

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

**DTE**

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



**Mike Barck**

Outreach Manager

[mbarck@franklinenergy.com](mailto:mbarck@franklinenergy.com)

## Watch Vs. Warning

- ✓ **Watch** : The potential exists for severe thunderstorm/tornado development.
- ✓ **Warning** : Severe weather is imminent or occurring based on radar or relayed severe weather reports.

## Severe Thunderstorm Safety

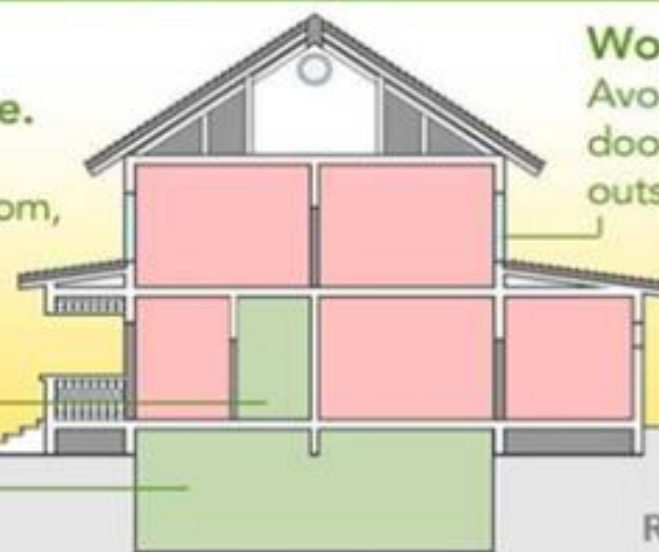
- ✓ If a **severe thunderstorm warning** is issued:
  - ✓ Take shelter in a substantial building
  - ✓ Get out of mobile homes that can blow over in high winds
  - ✓ When thunder roars, go indoors!
  - ✓ Do not take a bath, shower or use plumbing

## Tornado Shelter Tips

**Safest place.**

Basement or interior room, stairwell or hallway on a low floor.

ready.ga.gov



**Worst place.**  
Avoid windows, doors and outside walls.

Cover yourself with blankets or a mattress for protection. A helmet can be used for added protection against head injuries.

Ready. Georgia

## Tornado Safety

- ✓ If a **tornado warning** is issued:
  - ✓ Stay away from windows
  - ✓ Go to a basement or an interior room on the lowest floor
  - ✓ Abandon cars and mobile homes
  - ✓ If outdoors, seek sturdy shelter

# Program Contact Info

**Program Phone Number: 855.748.2525**

## Customers

### Website

[dteenergy.com/business](http://dteenergy.com/business)

### Email

[saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com)

## Contractors

### Website

[www.michiganee.com](http://www.michiganee.com)

### Email

[contractors@michiganee.com](mailto:contractors@michiganee.com)

The logo for DTE Energy, featuring the letters "DTE" in a bold, dark blue, sans-serif font. To the left of the letters is a stylized sunburst graphic composed of numerous thin, light blue lines radiating from a central point.

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# Program Offerings

# Program Offerings

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

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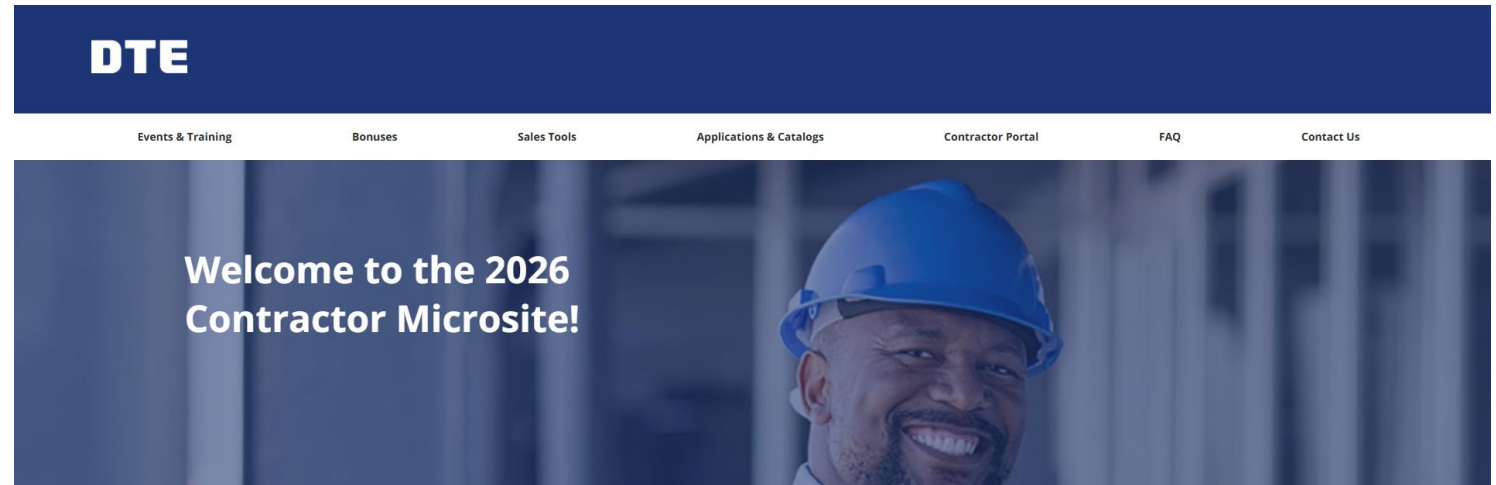
# Program Resources

# 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](https://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 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.

**DTE**

Billing & Payment Outage Service & Price Emergency & Safety Save Money & Energy DTE Impact & News About Us

## Rebate Programs

An energy-saving solution for every business.

Whether your business project is small or large, our rebate programs provide more ways to explore cost-effective, energy-efficient solutions.

### DTE Energy Efficiency Program for Business

Get rebates for equipment upgrades, new construction and major renovation projects and Telecom improvements.

[Find Rebates >](#)

### DTE Energy Multifamily Program

If you're a multifamily property manager or owner, find ways to reduce your energy usage and costs by installing energy-saving equipment.

[Explore the Program >](#)

### Steam Traps & Compressed Air Efficiency

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

[Get Started >](#)

# Catalogs and Applications

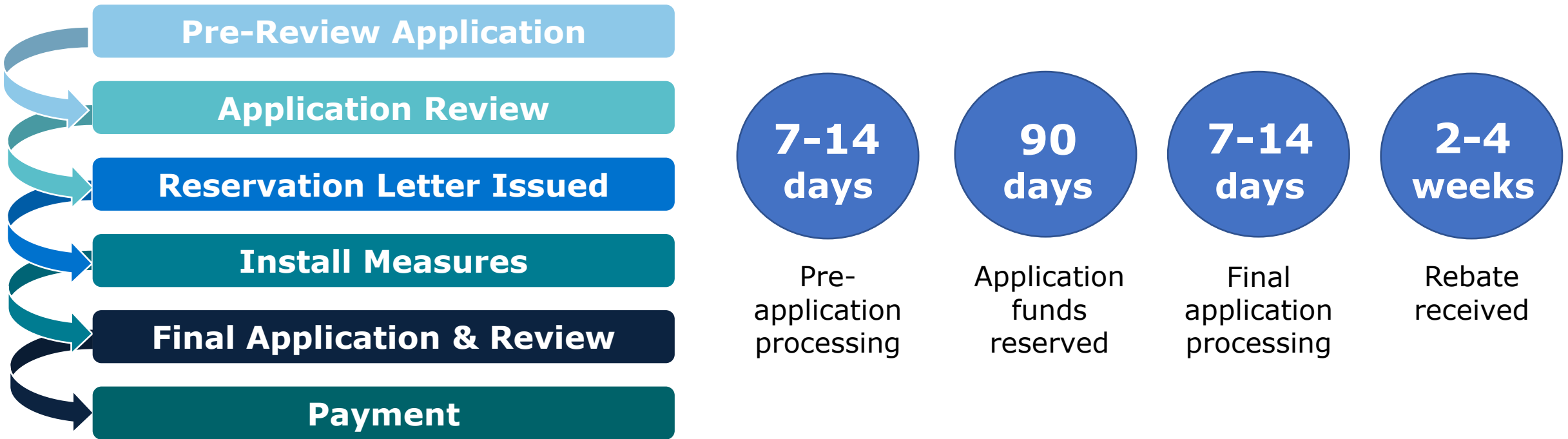
## Online Application

The screenshot shows the DTE online application dashboard. At the top left is the DTE logo. To the right, it says "Notifications (0)" and "dte.sb.demo@gmail.com". Below this is a "Dashboard" section with four main cards: "Start New Project" (Create a new project under any of your approved programs), "View Assigned Work" (See the jobs assigned to you and the customers waiting to be scheduled), "Manage Projects" (Track statuses, view summaries, and edit unsubmitted projects), and "Document Library" (Reference program guides, calculators, and other supporting materials). To the right of these cards is a "Notifications" section. Below the dashboard is a "Recent Activity" table with columns: Program, Project Name, Customer Name, Status, Total Rebate, and Last Modified. The table currently shows "No data".

## PDF Rebate Catalog



# Application Processing



# Application Deadline

## Program Year ends Nov. 30, 2026

- 2026 Reservations expire after Nov. 30
- Final Applications must be submitted within 60 days of completion date
- 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



# 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}}

# Online Application Improvements

*Expected rollout in mid-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?

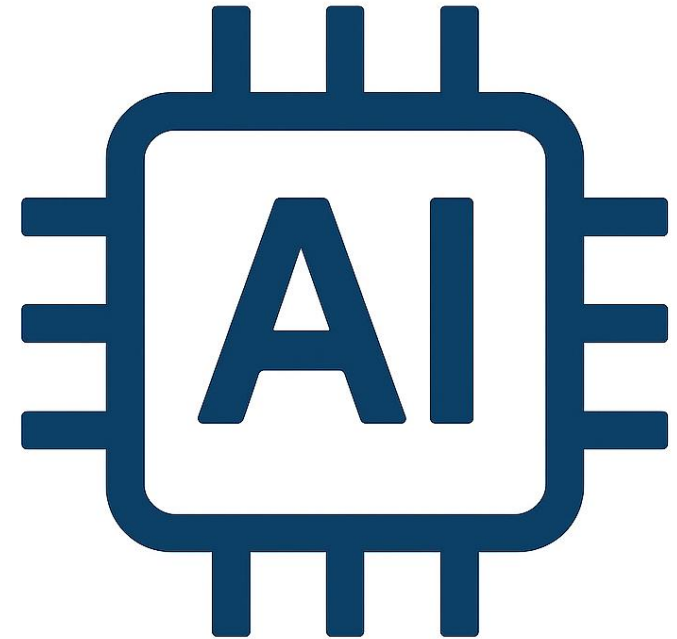
- DTE Microsite [www.michiganee.com](http://www.michiganee.com) for updates, training schedules, and support materials
- You may also reach out to your Energy Advisor

# AI Support Tool

*Expected rollout in mid-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



# SMB and LB Handoff

## Simple process

- Task created for other program team
  - Project and contact information shared
- Project Status
  - Active projects are recreated
  - Leads are supported in submission process
- Warm hand off for customer

## When does it occur?

- Program originally submitted on cannot process
  - Certain measures
  - Customer types
- Opportunities for best customer service
- Request for assessments

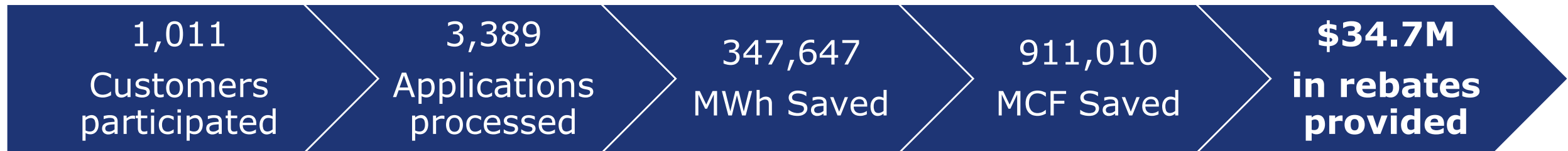


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# Large Business “LB”

# 2025 LB Recap



# 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**



**Anas Muslmani**



**David Arnold**



**Nick Hill**

# Contractor Energy Advisors



**Michael Barck**



**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

<b>Total Project Cost</b>	<b>\$123,309.00</b>
<b>Rebate Total</b>	<b>\$41,416.32</b>
<b>Cost After Rebates</b>	<b>\$81,892.68</b>
<b>Percent Covered by Rebates</b>	<b>34%</b>
<b>Simple Payback (years)</b>	<b>4.4</b>
<b>Energy Savings (kWh)</b>	<b>347,023</b>
<b>CO2 Reduction (Tons)</b>	<b>265</b>

# 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

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

# 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 Bonus Structure

2026 Electric Bonuses				
Bonus Name	Contractor or Customer?	Final App Submission Dates		Bonus Rate
		Start	End	
Long Measure Life	Customer	1/1/2026	11/30/2026	10%
Tiered Bonus	Contractor	1/1/2026	3/31/2026	20%
		4/1/2026	5/31/2026	15%
		6/1/2026	6/30/2026	10%
K12 Schools, Colleges, and Universities	Customer	3/1/2026	9/30/2026	15%
Exterior Lighting Bonus	Customer	6/1/2026	8/31/2026	10%

2026 Gas Bonus				
Bonus Name	Contractor or Customer?	Final App Submission Dates		Bonus Rate
		Start	End	
Long Measure Life	Customer	1/1/2026	11/30/2026	10%

# Long Measure Life Examples

## Electric Measures

- VFDs on Fans and Pumps
- VSD Air Compressors
- Fiber Laser Cutters
- Air and Water-Cooled Chiller Replacements
- Network Lighting Controls
- 1 and 2 Shift Interior LED
- Occupancy Sensors

## Gas Measures

- Boiler Replacements
- Boiler Stack Economizer
- Domestic Hot Water Heater
- Pipe Wrap
- Furnace Replacements
- Infrared Heaters
- HVAC Controls (DCV, Optimal Start)

**And many more, including eligible  
Custom Measures!**

# 2-year Lookback Projects

- Accepting projects completed back to **January 1, 2024**
- Prescriptive and Custom projects
  - Excludes maintenance measures (tune ups, leak repairs, etc.)
- Eligible for all active bonuses
- Follow 2026 Program and measure requirements

**Amazing opportunity to reengage with customers and provide them with excellent customer satisfaction!**

# Application Submission Reminders

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



# 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 3<sup>rd</sup> 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](mailto:sign@na1.conga-sign.com)>



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Energy Efficiency

**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](mailto:eanderson@franklinenergy.com)).

Sincerely,

DTE Energy Efficiency Program for Business

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

[View Document](#)

# 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

# LB 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](mailto:contractors@michiganee.com)

# LB 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.)

# 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
- We can accept lookback projects and use ASHRAE 90.1 - 2013 baselines
  - Requires building permit dated before April 22<sup>nd</sup>, 2025

# 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](mailto:rsayers@franklinenergy.com)



# Strategic Energy Management "SEM" and Retro-Commissioning "RCx"

# 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.

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**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

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# Online Application Demo

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**Q&A**

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**Thank you!**