

The Bridge exports its best asset at a **60% discount**. It doesn't have to.

A PHIUS-Zero building generates more than it consumes — and under DTE's Rider 18, every surplus kilowatt-hour that leaves the property is credited at roughly a third of what the same kilowatt-hour is worth inside it.

VerdantNode is a small, silent, curtailable compute node that consumes surplus on site instead of selling it back. Same array. Same certification. New revenue line for the association — and a resident amenity nobody else in Michigan can offer.

THE SPREAD, PER SURPLUS KWH

DTE Rider 18 outflow credit	~\$0.078
DTE retail value if self-consumed	~\$0.19
Avoided-cost tier above 20 kW	lower still
Value recaptured on site	~\$0.11+

Before compute revenue. The node earns twice on the same electron — once by not selling it cheap, once by selling inference. Figures are DTE published tariff ranges; we model against your actual production data, not averages.

PHYSICAL FOOTPRINT

- **50–150 sq ft** near the service entrance and fiber demarc
- **Liquid-cooled, fanless enclosure.** Acoustically inert — it will not compromise the sound attenuation you built the building around
- **Winter:** waste heat preheats the DHW loop upstream of the dual heat pump
- **Summer:** heat rejected to the geothermal loop, never to conditioned space
- **Load follows generation.** Throttles down when the array does

CERTIFICATION COMES FIRST — THAT IS THE DESIGN CONSTRAINT, NOT AN AFTERTHOUGHT

You are pursuing PHIUS-Zero, LEED Platinum, and Living Building Challenge, whose Energy Petal requires 105% of building energy from on-site renewables. A 24/7 load added carelessly inside that boundary could break the exact claim this project is built on. So we don't design first and ask later: **step one is written confirmation from ILFI and your PHIUS rater** that a separately owned, separately metered, generation-following load sits outside the certified boundary. If it can't be structured to protect the certification, there is no project. We'd rather find that out in week two than year two.

WHAT THE BRIDGE GETS

- Recurring revenue to the association from otherwise-discounted surplus
- Private, local AI for residents — inference and home automation with nothing leaving the building
- Resilience: the node keeps working when the cloud doesn't
- A world-first that is genuinely new, and press that follows it

WHAT WE'D NEED FROM YOU

- Array nameplate, modeled production, and the hourly surplus curve
- Introduction to your rater and ILFI contact
- A candidate room
- **Rights reserved in the master deed before turnover to the association** — after units convey, this needs a supermajority of owners

WHY NOW, AND WHY HERE

- Units are selling. The master-deed window closes at turnover
- Ann Arbor's SEU pilots in 2026 and scales in 2027 — this is their showcase
- Aligns cleanly with A2ZERO
- Our AADL pilot puts a companion node three-quarters of a mile away

Dr. Ron Suarez

Broadband Institute Foundation, a 501(c)(3) · Verdant Data
ron@bif.email · verdantdata.io · occupyai.net

Ask: 45 minutes, technical.

Bring your energy model. We'll bring ours.