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March 29, 2023

Ms. Lisa Felice
Executive Secretary
Michigan Public Service Commission
7109 West Saginaw Highway
Lansing, MI 48917

Re: In the matter of the application of **DTE Gas Company** seeking authority to amend its voluntary BioGreenGas Program and implement a new Voluntary Renewable Gas Program (VRG) pilot
MPSC Case No. U-20839

Dear Ms. Felice:

Attached for electronic filing in the above referenced matter is DTE Gas Company's CleanVision Natural Gas Balance Annual Report.

Very truly yours,

Carlton D. Watson

CDW/cdm
Encl.

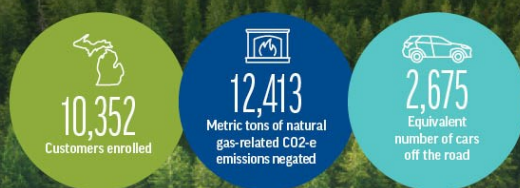
A cleaner future for Michigan

THANK YOU
for being a
CleanVision
Natural Gas
Balance program
customer.

**We're thrilled to share more than
10,000 DTE Gas residential and small
business customers enrolled in the
program, joining us in our commitment
to achieve net zero carbon emissions
by 2050.**

Thank you for being part of this incredible effort throughout our state. Together, we're protecting state forests, supporting renewable energy development, and building a cleaner, brighter energy future for Michigan.

Natural Gas Balance 2022 Impact



Carbon offset credits

Trees are one of the world's most important tools when it comes to preserving the Earth's climate. They naturally absorb greenhouse gases, helping to balance emissions produced by natural gas usage. Through a partnership that began in 2021 with Anew, North America's leading carbon offset developer, Natural Gas Balance is purchasing carbon offset credits to limit aggressive tree harvesting throughout Michigan. With our support, Greenleaf Improved Forest Management is protecting 24,000 acres of forest across 13 Michigan counties and one in Wisconsin, which ensures thousands of trees remain to continue scrubbing greenhouse gases from the atmosphere.

Last year, we also added a second forestry project preserving 100,000 acres of the Pigeon River County State Forest for 10 years. This land, also known as The Big Wild, is considered one of Michigan's greatest treasures. The project is the first of its kind to use state land to generate forestry carbon offsets. The project will also provide more than \$10 million to the state's Forest Development and Fish and Game funds for natural resource management.

**2022
Carbon Offset
Credit Impact**

11,792 metric tons
Natural gas-related CO₂-e
emissions negated

Renewable natural gas

Renewable natural gas, or RNG, is derived by capturing methane gas emitted by organic waste materials in landfills, wastewater treatment plants and dairy farms. The gas is trapped, and impurities removed, creating a renewable source of pipeline-quality natural gas. Natural Gas Balance sources RNG from multiple local producers, including the Sauk Trail Hills landfill in Canton and a wastewater recovery facility in Grand Rapids.

**2022
RNG
Impact**

11,264 mcf
Renewable natural gas acquired on behalf of
participating customers, negating
621 metric tons
of natural gas-related CO₂-e emission

What's next

We're proud of what we've accomplished together so far and are excited for what's next. In 2023, we will:

- Receive Green-e Certification for the Pigeon River County State Forest; an additional certification for the carbon offset credits we purchase.
- Purchase additional Michigan-made supply to support the growth of this program.

2022 Highlights

Grand Rapids Water Resource Recovery Facility supplies RNG



Earlier this year, we contracted with the Grand Rapids Water Resource Recovery Facility to produce RNG. Methane and other greenhouse gases are naturally produced during the WRRF's typical recovery processes, and are harmful greenhouse gases (GHG). RNG projects capture this methane and redirect it away from the environment, where it can be used as pipeline-quality natural gas delivered to your home.

Planting Trees in Washtenaw County



In April last year, DTE challenged Washtenaw County residents to enroll in CleanVision Natural Gas Balance AND [MIGreenPower](#) – if more than 100 residents enrolled in April, the company promised to plant 20 trees in the county.

Washtenaw County residents were up to the challenge!

On Sept. 30 the company planted 10 trees in Ann Arbor's Arbor Oaks Park to meet our end of the bargain. Later in November, we planted 10 trees in Washtenaw County's Nature Preserves in Superior Township.

BlueSource Changes Name to Anew



Anew is the new BlueSource! You may see Anew crop up in more messages and communications from our program, so we wanted to let you know BlueSource rebranded to Anew.

All of our carbon offset credits are provided through Anew, which works with Michigan forest landowners and experts to provide the credits. We work in partnership with Anew to participate in Improved Forest Management (IFM) projects that protect Michigan's natural forests from being over-harvested by commercial loggers. IFM project developers follow the methodology and protocol established by the nonprofit and independent [American Carbon Registry](#).

Take your impact to the next level

You can increase your impact on climate change by increasing your commitment. Consider moving up to the next level to make an even bigger difference in mitigating carbon emissions.

[See how](#)

Let's connect!

We'd like to hear from you. Send your comments, questions and suggestions to us at naturalgasbalance@dteenergy.com.



Project information disclosure update

Natural Gas Balance is Green-e® Climate certified and meets the environmental and consumer-protection standards for greenhouse gas emissions reductions (carbon offsets) set forth by the nonprofit Center for Resource Solutions. Learn more at www.green-e.org.

To maintain this certification, we comply with the Ethical Guidelines, Certification Categories and Disclosure & Verification Requirements of the Green-e® Climate Code of Conduct. Please view our updated [2022 Project Information Disclosure](#) for detailed information about Natural Gas Balance.



DTE Gas Natural Gas Balance (NGB) U-20839

Program Update and
2022 Annual Report

Preliminary – Subject to revision

March 2023

Based off our filing, below is the set of criteria to share with you and our customers regarding our 2022 Natural Gas Balance program performance

- **1.Customer enrollment levels and selected block levels**
 - –See slide 5
- **2.Information about projects utilized by the company to source the carbon reduction supply**
 - –See Annual report, “Carbon offset credits” section
- **3.The quantity of total emissions negated**
 - –See Annual report, “Natural Gas Balance 2022 Impact” section
- **4.Marketing and administration costs with marketing methods explained, including copies of marketing materials used and links to digital media**
 - –See slides 6-10
- **5.Quantity, source, and cost of renewable gas and carbon offsets purchased**
 - –See Annual report “Carbon offset credits” and “Renewable natural gas” for supply source, slide 6 for quantity and cost
- **6.Customer participation forecasts**
 - –See slide 5 for annual enrollment targets
- **7.Marketing studies.**
 - –N/A, No marketing studies have been performed
- **8.DTE Gas will also meet annually with the Staff to review the report and results of the program, as well as discuss the company’s future plans**
 - –See annual report, “What’s next” section
- **9.The company will offer a place for customers to submit questions or concerns related to the program**
 - –See website

Agenda

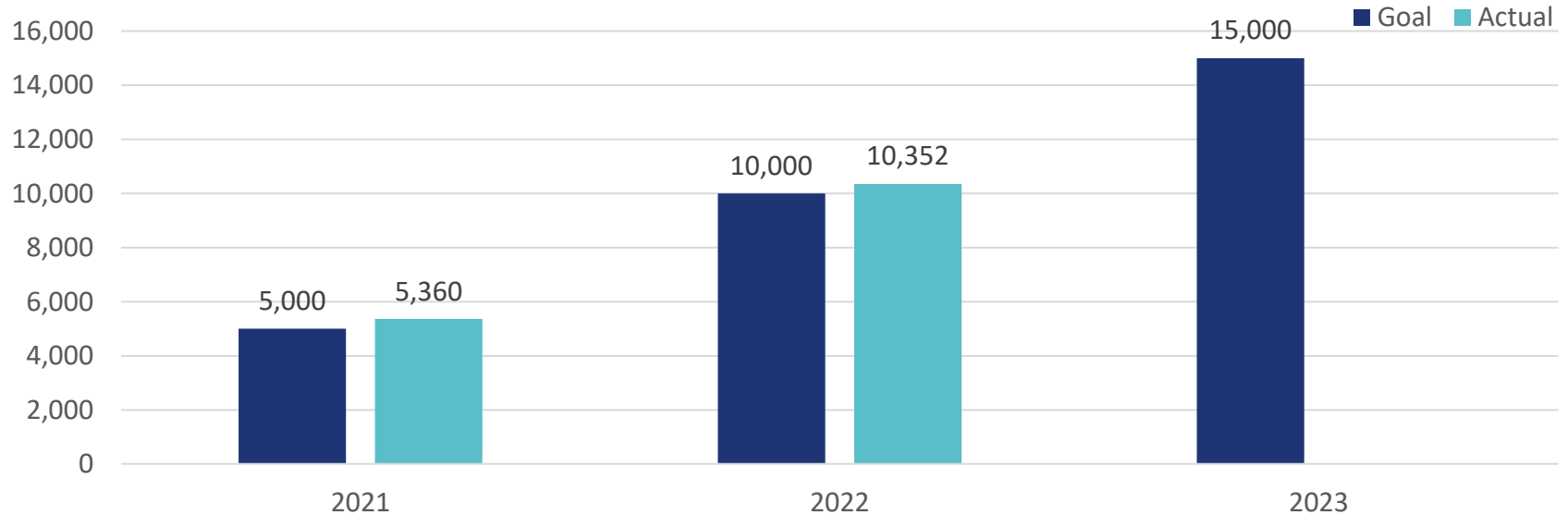
- Discuss overall program achievements
 - Review Annual Report
- Discuss enrollment levels and forecast
- Review NBG Income Statement
 - Marketing expenses and details
- Review program extension proposal

2022 Annual Report



Customer Enrollment Levels

Total enrolled customers and forecast



YE Enrollments by Level

2021

Level	# of enrollments
Legacy	1,678
Level 1	2,947
Level 2	384
Level 3	55
Level 4	296
TOTAL	5,360

2022

Level	# of enrollments
Legacy	1,550
Level 1	7,426
Level 2	648
Level 3	84
Level 4	644
TOTAL	10,352

NGB Income Statement and Supply Totals 2022

Natural Gas Balance Income Statement

	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Total
Revenue													
Total Program Revenue	\$ 24,488	\$ 23,045	\$ 35,423	\$ 28,668	\$ 32,354	\$ 50,112	\$ 35,615	\$ 40,299	\$ 39,276	\$ 42,513	\$ 44,112	\$ 44,112	\$ 440,017
Total Revenue	\$ 24,488	\$ 23,045	\$ 35,423	\$ 28,668	\$ 32,354	\$ 50,112	\$ 35,615	\$ 40,299	\$ 39,276	\$ 42,513	\$ 44,112	\$ 44,112	\$ 440,017
Expenses													
ST Labor	\$ (7,428)	\$ (9,355)	\$ (7,507)	\$ (10,475)	\$ (9,822)	\$ (7,249)	\$ (9,524)	\$ (11,920)	\$ (11,079)	\$ (9,997)	\$ (9,948)	\$ (12,171)	\$ (116,475)
RNG			\$ (67,689)			\$ (82,919)			\$ (38,688)			\$ (45,194)	\$ (234,490)
Carbon Offsets			\$ (19,022)			\$ (22,000)			\$ (25,672)			\$ (29,856)	\$ (96,550)
Contract Labor	\$ -	\$ -	\$ (4,351)	\$ (126)	\$ (2,200)	\$ -	\$ (55)	\$ -	\$ -	\$ (7,083)	\$ -	\$ -	\$ (13,815)
Outside Services	\$ (16,250)	\$ (59,063)	\$ (32,725)	\$ (79,572)	\$ (72,907)	\$ (74,130)	\$ (75,059)	\$ (70,202)	\$ (79,805)	\$ (55,915)	\$ (169,637)	\$ (134,300)	\$ (919,563)
Dues & Assessments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other	\$ 3,000	\$ -	\$ -	\$ -	\$ (17,700)	\$ (2,245)	\$ (2,634)	\$ -	\$ (55,947)	\$ (62,370)	\$ 24,491	\$ (93,110)	\$ (206,515)
Burden	\$ (66)	\$ (295)	\$ (164)	\$ (291)	\$ (1,438)	\$ (371)	\$ (376)	\$ (351)	\$ (399)	\$ (2,583)	\$ (1,179)	\$ (678)	\$ (8,189)
Total Expenses	\$ (20,744)	\$ (68,713)	\$ (131,456)	\$ (90,463)	\$ (104,067)	\$ (188,913)	\$ (87,648)	\$ (82,472)	\$ (211,590)	\$ (137,948)	\$ (156,273)	\$ (315,309)	\$ (1,595,596)
Program Net Income (Loss)	\$ 3,744	\$ (45,669)	\$ (96,033)	\$ (61,795)	\$ (71,713)	\$ (138,801)	\$ (52,033)	\$ (42,173)	\$ (172,314)	\$ (95,435)	\$ (112,161)	\$ (271,197)	\$ (1,155,579)

	2022 Total Supply Retirements
Carbon Offsets	11,792 (measured in metric tons per CO2-e)
Renewable Natural Gas	11,264 mcf

Natural Gas Balance met its enrollment target by utilizing marketing funds which are not included in base rates

Customer Outreach - \$302,100

- Digital social campaign - \$93,000
- Ad creation - \$6,000
- Video creation - \$58,200
- Emails, bill inserts, direct mail - \$144,900

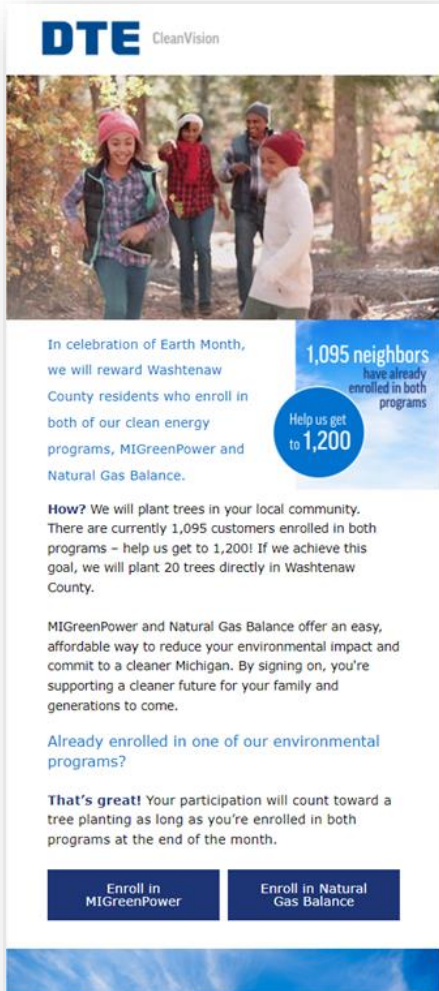
Direct Marketing - \$658,500

- Direct Outbound Calling Campaigns
 - Direct sales calling - \$624,000
 - Inbound call center support - \$34,500


Misc. Marketing - \$38,400

- Events - \$14,800
- Legal - \$13,800
- Door knocking - \$2,600
- Community Incentive - \$7,200

A variety of channels are used to reach our customer base



DTE CleanVision



In celebration of Earth Month, we will reward Washtenaw County residents who enroll in both of our clean energy programs, MIGreenPower and Natural Gas Balance.

1,095 neighbors have already enrolled in both programs

Help us get to **1,200**

How? We will plant trees in your local community. There are currently 1,095 customers enrolled in both programs – help us get to 1,200! If we achieve this goal, we will plant 20 trees directly in Washtenaw County.

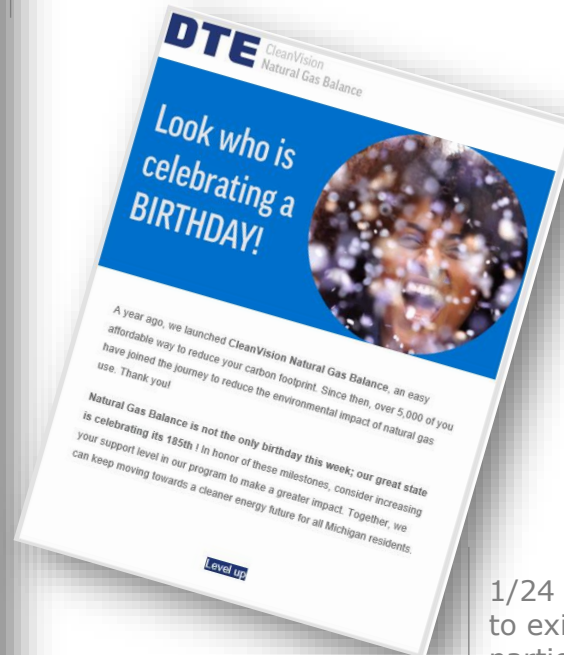
MIGreenPower and Natural Gas Balance offer an easy, affordable way to reduce your environmental impact and commit to a cleaner Michigan. By signing on, you're supporting a cleaner future for your family and generations to come.

[Already enrolled in one of our environmental programs?](#)

That's great! Your participation will count toward a tree planting as long as you're enrolled in both programs at the end of the month.


[Enroll in MIGreenPower](#) [Enroll in Natural Gas Balance](#)

4/26 Dual promotional email with MIGreenPower/ NGB



DTE CleanVision Natural Gas Balance

Look who is celebrating a BIRTHDAY!

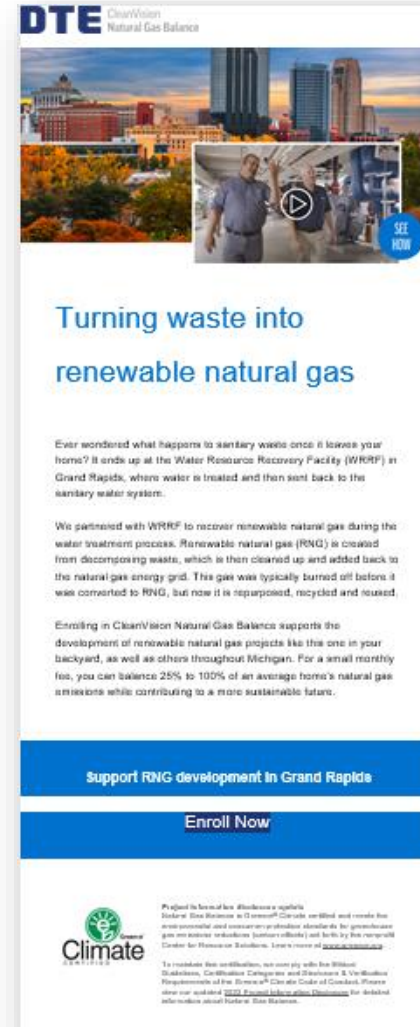


A year ago, we launched CleanVision Natural Gas Balance, an easy affordable way to reduce your carbon footprint. Since then, over 5,000 of you have joined the journey to reduce the environmental impact of natural gas use. Thank you!



Natural Gas Balance is not the only birthday this week; our great state is celebrating its 185th! In honor of these milestones, consider increasing your support level in our program to make a greater impact. Together, we can keep moving towards a cleaner energy future for all Michigan residents.

[Level up](#)

1/24 email to existing participants



DTE CleanVision Natural Gas Balance

Turning waste into renewable natural gas


Ever wondered what happens to sanitary waste once it leaves your home? It ends up at the Water Resource Recovery Facility (WRRF) in Grand Rapids, where water is treated and then sent back to the sanitary water system.

We partnered with WRRF to recover renewable natural gas during the water treatment process. Renewable natural gas (RNG) is created from decomposing waste, which is then cleaned up and added back to the natural gas energy grid. This gas was typically burned off before it was converted to RNG, but now it is repurposed, recycled and reused.

Enrolling in CleanVision Natural Gas Balance supports the development of renewable natural gas projects like this one in your backyard, as well as others throughout Michigan. For a small monthly fee, you can balance 25% to 100% of an average home's natural gas emissions while contributing to a more sustainable future.

[Support RNG development in Grand Rapids](#)

[Enroll Now](#)

 **Climate**

Prized by local law, this is a special initiative. DTE CleanVision is a 100% renewable energy company and we are proud to be a part of the Michigan Climate Leadership Coalition. To learn more about our commitment to the environment, visit [dte.com/climate](#). To learn more about our commitment to the environment, visit [dte.com/climate](#). To learn more about our commitment to the environment, visit [dte.com/climate](#).

10/21 Targeted email to Grand Rapids area

A variety of channels are used to reach our customer base



10/29 U of M
Tailgate - Dual
promotional
event with
MIGreenPower/
NGB



Print
advertisement
used for
varies
sponsorships
including
Burns Park
Players
production
and X

A variety of channels are used to reach our customer base



Grand Rapids Water Resource Recovery Facility - Renewable Natural Gas Supply Source



Sauk Trail Hills Landfill in Canton – Renewable Natural Gas Supply Source



Greenleaf Project – Carbon Offset Supply Source

While total enrollments were as expected, the average participation level was lower than modeled causing us to seek additional time in the pilot phase



Plan to file for extension of program pilot (3 years)



Continue experimenting with marketing and sales tactics



Evaluate program performance and customer's sentiment, drivers

A close-up photograph of a hand holding a white rectangular card. The card has the words "THANK YOU!" printed in a bold, sans-serif font. The word "THANK" is in a dark green color, and "YOU!" is in a black color. The background is a soft, out-of-focus green, suggesting foliage. The hand is visible at the bottom of the frame, holding the card from underneath.

**THANK
YOU!**