

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

Ergonomics: Safe Sitting At Your Desk

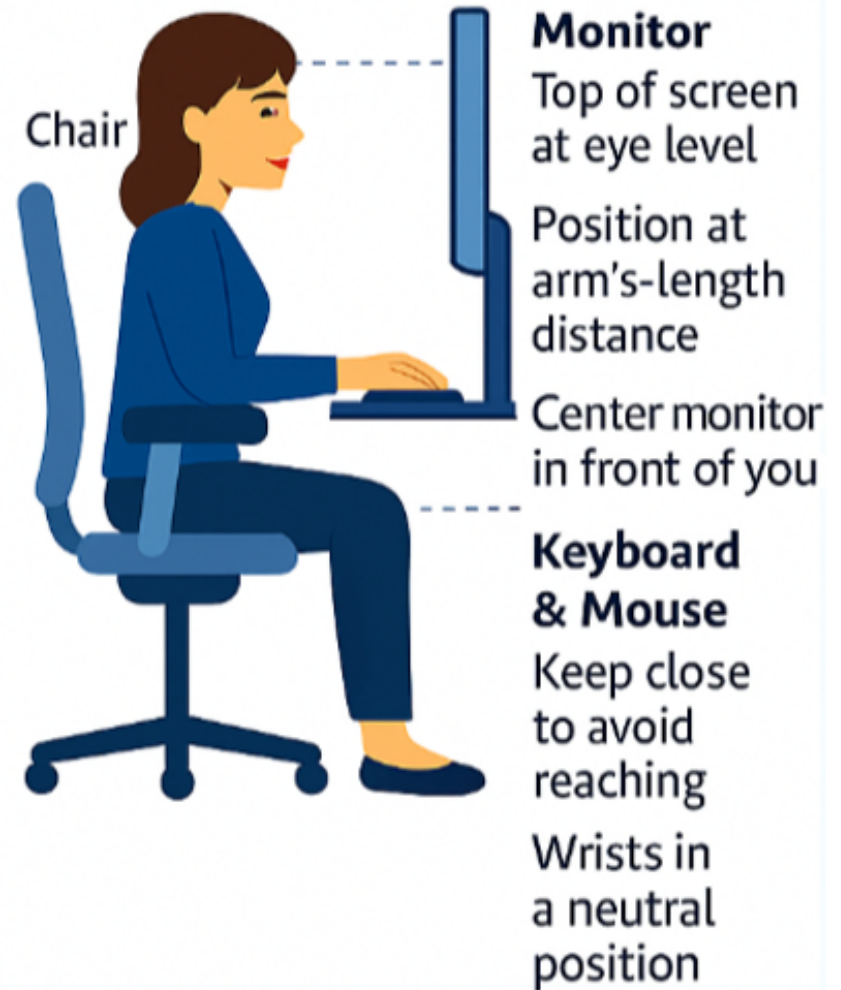
Why It Matters:

- 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

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Program Offerings

Program Offerings

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

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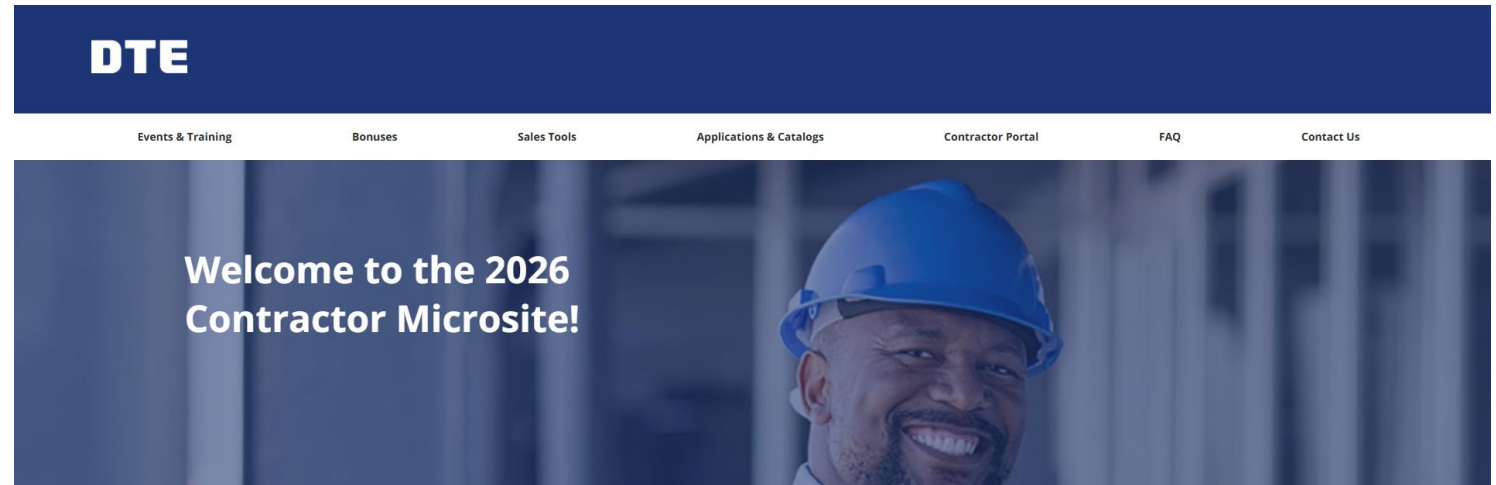
Program Resources

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 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

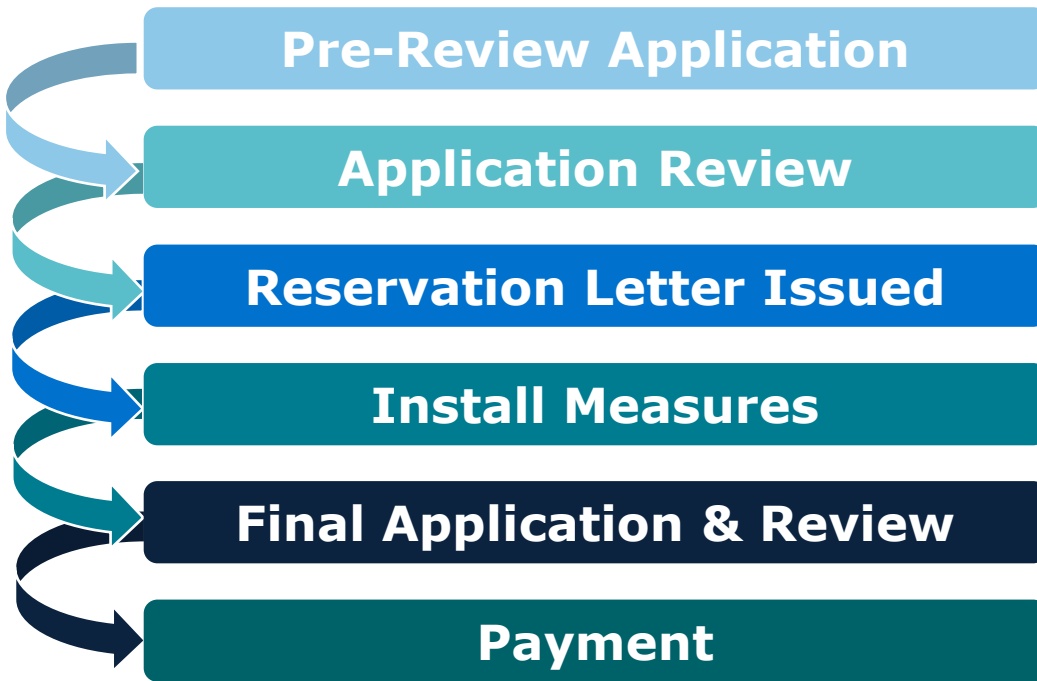
Online Application

The screenshot shows the DTE online application dashboard. At the top left is the DTE logo. To the right, it displays 'Notifications (0)' and the user email 'dte.sb.demo@gmail.com'. Below this is a 'Dashboard' section with four main action 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 for Program, Project Name, Customer Name, Status, Total Rebate, and Last Modified. The table currently shows 'No data'.

PDF Rebate Catalog



Application Processing



7-14 days

Pre-application processing

90 days

Application funds reserved

7-14 days

Final application processing

2-4 weeks

Rebate received

Small and Medium

Large

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

**MONDAY
NOVEMBER
2026**

30

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?

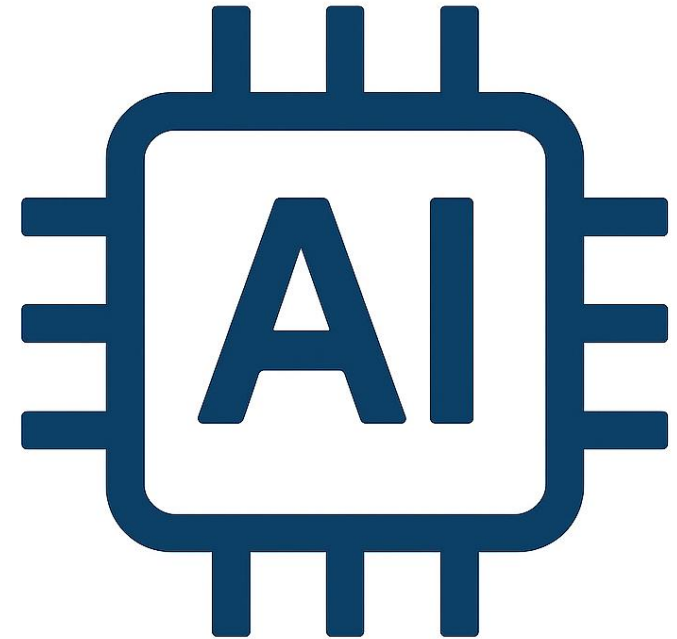
- DTE Microsite www.michiganee.com for updates, training schedules, and support materials
- You may also reach out to your Energy Advisor

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

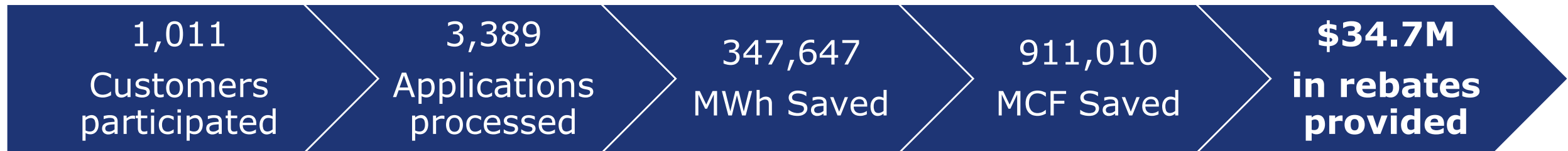


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Large Business “LB”

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



Andrew Johanns



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 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
 - 3rd 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 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>



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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).

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

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.)
- Mercury Points

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 22nd, 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



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!