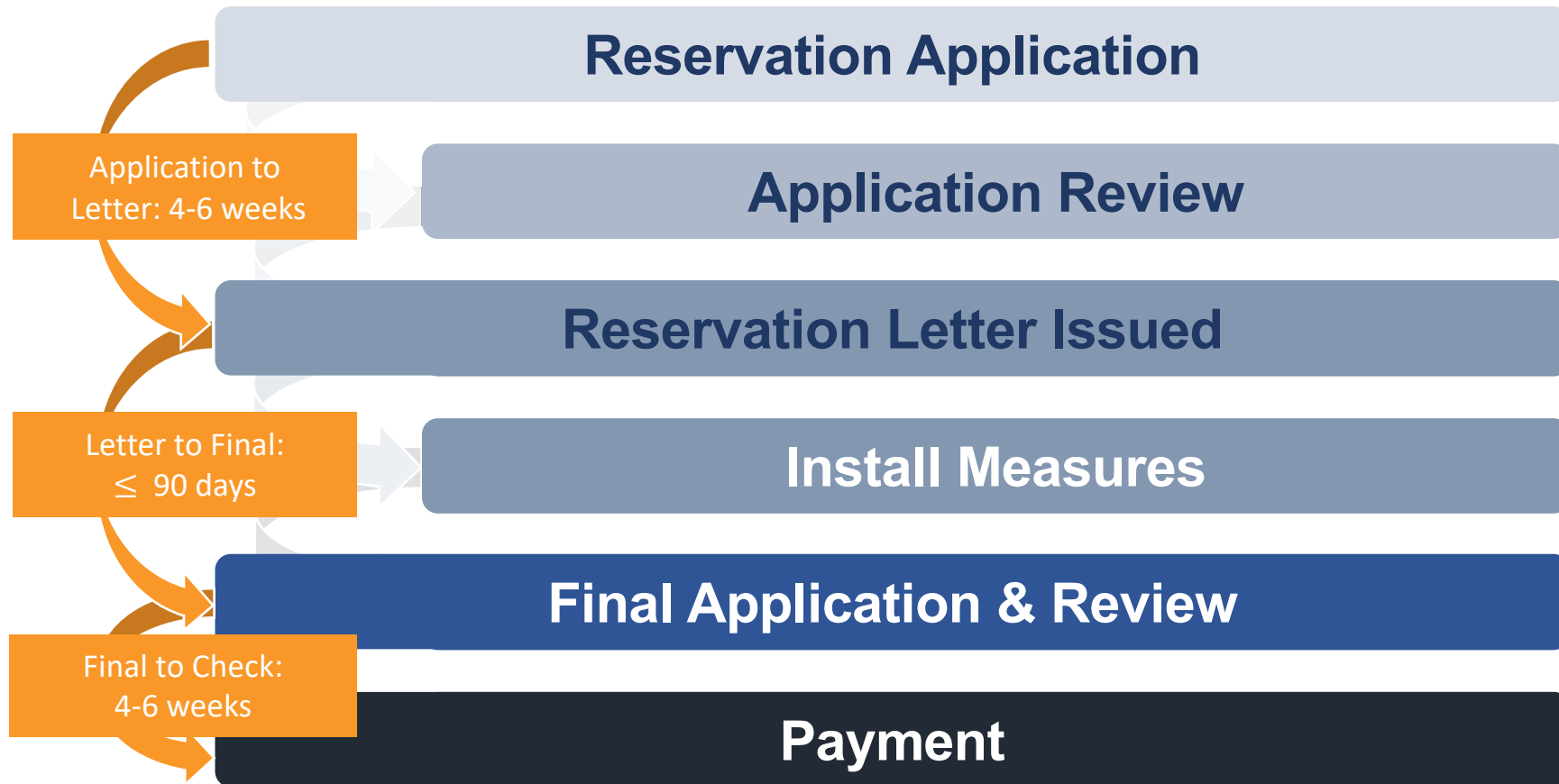
*** Application must be submitted within 60 days of completion date or by Nov. 30, 2019, whichever comes first.

EMAIL APPLICATION

NOTE: Some Prescriptive incentives and all Custom incentives require a Reservation Application prior to beginning your project.

dteenergy.com/savenow 4 V1: 11/15/18

The Process





Thank You!



WEST MICHIGAN

GRAND RAPIDS

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DISTRICT®



Kevin Dunbar

F C A C H R Y S L E R



Pays to Build

USGBC and DTE Energy Customer Testimonial

Kevin Dunbar, CEM, CMVP - Corporate Energy Group Supervisor
ME - Facilities

Feb. 2019
Detroit, MI



Fiat Chrysler Automobiles (FCA) Introduction

WHO WE ARE



235,915

EMPLOYEES



159

PLANTS

PRODUCT
AVAILABLE IN

140

COUNTRIES

Maximizing Customer Incentives



DTE Energy
Energy Efficiency
Program for Business

2019 Program Application



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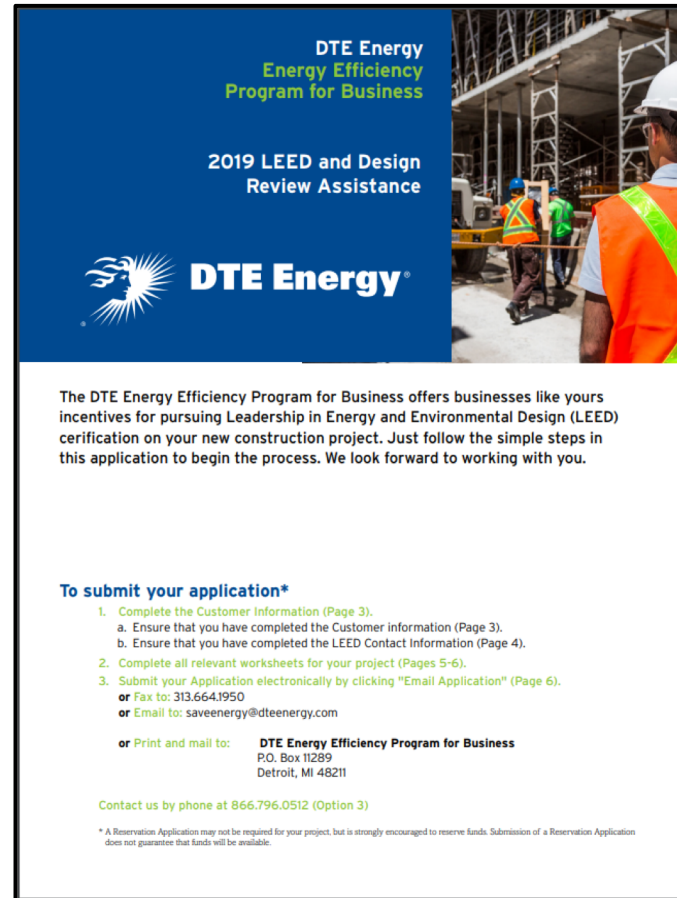
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DTE Energy
Energy Efficiency
Program for Business

2019 LEED and Design Review Assistance



The DTE Energy Efficiency Program for Business offers businesses like yours incentives for pursuing Leadership in Energy and Environmental Design (LEED) certification on your new construction project. Just follow the simple steps in this application to begin the process. We look forward to working with you.

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FCA uses both applications to gather the maximum incentives

- Announcement made for new building.....Too late!!!!



**NEED TO INFLUENCE
BUILDING GROUP/FACILITIES
BEFORE FUNDING / PLANS
ARE DRAWN**

- Review Corporate Technical Specifications
 - Ensure the specifications have considered energy efficiency
 - Ex: All new buildings for FCA must be LEED Gold certified
- Take an active role in project planning and bidding activities
 - Are your “energy” items included in bidding?
 - Ex: Departmental Weekly General Considerations Meeting
 - Access to LEED Online - Project tracking
- Review project with DTE Energy Energy Efficiency Program for Business team, EARLY
 - Map out project items and discuss in detail
 - Ex: Worksheet per project, classify projects (NC/Retrofit)
 - LEED Design Review



- Rely on Trade Allies / General Contractors
 - To obtain proper documentation, work with contractors closely
 - Ex: Lighting - W/Sq. Ft. calculation (Lighting Layouts) or “Documents”

- Obtain project drawings
 - Ensure you have the latest sets of drawings for project
 - Ex: Attention to MEP Schedules

- Discuss the Energy Efficiency Incentives available with team
 - Often \$\$\$\$ drives behavior
 - Ex: Documentation delay - HVAC Incentive

AIR HANDLING UNIT SCHEDULE										
UNIT NO.	LOCATION	AREA SERVED	SUPPLY FAN NO.	CFM [l/s]		EXTERNAL STATIC PRESSURE (NOTE 1) IN[mm]	SPECIFIED INTERNAL LOSSES (NOTE 2) IN[mm]	UNSPECIFIED INTERNAL LOSSES (NOTE 3) IN[mm]	FAN TOTAL S.P. (NOTE 4) IN[mm]	TYPE SYSTEM
				SUPPLY	O.A.					
1-AH5	2nd FLOOR	SURGERY	1-SF5	20,000 [9439]	20,000 [9439]	2.5 [63.5]	2.0 [50]	1.0 [25]	5.5 [140]	VAV

NOTES:

1. EXTERNAL STATIC PRESSURE REQUIRED AT DUCT CONNECTIONS TO INLET & OUTLET OF AHU. MEASUREMENTS SHALL BE TAKEN WITHIN 3 FT. [1.0 M] OF INLET AND OUTLET AT A POINT OF MAX. ACCURACY.
2. TOTAL OF MAX. PRESSURE DROPS OF COMPONENTS WHICH ARE SPECIFIED SEPARATELY, IE., PREFILTERS, AFTER FILTERS, HEATING & COOLING COILS, DIFFUSER PLATE, AND SOUND ATTENUATORS.
3. INTERNAL LOSS ALLOWANCE SHALL INCLUDE LOSSES DUE TO ENTRANCE & EXIT OF AHU, MIXING BOXES, DIFFUSER SECTION (OTHER THAN DIFFUSER PLATE) INCLUDING LOSSES DUE TO FAILURE TO PROPERLY CONVERT FAN DISCHARGE VELOCITY PRESSURE TO STATIC PRESSURE, FAN INLET CONDITIONS, CASINGS, HUMIDIFIERS, DAMPERS, ETC.
4. TOTAL FAN S.P. = EXTERNAL STATIC PRESSURE + SPECIFIED INTERNAL LOSSES + UNSPECIFIED INTERNAL LOSSES. MANUFACTURER SHALL PROVIDE SUBMITTAL SHOWING ACTUAL LOSSES OF ALL EQUIPMENT PROVIDED. REFER TO FAN SCHEDULE FOR ADDITIONAL FAN SELECTION INFORMATION.

DESIGNER'S NOTE:
FOR AREA SERVED SHOW FUNCTIONAL AREA SUCH AS SURGERY, KITCHEN, LABORATORIES, ETC., WHERE APPLICABLE, OTHERWISE SHOW FLOORS SERVED. FOR TYPE OF SYSTEM INDICATE DUAL DUCT, MEDIUM PRESSURE, VARIABLE VOLUME, LOW PRESSURE REHEAT, MULTIZONE, VENTILATION SUPPLY UNIT, ETC.

- Work with an expert
 - Ensure proper selection of modeling engineer / familiarity with ASHRAE 90.1
 - Ex: Lighting - W/Sq. Ft. calculation (Lighting Layouts) or “Documents”
- Set project target early on
 - Ensure project team is aware of threshold to meet certification
 - Ex: Need to achieve XX% to qualify of EAP2 - Minimum Energy Performance
- Model project based off prints
 - Plugging the knowns into the model early on will help influence future project decisions
 - Ex: Solar Heating for Restroom Hot Water



- Over 6 Buildings LEED Gold Certified in US
 - Sterling Heights Assembly Plant - South Paint Shop 
 - Mopar Parts Distribution Center - Romulus
 - Mopar Parts Distribution Center - Winchester
 - Sterling Heights Assembly Plant - North Body and Paint Shops
 - Trenton Engine Plant - South Engine Manufacturing
 - Mopar/ZF Partnership - Marysville
- Paint Shops
 - (2) certified LEED Gold - difficult / right formula
- More to come!!!!
 - LEED certification buildings a given with any new construction project





WEST MICHIGAN

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2030
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Thank You!

WWW.USGBCWM.ORG