Energy Efficiency Assistance (EEA) Program

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Outline

• Overview | Spend and Utility Rankings

• Energy Efficiency Assistance | Details, Spend and Savings Targets

• Unique Partnerships | Benefits & Challenges

• Opportunities | Pilots & Collaborations
DTE is among the nine utilities to achieve ACEEE’s highest score for IQ programs in the 2020 Utility Energy Efficiency Scorecard.

% of EWR Residential Spend on IQ Programs

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<tbody>
<tr>
<td>Spend</td>
<td>25%</td>
<td>19%</td>
<td>24%</td>
<td>23%</td>
<td>24%</td>
<td>23%</td>
<td>22%</td>
<td>20%</td>
<td>19%</td>
<td>28%</td>
<td>28%</td>
<td>32%</td>
<td>32%</td>
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2009 - 2021
Energy Efficiency Assistance (EEA) program

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<th>Year</th>
<th>Electric Savings</th>
<th>Gas Savings</th>
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<tbody>
<tr>
<td>2020</td>
<td>7,059 MWh</td>
<td>52,000 Mcf</td>
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<tr>
<td>2021</td>
<td>7,212 MWh</td>
<td>49,866 Mcf</td>
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• Single-Family (1-2 units); Income Qualification: 200% FPL/80% AMI

• Program Implementers: SEEL, Inc. and ICF

• High efficiency products, services and home weatherization services at no cost to the customer

• Annual participation: 5,000 – 6,000 customers

• Responds to “no heat” emergency customer calls

• Not designed to be a cost-effective program since nearly 100% of installed measure is covered by rebate amount
Delivered through 30+ Nonprofit Organizations, Community Action and Government Agencies
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<th>Benefits</th>
<th>Challenges</th>
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<td>Best suited to deliver the benefits of the program to the community</td>
<td>Managing rebate allocations to meet spend/savings goals across partners</td>
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<td>Helps expand the reach of local community agencies</td>
<td>Creating a consistent customer experience</td>
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<td>Very low marketing $s</td>
<td>Each organization has unique set of challenges/opportunities by partnering to deliver the EEA program</td>
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Opportunities: Incentivizing Whole Home Weatherization and New Technology

New for 2020/2021

- Whole Home Bonus: $500
  - Requires new heating system, plus air sealing and insulation
  - Sponsor BPI training for program trade allies and organizations
- Increased Window Replacement rebate: $50 to $200
  - City of Detroit: $9.4M HUD Grant for lead abatement
  - Potential collaboration to increase funding for lead abatement work
- Heating System and Hot Water Heater Heat pumps
  - Added general rebate for all EEA participating orgs
  - Pilot (both single-family and multi-family) to test “cold weather” heat pumps
- Central and Window Air Conditioners
  - Address health and safety concerns for elderly and at-risk customers

1. Footnote items using superscript numbers on the page and referencing them by number in the lower left. 
Source: xxx
2019: Friends & Neighbors (FAN) Pilot

• Low Income Self-Sufficiency Plan (LSP) Rate
  ✓ Eligibility criteria: <=150 Federal Poverty Level (FPL); <=$3,000 Arrears  
    Annual energy use <= $1,600 electric, $2,150 gas, and $3,750 combo
  ✓ Customer must receive a State Emergency Relief (SER) credit
  ✓ Arrears balance frozen at time of application
  ✓ New customer payment amount calculated based on usage and income
  ✓ 1/24 of arrears paid off for each on-time monthly payment
  ✓ Two payments are provided by agency – one for arrears, and one for gap payment to cover energy costs greater than LSP monthly payment
  ✓ Through gap and arrears payments, agencies cover up to $2k per fiscal year

• Leverage EEA to meet energy use eligibility

• Pilot with 100 households
Opportunities: Combine IQ Rate Options with EEA Program

2020/2021: Payment Troubled Customers Initiative

- 25% of EEA Budget
- Targets prospective, new and existing customers on LSP
  - Prospective pool of 15,000 customers
- Targets customers on Shutoff Protection Plan (SPP)
  - Prospective pool of 80,000 customers

Goals

- Decrease % of customer payment defaults on SPP
- Increase reach of MEAP $s
- Create self-sufficient customers following SPP & LSP participation
Opportunities: Health & Safety Pilot

- Commission approved additional 1% pilot spend in 2020/2021
- Primarily used to address health and safety issues that prevent EEA work from being completed (walkaways)
Additional Collaborations

Consumers Energy

• Building off collaboration activities in 2019, we’re identifying additional opportunities to leverage each other’s programs to deliver efficient savings in overlapping service territories

City of Detroit: Efficient Housing Strategy Workgroup

• Creating a universal intake form to assist customers with energy efficiency, lead abatement, health & safety, water efficiency, home taxes assistance

48234 Water Shutoff Prevention Pilot

• Align EEA program with water shutoff initiative to help customers better manage utility bills
Thank you

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