



CleanVision
Energy Efficiency

2026 DTE Energy Efficiency Large Business PC Training

Agenda

- Introductions
- Safety Moment
- Program Offerings
- Program Resources
- Large Business
- Michigan Saves
- Online Application Demo
- Q&A



Introductions



Cynthia McCreary

Outreach Specialist

cynthia.mccreary@franklinenergy.com

Introductions



Jason Smith

Outreach Energy Advisor II

Jason.smith@franklinenergy.com

Introductions



Wes Maharas

Outreach Energy Advisor II

wmaharas@franklinenergy.com

Ergonomics: Safe Sitting At Your Desk

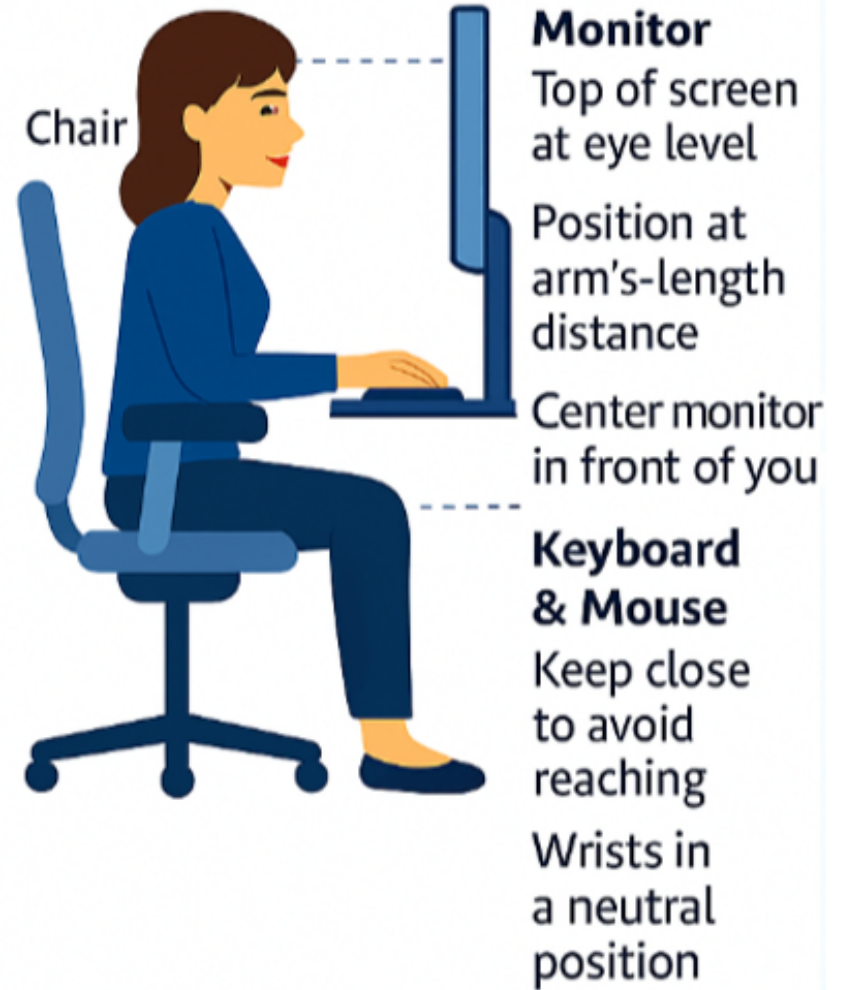
Why It Matters:

- Reduces the risk of musculoskeletal disorders (MSDs)
- Helps prevent neck, shoulder and lower back strain
- Improves comfort, focus and long-term health

Healthy Work Habit:

- Follow the 20-20-20 rule; every 20 minutes, look 20 feet away, for 20 seconds

Optimal Desk Setup



Program Contact Info

Program Phone Number: 855.748.2525

Customers

Website

dteenergy.com/business

Email

saveenergy@dteenergy.com

Contractors

Website

www.michiganee.com

Email

contractors@michiganee.com



CleanVision
Energy Efficiency

Program Offerings

Program Offerings

Midstream (Instant Discounts)
Small and Medium Business (SMB)
Large Business (LB)



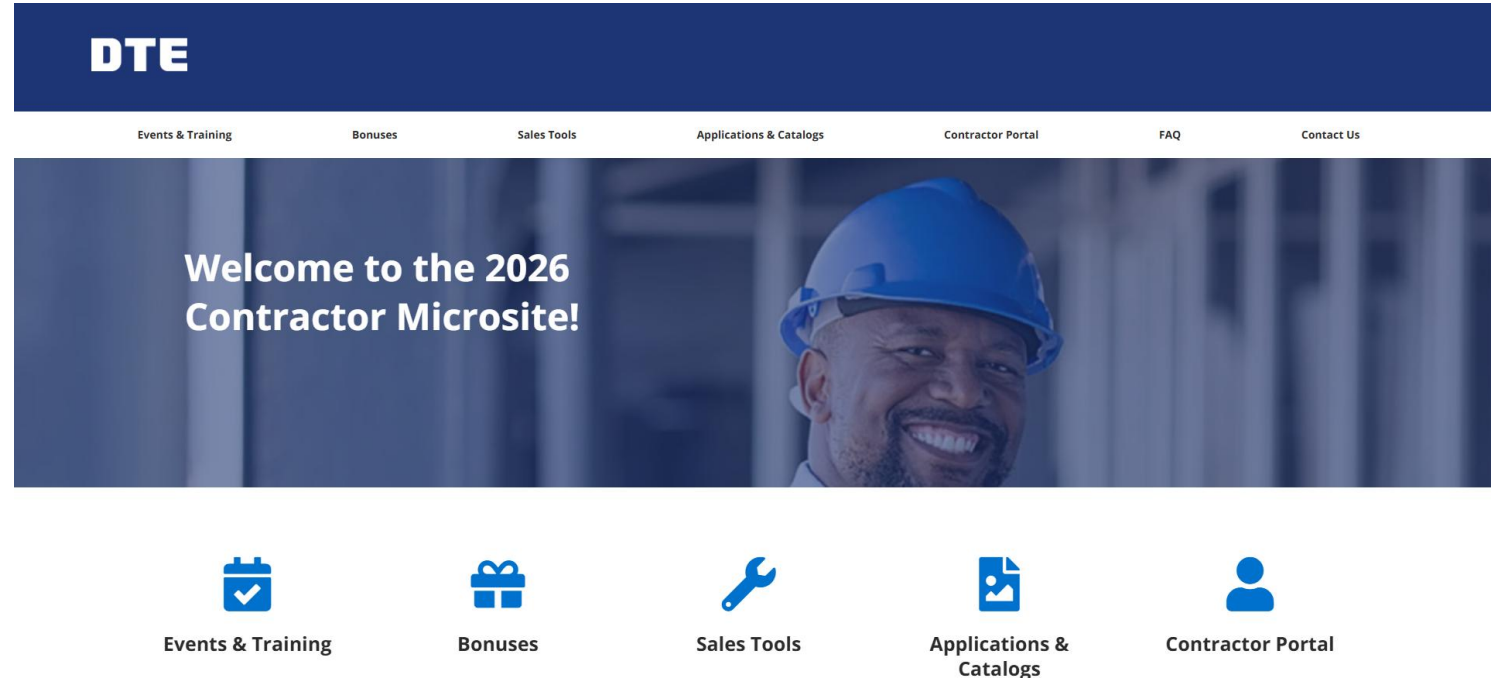
Program Resources

Contractor Microsite

Specific website designed for all contractors supporting the DTE Energy Efficiency for Business offerings.

Includes:

- Events and Trainings
- Sales Tools
- Applications and Catalogs
- Contractor Portal
- FAQ
- Contact Us



Visit michiganee.com to access tools and sign up today!

Program Materials

Updated and new program materials being created:

- Policies & Procedures
- Program overview flyer
- Bonus flyers
- Case studies
- FAQs
- And more!

Website updates are made frequently



Energy Efficiency Program for Business



Energy solutions **that fit your business**

Your business is unique—from the operation to the space to the impact on your community. That's why the **DTE Energy Efficiency Program for Business** offers a wide range of solutions. You can take advantage of one, a few, or reach out for one-on-one guidance with an expert. These solutions could include:

Rebates

Receive rebates when you make qualifying, energy-efficient purchases or improvements at your business.

Direct install

Your business may qualify for installations of complimentary energy-saving products to help kickstart your path to efficiency.

Energy assessments

At no cost to you, we can walk through your space, show you opportunities for efficiency and discuss any improvements you may have in mind.

Instant discounts

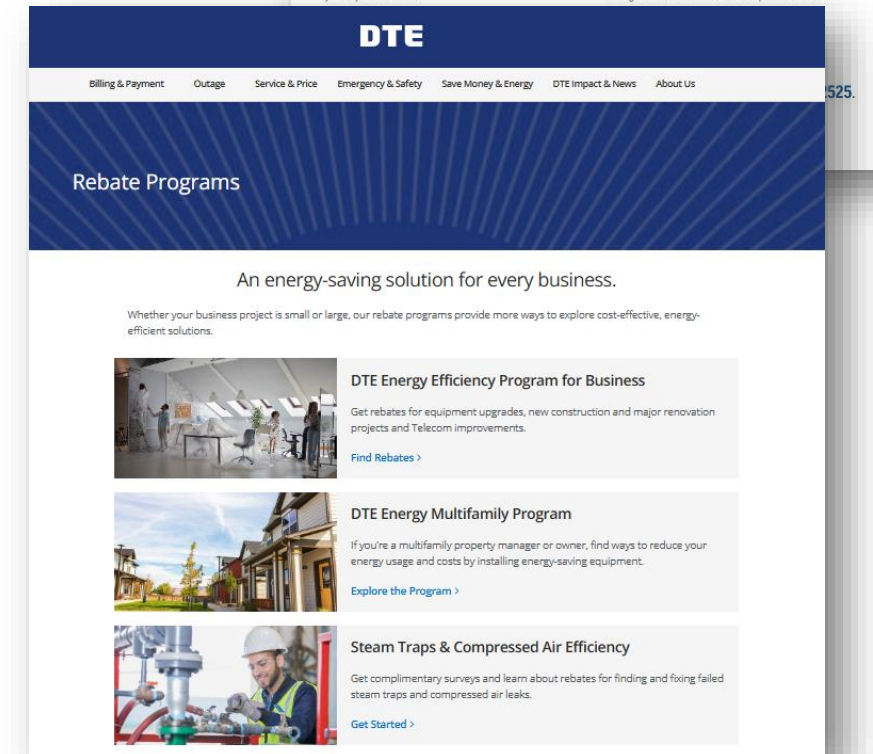
Save instantly on qualifying lighting, food service and HVAC equipment through participating distributors.

Compressed air and steam trap surveys

Receive complimentary surveys and learn about rebates for finding and fixing failed steam traps and compressed air leaks.

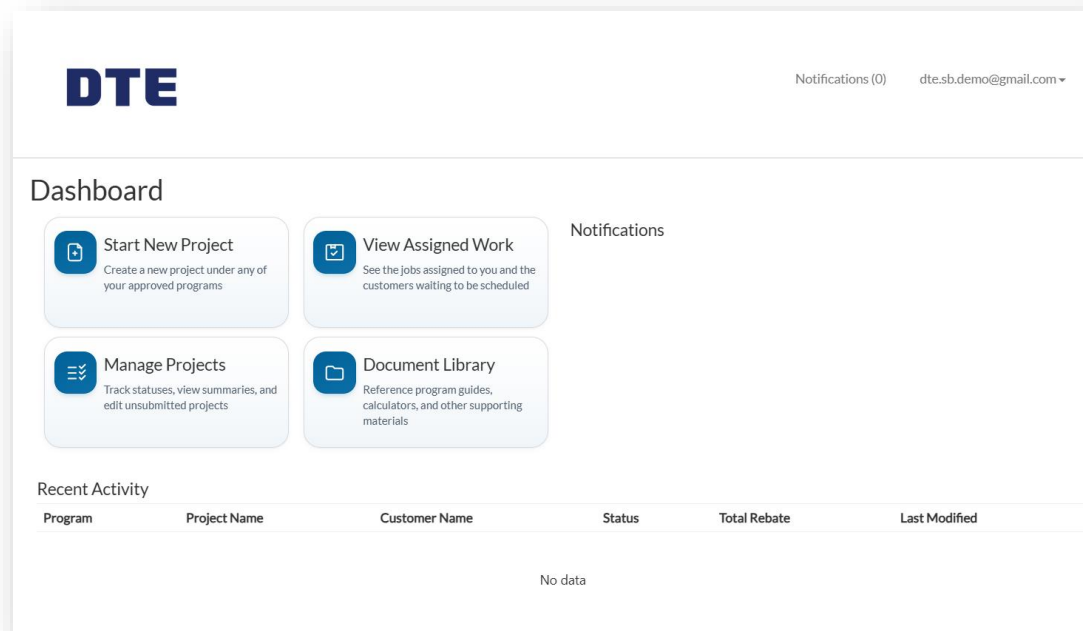
Comprehensive solutions

Take a whole-facility approach to your business' energy efficiency with retro-commissioning, strategic energy management or self-directed electric plan solutions.



Catalogs and Applications

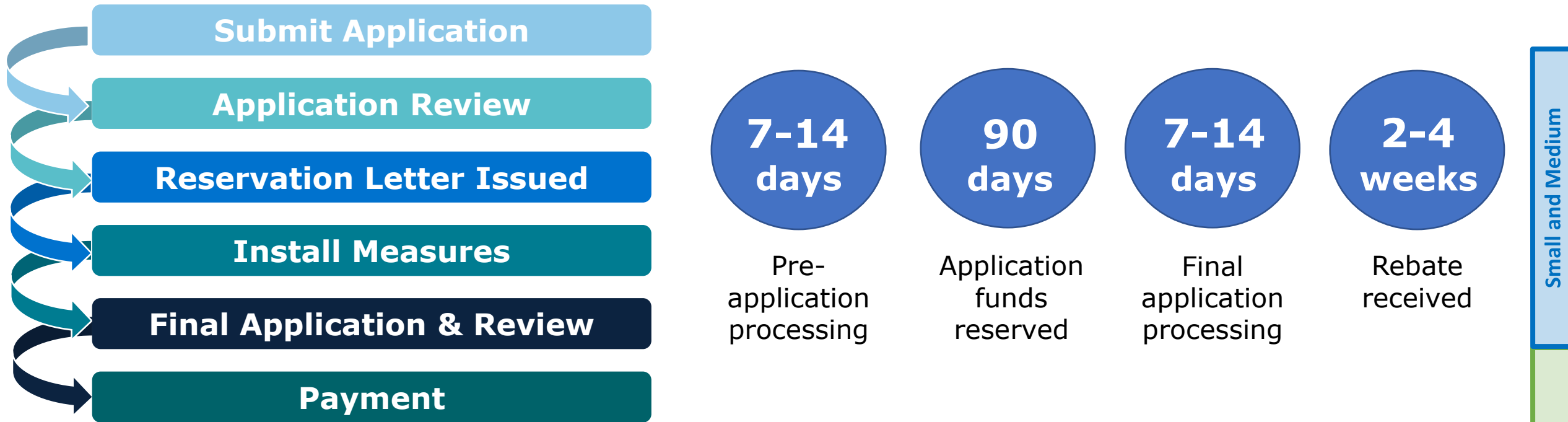
Online Application



PDF Rebate Catalog



Application Processing



Application Deadline

Program Year ends Nov. 30, 2026

- 2026 Reservations expire after Nov. 30
- Incomplete Applications may experience processing delays or cancellation
- Final Applications submitted after Nov. 30 may not qualify for 2026 payment but may qualify for the 2027 program

**MONDAY
NOVEMBER
2026**

30

Online Application Improvements

Expected rollout in 3rd Quarter 2026

What's Changing?

- Faster loading and navigation speed
- Modernized User Interface for clearer and more reliable experience
- Shortened application submission time
- Increased project visibility

What Remains the Same?

- Core process and eligibility for participation
- Internal and external user roles

Online Application Improvements

What Comes Next?

- No immediate action needed!
- Program announcement prior to official rollout
- Join a program hosted training session

Where to go for questions and/or updates?

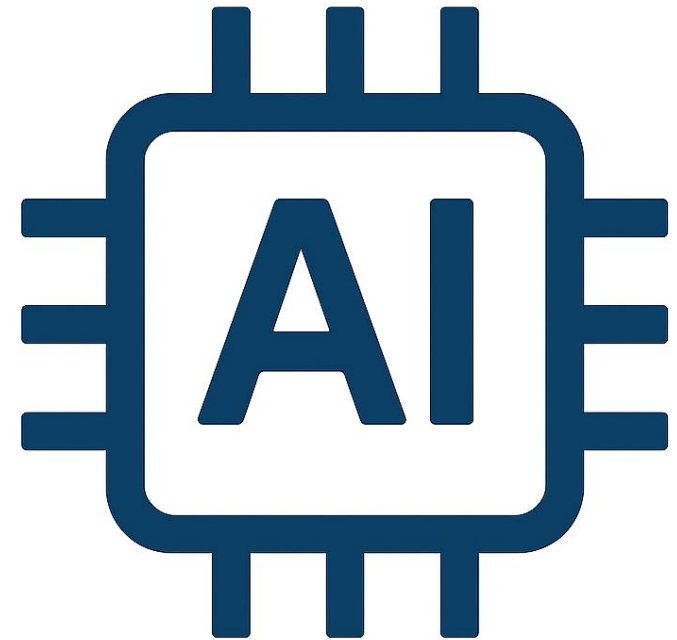
- DTE Microsite www.michiganee.com for updates, training schedules, and support materials
- You may also reach out to your Energy Advisor

AI Support Tool

Expected rollout in 3rd Quarter 2026

Features

- Embedded on the DTE Microsite
- No login required
- Simple chat interface
- Project estimates from chat or photos
- Draft application created for easy submission
- Reduces time/effort to begin application process





DTE

CleanVision
Energy Efficiency

Small & Medium Business “SMB”

SMB Contractor Energy Advisors



Mike Cauzillo



Jason Smith



Chris Baker

ACH Payments with Choice Digital

Continuing for SMB contractors and
expanding for LB contractors

Enroll in ACH to receive bonus or
rebate payments

Steps:

1. Payee receives their first rebate check
(*Large Business only*)
2. Receive invite email from Choice Digital
3. Complete the Registration Process
4. Provide W9 and banking information

Sender Name: Payments from DTE Small and Medium Business Program
Subject: Register to be paid by the DTE Small and Medium Business Program



Hi {{FIRST NAME}},

Please click the button below to sign up to receive ACH payments on behalf of the DTE Small and Medium Business Program.

You'll also be able to:

- ✓ Confirm your contact information
- ✓ If applicable, get set up for end-of-year tax filing

[Register now!](#)

This link will expire in 60 days.

If you're having trouble with the link above, copy and paste the URL below into your web browser:

{{UNIQUE URL}}

SMB Key Changes to 2026

Rebates and Bonuses

- Electric rebate changes
- Gas rebate changes
- Changes to lighting and gas bonuses

Measure Changes

- Exterior lighting
 - Requirement increased from 40% to 52% wattage reduction required
 - Changes to the hours
 - Measures are broken out by hours they are on. There is dusk to dawn option and <4,160 hours
- Downlights
 - No longer on the program application

SMB Key Electric and Gas Measure Rebates

Measure	Rebate	Measure Unit
Interior LED lighting, 1-shift operation, 1-65 hours/week	\$165.00	kW reduced
Interior LED lighting, 2-shift operation, 66-115 hours/week	\$255.00	kW reduced
Exterior Lighting	\$5.00 - \$148.00	Per fixture
Strip curtain on walk-in cooler	\$5.25	Per Sq. Ft
Strip curtain on walk-in freezer	\$25.00	Per Sq. Ft
Door gaskets on coolers and freezers	\$6.00	Linear Foot
ECM for walk-in freezer and cooler	\$85.00	Per motor

Measure	Rebate	Measure Unit
Space heating boiler tune-ups	\$50.00 - \$300.00	Per boiler
Furnace/RTU tune-ups	\$15.00 - \$75.00	Per furnace/RTU
Domestic hot water heater tune-ups	\$75.00	Per heater
Central natural gas furnace 92% efficient	\$1.00	Input MBH
Central natural gas furnace 95% efficient	\$1.29	Input MBH
Infrared Heaters	\$1.54	Input MBH

Small and Medium

*List is not all inclusive.

2026 SMB Customer Bonus Structure

20% Lighting Bonus

- Includes interior and exterior lighting
- Excludes custom lighting

20% Refrigeration Bonus

- All refrigeration measures, including case door lighting

Long Life Measure Gas Bonus

- 25% Gas Long Life Measure Bonus

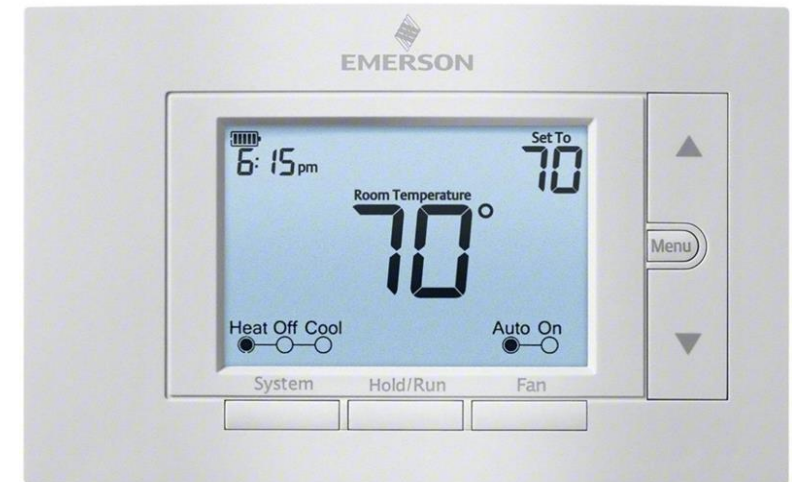
Small and Medium

**All bonuses are subject to change*

SMB Customer Assessments and Direct Install

By Participating Customers receive:

1. A free energy assessment to identify energy-saving opportunities.
2. Free product upgrades like LED bulbs, smart thermostats and more.
3. A trusted contractor network.
4. A custom energy report with recommendations tailored to their business.
5. Rebates on their energy efficiency upgrades.



How an Energy Assessment Works

Complimentary Energy Assessment

- All small and medium customers are eligible to receive an energy assessment.
- Customers are assigned an energy advisor and work directly with them throughout the process
- Walk through facility and identify opportunities for energy efficiency
- Leave behind collateral and energy assessment report detailing optional energy efficiency upgrades.
- Direct install products at no cost while on-site
- If customer is interested in completing a project, we will assist them with the appropriate steps to take.

Customers can schedule their energy assessment by visiting dteenergy.com/smallbusiness or call (855) 748-2525



DI Electric Measures

LED screw-in Bulbs
LED Exit Sign Retrofits
LED Open Signs



DI Gas Measures

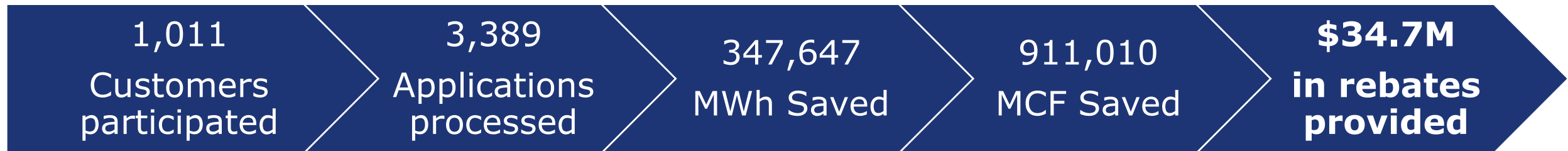
Energy Efficient Faucet
Aerator
Energy Efficient Pre-Rinse
Spray Valve
Foam Pipe Wrap
Smart Thermostat



CleanVision
Energy Efficiency

Large Business “LB”

2025 LB Recap



LB Key Changes to 2026

General Changes

- Bonus structure changes
- Electric Customer Incentive Cap increased from \$1,000,000 to \$2,000,000
- Gas Customer Incentive Cap increased from \$300,000 to \$500,000

Measure Changes

- Lighting (LPD) updated to ASHRAE 90.1 2019
- Exterior Lighting Reduction Requirement Increased from 40% to 52%
- Electric Custom Rate increased from \$0.08 / kWh to \$0.10 / kWh
- Custom Cap increased from 50% to 75% of project cost

Industrial Energy Advisors



Jeff Linkimer



Neil Mourad



Nathan Leindecker



Jacob Walker



Alison Dean



Boro Samcevic

Commercial Energy Advisors



Jeremy Mondrella



Dru Ross



A'Nya Morrison



Anas Muslmani



David Arnold



Bill Auksel



Nick Hill

LB Contractor Energy Advisors



Michael Cauzillo



John Russell



Rory Sayers



Lawrence Blaty



Andy Rickard



Josh Smith



Wes Maharas



John Nametz

Electric Prescriptive Measures

Lighting

- Interior
- Exterior
- Controls / NLC
- Refrigeration

HVAC

- A/C & Heat Pumps
- HVAC Controls
- Other HVAC
- Maintenance

Process

- Compressed Air
- VFDs for Process
- Telecommunications
- Other Misc Process

Misc Electric

- Refrigeration
- Controls
- Indoor Agriculture
- Other Misc Electric

Electric Example

Lighting and Controls

~110,000 sqft facility

- Primarily production, some office space

Interior Lighting

- Highbays
- Strip Lighting
- Panel
- TLEDs

Network Lighting Controls

- 95,000 sqft controlled

Exterior Lighting

- Wall Pack
- Pole Lighting

Total Project Cost **\$123,309.00**

Rebate Total **\$41,416.32**

Cost After Rebates **\$81,892.68**

Percent Covered by Rebates **34%**

Simple Payback (years) **4.4**

Energy Savings (kWh) **347,023**

CO2 Reduction (Tons) **265**

Gas Prescriptive Measures

HVAC

- Boilers & Furnaces
- IR Heaters
- HVAC Controls

Hot Water & Laundry

- Hot Water
- Gas Storage Water Heater
- Laundry

Insulation

- Envelope Insulation
- Pipe Wrap

Process Gas

- Process Boilers
- RTOs
- Boiler Sequencing

Misc Gas

- Refrigeration Waste Heat Recovery

Tune-Ups

- Boilers
- HVAC Furnace/RTU
- Process Burner

Gas Example

Greenhouse IR Film

~450,000 sqft of Greenhouses

- Primarily grows produce and flowers

IR Film Installed

- 100,000 sqft replaced
- Customer replaces ~25% each year
- Annual customer reengagement

Other Opportunities

- Heat curtains
- Space heater upgrades
- In-floor and under-bench hydronic heating systems
- Environmental controls
- Drip irrigation

Total Project Cost	\$12,479.00
Rebate Total	\$5,994.40
Cost After Rebates	\$6,484.60
Percent Covered by Rebates	48%
Simple Payback (years)	1.6
Energy Savings (MCF)	1,415
CO2 Reduction (Tons)	78

Custom Measures

Rebate cap 75% of Project Cost (*increased from 50%*)

Custom Electric

\$0.10 / kWh (*increased from \$0.08*)

- Process / Productivity Improvement
- VFD on Large Pump and Fan Motors
- VFD on Chiller Compressors
- Large Indoor Ag Dehumidifiers

Custom Gas

\$3.50 / MCF

- Process / Productivity Improvement
- High Pressure Steam Systems
- Waste Heat Recovery

2026 LB Limited Time Offers

2026 Electric Limited Time Offers				
LTO Name	Participating Contractor (PC) or Customer?	Final App Submission Dates		Bonus Rate
		Start	End	
K12 Schools, Colleges, and Universities	Customer	3/1/2026	9/30/2026	15%
Exterior Lighting Bonus	Customer	6/1/2026	8/31/2026	10%
10% Electric Measure LTO	PC	8/1/2026	11/30/2026	10%

2026 Gas Limited Time Offers				
LTO Name	Participating Contractor (PC) or Customer?	Final App Submission Dates		Bonus Rate
		Start	End	
20% Gas Measure LTO	PC	8/15/2026	11/30/2026	20%

Application Submission Reminders

- Submit Complete Final Applications
 - Invoicing
 - Specification Sheets
 - Measure specific requirements
 - Supporting documentation
- Support program team scheduling inspections with customer
 - 3rd party evaluator may also inspect later
- Remind customer of Conga Signature Request
- Adhere to important Program dates

Ex. Invoice

Required information

- 1. Vendor name/address
- 2. Invoice number/date
- 3. Customer name/address
- 4. Model number
- 5. Item quantity
- 6. Total price
- 7. (SMB Only) If rebate goes to the contractor, line item indicating the rebate was removed from the total cost



Example 1

LED Contractor

987 First St.
Detroit, MI 48202
P: 313-123-4567
F: 313-987-6543
A_Hamilton@exampleLED.com

3

Bill to: Aaron Burr
Company Name: Customer Inc.
Address: 123 Main St.,
Detroit, MI 48202
Phone: 313-867-5309
Fax: NA

2

Invoice #: 123456
Invoice date: 1/6/2026
Job: LED Installation

4

Model #	Description	5	Quantity	Unit price	Price
LED150A100	150W Pole Light		10	\$250.00	\$2,500.00
22GRSCT3	50W Indoor 2x2 Panel		50	\$75.00	\$3,750.00
ZC015-BIW	Ceiling Mounted Occ Sensor		10	\$50.00	\$500.00
					\$0.00
					\$0.00
					\$0.00
					\$0.00
					\$0.00

6

Invoice Subtotal	\$6,750.00
Sales Tax	\$405.00
Deposit Received	\$3,375.00
Remaining Balance	\$3,780.00
TOTAL	\$7,155.00

Please make all checks payable to Example LED Contractor.
Total due in 90 days. Overdue accounts subject to a service charge of 1.5% per month.
A_Hamilton@exampleLED.com | www.exampleLED.com

Small and Medium

Large

Conga Signature Request

Process

- Conga Signature Request sent at the start of the final application processing
- Customer must sign via Conga to confirm rebate amount and payee info
 - Verify mailing address
- Automated reminders sent out
- Expired transactions will be resent
- Program Staff will verify 3rd Party Payment signatures

Customers can:

- Reply to the Conga email
- Contact the rep listed in the email
- Use general program contact info
- Reassign signer (will require additional program verification)

Conga Signature Email

Subject

- DTE Energy Efficiency Program for Business - Signature Required for Rebate 123456

From

- DTE Energy Efficiency Program for Business via Conga Sign
<sign@na1.conga-sign.com>



Please Sign Documents

DTE Energy Efficiency Program for Business has sent DTE Conga Signature Content - a0SUp000008jodZ.pdf for your signature.

DTE Energy Efficiency Program for Business Rebate ID: 123456
Business Location: 123 Test St., Detroit, MI 48202

Hello Eric,

This email contains a link to a signature page required for payment from the DTE Energy Efficiency Program for Business regarding Rebate 123456.

Please ensure that the form is signed by an authorized contact.

In an effort to streamline our processing of applications, we are now sending out the Final Agreement via Conga at the time the Final Application is received. The rebate amount on the letter is an estimate and is subject to change after engineering review.

If you have any questions or need assistance filling this form, please reach out to Eric Anderson (eanderson@franklinenergy.com).

Sincerely,

DTE Energy Efficiency Program for Business

Please click on the button below to start the signing process.

[View Document](#)

LB Customer Site Walkthroughs

- Program team support
 - Energy Advisor
 - Engineer
 - Retro-commissioning Team
- Schedule and perform site visit
- Provides action plan to customer
- Track opportunities for future engagement with customer

Participating Contractors

Becoming a Participating Contractor (PC) is simple:

- **Complete a Training**
 - PC Kickoff, Bi-monthly PC Trainings, 1:1 by EA
- **Complete Participating Contractor Form**
 - Emailed after you have completed training
- **Submit completed PC Form and Signed W9**
 - Send to contractors@michiganee.com

Participating Contractors

Benefits of becoming a PC

- Dedicated Energy Advisor
- Eligible for third party payment
- Contractor only bonuses
- Listed on DTE's Website
- Event invites (golf, suites, etc.)

Detroit Lions Ticket Contest

Contest Period: August 1 - August 31

Game: Home Opener on 9/13

Opponent: New Orleans Saints

Prize: One winner receives 4 tickets

Winner Selection: Randomly selected by 9/4

Each eligible application earns one contest entry

Meeting any of the following criteria qualifies for entry:

- Final App Savings submitted > 1 GWh
- Final App Savings submitted > 2,500 MCF
- Final App Count submitted > 5 apps
 - Minimum savings 50 MWh/app or 100 MCF/app.

Chiller Tune-Up Rebate Adjustment

PCs are now eligible for \$2/ton on Chiller Tune-Ups

- In addition to \$5/ton rebate for customers
- No third-party authorization needed
- Only Participating Contractors are eligible

Additional LB Offerings

New Construction

Indoor Agriculture

Compressed Air

SEM & RCx Direct to Customers

New Construction

New for 2026

- Don't wait, submit now! Work together to capture everything available for your application
- ASHRAE 90.1 - 2019 has been accepted by the State of Michigan as the new building code standard
 - Primarily affects interior lighting measures the most

Indoor Agriculture

New for 2026

- Commercial Businesses will be required to provide grow license
 - Similar to Residential projects with same requirement
- Dimming Schedule must be completed and operational before submitting final application

Compressed Air

New for 2026

- Compressed Air Leaks can be customer or contractor repaired
- Bonus program for all compressed air nozzle replacement leads sent to program that turn into a completed project
 - Send leads to your assigned EA or to Rory Sayers rsayers@franklinenergy.com

SEM & RCx Direct to Customers

Strategic Energy Management (SEM) -

Coaching & training for 12-24 months to build the foundation of a continual improvement structure for driving year over year improvement in energy.

- Engages and commits executives and facility management to **long-term strategic energy performance improvement**.

Retro Commissioning (RCx) - Improve building or system performance by identifying and fixing operational issues in existing HVAC, controls, lighting, and other systems.

- **Immediate operational** improvements, reduced maintenance issues, and measurable energy savings from fixed faults and optimized controls.

Benefit to Contractors

- Uncover capital project opportunities.
 - SEM or RCx identifies opportunities at customer site.
 - Customer decides to move forward.
 - Customer may elect to engage with contractors.
- SEM or RCx may enhance and support customer engagement with the contractor.
- Customer Satisfaction.
 - A satisfied customer is likely to continue exploring the program and contractors.

RCx Expansion

Find It. Fix It. Get Paid for It.

- BAS and Control contractors can earn an additional \$0.03 per verified kWh saved
- Program Team provides training, technical support, and savings verification

Reach out to your Energy Advisor or Dash Fejza
(dash.fejza@franklinenergy.com)



DTE

CleanVision
Energy Efficiency

Michigan Saves

Commercial and Public Sector 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 36 months for projects up to \$250,000
 - Quick, hassle-free credit approval
 - Financing for custom and prescriptive gas and electric projects, including energy efficient lighting, refrigeration, heating and cooling equipment, and more
 - DTE is covering the contractor fee until further notice

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

Contact: Todd O'Grady

248-701-3058

togrady@michigansaves.org

MichiganSaves.org



“In the end, we were convinced by the numbers. We did this project to save money, and we’ve been really happy with the project.”

SAM BAHOURA

Co-owner

Liberty Food Center, Detroit



CleanVision
Energy Efficiency

Online Application Demo



DTE

CleanVision
Energy Efficiency

Q&A

michiganee.com



John Russell

Outreach Energy Advisor

John.Russell@franklinenergy.com



CleanVision
Energy Efficiency

Thank you!