IT PAYS TO BUILD BEYOND CODE TROY, MI

11:30-1:00 PM
Welcome!
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
square footage

191,979,708

competing in 2018
2017 Battle of the Buildings Water Category
NEW IN 2018

INDUSTRIAL/ MANUFACTURING PILOT
46 BUILDINGS REDUCED THEIR ENERGY MORE THAN 10%
11 BUILDINGS REDUCED THEIR ENERGY MORE THAN 20%
2017 ENERGY SAVINGS
Competitor’s combined total:
59,233 metric tons of CO2e avoided
COMPETITORS AVOIDED

$7.6 Million

IN UTILITY COSTS IN 2017
Save the Date

APRIL 25, 2019

JW MARRIOTT
THE FIFTH ANNUAL

Michigan

ENERGY SUMMIT

APRIL 25, 2019

WWW.MICHIGANBATTLEOFTHEBUILDINGS.ORG

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
Will Allen
MANAGING PARTNER AND CO-FOUNDER
NASCENT GROUP HOLDINGS, LLC
Visionary Partners

Consumers Energy
DTE Energy

BERGMANN
Kilowatt Combatant

Detroit Lions
Happy Hour Sponsor

DEPPMANN
Parking Sponsor

MI Energy
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.
LEED IS GLOBAL
2.4 MILLION + SQUARE FEET DAILY
LEED Certified Buildings in Michigan

- Certified: 241
- Silver: 323
- Gold: 379
- Platinum: 47

Total Buildings: 896

*Based on data received from USGBC National’s Project List on February 14, 2019*
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
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.
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.
MORE THAN
11,700
USGBC MEMBERS
are organizations, corporations and institutions
that make up a vibrant and diverse community
USGBC DETROIT REGION ANNUAL SPONSORS

DURO-LAST
THE WORLD'S BEST ROOF®

Patrick and Karen
Smithbauer

Turner
Construction
Company
Foundation

NORR
ARCHITECTS ENGINEERS PLANNERS
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
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
Connie Lilley

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

#16 Detroit!

Detroit 2030 Website & Video

EMERGING DISTRICTS:
- Tuscon, AZ
- Cincinnati, OH
- Erie, PA
- New York City, NY

19 million square feet of commercial space dedicated in Detroit!
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

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!
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

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
  o Examples include:
    ▪ Heat recovery
    ▪ Lighting retrofits not 1-for-1
How it works

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*
# LEED Whole Building

<table>
<thead>
<tr>
<th>LEED Level</th>
<th>Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Electric</td>
</tr>
<tr>
<td>Certified/Sliver</td>
<td>$0.04/kWh</td>
</tr>
<tr>
<td>Gold</td>
<td>$0.05/kWh</td>
</tr>
<tr>
<td>Platinum</td>
<td>$0.06/kWh</td>
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</tbody>
</table>

*Green Building Certification Institute*
Catalog & Applications
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
LEED Design Review & Assistance Application

• Now a stand alone application
Be Complete

Don’t forget these:

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

Application to Letter: 4-6 weeks

Reservation Application

Application Review

Reservation Letter Issued

Letter to Final: ≤ 90 days

Install Measures

Final Application & Review

Final to Check: 4-6 weeks

Payment
Thank You!
Jon Somerville

CONSUMERS ENERGY
Consumers Energy                Business Energy
Efficiency Programs
2019 Program Overview
No Project Left Behind

- Prescriptive
- Custom

CONSUMERS ENERGY
BUSINESS ENERGY EFFICIENCY PROGRAMS

2019
Incentive Application

Consumers Energy
Count on Us™
Contractor Versus Trade Ally
Becoming an Energy Hero
The Power of Non-Energy Impacts

- Enhance customer experience
- Create appeal and visual interest to products
- Increase worker / operational productivity
- Safe parking lots
- Comfort in working environment

Create appeal and visual interest to products

Increase worker / operational productivity

Safe parking lots

Comfort in working environment
Winning Essentials:
“The How To”
Program Effective Dates

December 1 – November 30
Customer Opportunities
Consumers Energy Service Territory

**Yellow**: Electric
**Green**: Combination
**Blue**: Natural Gas
Project Eligibility for Incentives
Projects That Do Not Qualify
## Incentive Caps and Limits

<table>
<thead>
<tr>
<th>Facility Incentives</th>
<th>Cap per Program Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prescriptive</td>
<td>75% of the total project cost</td>
</tr>
<tr>
<td>Custom</td>
<td>50% of the total project cost</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Customer Limits</th>
<th>Cap per Program Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large Natural Gas</td>
<td>$1M across all facilities per customer</td>
</tr>
<tr>
<td>Large Electric</td>
<td>$2M across all facilities per customer</td>
</tr>
</tbody>
</table>
Tools and Resources
Commitment to Unique Markets
Buy Michigan

- Earn a 30 percent bonus when you install Michigan-made energy efficiency products
- Over 1,000 bonuses have been paid out to customers
- Find a manufacturer at: ConsumersEnergy.com/buymichigan
Your Energy Efficiency Journey Begins

Contact the program team
877-607-0737

ConsumersEnergy.com/startsaving
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
- 140 Countries

Pays to Build
Maximizing Customer Incentives

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
Customer Testimonial - Planning

- 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
Customer Testimonial - Documentation

- 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
Customer Testimonial - LEED Modeling

- 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
Customer Testimonial - Celebrate Success

- Plan for rebate dollars?
  - Can you use those dollars coming back to the facility?
    - Ex: State of the art metering project funding

- BIG checks
  - Work with DTE Energy Energy Efficiency Program Team to organize

- News Release - Communications
  - Promote to external parties, tell the story about commitment to energy efficiency
    - Ex: Mopar PDC
FCA and New Construction / LEED Success

- 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
Thank You!

WWW.USGBCWM.ORG