HEALTHY BUILDINGS WEBINAR SERIES

REACH ZERO CARBON THROUGH MICHIGAN 2030 DISTRICTS AND DTE INCENTIVES
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)
Representation in your community

GRAND RAPIDS

ANN ARBOR
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
- Owns & 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
- Owns & 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 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

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
Thank you
Energy Efficiency Walkthrough

Tamika Young Banks, CEM
Principal Energy Manager
Energy Smart Team
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

Start

Lead generated, schedule assessment

Initial contact with customer at the site

Conduct walkthrough of site

Post Walkthrough Discussion, discuss findings

Write and send report

Customer wants us to view another building?

Yes

No

End
Initial Contact

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

DTE Energy
1 Energy Plaza Detroit MI

Submitted To
Smart Team

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

- 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.
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

1. Reservation Application
2. Application Review
3. Reservation Letter Issued
4. Install Measures
5. Final Application & Review
6. Payment

Energy Efficiency Program for Business
Timeline

The process

1. Reservation Application
2. Application Review
3. Reservation Letter Issued
4. Install Measures
5. Final Application & Review
6. Payment

Application to Letter: 2-4 weeks
Letter to Final: \(\leq 90\) days
Final to Check: 2-4 weeks
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%)
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
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%)
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
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

Will match the electricity used at all DTE-supplied Southeastern Michigan facilities by 2023. Equal to powering more than 100,000 homes with clean energy.

Will match the electricity used at the Dearborn Truck Plant, Ford’s Research and Engineering Campus and Corktown Campus. Equal to powering 43,000 homes with clean energy.

Will match about half of the electricity used at U-M’s Ann Arbor campus. Equal to powering 26,000 homes with clean energy.

Will match 100% of the electricity used at the Royal Oak-based Zoo. Equal to powering more than 1,000 homes with clean energy.
Have questions?

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

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

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Michigan ENERGY SUMMIT Series

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www.michiganbattledothebuildings.org

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