

ANN ARBOR DISTRICT 2030
DETROIT DISTRICT 2030
GRAND RAPIDS DISTRICT 2030

HEALTHY BUILDINGS WEBINAR SERIES

REACH ZERO CARBON THROUGH MICHIGAN 2030 DISTRICTS AND DTE INCENTIVES

DTE

MI GreenPower™

DNV·GL



AGENDA

10:00 - 10:15

MICHIGAN 2030 DISTRICTS OVERVIEW & UPDATES

JAN CULBERTSON, ANN ARBOR 2030 DISTRICT
CONNIE LILLEY, DETROIT 2030 DISTRICT
CHERI HOLMAN, GRAND RAPIDS 2030 DISTRICT

10:15 - 10:25

DTE UPDATE

KENNETH RANDAZZO, DTE

10:25 - 10:40

DTE ASSESSMENT OVERVIEW & IMPORTANCE

TAMIKA BANKS, DTE

10:40 - 10:55

DTE INCENTIVES

PETER GRIFFIN, DTE

10:55 - 11:10

DTE MIGREENPOWER PROGRAM & CUSTOMER SUCCESS RECAP

BRIAN CALKA, DTE

11:10 - 11:30

Q&A FOR ALL PANELISTS

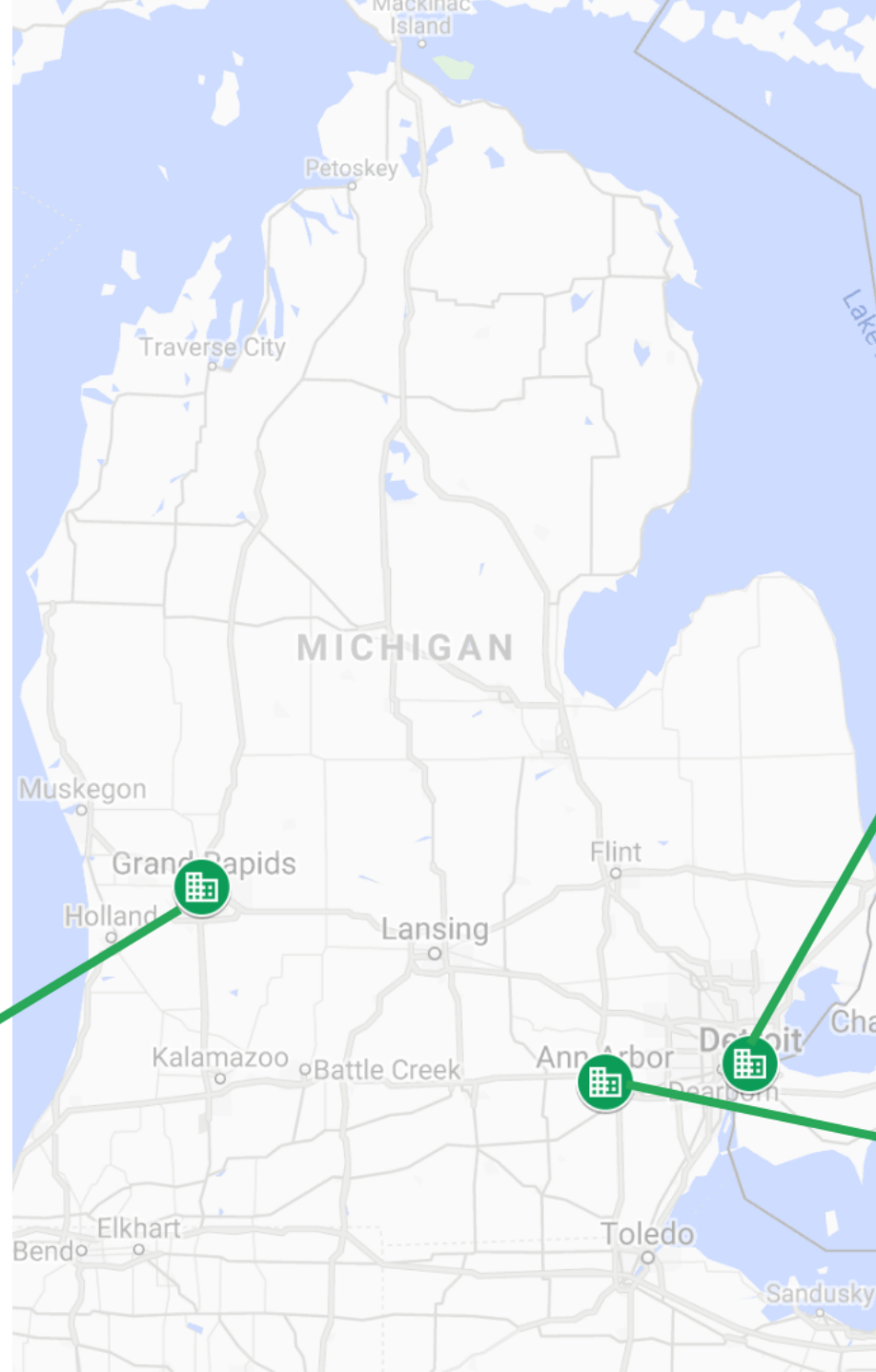
GILLIAN GIEM, GRAND RAPIDS 2030 DISTRICT (MODERATOR)



2030 DISTRICTS NETWORK

Representation in your community

GRAND RAPIDS
2030
DISTRICT



DETROIT
2030
DISTRICT



ANN ARBOR
2030
DISTRICT



The logo features the letters "DTE" in a bold, dark blue, sans-serif font. To the left of the text is a stylized sunburst graphic composed of numerous thin, light blue lines radiating from a central point, creating a semi-circular shape.

DTE

DTE Energy Overview

DTE Energy Overview

DTE Energy, a Detroit-based diversified energy company involved in the development & management of energy-related businesses & services nationwide

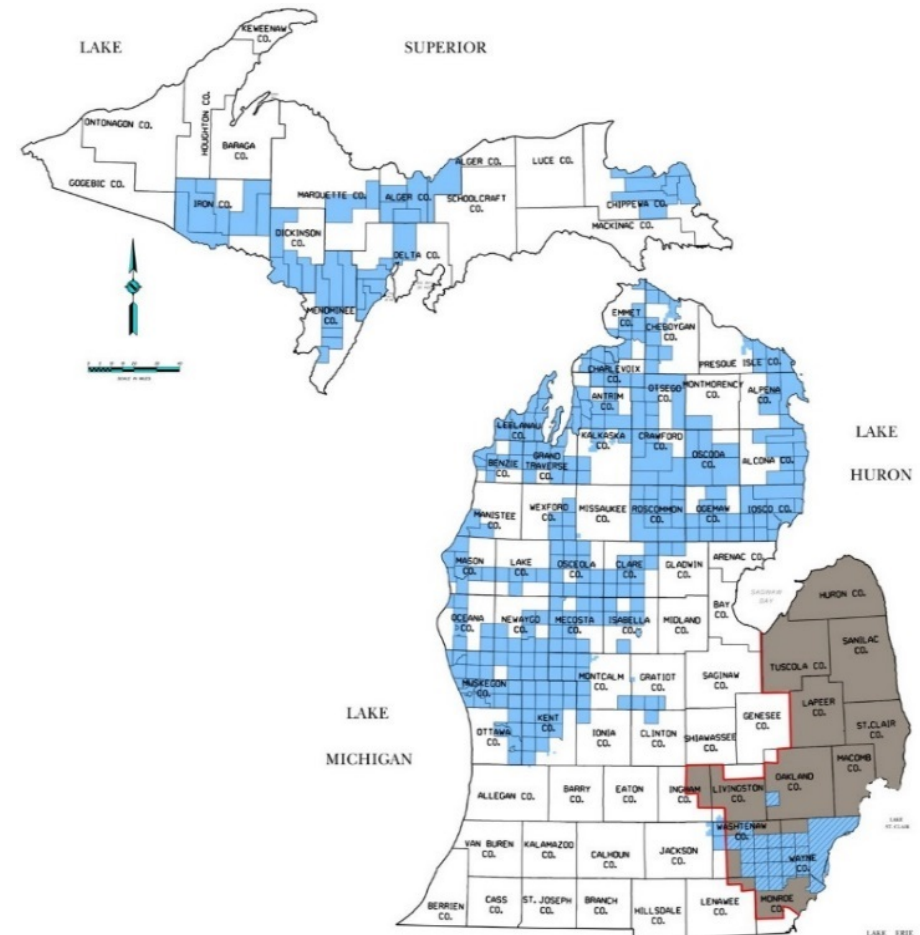
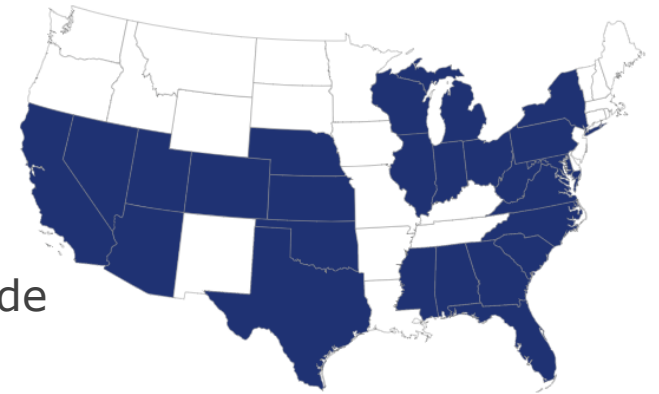
- 2 Regulated Michigan utilities; DTE Electric and DTE Gas
- 9 Competitive business units
- Operations in 20+ states
- Operating revenues: \$13B

DTE Electric

- Owes & operates 24/7 energy sources & the smart grid
- 11,084 MW of power capacity, over 1,100 MW are renewable energy sources
- 2.2 million customers in Michigan
- Michigan's largest electric utility and one of the largest in the nation

DTE Gas

- Purchases, stores, sells & distributes natural gas
- Owes & operates 278 storage wells representing 34% of the underground capacity in Michigan
- 1.2 million customers in Michigan
- One of the nation's largest natural gas utilities



DTE Energy overview

DTE Energy subsidiaries

DTE Energy Subsidiaries



DTE Gas Company

Storing and transporting natural gas across the U.S. and Canada.

[Learn More >](#)



DTE Gas Storage & Pipeline

A national leader in natural gas storage and pipelines.

[Learn More >](#)



DTE Power & Industrial

Energy products and expertise for commerce and industry.

[Learn More >](#)



DTE Biomass Energy

Producing renewable energy by capturing methane from landfills.

[Learn More >](#)



DTE Energy Trading

Energy sourcing and management for gas and electric utilities.

[Learn More >](#)



More DTE Subsidiaries

Discover other growing DTE Energy groups and services.

[Learn More >](#)

DTE Energy overview

DTE Energy subsidiaries



Gas Laboratory Services

Advanced analytics and sampling services for assessing natural gas quality.

[Review Services >](#)



DTE Energy Supply

Providing natural gas and services to commerce and industry in the Midwest and Northeast.

[Explore Sourcing >](#)



Midwest Energy Resources Company

Coal transportation services by rail, vessel and truck across the Great Lakes region.

[Learn About MERC >](#)



Citizens Gas Fuel Company

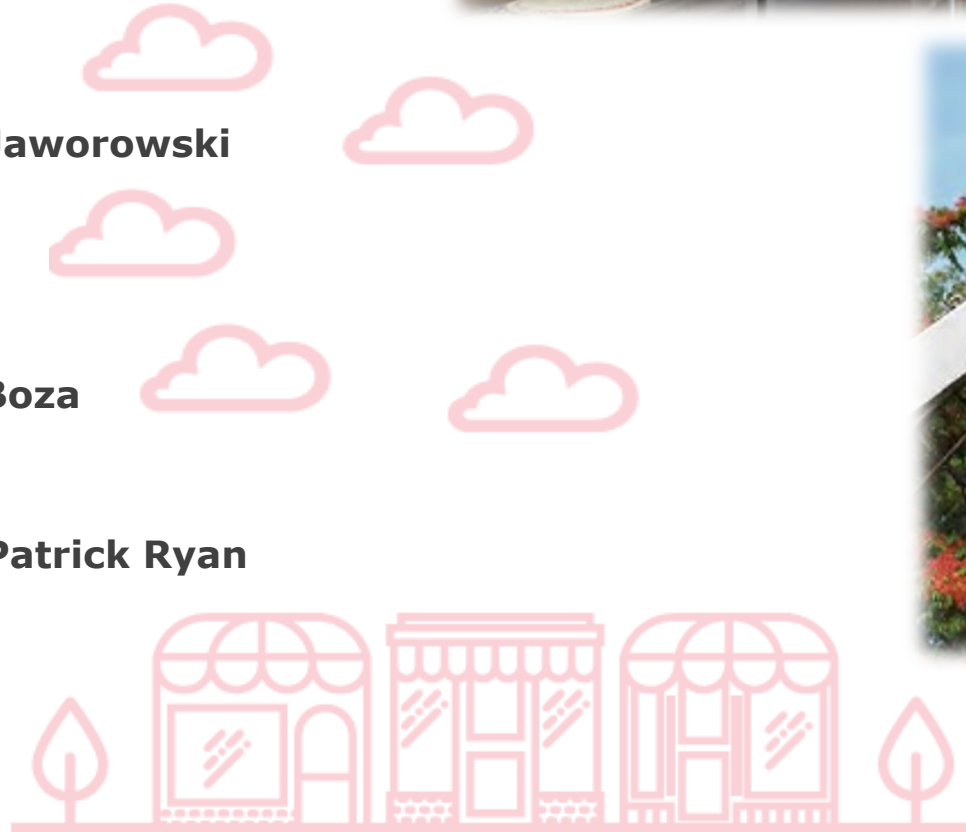
A public utility delivering natural gas to 17,000 homes and businesses in Lenawee County.

[Learn More >](#)

DTE Energy overview

Energy Waste Reduction – C&I Platforms

- **Small Business Platform – Jeremy Cappello**
 - Business Energy Consultation
 - Small Biz Focus
- **Midstream Platform – Sarah Tocco**
 - Midstream Lighting
 - Midstream Food Service
 - Midstream HVAC
- **Downstream Platform – Alison Jaworowski**
 - Prescriptive
 - New Construction
 - Michigan Agri-Business
 - Non-Prescriptive
- **Operational Platform – Donald Boza**
 - Retro-Commissioning (RCx)
 - Strategic Energy Management (SEM)
- **Energy Assessment Platform – Patrick Ryan**
 - Business Energy Assessments
 - Strategic Energy Plan



DTE Energy overview

Energy Waste Reduction – Other C&I Initiatives

Emerging Programs (Pilots)

- Reverse Energy Auction
- Find and Fix Programs
 - Steam Traps
 - Air Compressor System
- GrocerSmart
- Business Energy Reports
- Power Take-Off
- Cohort Sustainability Group
- 2020 E Challenge

Financing Partners

- Michigan Saves
- PACE

Self Direct

- Gas
- Electric

ENERGY STAR Retail Lighting

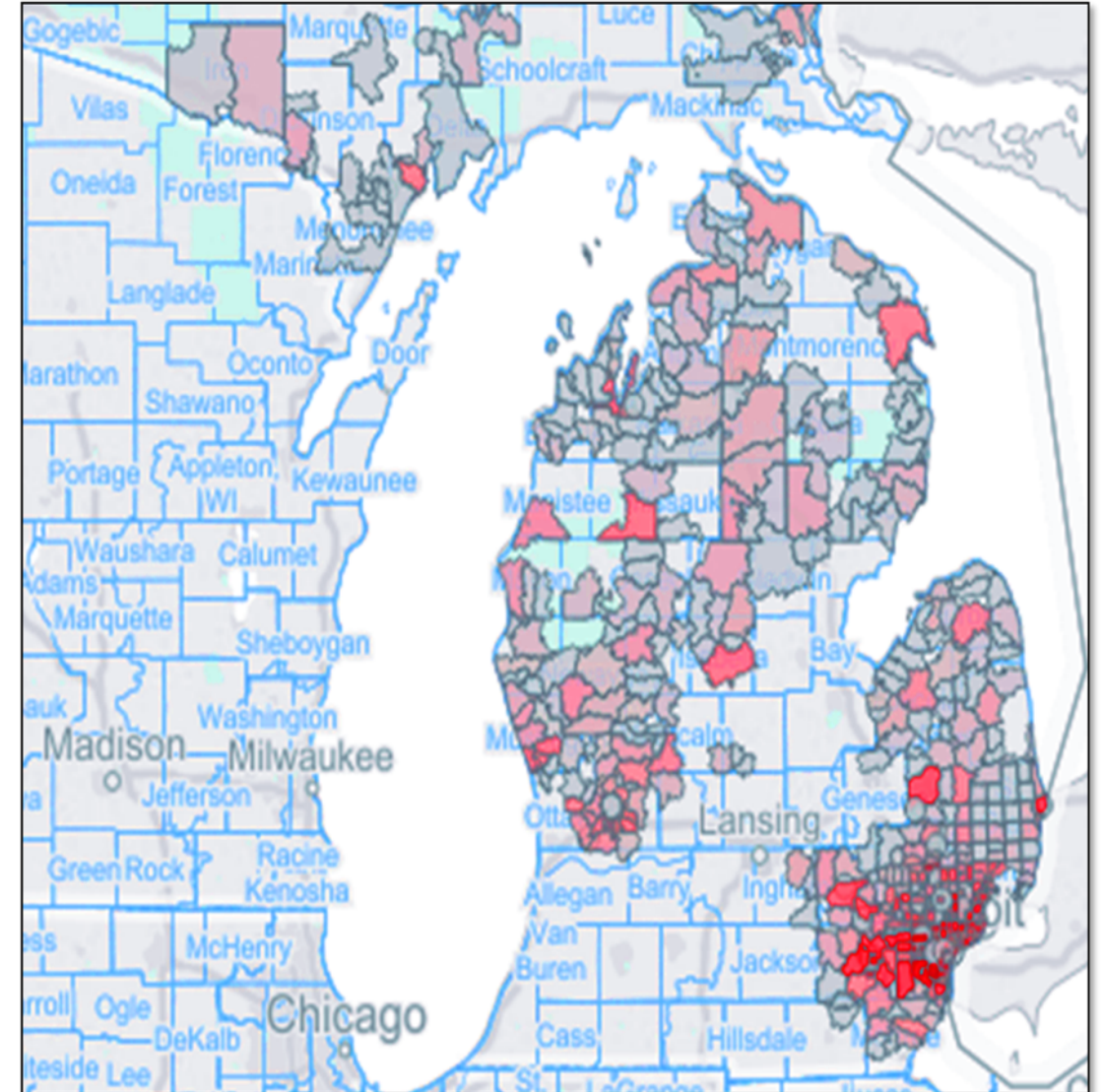
Multi-Family Common Areas



DTE Energy overview

Commercial & Industrial program accomplishments since 2009

- Wide & varied participation throughout Michigan
- Introduction of 4 new platforms with 10 new programs
- DTE C&I Programs are rated Best-in-Class
- Over 70,000 projects completed
- Paid over \$250 million in electric & gas incentives
- Estimated customer savings of over \$675 million
- DTE energy efficiency programs are assisting in leading the way to a cleaner, safer, smarter energy future



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DTE

Thank you

Energy Efficiency Walkthrough



Tamika Young Banks, CEM
Principal Energy Manager
Energy Smart Team

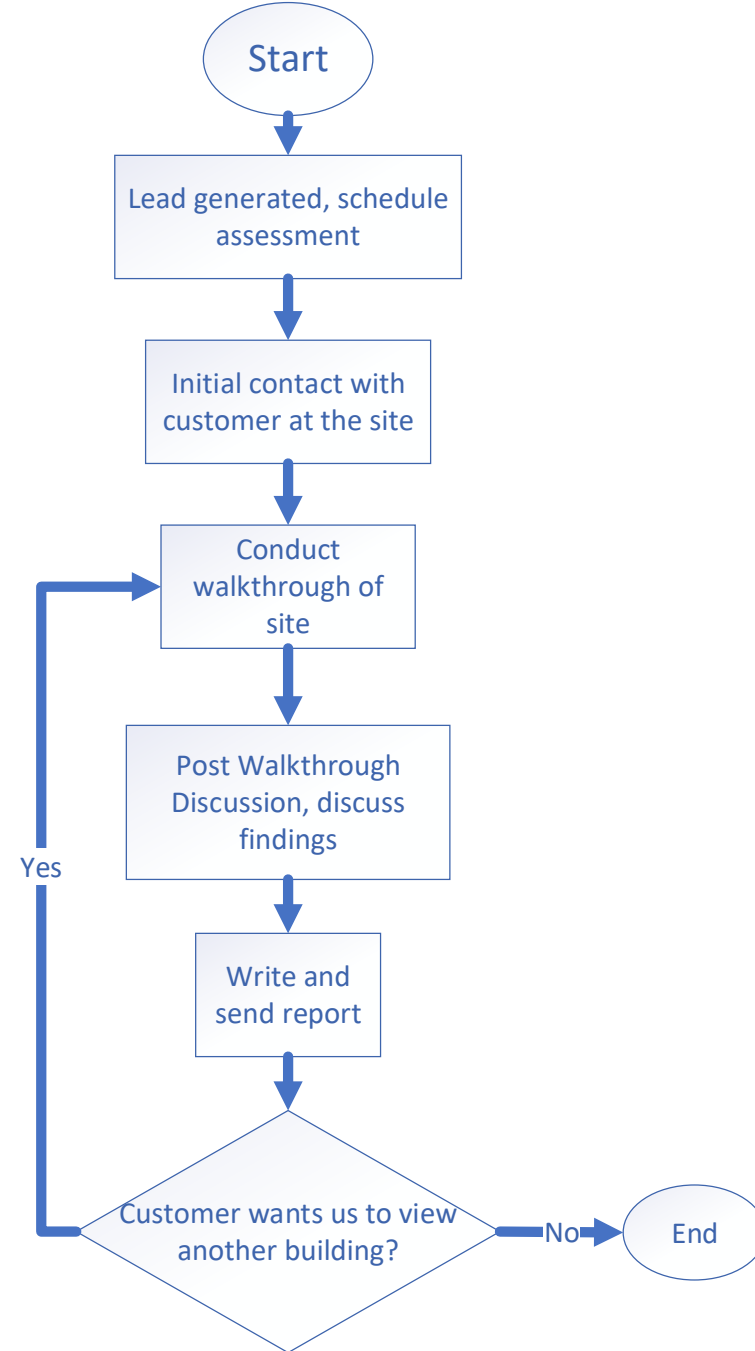
9/23/20



Goal: Assist business customers in identifying the energy efficiency opportunities they could do

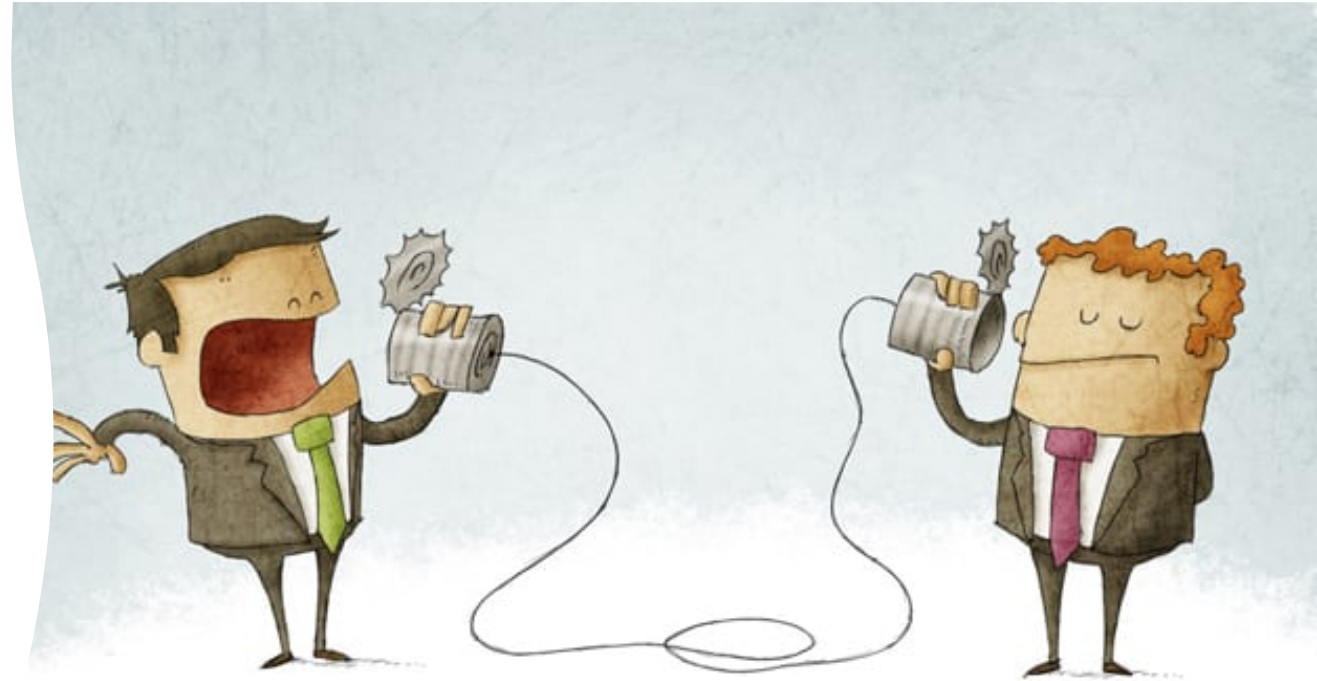
- Through a series of questions and observations we can identify energy efficiency opportunities
 - Lighting
 - HVAC
 - Process
 - Other
- Link those opportunities to the Incentive Program
- Not ASHRAE Energy Audit
- NO COST

Our Process



Initial Contact

- Here we discuss:
 - Building background
 - Age
 - Building Type
 - Hours of Operations
 - Specific energy concerns



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Walkthrough

- Walkthrough the facility
- Energy Efficiency Opportunities
 - LED vs. T-8, T-12, CFL
 - Type of space heating
 - Process Equipment
- During the walkthrough
 - Get information on current system
 - Offer some suggestions



Post Walkthrough

- Recap immediate opportunities
- Provide resources and recommendations
 - DTE Midstream Program
- Depending on needs of the customer begin to discuss next phases or other buildings
 - Strategic Energy Plan (multi-building owner)



Energy

Assessment

Report

- **Exit signs** operate 24 hours a day, 365 days a year; therefore, it is best to use the most efficient type of lighting available in your exit signs. Most often, older exit signs are illuminated with a 20 watt incandescent lamp. More efficient LED fixture replacements are available, which use 5 watts of electricity or less.



Proposed Project	Rebate Code
Exit Signs	-
Compressed Air Audit with Leak Repair	CA-25
Interior LED Lighting with Ceiling Height Under 15 ft.	L-1D
Interior LED Lighting with Ceiling Height 15 ft. or Above	LL-17D
Exterior LED Lighting Retrofit (Annual operating hours less than 8,760), 50 to 149W	LL-20D
Interior LED Lighting with Ceiling Height Under 15 ft. w/ Networked Lighting Controls	LO-20
Interior Central Lighting Control	LO-3
Interior Daylight Sensor Controls	LO-5
Interior Occupancy Sensors	LO-60, LO-61, LO-62

DTE Energy

1 Energy plaza Detroit
Mi

Submitted To
Smart Team

Report Generation



Includes:

- Proposed projects
- Brief description on the projects
- Rebate codes (incentives)



USGBC 2030 District Webinar

September 24, 2020

Energy Efficiency Program for Business

The logo for DTE Energy, featuring the letters "DTE" in a bold, dark blue, sans-serif font. The text is positioned to the right of a stylized sunburst graphic composed of numerous thin, light blue lines radiating from the left edge of the frame.

DTE

Peter Griffin

Energy advisor

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 **will** be cancelled

Watch the gauges



Three types of projects:

Prescriptive

- Defined measures for 1-for-1 upgrades
- Defined incentives: per item/kWh/Mcf energy saved
- Project reservations required for some measures; highly recommended for all measures

Custom

- Projects don't fit a prescriptive approach
- Calculated incentives: per kWh/Mcf of energy saved
- Project reservations always required.

New construction/ Major renovation

- New facilities/renovations of facilities, change of use, and adding load
- Systems approach incentives: defined per item/kWh/Mcf energy saved. LEED whole building incentives: based on LEED certification
- Project reservations highly recommended for all projects.

How they work: Prescriptive

Prescriptive Incentives

- Pre-determined measures with specific energy savings and cash incentives in the categories of electric and gas

Electric

- Lighting
- HVAC
- Miscellaneous
- Process

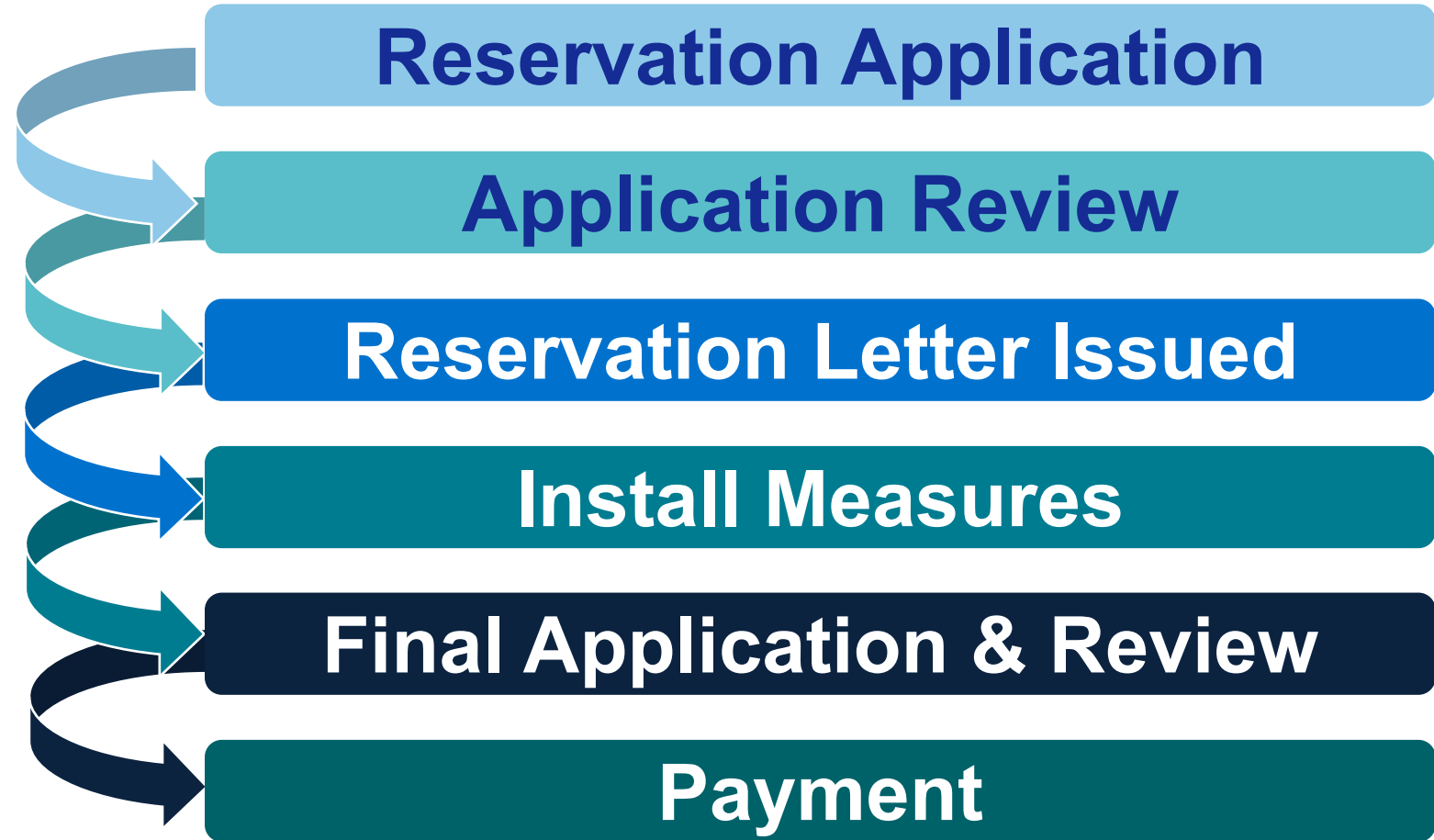
Natural gas

- Hot water & laundry
- HVAC
- Insulation
- Process
- Boiler/furnace tune-up



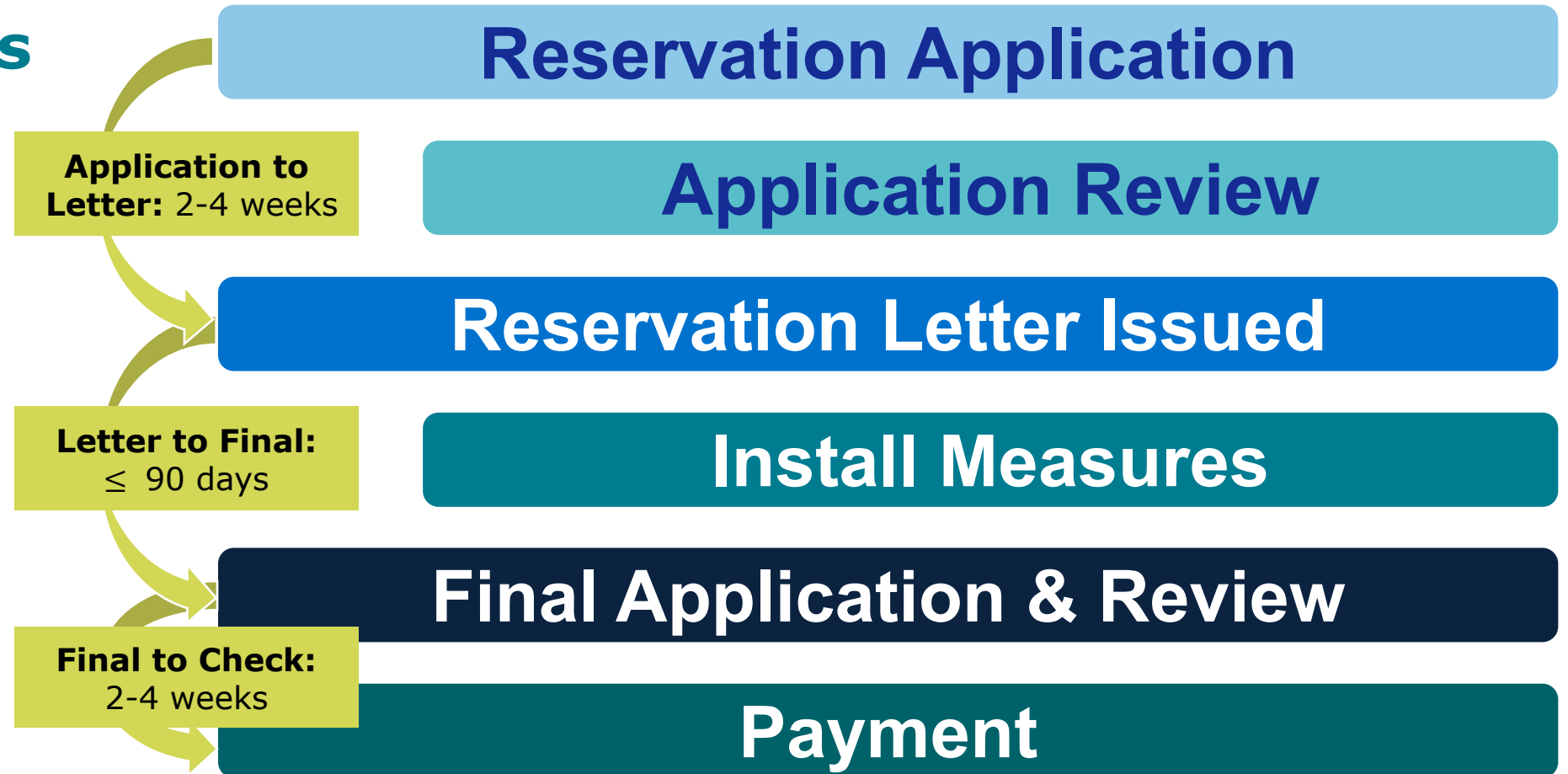
Timeline

The process



Timeline

The process



Catalog & applications

Applications

- Prescriptive, custom & new construction measure worksheets
- Agriculture application
- LEED design review & assistance application

- **Use it as a :**
 - Reservation application
 - Final application



2020 Customer bonus offers

Exterior LED and building envelope bonus

- 25% customer bonus on select measures

Chains and franchises bonus

- Tiered structure:
 - (2-10 locations 10%)
 - (11-20 locations 15%)
 - (21+ locations 20%)

DTE Energy Efficiency Program for Business

20%
Up to 20% bonus
for chains and
franchises

Incentive bonus offer now available for franchises and chain stores!
with multiple locations participating.

Additional funds available for chains and franchises with multiple locations participating.

The DTE Energy Efficiency Program for Business is offering a special incentive bonus for restaurant chains or franchises and retail stores with multiple locations (same name and/or tax ID) and that also energy efficiency projects at several sites. We hope that this offer will encourage wide spread adoption of energy efficiency improvements at several of your locations. This offer will take effect on Feb. 1, 2020 and run through Nov. 30, 2020 and will only apply to electric incentives.

This bonus is based on a tier structure, with a higher incentive bonus being paid to more participating locations with the same name and/or tax ID. The tiered bonus structure is as follows:

- Paid locations 2-10 will receive a 10% bonus
- Paid locations 11-20 will receive a 15% bonus
- Paid locations 21+ will receive a 20% bonus

This bonus may be combined with other DTE Energy Efficiency Program for Business bonuses. However, incentives are calculated from the paid base incentive total, which does not include eligible bonuses. Funds are limited and subject to change. This offer may end at any time.

How to apply:

- Complete the reverse side of this form with planning. Attach this form with applications to indicate participation in the bonus.
- Next to "Offer Code" on page 4 of the application, manually enter "chains and franchises bonus" and input the calculated bonus at the 10% rate in the field to the right.
- The tiered bonus percentage will be determined based on the order of submitted final applications.

For more information about this offer, contact our office by phone at 866.796.0512 (option 3) or by email at savesenergy@dtenergy.com.

*This offer is not eligible for locations that have completed before Feb. 1, 2020 and are eligible for the bonus, but will not receive the incentive at this time.

Contact us
Phone: 866.796.0512
Email: savesenergy@dtenergy.com
dtenergy.com/home
313.664.1950

DTE Energy Efficiency Program for Business

Exterior LED lighting and building envelope bonus

25% customer bonus for the following LED and envelope measures:

- Exterior LED lighting controls (11/2018 through 11/2019 & 11/2020)
- 24/7 Exterior lighting only (11/20)
- Exterior LED lighting controls (10/13 through 10/15)
- Exterior LED lighting controls (10/17 through 10/19)
- Defused (10/12)
- High performance glazing (10/13)
- Window film (10/12)
- Continuous lighting (10/1)

Invest in energy efficiency now and save even more. For a limited time only, we are offering a special bonus on applicable exterior lighting and envelope measures. Take advantage of this offer today to lower your upfront investment and reduce your operating costs going forward. This 25% bonus offer is available to all DTE electric customers on select measures, but only for a limited time.

This offer provides a bonus based on the value of all eligible applications submitted from August 1, 2020 until October 31, 2020. Final applications must be submitted by October 31, 2020.

The 2020 exterior LED lighting and building envelope bonus may be combined with other DTE Energy Efficiency Program for Business bonuses. However, incentives are calculated from the paid base incentive total, which does not include eligible bonuses. Funds are limited and subject to change. This offer may end at any time.

Contact us
Phone: 866.796.0512 (ext. 1)
Email: DTEsaveEnergy@dtng.com
dtenergy.com/home
313.664.1950

2020 Designated trade ally bonus offers

Boiler tune-up bonus

- \$20 per tune-up for space heating, domestic hot water and \$200 for process boilers

Large project bonus

- 10% of the incentive value for all projects with an eligible measure category over \$9,100



DTE Energy Efficiency Program for Business

Working hard to make your job easier.

Fast track your boiler tune-up application and receive a trade ally bonus!
The DTE Energy Efficiency Program for Business team understands that boiler tune-up applications can be tedious. As a result, we have a quick application process designed to fast track your tune-up application and require only minimal information.
This process will only be available to qualified designated trade allies. As an added bonus we are offering \$20 per tune-up for space heating measures (HG 21 through HG 23), domestic hot water (HG 26) and \$200 for process boilers (measures HG 24 through HG 27). Bonus will be paid directly to the trade ally for every tune-up applied for with this new process submitted from Feb. 1, 2020 through Nov. 30, 2020.
This bonus may be combined with other DTE Energy Efficiency Program for Business bonuses. However, incentives are calculated from the paid base incentive total, which does not include eligible bonuses. Funds are limited and subject to change. This offer may end at any time.

How quick application works
Designated trade allies must use the provided excel spreadsheet to complete the entire paperless application process. Follow this simple process:
1. Review the incentive amount with your customer, which will be paid directly to the customer (unless a third party agreement is signed by the customer to pay to the trade ally).
2. Complete a simple excel spreadsheet (available from your outreach representative). Send us the spreadsheet and attach the combustion analysis weekly or monthly.
3. Get paid in 2-3 weeks.
Multiple locations can be submitted on the same spreadsheet.

Contact us
Phone: 866.796.0517
Email: savenergy@dteenergy.com
Web: dteenergy.com/saveenergy
Fax: 313.664.1950



DTE Energy Efficiency Program for Business

10% Large project bonus

We would like to thank our designated trade allies for their continued support, and we know that larger projects can be more complex and difficult to apply for. In an effort to reward trade allies for their hard work, we are offering a special bonus to encourage contractors to identify large electric and gas projects and apply for incentives on their customer's behalf. This bonus will be 10% of the incentive value for all projects with an eligible measure category over \$9,100 will be paid directly to you, our valued trade allies.

Trade ally name: _____
Phone: _____
Email: _____
Project number: _____
\$ Value of incentives: _____
\$ Value of bonus (x10%): _____

2020 Contractor bonus offers continued

Chiller tune-up bonus

- \$2.50 bonus per ton

New construction bonus

- 10% the value of incentives, for new buildings or major renovation

Summer Contractor Bonus

- Tiered structure:
 - (\$10,000-\$19,999 - 10%)
 - (\$20,000-\$99,999 - 15%)
 - (\$100,000+ - 20%)



DTE Energy Efficiency Program for Business

New construction bonus

For a limited time only:
In an effort to encourage new construction and growth throughout our service territory, we are offering a bonus on our new construction incentives. This bonus is intended to encourage the incorporation of energy efficient equipment into the design and is paid directly to the contractor, designer or architect that submits the application.

How to apply:
Need to "Offer Code" on page 4 of the application, manually enter "New construction bonus" and input the calculated bonus at the 10% rate in the field to the right.

This bonus will offer 10% the value of incentives, for new buildings or major renovation, paid directly to the contractor/designer/architectural/interior estate firm. This bonus program will run from Feb. 1, 2020 to Nov. 30, 2020, and applies to all paid new construction (LEED and systems approach) electric and natural gas measures. This bonus does not apply to new construction projects submitted before Feb. 1, 2020.

This bonus may be combined with other DTE Energy Efficiency Program for Business bonuses. However, incentives are calculated from the paid base incentive total, which does not include eligible bonuses. Funds are limited and subject to change. This offer may end at any time.

For more information about this offer, contact our office by phone at 866.796.0512 (option 3) or by email at saveenergy@dtenergy.com.

Contact us
phone: 866.796.0512 ext. 11 web: dtradedaily.com
email: saveenergy@dtenergy.com fax: 313.664.1950



DTE Energy Efficiency Program for Business

Summer contractor bonus

We would like to thank our designated trade allies and contractors for their continued support and participation in the Energy Efficiency Program for Business. In an effort to reward you for your hard work during these challenging times, we are offering a special bonus to trade allies and contractors to help identify energy efficiency projects and apply for incentives on their customer's behalf.

This offer provides a tiered bonus based on the value of all final applications submitted between July 1, 2020 through September 30, 2020. Final applications must be submitted by September 30, 2020.

Bonus structure based on total incentives	
\$10,000 - \$19,999	10% bonus paid to trade ally/contractor
\$20,000 - \$99,999	15% bonus paid to trade ally/contractor
+ \$100,000	20% bonus paid to trade ally/contractor

The 2020 summer contractor bonus may be combined with other DTE Energy Efficiency Program for Business bonuses. However, incentives are calculated from the paid base incentive total, which does not include eligible bonuses. Funds are limited and subject to change. This offer may end at any time.

Contact us
phone: 866.796.0512 ext. 11 web: dtradedaily.com
email: DTEsaveEnergy@dtenergy.com fax: 313.664.1950

Special programs



2020 Michigan Saves terms

- Michigan Saves is offering the following financing options:
 - 0% for all projects up to \$150,000 for 36 months
 - 1.99% for all projects up to \$150,000 for 60 months

230 N. Washington Square
Suite 300
Lansing, MI 48933
517-484-6474
info@michigansaves.org



Contact us

Email: dtesaveenergy@dnvgl.com

Phone: 866.796.0512 (press option 3)

Fax: 313.664.1950

Websites: dteenergy.com/savenow
dtebizrebates.com

Peter Griffin

Energy Advisor

Peter.griffin@dnvgl.com





MIGreenPower

Brian Calka

Director - Renewable Energy Solutions

DTE's Clean Energy Transformation

The next five years



Retire River Rouge, Trenton Channel and St. Clair Power Plants by 2022



Blue Water Energy Center comes online in 2022



More than triple renewables by 2024, investing more than \$2 billion



Improve energy efficiency by 2% every year



Expand voluntary renewable program, MIGreenPower

Five years after that



Retire Belle River Power Plant



Increase renewables to at least 25% of supply



Continue energy efficiency and review biannually

The future



Retire Monroe Power Plant



Increase renewables, energy efficiency and demand response

What is MIGreenPower?

- Easy and affordable way to participate in DTE's solar and wind projects
- Customers choose how much of their electricity use they want to attribute to Michigan-made renewable energy assets
- One of the largest voluntary clean energy programs in the country
- The program can help customers reduce their carbon footprint and meet sustainability goals. Program participation can support efforts to earn LEED points and EPA Green Power Partner status

Learn more at
dteenergy.com/migreenpower.com



MIGreenPower – Rider 17





- More than 16,000 residential and small business customers enrolled since April 2017
- Program is more than 27% subscribed
- Energy sourced from O'Shea Solar Park in Detroit, Lapeer Solar Park in Lapeer and Pinnebog Wind Park in Huron County

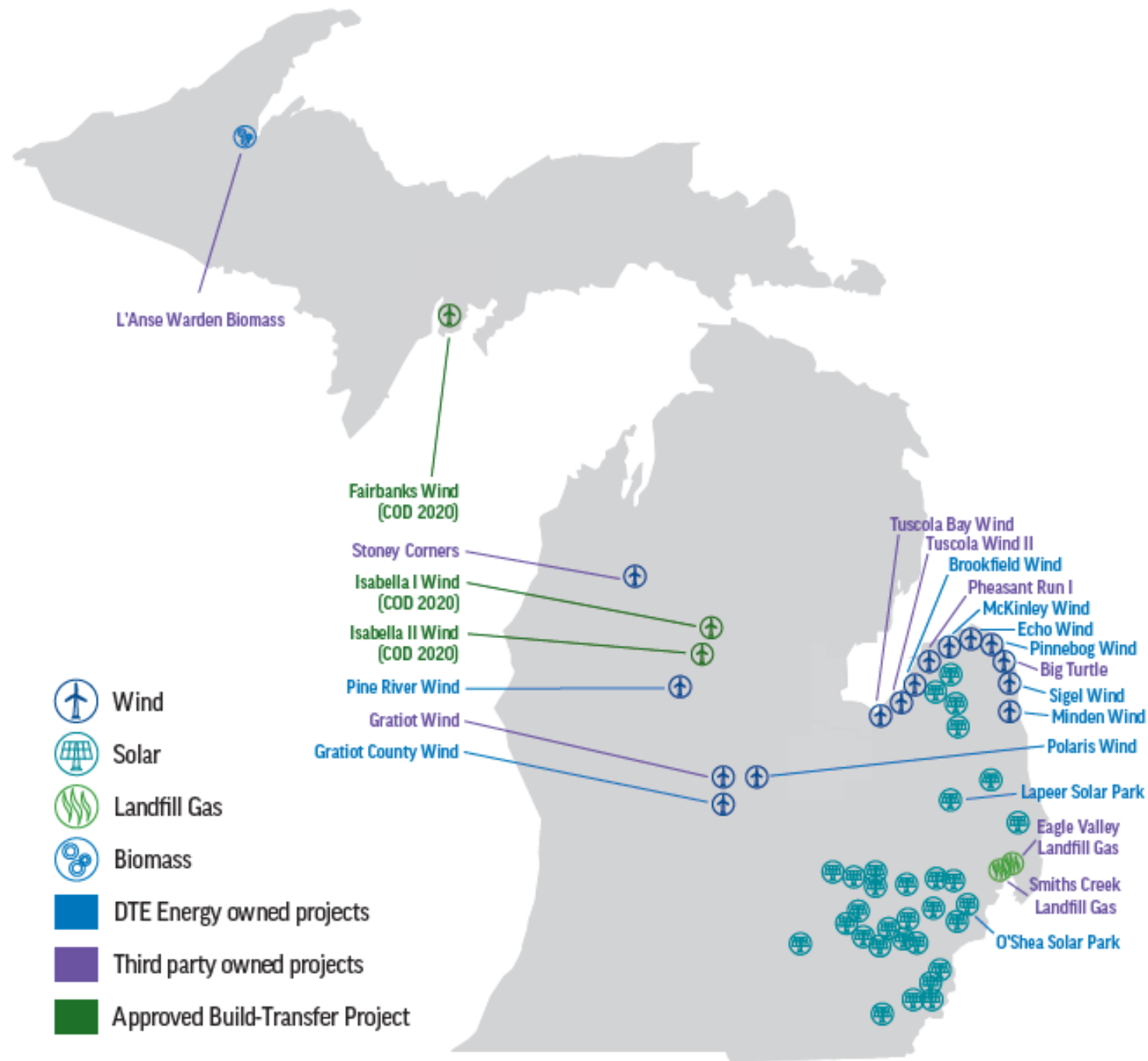
MIGreenPower Wind

- More than 2,000 customers already enrolled in the program
- Sourced from Pinnebog Wind Park



MIGreenPower – Rider 19

			
<p>Will match the electricity used at all DTE-supplied Southeastern Michigan facilities by 2023.</p>	<p>Will match the electricity used at the Dearborn Truck Plant, Ford's Research and Engineering Campus and Corktown Campus.</p>	<p>Will match about half of the electricity used at U-M's Ann Arbor campus.</p>	<p>Will match 100% of the electricity used at the Royal Oak-based Zoo.</p>
<p>Equal to powering more than 100,000 homes with clean energy.</p>	<p>Equal to powering 43,000 homes with clean energy.</p>	<p>Equal to powering 26,000 homes with clean energy.</p>	<p>Equal to powering more than 1,000 homes with clean energy.</p>





Have questions?

Learn more at migrainpower.com
or email us at
migrainpower@dteenergy.com

Brian Calka
Director – Renewable Energy Solutions
Brian.Calka@dteenergy.com

QUESTIONS?

DTE

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DNV-GL

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MIGREENPOWER PROGRAM

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ANN ARBOR 2030 DISTRICT

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Michigan

ENERGY SUMMIT

Series

OCTOBER 22 - NOVEMBER 19, 2020

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DTE

EGL

MICHIGAN DEPARTMENT OF
ENVIRONMENT, GREAT LAKES, AND ENERGY