



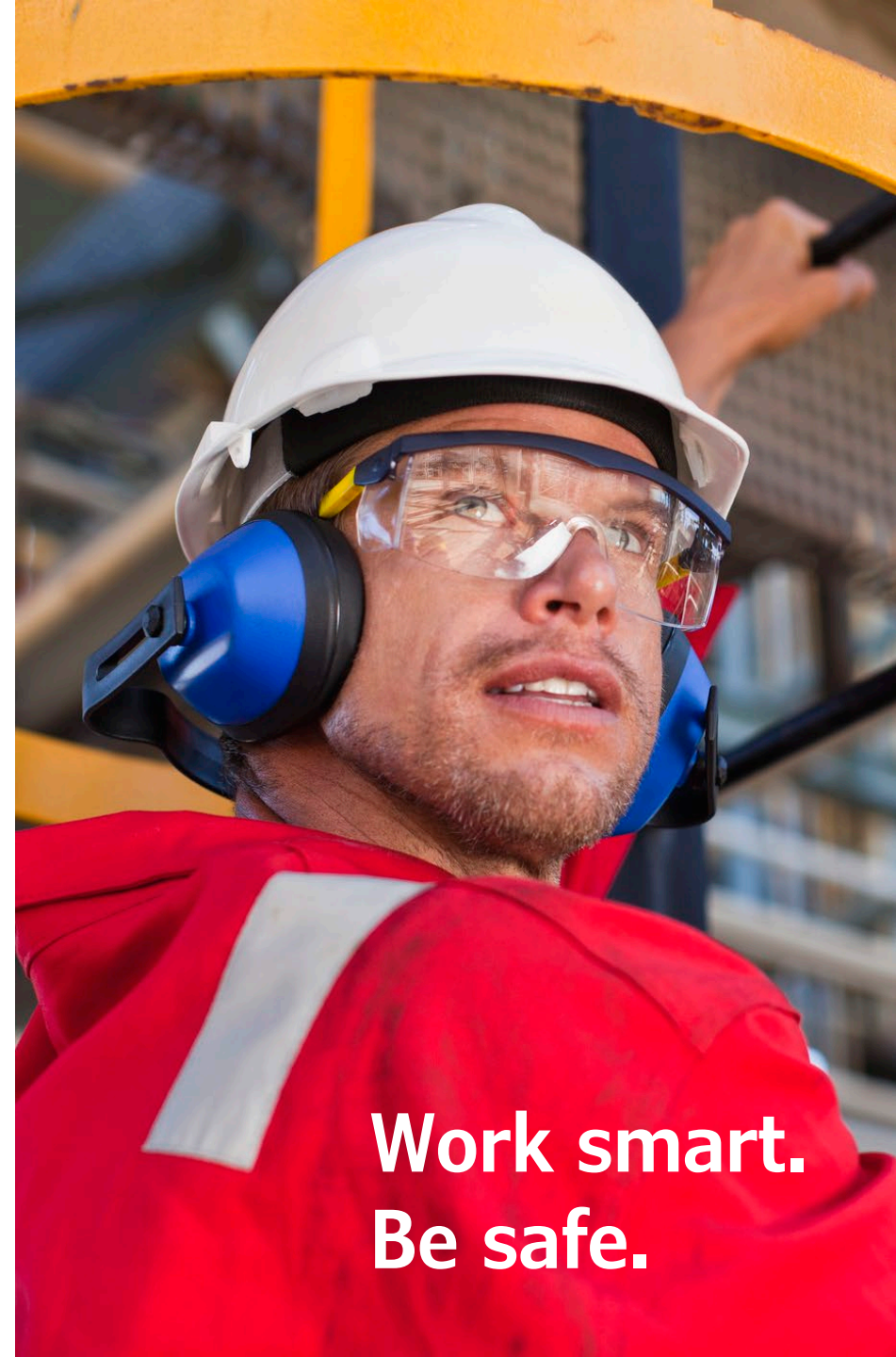
CleanVision
Energy Waste Reduction

2022 Commercial & Industrial Program Reviews



DTE

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**Work smart.
Be safe.**

Agenda

- Program Overview
- Energy Assessment Platform
- Small Business Platform
- Midstream Platform
- Downstream Platform
- Operational Platform
- Emerging Platform
- Financial Partners



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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

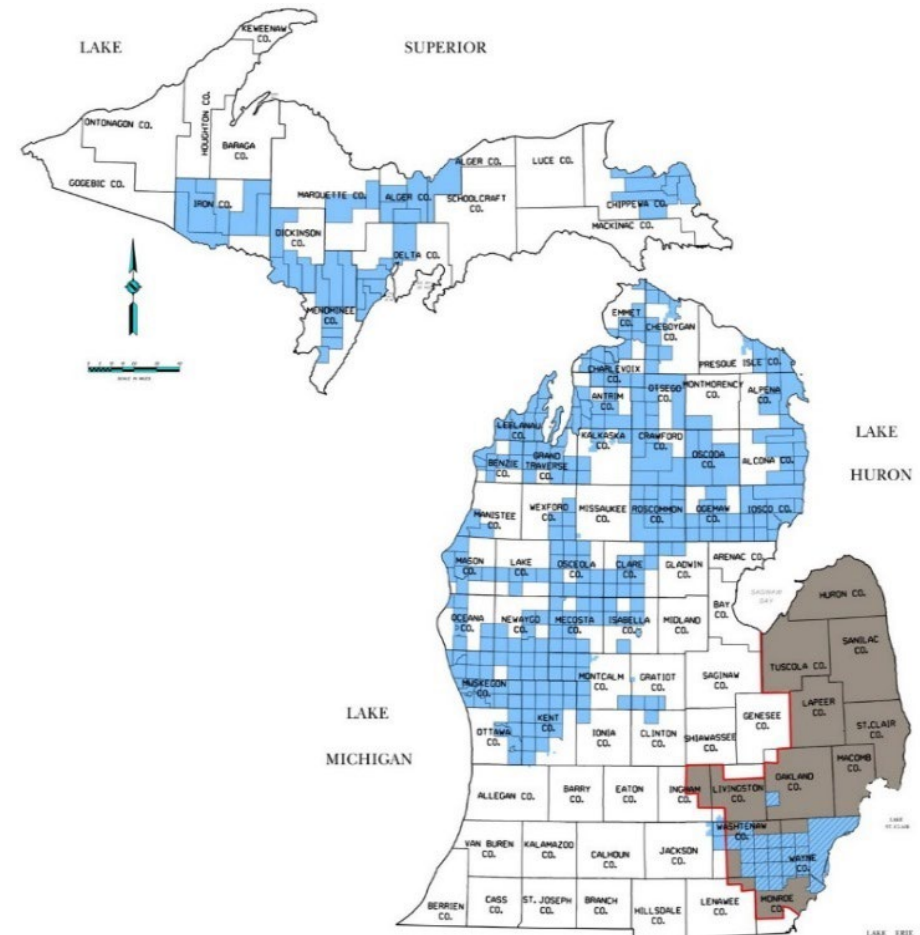
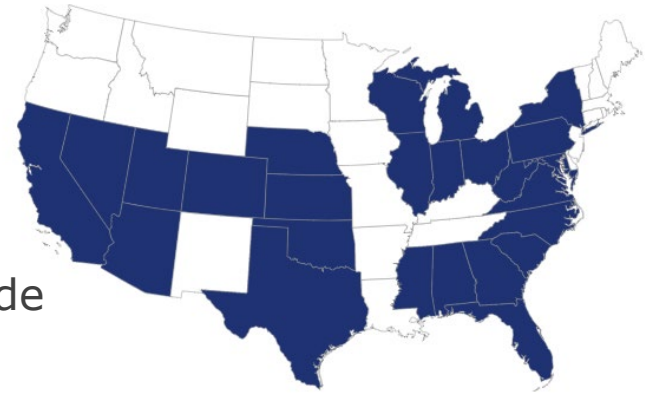
- 2 Regulated Michigan utilities; DTE electric and DTE gas
- 7 Competitive business units
- Operations in 20+ states

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 Vantage

Industrial Energy Services
Renewable Energy
Environmental Controls



DTE Gas Company

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



DTE Biomass Energy

Producing renewable energy by capturing methane from landfills.



DTE Energy Trading

Energy sourcing and management for gas and electric utilities.



Gas Laboratory Services

Advances analytics and sampling services for assessing natural gas quality.



DTE Energy Supply

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



Midwest Energy Resources Company

Coal Transportation services by rail, vessel and truck across the Great Lakes Region.



Citizens Gas Fuel Company

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



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Michigan's Clean Energy Future

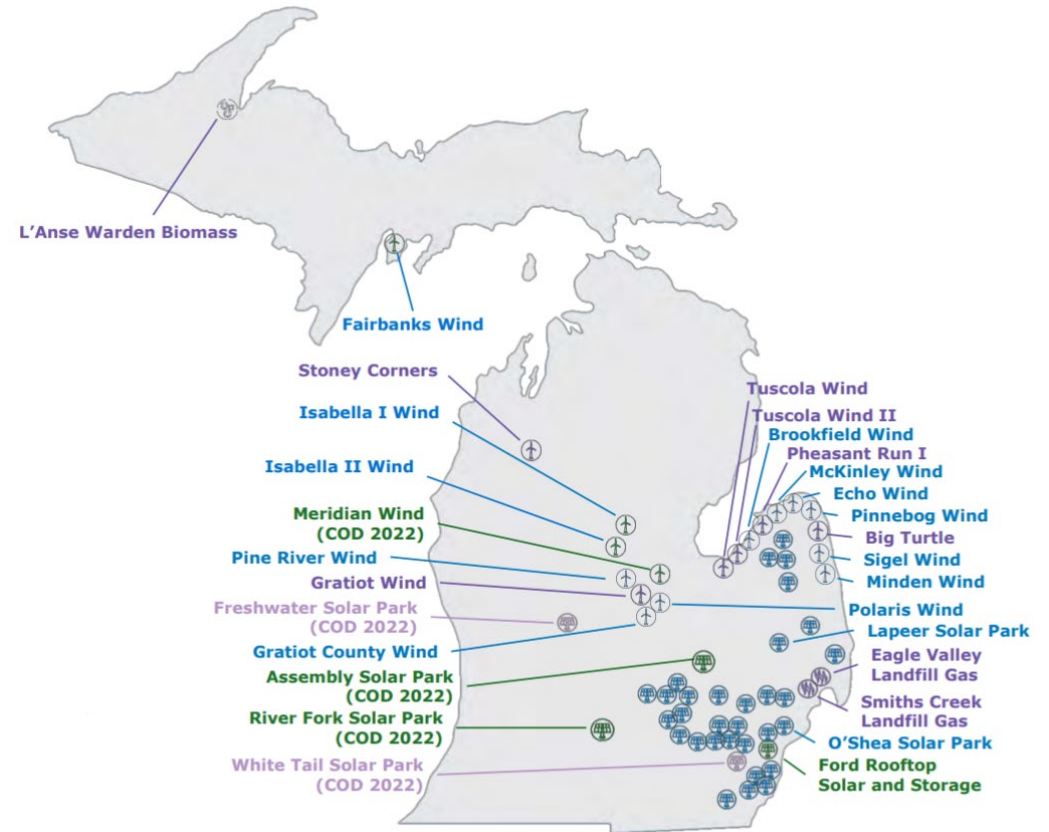
DTE Energy's Bold Goal for Michigan's Clean Energy Future

Net Zero Carbon Emissions by 2050 – Important and fundamental transformation in the way we produce energy in our state

- DTE Electric is taking bold steps to significantly increase our investments in renewable energy
- 50% carbon emissions reduction by 2028
- DTE Gas plans to achieve net zero greenhouse gas emissions that includes both its suppliers and customers
- By 2050, DTE Gas is expected to reduce carbon emissions by 6 million metric tons per year — the equivalent of taking 1.3 million cars off the road
- Important part of our mission, providing safe, reliable and affordable power

DTE Energy's Bold Goal for Michigan's Clean Energy Future

- Since 2009, DTE has invested more than \$2.8 billion in wind and solar energy projects
- In 2022, our 19th wind park will come online. Meridian will be the largest yet at 77 wind turbines and creating enough clean energy for 78,000 homes
- Combined DTE has 50 wind and solar parks generating enough clean energy to power nearly 700,000 homes



- By 2025, DTE will generate enough renewable energy to power approximately 1.3 million homes
- By 2030, at least 25% of the energy DTE provides will be from renewable sources
- By 2040, DTE will have over 11.5 million solar panels
- Business and residential customers can buy clean energy to meet their own sustainability goals

DTE Energy's Bold Goal for Michigan's Clean Energy Future

The need for around-the-clock, 24/7 energy sources

The wind doesn't always blow, and the sun doesn't always shine in our beautiful state

- Natural gas fueled plant
 - ✓ Blue Water Energy Center, operational 2022
 - ✓ Most efficient power plant in Michigan
 - ✓ Providing electricity to 850,000 homes
- Fermi 2 nuclear power plant
 - ✓ Emission-free, 24/7 electricity
 - ✓ In 2016, Nuclear Regulatory Commission approved operating license renewal
 - ✓ Will continue generating electricity until 2045
- Coal power plants
 - ✓ Two coal plants, Trenton Channel and St. Clair, will retire in 2022
 - ✓ Plan to retire remaining coal plants by 2040
 - ✓ Coal plants have been providing safe, reliable and affordable electricity for decades



DTE Energy's Bold Goal for Michigan's Clean Energy Future

Importance of DTE's Energy Waste Reduction Portfolio

- Provides options for customers to save money and energy
- Programs are available for residential and business customers
- Diverse business and residential energy efficiency portfolios so all customers can take advantage of them
- DTE energy efficiency programs are assisting in leading the way to a cleaner, safer, smarter energy future





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Commercial and Industrial Program Overview

Energy Waste Reduction

Commercial & Industrial Platforms

- ❑ **Energy Assessment Platform – Tamika Banks**
 - Business Energy Assessments
 - Strategic Energy Plan
- ❑ **Small Business Platform – Jeremy Cappello**
 - Small Business
 - Find & Fix Steam Traps and Compressed Air
- ❑ **Midstream Platform (Instant Rebates) – Sarah Tocco**
 - Midstream Lighting
 - Midstream Food Service
 - Midstream HVAC
- ❑ **Downstream Platform (Traditional EWR) – Alison Jaworowski**
 - Prescriptive
 - Custom
 - New Construction
 - Non-Prescriptive
 - Telecom Vertical Market
 - Commercial Refrigeration Program
- ❑ **Operational Platform (Operational savings focus) – Philip Guster**
 - Industrial Strategic Energy Management (SEM)
 - Retro-Commissioning (RCx) & Virtual (RCx)



Energy Waste Reduction

Additional C&I Initiatives

☐ **Emerging Measures & Approaches Platform**

- Controlled Environmental Agriculture
- Your Energy Performance Report
- Do It Yourself (DIY)
- Energy Data Hub
- On-site Energy Managers
- Commercial Refrigerant
- Outdoor Air Damper

☐ **Financing Partners – Todd O’Grady**

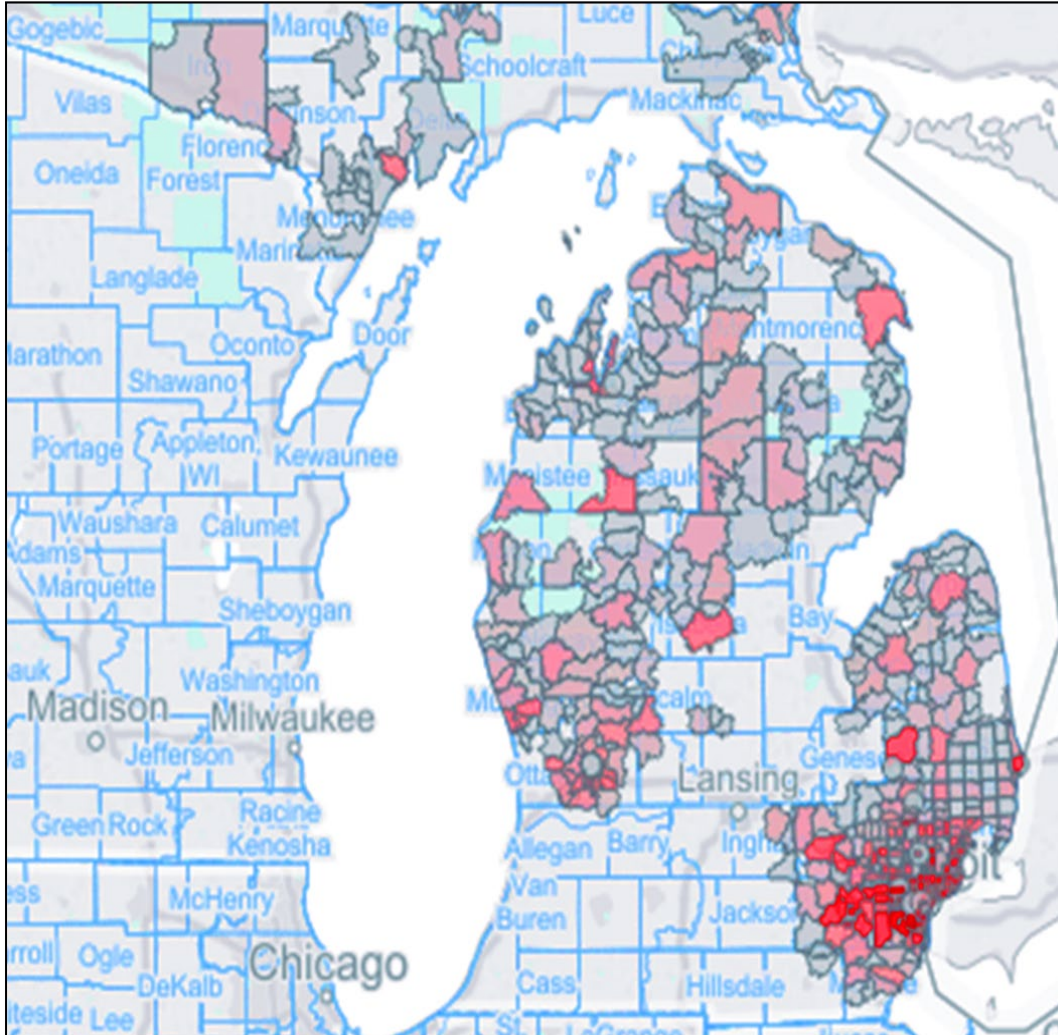
- Michigan Saves
- PACE

☐ **Self Direct Programs**

- DTE Gas
- DTE Electric



Energy Waste Reduction – Commercial & Industrial Program Accomplishments



- Wide & varied participation in Michigan
- Introduced four new platforms with ten new programs
- DTE C&I Programs are rated “Best-in-Class”
- Over 100,000 projects completed
- Paid over \$300 million in electric & gas incentives
- Estimated customer savings of over \$700 million
- DTE recognized by ACEEE for expanding the number of energy efficiency programs and offerings



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Thank you!

Sarah Tocco

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Energy Assessment Platform



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Business Energy Assessments

Business Energy Assessments

Assist customers in evaluating their facility for opportunities to implement established energy efficiency best-practices

Energy Assessment Report includes:

- Best practices
- Links building system to downstream incentive program
 - Lighting
 - Heating
 - Cooling
 - Ventilation
 - Processes
 - Food Service

Walk-through Report includes cost savings analysis of the buildings:

- Lighting
- Heating
- Cooling
- Ventilation
- Processes
- Food Service
- Best practices
- Links building system to downstream incentive program



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Strategic Energy Plan

Strategic Energy Plan

Resources

Main Guide

Strategic Energy Management Program Guide

Submitted To:

Customer

2016



Energy Management Handbook Template

Energy Management Handbook

Company X

2016



Energy Management Toolbox

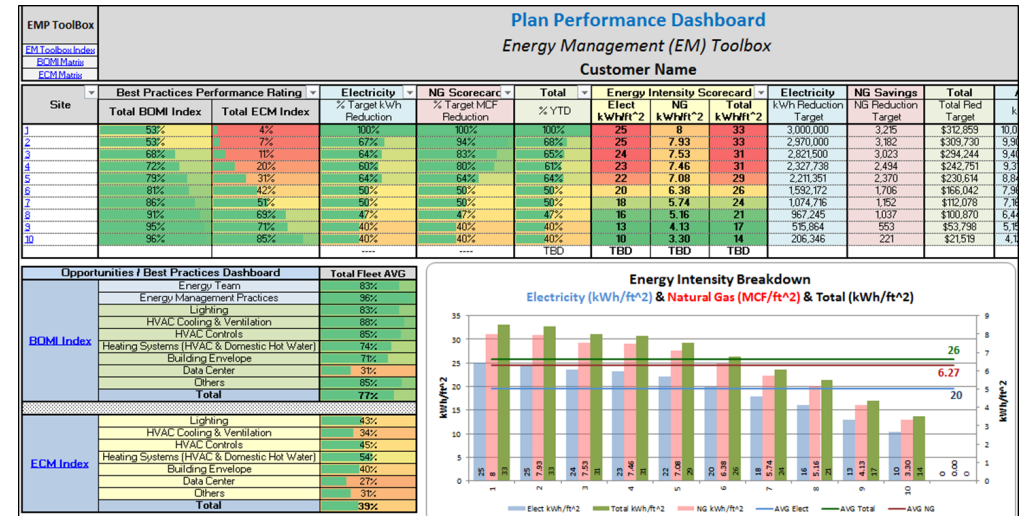
Best Practices Lists

Building Operation & Maintenance Initiatives (BOMI) DTE									
Initiative	Priority	Category	Sub-Category	Owner	Status	Start Date	End Date	Completion %	Notes
1. HVAC System Maintenance	High	Energy Efficiency	HVAC	John Doe	In Progress	2016-01-01	2016-03-31	75%	Completed filter changes and coil cleaning.
2. Lighting Upgrade	Medium	Energy Efficiency	Lighting	Jane Smith	Planned	2016-04-01	2016-06-30	0%	Procurement of LED fixtures.
3. Water Leak Detection	High	Water Conservation	Plumbing	Mike Johnson	Completed	2015-12-01	2015-12-31	100%	Installed smart water sensors in all restrooms.

Building Road Maps

Energy Management (EM) Toolbox DTE									
Project ID	Project Name	Project Description	Additional Details	Electricity Savings	NG Savings	Total Savings	Electricity Reduction	NG Reduction	Total Reduction
EM-001	Facility A - HVAC Optimization	Implement variable frequency drives (VFDs) on all HVAC motors.	Facility A, HVAC System	15,000 kWh/yr	5,000 kWh/yr	20,000 kWh/yr	15%	5%	20%
EM-002	Facility B - Lighting Retrofit	Replace all incandescent lighting with LED fixtures.	Facility B, Lighting	10,000 kWh/yr	0 kWh/yr	10,000 kWh/yr	10%	0%	10%

Management Dashboard





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Small Business Platform

Small Business Platform

Participation Guidelines

- To be eligible for incentives, the installed lighting must be DesignLights Consortium (DLC) listed or Energy Star rated
- Rebate applications and all required documentation must be submitted within 60 days of project completion
- This program is not available to customers who at the time of application are participating in the DTE Energy Efficiency Program for Business (Downstream) or the DTE Lighting Instant Discount Program (Midstream Lighting)

Small Business Platform

Why:

- This Platform **educates** small business owners on energy efficiency and how to receive incentives to help lower investment cost
- Small business owners tend to need **more assistance** due to their busy schedules
- DTE provides a **hands-on approach** by guiding customers through the process

Small Business Platform

What:

- Energy Efficiency Awareness & Education
- Marketing
- Self Service Channels
 - DTE Small Business Website
- On-site Energy Assessments and Incentives

Small Business Platform

How:

- Closed participating contractor network provides quotes and education on recommendations from the energy assessment
- Determine customer incentive eligibility
- Participating contractor installs equipment and submits incentive application

What types of equipment are eligible for incentives?

- LED lighting
- LED refrigerated case lighting
- LED exit signs
- Occupancy sensors
- ECM Motors
- Anti-sweat heaters
- Door gaskets

Small Business Platform

Save money and add value to your business

- When you participate in this program, you'll be eligible for **incentives and exclusive offerings** to small businesses.

Follow these steps to savings:



Receive a no-cost assessment.

A qualified energy advisor will visit your business and provide a personalized report of recommended energy-efficient upgrades, including available incentives.



Receive upgrades at no cost.

During your energy assessment, you may qualify for energy-saving upgrades, including screw-in LEDs, faucet aerators, pipe wrap, thermostats or prerinse sprayers. The energy advisor will also install these in your business at **no cost**.



Work with a registered trade ally to make recommended upgrades.

The energy advisor will connect you with a registered trade ally to get started with your recommended upgrades. Incentives help pay for these upgrades and decrease payback time.

Small Business Platform

Project Outcome Example

- Customer scheduled assessment through the website
- During the visit:
 - We installed 2 aerators and pipe wrap
 - Identified the lighting opportunities
 - Assigned and scheduled a participating contractor to come out to visit their location.
- The participating contractor project identified and converted:
 - 28 Interior fixtures to LED
 - 9 Exterior Fixtures to LED
 - 8 Interior Incandescent floods to LED Flood

Project Summary	
Annual (Estimated) Savings kwh	30,950
Savings \$\$ @ \$0.07 kwh	\$2,167
Project Cost	\$5,100
Incentive	\$1,900
Upfront Investment	\$3,200
Payback years	1.5



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Business Energy Consultation

Business Energy Consultation

What is it?

- Complimentary energy assessment program
- Focused on very small customers and non-profit/house of worship
- Partners with economic and community development agencies
 - Osborn Neighborhood Alliance or similar

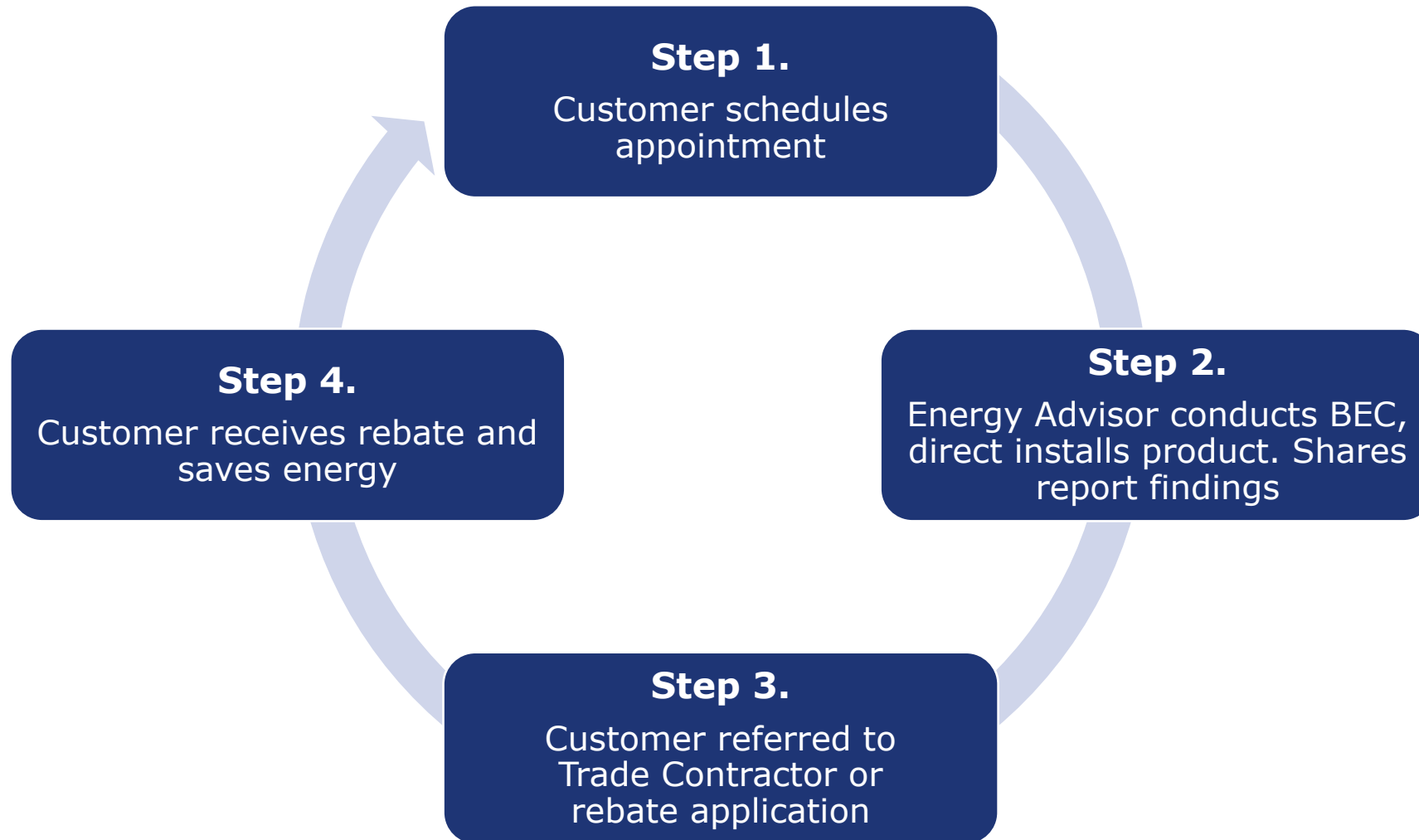
Business Energy Consultation

What is it?

- During our visit we:
 - Perform a facility analysis with leave behind report
 - Install complimentary low-cost energy-saving measures
 - Refer to participating contractors, if necessary
 - Provide referrals to other DTE energy efficiency programs and rebates

Business Energy Consultation

BEC Program Process: How it works



Business Energy Consultation

What it provides



Electric Measures

- LED Bulbs
- LED Tubes
- Occupancy Sensor
- Exit Sign Retrofit Kit



Natural Gas

- Aerator 1.0
- Pre-rinse Spray Valve
- Foam Pipe Wrap
- Commercial Smart Thermostat

Business Energy Consultation

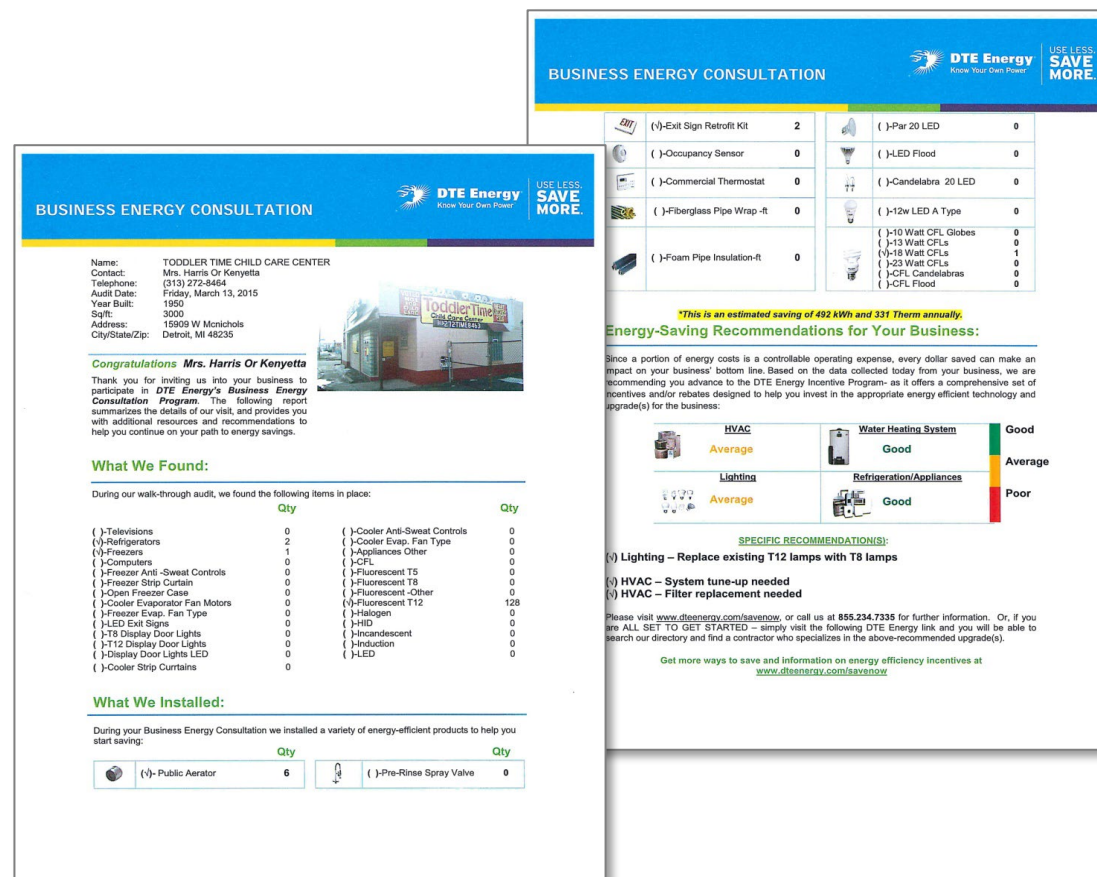
A program example – Toddler Time Child Care Center

Annual Savings from direct install

- 492 kWh
- 33.1 Mcf

Recommendations

- Lighting:
 - Replace existing T12 lamps with T8 lamps
- HVAC:
 - System tune-up needed and filter replacement needed



2022 BEC Initiatives

- Participating contractor network development
- District approach for small businesses in income qualifying neighborhoods
- Development of segment specific offers



We're committed to helping you save

We've partnered with Osborn Neighborhood Alliance (ONA) to bring you energy savings that will improve your **bottom line**. For a limited time, our DTE Energy specialists will be in your area to provide you a personalized Business Energy Consultation showing you where you can save the most energy and money in your business.

At the time of your consultation, we'll also install free energy saving products such as:

- Interior and exterior ENERGY STAR® lighting
- Energy efficient pre-rinse spray nozzles
- Faucet aerators
- Water tank pipe wrap

This program is available on a first come, first-served basis. Take the easy next step and sign up for your free Business Energy Consultation while funding lasts.

Is my business eligible?

Your business can qualify for a business energy consultation if you spend less than \$13k annually on your DTE Energy bill and have not already received a consultation or are a 501(c)3 nonprofit.

To schedule call 855-234-7335 today!





Let DTE Energy Help Lower Your Energy Bill

Call to schedule a complimentary business energy consultation today.

To schedule a free business energy consultation,
call **855.234.7335**



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Find & Fix[®] Gas Program

Find & Fix[®] Gas Program

- Find and replace failed steam traps for small businesses!
 - Small manufacturing
 - Food manufacturing
 - Breweries and distilleries
 - Commercial launderers
 - Dry cleaners
- Fully-funded steam trap survey and rebates to cover the costs of replacing failed steam traps
- Our team works directly with you throughout the process and can help you find a contractor to help replace the steam traps if needed

SPECIAL OFFER FOR PROCESS STEAM USERS

DTE

Failed steam traps are money traps

Steam traps typically fail within 3 to 5 years, and each failed steam trap can harm your system, your process, and raise your energy bill.

A steam system can operate with unnoticed failed traps for months; making your whole system work harder, affecting your process efficiency, and costing you money. Finding failed steam traps often requires specialized knowledge and equipment.

The DTE Energy Find and Fix Gas Program provides a no cost, professional steam trap survey and incentives to offset the cost of steam trap replacement—making maintenance easy. By participating you end up with properly working steam traps, a more efficient process, and a lower energy bill.

Here is how it works

-  Call us at 248.206.2421
-  We conduct a free steam trap survey at your business.
-  Failed steam traps are replaced; work can be completed in-house or by a trade contractor.
-  You receive \$250 for each failed steam trap replaced, and years of energy savings.

Get your survey

To reserve your survey, or for more information, call us at 248.206.2421, or visit our website ffsteam.dteenergy.com



Find & Fix[®] Gas Program

Find & Fix[®] Process



Find & Fix[®] Gas Program

Benefits

- Complimentary identification and replacement of failed steam traps
- We work around your schedule to improve your system when it is convenient for you
- Improve quality and reliability of equipment
- Avoid unexpected system failure
- Save on energy and operational costs





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Find & Fix[®] Electric Program

Find & Fix[®] Electric Program

- Find and fix compressed air leaks for industrial customers and operate rotary screw compressors.
- Receive a fully-funded compressed air leak survey and get paid for fixing leaks.
 - A minimum of 50% of leak volume must be fixed to receive this incentive.
- Complete the fixes internally or with your preferred service provider

Less leaks, more savings

DTE

Every compressed air system has leaks, but do you know what the effects are? Systems with compressed air leaks use unnecessary energy and can negatively affect system capacity and production outputs. The DTE Find and Fix Compressed Air Pilot Program provides incentives for finding and fixing compressed air leaks. Participating in the program is easy and will reduce your energy usage!

Step 1: Find
The first step in the program is a free compressed air leak study, conducted by one of the program approved service providers. They will survey your system using an ultrasonic leak detector and tag any leaks that cannot be fixed on the spot. To get started, contact an approved service provider to schedule your complimentary compressed air leak study. Incentives can be paid directly to the service provider so there is no out of pocket cost! In order to qualify for the complimentary in-depth study, DTE requires each customer to commit to fix 50% of the leak volume found.

Step 2: Fix
Any discovered leaks can be fixed internally or by a service provider. Once the leaks have been fixed, you will need to complete and submit the program application to receive your incentives. The awarded incentive amount will be based on the volume of leaks fixed.



Benefits

- Reduce operating costs
- Reduce unplanned downtime
- Increase lifespan of equipment
- Reduce unnecessary demand on your compressed air system
- Access to vetted network of compressed air experts
- Access to advanced leak detection tools and methods

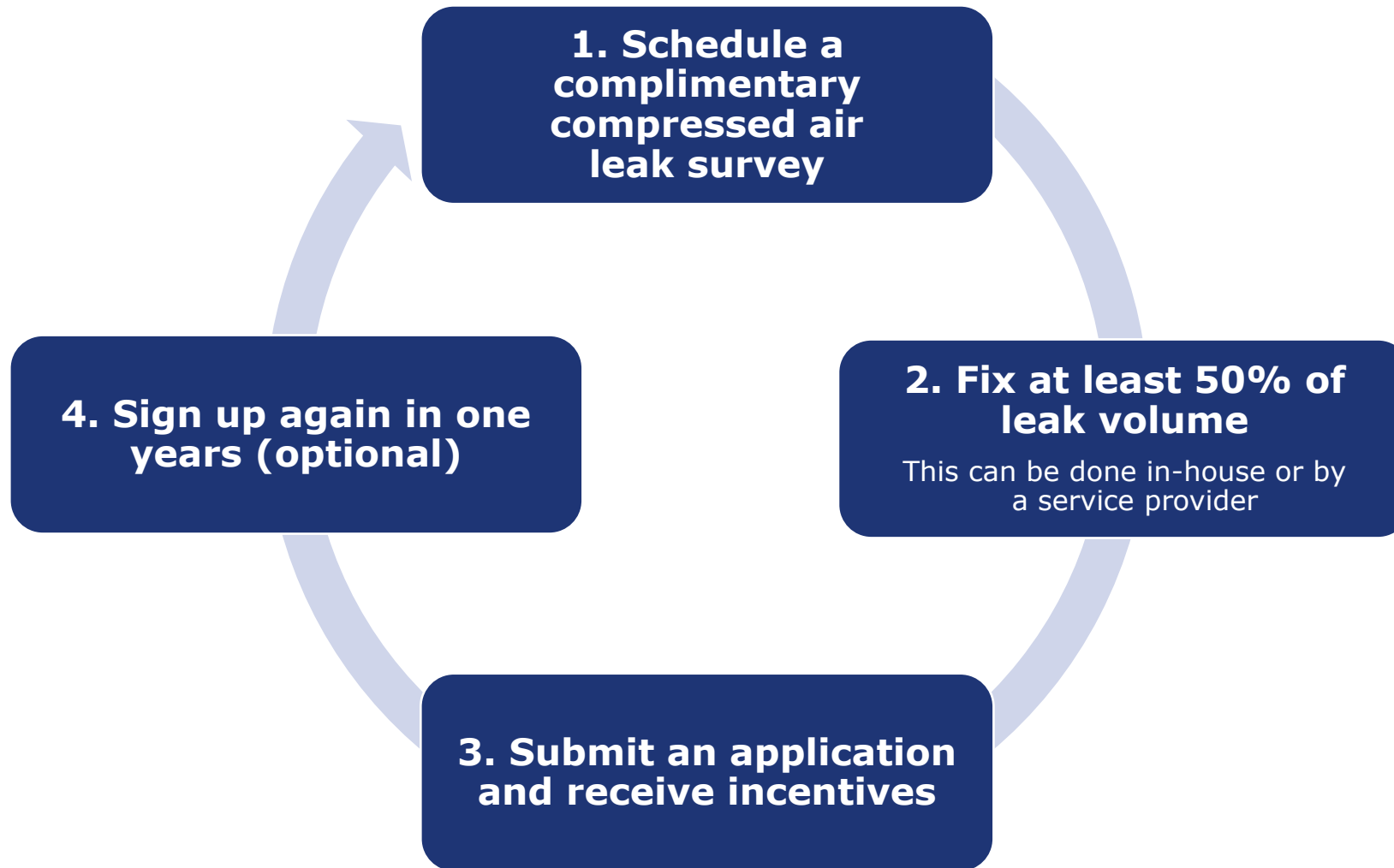
Eligibility

- DTE electric customer in good standing
- Use up to 15,000,000 kWh annually
- Facility has an operating compressed air system with 750 horsepower, or lower. This does not include back up compressors.

To learn more
Call 248.206.2420
Email fair.dteenergy@esclences.us
Visit fair.dteenergy.com

Find & Fix[®] Electric Program

Find & Fix[®] Process



Find & Fix[®] Electric Program

Benefits

- Reduce unplanned downtime
- Reduce unnecessary demand on your compressed air system
- Increase lifespan of equipment
- Reduce operating costs
- Access to vetted network of compressed air experts
- Access to advanced leak detection tools and methods





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Small Business Platform

Jeremy Cappello

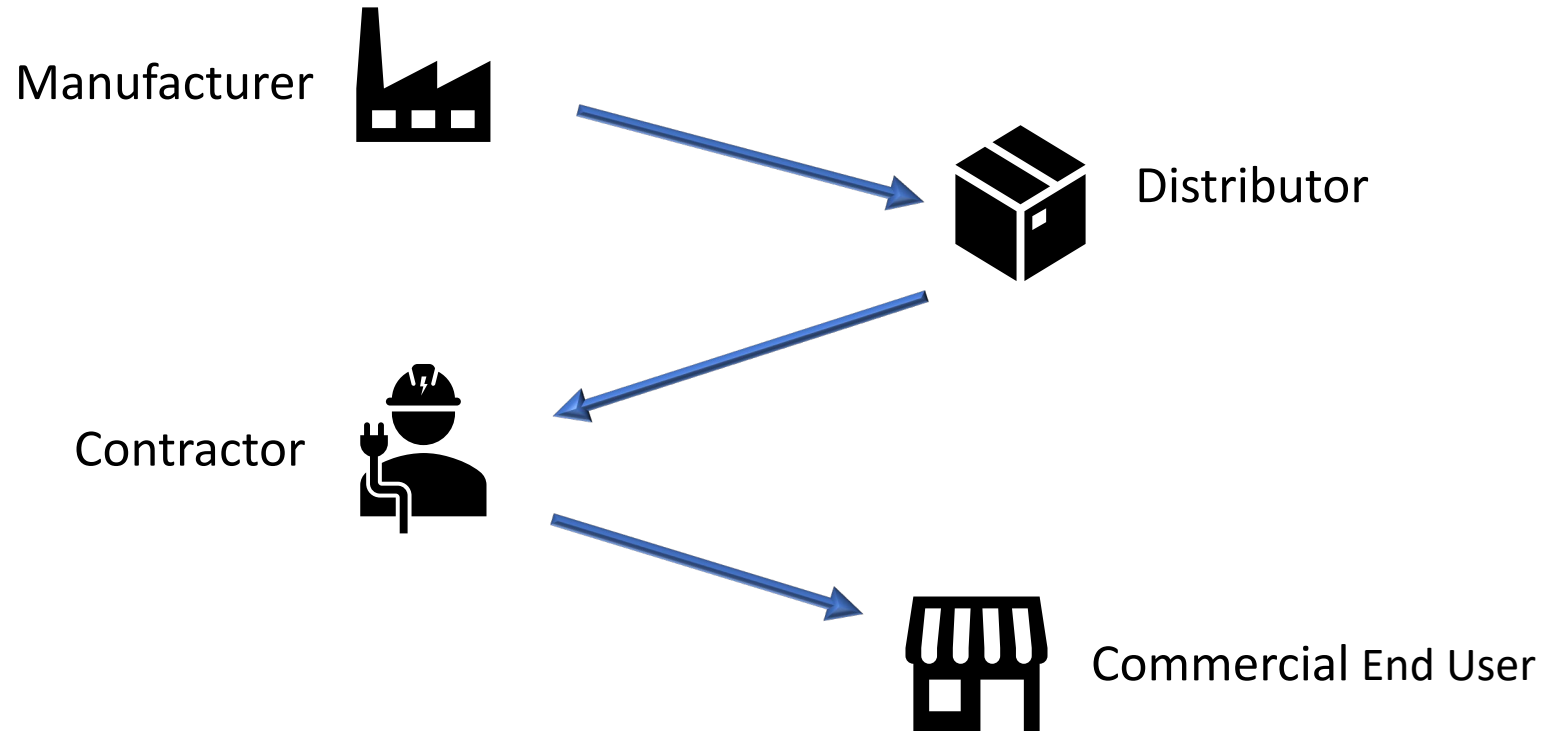
Jeremy.Cappello@dteenergy.com



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Midstream Platform

What is Midstream?



While the downstream program focuses on Contractors and Commercial End users, Midstream focuses on distributors.

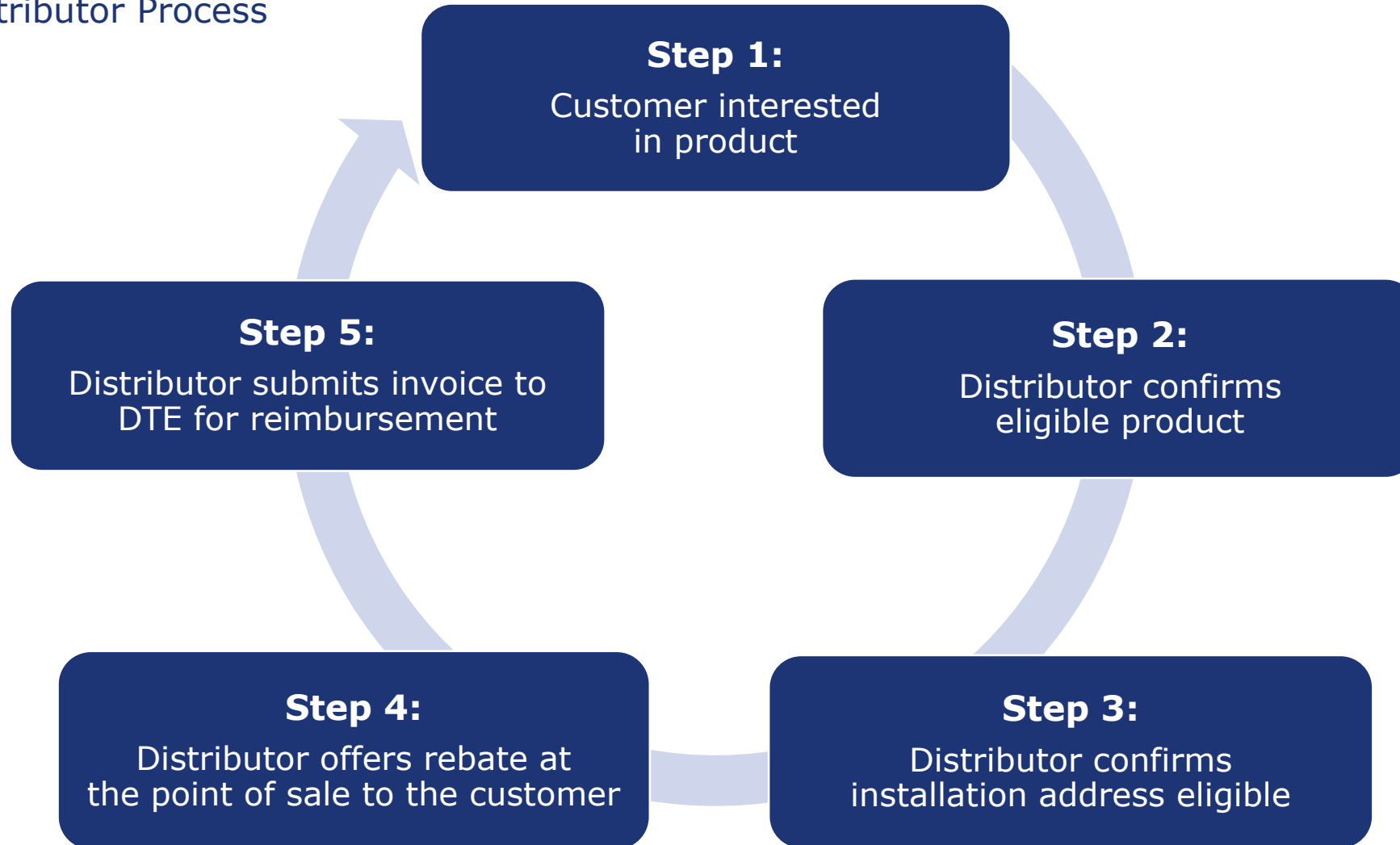
Midstream Platform

Eligibility Requirements

- C&I customers only
- Installation address must be a DTE electric and/or DTE gas customer, in good standing
- Distributors and contractors must serve commercial and industrial customers
- Products must be ENERGY STAR®-certified, DesignLights Consortium® listed, Air-Conditioning, Heating and Refrigeration Institute (AHRI)

Midstream Platform

The Distributor Process



Midstream Platform

Why have midstream programs?

- Making it easier for DTE customers to participate in the Energy Efficiency Program
- Great for small and mid-size customers
 - Easy accessibility for customers
 - No customer application required
 - Instant rebate at point of purchase, no wait time!
 - Clear pre-set rebate amounts



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Midstream Lighting

Overview: Midstream Lighting

- Recruit qualified electrical distributors
- Distributors verify installation address is a DTE Energy business customer
- Qualified LED lighting products
- LED lighting products must be ENERGY STAR® certified or DesignLights Consortium® listed
- Point of sale incentive process
- No application needed
- Minimum customer contribution of \$1.00 per unit is required



Midstream Lighting

	Product
DLC Product	PL pin-base
	2x4 LED Flat Panel*
	Linear LEDs
	Exterior Fixtures**
	Exterior Retrofits
	Interior High Bay Fixtures*
	Direct Linear [New In 2022]
ENERGY STAR Products	Screw in lamps
	Downlight Retrofits
Other	Wired LED Exit Signs
	Occupancy Sensors

* Limit of 25 per installation address per program year

** Includes new outdoor canopy lights

[Learn more at dteenergy.com/midstream-lighting](https://dteenergy.com/midstream-lighting)

Midstream Lighting

Current Participating Distributors

A+ Lighting Solutions

Bluecolt Lighting

Bulbs.com

Caniff Electric Supply

City Electric Supply

Conserva Electric

Detroit LED

Excel Lighting

Grainger

Graybar

Great Lakes Electric

Gross Electric

HD Supply

Interactive Energy Group

JAC LED

KE Electric Supply

Kimberly LED Lighting

Leslie Electric

Lighting Resources of MI

Lites Plus

Madison Electric Co.

Marshall Campbell

Mcnaughton Mckay

Medler Electric

Midwest Illumination

Murray Lighting

North Electric Supply

Phoenix LED Lighting Services

PROLighting

Ray Electric

Rock Bottom Supplies

Service Electric Supply

Standard Electric Company

Stellux Management

Tri-County Supply

Universe Electric

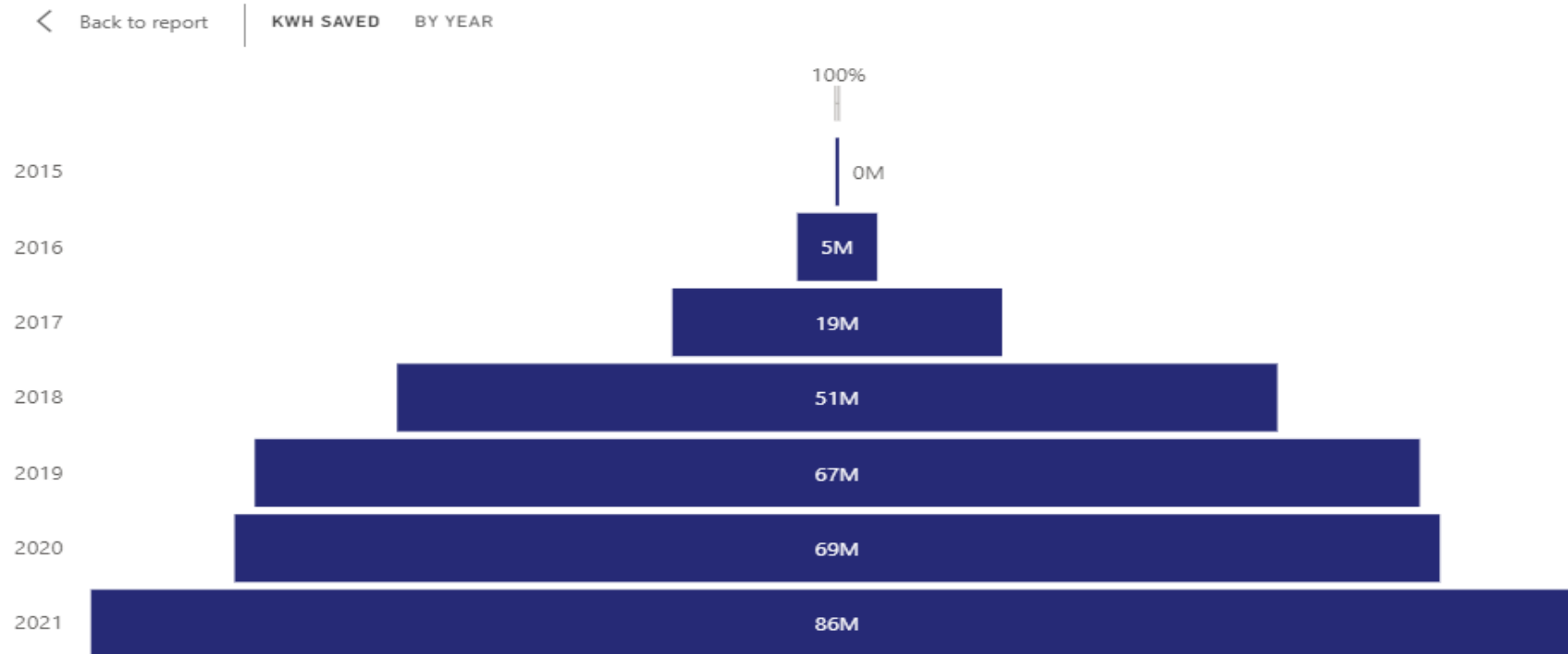
US Trade

Voss Lighting Grand Rapids

Wyandotte Electric Supply

Midstream Lighting

Program History



- Since 2015 **2.1 million** LED lamps, fixtures and occupancy sensors rebated.
- Customers received more than **\$15 million** in instant rebate \$ dollars
- **296 million kilowatt** hours of energy saved!

Midstream Lighting

Program Status

- Big 2021: **\$3.5 million** rebate \$ dollars paid / **85 million** kilowatt hours saved.
- Program served 5,999 unique customers in 2021:
 - Henry Ford Health System projects at multiple locations totaled more than 6,000 LED tubes and more than 600 lamps.
 - Boyd W. Arthurs Middle School upgraded to 3,200 13w LED Tubes.
 - Gardner White Furniture upgraded lighting at three locations with 3,000 LED PAR38 reflectors.
 - PT Tech in Frasier upgraded their facilities with twenty-five Highbay fixtures, six 2 by 4 high-lumen flat panels and eleven LED exterior high intensity discharge (HID) replacements.



GARDNER WHITE



Midstream Lighting

New for 2022

- Fixtures With Mounted Controls
- Direct Ambient Lighting

2022 Product Type
Direct Linear <5000 lumens
Direct Linear 5000-9999 lumens
Direct Linear 10000-14999 lumens
Direct Linear 15000-19999 lumens
Direct Linear \geq 20000 lumens

- Monthly Performance Bonuses for Distributors
- Ecommerce Sales testing launching mid-year

For more program information go to: dteenergy.com/midstream-lighting





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Midstream Food Service

Midstream Food Service

Overview



Midstream Food Service

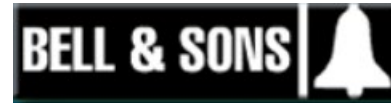
Eligible Food Service Equipment

Electric	Electric or Natural Gas	Natural Gas
Refrigerators	Steam cookers	Convery ovens
Freezers	Fryers	Rack ovens
Hot Holding Cabinets	Convection ovens	Infrared rotisserie ovens
Ice Machines	Griddles	Infrared char broilers
Deck Ovens	Combination ovens	Infrared salamander broilers
Ultra-Low Temp Freezers	Pre-rinse sprayers	Infrared upright broiler
	Dishwashers	Pasta cooker
	Commercial Kitchen DCV	Normal & Large Vat Fryers
	Conveyor Broilers	

Learn more at [**www.foodservice.dteincentives.com**](http://www.foodservice.dteincentives.com)

Midstream Food Service

Participating Distributors



Midstream Food Service

Program Status

- In 2021, **932** units of food service equipment were incentivized through the program;
~20% increase from 2020
- Secured strong base of local dealer participation both local and national;
 - 26 Dealers/Consultants are currently enrolled.
- Success stories from 2021:
 - 43 ULT Freezers were rebated for a savings of ~160,000 kWh
 - A midyear energy efficient fryer promotion helped rebate 60 fryers –
Increased sales by 200%
 - The University of Michigan earned ~\$40,000 in rebates in 2021
 - DTE paid out ~ \$37,000 in Demand Control Kitchen Ventilation rebates.
 - Busch's grocery stores used rebates to purchase six new energy efficient combination ovens for their stores.



Midstream Food Service

2022 Program Changes

Updates in the works

- Incentive changes to several equipment categories
- New products
 - High Efficiency Condensing Units
 - High Efficiency Evaporating Units

Electric:

Measure	New Rebate	Old Rebate (pre-Promo)
ENERGY STAR Hot Holding Cabinets Full Size	\$800	\$600
Combination Ovens	\$2,500	\$1,800
ENERGY STAR Steam Cookers 6 Pan	\$2,575	\$1,800
Commercial Electric Deck Ovens	\$1,700	\$1,000
ENERGY STAR Ice Machines less than 500 lbs	\$100	\$150
ENERGY STAR Commercial Solid Door Refrigerators 15 to 30 ft ³	\$50	\$100
ENERGY STAR Commercial Solid Door Refrigerators 30 to 50ft ³	\$75	\$150
ENERGY STAR Ice Machines more than 1000 lbs	\$375	\$500
ENERGY STAR Commercial Solid Door Freezers less than 15ft ³	\$50	\$75
ENERGY STAR Commercial Solid Door Refrigerators more than 50ft ³	\$125	\$200
ENERGY STAR Commercial Glass Door Refrigerators less than 15ft ³	\$50	\$75

Gas:

Measure	New Rebate	Old Rebate (pre-Promo)
Rack Oven Double	\$2,425	\$1,675
ENERGY STAR Steam Cookers 6 Pan - Gas	\$2,425	\$1,875
Pasta Cooker - per unit	\$2,025	\$1,875
Rack Oven Single	\$1,125	\$875
Large Vat Fryers - Gas	\$825	\$750
ENERGY STAR Fryers - Gas	\$825	\$750
Combination Ovens - Gas	\$1,350	\$1150

	Increased Rebate
	Decreased Rebate

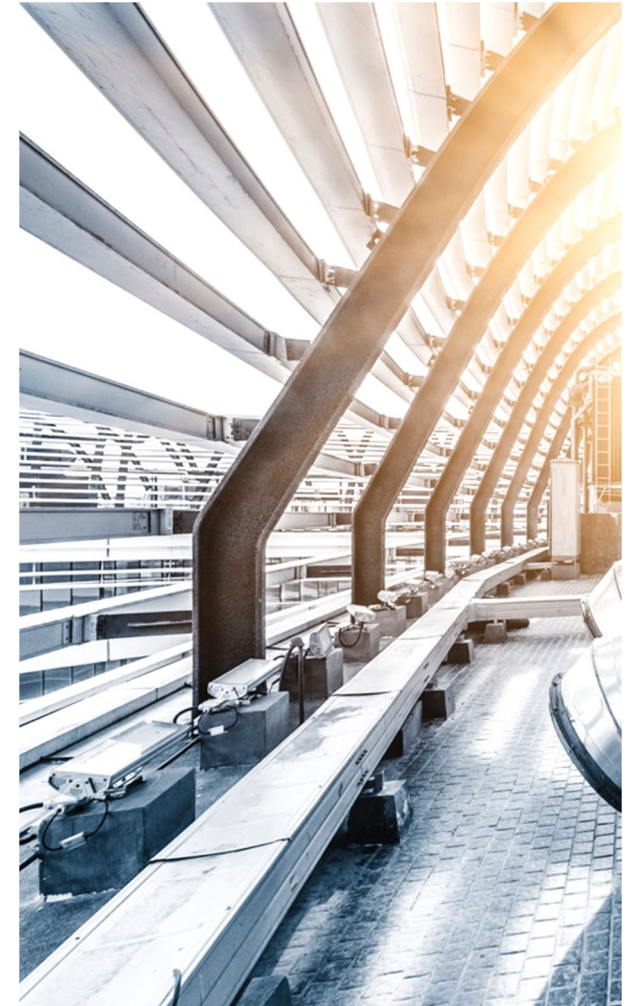
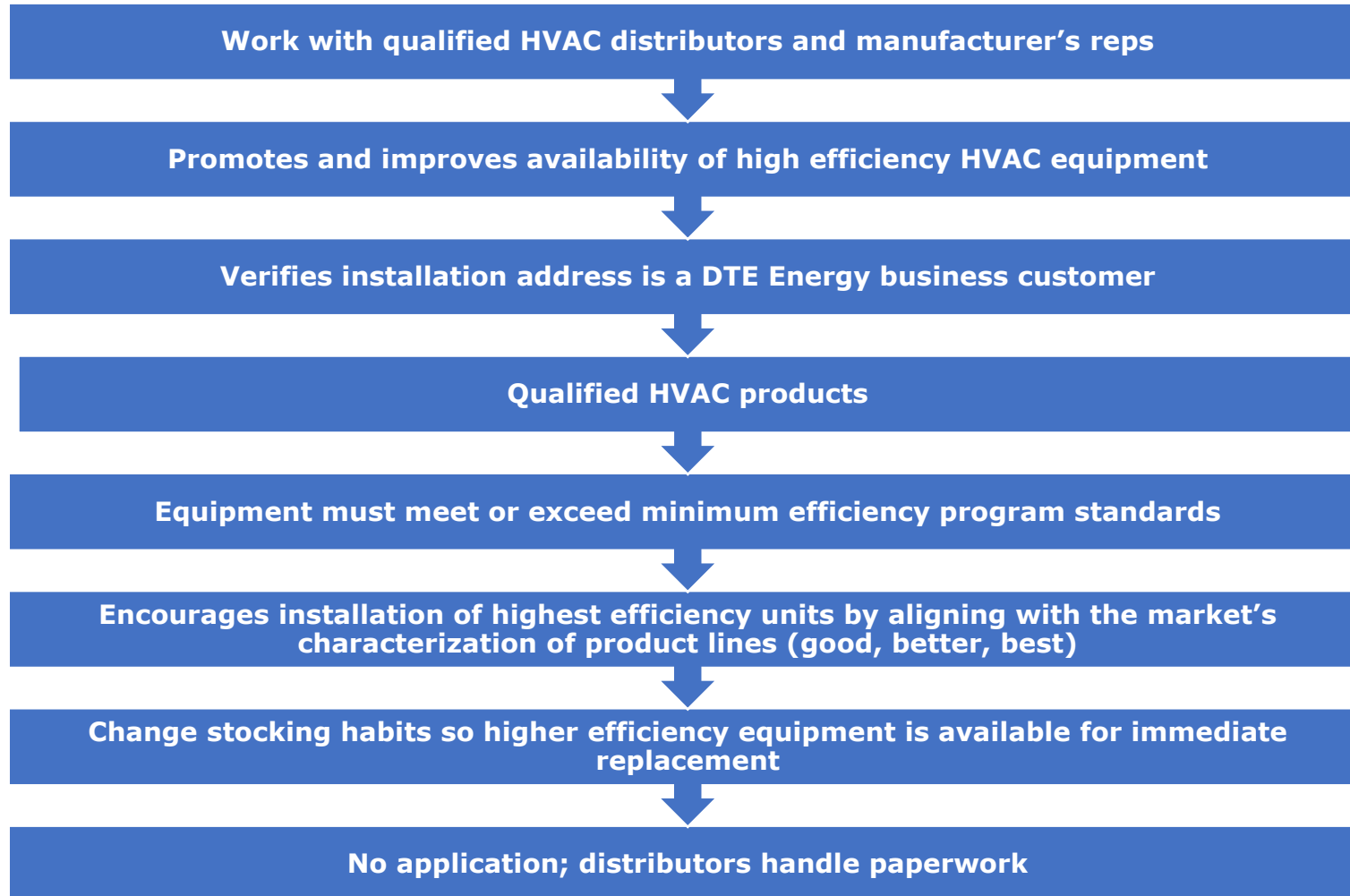


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Midstream HVAC

Midstream HVAC

Program Status



Midstream HVAC

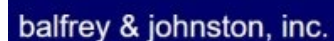
Eligible HVAC Equipment

Electric	Natural Gas
Air-Cooled Air Conditioners and Heat Pumps	Condensing Boilers
Air-Cooled Ductless Mini and Multi-Split Systems	Domestic Hot Water Boilers
Water Source Heat Pumps	Storage Water Heaters
Air-Cooled Chillers	Instantaneous Water Heaters
Clean Water Pumps	Indirect Water Heaters*
Standalone Fans	
Variable Refrigerant Flow (VRF)*	

*Added to the program in 2022

Midstream HVAC

Current Participating Distributors



Midstream HVAC

Program Status

- More than **5,000 units** processed since the start of the program in June 2018
- Secured strong base of local distributor participation representing both electric and gas equipment manufacturers; continuing to grow the enrolled participant base as measure portfolio expands and diversifies
- Despite pandemic and supply chain challenges in 2021, the program has continued to achieve strong participation and grow year over year
 - Success in 2021:
 - Newly added electric measures (PEI-Rated Pumps and Air-Cooled Chillers) have taken off in the market in 2021
 - *Cayman Chemical upgrading to high-efficiency Air-Cooled Chillers was the largest chiller project of the year*
 - **225** PEI-Rated Pumps were processed in 2021 for a total savings of nearly **980,000 kWh**
 - **Over 17,000 tons of cooling** influenced by the program in 2021
 - Increased gas savings performance over 2020 levels by **105%**

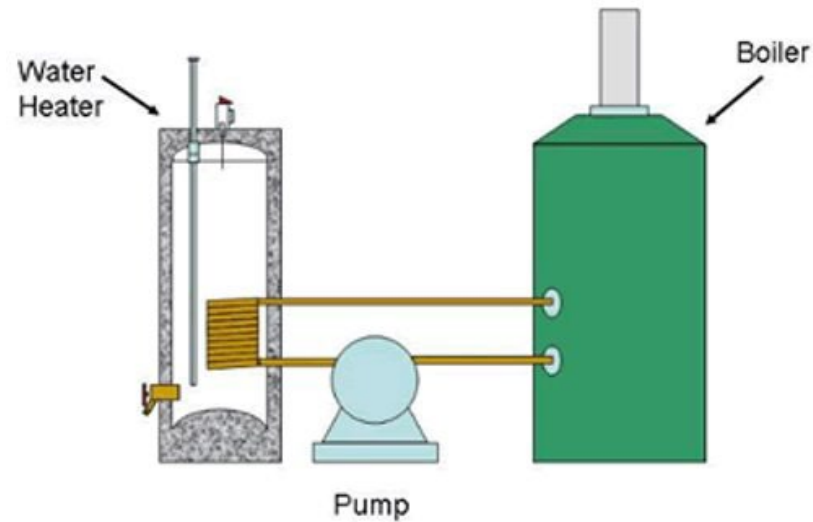


Midstream HVAC

2022 Changes

Adding New Products for 2022

- Electric Measures
 - Variable Refrigerant Flow (VRF)
- Gas Measures
 - Indirect Water Heaters





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Midstream Lighting: dteenergy.com/midstream-lighting

Midstream Food Service: www.foodservice.dteincentives.com/

Midstream HVAC: www.DTEincentives.com

Sarah Tocco

Supervisor - C&I Small Business Programs

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Energy Waste Reduction

Downstream Platform:
DTE Energy Efficiency Program for Business

Program Year

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



Project Requirements

The business/project must:

- Be a DTE utility commercial customer
- Have a capital investment resulting in energy efficiency
- Involve new products that meet specifications
- Have a meter on an eligible rate schedule*
- Be in good standing with DTE Energy
- **Not** be a Residential or Multifamily customer

*A special agriculture program is available for those on a residential meter



Project Requirements

A customer can't receive incentives if:

- Customer is self-direct (has opted out)
- It's a load-shifting/demand-limiting project
- It's a fuel switching project
- It's a renewable energy/on-site generation project
- It involves power quality improvements
- It only involves operational/maintenance changes

Project Requirements

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

How They Work: Custom

Custom Incentives

- Capital investment projects that are not eligible for a prescriptive incentive may qualify.
- Custom incentives are determined on a case-by-case basis and require a reservation application.
- Before any work begins approval is needed. They are paid per kWh or per Mcf saved.
- Payback period must be >1 year

Custom Electric Project – Automotive Supplier

Air Compressor System Redesign

Total project cost: \$520,352

Total incentives: \$149,923.35

Project cost after incentives: \$370,428.65

Total kWh saved annually: 2,984,669

Simple payback: 3.5 years



New Construction/Major Renovation

Types of Incentives

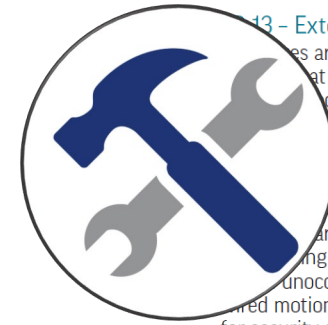
- Systems approach
- LEED whole building approach



New Construction/Major Renovation

How it works

- Systems approach
 - Incentives available for certain equipment – look for this icon:
 - Lighting power density
 - Daylighting sensors and controls
 - HVAC
 - Process electric
 - Water heating
 - Refrigeration



LO-13 – Exterior LED lighting bi-level controls

Incentives are available for bi-level controls on exterior LED lighting that reduce lighting levels by at least 50% when the area is unoccupied. The LED lighting must be coupled with hard-wired motion sensors to bring the light back to full lumen output for security reasons. This measure is applicable to exterior fixtures that are on 8,760 hours per year.

LO-14 – Parking garage LED lighting bi-level controls

Incentives are available for bi-level controls on parking garage LED lighting that reduce lighting levels by at least 50% when the area is unoccupied. The LED lighting must be coupled with hard-wired motion sensors to bring the light back to full lumen output for security reasons. This measure is applicable to parking garage fixtures that are on 8,760 hours per year.

LO-15 – Garage LED lighting bi-level controls with photocell

Incentives are available for bi-level controls on parking garage LED lighting that reduce lighting levels by at least 50% when the area is unoccupied and photocell controls turn off the lighting when adequate daylight is available. The LED lighting must be coupled with hard-wired motion sensors and photocells to bring the light back to full lumen output for security reasons. This measure is applicable to parking garage fixtures that are on 8,760 hours per year.

New Construction/Major Renovation

Lighting power density

- Systems approach
 - Parameters:
 - Watts per sq.ft. vs. ASHRAE 90.1 2013
 - Baseline by building area type
 - Results: Reduction of at least 10% below baseline
 - COMcheck, lighting power density worksheet or equivalent required



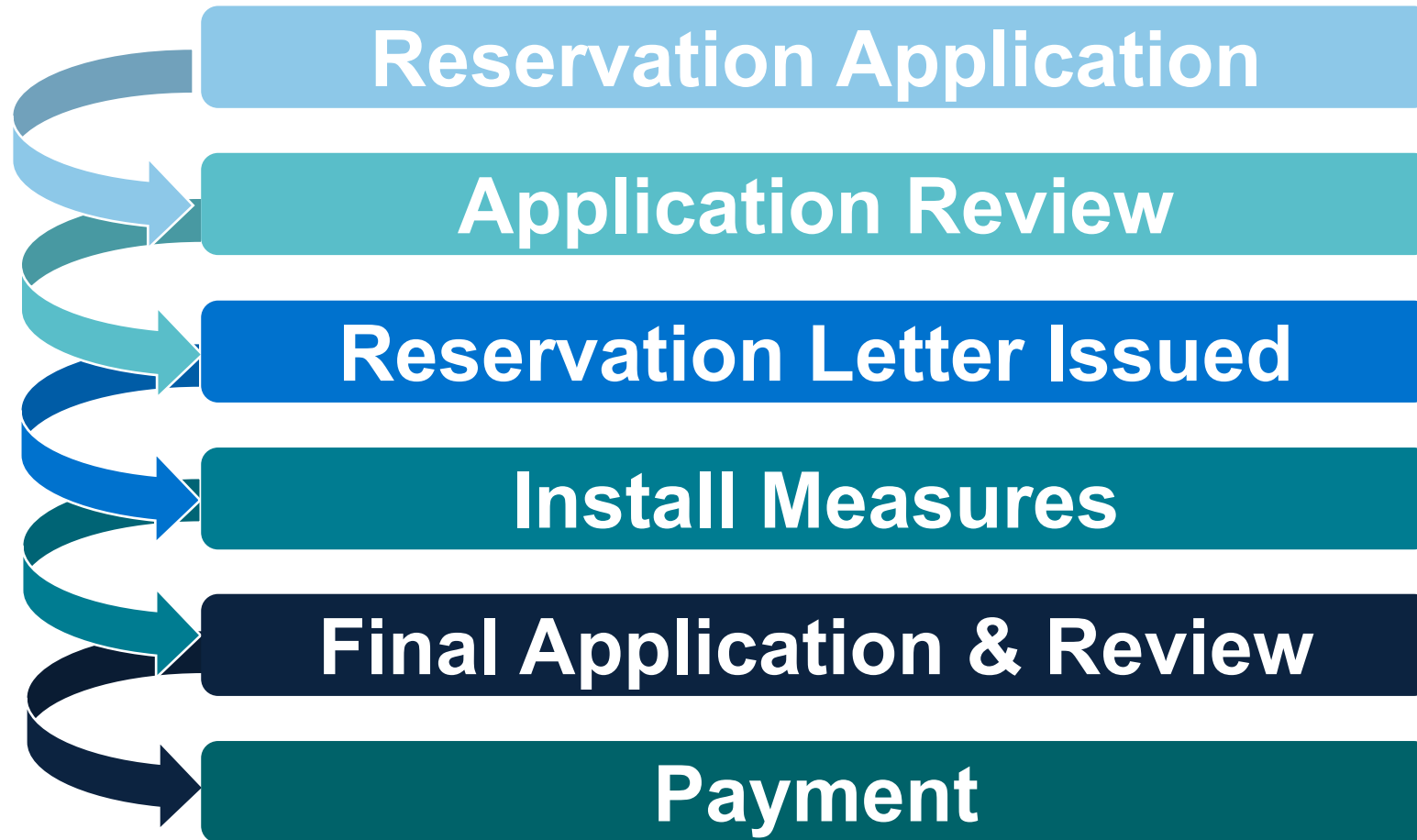
LEED Whole Building

How it works:

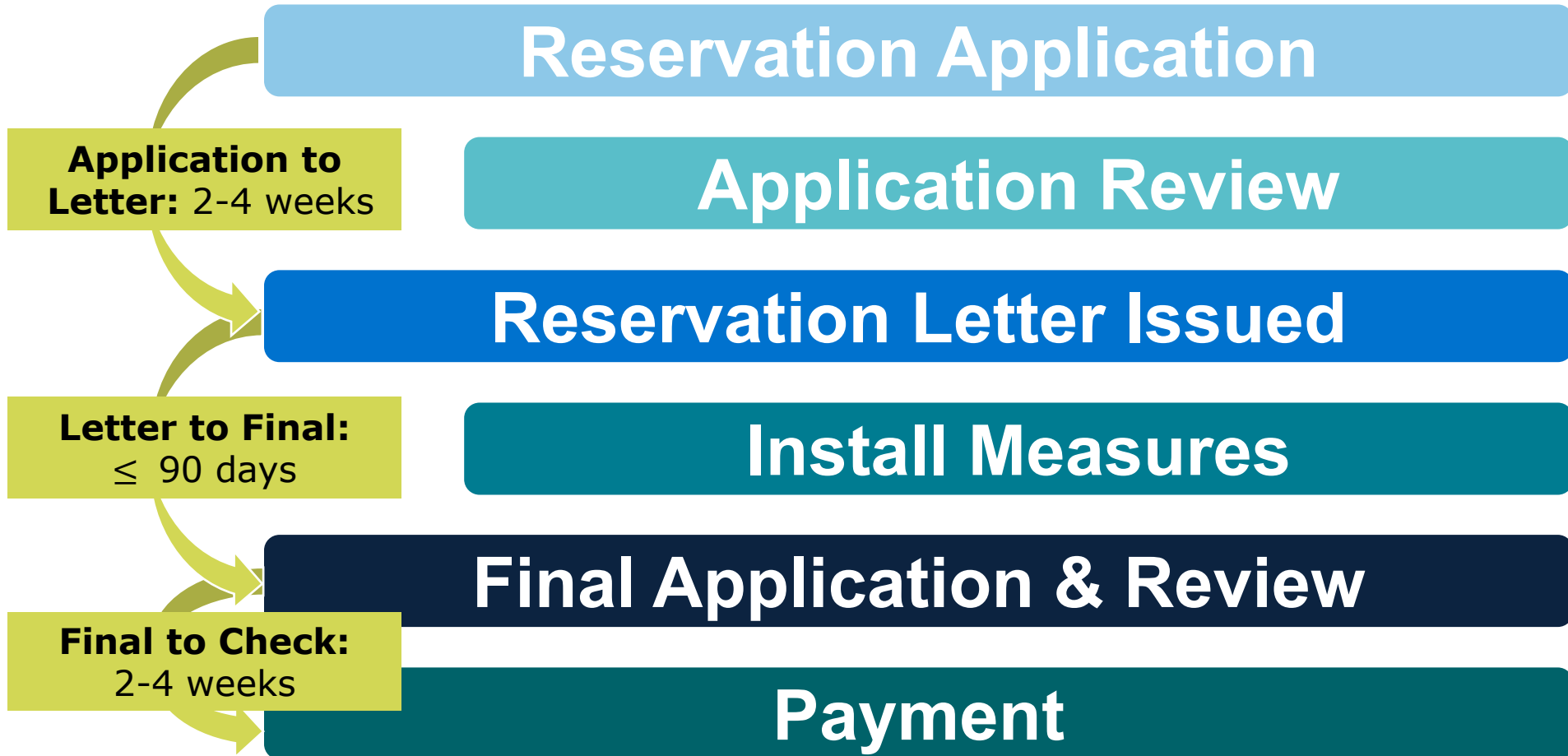
- Application is integrated with our online application
- Incentives paid on the savings validated by Green Building Certification Institute (GBCI)

LEED Level	Incentive	
	Electric	Gas
Certified/Silver	\$0.04/kWh	\$3.00/Mcf
Gold	\$0.05/kWh	\$3.50/Mcf
Platinum	\$0.06/kWh	\$4.00/Mcf

Process Timeline



Process Timeline



Catalog and Online Application

Catalog

- Prescriptive, custom, and new construction specifications
- Agriculture program specifications
- LEED design review and assistance specifications



Energy Efficiency Program for Business

2022 Measures &
specifications catalog



Online Application Benefits

- The Online Application (or OA) is intended to provide our customers and contractors a more convenient way to submit and monitor their applications for incentive rebates
- Provides real-time status information on your applications
- Provides better online information and help on what is required for processing your applications
- Allows you to build a library of often used documents that can be electronically attached to multiple applications
- Allows you to share your applications with other registered users
- Makes it easy for you to copy or clone similar applications to jump start new projects
- Allows the applicant to leave notes for the reviewer

Online Application - DTEonlineapplication.com

DTE Online Application

Log in

Username

OA Training

Password

Log in

New to the DTE Online Application? [Create an account](#)

[I forgot my password](#) | [I forgot my username](#)

DTE Energy Efficiency Program for Business Phone: 866-796-0512 | Email: dtesaveenergy@dnvgl.com

Application Home Page

e Application

S

lication


▼

▼

▼

Welcome!


What would you like to do?



Create a new application

Get started on your energy efficiency journey by creating an application for equipment upgrades at your business.


[Start application](#)



View my applications

Easily access your applications, check status updates and submit your final application.

[My Applications](#)



Edit my profile

Manage your account, update contact information and view your document library.

[My Profile](#)

Profile – Company Information

Please complete the highlighted fields below

① My Account	② Company Profile	③ Company Contacts	④ Document Library
Company Information		Financial Information	
Company Name		Tax Status	
<input type="text" value="DTE"/>		<input data-cs="2" data-kind="parent" type="text" value="CORPORATION"/>	
Business Type		Federal Taxpayer ID	
<input data-cs="2" data-kind="parent" type="text" value="Light Industry"/>		<input type="text" value="99-9999999"/>	
Address			
Mailing Address			
<input type="text" value="7777 Process Road"/>			
City			
<input type="text" value="Grand Rapids"/>			
State		Zip	
<input data-cs="2" data-kind="parent" type="text" value="MI"/>		<input type="text" value="49544"/>	

Upcoming Contractor Trainings

February 10th	(9:00 am - 11:00 am)
February 24th	(1:00 pm - 3:00 pm)
March 10th	(9:00 am - 11:00 am)
March 24th	(1:00 pm - 3:00 pm)

Contact your Outreach Representative to register for a training



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Telecom Program

Telecom Program

Purpose

- This program aims to offer energy-savings opportunities tailored to the **unique needs** of telecom customers.
- Energy advisors with experience in the energy usage patterns of telecom facilities will perform a thorough **walkthrough assessment**.
- Energy advisors collaborate with energy engineers to develop an assessment report, summarizing **low-cost/no-cost recommendations** and **incentives** towards capital projects.
- Program staff are available throughout the entire lifecycle of the project to **provide individualized support**.

Telecom Program (continued)

Offerings

- The Telecom Program offers incentives on upgrades and retrofits to mission critical IT equipment and HVAC systems including:
 - Network and switch equipment upgrades
 - Rectifier upgrades
 - Uninterruptible power supply (UPS) system upgrades
 - HVAC equipment upgrades
 - HVAC right-sizing
 - HVAC controls
 - Economization
 - VFD and fan optimization
 - Airflow management

***Note:** Lighting projects are not eligible through the Telecom Program and should be handled through the Energy Efficiency Program for Business (Downstream) or the Lighting Instant Discount Program (Midstream Lighting)

Telecom Program (continued)

Participation Guidelines

- Qualifying customers must be providers of wired or wireless telephone, internet, cable, broadcasting, or telecommunications data services within the DTE service area. All customer facility types are eligible to participate.
- Rebate applications and all required documentation must be submitted within 60 days of project completion
- An assessment with a Telecom energy advisor is recommended prior to submitting an application.





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Commercial Refrigeration Program

Commercial Refrigeration Program

- Available to all DTE Electric and Gas customers
- Focus on refrigeration where significant opportunities for energy efficiency remain available, such as grocery and convenience stores, cold storage and more
- Customers receive a **free** comprehensive energy assessment, highlighting opportunities to improve their energy efficiency
- Savings recommendations supplemented with available DTE rebate opportunities in support of implementation
- Assistance provided for Q&A of energy audit, in-depth knowledge on available energy efficient equipment and resources, and help in processing EE rebates
- Other savings opportunities highlighted may include lighting, heating and cooling, building envelope and more
- Participating Customers can benefit from energy savings of 10-20% or more, and improved equipment and facilities

Typical savings identified from an audit

Recommended Measure	Quantity	UOM	Incentive per Unit	Total Incentive	Annual kWh Savings	Area Served	Annual Energy Bill Savings	3 Yr. Energy Savings
Interior Lighting Occupancy Sensors (Per Sensor)								
Smart T-Stat Electric Customer								
LED Lighting for Refrigeration Cases								
Night Covers for Open Refrigerated Cases								
New Refrigerated Case Doors MT Open to Reach-In								
Anti-Sweat Heater Controls								
No Heat Refrigerated Case Doors (Replace Existing Doors)								
Refrigeration Case Electronically Commutated Motor (ECM)								
Refrigeration Box Electronically Commutated Motor (ECM) Replacing Shaded Pole								
Evaporator Fan Demand Control								
VFD or EC Motor on Condenser Fan								
Cooler/Freezer Defrost Controls								
Refrigeration Waste HT Recovery DHW H2O								
TOTAL								





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Contact

Alison J. Jaworowski

Alison.jaworowski@dteenergy.com



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Downstream Platform

Email: DTESaveEnergy@dnv.com

Phone: 866.796.0512 (press option 3)

Fax: 313.664.1950

Website: dteenergy.com/savenow

Customer website: dtebizrebates.com

Online application: DTEonlineapplication.com

TeleCom Commercial Refrigeration

DTESaveEnergy@dnv.com

Alison Jaworowski
Program Marketing Manager



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Energy Waste Reduction

Retro-Commissioning (RCx) Program

Retro-Commissioning Program

Overview

- Identifies and implements **operational and process improvements**
- **Optimizes equipment** rather than replacing inefficient equipment
- Three tracks: Standard, Express, and Virtual (VCx)
- Eligibility requirements
 - DTE Energy electric and/or natural gas customer
 - Controls with trending capabilities
 - Up to 15,000 MWh/yr consumption



Retro-Commissioning Program

Seeing results

Common Building Types

- Office
- Warehouse
- Healthcare
- Casino
- Education
- Fire Station
- Fitness
- Recreation
- Library
- Lodging
- Movie theater
- Museum
- Religious worship
- Municipal
- Convention center

Top Five Most Common Measures

- Add or adjust schedule/timer for equipment
- Adjust or repair economizer control
- Add or adjust pressure setpoint/reset (water/air)
- Adjust or repair OA ventilation controls
- Add or adjust temperature reset (water/air)



Retro-Commissioning Program

Benefits



Reduction in maintenance and operating costs



Increased property value



More comfortable indoor environment



Assurance that operations meet owners needs



Extended equipment service life



Improved integration of building systems

Retro-Commissioning Program

Standard track overview

- Targets buildings using >10,000 MWh annually
- In-depth assessment of your building systems (up to \$80,000 value) to identify and implement energy efficient measures
- Customer chooses from bundles of recommended measures
- Customers receive **incentives for participating**
 - \$0.04/kWh & \$0.30/Ccf (increase from 2021's \$0.20/Ccf) for all verified savings if savings exceed minimum targets
 - Incentive capped at \$50,000 (\$40,000 for electric & \$10,000 for gas)

Retro-Commissioning Program

Express track overview

- Targets buildings using >1,000 MWh annually
- Fully-funded assessment & measure implementation (up to \$2,000 value)
- Quick and straightforward
- Focuses on optimizing specific energy savings measures
- Customers receive **incentives for participating**
 - \$0.04/kWh & \$0.30/Ccf (increase from 2021's \$0.20/Ccf) for all verified savings if savings exceed minimum targets

Express Track Program Process

1

Investigation

Your controls system will be assessed to identify specific energy-saving measures.

2

Implementation

During the on-site investigation, any approved measures are implemented on the spot.

3

Verification

Documentation will be collected for implemented measures to verify energy savings.

Retro-Commissioning Program

Virtual (VCx) track overview

- Targets meters < 1,500 kW (<1,000 MWh annual usage)
- Focuses on small businesses in all industries
- Uses daily feed of AMI interval data to identify & implement operational improvements through “big data analysis”
- Virtual/remote customer engagement
- No enrollment paperwork
- Complimentary service



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Retro-Commissioning Program

Philip Guster

Supervisor – Large Business Customers

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dtercx@esciences.us

248.430.4479



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Commercial & Industrial
Strategic Energy Management (SEM)

What is Strategic Energy Management (SEM)?

- A comprehensive approach whereby organizations **systematically** manage energy use to **continuously improve energy performance**.
- Focuses on changing business practices and establishing organizational cultures to **reduce energy waste, improve energy efficiency**, and to **verify the results**.
- Engages and commits executives and facility management to long term strategic energy performance improvement.
- Holistic view of energy performance:
 - Understanding your energy use
 - Building Automation Systems (BAS) / control strategies
 - Reviewing and prioritizing energy efficiency projects
 - Implement low cost no cost operational improvements
 - Also supports Capital improvements based off control strategies
- Range of energy savings from participants between 2% and 8%

SEM Program Approach

- **Coaching & training for 12-24 months** to build the foundation of a continual improvement structure for driving year over year improvement in energy
- **Specialized support** in data analysis, temporary sub-metering and energy planning to execute an annual energy action plan and realize energy savings
 - Planning and execution of an **Energy Treasure Hunt event** to identify energy waste and target 5% energy savings;
 - Coaching to establish and operate an **Energy Team**;
 - **Gap analysis** against 50001 Ready energy management system and actions to close structural gaps;
 - Support in development of **Annual Energy Action** plan and quarterly performance reports;
 - Development and training on **Energy Performance Model**

SEM Incentive Structure

Staffing Grant Activity Incentives (\$20,000)

- Up to \$10,000 year 1
- Up to \$10,000 year 2

Savings Incentives

- \$0.05/kWh Operational energy saved (DTE electric provider)
- \$0.30/Therm Operational energy saved (DTE gas provider)
- Customers may earn an annual maximum incentive up to \$125,000 for DTE electric energy savings and \$75,000 for DTE gas energy savings subject to change at DTE's discretion.

SEM Value Introduction Program (15,000,000 – 50,000,000 kWh)

SEM Value Approximately		\$ 204,000
Participant Benefits	Plant @ 24,000,000 kWh/year	
Energy Savings (5% of plant annual consumption)	1,200,000 kWh	
SEM Expertise	\$50,000	
Staffing Grant	\$10,000	
Savings Incentives @ \$.05/kWh	\$60,000	
Rate savings @ \$.06/kWh	\$84,000	
Sustainable energy management system	Year over year energy savings	

1. Savings Incentives – The combined electric and gas saving incentives maximum is \$100,000 per facility.

SEM Value Full Program (> 50,000,000 kWh)

SEM Value Approximately		\$ 645,000
Participant Benefits	Plant -1 @ 100,000,000 kWh/year	
Energy Savings (5% of plant annual consumption)	5,000,000 kWh	
Expertise	\$75,000	
Staffing Grant	\$20,000	
Savings Incentives @ \$.05/kWh	\$250,000	
Rate savings @ \$.06/kWh	\$300,000	
Sustainable energy management system	Year over year energy savings	

1. Savings Incentives – The combined electric and gas saving incentives maximum is \$250,000 per facility.

Benefits of SEM

- Incentives and staffing grants!
- Use of regression models to track savings
- Standardization of program across all facilities
- Creation equipment registers
- Supported and built upon existing program
 - Added to our opportunity registers
 - Incentivized monthly meetings
- Support for “controversial” energy conservation measures
- Achieve between 2% and 8% energy savings



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Energy Waste Reduction

Industrial Strategic Energy Management (SEM)

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Emerging Measures &
Approaches Platform

Emerging Measures & Approaches Platform

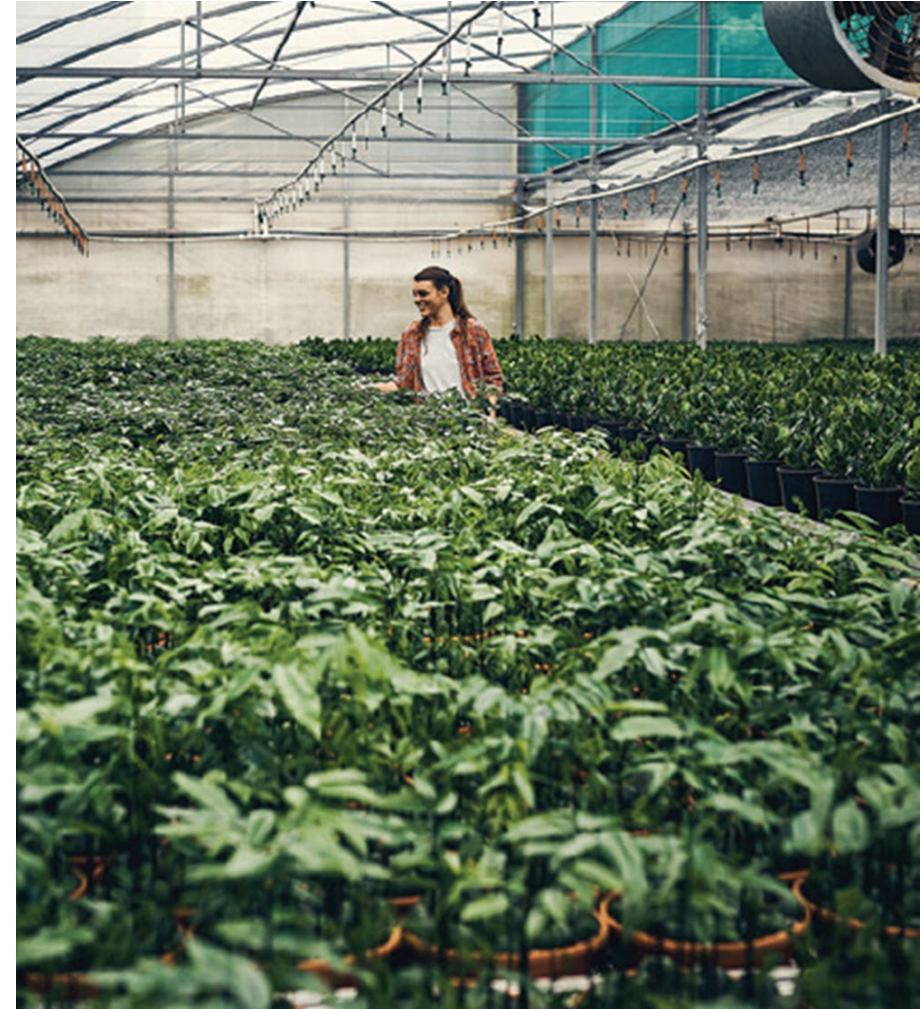
New programs, marketing approaches or delivery channels that are being tested to evaluate customer acceptance and cost effectiveness

2022 Emerging Measures and Approaches Programs

- Controlled Environmental Agriculture
- Your Energy Performance Report (Uplight)
- Do It Yourself (DIY)
- Energy Data Hub
- On-site Energy Managers
- Outdoor Air Damper
- Commercial Refrigerant



Controlled Environmental Agriculture Program



Pilot Details

- This is the second year of this program
- SE Michigan DTE electric/gas grow customers
- All grow – cannabis, hemp, food, etc.
- New construction and existing buildings
- Virtual and in-person audits available for customers

Benefits of the Program

Customer (Grower) Benefits

- Increase yield and quality of product
- Reduce operating costs
- Improve profitability of operations
- Reduce payback on investment with incentives
- Reduce lighting maintenance and repair costs
- Easy to participate in this program

Participating Contractor Benefits

- Pilot can provide customer leads
- Help working with current/new grow customers
- Guidance on energy savings calculations and technologies for grow customers
- Help filling out applications and paperwork to obtain incentive
- One-on-one coaching available for participating contractors
- Marketing collateral will be available shortly



CleanVision Energy Waste Reduction

Resources

Grow.DTEenergy.com

Grow.DTEenergy@evergreen-efficiency.com

William.Clemens@DTEenergy.com

947.200.1131

Grow better and save more



For growers of recreational cannabis, food, hemp and decorative plants, crop yield and quality come first. Now energy efficient lighting options can take those goals further by also saving on energy costs. The DTE Energy Grow Energy Efficiently Pilot Program offers incentives that make lighting upgrades a smart investment.

A healthy crop of savings

New lighting technologies, including LEDs and lighting controls, have been developed specifically to enhance the grow environment and lower energy costs. DTE helps you identify the best products for your business that also qualify for cash incentives. Your upgrade investment can be paid back through energy savings in an average of three years.

Bonus Incentive Available

- New construction or major renovation (new grow operation) 15 cents per lighting kWh saved
 - Replace or retrofit existing to LED (existing grow operation) 15 cents per lighting kWh saved
- Other incentives may be available for non-lighting applications. Check with your energy specialist for options.

Calculate the opportunities

In addition to incentives on qualifying products, DTE provides technical and participation support. Energy specialists help you calculate energy use and costs, develop estimates and identify incentives with our proven lighting tool. They also provide recommendations for products, contractors, manufacturers and best practices for growing your products with LED lighting.



Benefits

- Increase yield and quality
- Reduce operating costs
- Improve profitability and competitiveness
- Reduce payback on investment with cash incentives
- Reduce lighting maintenance and repair costs

Eligibility

- Participants must:
- Be a DTE Energy electric customer in good standing
 - Have a commercial meter with annual combined billings over \$13,000

The Grow Energy Efficiently Pilot is not available to DTE Energy business customers or sites participating in the DTE Energy Efficiency Program for Business (Downstream) or DTE's Midstream programs. Visit our website at grow.dteenergy.com for more eligibility requirements.

To learn more

Call 947-200-1131

Email grow.dteenergy@evergreen-efficiency.com

Visit grow.dteenergy.com



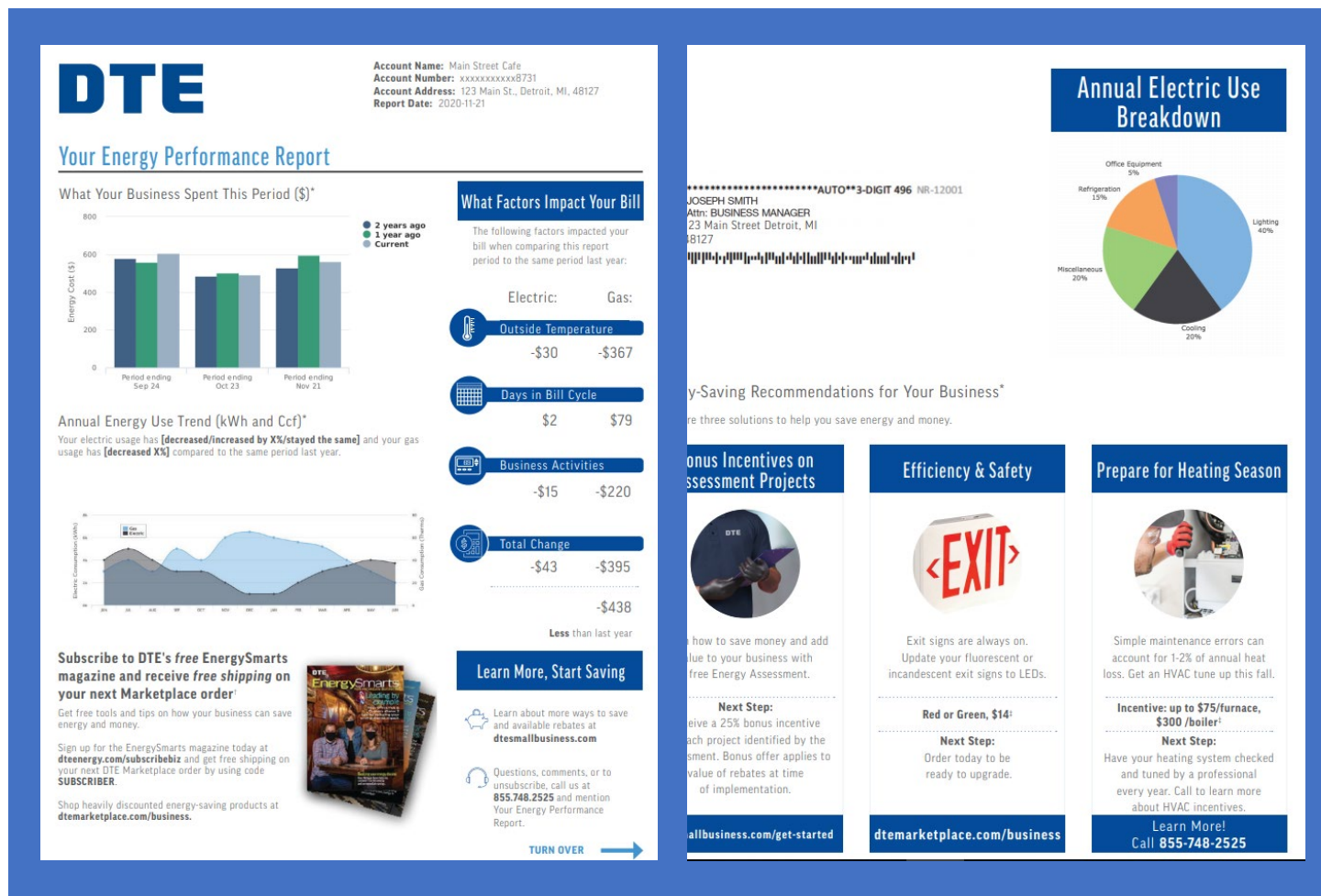
Retrofit Example: Flower Room Upgrade

A business with a 3,500-square-foot flower room wants to upgrade its 210, 1,000-watt high-pressure sodium grow lights. A proposed replacement of all 210 fixtures with 640-watt LED grow lights will save the grower an estimated 425,000 kilowatt-hours of electricity annually, reducing future energy costs. Estimated cash incentives of \$65,846 cover 20% of the grower's upfront expenses, with a simple payback of less than four years.

Project:	210, 640-watt LED grow lights
Cost:	\$261,692 (\$1,250 each)
Estimated cash incentive:	\$65,846 (\$1.05/kWh)
Simple payback:	3.3 years
Estimated annual energy savings:	425,000 kWh

LEDs produce less heat and reduce energy needed to cool the space, which can reduce the payback with no additional costs. Plus, LED technology eliminates lighting maintenance costs associated with existing high-intensity discharge (HID) lamps.

Your Energy Performance Report



- Bi-monthly custom reports delivered to the business
- Presents last three months energy use
- Compares and contrasts recent monthly usage with same period during the previous two years
- Spotlights changes in your energy use
- Highlights reasons why your bill may have changed
- Pie chart illustrates energy use for customer business type
- Provides specific self-serve solutions and program resources to help you better manage energy needs
- To receive these reports, go to **dteenergy.com/yepr**

DIY Program

Overview

- Quick and easy self installed projects
- Electric and gas energy efficiency upgrades
- Low risk and safe
- No permits or special tools required



DIY Program

Customer Base and Program Access

Commercial and industrial business customers that are interested in completing energy efficiency upgrades internally.



DIY Program

Contact Information

To learn more, contact:

Jeremy Cappello

Jeremy.Cappello@dteenergy.com



Energy Data Hub

Support for billing data upload to EPA Energy Star

Goal - Enroll and benchmark in Energy Star® Portfolio Manager

- DTE has invested in an automated solution, the DTE Energy Data Hub, to make multi-tenant and owner-occupied building benchmarking easier for building owners/managers
- **Benefits:**
 - Data Aggregation – customers and users can easily review and aggregate tenant data while maintaining privacy
 - Data Submission – customers and users can link their Energy Star® Portfolio Manager account to the Data Hub for data submission and scoring purposes monthly
 - Data Insights – once in the tool, customers and users can see their building data visualized and can download data for other building-level pursuits.

Pilot is only available to participants in the Ann Arbor and Detroit 2030 Districts.

On-site Energy Mangers

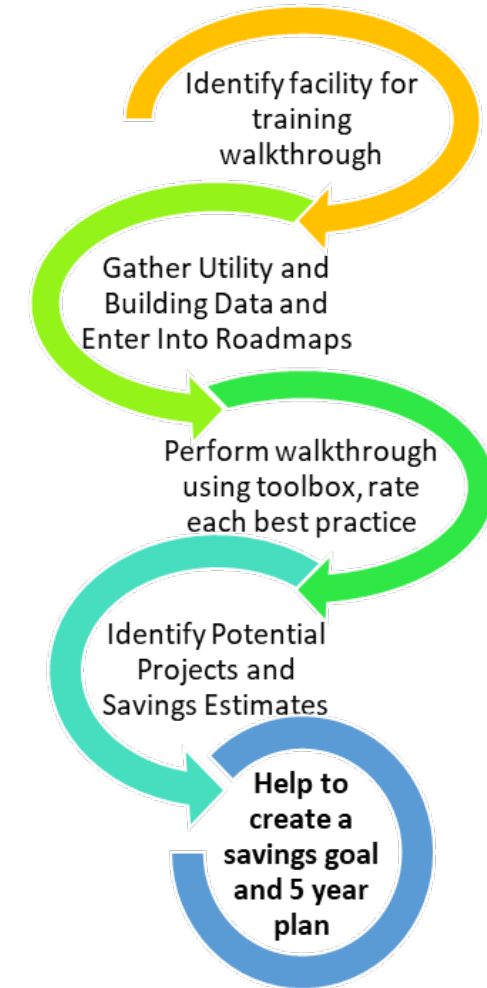
This program would assign a DTE Energy Manager for a period of six to 24 months to assist with:

- Creating a Strategic Energy Plan
- Identifying, developing and managing energy projects

The pilot is best suited for medium to large customers facilities that:

- Are individually metered or sub-metered;
- Have a sum total square footage greater than or equal to 500K square feet;
- Are DTE Electric and/or Gas customers; and
- Have staff to support the energy manager and continuous improvement initiatives.

Strategic Energy Plan





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Program Contacts

Energy Data Hub (Calico) – Tamika Banks
On-site Energy Managers – Nichole Becker

energypartnership_account@dteenergy.com



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Commercial Refrigerant Study & Failed OAD Repair Pilot Program

Philip Guster

Philip.Guster@dteenergy.com



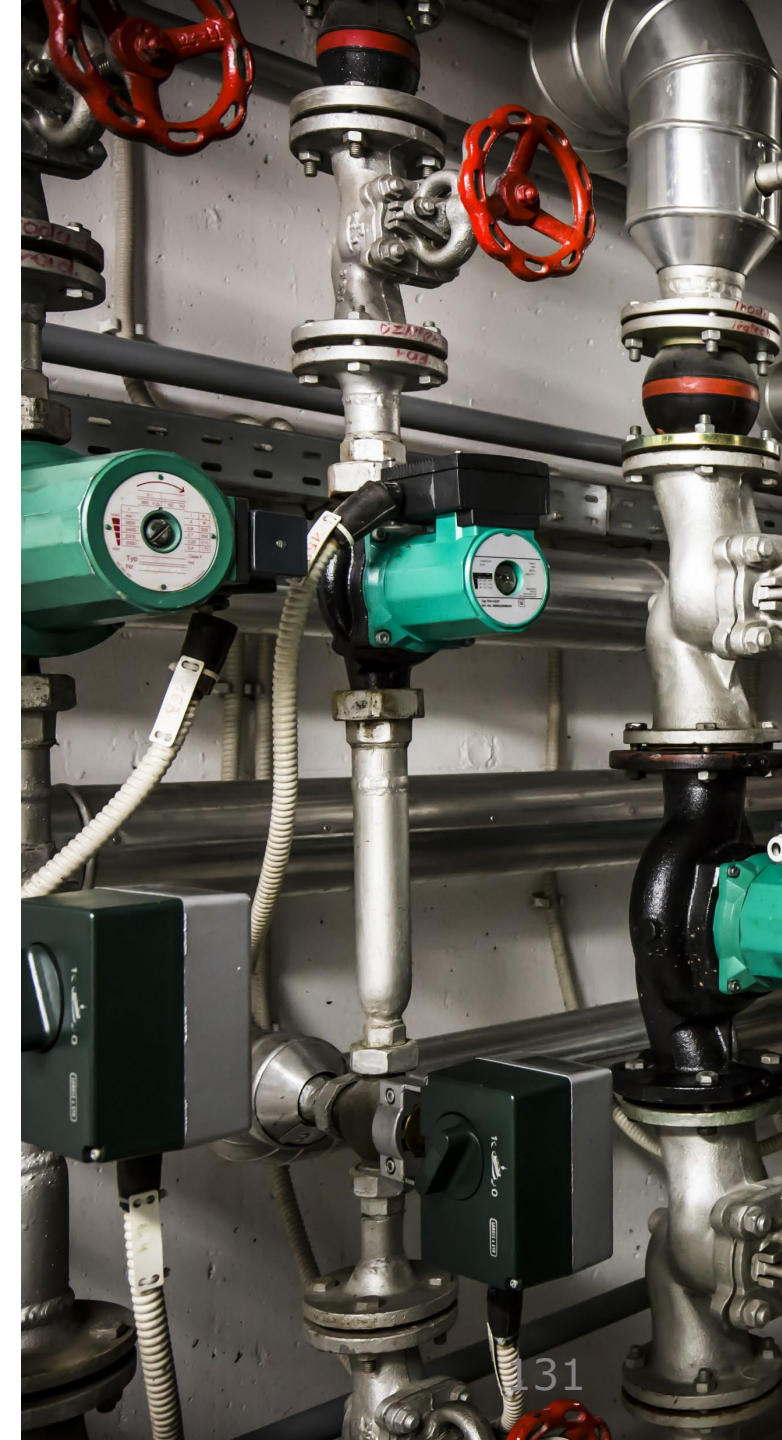
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Failed Outdoor Air Damper (OAD) Repair Pilot Program

Failed OAD Repair Pilot Program

Overview

- Offered as an extension of the Retro-Commissioning Program
- Identifies failed OAD and provides incentives to help with repairs
- Medium to large commercial businesses
- Work directly with the program's engineering team
- Increases occupant comfort and HVAC system performance





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Financial Partners

Financial Partners

DTE Energy Financial Partnerships



Michigan SavesSM

Property Assessed Clean Energy (PACE)

- PACE loan is a special assessment obligation
- 100% upfront financing
- Long-term financing from 10-25 years
- Fixed interest rate
- Positive cashflow
- Projects over \$250,000 contractor must guarantee total savings
- The loan runs with the land

Michigan Saves

- Financing for energy efficiency projects
- Equipment financing from \$5,000 to \$400,000
- Available to all types of businesses
- Fast, easy process
- Below-market rates, flexible terms
- Prefunding available
- **DTE Energy special rates and terms**

Michigan Saves is offering the following financing options:

- 0% for all projects up to \$150,000 up to 60 months
- Hassle-free credit approval (2-4 hours)
- Financing for custom and prescriptive gas and electric projects, including energy-efficient lighting, refrigeration, heating and cooling equipment, and more.

DTE Commercial Flyer



Michigan Saves™

Improving Your Bottom Line with Energy Savings

Business Energy Financing
INTEREST RATES AS LOW AS 0% APR

Michigan Saves is pleased to partner with DTE Energy to offer:

- Special **financing as low as 0% APR** with terms up to **60 months** for projects up to **\$150,000**
- Hassle-free credit approval (two to four hours)
- Financing for custom and prescriptive gas and electric projects, including energy-efficient lighting, refrigeration, heating and cooling equipment, and more


*For DTE Energy customers only. Interest rate buydown amount cannot exceed the total amount of the rebate incentives.

MADE POSSIBLE BY 

VISIT
MichiganSaves.org
to find an authorized contractor near you.
Your contractor can help you identify upgrades and apply for financing.



LEARN MORE
Contact our contractor outreach team:
517-331-9449
outreach@michigansaves.org

 facebook.com/MichiganSaves
 @MichiganSaves
 linkedin.com/company/Michigan-Saves/



HOW TO APPLY

- 1 Download the latest version of the DTE Energy Efficiency Program for Business Application and submit it as your reservation application.
- 2 Find an authorized **Michigan Saves** contractor to help you apply for Michigan Saves financing. To find a list of authorized contractors, visit MichiganSaves.org.
- 3 A preliminary reservation letter will be issued by the DTE Energy Efficiency Program for Business detailing the incentives that are expected to be awarded to the customer. This letter must be attached to your application to **Michigan Saves** for financing; the actual interest rate will be determined by the value of awarded incentives. (The incentives will not be paid to the customer but will be assigned to **Michigan Saves** to buy down the interest rate.)
- 4 Once **Michigan Saves** approves financing, a confirmation email will be sent to the customer, contractor, and DTE Energy. Once DTE Energy receives your **Michigan Saves** financing confirmation, an updated reservation letter will then be distributed. Please do not begin your project until you have received a reservation letter. You then have 90 days—or until November 30, 2022, whichever is first—to complete the project.
- 5 A final application must be submitted to DTE Energy within 60 days of completion of the project.

  **Michigan Saves™**



CleanVision
Energy Waste Reduction

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Closing Remarks

DTE Energy

- Is a leader in the change toward Michigan's clean energy future
- Is making significant investments in renewable energy
- DTE Electric and DTE Gas have plans to meet net-zero carbon emissions by 2050
- Energy Waste Reduction programs are best-in-class
- Evaluating multiple pilots in 2022 to enhance program offerings
- Providing more options for customers to save energy
- EWR Business website redesign project in 2022

Top 10 Reasons to take control of your energy

1. Save energy
2. DTE provides incentives
3. DTE provides technical assistance
4. Assist in developing efficiency roadmap
5. Improve your ROI
6. Competitive advantage
7. Reduced maintenance
8. Increased productivity
9. Positive environmental impact
- 10. (Your choice of reason)**



CleanVision
Energy Waste Reduction

Thank you!