



# 2018 Program Overview & Designated Trade Ally Training



## Sean Pachuta

### Outreach



## Safety First

## Agenda

- 1 - Program Overview
- 2 - Program Catalog and Application
- 3 - Special Programs
- 4 - New Construction
- 5 - Program Changes
- 6 - Supplemental Documents

## Break

- 7 - Completing the Application
- 8 - Trade Ally Resources
- 9 - Your Responsibilities
- 10 - Trade Ally Website
- 11 - Designated Trade Ally Portal
- 12 - Online Application
- 13 - Monthly Surveys
- 14 - Other Trade Ally Benefits
- 15 - Effectively using the Program



# Program Overview



## Deadlines

- The Program Year ends Nov. 30
  - No Reservations will be extended beyond Nov. 30
  - Final Applications must be submitted within 60 days of project completion date or Nov. 30, whichever comes first
  - Incomplete Final Applications may be subject to cancellation
  - Any Application submitted after Nov. 30 may be cancelled

- **Watch the gauges**

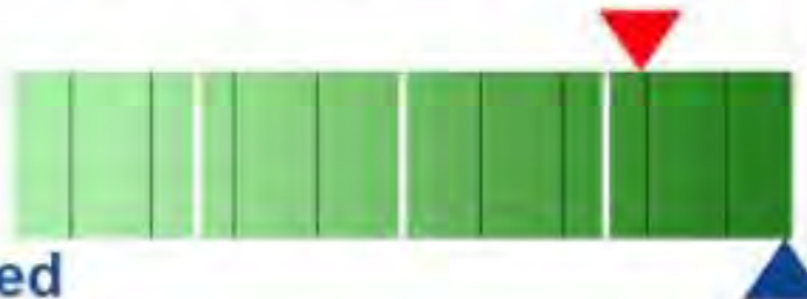


# 2017 Incentive Program Status

Available funds paid  
as of Nov. 27, 2017

## Electric Incentives

**Paid**  
**79%**



**Reserved**  
**99%**

## Gas Incentives

**Paid**  
**67%**



**Reserved**  
**95%**

To ensure you're viewing the latest funding  
levels, please refresh your browser.

Effective today, the latest version of the  
Program Application is:

**V4: 06/01/17**

## Program Funding – 2008

- **Michigan Public Act 295**

- *Energy Optimization Surcharge* added to all ratepayers' bills to:
  - Help customers save energy, manage costs
  - Help reduce generation, offset new capacity
- Surcharge is rebated through the program
- Cash incentives:
  - Target specific energy-saving equipment and technologies
  - Encourage energy-efficient building and systems design

## Program Funding – 2017

- **PA 341 & 342 became effective April 2017**
  - Increases the state's renewable energy portfolio
  - Increases **energy efficiency** expectations
    - 35% of electric needs to be met by EE & renewables
  - Drives changes in our Program

## Impact of our Program

**Since 2009:**

**\$166 million** incentives paid. **50,000** projects completed.



## Impact of our Program

### Since 2009 - savings:

- **7,000 GWh** in electricity
- **19 million Mcf** in natural gas
- **\$500 million** in total energy costs



**Energy savings = 5 million tons of CO<sub>2</sub>  
not being pumped into the atmosphere**

*\*Household data based on estimates from the U.S. Energy Information Administration.*

*\*CO<sub>2</sub> calculations based on U.S. Environmental Protection Agency guidelines.*

## For a customer to receive incentives

- **The business/project must:**

- Be a DTE utility customer
- Be a capital investment resulting in energy efficiency
- Involve new products that meet specifications
- Have a meter on eligible rate schedule\*
- Be in good standing with DTE Energy
- **Not** be a Residential or Multifamily customer

*\*A special agriculture program is available for those on a residential meter*



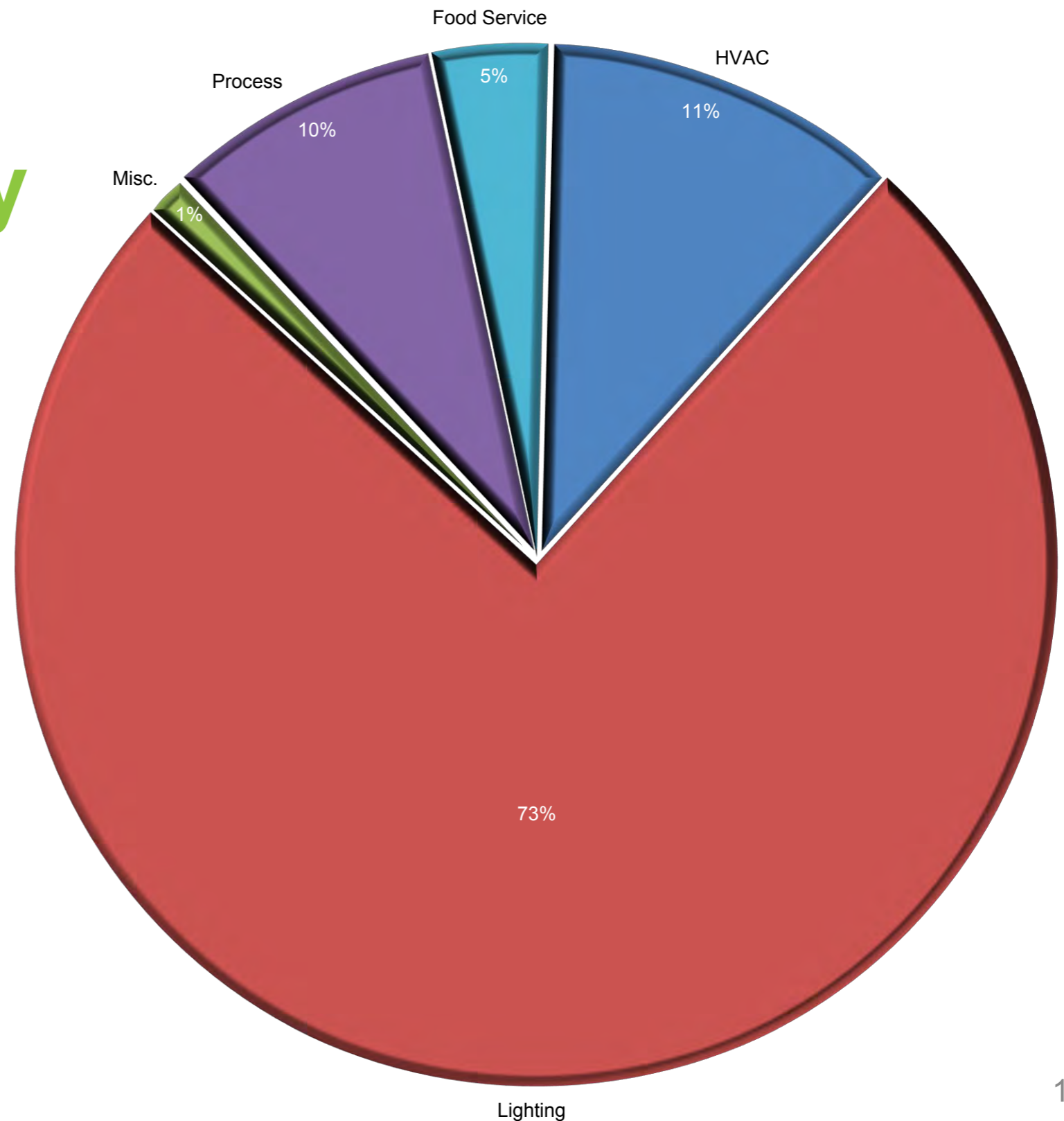
## A customer can't receive incentives if:

- Customer is self-direct (has opted out)
- It's a load-shifting/demand-limiting project
- It's a fuel switching project
- It's a renewable energy/on-site generation project
- It involves power quality improvements
- It only involves operational/maintenance changes



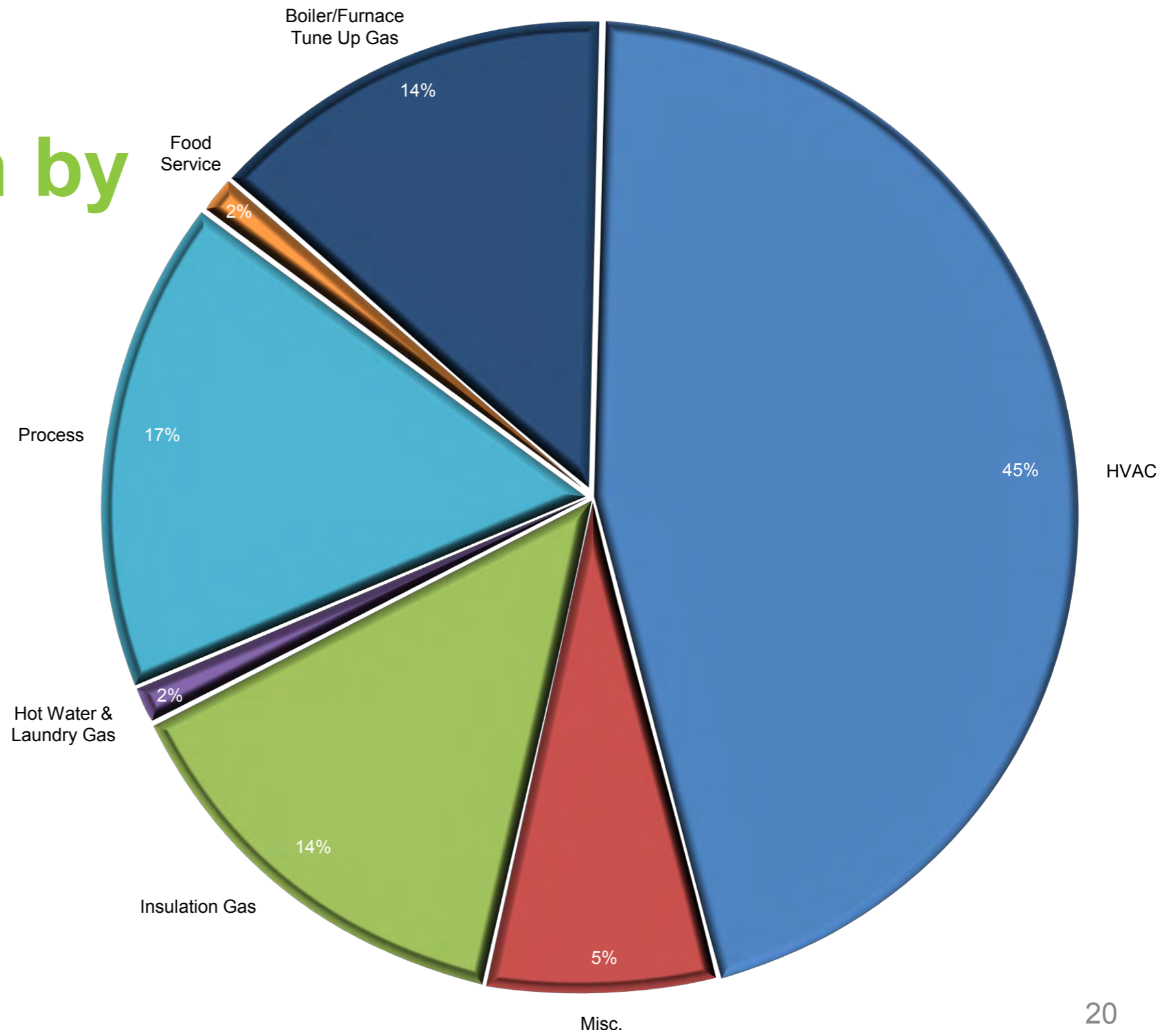


## 2017 Participation by Technology PRESCRIPTIVE ELECTRIC (dollars)



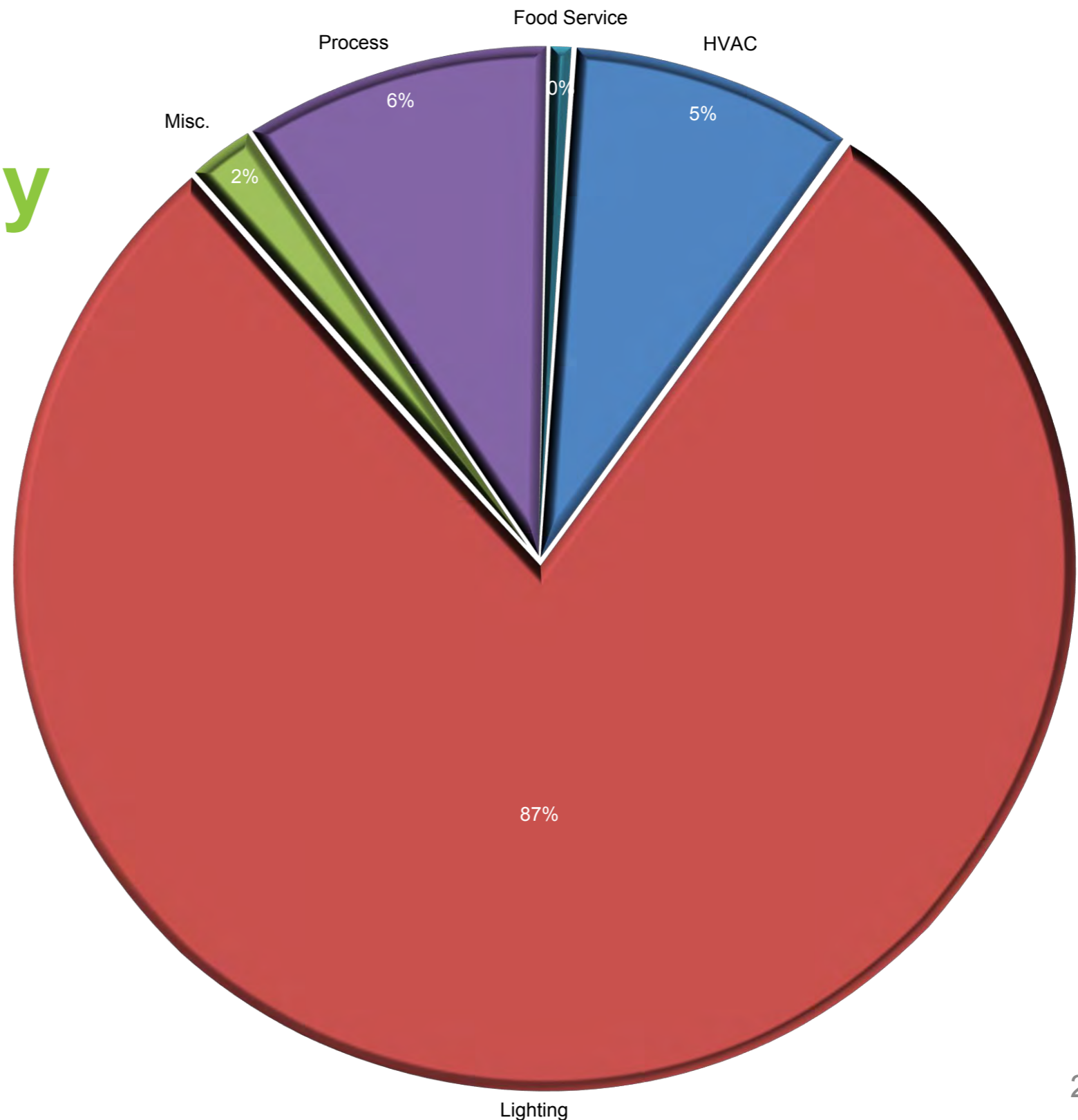


## 2017 Participation by Technology PRESCRIPTIVE NATURAL GAS (dollars)



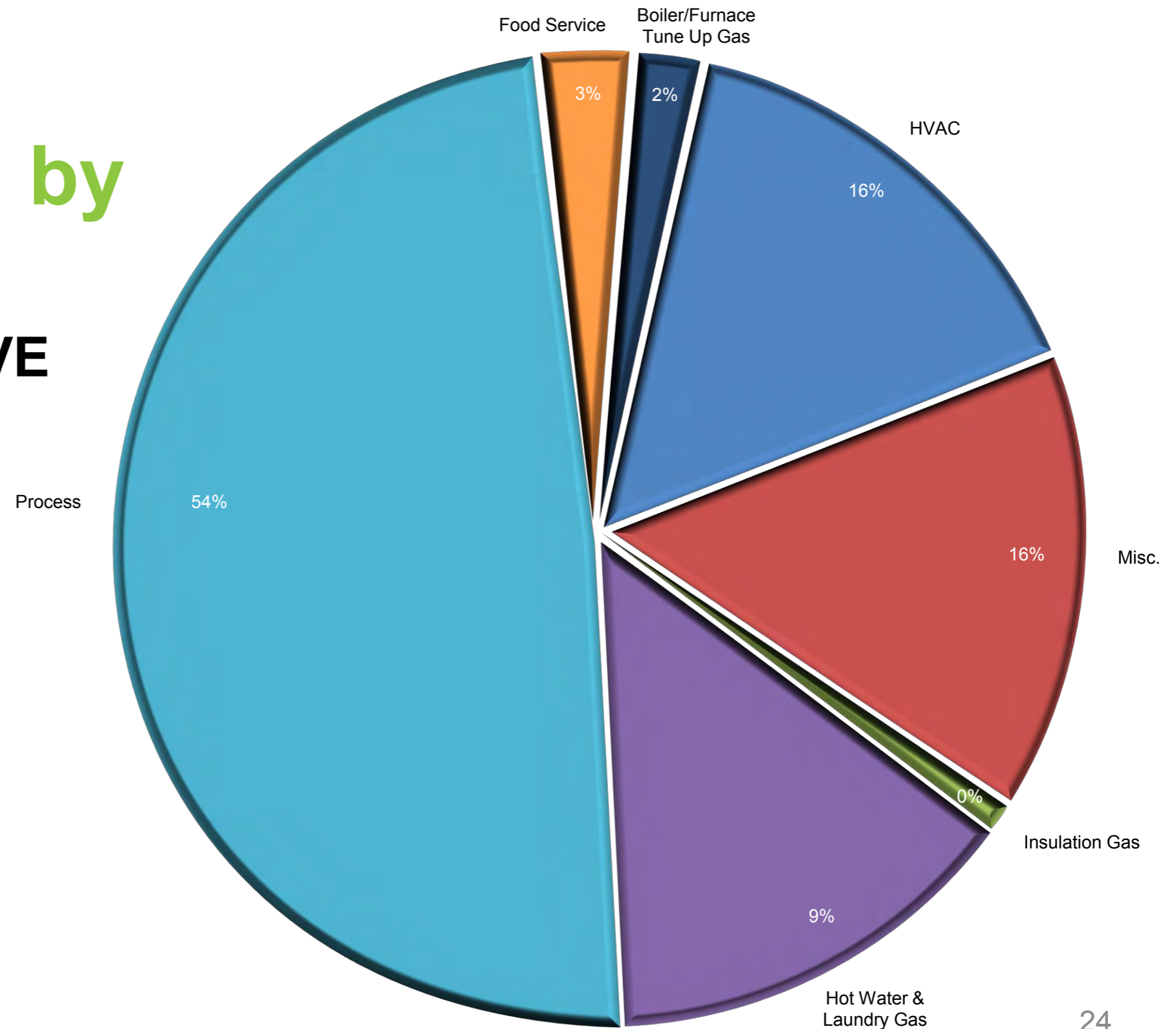


## 2017 Participation by Technology NON-PRESCRIPTIVE ELECTRIC (dollars)





## 2017 Participation by Technology NON-PRESCRIPTIVE NATURAL GAS (dollars)



## Three Types of Projects

### Prescriptive

- Defined measures for 1-for-1 upgrades

### Custom

- Projects don't fit a prescriptive approach

### New Construction Major Renovation

- New facilities/renovations of facilities
- Change of use
- Adding load

## Three Types of Incentives

### Prescriptive

- Defined incentives:
  - Per item/kWh/Mcf energy saved

### Custom

- Calculated incentives:
  - Per-kWh/Mcf of energy saved

### New Construction Major Renovation

- Systems Approach:
  - Defined per item/kWh/Mcf energy saved
- LEED Whole Building:
  - Based on LEED certification

## Project Reservations

### Prescriptive

- **Required** for some measures; highly recommended for all measures

### Custom

- **Required** for all projects

### New Construction Major Renovation

- Highly recommended for all projects

Do **NOT** start your project until you receive a **Reservation Letter\***

*\*Could take 4-6 weeks to receive the letter*

## How they work

### Prescriptive

### Prescriptive Incentives

- **Pre-determined** measures with specific energy savings and cash incentives in the categories of electric and gas

### ELECTRIC

- Lighting
- HVAC
- Miscellaneous
- Process
- Food Service

### NATURAL GAS

- Hot Water & Laundry
- HVAC
- Insulation
- Process
- Food Service
- Boiler/Furnace Tune-up

## How they work

### Custom

### Custom Incentives

- Capital investment projects that are **NOT** eligible for a Prescriptive incentive may qualify
- Custom incentives are determined on a case-by-case basis and are paid per-kWh or per-Mcf saved
  - Examples include:
    - Heat recovery
    - Lighting retrofits not 1-for-1

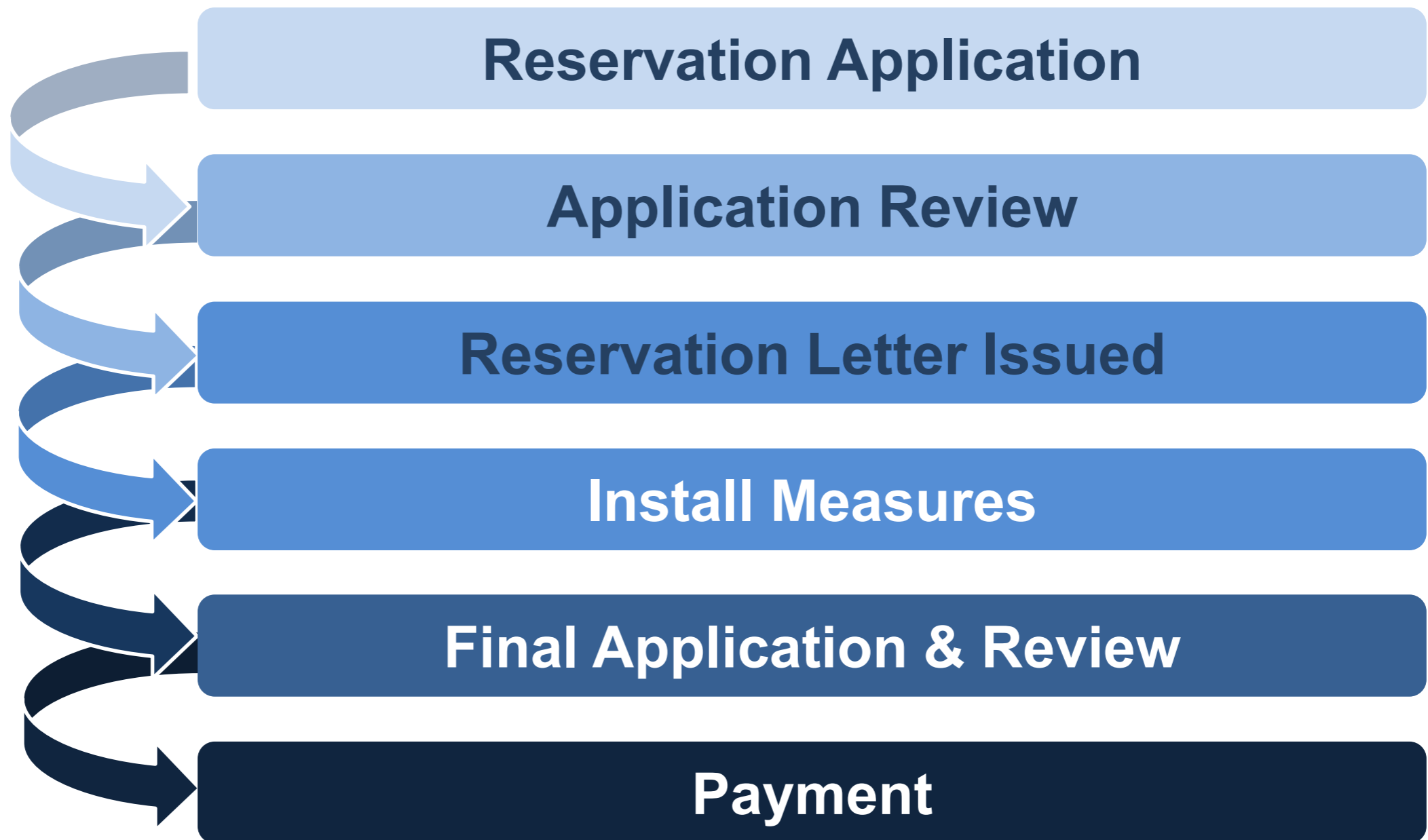
## How they work

- **Systems Approach**
  - Prescriptive incentives
- **LEED Whole Building Approach**
  - Based on three levels of LEED certification
- **LEED Design Review Assistance**
  - \$1,500 for LEED project certification

**New Construction  
Major Renovation**

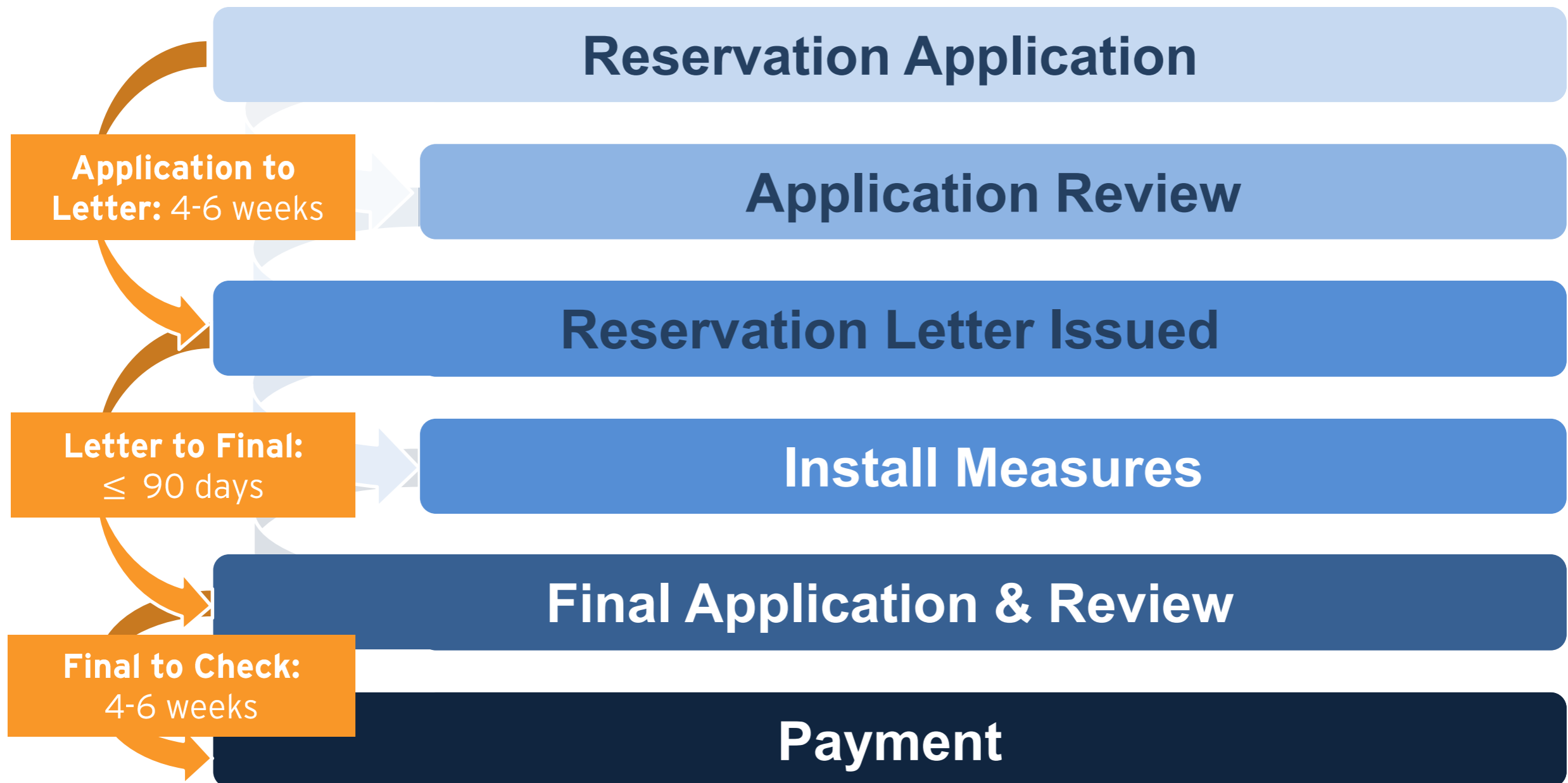
More on **New Construction** later in this presentation

## The Process





## The Process





# 2018 Catalog & Applications



## 2018 Catalog

- Prescriptive & Custom specifications
- Agriculture program specifications
- New Construction specifications

## NEW

- Index of electric measures & page numbers in the back
- Index of gas measures & page numbers in the back




<b>Index</b>	
<b>Gas Measures</b>	
<b>HVAC</b>	
Boiler Modulating Burner Control	25
Boiler Water Reset Control	25
High Efficiency Gas Furnace/Unit Heater	25
High Efficiency Space Heating Boiler	25
Steam Trap Repair/Replacement	25
Steam Trap Monitoring System - Space Heating	25
Boiler O <sub>2</sub> Trim Controls	25
Linkageless Boiler Controls	26
Boiler Linkageless Controls and O <sub>2</sub> Trim Controls	26
Boiler Stack Economizer	26
Infrared Heaters	26
Variable Frequency Drives - Secondary Chilled Water Pumps	26
Destratification Fans	26
Direct Fired Make-Up Air Units	26
Outside Air Ventilation Reduction	26
Sensible Energy Recovery Ventilation	27
Total Energy Recovery Ventilation	27
Automatic High Speed Doors - Exterior Doors	27
Demand Controlled Ventilation	28
HVAC Occupancy Sensor for Large Office Buildings	28
Guardcom Energy Management Control (Gas Heat)	28
Web-Based Building Automation System	28
<b>Hot Water &amp; Laundry</b>	
Domestic Hot Water System	29
Gas Tankless Water Heater	29
High Efficiency Pool Heater	29
Low-Flow Sink Aerator	29
Low-Flow Showerhead	29
Laminar Flow Restrictors	29
Condenser Heat Recovery	29
Gas Storage Water Heater (≤ 55 gallons)	29
Gas Storage Water Heater (> 55 gallons)	29
ENERGY STAR® Clothes Washer (Gas Water Heater)	29
Ozone Laundry System	29
<b>Other Measures</b>	
<b>Custom</b>	
Custom Specifications	36
<b>Agriculture</b>	
Circulation, Exhaust or Ventilation Fans	38
High-Volume Low-Speed Fans	38
Fan Thermostat Controller	38
Scroll Compressor for Dairy Refrigeration	38
Variable Frequency Controller for Vacuum Pump	38
VFD on Milk Pump where or existing pre-cooler	38
Milk Pre-cooler (heat exchanger, chiller savings)	38
Dairy Refrigeration Tune-Up	38
Variable Frequency Drives on Irrigation Systems	39
Sprinkler to Drip Irrigation Systems	39
Low Pressure Sprinkler Nozzles	39
Grain Storage Temp/Moisture Controller	39
VFDs for Fans and Pumps	39
High Efficiency Grain Dryers	40
Greenhouse Environmental Controls	40
Greenhouse Under-Floor/Under-Bench Hydronic Heating	40
Greenhouse Heat Curtains	40
Greenhouse Infrared Film - new or replacement	40
Farm Energy Audit	40
<b>Insulation</b>	
Pipe Wrap - Steam Boiler	30
Pipe Wrap - Steam Boiler Condensate Return	30
Pipe Wrap - Hot Water Boiler	30
Domestic Hot Water Pipe Wrap	30
Greenhouse Heat Curtain	30
Greenhouse Infrared Film	30
Truck Loading Dock Seals	31
Truck Loading Dock Leveler Ramp Air Pit Seals	31
Roof Insulation (Flat Roofs and Attic Roofs)	31
Wall Insulation	31
Pool Covers	31
<b>Process - Gas</b>	
Furnace Tube Inserts	32
High Efficiency Process Boiler (Water or Steam)	32
Tank Insulation	32
Air Compressor Exhaust Heat Recovery	32
Process Boiler Stack Economizer	32
Modulated Boiler Control for Process	32
Regenerative/ Recuperative Thermal Oxidizer	32
Optimized Snow and Ice Melt Controls	32
Steam Trap Monitoring System - Process Heat	32
<b>Tune-Ups</b>	
Boiler Tune-up (Space Heating Boilers Only)	33
Boiler Tune-up (Process Boilers Only)	33
Domestic Hot Water Boiler Tune-Up	33
Forced Air Gas Furnace or Rooftop Unit (RTU)	33
Tune-up (Space Heating Units Only)	33
Process Furnace/Burner Tune-Ups	33
<b>Food Service</b>	
Vertical Night Covers	34
Refrigeration Condenser Waste Heat Recovery (Domestic Water Heater)	34
Refrigeration Condenser Waste Heat Recovery (Space Heating)	34
Reach-in Refrigerated Display Case Door Retrofit	34
<b>New Construction</b>	
Systems Approach	42
LEED Design Review Assistance	43
LEED Whole Building Design Approach	43




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## Measure Icons

### Look for images in the Catalog & Application

 means the measure appears in both the gas and electric sections of the Application

 means the measure qualifies for **New Construction** incentives under the Systems Approach

#### HVAC Occupancy Sensor

	Ref #	Measure Name	Incentive	Unit
	HE-37	With CV Chilled Water System	\$10.00	1,000 Sq. Ft.
	HE-38	With VAV Chilled Water System	\$20.00	1,000 Sq. Ft.




## 2018 Application

- Prescriptive & Custom measure worksheets
- Agriculture measure worksheets
- New Construction worksheets

### Use it as a:

- Reservation Application
- Final Application

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



## Be Complete

### Missing information:

- Can delay processing
- Can delay payment

### Use the checklists

- Reservation list
- Final list

<b>Final Application</b>	
Fill out this side when project is completed	
<b>Reservation Application</b>	
Fill out this side when reserving incentives	
<b>Required Attachments</b>	
<input type="checkbox"/> Customer Information	4
<input type="checkbox"/> Customer Tax ID Number	4
<input type="checkbox"/> Contractor Information	5
<input type="checkbox"/> DLC Product ID (For Applicable Measures)	7
NOTE: Some Prescriptive Incentives and all Custom incentives require a Reservation Application prior to beginning your project.	
<b>Incentives Worksheets</b>	
<input type="checkbox"/> Lighting	8
<input type="checkbox"/> HVAC – Electric	12
<input type="checkbox"/> Miscellaneous Electric	19
<input type="checkbox"/> Process Electric	20
<input type="checkbox"/> Food Service – Electric	23
<input type="checkbox"/> HVAC – Gas	25
<input type="checkbox"/> Hot Water & Laundry	27
<input type="checkbox"/> Insulation	28
<input type="checkbox"/> Process Gas	28
<input type="checkbox"/> Boiler/Furnace Tune-up	30
<input type="checkbox"/> Food Service – Gas	31
<input type="checkbox"/> Custom	34
<input type="checkbox"/> Agriculture	37
<input type="checkbox"/> New Construction – Lighting Power Density	40
<input type="checkbox"/> LEED Design Review Assistance	42
<input type="checkbox"/> LEED Whole Building Approach	43
<input type="checkbox"/> 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.	

completion date or by Nov. 30, 2018, whichever comes first.

# 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
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- ☐ 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.



## Be Complete

### Don't forget these:

- Customer Information Sheet
- Invoices; manufacturer's spec sheets
  - Include reference numbers
- 3rd-party payment authorization  
(if applicable)
- Prescriptive/Custom Worksheets
- **Signed Final Application Agreement**

<b>Final Application</b>	
Fill out this side when project is completed	
<b>Reservation Application</b>	..... 4
Fill out this side when reserving incentives	..... 5
<b>Required Attachments</b>	..... 5
<input type="checkbox"/> Customer Information .....	4
<input type="checkbox"/> Customer Tax ID Number .....	4
<input type="checkbox"/> Contractor Information .....	5
<input type="checkbox"/> DLC Product ID (For Applicable Measures)	..... 7
<b>NOTE:</b> Some Prescriptive Incentives and all Custom incentives require a Reservation Application prior to beginning your project.	
<b>Incentives Worksheets</b>	..... 8
<input type="checkbox"/> Lighting .....	8
<input type="checkbox"/> HVAC – Electric .....	12
<input type="checkbox"/> Miscellaneous Electric .....	19
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<input type="checkbox"/> LEED Design Review Assistance .....	42
<input type="checkbox"/> LEED Whole Building Approach .....	43
<input type="checkbox"/> 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.	

## Customer Info

### Identify:

- The Project
- The Customer

- Customer Information Sheet
- Prescriptive/Custom Worksheets
- W-9
- Invoices; spec sheets
- Signed Final Application Agreement
- 3rd-party payment authorization

**Customer Information**

Primary Building Type (please select one)

☐ Assembly Hall  
☐ Auto Repair  
☐ Biotech  
☐ Data Center  
☐ Greenhouse  
☐ Hospital

☐ Industry  
☐ Warehouse  
**Education**  
☐ Primary School  
☐ High School  
☐ College/University

**Food Service**  
☐ Fast Food Restaurant  
☐ Full Service Restaurant  
**Lodging**  
☐ Hotel  
☐ Motel

**Office Space**  
☐ Large Office  
☐ Small Office  
**Retail Space**  
☐ Big Box Retail  
☐ Small Retail

Name of Applicant's Business

Project or Building Name (If Applicable)

Natural Gas Provider

☐ DTE Energy ☐ Consumers Energy ☐ Other

Electricity Provider

☐ DTE Energy ☐ Consumers Energy ☐ Other

DTE Energy Gas Account Number (at Project location)

DTE Energy Electric Account Number (at Project location)

Name as it appears on DTE Energy bill

Name of Contact Person

Title of Contact Person

Contact Phone #

Contact Fax #

Contact Email Address

Mailing Address

City

State MI

ZIP

Installation Address

City

State MI

ZIP

**Customer Tax Information (as entered on 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

## Customer Information

### Primary Building Type (please select one)

- ☐ Assembly Hall
- ☐ Auto Repair
- ☐ Biotech
- ☐ Data Center
- ☐ Greenhouse
- ☐ Hospital

- ☐ Industry
- ☐ Warehouse

#### Education

- ☐ Primary School
- ☐ High School
- ☐ College/University

#### Food Service

- ☐ Fast Food Restaurant
- ☐ Full Service Restaurant

#### Lodging

- ☐ Hotel
- ☐ Motel

#### Office Space

- ☐ Large Office
- ☐ Small Office

#### Retail Space

- ☐ Big Box Retail
- ☐ Small Retail

Name of Applicant's Business

Project or Building Name (If Applicable)

Natural Gas Provider ☐ DTE Energy ☐ Consumers Energy ☐ Other \_\_\_\_\_  
Electricity Provider ☐ DTE Energy ☐ Consumers Energy ☐ Other \_\_\_\_\_

DTE Energy Gas Account Number (at Project location)

--	--	--	--	--	--	--	--	--	--	--	--	--

DTE Energy Electric Account Number (at Project location)

--	--	--	--	--	--	--	--	--	--	--	--	--

Name as it appears on DTE Energy bill

Name of Contact Person

Title of Contact Person

Contact Phone #

Contact Fax #

Contact Email Address

Mailing Address

City

State

MI

ZIP

Installation Address

City

State

MI

ZIP

## Customer Tax Information (as entered on 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

			-			-			
--	--	--	---	--	--	---	--	--	--

- Prescriptive
- Custom

- Customer Information Sheet
- Prescriptive/Custom Worksheets
- W-9
- Invoices; spec sheets
- Signed Final Application Agreement
- 3rd-party payment authorization

[illegible]

**IMPORTANT NOTE:** Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.

## Lighting Incentive Worksheet

### ENERGY STAR® Incandescent/Halogen/CFL to LED

**NOTE:** Screw-in lighting is not eligible for any Prescriptive incentives; see the Policies & Procedures Manual for details.

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
LL-3	LED Recessed Down Light Fixture	\$7.00	Fixture		

### DLC-listed Interior Low Bay LED Fixtures (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 (A x (B - C) / 1000) = (D)	Incentive \$/kW Reduced (E)	Total Incentive (D x E)
EX	4L 4'T12 to 2L 4' LED		5	112	50	.31	\$145.00	\$44.95
L-1D							\$145.00	
L-2D							\$145.00	
L-3D							\$145.00	
L-4D							\$145.00	
L-5D							\$145.00	
L-6D							\$145.00	
L-7D							\$145.00	
L-8D							\$145.00	
L-9D							\$145.00	
L-10D							\$145.00	
L-11D							\$145.00	
L-12D							\$145.00	
L-13D							\$145.00	
L-14D							\$145.00	
L-15D							\$145.00	
L-16D							\$145.00	
L-17D							\$145.00	
L-18D							\$145.00	
L-19D							\$145.00	
L-20D							\$145.00	
L-21D							\$145.00	
L-22D							\$145.00	
L-23D							\$145.00	
L-24D							\$145.00	
L-25D							\$145.00	
L-26D							\$145.00	
L-27D							\$145.00	
L-28D							\$145.00	

\*Specification sheets are encouraged to be attached to the Reservation Application for all DLC lighting measures. They **must** be attached to the Final Application.

All Measures

Subtotal Lighting Incentives – Page 1

**IMPORTANT NOTE:** Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.



**DTE Energy**  
Know Your Own Power™

## Custom Incentive Worksheet

**NOTE:** Only DLC-listed lighting is eligible for custom incentives. Other conditions and restrictions apply. See the Policies & Procedures Manual for more information.

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

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

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.

Electric Simple Payback Period must be ≤ 8 years

Electric Aggregate Measure Cost  
Aggregate Annual kWh Saved x Current Energy Cost

Gas Simple Payback Period must be ≤ 1 year

Gas Aggregate Measure Cost  
Aggregate Annual Mcf Saved x Current Energy Cost

		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 Incentives	

### IMPORTANT NOTES:

\* The **Simple Payback Period** must fall within the electric or gas parameters to qualify for an incentive (see formula above). If the **Total Awarded Incentive** for either Electric or gas displays **DNQ** (does not qualify), then the payback period fell outside of required parameters or the measure cost(s) or energy savings were missing.

\*\* **Total Awarded Incentives** for each utility are capped at no more than 50% of the **Total Measure Cost**. If one utility does not qualify for an incentive, the other utility is capped at no more than 50% of the **Aggregate Measure Cost** for that utility.

If you require assistance completing this section, contact our office.

You **must** check the appropriate category box for each custom item on this worksheet.

Dec.	Category	Gas
<input type="checkbox"/>	Lighting	<input type="checkbox"/>
<input type="checkbox"/>	HVAC	<input type="checkbox"/>
<input type="checkbox"/>	Miscellaneous	<input type="checkbox"/>
<input type="checkbox"/>	Process	<input type="checkbox"/>
<input type="checkbox"/>	Food Service	<input type="checkbox"/>
<input type="checkbox"/>	Hot Water/Laundry	<input type="checkbox"/>
<input type="checkbox"/>	Insulation	<input type="checkbox"/>

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:

Dec.	Category	Gas
<input type="checkbox"/>	Lighting	<input type="checkbox"/>
<input type="checkbox"/>	HVAC	<input type="checkbox"/>
<input type="checkbox"/>	Miscellaneous	<input type="checkbox"/>
<input type="checkbox"/>	Process	<input type="checkbox"/>
<input type="checkbox"/>	Food Service	<input type="checkbox"/>
<input type="checkbox"/>	Hot Water/Laundry	<input type="checkbox"/>
<input type="checkbox"/>	Insulation	<input type="checkbox"/>

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:

# 2018 Catalog & Applications



**DTE Energy**  
Know Your Own Power®

## Documentation

### Attach docs to Application:

- W-9
- Invoices, spec sheets

- Customer Information Sheet
- Prescriptive/Custom Worksheets
- W-9
- Invoices; spec sheets
- Signed Final Application Agreement
- 3rd-party payment authorization

**XYZ Lighting Co.**  
123 W. 7 Mile Road  
Detroit, MI 48111  
313.123.4567

**Sold to:**  
John Hancock  
123 Happy Street  
Detroit, MI 48123

Ref #	QTY	Description	Unit Price	Total Price
L-10	64	4ft 18w LED (32 2-lamp fixtures)	\$ 10.00	\$ 640.00
L-20	40	4ft 22w LED (10 4-lamp fixtures)	\$ 12.00	\$ 480.00
LL-170	14	150w LED High Bay	\$150.00	\$2,100.00
LL-220	8	80w Exterior LED Wallpack	\$ 80.00	\$ 640.00

**Special Notes and Instructions**

Subtotal \$ 3,860.00  
Discount \$ -  
Tax \$ -  
S & H \$ -  
**Total \$ 3,860.00**

Thank you for your business!

XYZ Lighting Co.  
123 W. 7 Mile Road • Detroit, MI 48111 • 313.123.4567 • xyzlighting@gmail.com

**MaxLite**  
A NEW WAVE OF LIGHT

**LED T8 - Linear Replacement Lamp**  
L SERIES

**PRODUCT DESCRIPTION:**  
MaxLite LED T8 Linear Replacement Lamps are the ideal energy saving choice 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)

T8	SE	LENGTH	CCT	WARRANTY
LAMP TYPE	POWER CONNECTION			
T8= T8 tube	SE= Single end	2= 2 FT	35= 3500K	(OMIT)= 5 Years
		3= 3 FT	41= 4100K	-10= 10 Years
		4= 4 FT	50= 5000K	
		5= 5 FT	65= 6500K	
		6= 6 FT		

MAX14063  
123 W. 7 Mile Road • Detroit, MI 48111 • 313.123.4567 • xyzlighting@gmail.com

**W-9**  
Form (Rev. December 2011)  
Department of the Treasury  
Internal Revenue Service

**Request for Taxpayer Identification Number and Certification**

Give Form to the requester. Do not send to the IRS.

Name (as shown on your income tax return)

Business name/disregarded entity name, if different from above

Check appropriate box for federal tax classification:

☐ Individual/sole proprietor ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C or S corporation, S corporation, Partnership) ☐ Exempt payee

☐ Other (see instructions)

Address (number, street, and apt. or suite no.)

City, state, and ZIP code

Requester's name and address (optional)

Employer identification number

Form **W-9** (Rev. 12-2011)

# Request for Taxpayer Identification Number and Certification

Give Form to the  
requester. Do not  
send to the IRS.

Print or type  
See Specific Instructions on page 2.

Name (as shown on your income tax return)	
Business name/disregarded entity name, if different from above	
Check appropriate box for federal tax classification:	
<input type="checkbox"/> Individual/sole proprietor	<input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate
<input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶	<input type="checkbox"/> Exempt payee
<input type="checkbox"/> Other (see instructions) ▶	
Address (number, street, and apt. or suite no.)	Requester's name and address (optional)
City, state, and ZIP code	
List account number(s) here (optional)	

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on the "Name" line to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

**Note.** If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number								
				-			-	

Employer identification number								
				-				

## Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below).

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 4.

**Sign Here** Signature of U.S. person ▶

Date ▶

## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

### Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued).
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

**Note.** If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

**Definition of a U.S. person.** For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien.
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States.
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

**Special rules for partnerships.** Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

123 W. 7 Mile Road  
Detroit, MI 48111  
313.123.4567

John Hancock  
123 Happy Street  
Detroit, MI 48123

[illegible]

### Special Notes and Instructions

Subtotal	\$ 3,860.00
Discount	\$ -
Tax	
S & H	\$ -
<b>Total</b>	<b>\$ 3,860.00</b>

**Thank you for your business!**

**XYZ Lighting Co.**  
123 W. 7 Mile Road • Detroit, MI 48111 • 313.123.4567 • xyzlighting@gmail.com

# Invoice

98765-43

Date:	August 1, 2017
Customer ID:	17-53013
Purchase Order #	

**Ship To (If Different):**

**MaxLite**  
A NEW WAVE OF LIGHT

PROJECT NAME: \_\_\_\_\_ CATALOG NUMBER: \_\_\_\_\_

NOTES \_\_\_\_\_ FIXTURE SCHEDULE \_\_\_\_\_

Page: 1 of 3

### LED T8 - Linear Replacement Lamp

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)



Scan QR Code to view Installation Video  
or visit the following link: <http://bit.ly/TRInstallationVideo>

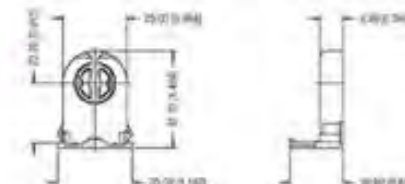
**MODEL SELECTION** (Full list of order codes on pg. 3)

Typical order example: L1E855-44

L		T8	SE			
FAMILY	WATTAGE	LAMP TYPE	POWER CONNECTION	LENGTH	CCT	WARRANTY
L= LED Line®	10= 10W (2FT & 3FT only) 15= 15W (4FT only) 18= 18W (4FT only) 22= 22W (4FT & 5FT only) 31= 31W (8FT 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

ACCESSORIES			
ORDER CODE	MODEL NUMBER	DESCRIPTION	ACCESSORIES IMAGE
73979	G13LPHS	G13 Low Profile Non-Shunted Lamp Holder	



Phone: 1-800-555-5629 | Fax: 973-244-7333 | Web: [www.maxillia.com](http://www.maxillia.com) | E-mail: [info@maxillia.com](mailto:info@maxillia.com) Revised: 01-28-16

MaxLite

## Agreement Page

### The last – Final – step:

- Customer reads
- Customer signs

- Customer Information Sheet
- Prescriptive/Custom Worksheets
- W-9
- Invoices; spec sheets
- Signed Final Application Agreement
- 3rd-party payment authorization

#### 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.**

#### Final Application Agreement

The energy optimization measures listed within are being/have been installed in a qualifying time frame, at a qualifying facility and are not for resale. Additional Program terms and conditions can be found in the Policy and Procedures Manual available at [dteenergy.com/savenow](http://dteenergy.com/savenow). I understand that in the event this Application received a reservation, that reservation is not a guarantee of payment. Incentive payment will be based upon the Final Application meeting the Program terms and conditions, and the availability of funds.

Selected terms and conditions include:

1. Final Applications and all required documentation must be received within 60 days of project completion or by Nov 30, 2018, whichever comes first. Incomplete Applications, missing documents or Applications submitted after that date will result in the project being cancelled.
2. The Program has a limited budget. Applications will be processed until allocated funds are reserved or spent.
3. All equipment must be purchased and installed prior to submitting the Final Application.
4. Applicant agrees to inspection and measurement activities by DTE Energy or its representative of both project payment and equipment installation for up to five years from the date of equipment installation.
5. Incentives may be taxable and the Applicant is solely responsible for the payment of any resulting taxes. Incentives will be reported to the IRS, unless the Applicant is exempt.
6. The Applicant may be required to refund some or all of the incentives if the measures do not remain (or were not) installed for a period of five (5) years or the end of the product life, whichever is less.

intentional or otherwise — that results in unjustified and/or unsubstantiated incentives being awarded to me (the Customer) will prompt action by DTE Energy and/or its agent to recoup such funds from me and may include additional legal action commensurate with the seriousness of the event.

I acknowledge and understand that it is necessary for DTE Energy to store, use and share the information contained in this Application, as well as information collected in connection with this project, including but not limited to my business name, address, account number and energy consumption data ("Customer Data") for various purposes. Therefore, I hereby authorize DTE Energy to collect, store and use the Customer Data for internal purposes and to present me with other energy saving opportunities. I further authorize DTE Energy to share the Customer Data with third party vendors/contractors who are doing work on DTE Energy's behalf.

## 3<sup>rd</sup> Party Authorization

### This process has changed

- Customer Information Sheet
- Prescriptive/Custom Worksheets
- W-9
- Invoices; spec sheets
- Signed Final Application Agreement
- 3rd-party payment authorization

#### 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.

If you are in a landlord/tenant situation, contact our office for information about the third-party payment option.

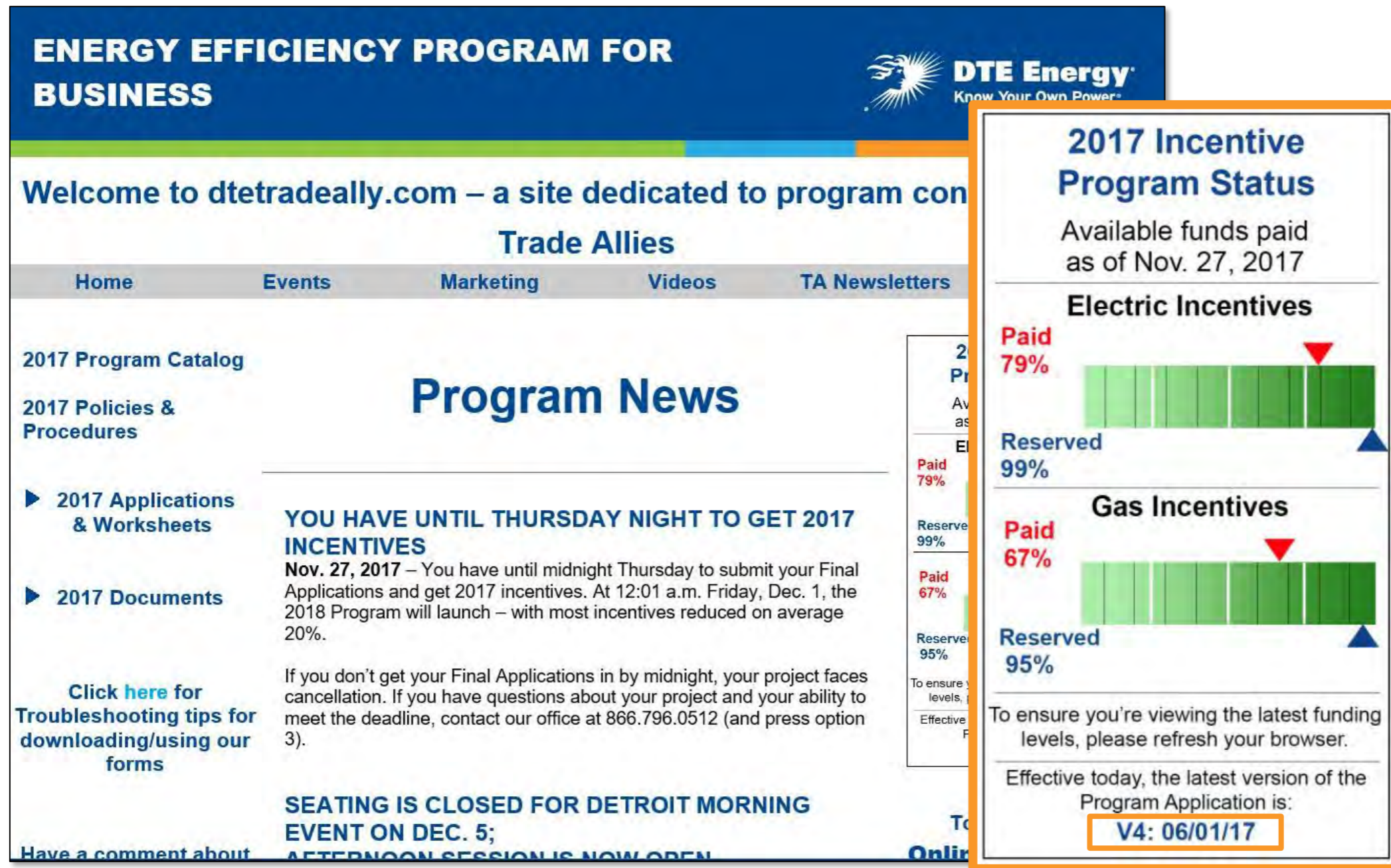
## 2018 Agriculture Program

- C&I customers use the main Program Application
- Residential customers use the stand-alone Application

*\*Customers on a residential meter must use the stand-alone Application*



## Download Documents: dtetradeally.com



**ENERGY EFFICIENCY PROGRAM FOR BUSINESS**

Welcome to dtetradeally.com – a site dedicated to program content for Trade Allies

Home Events Marketing Videos TA Newsletters

2017 Program Catalog

2017 Policies & Procedures

2017 Applications & Worksheets

2017 Documents

Click [here](#) for Troubleshooting tips for downloading/using our forms

**Program News**

**YOU HAVE UNTIL THURSDAY NIGHT TO GET 2017 INCENTIVES**

**Nov. 27, 2017** – You have until midnight Thursday to submit your Final Applications and get 2017 incentives. At 12:01 a.m. Friday, Dec. 1, the 2018 Program will launch – with most incentives reduced on average 20%.

If you don't get your Final Applications in by midnight, your project faces cancellation. If you have questions about your project and your ability to meet the deadline, contact our office at 866.796.0512 (and press option 3).

**SEATING IS CLOSED FOR DETROIT MORNING EVENT ON DEC. 5;**

**2017 Incentive Program Status**

Available funds paid as of Nov. 27, 2017

**Electric Incentives**

**Paid 79%**

**Reserved 99%**

**Gas Incentives**

**Paid 67%**

**Reserved 95%**

To ensure you're viewing the latest funding levels, please refresh your browser.

Effective today, the latest version of the Program Application is:

**V4: 06/01/17**

**Always use the latest version of the Application**

# 2017 Incentive Program Status

Available funds paid  
as of Nov. 27, 2017

## Electric Incentives

**Paid**  
**79%**



**Reserved**  
**99%**

## Gas Incentives

**Paid**  
**67%**



**Reserved**  
**95%**

To ensure you're viewing the latest funding levels, please refresh your browser.

Effective today, the latest version of the Program Application is:

**V4: 06/01/17**

**Always use the latest version of the Application**



# Special Programs

## 2018 Project Green Light

- Collaboration with Detroit
- Download the Application from the **Project Green Light** website:  
**[greenlightdetroit.org](http://greenlightdetroit.org)**  
(click on **DTE**)

**ENERGY EFFICIENCY  
PROGRAM FOR BUSINESS**



**DTE Energy**  
Know Your Own Power®

### 2018 PROJECT GREEN LIGHT DETROIT PROGRAM APPLICATION

DTE Energy is offering participants in Project Green Light Detroit a **35% Bonus** on all incentives included in this application. Business members of this group must meet certain criteria for security, shelter, and safety, and DTE Energy is offering assistance to make sure their facilities are customer-friendly and safe.

To be eligible for this limited-time offer, DTE business customers must be in good standing and be located within our service territory.



**GET A  
35%  
BONUS!**

**Section 1 - Application**

Incentive Application Checklist .....	2
Customer Information.....	3
Contractor Information .....	4
Optional Third Party Payment Authorization ..	4
Final Application Agreement.....	5
Incentive Summary, Final Agreement Information and Signature Page .....	6

**Section 2 - Incentive Worksheets**

Prescriptive Worksheets.....	7
Custom Worksheets.....	11
How to Submit your Application .....	12

**FINAL APPLICATIONS MUST BE SUBMITTED  
BY SEPT. 30, 2018.**

If you have questions about other projects and the appropriate application to submit, contact us at 866-796-0512 (press option 3) or email us at [saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com)

V1: 12/01/17



## 2018 Michigan Saves

- Incentives “buy down” interest rates:
  - 0% financing on up to \$50,000 for up to 24 months\*
  - 1.99% financing on up to \$150,000 for up to 24 months\*\*
  - 2.99% financing on up to \$150,000 for up to 60 months

*\*faith-based facilities only*

*\*\*all customers*

**ENERGY EFFICIENCY PROGRAM FOR BUSINESS**

**FACT SHEET** **2018 Michigan Saves Financing Offer**

**DTE Customers can receive special interest rates for up to 60 months**

DTE Energy – in partnership with Michigan Saves – is offering special financing to commercial electric and natural gas customers for prescriptive and custom projects.

Qualifying projects may be eligible for:

- **0% financing** on up to \$50,000 for up to 24 months **for faith-based\* facilities only**
- **1.99% financing** on up to \$50,000 for up to 24 months **for all customers**
- **2.99% financing** on up to \$150,000 for up to 60 months **for all customers**

**How the financing offer works:** Awarded incentives will be used to “buy down” the interest rate — with the actual interest rate buy-down amount not to be greater than the total amount of the incentives awarded on the Application. Other conditions apply.

\*Faith-based facilities include all houses of worship and facilities operated by faith-based organizations.

**How to apply**

1. Download the latest version of the 2018 DTE Energy Efficiency Program for Business Application and submit a Reservation Application.
2. Find an authorized **Michigan Saves** contractor to help you apply for **Michigan Saves** financing.  
To find a list of authorized contractors, visit [michigansaves.org](http://michigansaves.org)
3. A preliminary reservation letter will be issued by the DTE Energy Efficiency Program for Business detailing the incentives that are expected to be awarded to the customer.  
This letter must be attached to your application to **Michigan Saves** for financing. The actual interest rate will be determined by the value of awarded incentives.  
(The incentives will not be paid to the customer; they will be assigned to **Michigan Saves** to “buy down” the interest rate.)
4. Once **Michigan Saves** approves financing, a confirmation email will be sent to the customer, contractor and DTE. Once DTE receives your **Michigan Saves** financing confirmation, an updated reservation letter will then be distributed.  
Do not begin your project until you have received a reservation letter. You then have 90 days — or until Nov. 30, 2018, whichever is first — to complete the project.
5. A Final Application must be submitted to DTE within 60 days of the completion of the project.

**Important Note:**  
If the project listed on your application to **Michigan Saves** involves applying for incentives DTE Energy and from another utility, you **must** indicate that fact on your application.

2018 Michigan Saves Fact Sheet — V1: 12/1/18

**DTE Energy**  
Know Your Own Power®

**michigan saves**  
What is Michigan Saves?  
**Michigan Saves** is a non-profit organization dedicated to making energy improvements easier for all Michigan energy consumers by offering affordable financing and other incentives available through grants and partnerships with private sector lenders.

**Why Michigan Saves?**

**Easy:** Time is money in a small business.  
That's why we have someone to walk you through the process so you spend less energy on a hassle-free credit approval and more energy on your business.

**Affordable:** We understand the margins on your business are never as big as they need to be.  
That's why we work hard to make sure the return on your energy investment begins to pay off as fast as possible.

**In some cases, with Michigan Saves financing, projects can be cash flow positive from day one.**

**Smart:** Replacing old, expensive equipment is an investment in your business that will lower operating costs and utility bills.

To get started, find a Michigan Saves-authorized contractor at [michigansaves.org](http://michigansaves.org)



# 2018 New Construction




## Reservations



New Construction  
Major Renovation


- **Systems Approach**
  - 90-day reservation period
- **LEED Whole Building Approach**
  - Reserved only for the current Program year
- **LEED Design Review Assistance**
  - **NEW:** No reservation required




## How it works

	Ref #	Measure Name
	HE-39	Variable Frequency Drive – V
	HE-40	Variable Frequency Drive – S
	HE-41	Economizer
	HE-42	Cool Roof (\$0.02 per Sq. Ft.)
	HE-43	High Performance Glazing in
	HE-44	Window Film (\$0.30 per Sq.
	HE-45	EC Motors on Small Comme
	HE-46	Efficient Chilled Water Pump
	HE-47	Efficient Hot Water Pump

**New Construction**  
**Major Renovation**

## Systems Approach

- **Incentives available for certain equipment** (look for this icon: ):
  - Lighting Power Density
  - Daylighting Sensors & Controls
  - HVAC
  - Process Electric
  - Water Heating
  - Food Service & Refrigeration

	Ref #	Measure Name
	HE-39	Variable Frequency Drive – V
	HE-40	Variable Frequency Drive – S
	HE-41	Economizer
	HE-42	Cool Roof (\$0.02 per Sq. Ft.)
	HE-43	High Performance Glazing in
	HE-44	Window Film (\$0.30 per Sq.
	HE-45	EC Motors on Small Comme
	HE-46	Efficient Chilled Water Pump
	HE-47	Efficient Hot Water Pump

## Advantages



**New Construction  
Major Renovation**

## Systems Approach

- **Suited for certain projects:**
  - Smaller/less complex projects ( $< 20,000$  sq. ft.) without modeling
    - Further along in the design process
  - Encourages developers:
    - Meet performance standards in lighting power density/HVAC

## Light Power Density



**New Construction  
Major Renovation**

## Systems Approach

- **Parameters:**

- Watts/sq. ft. vs. ASHRAE 90.1 2007
- Baseline by building area type
- Results: reduction of at least 10% below baseline
- Limit: 50% reduction
- Requires COMcheck

## How it works



**New Construction  
Major Renovation**

## LEED Whole Building

- Incentives paid on the savings validated by GBCI\*

LEED Level	Incentive	
	Electric	Gas
Certified/Sliver	\$0.04/kWh	\$3/Mcf
Gold	\$0.05/kWh	\$3.50/Mcf
Platinum	\$0.06/kWh	\$4/Mcf




*\*Green Building Certification Institute*

## Certification Benefits



**New Construction  
Major Renovation**

## LEED Whole Building

- LEED-certified buildings are attractive to buyers
- Buildings have a 20% higher lease-up rate
- Building value  by 6.8%
- Operating costs:
  -  13.6% for new construction
  -  8.5% for existing buildings

*\*Green Building Certification Institute*



# 2018 Program Changes

## Measure & Incentive Changes

- More than 700 measures have been affected\*
  - Every category (see “changes” document for details)
- Custom incentives:
  - \$.05/kWh
  - \$3.50/Mcf
- Nearly all Food Service measures (electric/gas) have been moved to the Food Service Instant Rebate Program

*\*Added, deleted, revised, combined, split, incentive changed*



## Major Program Changes

- **Measures & Incentives**
- **DLC Lighting**
- **Designated Trade Ally requirements**
- **Third-party payments:**
  - Designated Trade Allies
  - Landlord/Tenant situations

## About DLC-Listed Lighting



### What is DLC?

- DesignLights Consortium® – a non-profit organization that promotes adoption of energy-efficient lighting

### What it does

- DLC-listed lighting meets standards of distribution, color and longevity/stress

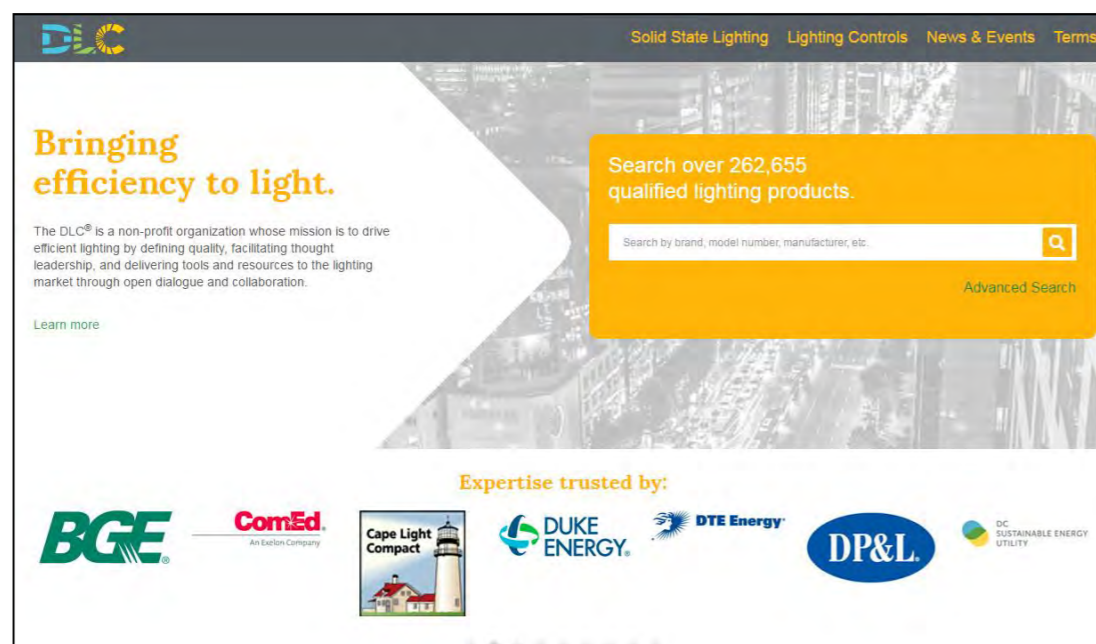
### Why we require DLC-listed lighting

- They meet higher EE standards
- They provide a base for us to calculate energy savings

## About DLC-Listed Lighting

### How to apply for DLC incentives

- 1 Check measure's eligibility on DLC website: [www.designlights.org](http://www.designlights.org)
- 2 Enter DLC Product ID on worksheet\*
- 3 Attach manufacturer's spec sheet(s) to your Application





## Bringing efficiency to light.

The DLC® is a non-profit organization whose mission is to drive efficient lighting by defining quality, facilitating thought leadership, and delivering tools and resources to the lighting market through open dialogue and collaboration.

[Learn more](#)

1

Search over 262,655  
qualified lighting products.

[Advanced Search](#)

### Expertise trusted by:



Model # **HC-T8-4FT-18W-ID-HV(5000K, Clear)**



Manufacturer: [Hocan Group Co. LTD](#)

Brand: [SEPICN LED lighting](#)

Technical Requirements Version:

Date Qualified: [12/28/2015](#)

Product ID: [PCP7FDMX](#)

2

### Categorization

Main: [Linear Replacement Lamp](#)

General Application: [Four-Foot](#)

Primary Use: [Internal Dover Lamp-Style Retrofit Kits \(UL Type B\)](#)

Classification: [Standard](#)

Is Parent Product: [No](#)

DLC Family Code: [0000YU](#)

Dimming Status: [NotDimmable](#)

Listing Status: [Listed](#)

[Reported Data](#)[Family Data](#)

Light Output: [2048.94 lm](#)

Wattage: [18 W](#)

Efficacy: [113.83 lm/W](#)

Power Factor: [0.9105](#)

CCT: [5000 K](#)

CRI: [84](#)

Total Harmonic Distortion: [15.74 %](#)

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

**DTE Energy**  
Know Your Own Power™

**WARNING:** NOTE: Use the reference numbers in the left column to identify and mark all related invoices, specifications sheets and other documents related to this measure and submitted with this Application.

## Custom Incentive Worksheet

**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# (3)-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	Hours per day/year	Hours/Week	Weeks/year	Hours per day/year	
Installed on (year)		kWh (k)	Installed on (year)		kWh (k)	
Stratum	Line	Current Energy Cost (k per kWh)	Annual Savings (kWh/year) (A)	Increment Rate (k per kWh) (R)	Calculated Incentive (k x R)	Maximum Cost
Electric	kWh			\$2.05		
Natural Gas	Mcf			\$2.50		

\* For Electric measures use the following formula: (A) x (R) x (C) For natural gas projects estimate enter your own values for Annual Savings and provide documentation.

Ref# (3)-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	Hours per day/year	Hours/Week	Weeks/year	Hours per day/year	
Installed on (year)		kWh (k)	Installed on (year)		kWh (k)	
Stratum	Line	Current Energy Cost (k per kWh)	Annual Savings (kWh/year) (A)	Increment Rate (k per kWh) (R)	Calculated Incentive (k x R)	Maximum Cost
Electric	kWh			\$2.05		
Natural Gas	Mcf			\$2.50		

\* For Electric projects use the following formula: (A) x (R) x (C) For natural gas projects estimate enter your own values for Annual Savings and provide documentation.

Electric Simple Payback Period =  $\frac{\text{Electric Aggregate Measure Cost}}{\text{Aggregate Annual kWh Saved x Current Energy Cost}}$  Gas Simple Payback Period =  $\frac{\text{Gas Aggregate Measure Cost}}{\text{Aggregate Annual Mcf Saved x Current Energy Cost}}$

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

### IMPORTANT NOTES:

\*\* The **Simple Payback Period** listed at the bottom of this worksheet is only a guide. It does not take into account the **Total Awarded Incentive** for other energy incentives (see for example page 32) that may be available. It also does not take into account the **Net Present Value** of the energy savings. For more information, see the **Net Present Value** worksheet.

\*\* **Total Awarded Incentives** for each utility are capped at no more than 50% of the **Total Measure Cost**. If the utility does not qualify for an incentive, the other utility is capped at no more than 50% of the **Aggregate Measure Cost** for that utility.

If you require assistance completing this worksheet, contact our customer support.

dteenergy.com/savenow

34

VI: 12/01/17

81

# 2018 Program Changes



**DTE Energy**  
Know Your Own Power®

## DLC Lighting

### NEW

- Non-DLC Lighting?
  - If lighting is from a category not listed by DLC, submit a **Non-DLC Category Product Approval Form** for review
    - Requires engineer's approval
    - Requires manager's approval

**ENERGY EFFICIENCY PROGRAM FOR BUSINESS** 

**Non-DLC FORM** **Non-DLC Category Product Approval Form**

**Use this form if your project includes non-DLC lighting that meets our evaluation criteria**

Effective Dec. 1, 2017, lighting not listed by the DesignLights Consortium® (DLC) no longer qualifies for Prescriptive and Custom Applications. However, such lighting **may** be approved for incentives if it meets two criteria:

1. The product does not fall into a **category** listed on the DLC website
2. The Program Team determines that the product meets DLC performance criteria.

To receive DLC incentives, applicants must:

1. Ensure the equipment is listed on the DLC website: [designlights.org/QPL](http://designlights.org/QPL)
2. Enter the Product I.D. for that equipment in the appropriate field on the Prescriptive worksheet and/or enter it in the "After Retrofit" field on the Custom worksheet for each installed item.
3. If lighting being used in a project does not fall within a category listed by the DLC and meets DLC performance criteria, the applicant must use this form to have the equipment evaluated for incentive award.  
• You must complete this form for each equipment type and submit it with your Reservation Application.
4. Lighting that fails to meet DLC performance criteria is ineligible for DTE incentives.

These LED products are **not** eligible for incentives through the **Energy Efficiency Program for Business**:

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

**The following information is required to review an Application that contains non-DLC listed LED products that meet our Program eligibility criteria:**

**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)
- IES-LM-79-08 testing report from an accredited laboratory (see DLC website for more information)
- UL/CUL/ETL 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** Reviewer OK: \_\_\_\_\_ Date: \_\_\_\_\_ Manager OK: \_\_\_\_\_ Date: \_\_\_\_\_

**Contact Us**

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

e-mail: **saveenergy@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.  
Non-DLC Category Product Approval Form V1:12/1/2017

## DTA Requirements

**NEW**



To become a Designated Trade Ally, a contractor must meet the following requirements:

- Attend an annual training session
- Submit a signed Designated Trade Ally participation agreement, along with a signed copy of the company's W-9 (W-9 must have a physical address of business; a P.O. Box will not be accepted)
- Submit at least one paid Application per Program Year

Once a contractor completes Designated Trade Ally training **and** submits at least one paid application, they will enter a three-month probationary period. Once the three-month probationary period is met, a contractor will be given Designated Trade Ally status. The Program reserves the right to remove contractors from Designated Trade Ally status should any issues arise with the company.


Existing 2017 Designated Trade Allies will be grandfathered into the Program and be eligible for third-party payment until 2018, at which time they must renew their status. At that time, as long as they have attended training for the 2018 Program Year, and have submitted one paid Application, they will renew their Designated Trade Ally status. They will NOT be required to wait the three-month probationary period to renew their status.

***More on this in the training section***

## Third-Party Payments - Contractors

### NEW

- Only DTAs can receive incentives
- Change in form/procedure



**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.

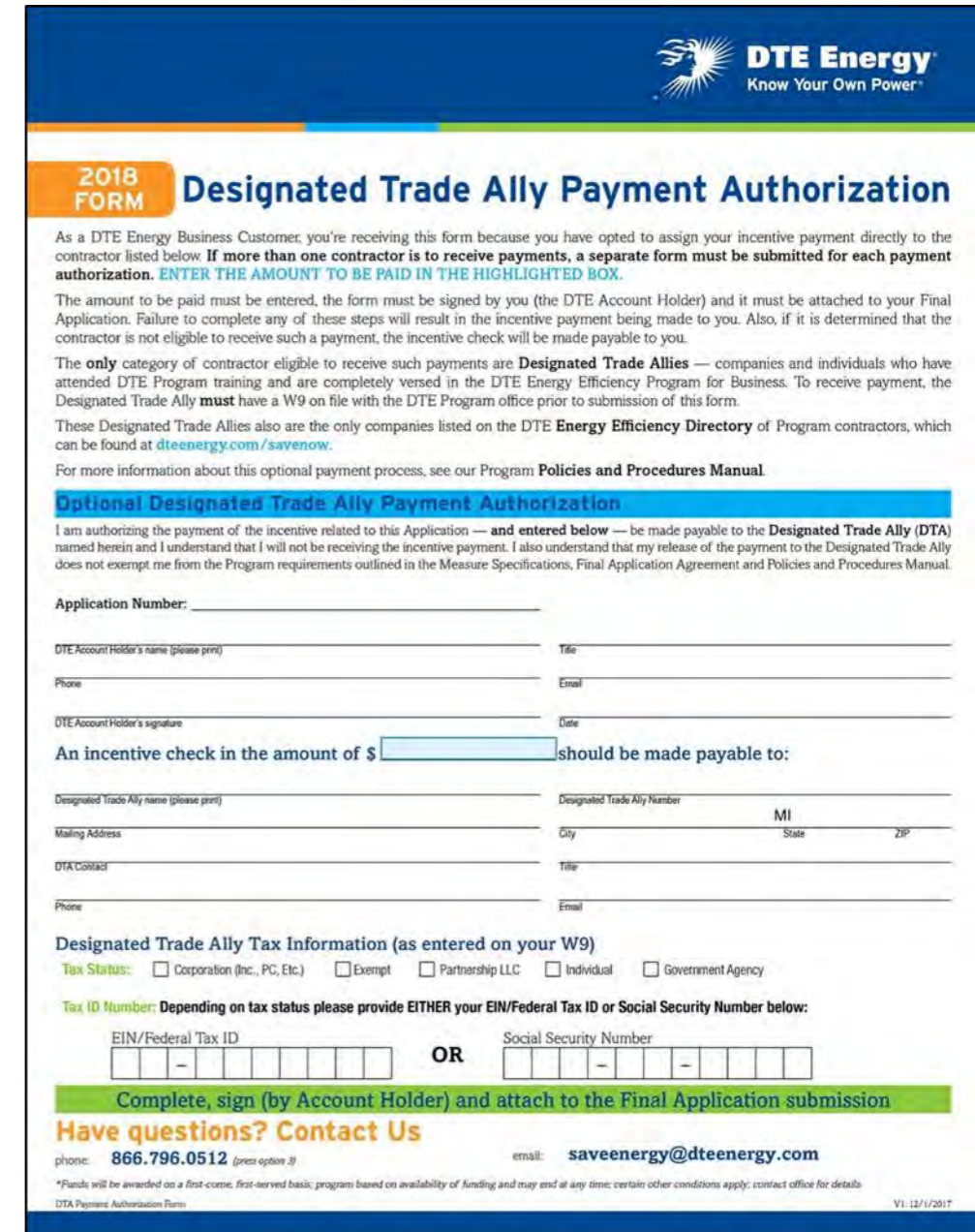
If you are in a landlord/tenant situation, contact our office for information about the third-party payment option.

## Third-Party Payments - Contractors

### One form\* per DTA

- If more than one DTA is to be paid, each must give customer a separate form
- Fill in the amount to be paid to the DTA
- If DTA becomes ineligible, customer is paid

*\*The form will **not** be posted; a DTA must get it from an Outreach Energy Advisor*



**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.

These 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/saveenergy](http://dteenergy.com/saveenergy).

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 \_\_\_\_\_ MI \_\_\_\_\_

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  

**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 V1: 12/1/2017

## Third-Party Payments – Landlord/Tenant

### NEW

- Tenants can receive incentives
- New form/procedure

**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.

If you are in a landlord/tenant situation, contact our office for information about the third-party payment option.

# Tenant drives the process

- # ENERGY EFFICIENCY PROGRAM FOR BUSINESS
- 
- DTE Energy**  
Know Your Own Power™
- 2018  
FORM**
- ## Tenant 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 Tenant listed below.
- The form must be completed, the amount to be paid must be entered and the form must be signed by you (the DTE Account Holder). It **must** be attached to your Final Application — or within 5 business days of Application submission. Failure to complete any of these steps will result in the incentive payment being made payable to you, the DTE Account Holder.
- Also, if it is determined that the tenant is not eligible to receive such a payment, the incentive check will be made payable to you.
- To receive payment, the tenant **must** submit its company's W9 to the DTE Program office with this form. For more information about this optional payment process, see our Program **Policies and Procedures Manual**.
- ### Optional Landlord Payment Authorization to a Tenant
- I am authorizing the payment of the incentive related to this Application — **and entered below** — be made payable to the **Tenant** 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 Tenant 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 \_\_\_\_\_
- Account Holder's 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
- \_\_\_\_ - \_\_\_\_ - \_\_\_\_ - \_\_\_\_ - \_\_\_\_ - \_\_\_\_
- I authorize my incentive check to be made payable to:**
- Tenant name (please print) \_\_\_\_\_
- Tenant Contact/Title \_\_\_\_\_
- Mailing Address \_\_\_\_\_
- Phone \_\_\_\_\_
- City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_
- Email \_\_\_\_\_
- Tenant Tax Information (as entered on your W9 - which must be attached to this form)**
- 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
- \_\_\_\_ - \_\_\_\_ - \_\_\_\_ - \_\_\_\_ - \_\_\_\_ - \_\_\_\_
- 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**
- \*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.
- Landlord/Tenant Payment Authorization Form
- VI-12/1/2017

89



# 2018 Supplemental Documents

## Download these at [dtetradeally.com](http://dtetradeally.com):

- DLC Lighting Fact Sheet (PDF)
- Non-DLC Product Approval Form (PDF)
- Project Invoice Summary (Excel)
- Boiler/Furnace Addendum (PDF)
- Lighting schedule (Excel)
- Compressed Air Data Summary (Excel)
- Baseline Wattage Fact Sheet (PDF)
- Custom Incentive Calculation Plan (Excel)
- Steam Trap Survey Summary (Excel)
- Custom MV Form Sample (PDF)

# ENERGY EFFICIENCY PROGRAM FOR BUSINESS



**DTE Energy**<sup>®</sup>  
Know Your Own Power<sup>®</sup>

Break



## John Adams

### Outreach Lead



# Completing the Application

# Completing the Application



## Getting Started

Use our checklists to walk you through the steps:

- Required information
  - Customer/contractor info
  - Specifications/invoices

**Prescriptive and Custom Incentive Application Checklist**

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

Application Number (if known) 60123

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

**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

**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
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- ☒ 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 07/20/2017

Actual Completion Date\*\*\* 07/19/2017

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

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 VI: 12/01/17

## Getting Started

### Use our checklists to walk you through the steps:

- Signature:
  - Make sure the Customer reads the Agreement (no surprises)
  - To be signed by the Customer (no exceptions)
  - Not to be signed until the project is completed
    - ✓ Do **not** have the Customer sign a blank Application

#### 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
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- ☐ Insulation ..... 28
- ☐ Process Gas ..... 28
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- ☐ 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

## Getting Started

**Use our checklists to walk you through the steps:**

- Worksheets:
  - Simply indicate which types of incentives are you're applying for
  - ✓ This helps us expedite processing

### 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
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- ☐ 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

# Completing the Application



## Getting Started

### Tell us more about:

#### 1. Who to contact

- We'll have questions

#### 2. How the Customer learned about the program

- Help us improve our communications

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### Incentive Application

**Important:** Please read the terms and conditions on the Final Application Agreement before signing and submitting this Application. You must complete ALL information requested below and provide the required additional documentation to avoid delays in reservation or payment processing.

**1** Who should we call with questions on the Application? ☐ Customer ☒ Contractor

**2** How did you learn about this Incentive Program? ☐ Mailing ☐ Meeting ☐ Email ☐ Website ☐ Other \_\_\_\_\_  
☐ Bill Insert ☒ Trade Ally/Contractor ☐ Print/TV Advertising ☐ Account Manager ☐ Michigan Saves

#### Customer Information

**Primary Building Type (please select one)**

<input type="checkbox"/> Assembly Hall	<input type="checkbox"/> Industry	<b>Food Service</b>	<b>Office Space</b>
<input type="checkbox"/> Auto Repair	<input type="checkbox"/> Warehouse	<input type="checkbox"/> Fast Food Restaurant	<input type="checkbox"/> Large Office
<input type="checkbox"/> Biotech	<b>Education</b>	<input type="checkbox"/> Full Service Restaurant	<input type="checkbox"/> Small Office
<input type="checkbox"/> Data Center	<input type="checkbox"/> Primary School	<b>Lodging</b>	<b>Retail Space</b>
<input type="checkbox"/> Greenhouse	<input type="checkbox"/> High School	<input type="checkbox"/> Hotel	<input type="checkbox"/> Big Box Retail
<input type="checkbox"/> Hospital	<input type="checkbox"/> College/University	<input type="checkbox"/> Motel	<input type="checkbox"/> Small Retail

Name of Applicant's Business JXF Construction Project or Building Name (If Applicable) Bldg A LED Upgrade

Natural Gas Provider ☒ DTE Energy ☐ Consumers Energy ☐ Other \_\_\_\_\_  
Electricity Provider ☒ DTE Energy ☐ Consumers Energy ☐ Other \_\_\_\_\_

DTE Energy Gas Account Number (at Project location) 1 0 0 0 1 2 3 4 5 6 7 8  
DTE Energy Electric Account Number (at Project location) 9 1 0 0 1 2 3 4 5 6 7 8

Name as it appears on DTE Energy bill JXF Construction LLC

Name of Contact Person Robert Hemingway Title of Contact Person President

Contact Phone # (313) 555-4567 Contact Fax # (313) 123-4568

Contact Email Address R.Hemingway@JXFConstruction.com

Mailing Address 1000 Training Lane City Detroit State MI ZIP 48223  
Installation Address 1000 Training Lane City Detroit State MI ZIP 48223

#### Customer Tax Information (as entered on 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 0 1 - 2 3 4 5 6 7 8 **OR** Social Security Number     -    -    

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# Completing the Application



## Getting Started

Tell us more about:

### 3. The project type

- This information must be reported to DTE Energy

**Incentive Application**  
**Important:** Please read the terms and conditions on the Final Application Agreement before signing and submitting this Application. You must complete ALL information requested below and provide the required additional documentation to avoid delays in reservation or payment processing.

Who should we call with questions on the Application? ☐ Customer ☒ Contractor

How did you learn about this Incentive Program? ☐ Mailing ☐ Meeting ☐ Email ☐ Website ☐ Other \_\_\_\_\_  
☐ Bill Insert ☒ Trade Ally/Contractor ☐ Print/TV Advertising ☐ Account Manager ☐ Michigan Saves

**3 Customer Information**

Primary Building Type (please select one)

<input type="checkbox"/> Assembly Hall	<input type="checkbox"/> Industry	<input type="checkbox"/> Food Service	<input type="checkbox"/> Office Space
<input type="checkbox"/> Auto Repair	<input type="checkbox"/> Warehouse	<input type="checkbox"/> Fast Food Restaurant	<input type="checkbox"/> Large Office
<input type="checkbox"/> Biotech	<input type="checkbox"/> Education	<input type="checkbox"/> Full Service Restaurant	<input type="checkbox"/> Small Office
<input type="checkbox"/> Data Center	<input type="checkbox"/> Primary School	<input type="checkbox"/> Lodging	<input type="checkbox"/> Retail Space
<input type="checkbox"/> Greenhouse	<input type="checkbox"/> High School	<input type="checkbox"/> Hotel	<input type="checkbox"/> Big Box Retail
<input type="checkbox"/> Hospital	<input type="checkbox"/> College/University	<input type="checkbox"/> Motel	<input type="checkbox"/> Small Retail

Name of Applicant's Business JXF Construction Project or Building Name (If Applicable) Bldg A LED Upgrade

Natural Gas Provider ☒ DTE Energy ☐ Consumers Energy ☐ Other \_\_\_\_\_  
Electricity Provider ☒ DTE Energy ☐ Consumers Energy ☐ Other \_\_\_\_\_

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# Completing the Application



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## Getting Started

### Tell us more about: 4. The Customer

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### Incentive Application

**Important:** Please read the terms and conditions on the Final Application Agreement before signing and submitting this Application. You must complete ALL information requested below and provide the required additional documentation to avoid delays in reservation or payment processing.

Who should we call with questions on the Application? ☐ Customer ☒ Contractor

How did you learn about this Incentive Program? ☐ Mailing ☐ Meeting ☐ Email ☐ Website ☐ Other \_\_\_\_\_  
☐ Bill Insert ☒ Trade Ally/Contractor ☐ Print/TV Advertising ☐ Account Manager ☐ Michigan Saves

#### Customer Information

Primary Building Type (please select one)

<input type="checkbox"/> Assembly Hall	<input type="checkbox"/> Industry	<b>Food Service</b>	<b>Office Space</b>
<input type="checkbox"/> Auto Repair	<input type="checkbox"/> Warehouse	<input type="checkbox"/> Fast Food Restaurant	<input type="checkbox"/> Large Office
<input type="checkbox"/> Biotech	<b>Education</b>	<input type="checkbox"/> Full Service Restaurant	<input type="checkbox"/> Small Office
<input type="checkbox"/> Data Center	<input type="checkbox"/> Primary School	<b>Lodging</b>	<b>Retail Space</b>
<input type="checkbox"/> Greenhouse	<input type="checkbox"/> High School	<input type="checkbox"/> Hotel	<input type="checkbox"/> Big Box Retail
<input type="checkbox"/> Hospital	<input type="checkbox"/> College/University	<input type="checkbox"/> Motel	<input type="checkbox"/> Small Retail

4 Name of Applicant's Business JXF Construction Project or Building Name (If Applicable) Bldg A LED Upgrade

Natural Gas Provider ☒ DTE Energy ☐ Consumers Energy ☐ Other \_\_\_\_\_  
Electricity Provider ☒ DTE Energy ☐ Consumers Energy ☐ Other \_\_\_\_\_

DTE Energy Gas Account Number (at Project location) 

1	0	0	0	1	2	3	4	5	6	7	8
---	---	---	---	---	---	---	---	---	---	---	---

DTE Energy Electric Account Number (at Project location) 

9	1	0	0	1	2	3	4	5	6	7	8
---	---	---	---	---	---	---	---	---	---	---	---

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

EIN/Federal Tax ID 

0	1	-	2	3	4	5	6	7	8
---	---	---	---	---	---	---	---	---	---

**OR** Social Security Number 

		-		-					
--	--	---	--	---	--	--	--	--	--

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# Completing the Application



## Getting Started

Tell us more about:

### 5. The Customer

- We must know the business type and EIN or SSN number

**Incentive Application**  
**Important:** Please read the terms and conditions on the Final Application Agreement before signing and submitting this Application. You must complete ALL information requested below and provide the required additional documentation to avoid delays in reservation or payment processing.

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How did you learn about this Incentive Program? ☐ Mailing ☐ Meeting ☐ Email ☐ Website ☐ Other \_\_\_\_\_  
☐ Bill Insert ☒ Trade Ally/Contractor ☐ Print/TV Advertising ☐ Account Manager ☐ Michigan Saves

**Customer Information**

Primary Building Type (please select one)

<input type="checkbox"/> Assembly Hall	<input type="checkbox"/> Industry	<b>Food Service</b>	<b>Office Space</b>
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# Completing the Application



**DTE Energy**  
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## Getting Started

### About the W9:

- Make sure we have it on file
- Attach it to your Reservation Application to further streamline processing

**Form W-9**  
(Rev. December 2014)  
Department of the Treasury  
Internal Revenue Service

**Request for Taxpayer Identification Number and Certification**

Give Form to the requester. Do not send to the IRS.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
BUSINESS NAME (if using Employer ID number) or Individual Name (if using Social Security number) AS SHOWN ON INCOME TAX RETURN

2 Business name/disregarded entity name, if different from above  
DBA (Doing Business As) Name - If Applicable

3 Check appropriate box for federal tax classification; check only one of the following seven boxes:  
☐ Individual/sole proprietor or single-member LLC  
☐ C Corporation  
☐ S Corporation  
☐ Partnership  
☐ Trust/estate  
☐ Limited liability company. Enter the tax classification (C=S corporation, S=S corporation, P=partnership) ▶  
**Note.** For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.  
☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  
Exempt payee code (if any)  
Exemption from FATCA reporting code (if any)  
(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) Requester's name and address (optional)

6 City, state, and ZIP code

7 Last account number(s) here (optional)

**Part I Taxpayer Identification Number (TIN)**  
Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.  
**Note.** If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number  
or  
Employer identification number

**Part II Certification**  
Under penalties of perjury, I certify that:  
1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and  
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and  
3. I am a U.S. citizen or other U.S. person (defined below); and  
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.  
**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here Signature of U.S. person ▶ Date ▶

**General Instructions**  
Section references are to the Internal Revenue Code unless otherwise noted.  
**Future developments.** Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at [www.irs.gov/w9](http://www.irs.gov/w9).  
**Purpose of Form**  
An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:  
• Form 1099-INT (interest earned or paid)  
• Form 1099-DIV (dividends, including those from stocks or mutual funds)  
• Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)  
• Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)  
• Form 1099-S (proceeds from real estate transactions)  
• Form 1099-K (merchant card and third party network transactions)  
• Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)  
• Form 1099-C (canceled debt)  
• Form 1099-A (acquisition or abandonment of secured property)  
Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.  
If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.  
By signing the filled-out form, you:  
1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued).  
2. Certify that you are not subject to backup withholding, or  
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and  
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

Form W-9 (Rev. 12-2014)



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# Tell us more about you:

## 6. Who are you?

109

# Completing the Application



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## Incentives

### About the summary page:

Measure Category	Prescriptive Total (A)	Custom Total (B)	Ag Total (C)	
Lighting	\$4,681.72	\$2,952.82		
Lighting Power Density				
HVAC – Electric				
Misc. Electric				
Process Electric				
Food Service – Electric				
HVAC – Gas	\$3,500.00			
Hot Water & Laundry				
Insulation				
Process Gas				
Boiler/Furnace Tune-Ups				
Food Service – Gas				
Farm Energy Audit				
<b>Subtotals</b>	<b>\$8,181.72</b>	<b>\$2,952.82</b>		<b>\$11,134.54</b>
LEED Design Review				
LEED Whole Building				
<b>Incentive Subtotal</b>				<b>\$11,134.54</b>
<b>Other Special Offers</b>				
Other Special Offer – Code:				
Other Special Offer – Code:				
Other Special Offer – Code:				
<b>Total Incentives Requested</b>				<b>\$11,134.54</b>

# Completing the Application



**DTE Energy**  
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## Incentives

### Prescriptive lighting

#### Lighting Incentive Worksheet

#### ENERGY STAR® Incandescent/Halogen/CFL to LED

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
LL-3	LED Recessed Down Light Fixture	\$7.00	Fixture		

#### DLC-listed Interior Low Bay LED Fixtures (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 (A x (B - C) / 1000) = (D)	Incentive \$/kW Reduced (E)	Total Incentive (D x E)
EX	4L 4'T12 to 2L 4' LED		5	112	50	.31	\$145.00	\$44.95
L-1D	2L 3' T8 to 2L 3' LED	PXW2U1TT	35	58.000	30.000	0.980	\$145.00	\$142.10
L-2D	3L 4' T8 to 3L 4' LED	PXW2U1TT	36	85.000	45.000	1.440	\$145.00	\$208.80
L-3D	4L 4' T8 to 4L 4' LED	PXW2U1TT	33	112.000	60.000	1.716	\$145.00	\$248.82
L-4D							\$145.00	
L-5D							\$145.00	
L-6D							\$145.00	
L-7D							\$145.00	

**IMPORTANT NOTE:** Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.

**Lighting Incentive Worksheet**

ENERGY STAR® Incandescent/Halogen/CFL to LED

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
LL-3	LED Recessed Down Light Fixture	\$7.00	Fixture		

DLC-listed Interior Low Bay LED Fixtures (Reservation Application Required)

**NOTE:** Screw-in lighting is not eligible for any Prescriptive incentives; see the Policies & Procedures Manual for details.

# Completing the Application



**DTE Energy**  
Know Your Own Power®

## Incentives

### Prescriptive lighting

**IMPORTANT NOTE:** Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.

**Lighting Incentive Worksheet (continued)**

**NOTE:** Screw-in lighting is not eligible for any Prescriptive Incentives; see the Policies & Procedures Manual for details.

**DLC-listed Interior High Bay LED Fixtures (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	\$225.00	\$230.63
LL-17D							\$225.00	
LL-18D							\$225.00	
LL-19D							\$225.00	
LL-73D							\$225.00	
LL-74D							\$225.00	
LL-75D							\$225.00	

### 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	2L 4' T8 to 2L 4' LED	P9HFYCVY	1	58	36	0.022	\$400.00	\$8.80
LL-79D	4L 4' T8 to 4L 4' LED	PXW2U1TT	29	112	60	1.508	\$400.00	\$603.20
LL-80D	6L 4' T8 to 6L 4' LED	P9HFYCVY	29	174	108	1.914	\$400.00	\$765.60
LL-81D	8L 4' T8 to 8L 4' LED	P9HFYCVY	47	232	144	4.136	\$400.00	\$1,654.40
LL-82D							\$400.00	
LL-83D							\$400.00	

Subtotal Lighting Incentives - Page 2

**\$3,032.00**

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9

V1: 12/01/17

# Completing the Application



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## Incentives

### Prescriptive lighting

#### Lighting Incentive Worksheet (continued)

##### DLC-listed Exterior or Garage HID to LED Lighting Retrofit (annual operating hours less than 8,760)

Ref #	Equipment Type (DLC Listed)*	DLC Product ID	Incentive	Unit	# of Units	Total Incentive
LL-20D	LED replacing	50 to <150W HID	PUUQCK2E	Fixture	17	\$170.00
LL-21D		150 to < 250W HID		Fixture		
LL-22D		250 to 500W HID	P7KSSTJM	Fixture	22	\$880.00
LL-84D		>500W HID**		Fixture		

**IMPORTANT NOTE:** Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.



#### Lighting Incentive Worksheet (continued)

**NOTE:** Screw-in lighting is not eligible for any Prescriptive incentives; see the Policies & Procedures Manual for details.

##### DLC-listed Exterior or Garage HID to LED Lighting Retrofit (annual operating hours less than 8,760)

Ref #	Equipment Type (DLC Listed)*	DLC Product ID	Incentive	Unit	# of Units	Total Incentive
LL-20D	LED replacing	50 to <150W HID	PUUQCK2E	Fixture	17	\$170.00
LL-21D		150 to < 250W HID		Fixture		
LL-22D		250 to 500W HID	P7KSSTJM	Fixture	22	\$880.00
LL-84D		>500W HID**		Fixture		

##### DLC-listed Exterior or Garage HID to LED Lighting Retrofit (annual operating hours equal to 8,760)

Ref #	Equipment Type (DLC Listed)*	DLC Product ID	Incentive	Unit	# of Units	Total Incentive
LL-23D	LED replacing	50 to < 150W HID		Fixture		
LL-24D		150 to <250W HID		Fixture		
LL-25D		250 to 500W HID		Fixture		
LL-85D		>500W HID**		Fixture		

\*Specification sheets are encouraged to be attached to the Reservation Application for all DLC lighting measures. They **must** be attached to the Final Application.

\*\* Reservation Required.

**NOTE:** Screw-in lighting is not eligible for any Prescriptive incentives; see the Policies & Procedures Manual for details.

Subtotal Lighting Incentives – Page 3

All Measures

**\$1,050.00**

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10

VI: 12/01/17

# Completing the Application



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## Incentives

### Prescriptive lighting

- The total for lighting appears on **Page 11**
- This auto-populates the **Summary Page**

**IMPORTANT NOTE:** Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.

**DTE Energy**  
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### Lighting Incentive Worksheet (continued)

#### Controls

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
LQ-1	Interior Occupancy Sensors	≤ 500 Watts Controlled	Sensor		
LQ-2		> 500 Watts Controlled	Sensor		
LQ-3	Interior Central Lighting Control	\$455.00	10,000 Sq. Ft.		
LQ-4	Interior Switching Controls for Multilevel Lighting	\$330.00	10,000 Sq. Ft.		
LQ-5	Interior Daylight Sensor Controls	\$0.04	Watt Controlled		
LQ-6	Combination Occupancy and Daylight Sensor Controls	≤ 500 Watts Controlled	Sensor		
LQ-7		> 500 Watts Controlled	Sensor		
LQ-8	Stairwell Bi-Level Lighting Controls (Reservation required)	\$265.00	kW Controlled		
LQ-9	Exterior HID Lighting Bi-Level Control w/Override, 150W to 1000W HID	\$40.00	Fixture		
LQ-10	Exterior Multi-Step Dimming Timing Controls	\$0.05	Watt Controlled		
LQ-13	Exterior LED Lighting Bi-Level Controls	\$25.00	Fixture		
LQ-14	Garage LED Lighting Bi-level Controls	\$20.00	Fixture		
LQ-15	Garage LED Lighting Bi-level Controls w/Photocell	\$50.00	Fixture		

**NOTE:** Incentives are available for only one lighting control measure for a given space.

#### Daylighting

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
LQ-11	Tubular Skylights (Light Tubes)	\$15.00	Tube		

#### Food Service Lighting

Ref #	Equipment Type (DLC Listed)*	DLC Product ID	Incentive	Unit	# of Units	Total Incentive
LL-32D	LED Refrigerated Case Door Lighting		\$25.00	Door		

Ref #	Equipment Type (Standard)	Incentive	Unit	# of Units	Total Incentive
LL-33	Occupancy Sensors for LED Refrigerated Case Lighting	\$10.00	Door		

**NOTE:** The incentives for LL-32 and LL-33 cannot be combined with incentives for Refrigeration savings due to lighting wattage reductions. (See Page 24).  
\*Specification sheets are encouraged to be attached to the Reservation Application for all DLC lighting measures. They **must** be attached to the Final Application.

Subtotal Lighting Incentives – Page 4

Total Lighting Incentives

All Measures  
\$4,681.72

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**IMPORTANT NOTE:** Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.

## Lighting Incentive Worksheet (continued)

### Controls

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
LO-1	Interior Occupancy Sensors	≤ 500 Watts Controlled	\$15.00	Sensor	
LO-2		> 500 Watts Controlled	\$40.00	Sensor	
LO-3	Interior Central Lighting Control	\$455.00	10,000 Sq. Ft.		
LO-4	Interior Switching Controls for Multilevel Lighting	\$330.00	10,000 Sq. Ft.		
✕ LO-5	Interior Daylight Sensor Controls	\$0.04	Watt Controlled		
LO-6	Combination Occupancy and Daylight Sensor Controls	≤ 500 Watts Controlled	\$20.00	Sensor	
LO-7		> 500 Watts Controlled	\$50.00	Sensor	
LO-8	Stairwell Bi-Level Lighting Controls (Reservation required)	\$265.00	kW Controlled		
LO-9	Exterior HID Lighting Bi-level Control w/Override, 150W to 1000W HID	\$40.00	Fixture		
LO-10	Exterior Multi-Step Dimming Timing Controls	\$0.05	Watt Controlled		
✕ LO-13	Exterior LED Lighting Bi-level Controls	\$25.00	Fixture		
✕ LO-14	Garage LED Lighting Bi-level Controls	\$20.00	Fixture		
✕ LO-15	Garage LED Lighting Bi-level Controls w/Photocell	\$50.00	Fixture		

**NOTE:** Incentives are available for only one lighting control measure for a given space.

### Daylighting

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
✕ LO-11	Tubular Skylights (Light Tubes)	\$15.00	Tube		

### Food Service Lighting

	Equipment Type (DLC Listed)*	DLC Product ID				
✖	LL-32D	LED Refrigerated Case Door Lighting		\$25.00	Door	
	Ref #	Equipment Type (Standard)	Incentive	Unit	# of Units	Total Incentive
✖	LL-33	Occupancy Sensors for LED Refrigerated Case Lighting		\$10.00	Door	

**NOTE:** The incentives for LL-32 and LL-33 cannot be combined with incentives for Refrigeration savings due to lighting wattage reductions. (See Page 24).

\*Specification sheets are encouraged to be attached to the Reservation Application for all DLC lighting measures. They **must** be attached to the Final Application.

Subtotal Lighting Incentives – Page 4

Total Lighting Incentives

All Measures

\$4,681.72

# Completing the Application



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## Incentives

### Prescriptive HVAC

#### HVAC Gas Incentive Worksheet

##### Boilers and Furnaces

Ref #	Equipment Type		Incentive	Unit	# of Units	Total Incentive
HG-1	Boiler Modulating Burner Control Retrofit		\$0.20	Input MBH		
HG-2	Boiler Water Reset Control Retrofit		\$0.25	Input MBH		
HG-3	High Efficiency Furnace/ Unit Heater	95% Efficient	\$0.85	Input MBH		
HG-4		92% Efficient	\$0.70	Input MBH		
HG-5	High Efficiency Boilers (Space Heating)		\$0.70	Input MBH	5,000	\$3,500.00
HG-6	Leaking Steam Trap Repair or Replacement		\$100.00	Trap		
HG-41	Steam Trap Monitoring System- Space Heating		\$15.00	Trap		
HG-32	Boiler O <sub>2</sub> Trim Control		\$0.10	Input MBH		
HG-33	Linkageless Boiler Control		\$0.15	Input MBH		
HG-34	Boiler Linkageless Controls and O <sub>2</sub> Trim Control		\$0.20	Input MBH		
HG-38	Boiler Stack Economizer	80°F – <120°F Reduction	\$0.10	Input MBH		
HG-39		≥120° – <200°F Reduction	\$0.15	Input MBH		
HG-40		≥200° Reduction	\$0.25	Input MBH		



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IMPORTANT NOTE: Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.

#### HVAC Gas Incentive Worksheet

##### Boilers and Furnaces

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
HG-1	Boiler Modulating Burner Control Retrofit	\$0.20	Input MBH		
HG-2	Boiler Water Reset Control Retrofit	\$0.25	Input MBH		
HG-3	High Efficiency Furnace/ Unit Heater	95% Efficient	Input MBH		
HG-4		92% Efficient	Input MBH		
HG-5	High Efficiency Boilers (Space Heating)		Input MBH	5,000	\$3,500.00
HG-6	Leaking Steam Trap Repair or Replacement		Trap		
HG-41	Steam Trap Monitoring System- Space Heating		Trap		
HG-32	Boiler O <sub>2</sub> Trim Control		Input MBH		
HG-33	Linkageless Boiler Control		Input MBH		
HG-34	Boiler Linkageless Controls and O <sub>2</sub> Trim Control		Input MBH		
HG-38	Boiler Stack Economizer	80°F – <120°F Reduction	Input MBH		
HG-39		≥120° – <200°F Reduction	Input MBH		
HG-40		≥200° Reduction	Input MBH		

# Completing the Application



**DTE Energy**  
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## Incentives

### Prescriptive HVAC

- The total for HVAC appears on **Page 26**
- This auto-populates the **Summary Page**

**IMPORTANT NOTE:** Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.

**DTE Energy**  
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### HVAC Gas Incentive Worksheet

#### HVAC Controls

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
HG-15	Demand Controlled Ventilation CO <sub>2</sub> Sensor-based (\$0.012 per Sq. Ft.)	\$25.00	1,000 Sq. Ft.		
HG-16	w/CV Chilled Water System	\$25.00	1,000 Sq. Ft.		
HG-17	HVAC Occupancy Sensor	\$15.00	1,000 Sq. Ft.		
HG-18	w/VAV Chilled Water System	\$25.00	Room		
HG-19	Hotel Guestroom Energy Management Control (Gas Heat)	\$100.00	1,000 Sq. Ft.		

Select the HVAC system in operation at the project site (ask your contractor for assistance)

<input type="checkbox"/> AC with gas heat	<input type="checkbox"/> CV reheat no econ with Gas Engine Chiller	<input type="checkbox"/> PTAC-HP
<input type="checkbox"/> Air source heat pump	<input type="checkbox"/> CV reheat no econ with Water Cooled Chiller	<input type="checkbox"/> Refrigeration
<input type="checkbox"/> CV reheat econ with Air Cooled Chiller	<input type="checkbox"/> Gas heat only	<input type="checkbox"/> VAV reheat econ with Air Cooled Chiller
<input type="checkbox"/> CV reheat econ with Gas Engine Chiller	<input type="checkbox"/> Ground source heat pump	<input type="checkbox"/> VAV reheat econ with Gas Engine Chiller
<input type="checkbox"/> CV reheat econ with Water Cooled Chiller	<input type="checkbox"/> MZS no econ with Air Cooled Chiller	<input type="checkbox"/> VAV reheat econ with Water Cooled Chiller
<input type="checkbox"/> CV reheat no econ with Air Cooled Chiller	<input type="checkbox"/> PTAC	<input type="checkbox"/> Water loop heat pump

Measure Category	Prescriptive Total (A)	Custom Total (B)	Ag Total (C)
Lighting	\$4,681.72	\$2,952.82	
Lighting Power Density			
HVAC – Electric			
Misc. Electric			
Process Electric			
Food Service – Electric			
HVAC – Gas	\$3,500.00		
Hot Water & Laundry			
Insulation			
Process Gas			
Boiler/Furnace Tune-Ups			
Food Service – Gas			
Farm Energy Audit			
<b>Subtotals</b>	<b>\$8,181.72</b>	<b>\$2,952.82</b>	<b>\$11,134.54</b>
LEED Design Review			
LEED Whole Building			
<b>Incentive Subtotal</b>			<b>\$11,134.54</b>
<b>Other Special Offers</b>			
Other Special Offer – Code:			
Other Special Offer – Code:			
Other Special Offer – Code:			
<b>Total Incentives Requested</b>			<b>\$11,134.54</b>

Subtotal HVAC – Gas Incentives – Page 2	All Measures
Total HVAC – Gas Incentives	\$3,500.00

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Measure Category	Prescriptive Total (A)	Custom Total (B)	Ag Total (C)	
Lighting	\$4,681.72	\$2,952.82		
Lighting Power Density				
HVAC – Electric				
Misc. Electric				
Process Electric				
Food Service – Electric				
HVAC – Gas	\$3,500.00			
Hot Water & Laundry				
Insulation				
Process Gas				
Boiler/Furnace Tune-Ups				
Food Service – Gas				
Farm Energy Audit				
Subtotals	\$8,181.72	\$2,952.82		\$11,134.54
LEED Design Review				
LEED Whole Building				
Incentive Subtotal				\$11,134.54
Other Special Offers				
Other Special Offer – Code:				
Other Special Offer – Code:				
Other Special Offer – Code:				
Total Incentives Requested				\$11,134.54

# Completing the Application



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## Incentives

### Lighting:

- Prescriptive or Custom?

IMPORTANT NOTE: Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.

**DTE Energy**  
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**Prescriptive or Custom Incentive Worksheet**  
**Prescriptive or Custom?**  
Where does your lighting project fall?

**Does your lighting project call for a Custom calculation – or does it fall within our Prescriptive measures?**

To answer that question, follow these instructions:

**Step 1:**  
Do the type of fixtures in your project match a Prescriptive measure in our Application?

☒ **No:** Submit it as a Custom measure      ☐ **Yes:** Continue to Step 2.

**Step 2:**

- a. Enter your fixture “Before Retrofit” quantity (the existing condition) in the box below.
- b. Enter your fixture “After Retrofit” quantity (the new condition) in the box below.
- c. Follow the instructions in the orange box.

Enter “Before Retrofit” fixture quantity:	40
Enter “After Retrofit” fixture quantity:	30
Follow these instructions:	Submit as a Custom measure

# Completing the Application



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## Incentives

### Custom Lighting

#### Custom Incentive Worksheet

**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.) Parts Assembly Dept

Description											
Before Retrofit						After Retrofit					
(40) 400w Metal Halides (455w each)						(30) 145w LED Fixtures DLC: P0123456					
455 x 40 / 1000 = 18.2 kW						145 x 30 / 1000 = 4.35 kW					
"Before" hours of operation calculation for this specific equipment						"After" hours of operation calculation for this specific equipment					
Hours/week	82	Weeks/year	51	Non-work days/year	7	Hours/week	82	Weeks/year	51	Non-work days/year	7
Hours used per year (a)		4,264	kW (b)		18.20	Hours used per year (c)		4,264	kW (d)		4.35

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	\$0.10	59,056.40	\$0.05	\$2,952.82	\$9,750.00
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.

**IMPORTANT NOTE:** Use the reference numbers in the left column to identify and mark all related invoices, specification sheets and other documents related to that measure and submitted with this Application.

#### Custom Incentive Worksheet

**NOTE:** Only DLC-listed lighting is eligible for custom incentives. Other conditions and restrictions apply. See the Policies & Procedures Manual for more information.

**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.) Parts Assembly Dept



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You **must** check the appropriate category box for each custom item on this worksheet.

You **must** check the appropriate category box for each custom item on this worksheet.

Elec.	Category	Gas
<input checked="" type="checkbox"/>	Lighting	
<input type="checkbox"/>	HVAC	<input type="checkbox"/>
<input type="checkbox"/>	Miscellaneous	
<input type="checkbox"/>	Process	<input type="checkbox"/>
<input type="checkbox"/>	Food Service	<input type="checkbox"/>
	Hot Water/Laundry	<input type="checkbox"/>
	Insulation	<input type="checkbox"/>

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)

**\$2,952.82**



## Incentives

### Custom Lighting

- Reservations
- DLC lighting
- Location

#### Custom Incentive Worksheet

**NOTE:** Only DLC-listed lighting is eligible for custom incentives. Other conditions and restrictions apply. See the Policies & Procedures Manual for more information.

**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.) Parts Assembly Dept

You **must** check the appropriate category box for each custom item on this worksheet.

## Incentives

### Custom Lighting

- Before Retrofit – be complete
- After Retrofit – be complete

Description	
Before Retrofit	After Retrofit
(40) 400w Metal Halides (455w each)	(30) 145w LED Fixtures DLC: P0123456
$455 \times 40 / 1000 = 18.2 \text{ kW}$	$145 \times 30 / 1000 = 4.35 \text{ kW}$



## Incentives

### Custom Lighting

- Before/After Retrofit
  - Hours/week
  - Weeks/year
  - Non-work days/year
  - Hours used/year
  - kW

"Before" hours of operation calculation for this specific equipment						"After" hours of operation calculation for this specific equipment					
Hours/week	82	Weeks/year	51	Non-work days/year	7	Hours/week	82	Weeks/year	51	Non-work days/year	7
Hours used per year (a)		4,264	kW (b)	18.20		Hours used per year (c)		4,264	kW (d)	4.35	

## Incentives

### Custom Lighting

- Final data entry:
  1. Current energy cost (\$/unit)
  2. Measure cost (for capping)
- Application performs all calculations

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	\$0.10	59,056.40	\$0.05	\$2,952.82	\$9,750.00
Natural Gas	Mcf			\$3.50		

## Incentives

### Custom Lighting

- Final data entry:
  1. Current energy cost (\$/unit)
  2. Measure cost (for capping)
- Application performs all calculations

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

**\$2,952.82**

Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	(\$ per Unit) (B)	Incentive (A x B)	Measure Cost
Electric	kWh	\$0.10	59,056.40	\$0.05	\$2,952.82	\$9,750.00
Natural Gas	Mcf			\$3.50		

...including **Capped Incentive**

## Incentives

### Custom Lighting

- Two last details:
  1. We need to track peak demand

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

## Incentives

### Custom Lighting

- Two last details:
  1. We need to track peak demand
  2. You need to tell us the category

Elec.	Category	Gas
<input checked="" type="checkbox"/>	Lighting	
<input type="checkbox"/>	HVAC	<input type="checkbox"/>
<input type="checkbox"/>	Miscellaneous	
<input type="checkbox"/>	Process	<input type="checkbox"/>
<input type="checkbox"/>	Food Service	<input type="checkbox"/>
	Hot Water/Laundry	<input type="checkbox"/>
	Insulation	<input type="checkbox"/>

# Completing the Application



**DTE Energy**  
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## Incentives

### Custom Lighting

- Auto-populating

Measure Category	Prescriptive Total (A)	Custom Total (B)	Ag Total (C)
Lighting	\$4,681.72	\$2,952.82	
Lighting Power Density			
HVAC – Electric			
Misc. Electric			
Process Electric			
Food Service – Electric			
HVAC – Gas	\$3,500.00		
Hot Water & Laundry			
Insulation			
Process Gas			
Boiler/Furnace Tune-Ups			
Food Service – Gas			
Farm Energy Audit			
<b>Subtotals</b>	<b>\$8,181.72</b>	<b>\$2,952.82</b>	<b>\$11,134.54</b>
LEED Design Review			
LEED Whole Building			
<b>Incentive Subtotal</b>			<b>\$11,134.54</b>
<b>Other Special Offers</b>			
Other Special Offer – Code:			
Other Special Offer – Code:			
Other Special Offer – Code:			
<b>Total Incentives Requested</b>			<b>\$11,134.54</b>

Elec.	Category	Gas
<input checked="" type="checkbox"/>	Lighting	
<input type="checkbox"/>	HVAC	<input type="checkbox"/>
<input type="checkbox"/>	Miscellaneous	
<input type="checkbox"/>	Process	<input type="checkbox"/>
<input type="checkbox"/>	Food Service	<input type="checkbox"/>
	Hot Water/Laundry	<input type="checkbox"/>
	Insulation	<input type="checkbox"/>

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

**\$2,952.82**

## Submitting your Application Reservation

### 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 expected to request, please review your worksheets and the summary page (Page 7).

Total Incentives Requested

\$11,134.54

**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**

# Completing the Application



**DTE Energy**  
Know Your Own Power®

## Submitting your Application Reservation

Measure Category	Prescriptive Total (A)	Custom Total (B)	Ag Total (C)
Lighting	\$4,681.72	\$2,952.82	
Lighting Power Density			
HVAC – Electric			
Misc. Electric			
Process Electric			
Food Service – Electric			
HVAC – Gas	\$3,500.00		
Hot Water & Laundry			
Insulation			
Process Gas			
Boiler/Furnace Tune-Ups			
Food Service – Gas			
Farm Energy Audit			
<b>Subtotals</b>	<b>\$8,181.72</b>	<b>\$2,952.82</b>	<b>\$11,134.54</b>
LEED Design Review			
LEED Whole Building			
<b>Incentive Subtotal</b>			<b>\$11,134.54</b>
<b>Other Special Offers</b>			
Other Special Offer – Code:			
Other Special Offer – Code:			
Other Special Offer – Code:			
<b>Total Incentives Requested</b>			<b>\$11,134.54</b>

### Reservation Application\*

on (Pages 2-4).

Have completed the Reservation Application checklist (Page 2).

Have completed the Customer information (Page 3).

Have completed the Contractor and, if applicable, subcontractor information (Page 4).

Review the worksheets for your project.

If the figure at right does not match the amount you intend to request, please review your reservation application summary page (Page 7).

Total Incentives Requested

**\$11,134.54**

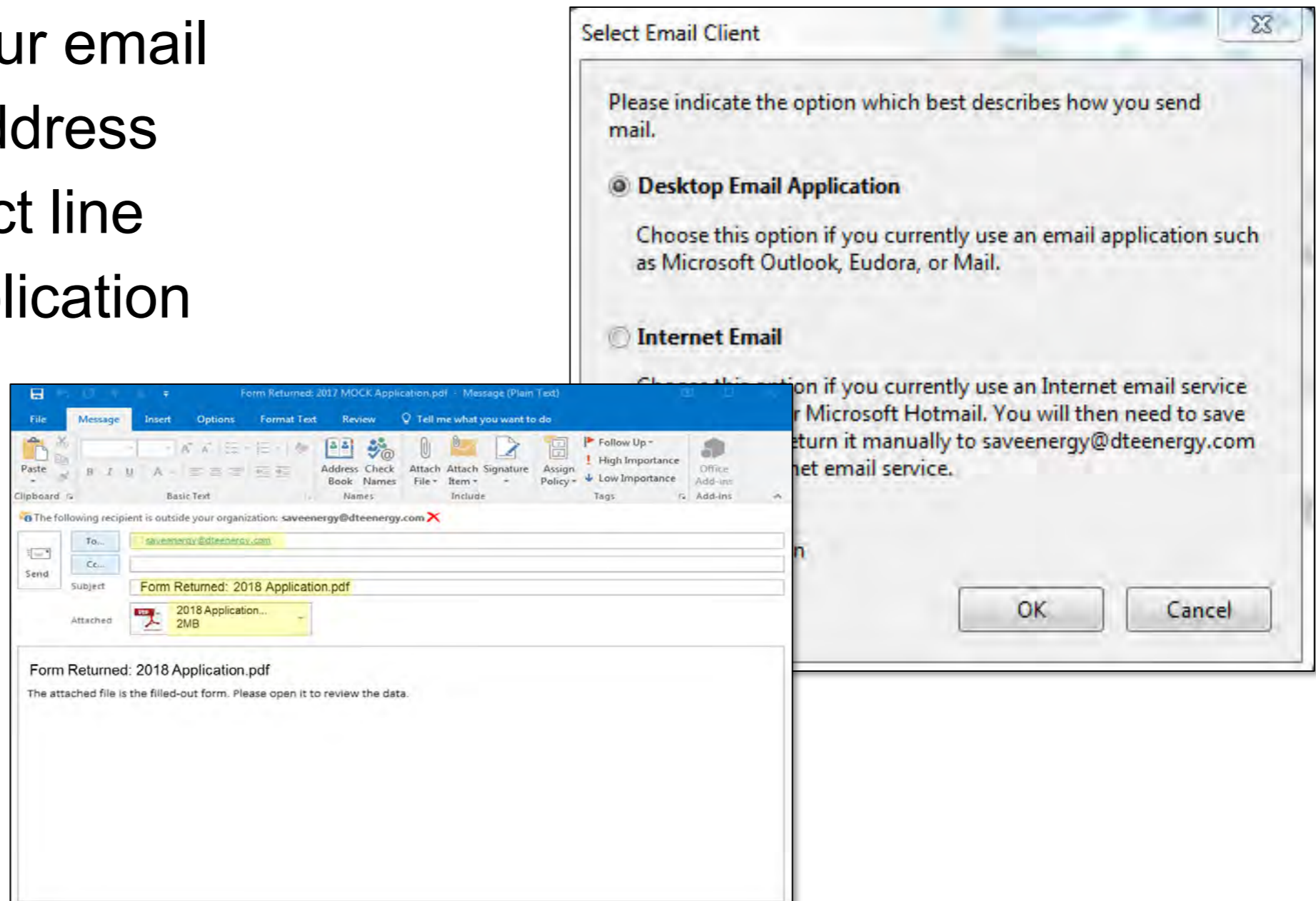
Submit your Application electronically by clicking here

**SUBMIT**

Energy Program for Business

## Submitting your Application

- Launches your email
- Fills in our address
- Enters subject line
- Attaches application



# Completing the Application



**DTE Energy**  
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## Submitting your Application

### Final

- Submit within 60 days of completion
- The Customer must sign Page 7 before submitting

Measure Category	Disincentive Total (A)	Incentive Total (B)	% Total (C)
Lighting	\$4,681.72	\$2,952.82	
Lighting Power Density			
HVAC - Electric			
Misc. Electric			
Process Electric			
Food Service - Electric			
HVAC - Gas	\$3,500.00		
Hot Water & Laundry			
Insulation			
Process Gas			
Boiler/Furnace Tune-Ups			
Boiler Controls - Gas			

### Final Agreement Information and Account Holder Signature

DTE Project Number 60123

Total Project Cost \$42,000.00

Actual Completion Date 07/19/2017

DTE Account Holder Name (print) Robert Hemingway

DTE Account Holder Title President

DTE Account Holder Signature **Robert Hemingway** Digitally signed by Robert Hemingway  
Date: 2017.11.21 10:07:39 -05'00'

Date 07/20/2017

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 Application

### Final



#### To submit your FINAL Application

1. Complete or confirm all 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 expected to request, please review your worksheets and the summary page (Page 7).

Total Incentives Requested

\$11,134.54

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**

# Completing the Application



**DTE Energy**  
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## Submitting your Application

### Final

#### To submit your FINAL Application

1. Complete or confirm all information on Pages 2-4.

Account holder sign Final Application Agreement (Page 7)

relevant worksheets for your project.

figure at right does not match the  
to request, please review your worksheets  
(Page 7).

ation electronically by clicking here

Total Incentives Requested

**\$11,134.54**

**SUBMIT**

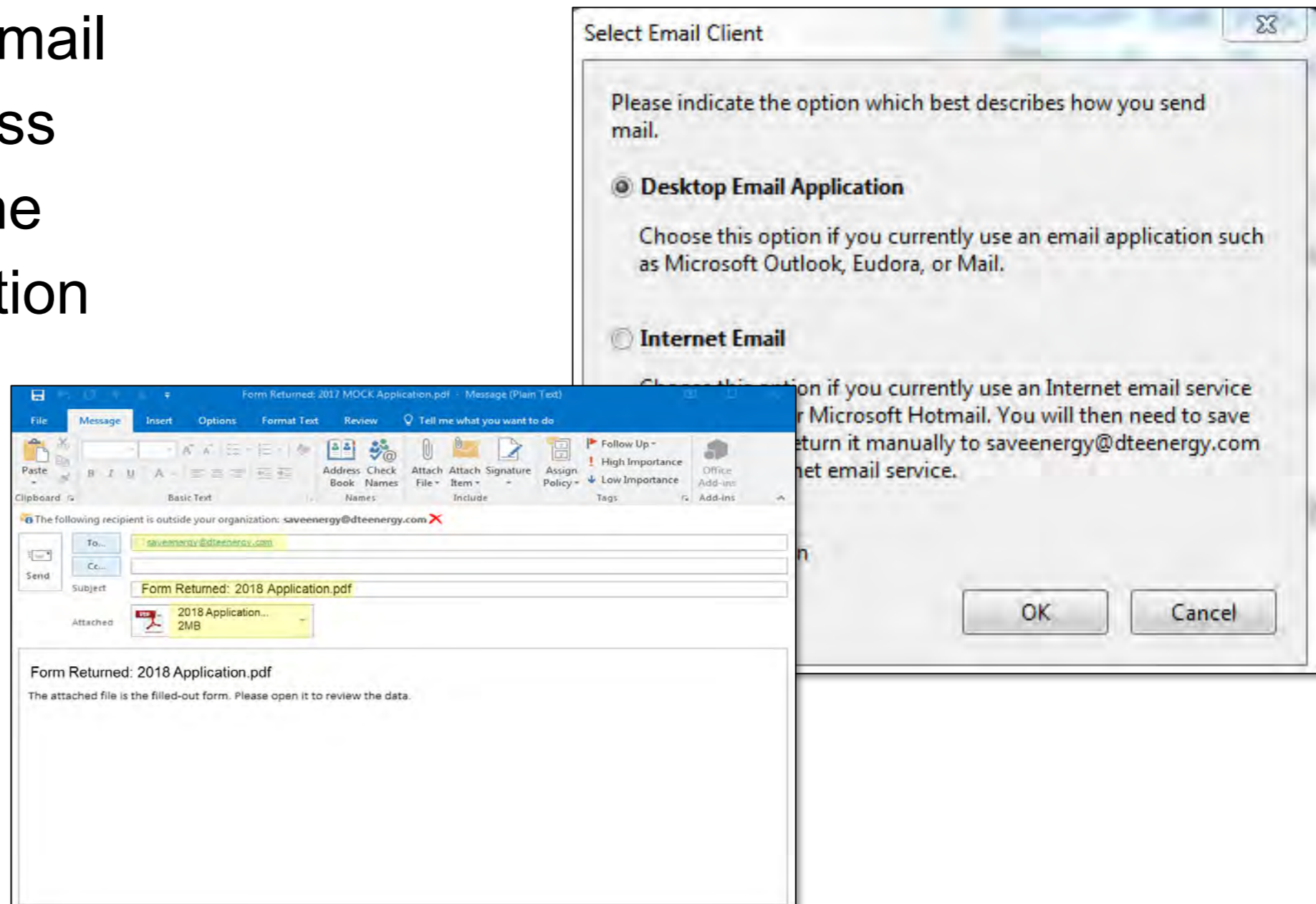
ncy Program for Business

Measure Category	Prescriptive Total (A)	Custom Total (B)	Ag Total (C)
Lighting	\$4,681.72	\$2,952.82	
Lighting Power Density			
HVAC – Electric			
Misc. Electric			
Process Electric			
Food Service – Electric			
HVAC – Gas	\$3,500.00		
Hot Water & Laundry			
Insulation			
Process Gas			
Boiler/Furnace Tune-Ups			
Food Service – Gas			
Farm Energy Audit			
<b>Subtotals</b>	<b>\$8,181.72</b>	<b>\$2,952.82</b>	<b>\$11,134.54</b>
LEED Design Review			
LEED Whole Building			
<b>Incentive Subtotal</b>			<b>\$11,134.54</b>
<b>Other Special Offers</b>			
Other Special Offer – Code:			
Other Special Offer – Code:			
Other Special Offer – Code:			
<b>Total Incentives Requested</b>			<b>\$11,134.54</b>

## Submitting your Application

- Launches your email
- Fills in our address
- Enters subject line
- Attaches application
- Manually Attach

Required  
Documentation  
(spec sheets,  
invoices, etc.)




# Completing the Application



**DTE Energy**  
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## Manufacturer's Spec Sheets



LED T8 - LINEAR REPLACEMENT LAMP

L SERIES

Page: 2 of 3

SPECIFICATIONS:

		2 - FOOT	3 - FOOT	4 - FOOT		5 - FOOT	6 - FOOT
ITEM	SPECIFICATION	DETAILS					
	Power Consumption	10W	10W	15W	18W	22W	31W

SPECIFICATIONS:		2 - FOOT	3 - FOOT	4 - FOOT			5 - FOOT	6 - FOOT
ITEM	SPECIFICATION	DETAILS						
GENERAL PERFORMANCE	Power Consumption	10W	10W	15W	18W	22W	22W	31W
	Lumens Delivered	1,050	1,080	1575	1,950	2,300	2,300	3,250
	Efficacy	105 lm/w	108 lm/w	105 lm/w	108 lm/w	105 lm/w	105 lm/w	105 lm/w
	CRI	≥82						
	Beam Angle	120°						
	Color Temperature (CCT)	3500K, 4100K, 5000K, 6500K						
	Lumen Maintenance (L70)	50,000 hours, 100,000 hours (10 years warranty)						
ELECTRICAL	Power Factor	Over 90%						
	Input Voltage	120V-277V 50/60 Hz						
PHYSICAL	Operating Temperature	-4°F to 122°F						
	Lens	Frosted						
CERTIFICATION	Certification	Classified UL, LM79, LM80, DLC (2FT & 4FT only)						
	Material Usage	RoHS compliant; no mercury						
	Environment	Dry & Damp						
	Warranty	5 Years, 10 Years (Optional)						

# Completing the Application



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

## Manufacturer's Spec Sheets

### T5 24W HO 4FT. DIR TITANIUM LED SERIES

#### SPECIFICATIONS

Product Model	97924 24T5HO/4F/830/DIR/R	97925 24T5HO/4F/835/DIR/R	97926 24T5HO/4F/840/DIR/R	97927 24T5HO/4F/850/DIR/R
Type	T5	T5	T5	T5
Base	Mini Bi-Pin G5	Mini Bi-Pin G5	Mini Bi-Pin G5	Mini Bi-Pin G5
Power (W)	24	24	24	24
System Power (W)	29	29	29	29
Voltage - Frequency	120-277V 50-60Hz	120-277V 50-60Hz	120-277V 50-60Hz	120-277V 50-60Hz
Color Temp. (ANSI)	Warm White 3000K	Neutral White 3500K	Cool White 4000K	Daylight 5000K
CRI (Ra)	82	82	82	82
Typical lumens (lm)	3450	3450	3500	3500
Efficacy (LPW)	144	144	146	146
System Efficacy (LPW)	119	119	121	121
Light Emitting Area	270°	270°	270°	270°
Beam Angle	120°	120°	120°	120°
Dimmable	Yes	Yes	Yes	Yes
Power Factor	0.9	0.9	0.9	0.9
THD	<20%	<20%	<20%	<20%
Rated Lifetime - L70 (hrs.)	50,000	50,000	50,000	50,000
Temperature Rating	-4°F/-20°C - 95°F/35°C	-4°F/-20°C - 95°F/35°C	-4°F/-20°C - 95°F/35°C	-4°F/-20°C - 95°F/35°C
Dia. x MOL	0.67"x45.79" (17x1163mm)	0.67"x45.79" (17x1163mm)	0.67"x45.79" (17x1163mm)	0.67"x45.79" (17x1163mm)
Weight (lb. / g)	0.42lb. / 190g	0.42lb. / 190g	0.42lb. / 190g	0.42lb. / 190g

#### PROGRAM START BALLAST PERFORMANCE

Bare Lamp (W)	System (W)	3000K Lumens	3500K Lumens	4000K Lumens	5000K Lumens
24	29	3450	3450	3500	3500

# Completing the Application



**DTE Energy**  
Know Your Own Power®

## Invoices

### Required Information

1. Vendor name/address
2. Invoice number/date
3. Customer name/address
4. Reference Code
5. Itemized list of equipment
6. Total price

*Any missing information will delay the processing of your Application*

XYZ Lighting Co.			Invoice	
123 W. 7 Mile Road			98765-43	
Detroit, MI 48111			Date:	August 1, 2017
313.123.4567			Customer ID:	17-53013
			Purchase Order #	
Sold to:			Ship To (If Different):	
John Hancock				
123 Happy Street				
Detroit, MI 48123				
Ref #	QTY	Description	Unit Price	Total Price
L-1D	64	4ft 18w LED (32 2-lamp fixtures)	\$ 10.00	\$ 640.00
L-2D	40	4ft 22w LED (10 4-lamp fixtures)	\$ 12.00	\$ 480.00
LL-17D	14	150w LED High Bay	\$150.00	\$2,100.00
LL-22D	8	80w Exterior LED Wallpack	\$ 80.00	\$ 640.00
Special Notes and Instructions			Subtotal \$ 3,860.00	
			Discount \$ -	
			Tax \$ -	
			S & H \$ -	
			Total \$ 3,860.00	
Thank you for your business!				
XYZ Lighting Co. 123 W. 7 Mile Road • Detroit, MI 48111 • 313.123.4567 • xyzlighting@gmail.com				

# Completing the Application

## Submit your Completed Application

Form Returned: 2017 MOCK Application.pdf - Message (Plain Text)

File Message Insert Options Format Text Review Tell me what you want to do

Paste Clipboard Basic Text Names Include Assign Policy Follow Up High Importance Low Importance Office Add-ins Add-ins

The following recipient is outside your organization: [saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com) X

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

Cc:

Subject: Form Returned: 2018 Application.pdf

Attached: 2018 Application... 2MB

Form Returned: 2018 Application.pdf

The attached file is the filled-out form. Please open it to review the data.

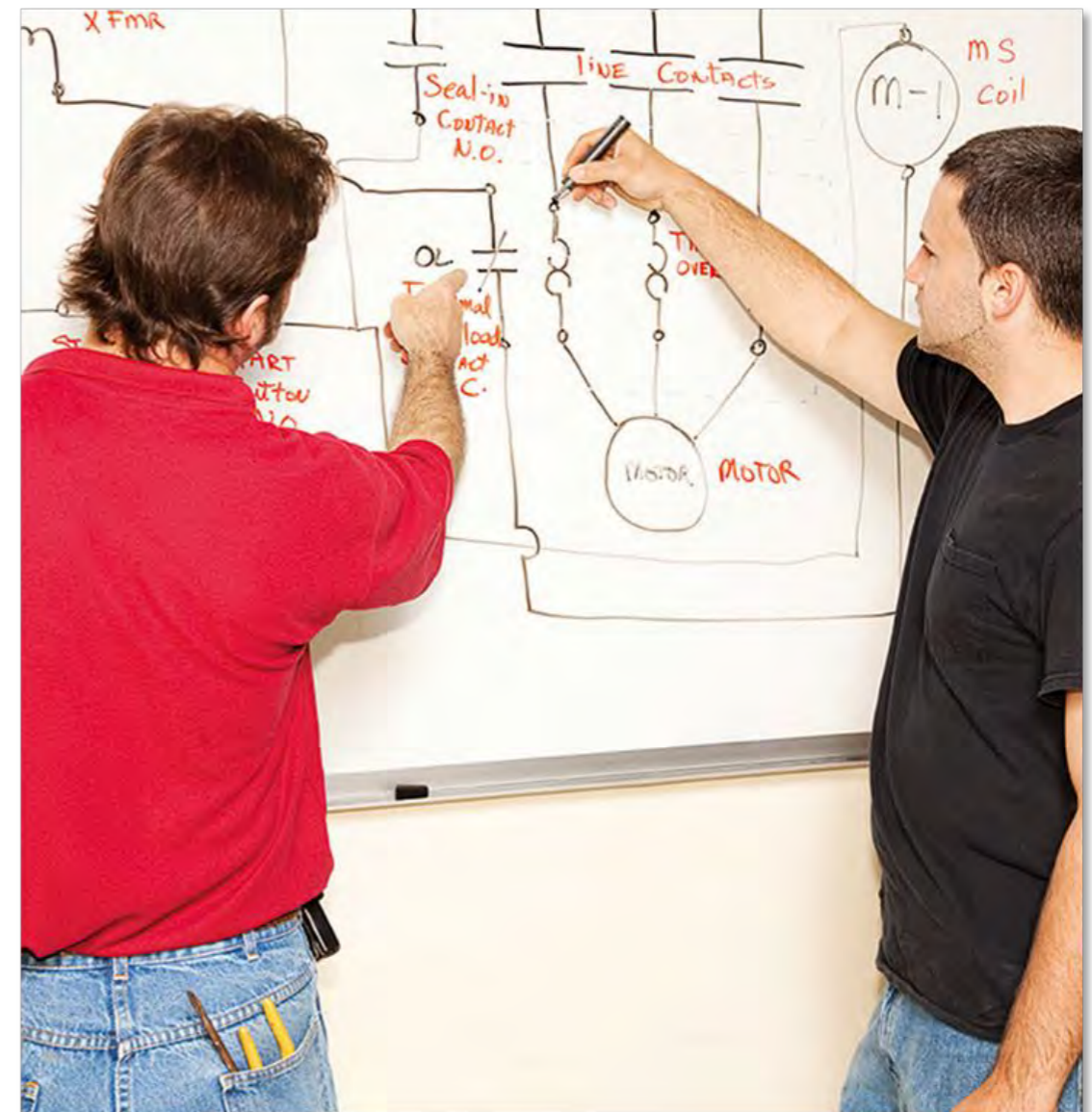


# Trade Ally Resources

## Why a Designated Trade Ally Program?

### Our goal:

- Improve contractor familiarity with Program
- Increase customer satisfaction
- Provide feedback to Program



## Contractor vs. Designated Trade Ally

### **Contractor:**

- Delivers products/services to Program customers

### **Designated Trade Ally:**

- Contractor trained to maximize use of Program/Application



## Designated Trade Ally Benefits

### What you get:

- Online directory listing
- Invites to advisory/focus groups, pilot programs and events
- Presentations at customer events
- Large-customer visits by Program team members
- Access to marketing materials
- Access to Online Portal





# Your Responsibilities

## To become a Designated Trade Ally

### **For 2018, you must meet these requirements:**

- Attend an annual training session
- Submit a signed Designated Trade Ally participation agreement
  - Also need to provide a signed copy of the company's W-9
    - W-9 must have a physical address of business
    - P.O. Box will **not** be accepted
- Submit at least one paid Application per Program Year

## To become a Designated Trade Ally

### **For 2018, you must meet these conditions:**

- Once a contractor completes Designated Trade Ally training and submits at least one paid application, they will enter a three-month probationary period
- Once the probationary period is met, a contractor will be given Designated Trade Ally status.
- The Program reserves the right to remove contractors from Designated Trade Ally status should any issues arise with the company

## To become a Designated Trade Ally

### **For 2018, you must meet these conditions:**

- Existing 2017 Designated Trade Allies will be grandfathered into the Program
  - They will be eligible for third-party payment until 2018, at which time they must renew their status
  - At that time, as long as they have attended training for the 2018 Program Year, and have submitted one paid Application, they will renew their Designated Trade Ally status
  - They will NOT be required to wait the probationary period to renew their status



## Designated Trade Allies...

- Submit complete/accurate Applications
- Provide accurate Program representations to customers
- Submit original customer signatures on Final Applications
- Submit product invoices that match submitted measures

## Designated Trade Allies...

- Submit valid supporting documentation
- Remove/dispose of equipment/fixtures appropriately
- Accurately install new (not used) equipment as described in the Application
- Adhere to all **Policies and Procedures Manual** provisions

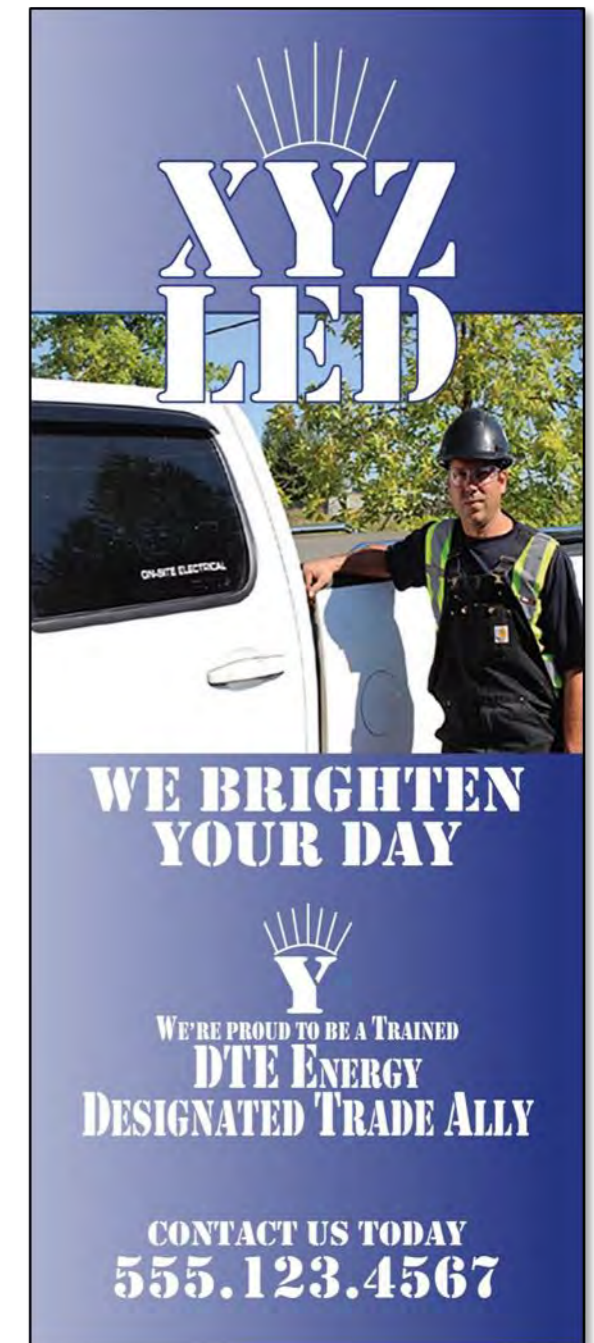


## Meeting Program Standards

**About:** Promotion, Advertising,  
Co-Branding

- **No:** DTE logo may **not** be used in any materials
- **Yes:** Your website **may** provide a link to the Program website
- **Yes:** Designated Trade Allies may put this statement in their materials:

DTE Energy Designated Trade Ally



## Program Sanctions

### We will identify/report instances of:

- Program misrepresentations
- Repeated Application inaccuracies
- Attempts to forge customer signatures
- Major errors that attempt to inflate incentive levels
- Misleading/false invoices and specification sheets
- Gross variance between submitted/inspected installations

#### **5 Contractor Requirements**

In order to create a positive customer experience and to ensure that Program funds are being administered correctly and accurately, a participating contractor, Trade Ally or Designated Trade Ally must adhere to standards of acceptable behavior and performance.

This includes, but is not limited to:

- Complete and accurate Program Applications.
- Accurate representations of the Program to customers.

## Program Sanctions

### **Should an alleged violation occur:**

- In-person meeting will be called within 5 business days to discuss issues, determine next steps

### **Violation of standards:**

- Customer notification of contractor issues
- Revocation of 3rd-party payment eligibility
- Removal from the searchable directory
- Exclusion from any bonus offers
- Removal from the Designated Trade Ally Program

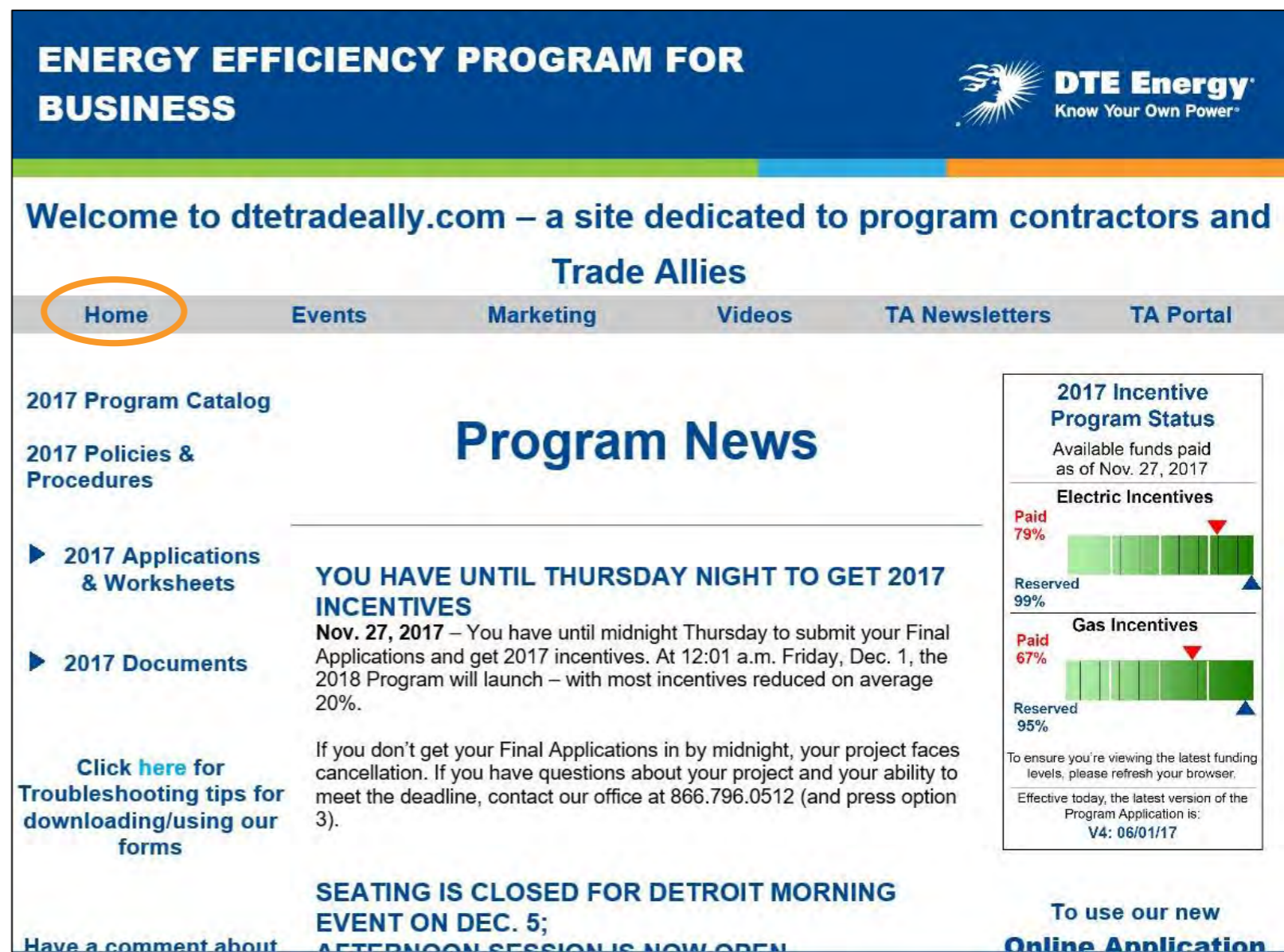


**Trade Ally Website**  
**[dtetradeally.com](http://dtetradeally.com)**

dtetradeally.com

## Home

- Program news
- Up-to-date funding gauges
- Links to all program documents
- Access to the Online Application
- Links to other pages
- **Trade Ally Portal**



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[2017 Policies & Procedures](#)  
[▶ 2017 Applications & Worksheets](#)  
[▶ 2017 Documents](#)  
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**Program News**

**YOU HAVE UNTIL THURSDAY NIGHT TO GET 2017 INCENTIVES**  
**Nov. 27, 2017** – You have until midnight Thursday to submit your Final Applications and get 2017 incentives. At 12:01 a.m. Friday, Dec. 1, the 2018 Program will launch – with most incentives reduced on average 20%.

If you don't get your Final Applications in by midnight, your project faces cancellation. If you have questions about your project and your ability to meet the deadline, contact our office at 866.796.0512 (and press option 3).

**SEATING IS CLOSED FOR DETROIT MORNING EVENT ON DEC. 5;**  
**AFTERNOON SESSION IS NOW OPEN**

**2017 Incentive Program Status**  
Available funds paid as of Nov. 27, 2017

**Electric Incentives**  
Paid 79%  
Reserved 99%

**Gas Incentives**  
Paid 67%  
Reserved 95%

To ensure you're viewing the latest funding levels, please refresh your browser.  
Effective today, the latest version of the Program Application is:  
V4: 06/01/17

[To use our new Online Application](#)

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Marketing

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TA Newsletters

TA Portal

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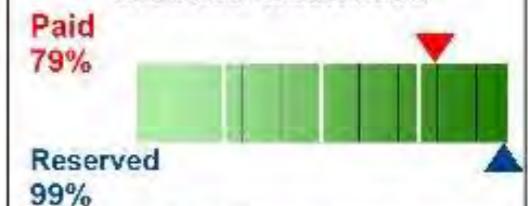
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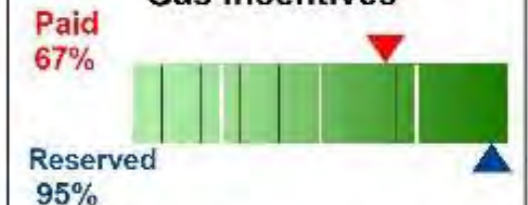
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dtetradeally.com

## Events

- Registration links for upcoming events

The screenshot displays the 'ENERGY EFFICIENCY PROGRAM FOR BUSINESS' website. The header includes the DTE Energy logo and the tagline 'Know Your Own Power®'. A navigation bar contains links for Home, Events (highlighted with an orange circle), Marketing, Videos, TA Newsletters, and TA Portal. The main content area is titled 'Events' and features a central announcement for the 'Designated Trade Ally Training 2018 Program Rollout Event' on Tuesday, Dec. 5, 2017, in Detroit. To the left, there are links for the 2017 Program Catalog, Policies & Procedures, Applications & Worksheets, and Documents, along with a link for troubleshooting tips. To the right, a '2017 Incentive Program Status' box shows progress bars for Electric (79% paid, 99% reserved) and Gas (67% paid, 95% reserved) incentives, with a note to refresh the browser for the latest funding levels. At the bottom, there is a link to the new Online Application.

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**Events**

**Designated Trade Ally Training 2018 Program Rollout Event**  
Register now for our Dec. 5 training event, which will feature the rollout of the 2018 Program

**Each meeting will include:**

- 2018 Program Overview •
- 2018 Application and Catalog Review •
- Designated Trade Ally Training\* •

for contractors who want to renew their status or receive the designation and gain access to additional Program features

**About the meetings and how to register:**  
Tuesday, Dec. 5, 2017  
Detroit: 1:30 - 4:30 p.m.

**2017 Incentive Program Status**  
Available funds paid as of Nov. 27, 2017

**Electric Incentives**  
Paid 79% Reserved 99%

**Gas Incentives**  
Paid 67% Reserved 95%

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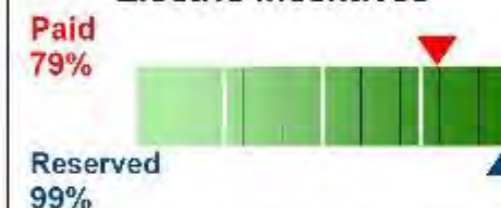
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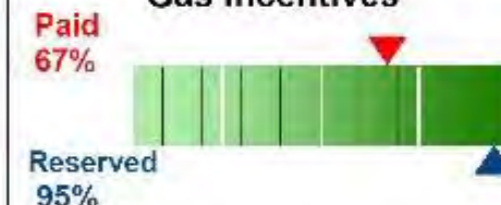
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Available funds paid as of Nov. 27, 2017

#### Electric Incentives



#### Gas Incentives



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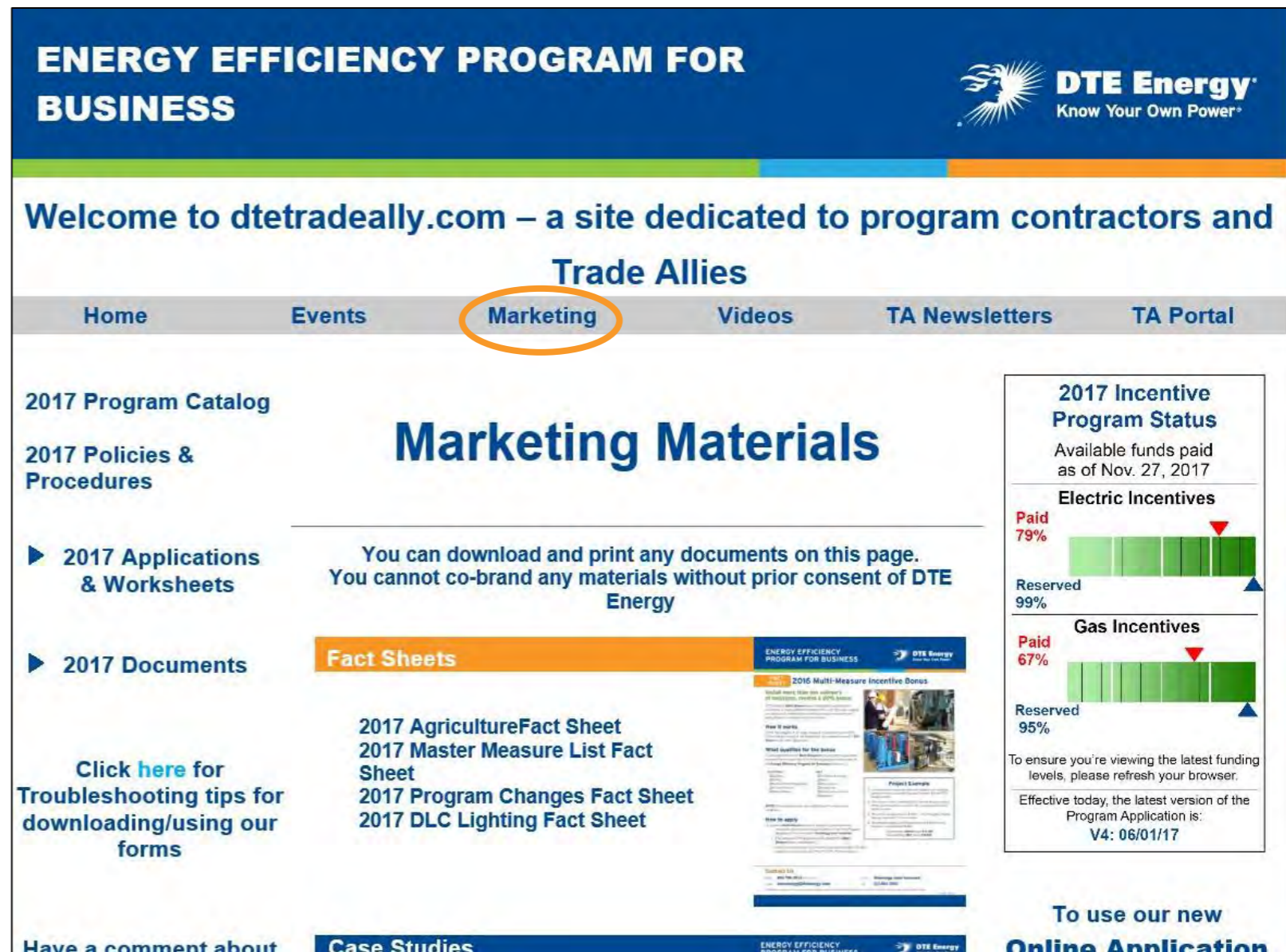
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## Marketing

- Download valuable materials:
  - Energy Profiles
  - Special offers
  - Measure fliers
  - Case studies



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**Marketing Materials**

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**Fact Sheets**

- 2017 Agriculture Fact Sheet
- 2017 Master Measure List Fact Sheet
- 2017 Program Changes Fact Sheet
- 2017 DLC Lighting Fact Sheet

**2017 Incentive Program Status**  
Available funds paid as of Nov. 27, 2017

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## Marketing Materials

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### Fact Sheets

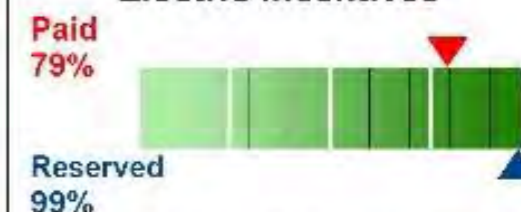
2017 Agriculture Fact Sheet  
2017 Master Measure List Fact Sheet  
2017 Program Changes Fact Sheet  
2017 DLC Lighting Fact Sheet



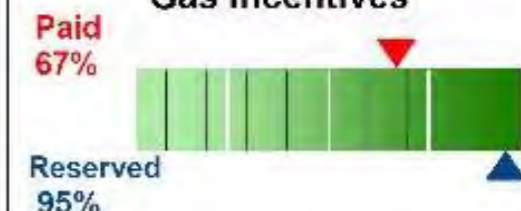
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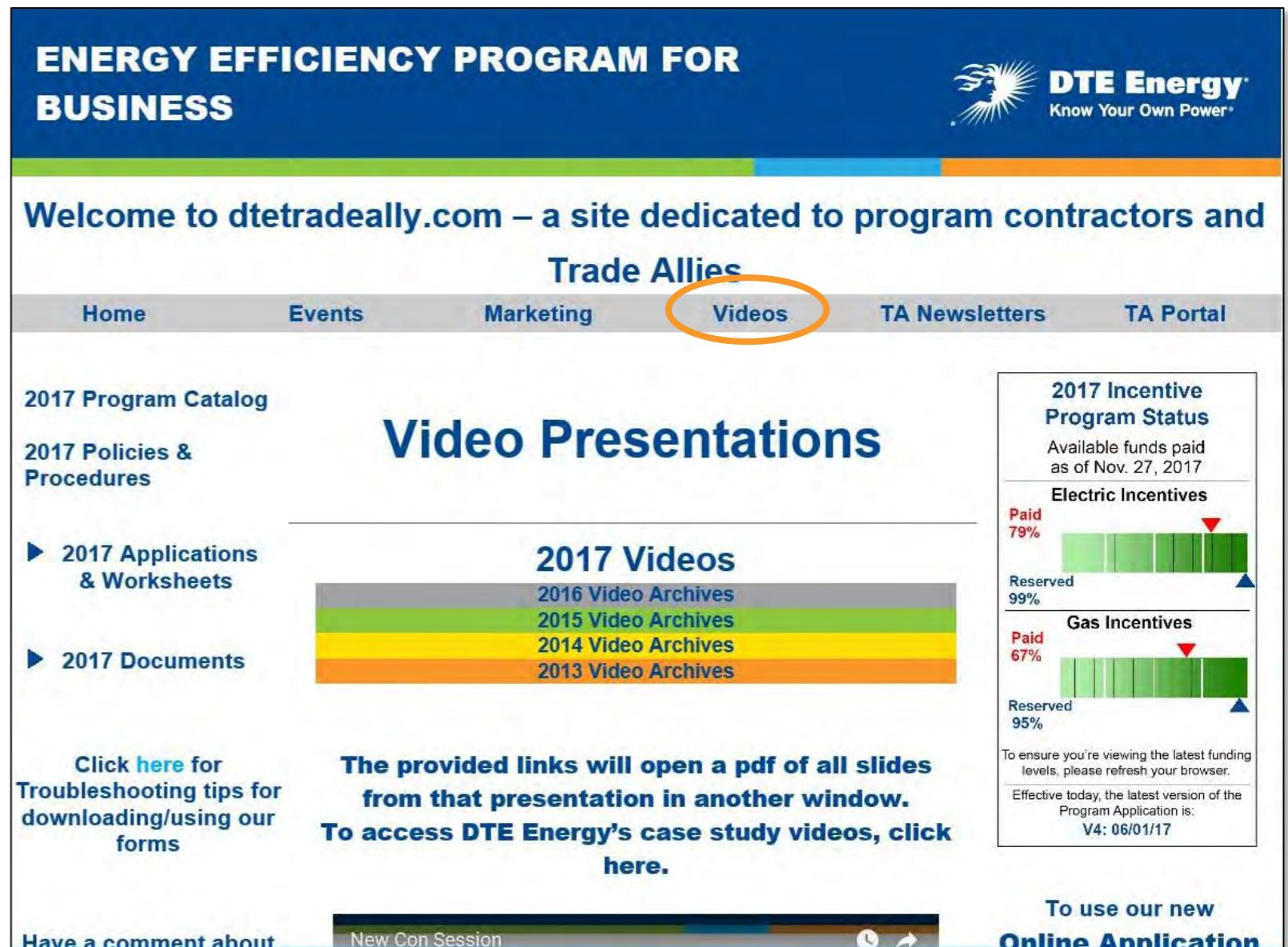
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## Videos:

- Videos of our presentations – organized by Program Year...and you can follow along with our slide shows



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**Video Presentations**

**2017 Videos**

- 2016 Video Archives
- 2015 Video Archives
- 2014 Video Archives
- 2013 Video Archives

The provided links will open a pdf of all slides from that presentation in another window. To access DTE Energy's case study videos, click [here](#).

Have a comment about New Con Session

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## Video Presentations

### 2017 Videos

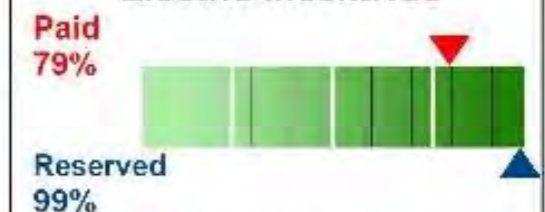
	<a href="#">2016 Video Archives</a>
	<a href="#">2015 Video Archives</a>
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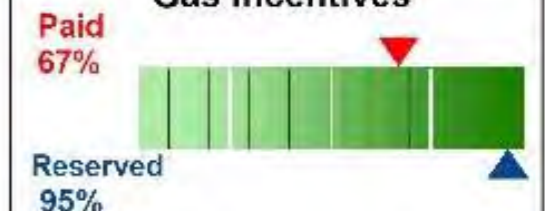
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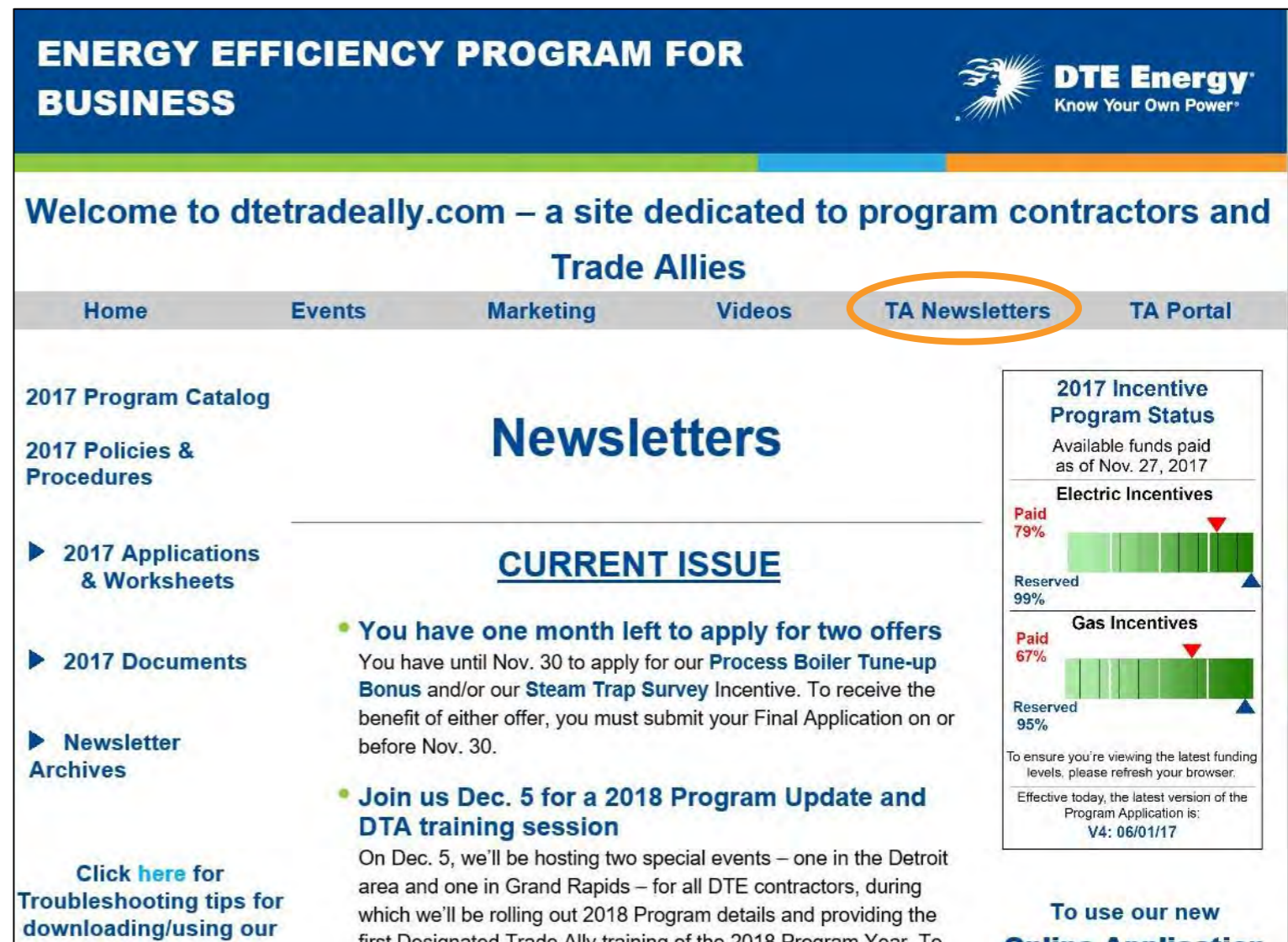
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## Newsletters:

- Our quarterly Trade Ally newsletter is posted on the page
- We archive all other newsletters – organized by Program Year



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- ▶ Newsletter Archives

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## Newsletters

### CURRENT ISSUE

- **You have one month left to apply for two offers**  
You have until Nov. 30 to apply for our **Process Boiler Tune-up Bonus** and/or our **Steam Trap Survey Incentive**. To receive the benefit of either offer, you must submit your Final Application on or before Nov. 30.
- **Join us Dec. 5 for a 2018 Program Update and DTA training session**  
On Dec. 5, we'll be hosting two special events – one in the Detroit area and one in Grand Rapids – for all DTE contractors, during which we'll be rolling out 2018 Program details and providing the first Designated Trade Ally training of the 2018 Program Year. To

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## Newsletters

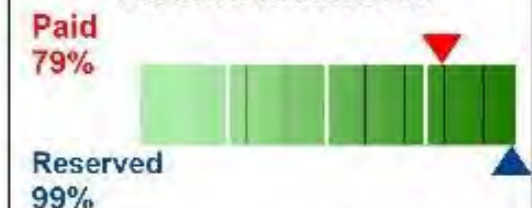
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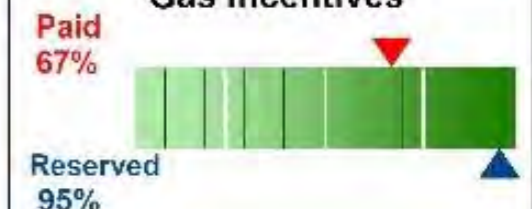
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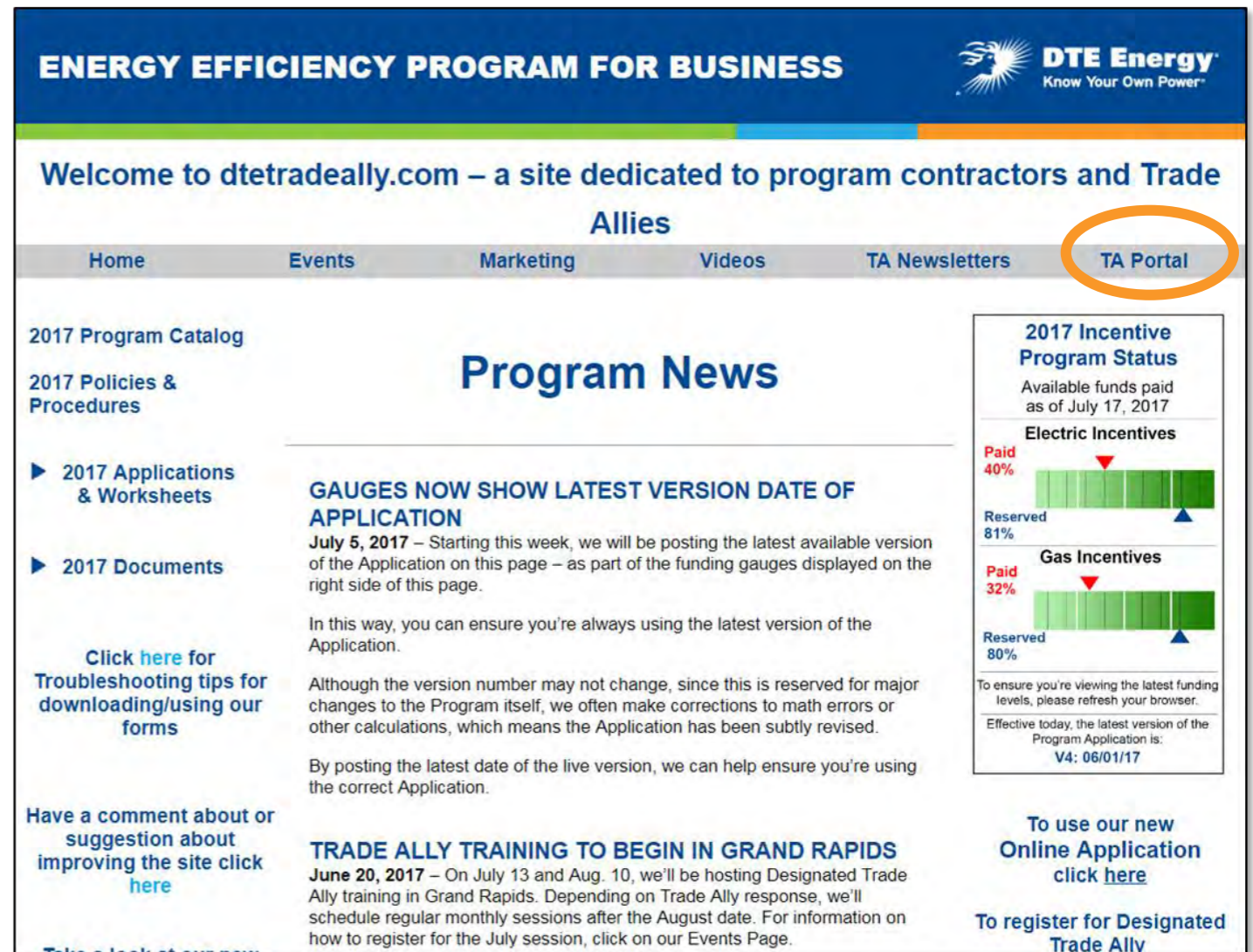


# Designated Trade Ally Portal

## The Trade Ally Portal

### Designated Trade Ally benefit:

- Use your status to access
  - Get login/password from our team
- Track your projects in real time



The screenshot shows the 'ENERGY EFFICIENCY PROGRAM FOR BUSINESS' website. The header includes the DTE Energy logo and the tagline 'Know Your Own Power®'. Below the header, a navigation bar contains links: Home, Events, Marketing, Videos, TA Newsletters, and TA Portal (which is circled in orange). The main content area is titled 'Program News' and features a section titled 'GAUGES NOW SHOW LATEST VERSION DATE OF APPLICATION' dated July 5, 2017. This section explains that the latest version of the application is being posted and that funding gauges will reflect this. It also mentions that the version number may not change but corrections to math errors or other calculations will be made. A sidebar on the right displays '2017 Incentive Program Status' as of July 17, 2017, showing 'Paid' and 'Reserved' percentages for Electric and Gas Incentives. The Electric Incentives section shows 40% paid and 81% reserved, while the Gas Incentives section shows 32% paid and 80% reserved. A note at the bottom of the sidebar states that the latest version of the program application is V4: 06/01/17. The left sidebar contains links to '2017 Program Catalog', '2017 Policies & Procedures', '2017 Applications & Worksheets', and '2017 Documents'. It also includes a link for 'Troubleshooting tips for downloading/using our forms' and a link for 'Have a comment about or suggestion about improving the site click here'. At the bottom of the page, there is a link to 'Take a look at our new' and a section for 'TRADE ALLY TRAINING TO BEGIN IN GRAND RAPIDS' dated June 20, 2017, which mentions training sessions in Grand Rapids and regular monthly sessions starting in August.

**ENERGY EFFICIENCY PROGRAM FOR BUSINESS**

Welcome to dtetradeally.com – a site dedicated to program contractors and Trade Allies

Home Events Marketing Videos TA Newsletters **TA Portal**

2017 Program Catalog

2017 Policies & Procedures

▶ 2017 Applications & Worksheets

▶ 2017 Documents

Click [here](#) for Troubleshooting tips for downloading/using our forms

Have a comment about or suggestion about improving the site click [here](#)

Take a look at our new

**Program News**

**GAUGES NOW SHOW LATEST VERSION DATE OF APPLICATION**

**July 5, 2017** – Starting this week, we will be posting the latest available version of the Application on this page – as part of the funding gauges displayed on the right side of this page.

In this way, you can ensure you're always using the latest version of the Application.

Although the version number may not change, since this is reserved for major changes to the Program itself, we often make corrections to math errors or other calculations, which means the Application has been subtly revised.

By posting the latest date of the live version, we can help ensure you're using the correct Application.

**TRADE ALLY TRAINING TO BEGIN IN GRAND RAPIDS**

**June 20, 2017** – On July 13 and Aug. 10, we'll be hosting Designated Trade Ally training in Grand Rapids. Depending on Trade Ally response, we'll schedule regular monthly sessions after the August date. For information on how to register for the July session, click on our Events Page.

**2017 Incentive Program Status**

Available funds paid as of July 17, 2017

**Electric Incentives**

Paid 40%

Reserved 81%

**Gas Incentives**

Paid 32%

Reserved 80%

To ensure you're viewing the latest funding levels, please refresh your browser.

Effective today, the latest version of the Program Application is: V4: 06/01/17

To use our new Online Application click [here](#)

To register for Designated Trade Ally



## The Trade Ally Portal

You can view all your project files

- Active and historical

[View Projects](#)

Contractor ID: 16014

Password:

Program Year: 2015

Status: Pre Review, Reserved, Final Review

1 of 1

Select a format

Export

### ABC Lighting

Summary of Total Incentives*	Total KWH Savings	Total MCF Savings	Total # of Applications
\$78,968.40	1,293,987.11	866.88	13

\*Incentive is an estimate and does not reflect possible tiering and/or project cost limitation.

Status as of: 10/1/2015 4:18 PM

**Program Year: 2015**

Project #	Organization Name	Project Name	Status	Reviewer	Total Incentives
DTE-15-46207	Master Building		Final Review	Reviewer	\$2,387.30
DTE-15-44233	Super Shopper		Paid	Reviewer	\$10,591.30

[View Project Details](#)  
[View Project Details](#)



## The Trade Ally Portal

You can dig into specific project files

Program Year: 2015

☐ View Project Details

Project #	Organization Name	Project Name	Status	Reviewer	Total Incentives
DTE-15-46207	Master Building		Final Review	Reviewer	\$2,387.30

Project #	Electric Incentive	MCF Incentive	Estimate Completion Date	Pre Received	Reservation Expiration Date	Final Application Date Received	Payment Mailed Date	Last Contact Log Entry	Inspection Pending Y/N
<input checked="" type="checkbox"/> DTE-15-46207	\$2,387.30	\$0.00	09/30/2015	08/31/2015	11/30/2015	09/29/2015		10/01/2015	N



## The Trade Ally Portal

Down to individual measures in each project

☐ View Project Details

**Program Year: 2015**

Project #	Organization Name	Project Name	Status	Reviewer	Total Incentives
DTE-15-46207	Master Building		Final Review	Reviewer	\$2,387.30

Project #	Electric Incentive	MCF Incentive	Estimate Completion Date	Pre Received	Reservation Expiration Date	Final Application Date Received	Payment Mailed Date	Last Contact Log Entry	Inspection Pending Y/N
<input type="checkbox"/> DTE-15-46207	\$2,387.30	\$0.00	09/30/2015	08/31/2015	11/30/2015	09/29/2015		10/01/2015	N

Measure Category	Measure Type	Incentive	KWH	KW	MCF
ProcessElectric	Compressed Air: (18-26) VSD Air Compressor	\$1,600.00	27,800.00	2.20	0.00
ProcessElectric	Cycling Dryer: (18-28) Cycling Dryer Variable Speed Compressor	\$87.30	1,487.16	0.26	0.00
ProcessElectric	Compressed Air: (18-31) No Loss Condensate Drains on Air Compressors	\$700.00	10,485.00	1.46	0.00



# Online Application


Accessible only via [dtetradeally.com](http://dtetradeally.com)



## 2018 Online Application

Accessible only via  
[dtetradeally.com](http://dtetradeally.com)

ENERGY EFFICIENCY PROGRAM FOR BUSINESS



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V4: 06/01/17

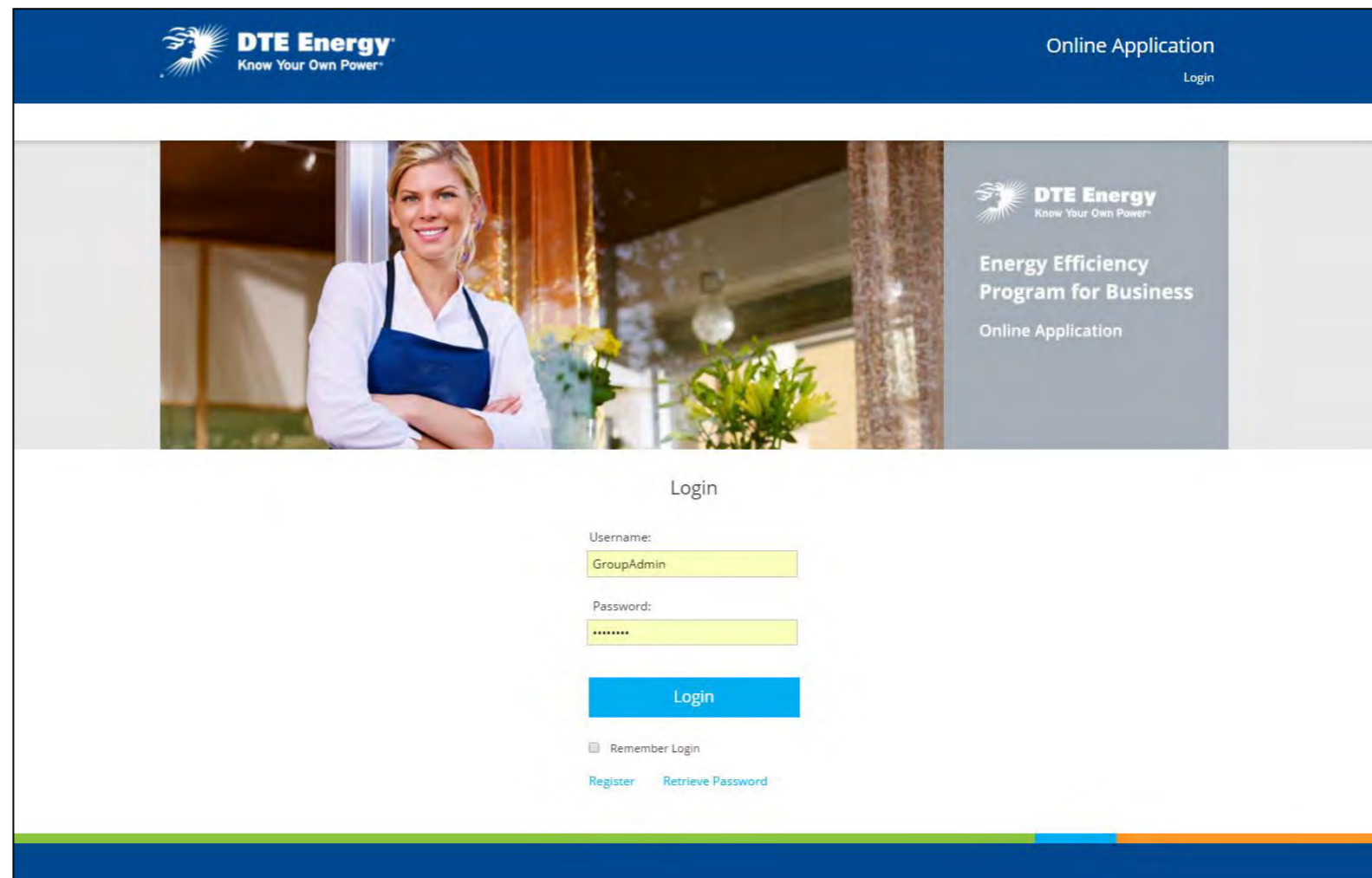
To use our new Online Application [click here](#)

To register for Designated Trade Ally

## Online Application

### Easy-to-use tool

- Prescriptive/Custom
- New Construction
- Same timeframes
- Signed documents are required

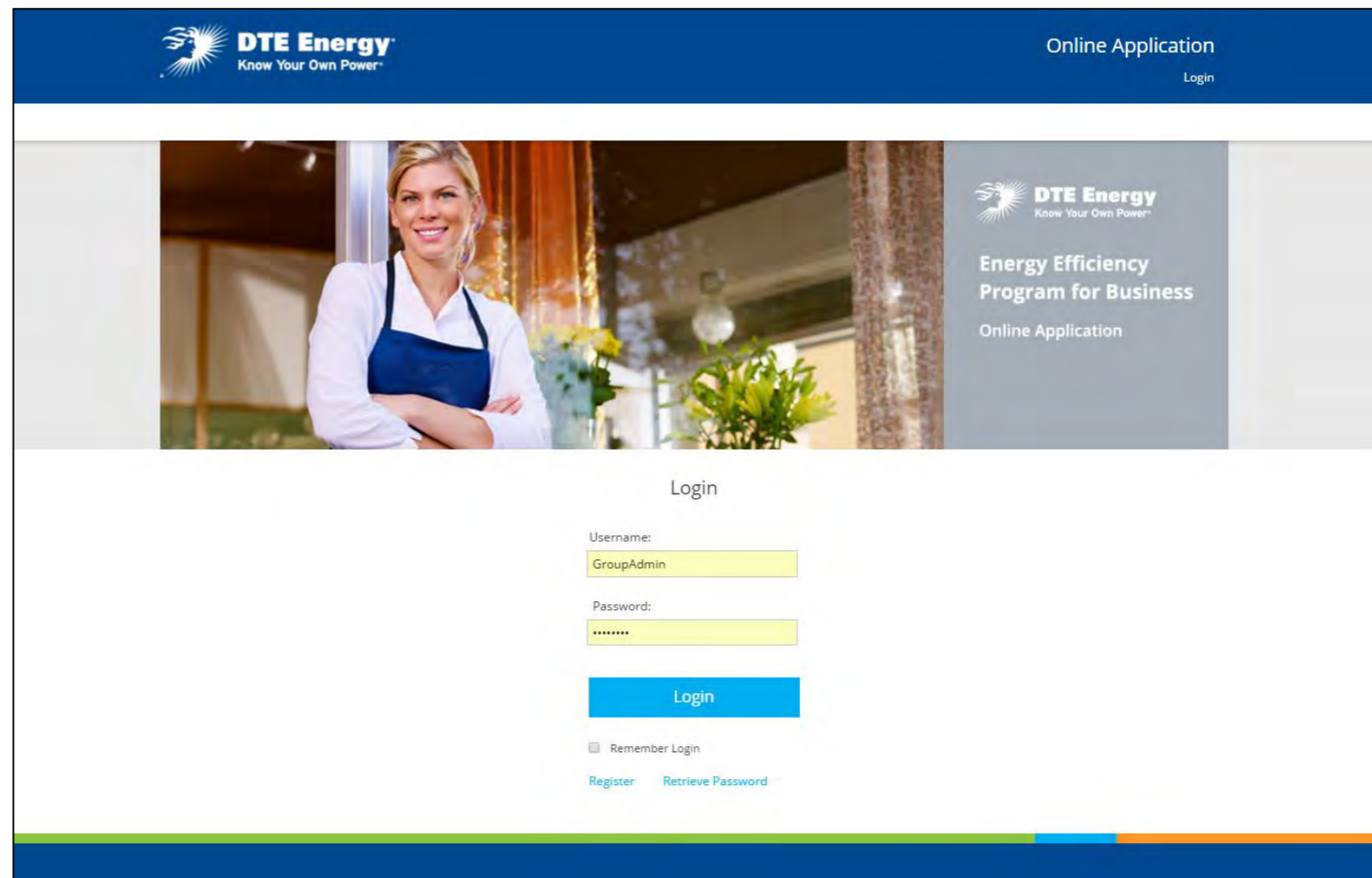


The screenshot shows the DTE Energy Online Application login interface. At the top, there is a blue header with the DTE Energy logo and the tagline "Know Your Own Power®" on the left, and "Online Application" with a "Login" link on the right. Below the header is a large banner image of a smiling woman in a blue apron. To the right of the image, the DTE Energy logo and tagline are repeated, along with the text "Energy Efficiency Program for Business" and "Online Application". Below the banner, the "Login" section is centered. It includes a "Username:" label with a text input field containing "GroupAdmin", a "Password:" label with a text input field containing "\*\*\*\*\*", and a blue "Login" button. Below the button is a checkbox labeled "Remember Login". At the bottom of the login section are two links: "Register" and "Retrieve Password".

## Online Application

### Added Value

- Document library
- Real-time information
- Copy function



The screenshot displays the DTE Energy Online Application login interface. At the top, a blue header bar contains the DTE Energy logo and the tagline 'Know Your Own Power®' on the left, and the text 'Online Application' with a 'Login' link on the right. Below the header, a large banner image shows a smiling woman in a white shirt and blue apron. To the right of the image, the DTE Energy logo and tagline are repeated, followed by the text 'Energy Efficiency Program for Business' and 'Online Application'. The main content area is white and features a 'Login' heading. Below this, there are input fields for 'Username:' (containing 'GroupAdmin') and 'Password:' (masked with dots). A blue 'Login' button is positioned below the password field. At the bottom of the login section, there is a checkbox for 'Remember Login' and two links: 'Register' and 'Retrieve Password'.



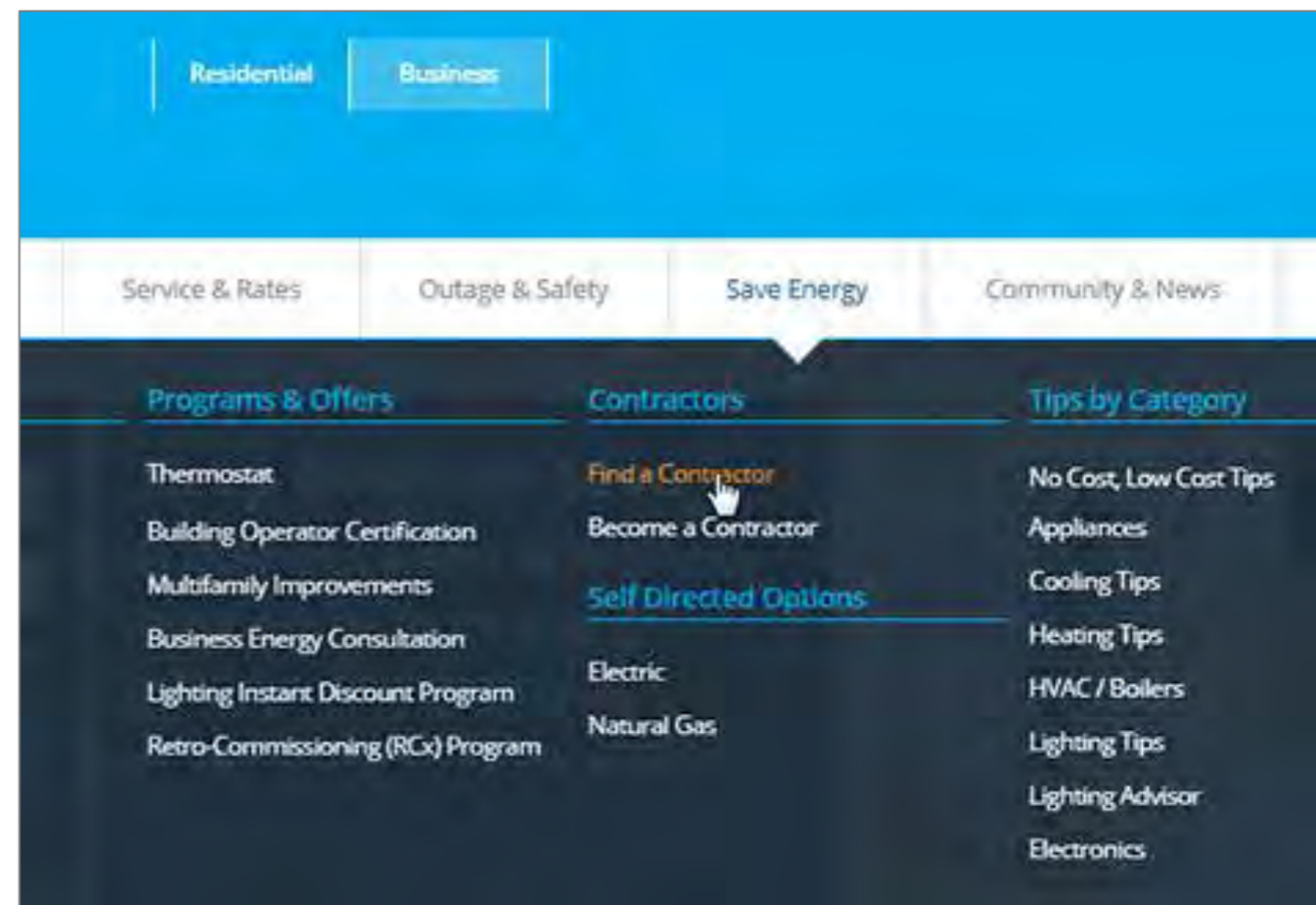
# Energy Efficiency Directory



## How Customers Find You

Visit [dteenergy.com/savenow](https://dteenergy.com/savenow)

1. Select **Business** at the top of the page
2. Hover over the **Save Energy** tab
3. Click on **Find a Contractor** in the dropdown
4. Takes you to Energy Efficiency Directory





# Monthly Surveys

## 2018 Monthly Surveys

### Why we send them

- We're seeking feedback, insights, reactions and comments on Program performance, changes

### Why you should respond

- You can:
  - Influence Program design and operations
  - Provide valuable critiques on our performance
  - Comment about team members

How would you describe your experience with the DTE Energy Efficiency Program for Business Team members?

	Extremely Dissatisfied	0	1	2	3	4	5	6	7	8	9	10	Extremely Satisfied
Our knowledge about the program	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
Our timeliness in responding to inquiries and questions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
The professionalism of our team members	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	
Our ability to answer your questions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	

Please provide additional comments below:



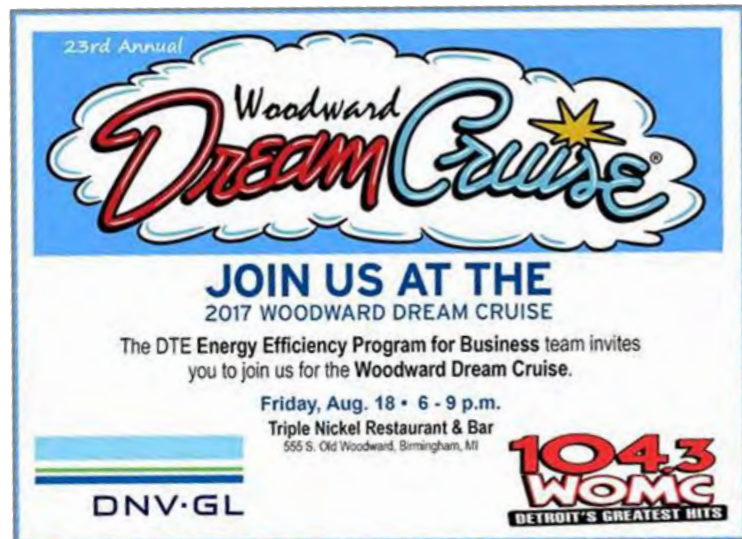
# Other Trade Ally Benefits

# Other Trade Ally Benefits



## Designated Trade Ally Benefits

Over the years, our **Designated Trade Allies** have had the opportunity to attend special events and training throughout the year



*...with more to come in 2018*



# Effectively using the Program



## Energy Efficiency is Good Business

### Tell your customers:

- Become energy-efficient
  - Lower operating costs
  - Improve the bottom line
  - Be greener
  - Other benefits: comfort, aesthetics in the workplace
- Using our Program:
  - Can reduce project costs



# Effectively using the Program



## Educate, Inform your Customers

### Workshops/Training:

- Invite them

### Upcoming Events:

- Email invitations
- [dtetradeally.com](http://dtetradeally.com)

### Materials:

- Share our print collateral

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**Events**

**Designated Trade Ally Training 2018 Program Rollout Event**  
Register now for our Dec. 5 training event, which will feature the rollout of the 2018 Program

**Each meeting will include:**

- 2018 Program Overview •
- 2018 Application and Catalog Review •
- Designated Trade Ally Training\* •

for contractors who want to renew their status or receive the designation and gain access to additional Program features

**About the meetings and how to register:**  
Tuesday, Dec. 5, 2017  
Detroit: 1:30 - 4:30 p.m.

**2017 Incentive Program Status**  
Available funds paid as of Nov. 27, 2017

**Electric Incentives**  
Paid 79% Reserved 99%

**Gas Incentives**  
Paid 67% Reserved 95%

To ensure you're viewing the latest funding levels, please refresh your browser.  
Effective today, the latest version of the Program Application is:  
V4: 06/01/17

[To use our new Online Application](#)

# Effectively using the Program



## Designated Trade Ally Form

### Your last step today

1. Complete and sign our form
  - Required to become a Designated Trade Ally
  - Required to renew your status
  - Taxpayer ID is now required
2. One form per company
3. Complete the front **and** back
4. Sign the form

**ENERGY EFFICIENCY PROGRAM FOR BUSINESS**  **DTE Energy**  
Know Your Own Power®

ADMINISTRATIVE USE ONLY Application Number: \_\_\_\_\_ Date Received: \_\_\_\_\_ Approved By: \_\_\_\_\_

**DESIGNATED TRADE ALLY INFORMATION FORM**

A Designated Trade Ally is a business that has been trained on how to use the DTE Energy Efficiency Program for Business to maximize the Program's benefits for DTE Energy customers. They include, but are not limited to contractors, suppliers, architects/designers and consultants.

**Contact Information** (Primary contact will be listed in online directory)

Company Name: \_\_\_\_\_

Primary Contact Name: \_\_\_\_\_ Contact Title: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Contact Email: \_\_\_\_\_ Company Fax: \_\_\_\_\_

Company Phone: \_\_\_\_\_ Company Website: \_\_\_\_\_

Contact Cell Phone: \_\_\_\_\_ Yelp User ID: \_\_\_\_\_

Additional Contact: \_\_\_\_\_ Contact Title: \_\_\_\_\_

Contact Email: \_\_\_\_\_ Contact Phone: \_\_\_\_\_

EIN/Federal Tax ID: \_\_\_\_\_

**Energy Efficiency Services/Technologies Offered** (Please check all that apply)

<input type="checkbox"/> Architect/Designer	<input type="checkbox"/> Boilers - Install	<input type="checkbox"/> Boilers - Tune-up	<input type="checkbox"/> Builder	<input type="checkbox"/> Building Energy Modeling
<input type="checkbox"/> Ceiling Fans/Destrat	<input type="checkbox"/> Chillers	<input type="checkbox"/> Compressed Air	<input type="checkbox"/> Consultant	<input type="checkbox"/> Cooking Equipment
<input type="checkbox"/> Distributor/Vendor	<input type="checkbox"/> Duct Sealing	<input type="checkbox"/> Electric Motors	<input type="checkbox"/> Electric Motors/Controls	<input type="checkbox"/> Electric Motors/VFDs
<input type="checkbox"/> Electric Heat Pumps	<input type="checkbox"/> Energy Auditor	<input type="checkbox"/> Energy Management Systems	<input type="checkbox"/> Energy Star Appliances	<input type="checkbox"/> Engineering
<input type="checkbox"/> Equipment Manufacturer	<input type="checkbox"/> Equipment Sales Rep	<input type="checkbox"/> ESCO	<input type="checkbox"/> Furnaces	<input type="checkbox"/> Heat Recovery
<input type="checkbox"/> HVAC	<input type="checkbox"/> Installation Contractor	<input type="checkbox"/> Insulation	<input type="checkbox"/> IR Heaters	<input type="checkbox"/> Lighting
<input type="checkbox"/> Lighting - Audits	<input type="checkbox"/> Lighting - Controls	<input type="checkbox"/> Lighting - Induction	<input type="checkbox"/> Lighting - LED	<input type="checkbox"/> New Construction
<input type="checkbox"/> Pumps	<input type="checkbox"/> Refrigeration Equipment	<input type="checkbox"/> Roof Systems	<input type="checkbox"/> Steam Systems	<input type="checkbox"/> Water Heaters

**Territory Serviced** (Please check all that apply)

<input type="checkbox"/> All of Michigan	<input type="checkbox"/> Grand Rapids Area	<input type="checkbox"/> Northern Michigan
<input type="checkbox"/> Southeast Michigan	<input type="checkbox"/> Thumb Area	<input type="checkbox"/> Upper Peninsula

**Is your business classified as one of the following?** (Please check all that apply)

Completion of this section is voluntary and will not affect your Designated Trade Ally status.

☐ Minority Business Enterprise ☐ Woman Business Enterprise (WBE) ☐ Not Applicable

DTE ENERGY EFFICIENCY PROGRAM FOR BUSINESS | P.O. Box 11289 Detroit, MI 48211  
Phone: 866.796.0512 (Option 3) | Fax: 313.664.1950 | Email: saveenergy@dteenergy.com

## In Summary

- 1 - Program Overview
- 2 - Program Catalog and Application
- 3 - Special Programs
- 4 - New Construction
- 5 - Program Changes
- 6 - Supplemental Documents
- 7 - Completing the Application
- 8 - Trade Ally Resources
- 9 - Your Responsibilities
- 10 - Trade Ally Website
- 11 - Designated Trade Ally Portal
- 12 - Online Application
- 13 - Monthly Surveys
- 14 - Other Trade Ally Benefits
- 15 - Effectively using the Program



## Questions?

## Contact Us

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)

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

Food Service Website: [dtefoodservice.com](http://dtefoodservice.com)

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