



2017

Mid-year Program Changes

Designated Trade Ally Luncheon

May 31, 2017



Sean McCoy

Assistant Operations Manager



Safety First



Agenda

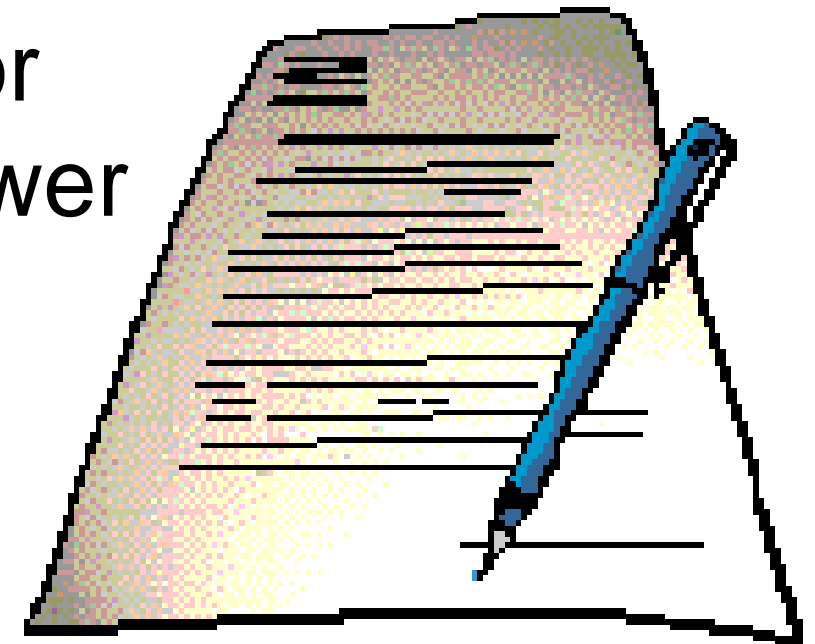
- New Law
- Program Changes
- Program Reminders
- Program Documents



New Law

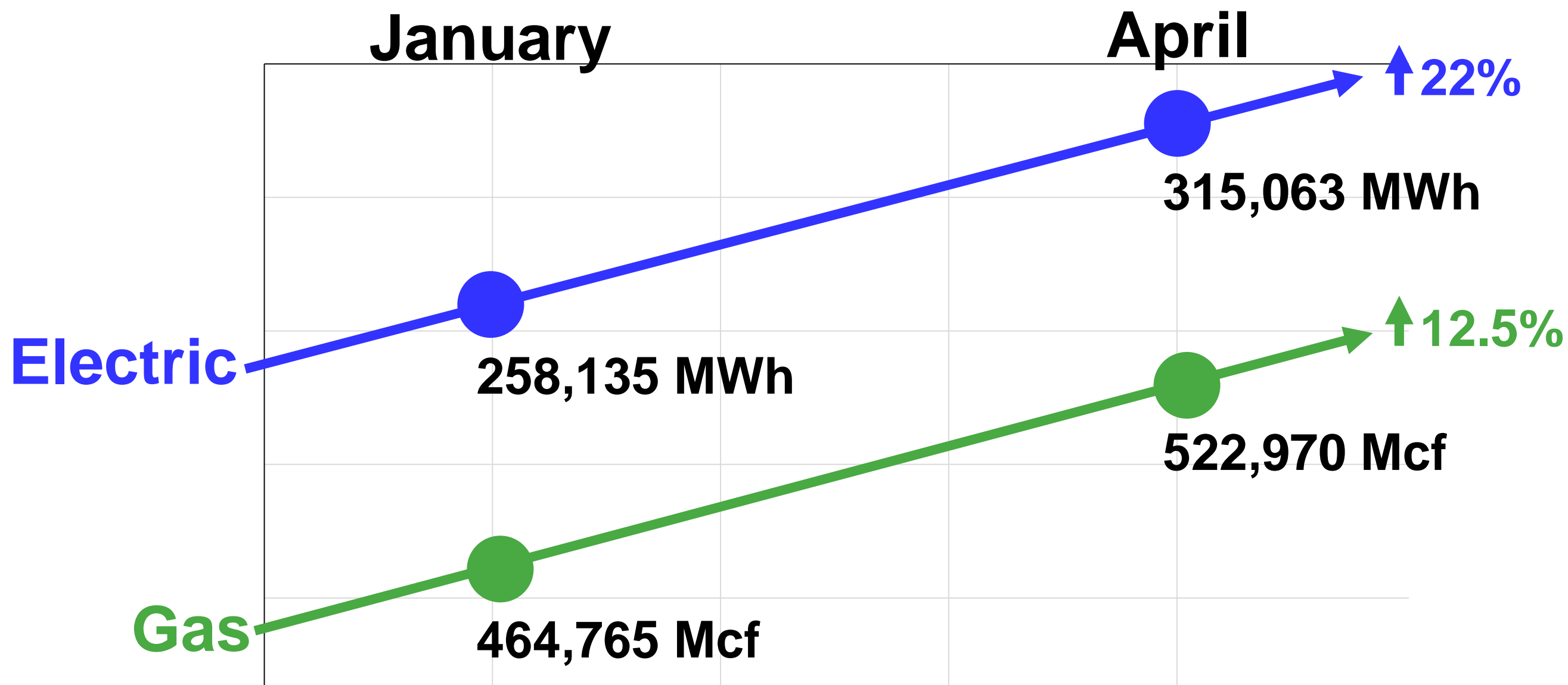
New State Laws in Effect

- PA 341 & 342 became effective April 20, 2017
 - Establishes new planning process for utilities to convert from coal-fired power plants
 - Increases the state's renewable energy portfolio
 - Retains much of Michigan's electric choice program
 - **Increases energy efficiency expectations**
 - 35% of electric needs to met by renewables & EE
 - Driving changes into our current 2017 Program





Program Goals Increase



No increase in Program incentive dollars



Program Changes



About the changes

- All changes effective at **12 a.m. June 1**
- Deadlines:

Application	Deadline	Processing
Reservation	Before June 1	Prior rules/incentives
Reservation	On or after June 1 @ 12 a.m.	New rules/incentives
Final	w/Reservation before June 1	Prior rules/incentives
Final	w/o Reservation before June 1	New rules/incentives





Catalog, Applications & Documents

- All documents go live at **12 a.m., June 1**
 - Application, Catalog
 - Policies & Procedures Manual
 - Other Applications (Agriculture, Green Light)
 - Supporting Documents

ENERGY EFFICIENCY PROGRAM FOR BUSINESS

2017 Program Application
This Application is to be used for projects completed with a Final Application submitted during the 2017 Program Year (Jan. 1, 2017 - Nov. 30, 2017).

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* Some Prescriptive Worksheet and all Custom Worksheet require a Reservation Application prior to beginning your project.

If you have questions contact us at 866-796-0512 (press option 3) or email us at saveenergy@dteenergy.com.

This Program is not available to DTE Energy business customers in multifamily buildings consisting of five or more units per building. These customers may be eligible to participate in the Multifamily Program for energy saving upgrades to both tenant and common areas.

V4: 05/15/17

DTE Energy
Energy Efficiency
Program for Business
**2017 Measures
and Specifications
Catalog**

DTE Energy
Know Your Own Power®





Caps

- The Project Cap has been eliminated
- The Customer Cap remains unchanged

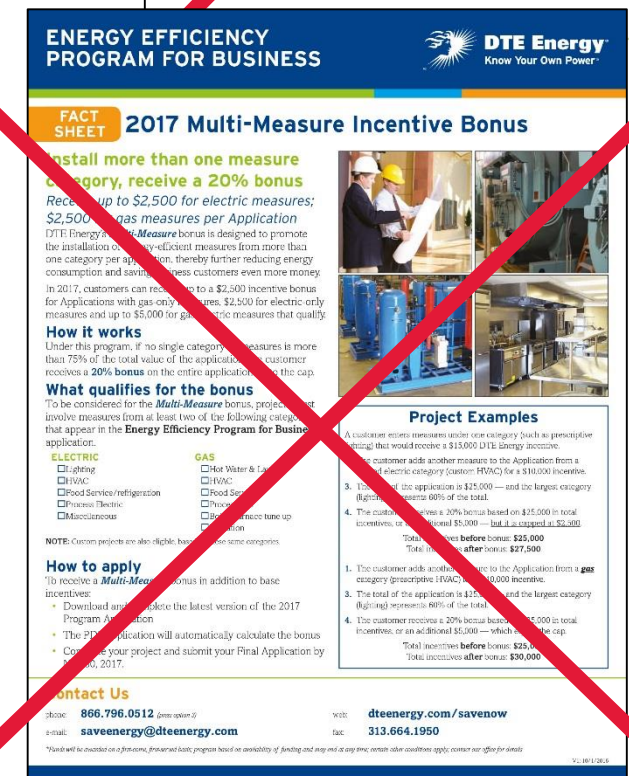
2017	Electricity	Natural Gas
Project	\$250,000	\$200,000
Customer	\$1,000,000	\$300,000

Bonuses

- The **Michigan-made Bonus** has been suspended until further notice
- The **Multi-Measure Bonus** has been suspended until further notice

NOTES:

- Both bonuses will continue to appear on the online Application, but will not calculate **after 12 a.m. June 1**
- These bonuses will remain in effect for the **Project Green Light Detroit Program**



Incentive changes – Natural Gas

- Incentives have been revised for these measures:

Ref #	Measure	New Incentive	Unit
HG-3	High Efficiency Furnace 95% Efficient	\$200	Furnace
HG-4	High Efficiency Furnace 92% Efficient	\$100	Furnace
HG-5	High Efficiency Boiler	\$0.50	Input MBH
HG-7	Infrared Heater	\$2	Input MBH
HG-12	Programmable Thermostat	\$20	Thermostat
HG-14	Setback/Setup	\$20	1,000 sq. ft.
HG-21	Boiler Tune-up	\$50	Boiler



Incentive changes – Natural Gas

- Incentives have been revised for these measures:

Ref #	Measure	New Incentive	Unit
HG-29	Furnace/RTU Tune-up (40-300 input MBH)	\$25	Furnace/RTU
HG-30	Furnace/RTU Tune-up (301-500 input MBH)	\$50	Furnace/RTU
HG-31	Furnace/RTU Tune-up (> 500 input MBH)	\$100	Furnace/RTU
HG-35	Sensible Energy Recovery Ventilation	\$0.30	CFM
WG-13	Ozone Laundry	\$20	lb. wash cap.
IG-5	Greenhouse Heat Curtain*	\$0.10	Sq. Ft.
IG-12	Wall Insulation	\$300	1,000 sq. ft.
PG-16	High Efficiency Process Boiler (steam)	\$0.50	Input MBH

**Also found in the Agriculture section of the main Application and the stand-alone Agriculture Application*



Specification Change

- One natural gas specification has been revised:

Process Gas

PG-21- Air Compressor Exhaust Heat Recovery

Incentives are available for the recovery of waste heat generated by an air compressor system. Waste heat can be utilized for space heating, domestic water heating or other process heating. The horsepower of back-up or redundant equipment cannot be included in this measure. The waste heat recovery system must be controlled by a thermostat, building energy management system or a manual damper to duct the waste heat into a conditioned space (or process) when required. Incentives are per compressed air HP.



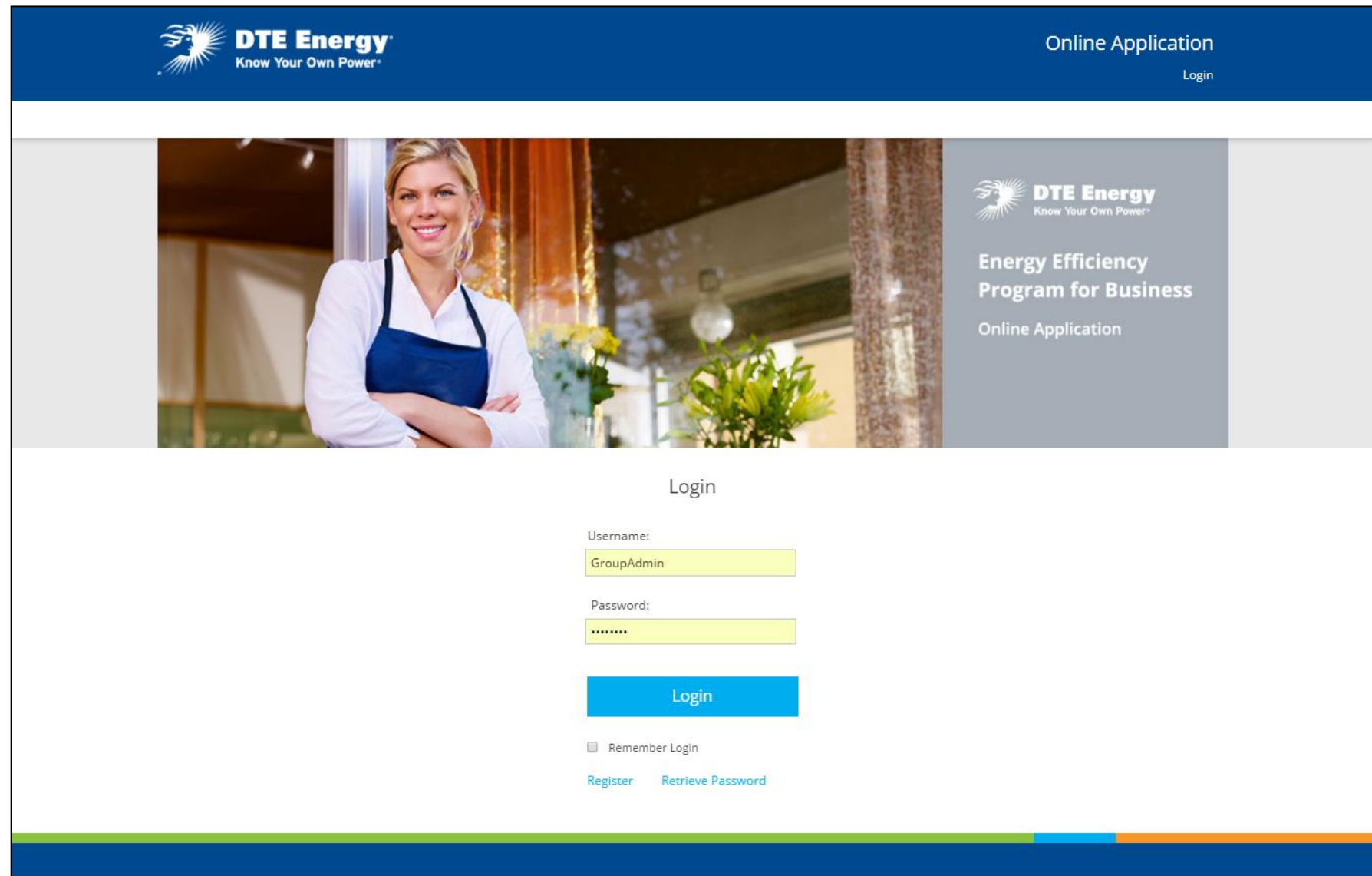
Policies & Procedures

- A new lighting section, **Section 10**, has been added to the manual
 - **10.1** Baseline for T12 Lighting
 - **10.2** DLC Lighting
 - **10.3** Prescriptive and Custom Applications and non-DLC Lighting
 - **10.4** Ineligible Lighting



Online Application: *New Look*

- Effective **June 1***
 - New image for the login page.
 - The **Michigan-made** and **Multi-measure** bonuses will continue to appear, but will not calculate after **12 a.m. June 1**



The screenshot shows the DTE Energy Online Application login page. At the top, there is a blue header with the DTE Energy logo and the tagline "Know Your Own Power®" on the left, and "Online Application" with a "Login" link on the right. Below the header, there is a large image of a smiling woman in a white shirt and blue apron. To the right of the image, there is a grey box with the DTE Energy logo, tagline, and the text "Energy Efficiency Program for Business" and "Online Application". Below the image and the grey box, there is a "Login" section with a "Username:" label and a text input field containing "GroupAdmin". Below that is a "Password:" label and a text input field with masked characters. A blue "Login" button is positioned below the password field. At the bottom of the login section, there is a checkbox labeled "Remember Login" and two links: "Register" and "Retrieve Password".



Program Reminders

DLC-listed Lighting

- DLC-listed lighting remains the new standard:
 - Non-DLC lighting receives 50% of the DLC incentive for certain eligible prescriptive measures
 - Only DLC lighting is eligible for custom incentives
 - Non-DLC lighting may be eligible for custom incentives under certain circumstances

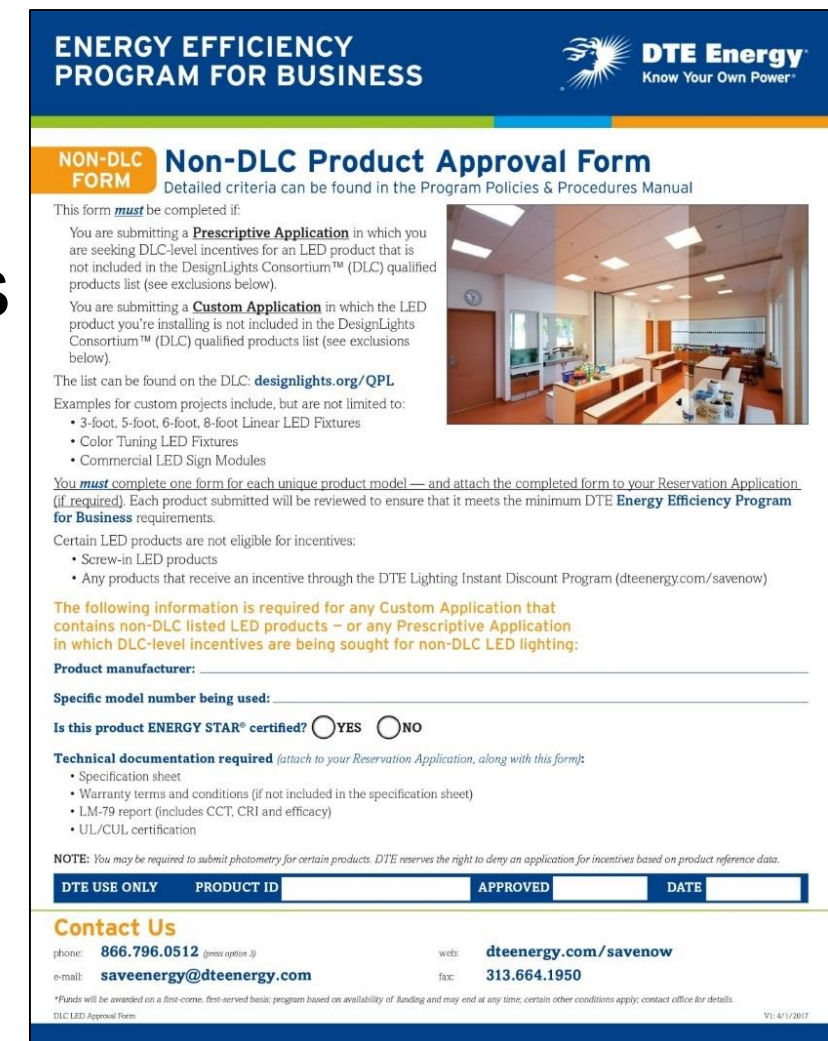


About Non-DLC-listed Lighting

- If you are submitting:
 - A Prescriptive Application seeking DLC-level incentives for an LED product that is not DLC-listed...

And/or

- A Custom Application in which the LED product is not DLC-listed
- You must complete and attach the **Non-DLC Product Approval Form**



The image shows a screenshot of the 'Non-DLC Product Approval Form' from the DTE Energy Efficiency Program for Business. The form is titled 'Non-DLC Product Approval Form' and includes a section for 'Non-DLC FORM'. It contains instructions for submitting a Prescriptive Application and a Custom Application, along with a list of examples for custom projects. The form also includes a section for 'Product manufacturer' and 'Specific model number being used'. At the bottom, there is a 'Contact Us' section with phone, email, and web information.

ENERGY EFFICIENCY PROGRAM FOR BUSINESS

Non-DLC FORM

Non-DLC Product Approval Form

Detailed criteria can be found in the Program Policies & Procedures Manual

This form must be completed if:

- You are submitting a **Prescriptive Application** in which you are seeking DLC-level incentives for an LED product that is not included in the DesignLights Consortium™ (DLC) qualified products list (see exclusions below).
- You are submitting a **Custom Application** in which the LED product you're installing is not included in the DesignLights Consortium™ (DLC) qualified products list (see exclusions below).

The list can be found on the DLC: designlights.org/QPL

Examples for custom projects include, but are not limited to:

- 3-foot, 5-foot, 6-foot, 8-foot Linear LED Fixtures
- Color Tuning LED Fixtures
- Commercial LED Sign Modules

You must complete one form for each unique product model — and attach the completed form to your Reservation Application (if required). Each product submitted will be reviewed to ensure that it meets the minimum DTE Energy Efficiency Program for Business requirements.

Certain LED products are not eligible for incentives:

- Screw-in LED products
- Any products that receive an incentive through the DTE Lighting Instant Discount Program (dteenergy.com/savenow)

The following information is required for any Custom Application that contains non-DLC listed LED products — or any Prescriptive Application in which DLC-level incentives are being sought for non-DLC LED lighting:

Product manufacturer: _____

Specific model number being used: _____

Is this product ENERGY STAR® certified? ☐ YES ☐ NO

Technical documentation required (attach to your Reservation Application, along with this form):

- Specification sheet
- Warranty terms and conditions (if not included in the specification sheet)
- LM-79 report (includes CCT, CRI and efficacy)
- UL/CUL certification

NOTE: You may be required to submit photometry for certain products. DTE reserves the right to deny an application for incentives based on product reference data.

DTE USE ONLY PRODUCT ID APPROVED DATE

Contact Us

phone: 866.796.0512 (press option 3) web: dteenergy.com/savenow

e-mail: savenow@dteenergy.com fax: 313.664.1950

*Funds will be awarded on a first-come, first-served basis; program based on availability of funding and may end at any time; certain other conditions apply; contact office for details.

DLC LED Approval Form V01 4/1/2017

**Details can be found
in our Policies &
Procedures Manual**

These measures are no longer eligible for Prescriptive or Custom projects

- LED A-Line Lamps <19 watts
- LED A-Line Lamps \geq 19 watts
- LED MR16 Lamps
- LED/PAR/BR/R Lamps
- LED Candelabra Lamps replacing incandescent candelabra
- LED Globe Lamps replacing incandescent globes
- LED A-Line Lamps replacing CFL A-Line
- LED PAR/BR/R Lamps replacing CFL PAR/BR/R lamps
- LED Recessed Down Lights replacing CFL recessed down lights

**These are only available through the DTE Midstream Lighting Program*




Program Documents

Supplemental Documents

- **Project invoice summary** (Excel)
 - List submitted measures (including reference codes) and respective invoices, manufacturer names and product model numbers for easy reference
- **Boiler/Furnace addendum** (interactive PDF - right)
 - Part of the Application — and can be downloaded as a separate document
- **Lighting schedule** (Excel)
 - Enter pre- and post-fixture types, wattages and quantities, as well as project location

These documents can be downloaded at: dtetradeally.com

2017

**DTE Energy**
Know Your Own Power®

Boiler/Furnace Tune-Up Addendum

Tune-up Checklist - Furnace/Boiler #1

Site Name	Date of Tune-up
Manufacturer	Type (Hot Water Boiler, High/Low Pressure Steam Boiler, Furnace, RTU)
Model Number	Annual Hours of Operation
Serial Number	Unit Input Capacity (MBH)
Company Performing Tune-up	Technician Performing Tune-up
<input type="checkbox"/> Measure pre/post combustion efficiency using electronic flue gas analyzer	<input type="checkbox"/> Check safety controls
<input type="checkbox"/> Adjust combustion air flow and air intake as needed, reduce excessive stack temperatures	<input type="checkbox"/> Check adequacy of combustion air intake
<input type="checkbox"/> Adjust burner and gas input, manual or motorized draft controls	<input type="checkbox"/> Check for proper venting
<input type="checkbox"/> Clean burners, combustion chamber and heat exchanger surfaces	<input type="checkbox"/> Check Draft Control Dampers
<input type="checkbox"/> Complete visual inspection of system piping and installation	<input type="checkbox"/> Clean and inspect burner nozzles
<input type="checkbox"/> Include a copy of the combustion analyzer test (boilers only)	

Tune-up Checklist - Furnace/Boiler #2

Site Name	Date of Tune-up
Manufacturer	Type (Hot Water Boiler, High/Low Pressure Steam Boiler, Furnace, RTU)
Model Number	Annual Hours of Operation
Serial Number	Unit Input Capacity (MBH)
Company Performing Tune-up	Technician Performing Tune-up
<input type="checkbox"/> Measure pre/post combustion efficiency using electronic flue gas analyzer	<input type="checkbox"/> Check safety controls
<input type="checkbox"/> Adjust combustion air flow and air intake as needed, reduce excessive stack temperatures	<input type="checkbox"/> Check adequacy of combustion air intake
<input type="checkbox"/> Adjust burner and gas input, manual or motorized draft controls	<input type="checkbox"/> Check for proper venting
<input type="checkbox"/> Clean burners, combustion chamber and heat exchanger surfaces	<input type="checkbox"/> Check Draft Control Dampers
<input type="checkbox"/> Complete visual inspection of system piping and installation	<input type="checkbox"/> Clean and inspect burner nozzles
<input type="checkbox"/> Include a copy of the combustion analyzer test (boilers only)	

Use this addendum for any additional boiler/furnace tune-ups you perform **at the same site**. Use additional copies as needed. On the Main Program Application or on Boiler/Furnace Tune-up Bonus Worksheet, you must enter the **total** number of boilers/furnaces by type and size (at the same site) so the total incentives can be correctly calculated and entered.

dtenergy.com/savenow

Add - 1

V1:10/01/16

Supplemental Documents

- **Compressed Air Data Summary**
(Excel)
- **Compressed Air Study Worksheet** (Excel)
- **Multiple Third-Party Payment addendum** (PDF – right)
 - This **must** be used if more than one contractor is to receive direct payments
- **Baseline T12 lighting wattage summary** (PDF)

These documents can be downloaded at: dtetradeally.com


DTE Energy Know Your Own Power®																									
<h2 style="margin: 0;">Incentive Application</h2> <h3 style="margin: 0;">Multiple Payment Addendum</h3> <p>This addendum is to be used ONLY if two or more parties are being approved for payment of incentives on the attached Final Application. This form must be signed by the DTE Account Holder, and all values must be completed before being submitted. Any incomplete values will delay processing of this Application for payment. NOTE: If the Customer/Account Holder is to receive a portion of the project payment, s/he should be listed as Payee 1.</p> <p>I am authorizing the payment of the incentives in the attached Final Application to the third parties named on this form and I understand that I will not be receiving the incentive payment. I also understand that my release of the payment to these third parties does not exempt me from the Program requirements outlined in the Measure Specifications, Final Application Agreement and Policies and Procedures Manual.</p> <hr/> <div style="display: flex; justify-content: space-between;"> Authorized by (print) Title </div> <hr/> <div style="display: flex; justify-content: space-between;"> Phone Number E-mail </div> <hr/> <div style="display: flex; justify-content: space-between;"> DTE Account Holder Signature Date </div> <hr/> <div style="background-color: #e0f0ff; padding: 5px;">Payee 1 - Check should be made payable to:</div> <div style="padding: 10px;"> <div style="display: flex; justify-content: space-between;"> Payee: Company/Individual Name <div style="border: 1px solid green; padding: 5px; width: 25%;"> Portion of project: \$ _____ Percentage of project: _____ % </div> </div> <div style="display: flex; justify-content: space-between;"> Mailing Address </div> <hr/> <div style="display: flex; justify-content: space-between;"> City State ZIP </div> <hr/> <div>Contact Phone Number</div> <hr/> <div style="color: green;">Payee Tax Information (as entered on W9)</div> <div style="font-size: small;"> Tax Status: <input type="checkbox"/> Limited Liability Company <input type="checkbox"/> Corporation (Inc., PC, Etc.) <input type="checkbox"/> Tax-Exempt <input type="checkbox"/> Partnership <input type="checkbox"/> Individual <input type="checkbox"/> Other (may receive 1099) </div> <div style="font-size: small;"> Tax ID Number: Depending on tax status please provide EITHER your EIN/Federal Tax ID or Social Security Number below: </div> <div style="display: flex; align-items: center; margin-top: 10px;"> <div style="flex: 1;"> EIN/Federal Tax ID <table border="1" style="width: 100%; height: 25px; border-collapse: collapse;"> <tr> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> </tr> </table> </div> <div style="flex: 0 0 auto; text-align: center; font-weight: bold; margin: 0 10px;">OR</div> <div style="flex: 1;"> Social Security Number <table border="1" style="width: 100%; height: 25px; border-collapse: collapse;"> <tr> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> <td style="width: 30px;"></td> </tr> </table> </div> </div> </div>																									
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Supplemental Documents

• Custom Incentive

Calculation Plan (Excel)

- This form will be used by our engineers to review and confirm savings calculations on your custom projects.
- A sample of this spreadsheet (right) is posted on the Trade Ally website as a PDF

ENERGY EFFICIENCY PROGRAM FOR BUSINESS					
Custom Incentive Calculation Plan					
<small>This is a SAMPLE of what our engineering team will generate to analyze and review your project's energy savings & incentives.</small>					
APPLICATION NO.	DTE-17-XXXX	DATE:	1-Dec-16		
REVIEWER:	Mary Harmony	PHONE EXT:	313-664-1900 EXT 70XXX		
REQ. INCENTIVE:	\$10,220.00	TOTAL ESTIMATED kWh:	313,000		
		CUSTOM SAVINGS: Mcf:	0		
CUSTOMER:	Number One Paving, Inc. (NOP)				
FACILITY ADDRESS:	12345 Main St., Detroit				
CUSTOMER CONTACT & PHONE:	Paul James 313-555-1234				
CONTRACTOR:	Your Energy Savings Partner (YESP)				
CONTRACTOR CONTACT & PHONE:	Jane Simpson 313-222-4321				
PROJECT DESCRIPTION:					
Replace across-the-line starters with VFDs on each of 2 qty 200-hp motors for production exhaust air fans.					
ITEMIZED MEASURES and ESTIMATED SAVINGS:					
Measure(s)	Pre Application Estimated Savings		Application Project Cost	DTE Estimated Incentive	
	kWh	Mcf			
Replace 2 qty starters with VFDs	313,000	0	\$ 42,000.00	\$ 10,220.00	
ASSUMPTIONS:					
1 No slip between the motors					
2					
3					
ANALYSIS PLAN / IPMVP METHODOLOGY					
x Option A- Retrofit Isolation, Key Parameter(s) Measured					
Option B- Retrofit Isolation, All Parameters Measured					
Option C- Whole Facility, Utility Metering (Bills)					
Option D- Calibrated Simulation					
Software & version					
KEY PROJECT PARAMETERS and INFORMATION					
Parameter	Data Source ¹	Predicted Value per Application			
		Pre-Upgrade	Post-Upgrade		
1 motor kW each	Field -installed Meter	149.2 kW TWA ²	120 kW TWA		
2 motor annual run hours	Field-installed Meter	2500	2500		
3 production for last 2 years	Production Report	To be provided with pre-upgrade data			
4 production for metering periods	Production Report	To be provided with metered data			
5 anticipated production for 2017	Production Report	To be provided			
<small>1. Acceptable data sources are: a) manufacturer's specifications, b) field-installed automatic or manually-read meters, c) facility BAS, d) equipment control panel, e) production reports or f) other as deemed appropriate. 2. TWA = time-weighted average.</small>					

This sample can be downloaded at: dtetradeally.com



Questions?

Contact Us

Email: **saveenergy@dteenergy.com**

Phone: **866.796.0512** (press option 3)

Fax: **313.664.1950**

Website: **dteenergy.com/savenow**

TA Website: **DTETradeAlly.com**

Food Service Website: **DTEFoodService.com**

: **www.linkedin.com/in/dteenergysaveenergy**