

# ENERGY EFFICIENCY PROGRAM FOR BUSINESS



**DTE Energy®**  
Know Your Own Power®

Guidelines to apply  
for incentives through the

# Energy Efficiency Program for Business

**ENERGY EFFICIENCY  
PROGRAM FOR BUSINESS**

**DTE Energy**  
Know Your Own Power®

**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).

**Section 1 - Application**

Incentive Application Checklist.....	3
Customer Information.....	4
Contractor Information.....	5
Third Party Payment Authorization.....	5
Final Application Agreement.....	6
Incentive Summary and Account Holder Signature Page.....	7

**Section 2 - Incentive Worksheets\***

Lighting Incentive Worksheet.....	8
HVAC Electric Incentive Worksheet.....	12
Miscellaneous Electric Incentive Worksheet.....	19
Process Electric Incentive Worksheet.....	20
Food Service - Electric and Refrigeration Incentive Worksheet.....	23
HVAC Gas Incentive Worksheet.....	25
Hot Water and Laundry Incentive Worksheet.....	27
Insulation Incentive Worksheet.....	28
Process Gas Incentive Worksheet.....	29
Boiler/Furnace Tune-up Incentive Worksheet.....	30
Food Service - Gas Incentive Worksheet.....	31
Custom Measures Worksheet Instructions.....	32
Prescriptive or Custom Project?.....	33
Custom Incentive Worksheet.....	34

**Section 3 - Agriculture Worksheets**

Agriculture Worksheets.....	37
-----------------------------	----

**Section 4 - New Construction Worksheets**

Lighting Power Density Worksheet.....	40
LEED Design Review Assistance Worksheet.....	42
LEED Whole Building Approach Worksheet.....	43
Boiler/Furnace Tune-up Addendum.....	44
How to Submit Your Application.....	48

\* Some Prescriptive Worksheet and all Custom Worksheet require a Supplemental Application page to finalize your project.

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



## 2018 Program Year

# ENERGY EFFICIENCY PROGRAM FOR BUSINESS



1. Getting and Using our **Catalog**
2. Getting and Using our **Application**
  - a) Using the Checklist
  - b) Customer/project information
  - c) Contractor information and Third-party payments
  - d) Prescriptive incentive worksheets
  - e) Custom incentive worksheets
  - f) Submitting the Final Application
  - g) About invoices and spec sheets
  - h) Being complete and accurate on the Application
3. **Asking for assistance**

*We have a separate a Application for Agriculture projects by customers with a residential rate*

# About Our Catalog



**DTE Energy**  
Know Your Own Power®

1

Our **Catalog** provides all the specifications and details concerning every measure we offer.

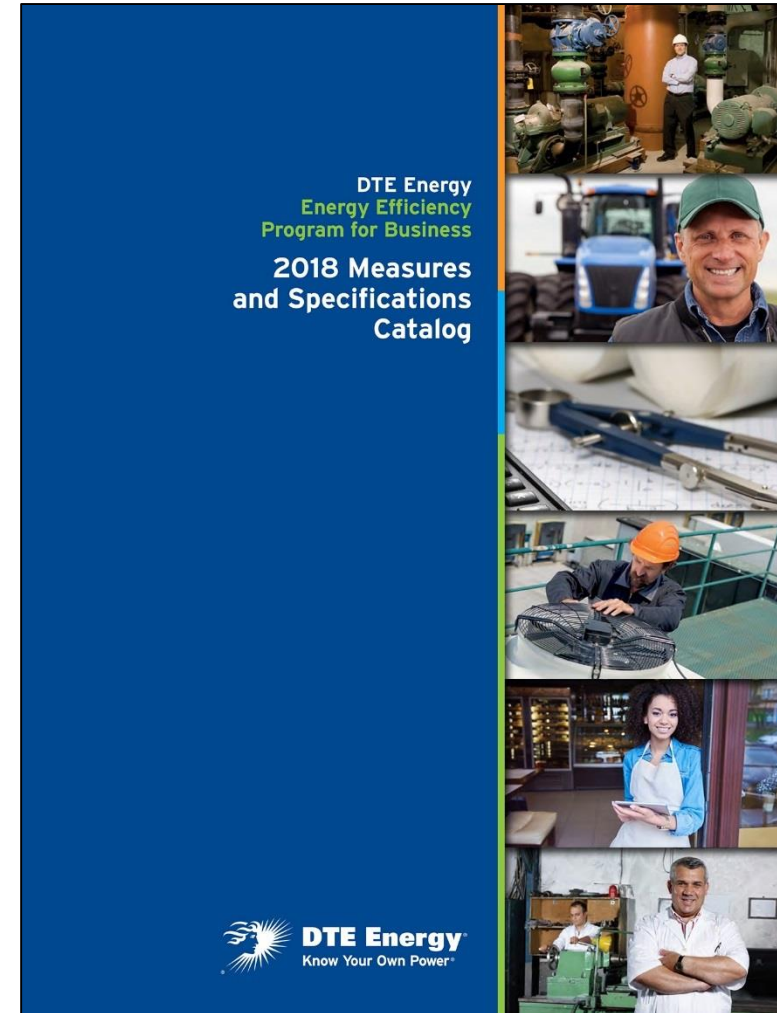
To get a copy, contact us at:

**saveenergy@dteenergy.com**

or call us at **866-796-0512** (press option 3).

To download an electronic PDF version, click on:

[dteenergy.com/savenow](http://dteenergy.com/savenow)



# ENERGY EFFICIENCY PROGRAM FOR BUSINESS



**DTE Energy**  
Know Your Own Power®

**2**

To get an Application,

**1) Visit:** [dteenergy.com/savenow](http://dteenergy.com/savenow)

Then select:

**2) Prescriptive or Custom incentives**

**3) Click on How to Participate**

*\*The latest (free) version of [Acrobat Reader](#) is required*

The screenshot shows the DTE Energy Business website. The top navigation bar includes 'Residential' and 'Business' tabs, with 'Business' selected. Below this is a secondary navigation bar with links: 'Billing & Payment', 'Service & Rates', 'Outage & Safety', 'Save Energy', 'Community & News', and 'About Us'. The main content area features a large blue banner titled 'Energize Your Operating Efficiency' with the subtitle 'Business incentives that help you install cost-effective energy saving equipment.' Below the banner is a section titled 'Electric and natural gas business customers can take advantage of prescriptive incentives to install energy-efficient lighting, controls, HVAC, refrigeration, food service equipment and more for qualified improvements in situations that require a retrofit or equipment replacement. These incentives are paid based on the quantity, size and efficiency of the equipment. Participate now.' This section includes two rows of data: '2017 Rebate Funds Available as of 4/14/2017' showing '52% Natural Gas Reserved' and '62% Electric Reserved', and another row showing '13% Natural Gas Paid' and '23% Electric Paid'. At the bottom, there is a 'Prescriptive Incentives' section with a 'How To Participate' link. A red arrow points from the 'How to Participate' link in the bottom left to the 'Prescriptive Incentives' section.

Category	Value
2017 Rebate Funds Available as of 4/14/2017	
Natural Gas Reserved	52%
Electric Reserved	62%
Natural Gas Paid	13%
Electric Paid	23%



2

## 4) Download the:

- Policies and Procedures Manual
- The Catalog
- The Application

How To  
Participate

### How To Participate

1. Verify your eligibility. See the Energy Efficiency Program for Business Policies and Procedures Manual\*
2. Submit a Reservation Application to reserve funding. (This is required for all custom and De-lamping measures and highly recommended for the rest of the Prescriptive measures.)
  - Review the guidelines (slide show) for completing the Energy Efficiency Program for Business application.
    - Download the catalog
    - Download the application

\*The latest (free) version of [Acrobat Reader](#) is required



# About Our Application



**DTE Energy**  
Know Your Own Power®

## There is only one Application:

- It is used for reserving funds  
(**Reservation Application**)
- and*
- It is used for requesting incentive  
payments (**Final Application**).

Funds **must** be reserved for all custom projects and certain prescriptive measures. Check the Application for details.

We **encourage** you to reserve funds for all **prescriptive** projects.

### ENERGY EFFICIENCY PROGRAM FOR BUSINESS



**DTE Energy**  
Know Your Own Power®

#### 2018 Program Application

This Application is to be used for projects completed with a Final Application submitted during the 2018 Program Year (Jan. 1, 2018 - Nov. 30, 2018).

##### Section 1 - Application

Incentive Application Checklist.....	3
Customer Information.....	4
Contractor Information.....	5
Third Party Payment Authorization.....	5
Final Application Agreement.....	6
Incentive Summary and Account Holder Signature Page.....	7

##### Section 2 - Incentive Worksheets\*

Lighting Incentive Worksheet.....	8
HVAC Electric Incentive Worksheet.....	12
Miscellaneous Electric Incentive Worksheet.....	19
Process Electric Incentive Worksheet.....	20
Food Service - Electric Incentive Worksheet.....	23
HVAC Gas Incentive Worksheet.....	25
Hot Water and Laundry Incentive Worksheet.....	27
Insulation Incentive Worksheet.....	28
Process Gas Incentive Worksheet.....	29
Boiler/Furnace Tune-up Incentive Worksheet.....	30
Food Service - Gas Incentive Worksheet.....	31
Custom Measures Worksheet Instructions.....	32
Prescriptive or Custom Project?.....	33
Custom Incentive Worksheet.....	34

##### Section 3 - Agriculture Worksheets

Agriculture Worksheets.....	37
-----------------------------	----

##### Section 4 - New Construction Worksheets

Lighting Power Density Worksheet.....	40
LEED Design Review Assistance Worksheet.....	42
LEED Whole Building Approach Worksheet.....	43
Boiler/Furnace Tune-up Addendum.....	44
How to Submit Your Application.....	48

\* Some Prescriptive incentives and all Custom incentives 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](mailto: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.

V1: 12/01/17


# Application Checklist



**DTE Energy**  
Know Your Own Power®

The following items are required to successfully complete your Application and receive incentive funding:

- Application Checklist
- Customer Information Sheet
- Prescriptive and/or Custom Incentive Worksheets
- Final Application Agreement
- Supporting Information, including invoices and product specifications

 **DTE Energy**  
Know Your Own Power®

### Prescriptive and Custom Incentive Application Checklist

This form **MUST** be included with any Reservation and/or Final Application.

Application Number (if known) \_\_\_\_\_

Is this a revised Application? ☐ yes ☐ no

Is this a New Construction or Major Renovation Project? ☐ yes ☐ no

If Yes, Identify Project Type: ☐ New Construction ☐ Change of Use Renovation ☐ New Load ☐ LEED Design Review

#### Reservation Application

Fill out this side when reserving incentives

**Required Attachments**

- ☐ Customer Information ..... 4
- ☐ Customer Tax ID Number ..... 4
- ☐ Contractor Information ..... 5
- ☐ DLC Product ID (For Applicable Measures)

NOTE: Some Prescriptive incentives and all Custom incentives require a Reservation Application prior to beginning your project.

**Incentives Worksheets**

- ☐ Lighting ..... 8
- ☐ HVAC – Electric ..... 12
- ☐ Miscellaneous Electric ..... 19
- ☐ Process Electric ..... 20
- ☐ Food Service – Electric ..... 23
- ☐ HVAC – Gas ..... 25
- ☐ Hot Water & Laundry ..... 27
- ☐ Insulation ..... 28
- ☐ Process Gas ..... 28
- ☐ Boiler/Furnace Tune-up ..... 30
- ☐ Food Service – Gas ..... 31
- ☐ Custom ..... 34
- ☐ Agriculture ..... 37
- ☐ New Construction – Lighting Power Density ..... 40
- ☐ LEED Design Review Assistance ..... 42
- ☐ LEED Whole Building Approach ..... 43
- ☐ Boiler/Furnace Tune-up Addendum ..... 44

Reservation Application Date \_\_\_\_\_

Expected Completion Date\*\* \_\_\_\_\_

\*\* Project funds will only be reserved to the date specified on the Reservation Letter or Nov. 30, 2018, whichever comes first.

#### Final Application

Fill out this side when project is completed

**Required Attachments**

- ☐ Customer Information ..... 4
- ☐ Contractor Information ..... 5
- ☐ About 3rd-Party Payment ..... 5
- ☐ Signed Final Application Agreement ..... 7
- ☐ Manufacturers' Specifications
- ☐ Itemized Invoices

**Incentives Worksheets**

- ☐ Lighting ..... 8
- ☐ HVAC – Electric ..... 12
- ☐ Miscellaneous Electric ..... 19
- ☐ Process Electric ..... 20
- ☐ Food Service – Electric ..... 23
- ☐ HVAC – Gas ..... 25
- ☐ Hot Water & Laundry ..... 27
- ☐ Insulation ..... 28
- ☐ Process Gas ..... 28
- ☐ Boiler/Furnace Tune-up ..... 30
- ☐ Food Service – Gas ..... 31
- ☐ Custom ..... 34
- ☐ Agriculture ..... 37
- ☐ New Construction – Lighting Power Density ..... 40
- ☐ LEED Design Review Assistance ..... 42
- ☐ LEED Whole Building Approach ..... 43
- ☐ Boiler/Furnace Tune-up Addendum ..... 44

Final Application Date \_\_\_\_\_

Actual Completion Date\*\*\* \_\_\_\_\_

\*\*\*Application must be submitted within 60 days of completion date or by Nov. 30, 2018, whichever comes first.

This interactive Application will automatically calculate all incentive totals on each worksheet – which you can then submit electronically to our office. You also can download this Application, print it out and complete it manually. You then can either mail or fax it to our office. **You must complete all applicable pages before sending or submitting this Application to our office.**

[Go To Page 48 For Submission Instructions](#)

dteenergy.com/savenow 3 V1: 12/01/17

# About Our Application



**DTE Energy**  
Know Your Own Power®

**2<sub>a</sub>**

## Use our Checklist to ensure you complete all relevant portions of both the Reservation\* and Final Application

Complete this side to reserve  
funds before starting your  
project

Complete this side to request  
payment once your project is  
completed

### Reservation Application

Fill out this side when reserving incentives

#### Required Attachments

- ☐ Customer Information ..... 4
- ☐ Customer Tax ID Number ..... 4
- ☐ Contractor Information ..... 5
- ☐ DLE Product ID (For Applicable Measures)

NOTE: Some Prescriptive incentives and all Custom incentives require a Reservation Application prior to beginning your project.

#### Incentives Worksheets

- ☐ Lighting ..... 8
- ☐ HVAC – Electric ..... 12
- ☐ Miscellaneous Electric ..... 19
- ☐ Process Electric ..... 20
- ☐ Food Service – Electric ..... 23
- ☐ HVAC – Gas ..... 25
- ☐ Hot Water & Laundry ..... 27
- ☐ Insulation ..... 28
- ☐ Process Gas ..... 28
- ☐ Boiler/Furnace Tune-up ..... 30
- ☐ Food Service – Gas ..... 31
- ☐ Custom ..... 34
- ☐ Agriculture ..... 37
- ☐ New Construction – Lighting Power Density ..... 40
- ☐ LEED Design Review Assistance ..... 42
- ☐ LEED Whole Building Approach ..... 43
- ☐ Boiler/Furnace Tune-up Addendum ..... 44

Reservation Application Date

Expected Completion Date\*\*

\*\* Project funds will only be reserved to the date specified on the Reservation Letter or Nov. 30, 2018, whichever comes first.

### Final Application

Fill out this side when project is completed

#### Required Attachments

- ☐ Customer Information ..... 4
- ☐ Contractor Information ..... 5
- About 3rd-Party Payment ..... 5
- ☐ Signed Final Application Agreement ..... 7
- ☐ Manufacturers' Specifications
- ☐ Itemized Invoices

#### Incentives Worksheets

- ☐ Lighting ..... 8
- ☐ HVAC – Electric ..... 12
- ☐ Miscellaneous Electric ..... 19
- ☐ Process Electric ..... 20
- ☐ Food Service – Electric ..... 23
- ☐ HVAC – Gas ..... 25
- ☐ Hot Water & Laundry ..... 27
- ☐ Insulation ..... 28
- ☐ Process Gas ..... 28
- ☐ Boiler/Furnace Tune-up ..... 30
- ☐ Food Service – Gas ..... 31
- ☐ Custom ..... 34
- ☐ Agriculture ..... 37
- ☐ New Construction – Lighting Power Density ..... 40
- ☐ LEED Design Review Assistance ..... 42
- ☐ LEED Whole Building Approach ..... 43
- ☐ Boiler/Furnace Tune-up Addendum ..... 44

Final Application Date

Actual Completion Date\*\*\*

\*\*\*Application must be submitted within 60 days of completion date or by whichever comes first.



**DTE Energy®**  
Know Your Own Power®

9

# Contractor/Third-Party Information/Authorization




**DTE Energy**  
Know Your Own Power®

2<sub>c</sub>

**Fill out the contractor information completely**

If no contractor was involved, enter “self-installed.”

DTE Customers have the option of assigning payment of their incentives to a “third-party” – but that can only be to a Program’s **Designated Trade Ally**.

**DTE Energy**  
Know Your Own Power®

### Incentive Application (continued)

**Primary Contractor/Distributor Information**

Name of Company	Trade Ally #		
Name of Contact Person	Title of Contact Person		
Contact Phone #	Contact Fax #		
Contact Email Address			
Mailing Address	City	State MI	ZIP

**Optional Third Party Payment Authorization**

A DTE Customer has the option to assign direct payment of his/her Program incentives to a **Designated Trade Ally (DTA)** who is the contractor of record on this project.

**Only** a Designated Trade Ally is eligible for such direct third-party payments and is defined as a contractor who is listed on DTE's Energy Efficiency Directory and has met other Program requirements.

If, as an authorized Account Holder (Customer), you are interested in assigning your incentives to a Designated Trade Ally, check this box ☐ and initial here \_\_\_\_\_.

The Designated Trade Ally will then provide you with a **DTA Third-Party Payment Authorization Form** that will require your review and signature. This form must be attached to this Final Application in order for payment to be made.

Incentives will be paid directly to the Customer if:

1. The box is not checked
2. The form is not signed
3. The contractor is determined to be ineligible for payment

If you have any questions about this process, contact our office.

dteenergy.com/savenow5VI: 12/01/17


# Contractor/Third-Party Information/Authorization



**DTE Energy**  
Know Your Own Power®

## How to assign an incentive payment to a Trade Ally or Tenant

Only a **Designated Trade Ally (DTA)** in good standing is eligible to receive third-party payments of a customer's incentives.


In order to receive such a payment, the DTA must provide the customer with this  authorization form. It must be completed and signed by the customer and attached to the Final Application.

*If more than one DTA is to receive payment, a separate form must be submitted for each.*

A similar form is to be used by **Landlords** who want to assign incentive payments to one of their **Tenants**.

***Both forms can be requested from our office.***

ENERGY EFFICIENCY PROGRAM FOR BUSINESS

**DTE Energy**  
Know Your Own Power®

2018 FORM

Designated Trade Ally Payment Authorization

As a DTE Energy Business Customer, you're receiving this form because you have opted to assign your incentive payment directly to the contractor listed below. **If more than one contractor is to receive payments, a separate form must be submitted for each payment authorization. ENTER THE AMOUNT TO BE PAID IN THE HIGHLIGHTED BOX.**

The amount to be paid must be entered, the form must be signed by you (the DTE Account Holder) and it must be attached to your Final Application. Failure to complete any of these steps will result in the incentive payment being made to you. Also, if it is determined that the contractor is not eligible to receive such a payment, the incentive check will be made payable to you.

The **only** category of contractor eligible to receive such payments are **Designated Trade Allies** — companies and individuals who have attended DTE Program training and are completely versed in the DTE Energy Efficiency Program for Business. To receive payment, the Designated Trade Ally **must** have a W9 on file with the DTE Program office prior to submission of this form.

Those Designated Trade Allies also are the only companies listed on the **DTE Energy Efficiency Directory** of Program contractors, which can be found at [dteenergy.com/saveenow](http://dteenergy.com/saveenow).

For more information about this optional payment process, see our Program Policies and Procedures Manual.

Optional Designated Trade Ally Payment Authorization

I am authorizing the payment of the incentive related to this Application — and entered below — be made payable to the **Designated Trade Ally (DTA)** named herein and I understand that I will not be receiving the incentive payment. I also understand that my release of the payment to the Designated Trade Ally does not exempt me from the Program requirements outlined in the Measure Specifications, Final Application Agreement and Policies and Procedures Manual.

Application Number: \_\_\_\_\_

DTE Account Holder's name (please print)	Title
Phone	Email
DTE Account Holder's signature	Date

An incentive check in the amount of \$   should be made payable to:

Designated Trade Ally name (please print)	Designated Trade Ally Number
Mailing Address	City State ZIP
DTA Contact	Title
Phone	Email

Designated Trade Ally Tax Information (as entered on your W9)

Tax Status: ☐ Corporation (Inc., PC, Etc.) ☐ Exempt ☐ Partnership LLC ☐ Individual ☐ Government Agency

Tax ID Number: Depending on tax status please provide EITHER your EIN/Federal Tax ID or Social Security Number below:

EIN/Federal Tax ID	OR	Social Security Number
<div>  -  -  -  -  -  -  -  -  -  -  -  -  -  -  -</div>		<div>  -  -  -  -  -  -  -  -  -  -  -  -  -  -</div>

Complete, sign (by Account Holder) and attach to the Final Application submission

Have questions? Contact Us

phone: 866.796.0512 (press option 3) email: [saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com)

\*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.  
DTA Payment Authorization Form

VE 12/1/2017

## 2<sub>d</sub>

**We have worksheets for every measure. Just complete all relevant areas.**

### DLC-listed LED Fixtures (24/7 Operation) (Reservation Application Required)

DLC	Brief Description *	DLC Product ID	# of Fixtures (A)	Pre-upgrade Watts/Fixture (B)	Post- Upgrade Watts/Fixture (C)	Total kW Reduced (D) = (AxB (B-C))/1,000	Incentive/ kW Reduced (E)	Total Incentive (D x E)
EX	1L 400 W HID Fixtures to 1L LED Fixtures		5	455	250	1.025	\$400.00	\$410.00
LL-78D							\$400.00	
LL-79D							\$400.00	
LL-80D							\$400.00	
LL-81D							\$400.00	
LL-82D							\$400.00	
LL-83D							\$400.00	

**In the interactive PDF**, enter the required information, such as number of units, and the incentives will be calculated for you.

**If you print out the Application**, you will have to manually enter and calculate your incentives.



# Custom Incentive Worksheets



**DTE Energy**  
Know Your Own Power®

**2<sub>e</sub>**

For **custom projects**, use these worksheets. Be as complete as possible.

Check the **measure category** to have the incentive auto-populate the summary page.

The **interactive PDF** file will automatically calculate your anticipated incentives, based on payback periods and capping to measure costs.

In the print version, you must enter these calculations manually.

**Reservation Letter must be received BEFORE project begins**

See Instructions on Page 32. Complete every blank box for each item you submit.  
Please attach all equipment specifications to your Reservation Application before you submit for review.

Ref# CU-1 Location (department, area, etc.) \_\_\_\_\_

Description			
Before Retrofit		After Retrofit	

"Before" hours of operation calculation for this specific equipment				"After" hours of operation calculation for this specific equipment			
Hours/week	Weeks/year	Non-work days/year		Hours/week	Weeks/year	Non-work days/year	
Hours used per year (a)		kW (b)		Hours used per year (c)		kW (d)	

Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)	Measure Cost
Electric	kWh			\$0.05		
Natural Gas	Mcf			\$3.50		

\* For Electric projects use the following formula: (a x b) – (c x d). For natural gas projects, you must enter your own calculated Annual Savings and provide documentation.

Ref# CU-2 Location (department, area, etc.) \_\_\_\_\_

Description			
Before Retrofit		After Retrofit	

"Before" hours of operation calculation for this specific equipment				"After" hours of operation calculation for this specific equipment			
Hours/week	Weeks/year	Non-work days/year		Hours/week	Weeks/year	Non-work days/year	
Hours used per year (a)		kW (b)		Hours used per year (c)		kW (d)	

Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)	Measure Cost
Electric	kWh			\$0.05		
Natural Gas	Mcf			\$3.50		

\* For Electric projects use the following formula: (a x b) – (c x d). For natural gas projects, you must enter your own calculated Annual Savings and provide documentation.

**Elec. Category Gas**

☐ Lighting ☐

☐ HVAC ☐

☐ Miscellaneous ☐

☐ Process ☐

☐ Food Service ☐

☐ Hot Water/Laundry ☐

☐ Insulation ☐

Will the "After Retrofit" specific piece of equipment listed here be in operation during the hours of 3–6 p.m. on Monday–Friday in the month of July?

☐ Yes ☐ No

**Capped Measure Incentive**  
(from Total Awarded Incentive below)

# Custom Incentive Worksheets



**DTE Energy**  
Know Your Own Power®

		Aggregate Measure Cost	Aggregate Annual Savings	Current Energy Cost	Simple Payback Period*	Total Calculated Incentive	Total Awarded Incentive
Total Custom Incentives (Includes values entered on pages 34-36)	Electric						
	Natural Gas						
Total Measure Cost						Total Custom Incentive	

The **interactive PDF** file will automatically populate the Aggregate Measure Costs, Aggregate Annual Savings and then calculate the Simple Payback Period for electric and gas, based on Program requirements.

It will then automatically calculate your Total Calculated Incentive and then determine your Total Awarded Incentive.

**In the print version**, you must perform all calculations and enter them manually.

# Final Application




**DTE Energy**  
Know Your Own Power®

2<sub>f</sub>

**Review the Terms and Conditions to complete your Final Application.**

**The Final Application Agreement** must be signed and submitted upon completion of your project.

**Note:** check summary grid on this page to ensure that all of your worksheets have been entered correctly.

**DTE Energy**  
Know Your Own Power®

### Incentive Summary, Final Agreement Information and Account Holder Signature Page

Measure Category	Prescriptive Total (A)	Customer Total (B)	Ag Total (C)
Lighting			
Lighting Power Density			
HVAC – Electric			
Misc. Electric			
Process Electric			
Food Service – Electric			
HVAC – Gas			
Hot Water & Laundry			
Insulation			
Process Gas			
Boiler/Furnace Tune-Ups			
Food Service – Gas			
Farm Energy Audit			
Subtotals			
LEED Design Review			
LEED Whole Building			
Incentive Subtotal			
Other Special Offers			
Other Special Offer – Code:			
Other Special Offer – Code:			
Other Special Offer – Code:			
Total Incentives Requested			

**NOTE:** Agriculture-based businesses that are on a residential meter **cannot** use this Application. They **must** use the stand-alone Agriculture Application.

The figures in this table will self-populate in the electronic version of this Application. In a paper version, the values must be entered manually.

Enter any other Program Special Offer bonuses where indicated (you must attach the worksheet from each offer) and manually enter the incentive value in the space(s) provided.

**BEFORE YOU SUBMIT:** Review the summary above to ensure all incentive areas reflect the worksheets you've completed in this Application. If you find a blank area that should be filled in, review that worksheet page.

#### Final Agreement Information and Account Holder Signature

DTE Project Number \_\_\_\_\_

Total Project Cost \_\_\_\_\_ Actual Completion Date \_\_\_\_\_

DTE Account Holder Name (print) \_\_\_\_\_ DTE Account Holder Title \_\_\_\_\_

DTE Account Holder Signature \_\_\_\_\_ Date \_\_\_\_\_

For Final Applications, sign and submit only **after** all equipment has been installed. A customer signature is required for payment. Signed Applications received by fax or email will be treated the same as original Applications received by mail. See Page 48 for submission instructions. **By signing this form, I agree to all terms and conditions listed on page 6.**

[dteenergy.com/savenow](http://dteenergy.com/savenow)7V1: 12/01/17

# Application Calculation



**DTE Energy**  
Know Your Own Power®

In the **interactive PDF version**, this area will populate automatically from each section of the Application – and total all incentives. **In the print version**, you will have to enter this information manually.

Measure Category	Prescriptive Total (A)	Custom Total (B)	Ag Total (C)	
Lighting				
Lighting Power Density				
HVAC – Electric				
Misc. Electric				
Process Electric	\$175.00			
Food Service – Electric				
HVAC – Gas				
Hot Water & Laundry				
Insulation				
Process Gas				
Boiler/Furnace Tune-Ups				
Food Service – Gas				
Farm Energy Audit				
<b>Subtotals</b>	<b>\$175.00</b>			<b>\$175.00</b>
LEED Design Review				
LEED Whole Building				
<b>Incentive Subtotal</b>				<b>\$175.00</b>
<b>Other Special Offers</b>				
Other Special Offer – Code:				
Other Special Offer – Code:				
Other Special Offer – Code:				
<b>Total Incentives Requested</b>				<b>\$175.00</b>



The **Final Application Agreement** must be signed by the customer (DTE account holder) – not the contractor. In the interactive PDF version, the customer can sign *electronically*.

## Final Agreement Information and Account Holder Signature

DTE Project Number

Total Project Cost

Actual Completion Date

DTE Account Holder Name (print)

DTE Account Holder Title

DTE Account Holder Signature

Date

For Final Applications, sign and submit only **after** all equipment has been installed. A customer signature is required for payment. Signed Applications received by fax or email will be treated the same as original Applications received by mail. See Page 48 for submission instructions.  
**By signing this form, I agree to all terms and conditions listed on page 6.**

# Submitting your Final Application



**DTE Energy**  
Know Your Own Power®

You can submit your **Reservation** Application and/or your **Final** Application using the interactive PDF version

## Automatically:

- Your email will be launched,
- our email address inserted,
- the subject line entered and
- your Application attached.

At that point, attach any other supporting documents to your email.

**Note:** check the **blue boxes** to ensure that your incentives have been entered correctly.

**To submit your Reservation Application\***

1. Complete the Application (Pages 2-4).
  - a. Ensure that you have completed the Reservation Application checklist (Page 2).
  - b. Ensure that you have completed the Customer information (Page 3).
  - c. Ensure that you have completed the Contractor and, if applicable, Third Party Payment information (Page 4).
2. Complete all relevant worksheets for your project.  
**BEFORE YOU SUBMIT:** If the figure at right does not match the incentives you expect to request, please review your worksheets and the summary page (Page 7).

Total Incentives Requested: \$175.00

or

3. Submit your Reservation Application electronically by clicking here

or

Fax to: 313.664.1950

or

Print and mail to:  
DTE Energy Efficiency Program for Business  
P.O. Box 11289  
Detroit, MI 48211

**SUBMIT**

\* A Reservation Application may not be required for your project, but is strongly encouraged to set aside funds. Submission of a Reservation Application does not guarantee that funds will be available.

**To submit your FINAL Application**

1. Complete or confirm information on Pages 2-4.
2. Complete and have account holder sign Final Application Agreement (Page 7)
3. Complete or confirm all relevant worksheets for your project.  
**BEFORE YOU SUBMIT:** If the figure at right does not match the incentives you expect to request, please review your worksheets and the summary page (Page 7).

Total Incentives Requested: \$175.00

or

4. Submit your Final Application electronically by clicking here

or

Fax to: 313.664.1950

or

Print and mail to:  
DTE Energy Efficiency Program for Business  
P.O. Box 11289  
Detroit, MI 48211

**SUBMIT**

Mail, fax or email all manufacturers' specifications, detailed invoices and other supporting documents to our office. In your mailing, on your cover sheet or in your subject line, please include the customer name and project number: DTE-(year)(5-digit number). If you don't have a project number, make sure you enter your customer name.

dteenergy.com/savenow 48 V1: 12/01/17

## **A Reminder:**

**Here are items to include  
when submitting your Final Application:**

1. Project number (also include on any fax cover sheet or email)
2. Properly signed Final Application
3. Actual project completion date
4. Dated, itemized invoices (use Application Reference Codes)
5. Manufacturers' spec sheets (use Reference Codes)
6. Highlight changes between Reservation/Final application
7. DTE account number (electric or natural gas)

***Be as complete as possible to help expedite the processing of your application***

**DTE Energy®**  
Know Your Own Power®

20



# About Invoices And Spec Sheets



**DTE Energy**  
Know Your Own Power®

## Include manufacturer Spec Sheets for all installed equipment.

If more than one fixture is  
listed on the spec sheet,  
highlight the wattage of the  
specific lamps/fixtures used in  
the project.

**Include  
Reference  
Codes!**

PROJECT NAME: \_\_\_\_\_

CATALOG NUMBER: \_\_\_\_\_


NOTES: \_\_\_\_\_





FIXTURE SCHEDULE: \_\_\_\_\_

Page: 1 of 3

### LED T8 - Linear Replacement Lamp

L SERIES



**PRODUCT DESCRIPTION:**  
MaxLite LED T8 Linear Replacement Lamps are the ideal energy saving choices when upgrading traditional linear T8 or T12 fluorescent lamps in fixtures containing standard G13 (medium bi-pin) sockets. The LED T8 lamps are designed to provide appropriate light levels while utilizing a dedicated internal driver and require non-shunted G13 medium bi-pin lamp holders.


**FEATURES:**

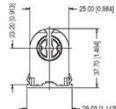
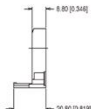
- 2' & 4' lamps are DesignLights Consortium® (DLC) qualified
- Universal voltage: 120V-277V applications
- Color Rendering Index (CRI): ≥82
- 50,000 hour life, 100,000 hours (10 years warranty)
- THD <20%
- High power factor: ≥.90
- Easy retrofit into most common linear fluorescent fixtures
- Simple ballast bypass
- Instant on
- Mercury free and virtually no UV or IR light
- Non dimmable
- Suitable for enclosed fixture
- Half aluminum, half plastic construction
- Five year limited warranty (10 Year optional)

**MODEL SELECTION** (Full list of order codes on pg. 3) Typical order example: L18T8SE441

L	T8	SE				
FAMILY	WATTAGE	LAMP TYPE	POWER CONNECTION	LENGTH	CCT	
L= LED Linear	10= 10W (2FT & 3FT only) 15= 15W (4FT only) 18= 18W (4FT only) 22= 22W (4FT & 5FT only) 31= 31W (6FT only)	T8= T8 tube	SE= Single end	2= 2 FT 3= 3 FT 4= 4 FT 5= 5 FT 6= 6 FT	35= 3500K 41= 4100K 50= 5000K 65= 6500K	(OMIT)= 5 Years -10= 10 Years

**ACCESSORIES**

ORDER CODE	MODEL NUMBER	DESCRIPTION	ACCESSORIES IMAGE
73978	G13LPKS	G13 Low Profile Non-Shunted Lamp Holder	

21

# About Invoices And Spec Sheets

**Include manufacturer  
Spec Sheets for all installed  
equipment.**

**Include Reference Codes!**

MODEL SELECTION (Full list of order codes on pg. 3)			Typical order example: L18T8SE441			
L		T8	SE			
FAMILY	WATTAGE	LAMP TYPE	POWER CONNECTION	LENGTH	CCT	WARRANTY
L= LED Linear	10= 10W (2FT & 3FT only) 15= 15W (4FT only) 18= 18W (4FT only) 22= 22W (4FT & 5FT only) 31= 31W (6FT only)	T8= T8 tube	SE= Single end	2= 2 FT 3= 3 FT 4= 4 FT 5= 5 FT 6= 6 FT	35= 3500K 41= 4100K 50= 5000K 65= 6500K	(OMIT)= 5 Years -10= 10 Years



**2<sub>h</sub>**

## **Be complete and accurate:**

*These are the most common omissions:*

1. **Estimated or Actual Completion Date**
2. **DTE Energy Account Number**
3. **Product Specification Sheets** (w/Reference Codes)
4. **Incentive Worksheets**
5. **Total Project Cost**
6. **Correct tax ID and status\***

## **Remember:**

Submitting a complete and accurate Application speeds up the processing time – which means we can send out your incentive check faster!



**3**

**If you have questions or would like help  
completing your Application, contact our office**

Email: [saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com)

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

Fax: **313.664.1950**

Website: [dteenergy.com/savenow](http://dteenergy.com/savenow)

Website: [dtetradeally.com](http://dtetradeally.com)



: [www.linkedin.com/in/dteenergysaveenergy](http://www.linkedin.com/in/dteenergysaveenergy)