

BREAKOUT | SESSION A

Decode Your Energy Bill: Rates, Rebates, & Hidden Savings

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Eric DeVries – President, E3M Solutions

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

DTE

CleanVision
Energy Efficiency

2026 Michigan Energy Summit

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, forming a semi-circle.

DTE

CleanVision
Energy Efficiency

Program Offerings

Program Offerings

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

Midstream

Small and Medium

Large

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 Signs



DI Gas Measures

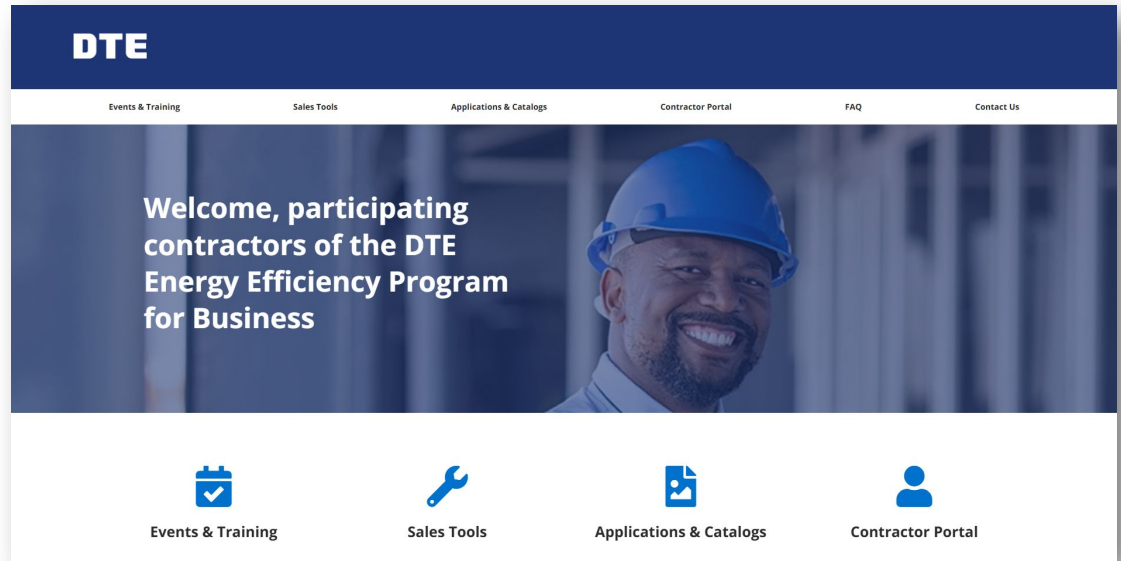
Energy Efficient Faucet
Aerator
Energy Efficient Pre-Rinse
Spray Valve
Foam Pipe Wrap
Smart Thermostat

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
- Third Party Authorization
- Program overview flyer
- Bonus flyers
- Case studies
- FAQs
- And more!

Website updates are made frequently

DTE CleanVision Energy Efficiency Energy Efficiency Program for Business

Third Party Authorization Form

Complete this form only if the rebate payment is to be paid to an entity other than the DTE Account Holder (account name listed on the customer's utility bill).

I, the DTE Account Holder, understand that I qualify for the below project rebate amount and authorize the rebate payment to the third party named below and understand that I will not receive the rebate payment for the below completed project. I, the DTE Account Holder understand that my release of the payment to a third party does not exempt me from the program requirements outlined in the Terms and Conditions and Final Payment Agreement.

DTE Account Number: _____
DTE Account Holder Name: _____
DTE Account Holder Address: _____
Project Number: _____
Project Rebate Amount: _____

Pay Rebate To:
Payee Mailing Street Address: _____
Payee Mailing City: _____
Payee Mailing State: _____
Payee Mailing Zip Code: _____

Rebate Recipient ID Number (DTE ID): _____
Tax status (check one): Corporation Sole proprietorship Limited liability corporation Partnership

Authorized by (Customer's Printed Name): _____
Authorized by (Customer's Signed Name): _____
Date: _____

Your project rebate amount is subject to change based on final review and approval of the program.

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 >](#)



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, load 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.

Small and Medium

Large

Catalogs and Applications

Large Business:

Online application (OA) with PDF catalog and rebate calculator

Small & Medium Business:

Online or fillable PDF application with pdf catalog and rebate calculator

The screenshot shows the DTE dashboard for a Small and Medium Business user. The interface includes a header with the DTE logo, user information (Notifications (0), dte.sb.demo@gmail.com), and a main dashboard area with four action cards: Start New Project, View Assigned Work, Manage Projects, and Document Library. A 'Recent Activity' table is also visible, currently showing 'No data'.

DTE Notifications (0) dte.sb.demo@gmail.com

Dashboard

- 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
- Document Library**
Reference program guides, calculators, and other supporting materials

Notifications

Recent Activity

Program	Project Name	Customer Name	Status	Total Rebate	Last Modified
No data					

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



DTE

CleanVision
Energy Efficiency

Large Business “LB”

2025 LB Recap



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

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

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)

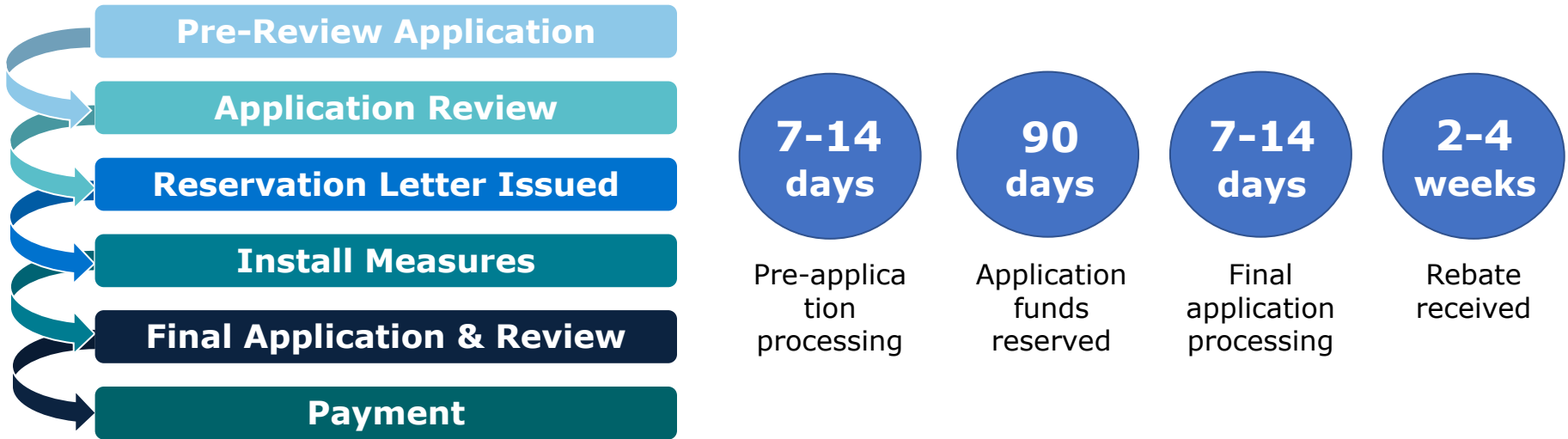
**And many more, including eligible
Custom Measures!**

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%

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

**MONDAY
NOVEMBER
2026**

30

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

Additional LB Offerings

New Construction

Indoor Agriculture

Compressed Air

SEM & RCx Direct to Customers

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

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DTE

CleanVision
Energy Efficiency

Michigan Saves

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



E3M

MI ENERGY SUMMIT

FINDING SAVINGS ON YOUR BILLS





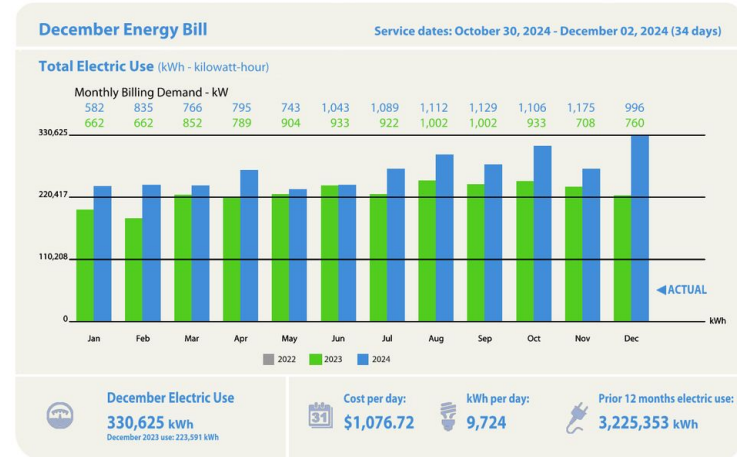
WHAT IS THE CHALLENGE?

- Rising energy costs
- Viewing energy as overhead vs variable cost
- Corporate sustainability goals/mandates
- Lack of staff or lack of experience within staff

UTILITY RATE STRUCTURE

Consumers Energy Example

- Primary vs Secondary
- General (GS or GP)
- Demand Based (GSD or GPD)
- Time of Use (GSTU or GPTU)



UTILITY RATE STRUCTURE

General Rate

- GS or GP

Account Information

Bill Month: September
Service dates: 08/12/2025 - 09/10/2025
Days Billed: 30
Portion: 13 09/25

Programs:
Auto-Pay

Rate Information

Elec Gen Sec Rate GS Com
Rate: 1100

Meter Information

Your next scheduled meter read
date is on or around 10/09/2025

Electric Service:

Smart Meter
Meter Number: 40060154
POD Number: 0000004243119
Beginning Read Date: 08-12
Ending Read Date: 09-10
Beginning Read: 82831
Ending Read: 83034 (Actual)
Usage: 203 kWh

Total Metered Energy Use: 203.0 kWh

September Energy Bill

Invoice: 206615212727

Account Summary

Last Month's Account Balance	\$136.46
Payment on August 19, 2025	\$60.75-
Payment on September 03, 2025	\$151.42-
Canceled Payment on Account	\$75.71

Balance Forward **\$0.00**

Total amount due will be deducted from your designated account on the due date.
Payments applied after Sep 11, 2025 are not included.

Electric Charges

Energy	203@ 0.105382	\$21.39
PSCR	203@ 0.010230	\$2.08
System Access		\$20.00
Deferral Surcharge	203@ 0.000889	\$0.18
IRM Surcharge	203@ 0.000211	\$0.04
Distribution	203@ 0.063166	\$12.82
FCM Incentive	203@ 0.000274	\$0.06
Other Surcharges		\$7.82
Power Plant Securitization	203@ 0.001222	\$0.25
Karn 1&2 Securitization Charge	203@ 0.004103	\$0.83
DR Surcharge	203@ 0.002106	\$0.44
Low-Income Assist Fund		<u>\$1.25</u>

Total Electric **\$67.16**

State Sales Tax \$3.95
Total Energy Charges **\$71.11**

Amount Due: **\$71.11**
by October 03, 2025

If you pay after the due date, a 2% late payment charge will be added to your next bill.

Please make any inquiry or complaint about this bill before the due date listed on the front.
Visit [ConsumersEnergy.com/aboutmybill](https://www.consumersenergy.com/aboutmybill) for details about the above charges.

UTILITY RATE STRUCTURE

Demand Rate

- GSD or GPD

Account Information

Bill Month: February
Service dates: 12/31/2024 - 01/30/2025
Days Billed: 31
Portion: 68 02/25

Rate Information

Elec Gen Pri Rate GPD Com
Rate: 1220
Customer Voltage Level: 3
Billing Demand: 305.0
Curr Max kW: 305.0
Historical Max kW: 484.0
Reserved Capacity: 700.0
Power Factor: 0.97

Meter Information

Your next scheduled meter read
date is on or around 03/04/2025

Electric Service:

Standard Meter
Meter Number: 80042210
POD Number: 0000003552012
Beginning Read Date: 12-31
Ending Read Date: 01-30
Beginning Read: 13359
Ending Read: 13489 (Actual)
Differential: 130
Constant: 1200
Usage: 156000 kWh

Total Metered Energy Use: 156000.0 kWh
Recorded Actual Interval Usage: 156442 kWh
Total Recorded Interval Usage: 156442 kWh

February Energy Bill

Invoice: 203856592200

Account Summary

Last Month's Account Balance	\$20,195.15
Payment on January 15, 2025	<u>\$20,195.15-</u>
Balance Forward	\$0.00
Payments applied after Feb 04, 2025 are not included.	

Electric Charges

On-Peak Billing Demand kW	305@ 15.940000	\$4,861.70
Trans. On-Peak Billing Demand	305@ 7.600000	\$2,318.00
On-Peak Energy	44063@ 0.034757	\$1,531.50
Off-Peak Energy	112379@ 0.030290	\$3,403.96
PSCR	156442@ 0.007580	\$1,185.83
System Access		\$200.00
Max Demand kW	484@ 5.940000	\$2,874.96
Deferral Surcharge	156442@ 0.000082	\$12.83
IRM Surcharge	156442@ 0.000027	\$4.22
FCM Incentive	4704@ 0.000135	\$0.64
Other Surcharges		\$2,487.66
Power Plant Securitization	156442@ 0.000880	\$137.67
Karn 1&2 Securitization Charge	156442@ 0.002472	\$386.72
Power Factor Credit		\$80.88-
Low-Income Assist Fund		<u>\$0.87</u>
Total Electric		\$19,325.68

State Sales Tax	<u>\$1,159.49</u>
Total Energy Charges	\$20,485.17

Amount Due: \$20,485.17
by February 26, 2025

If you pay after the due date, a 2% late payment charge
will be added to your next bill.

Please make any inquiry or complaint about this bill before the due date listed on the front.
Visit [ConsumersEnergy.com/aboutmybill](https://www.consumersenergy.com/aboutmybill) for details about the above charges.

UTILITY RATE STRUCTURE

Time of Use Rate

- GSTU or GPTU

Account Information

Bill Month: December
Service dates: 10/30/2024 - 12/02/2024
Days Billed: 34
Portion: 69 12/24

Rate Information

Elec General Service Primary GPTU Ind
Rate: 1285
Customer Voltage Level: 3
Billing Demand: 996.0
Curr Max kW: 1175.0
Historical Max kW: 1175.0
Reserved Capacity: 2300.0
Power Factor: 0.80

Meter Information

Your next scheduled meter read
date is on or around 01/06/2025

Electric Service:

Standard Meter
Meter Number: 80040065
POD Number: 0000004134031
Beginning Read Date: 10-30
Ending Read Date: 12-02
Beginning Read: 15177
Ending Read: 15315 (Actual)
Differential: 138
Constant: 2400
Usage: 331200 kWh

December Energy Bill

Invoice: 206347928608

Account Summary

Last Month's Account Balance \$33,923.24
Payment on November 21, 2024 \$33,923.24

Balance Forward \$0.00

Payments applied after Dec 05, 2024 are not included.

Electric Charges

Off-Peak Energy	287363@ 0.077131	\$22,164.60
Mid-Peak Energy	21742@ 0.086442	\$1,879.42
High-Peak Energy	21520@ 0.091529	\$1,969.70
PSCR	330625@ 0.002950-	\$975.34-
System Access		\$200.00
Max Demand kW	1175@ 5.940000	\$6,979.50
Deferral Surcharge	330625@ 0.000082	\$27.11
IRM Surcharge	330625@ 0.000027	\$8.93
FCM Incentive	330625@ 0.000202	\$66.79
Other Surcharges		\$2,421.28
Power Plant Securitization	330625@ 0.000880	\$290.95
Karn 1&2 Securitization Charge	330625@ 0.004278	\$1,414.41
Power Factor Adjustment		\$160.09
Low-Income Assist Fund		<u>\$0.87</u>

Total Electric \$36,608.31

State Sales Tax \$2,196.45
Total Energy Charges \$38,804.76

Amount Due: \$38,804.76
by December 27, 2024

If you pay after the due date, a 2% late payment charge
will be added to your next bill.

Please make any inquiry or complaint about this bill before the due date listed on the front.

RATE TAKE-AWAYS



Key Questions

- Do I know my Demand?
- What can I do to alter Demand?
- Do I run off hours?
- Who do I speak with for help?



SALES TAX & PREDOMINANT USE

Sales Tax

- Manufacturing
- Non-Profit
- R&D
- Agriculture

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« TO DESIGN AND CONTINUOUSLY OPTIMIZE AT THE
INTERSECTION OF ENERGY AND ENGINEERING. »



CONTACT US:


 info@e3msolutions.com

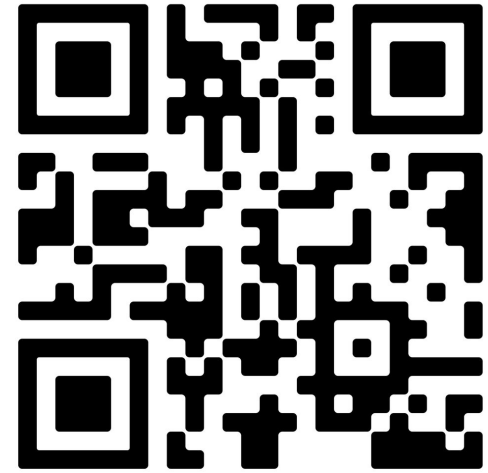
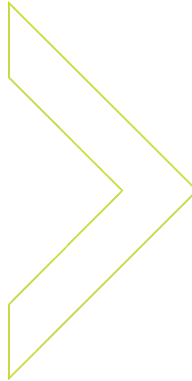
 www.e3msolutions.com

 616.365.5680

 @e3m-solutions

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 @e3m-solutions



SCAN ME

DID YOU KNOW?

Our team is available to have a 30 minute energy management brainstorm session?

Email: edevries@e3msolutions.com

Cell: 616.690.6361

Consumers Energy Large Business Program

MiGBC 5/14/26

Energy Waste Reduction

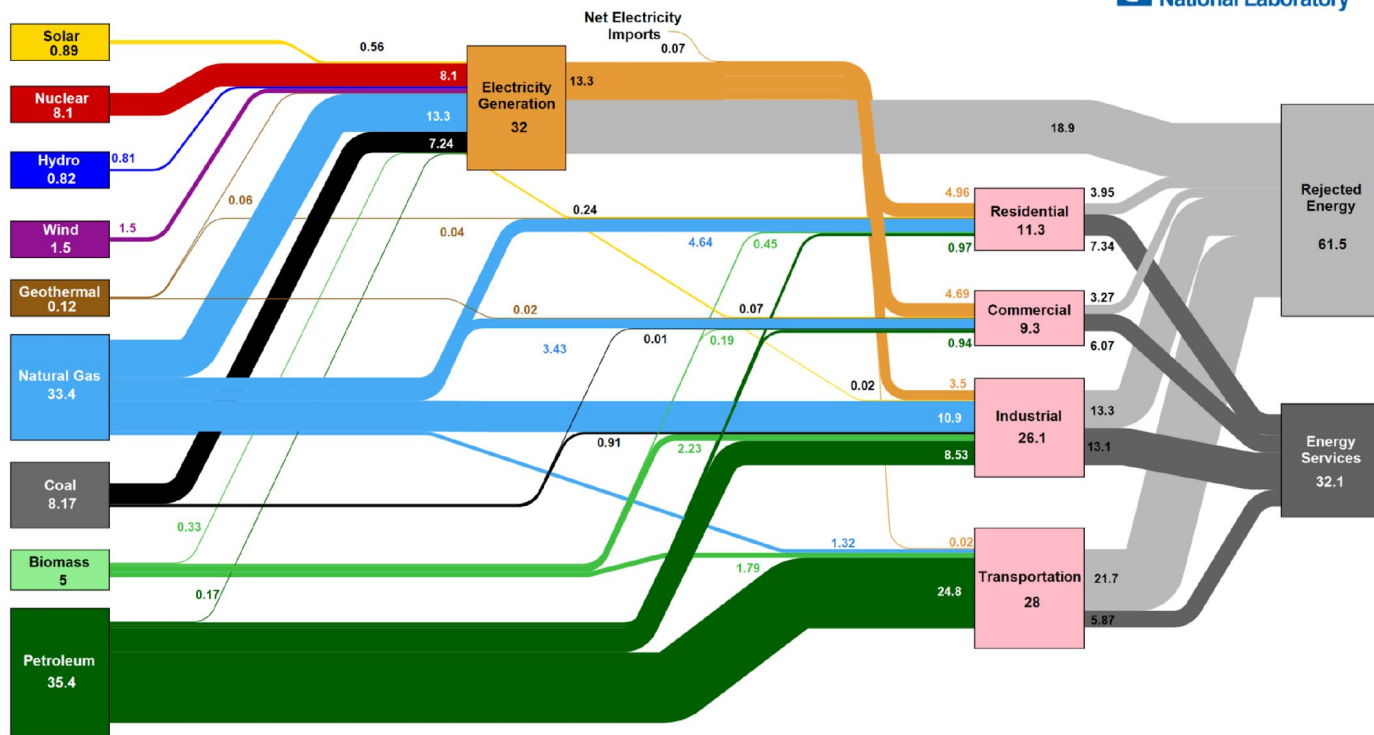
What? Why? How? When? Who?

Consumers Energy

Count on Us[®]

What is the problem we are looking to solve?

Estimated U.S. Energy Consumption in 2023: 93.6 Quads



Source: LLNL October, 2024. Data is based on DOE/EIA SEDS (2024). If this information or a reproduction of it is used, credit must be given to the Lawrence Livermore National Laboratory and the Department of Energy, under whose auspices the work was performed. Distributed electricity represents only retail electricity sales and does not include self-generation. EIA reports consumption of renewable resources (i.e., hydro, wind, geothermal and solar) for electricity in BTU-equivalent values by assuming a typical fossil fuel plant heat rate. The efficiency of electricity production is calculated as the total retail electricity delivered divided by the primary energy input into electricity generation. End use efficiency is estimated as 65% for the residential sector, 65% for the commercial sector, 49% for the industrial sector, and 21% for the transportation sector. Totals may not equal sum of components due to independent rounding. LLNL-ML-410527

Why EWR?

Energy Waste Reduction

- Better ROI than building a power plant
- Legislation at the state level
- Reduce grid strain during peak periods
- Positive environmental and health impacts
- Encourages continuous improvement and waste reduction



How are we going to solve it?

- By reducing energy waste through efficiency upgrades and operational changes
- By utilizing programs that offer financial assistance and continue to bring down costs for customers
- By creating new measures to simplify the pathway for application
- By offering Energy Advisor Services to learn more about your building and assist with application submissions
- By working together





When should you take action?

- Summer is right around the corner
- EWR programs run year-round
- Current Market Driver Initiatives
 - Prescriptive K-12 and Higher Education Lighting
 - Utilizing custom hours of operation
 - Incentive raised to \$0.17/kWh
 - Custom New Application Market Driver
 - For customers who have not participated in the Custom program in the last 3 years
 - 20% bonus on the standard calculated incentive

Who?
You!

Questions, Thoughts, Ideas?

Swing by the Consumers Energy booth to chat!

OR

Email: businessenergyefficiency@cmsenergy.com

Consumers Energy

Count on Us[®]

Questions from Eric to Conor

What are you most excited about in the Energy Waste Reduction space?

Everything is expensive these days. What tips would you give for someone looking for low cost/no cost opportunities?

THANK YOU!

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