



Welcome

to the

2014

Program Kick Off



What we hope to accomplish today:

- **Review the 2014 Program**
 - Changes from 2013
 - 2014 Catalog & Application highlights
- **Provide tips on how the Program can work for you**
 - Increasing sales and market share for contractors
 - Improving the bottom line for customers
- **Provide detailed information on Custom Applications**
 - How to accurately complete a Custom measure page
 - What's required to accompany the Application
- **Provide answers to your questions**



Program purpose

To help **commercial and industrial contractors and customers***:

- **Improve** energy efficiency.
- **Increase** energy efficiency awareness.
- **Reduce** energy consumption.
- **Reward** businesses for installing energy-saving measures.

**Residential and Multi-Family customers do not qualify for this Program*



Since 2009

- *More than **\$75 million** in cash rebates has been paid to Michigan businesses.*
 - **Electric: \$64 million**
 - **Gas: \$11 million**
- *More than **30,000 projects** have been completed.*
- *More than:*
 - **1,516 GWh**
 - **4 million Mcf and**
 - **\$147 million**

...have been realized in energy savings.



For a customer to receive incentives

- Qualified measures must be installed at facilities served by DTE Energy.
- Projects must involve a **capital investment** that results in an improvement in energy efficiency of a system or building.
- The equipment installed must be new and meet the specifications spelled out in the Catalog.
- For each site, there must be at least one meter that is on an eligible rate schedule.
- You must be in good standing with DTE Energy and **not** be a Residential or Multifamily customer.



These do not qualify for an incentive

- Customers who self-direct (and have opted out of the program)
- Load shifting/demand limiting projects.
- Renewable energy projects.
- Power quality improvements.
- Fuel switching projects.
- On-site electricity generation.
- Changes in operational and/or maintenance practices or simple control modifications that do **NOT** involve capital costs.



Our Program timeline is simple:

Reservation Application



Application Review (may require pre-inspection)



Reservation Letter issued (Proceed with project)



Install Measures

(Project must start within 30 days and be completed within 90 days of approval or end of Program year, whichever comes first.)



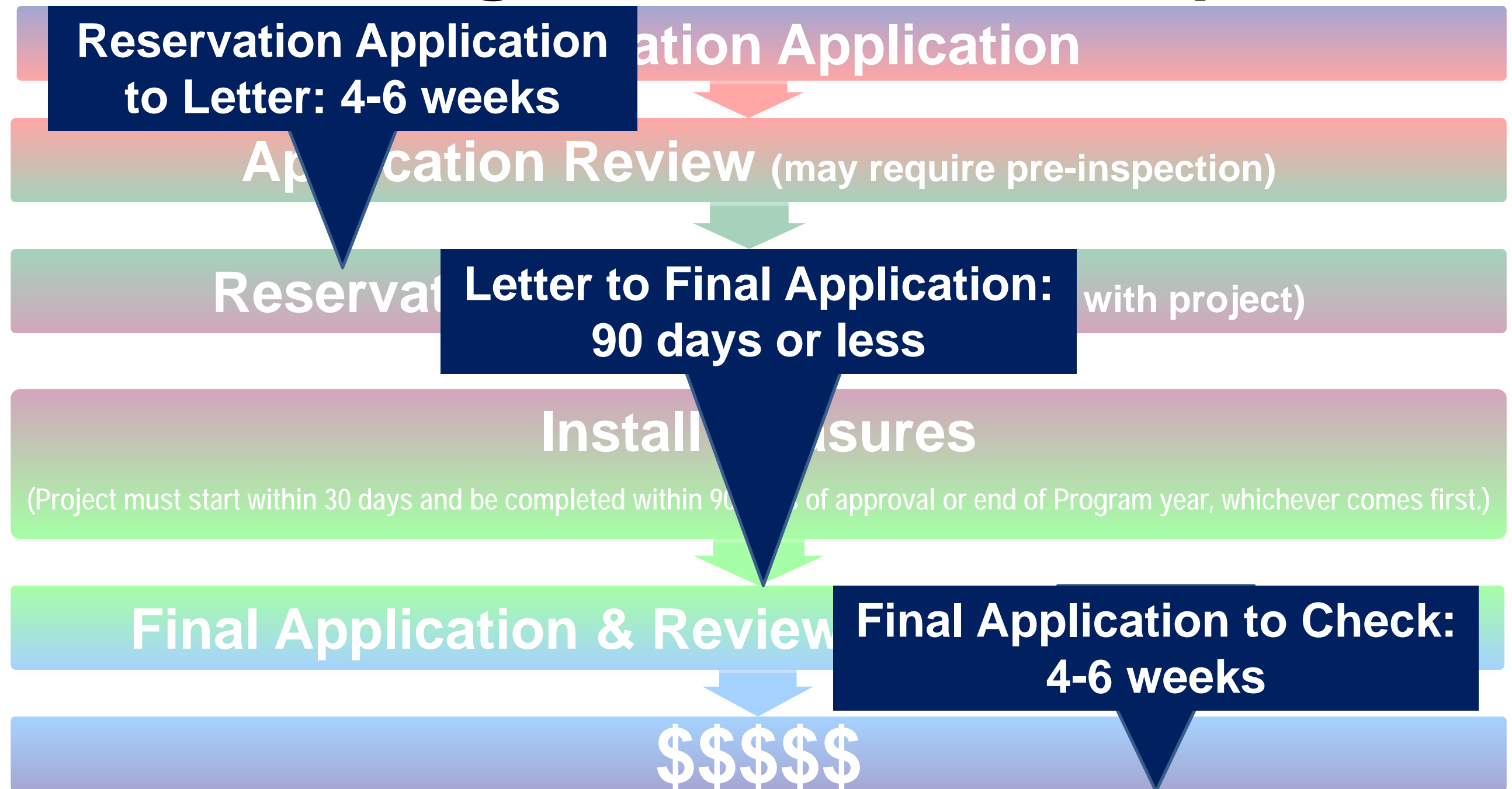
Final Application & Review (may require post-inspection)



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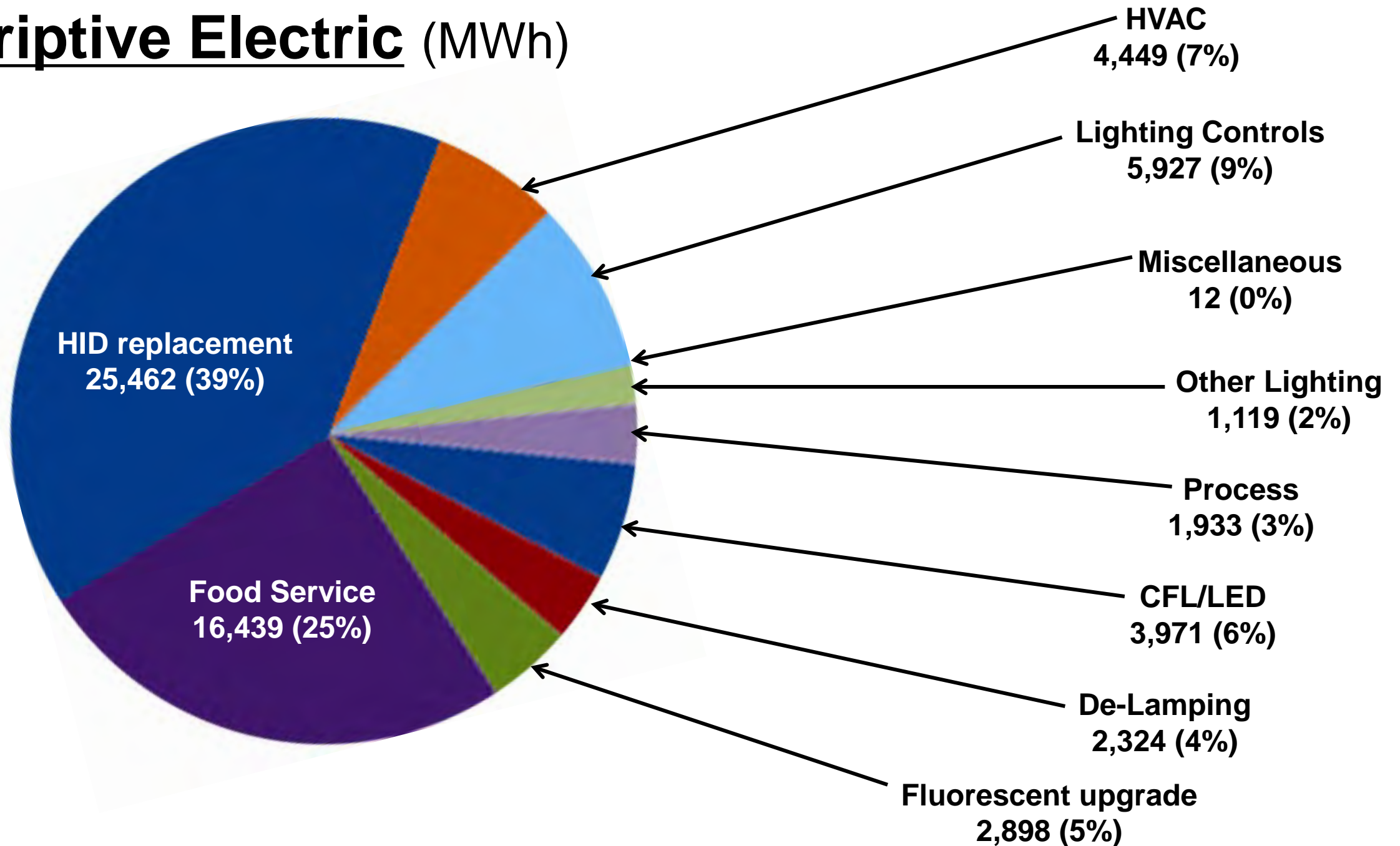


Our Program timeline is simple:



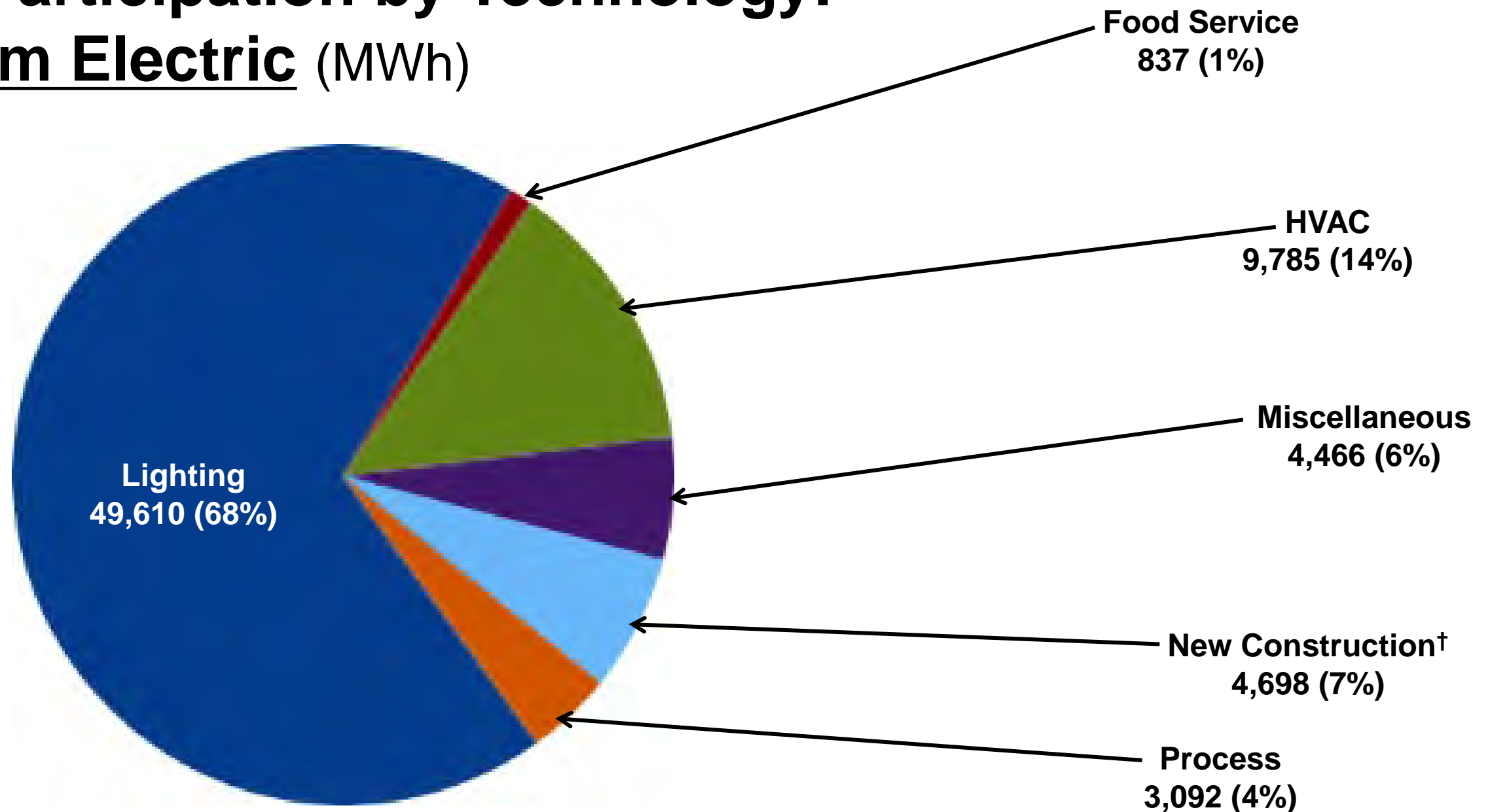


2013 Participation by Technology: Prescriptive Electric (MWh)



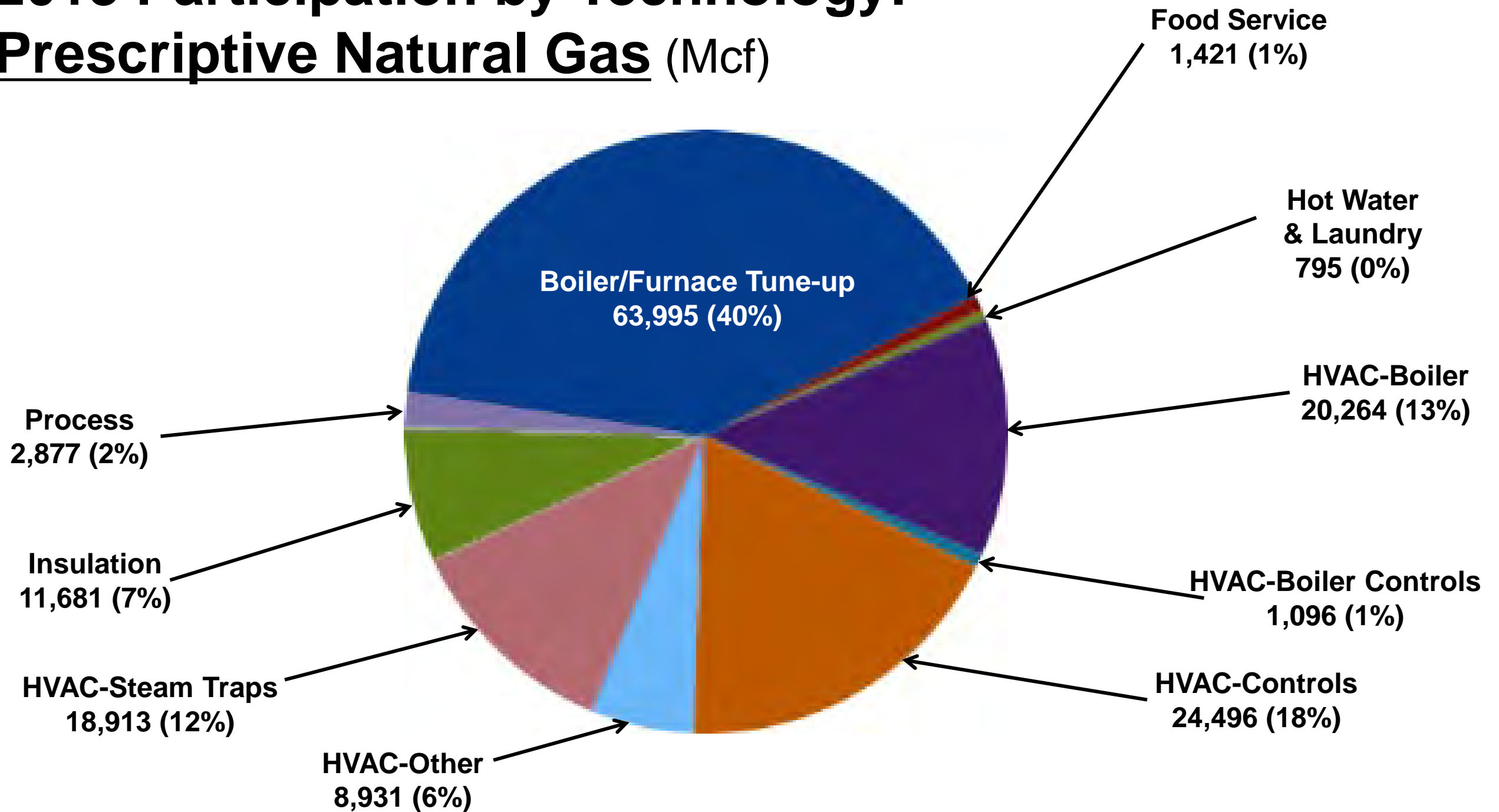


2013 Participation by Technology: Custom Electric (MWh)



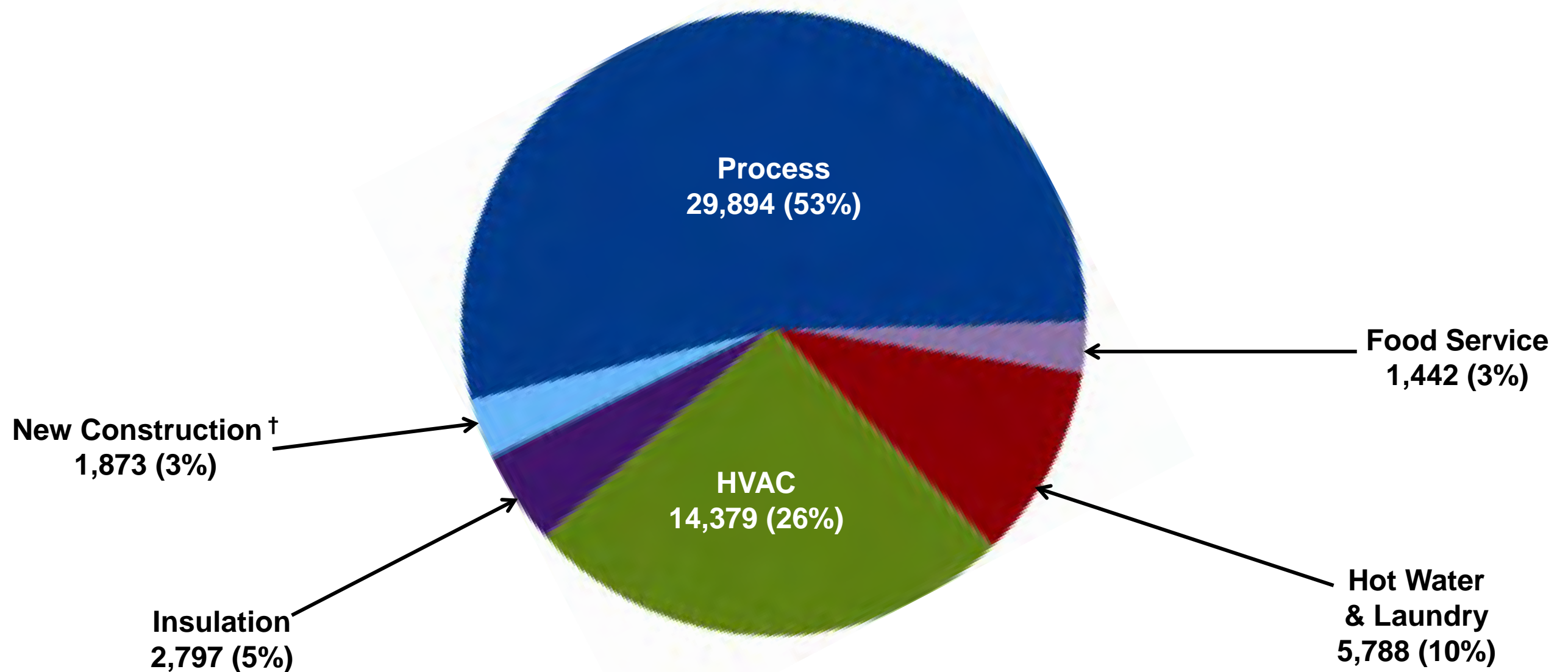


2013 Participation by Technology: Prescriptive Natural Gas (Mcf)





2013 Participation by Technology: Custom Natural Gas (Mcf)





Sources of information:

- **Michigan Saves**

- *michigansaves.org* (handout in your materials)

- **PACE** (Property Assessed Clean Energy - private)

- *leanandgreenmi.com*

- **PACE** (Property Assessed Clean Energy - public)

- *cec-mi.org/communities/programs/ann-arbor-pace*

- **DEGC** (Detroit Economic Growth Corporation)

- *degc.org*

Other sources:

- **Municipal bonds** (schools and government)

- **Energy Credits**



Changes and enhancements for 2014

2014 Program Changes/Enhancements



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The **Catalog** and **Application** remain unchanged in design and function.

- The Application remains an **interactive PDF** file that performs automatic calculations

• New for 2014:

1: The Facility Cap for Electricity has been increased to \$750,000 from \$200,000. *(All other Program Caps remain the same.)*

Energy Efficiency Program for Business

2014 Program Application

This Application is to be used for projects completed with a Final Application submitted during the 2014 Program Year (Jan. 1, 2014 - Nov. 30, 2014).

Section 1 - Application

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

Section 2 - Incentive Worksheets

- Lighting Incentive Worksheet.....7
- HVAC Electric Incentive Worksheet.....10
- Miscellaneous Electric Incentive Worksheet.....15
- Process Electric Incentive Worksheet.....16
- Food Service - Electric and Refrigeration Incentive Worksheet.....18
- HVAC Gas Incentive Worksheet.....20
- Hot Water and Laundry Incentive Worksheet.....21
- Insulation Incentive Worksheet.....22
- Process Gas Incentive Worksheet.....23
- Boiler/Furnace Tune-up Incentive Worksheet.....24
- Food Service - Gas Incentive Worksheet.....25
- Custom Measures Worksheet Instructions.....26
- Custom Incentive Worksheet.....27

How to Submit Your Application.....30

For New Construction and Major Renovation projects, download our MCMR Application at dteenergy.com/mcmr. If you have questions about other projects and the appropriate Application to submit, contact us at 800-766-6933 (press option 2) or email us at savesmoney@dteenergy.com.

DTE Energy
Energy Efficiency Program for Business
2014 Measures and Specifications Catalog



2013	Electricity	Natural Gas
Facility	\$200,000	\$200,000
Project	\$200,000	\$100,000
Customer	\$750,000	\$200,000

2014	Electricity	Natural Gas
Facility	\$750,000	\$200,000
Project	\$200,000	\$100,000
Customer	\$750,000	\$200,000

2014 Program Changes/Enhancements



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• New for 2014:

2: Every measure on the Application now has a **Reference Number**.

- Use to identify related specification sheets, invoices and other documentation.

**Reference
Numbers***



7-2	CFL - Screw-in (> 31 Watts)	\$10.00	Lamp
7-3	CFL Reflector Flood Lamps	\$10.00	Lamp


3: Every measure that deals with square footage now requires the submission of a floor plan identifying the area involved.

Interior Switching Controls for Multilevel Lighting

Incentives are available to install switching controls for multilevel lighting. This measure is applicable to spaces that require various lighting schemes such as classrooms, auditoriums, conference rooms and warehouses with skylights. Incentive is per 10,000 square feet of controlled area. Fractional values are allowed for areas that are not multiples of 10,000 square feet. Floor plan must be submitted verifying square footage.

4: Not every measure qualifies for the **Michigan-Made** bonus: it is now limited to an entire fixture replacement, not retrofits.

Interior High Performance (HP) and Low Wattage (LW) 4-foot Linear Fluorescents. All lamps are 4ft unless otherwise stated.

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive	
7-11	LW T8 (Lamps Only, 4ft Linear or U-Lamp) NOTE: Reservation Application is required for all LW T8 lamp only projects.	\$1.00	Lamp			<input type="checkbox"/>
7-12	1 Lamp HP T8, replacing T8/T12	\$2.00	Fixture			<input type="checkbox"/>

*No longer
qualifies for
Michigan-
Made bonus*

2014 Program Changes/Enhancements



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• New for 2014:

5: Custom worksheets now involve additional calculations:

- You must now show your calculations for hours of operation (before and after):

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

- Will your new equipment being in operation during certain times?

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

☐ Yes ☐ No

- If a measure does not qualify for an incentive, the letters **DNQ** will be displayed.

		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 27-29)	Electric						DNQ
	Natural Gas						
Total Custom Incentive							

2014 Program Changes/Enhancements




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- **Measure changes for 2014:**

6: T8 and T12 measures have been combined into new options.



7-12	1 Lamp HP T8, replacing T8/T12	\$2.00	Fi
7-13	2 Lamp HP T8, replacing T8/T12	\$3.00	Fi
7-14	3 Lamp HP T8, replacing T8/T12	\$4.00	Fi
7-15	4 Lamp HP T8, replacing T8/T12	\$5.00	Fi
7-16	1 Lamp LW HP T8, replacing T8/T12	\$3.00	Fi
7-17	2 Lamp LW HP T8, replacing T8/T12	\$5.00	Fi
7-18	3 Lamp LW HP T8, replacing T8/T12	\$7.00	Fi
7-19	4 Lamp LW HP T8, replacing T8/T12	\$9.00	Fi

7: Pulse Start Metal Halide measures have been replaced with new options.



8-9		≤ 499W (magnetic ballast), replacing 400 to 800W Probe Start	\$25.00
8-10	Pulse Start	≤ 499W (electronic ballast), replacing 400 to 800W Probe Start	\$40.00
8-11	Metal Halide	500 to 750W (magnetic ballast), replacing > 800W Probe Start	\$45.00
8-12		500 to 750W (electronic ballast), replacing > 800W Probe Start	\$60.00

8: Vinyl Window Assembly has been eliminated for electric *and* gas.



- Measure changes for 2014:

9: **Walk-in** requirement has been changed to 5-foot door height for door gaskets on coolers & freezers

10: **Interior Linear LED** measures have been added.

Interior Linear LED (Reservation Application Required)

Ref #	Brief Description of Pre- and Post-Fixtures	Annual Hours of Operation (A)	# of Fixtures (B)	Pre-Upgrade kW/Fixture (C)	Post-Upgrade kW/Fixture (D)	Total kWh Reduced (A x B x (C - D)) = (E)	Incentive \$/kWh (F)	Total Incentive (E x F)
7-20							\$0.08	
7-21							\$0.08	
7-22							\$0.08	

☐☐☐

11: **Walk-in** requirement has been changed to 5-foot door height for door gaskets on coolers & freezers

2014 Program Changes/Enhancements



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• Measure changes for 2014:

There have been two measure incentive changes

Electric

12: **Door Gaskets on Coolers & Freezers:**

- Changed from \$10/linear foot to \$5/linear foot

19-8	Strip Curtains on Walk-In Freezer Doors		\$30.00	Square Foot	
19-9	Door Gaskets on Coolers and Freezers		\$5.00	Linear Foot	

Gas

13: **Boiler Water Reset Control:**

- Changed from \$300/unit to \$0.50/MBH

20-1	Boiler Modulating Burner Control Retrofit		\$1,200.00	Unit	
20-2	Boiler Water Reset Control Retrofit		\$0.50	MBH	
20-3	High Efficiency Furnace 95% Efficient		\$250.00	Unit	



Also in 2014

- **Multi-Measure** bonus has been **doubled**
 - **20% bonus** on multiple categories submitted on the same Application – when no single category is more than 75% of the Application.
 - **Or...**Working with Michigan Saves for special financing rates



- **Michigan-Made** bonus
 - **15% bonus** for any installed equipment that is 50% manufactured and/or assembled in Michigan (excluding packaging).

However:

- Some Prescriptive measures are no longer eligible.
- Custom projects are no longer eligible.





About our Designated Trade Allies



Contractor vs. Designated Trade Ally

- A **Contractor** is a business that delivers products and/or services to DTE Energy customers.
- A **Designated Trade Ally** is a contractor specially trained in how to access our Program and use the Application to maximize the Program's benefits for DTE customers.
 - They include: Contractors, suppliers, designers and consultants.
- Our **Designated Trade Ally** program is designed to:
 - Improve contractor familiarity with the program.
 - Increase customer satisfaction.
 - Provide us with a better understanding as to how to interact with and support contractors in the marketplace.



What Customers get from our Program

- Reduced upfront project costs.
- Cash incentives for being energy efficient.
- Reduced energy use — and lower bills in the long run.*
- Lower maintenance costs.
- Short, simple payback.

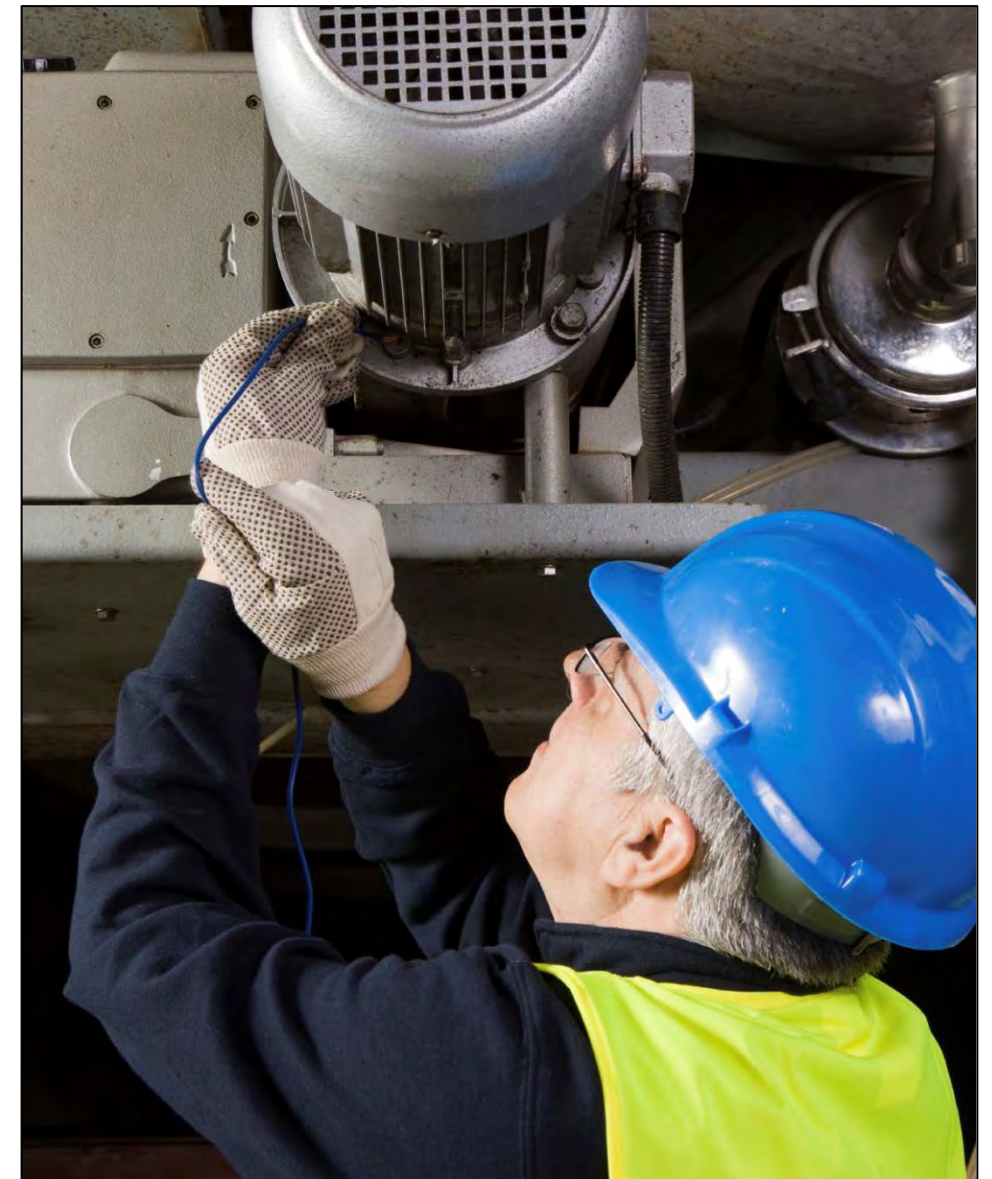
**There is no guarantee of lower bills; results may vary by business and project*



Benefits of being a Designated Trade Ally

- Our **Designated Trade Ally** program offers:

- Listing in our online directory.
- Presentations at events with multiple customers.
- Large-customer visits with Program Team members.
- Opportunity to participate in advisory/focus groups, pilot programs and events.
- Supplies of printed marketing material.





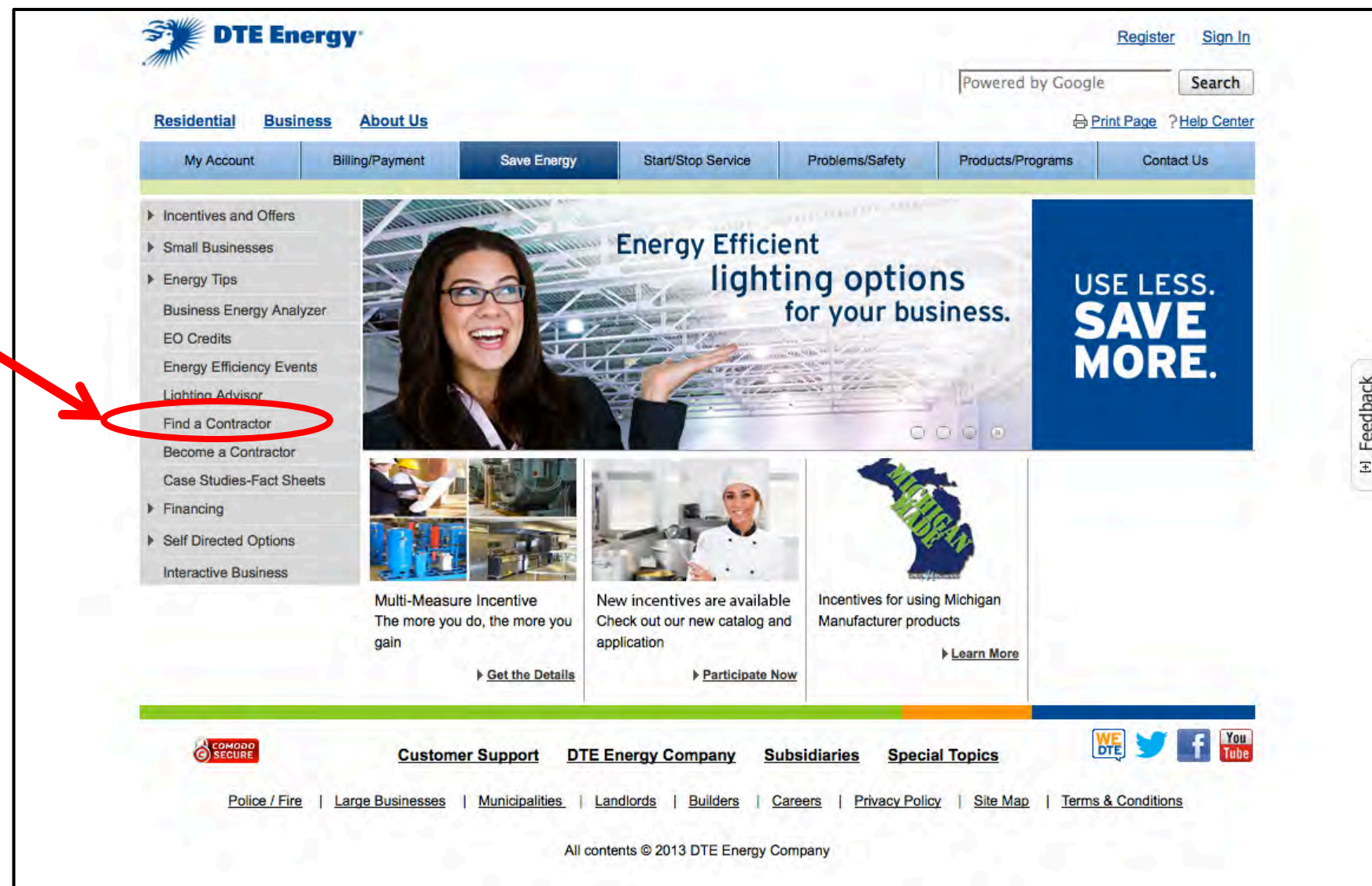
How customers find Designated TAs:

- Click on: dteenergy.com/savenow

- Click on the link at left: **Find a Contractor**

To our contractors:

Please complete one of our forms before you leave to ensure your online listing is accurate and up to date.





How customers find Designated TAs:

- Click on **Energy Efficiency Directory** link

The screenshot shows the DTE Energy website interface. In the left sidebar, under the 'Find a Contractor' section, the 'Energy Efficiency Directory' link is highlighted. A red arrow points from this link to the main content area. In the main content area, the heading 'Search our Energy Efficiency Directory to find a reliable contractor' is circled in red. Below this heading, there is a paragraph explaining the directory's purpose and a list of questions to ask before hiring a contractor. The footer contains various links including 'Customer Support', 'DTE Energy Company', 'Subsidiaries', 'Special Topics', and a 'Feedback' button on the right side.



How customers find Designated TAs:

- They can search by their **Location** (city or ZIP)

or

- They can search by **Program Type**

The screenshot displays the DTE Energy Efficiency Directory website. At the top, there is a navigation bar with links for Residential, Business, and About Us. Below this is a search bar powered by Google. The main content area is titled "Welcome to the DTE Energy Efficiency Directory" and provides instructions for finding contractors. A red arrow points from the "Location" bullet point to the "Enter a Location" input field, which is labeled "City or ZIP Code". Another red arrow points from the "Program Type" bullet point to the "Search by Program" dropdown menu, which lists various program types such as Electric & Gas Equipment, Express Certified Contractors, Service Equipment, HVAC, Insulation, Lighting, New Construction, Water Heating, and Other Services. A "Search" button is located at the bottom of the dropdown menu.



How customers find Designated TAs:

- Once they narrow their search, they can refine their search again by **Program Type**

The screenshot shows the DTE Energy website interface. At the top, there's a navigation bar with links like 'Residential', 'Business', and 'About Us'. Below that, a search bar is visible. The main content area displays 'Your Search Results for: Tinton, MI' with a list of contractors. A red arrow points from the 'Program Type' text in the bullet point to the 'HVAC' category in the right sidebar. The sidebar also includes a 'Modify your Search' section with various equipment and service options.

View Results As:	Sort by:	Rating	Distance	# of Jobs
1	Mello Electric	3152 Palmetto Ct., Tinton, MI 734.216.2492	1 mi	0
2	Expert Heating & Cooling	21811 Allen Road, Woodhaven, MI 734.476.4488	2 mi	6
3	DA Mechanical, LLC	1128 Eureka Road, Wyandotte, MI 734.620.2112	8 mi	0
4	Gee & Miesler, Inc.	744 Vinewood, Wyandotte, MI 734.284.1224	8 mi	6
5	Expert Mechanical Services, Inc.	542 Biddle Ave., Wyandotte, MI 734.231.4689	10 mi	17
6	D & G Building Co.	30735 Cypress, Ste 600, Romulus, MI 313.363.6790	15 mi	0
7	Backhoe Energy Management Services	2050 Monroe Boulevard, Dearborn, MI 313.215.6202	16 mi	0
8	UVS Electronics	26807 Michigan Ave., Inkster, MI 313.218.7562	17 mi	0



About Incentives



There are three types of projects

Prescriptive

- **Predetermined** measures and incentives for the installation of various energy efficient improvements.
- Incentives typically average 20% to 50% of the incremental cost.

Custom

- **Capital investment** projects that increase energy efficiency and are **NOT** eligible for a Prescriptive Incentive may qualify as a Custom Measure.
- Custom Incentives are determined on a case-by-case basis and are paid per unit energy saved (ex: \$0.08/kWh and/or \$4/Mcf).

New Construction Major Renovation

- **New facilities/major renovations** of existing facilities or change of use projects.
- Adding load.



About Reservations

Reservation Applications set aside funds for your project to ensure availability when your project is completed and you submit your Final Application. Here are our guidelines:

Prescriptive

- Reservation Applications are not required for most Prescriptive projects, **BUT** they are **highly recommended**.
- A Reservation Application **is required** for certain measures: check the Application for details.

Custom

- A Reservation Application **is required** for all Custom projects.

New Construction Major Renovation

- A Reservation Application **is required** for all New Construction and Major Renovation projects (up to 18 months).

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



Prescriptive



Prescriptive

- **Pre-determined** measures with specific energy savings and cash rebates:



PRESCRIPTIVE MEASURE CATEGORIES			
ELECTRIC		GAS	
Lighting <ul style="list-style-type: none"> CFLs Controls Delamping Exit Signs Interior/Exterior Linear Fluorescent replacing HID High Performance (HP) Linear Fluorescents LED Lamps LED Refrigerated Door Case Lighting Low Wattage (LW) Linear Fluorescents Occupancy Sensors Pulse Start Metal Halide 	Miscellaneous Electric <ul style="list-style-type: none"> High Efficiency Clothes Washer Intelligent Surge Protector PC Network Energy Management Controls 	HVAC <ul style="list-style-type: none"> Boiler Modulating Burner Control Controls Demand Controlled Ventilation Destratification Fans High Efficiency Furnace Infrared Heaters Programmable Thermostat Setback/Setup Controls Space Heating Boilers Steam Traps 	<ul style="list-style-type: none"> Roof Insulation (Flat/Attic) Truck Loading Dock Seals Truck Loading Dock Leveler Ramp Air Pit Seals Wall Insulation
HVAC <ul style="list-style-type: none"> Air-Cooled/Water-Cooled Chillers Air Source/Closed Loop/Ground Source Heat Pumps Chilled Water Reset Cool Roof Hotel Guestroom Energy Management System (AC) HVAC Occupancy Sensor for Large Office Building Packaged Terminal Air Conditioner & Heat Pump Programmable Thermostat (AC) Setback/Setup Controls (AC) Unitary and Split Air Conditioning Systems Variable Frequency Drive - HVAC Fan/Pump Window Film 	Process Electric <ul style="list-style-type: none"> Barrel Wraps for Injection Molders & Extruders Compressed Air measures Electronically Commutated Plug Fans High Efficiency Process Pumps Industrial 3-Phase High Frequency Battery Charger Insulated Pellet Dryer Ducts Variable Frequency Drive for Process Pumping VSD Air Compressor 	Hot Water and Laundry <ul style="list-style-type: none"> Domestic Hot Water Heating System Dry Cleaning Boiler Descale (Kettle/Tube-Type) Gas Water Heater High Efficiency Clothes Washer High Efficiency Pool Heater (Gas Heat) Ozone Laundry System 	Process Gas <ul style="list-style-type: none"> Air Compressor Exhaust Heat Recovery Furnace Tube Inserts High Efficiency Process Boiler (Water/Steam) Tank Insulation
	Food Service & Refrigeration <ul style="list-style-type: none"> Anti-Sweat Heater Controls Beverage Vending Machine Controllers Commercial Kitchen Ventilation Hood Door Gaskets on Coolers and Freezers Energy Efficient Ice Machines ENERGY STAR® Commercial equipment Evaporator Fan Motor Controls Floating Head Pressure Controls Strip Curtains on Walk-in Cooler and Freezer Doors Vertical Night Covers 	Insulation <ul style="list-style-type: none"> Domestic Hot Water Pipe Wrap Greenhouse Heat Curtain Greenhouse Infrared Film Pipe Wrap – Steam and Hot Water Boiler Pool Covers 	Boiler/Furnace Tune-up <ul style="list-style-type: none"> Boiler Tune Up Domestic Hot Water Boiler Tune-up Furnace/RTU Tune-up Process Boiler Tune-up
			Food Service <ul style="list-style-type: none"> Commercial Kitchen Ventilation Hood ENERGY STAR® Convection Ovens ENERGY STAR® Fryers ENERGY STAR® Griddles ENERGY STAR® Steam Cookers Large Vat Fryers Night Covers (vertical) Ovens Pre-Rinse Sprayers (Gas Water Heat)



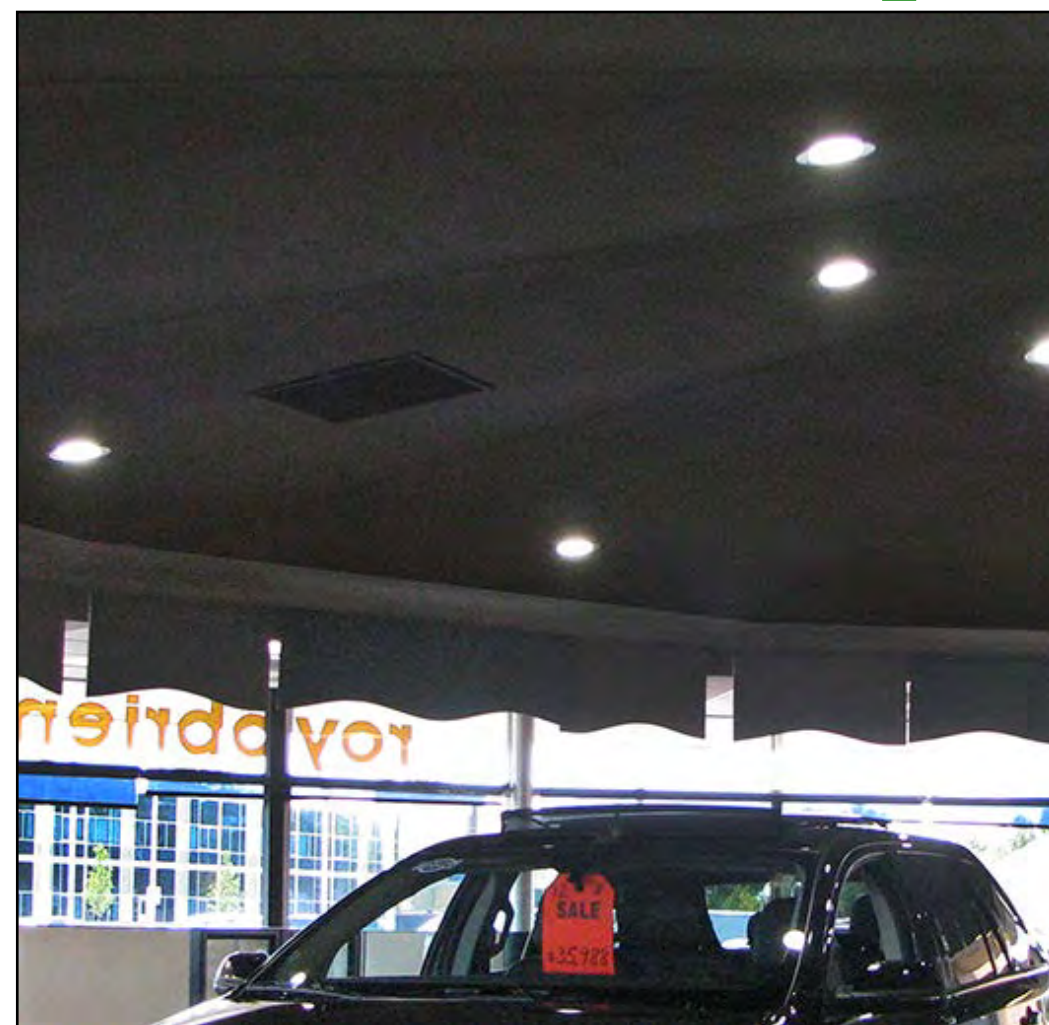
Prescriptive



Electric Project Example:

Auto Dealership: Lighting

- Total project cost.....\$102,216
- Total rebate.....\$23,434
- Project cost after rebate.....\$78,782
- Total kWh saved/yr.....130,750
- Simple payback.....**2 years**





Prescriptive



Gas Project Example: Warehouse: Energy Management System

- Total project cost.....\$59,780
- Total rebate.....\$25,000
- Project cost after rebate.....\$34,780
- Total Mcf saved/yr..... 8,670
- Simple payback.....**1.1 years**





Custom



Custom:

- Measures that do not fall within any specific prescriptive program.
- Energy savings and cash rebates are calculated on a case-by-case basis.
- Can be combined with prescriptive measures.
- **NOTE:** for a complete review of custom project criteria, see the Application.





Custom



Electric Project Example: Data Center: Humidifier changeout

- Total project cost.....\$497,959
- Total rebate.....\$130,000
- Project cost after rebate.....\$367,959
- Total kWh saved/yr.....1,627,000
- Simple payback.....**2.8 years**





Custom



Natural Gas Example:

Office Building: Boiler upgrades

- Total project cost.....\$87,245
- Total rebate.....\$15,000
- Project cost after rebate..... \$72,245
- Total Mcf saved/yr.....3,766
- Increased boiler efficiency.... 2.2%
- Simple payback.....**3.8 years**





New Construction Major Renovation



New Construction/Major Renovation:

- New facilities/major renovations of existing facilities/change of use.
- Adding load.
- **Two types of Applications:**
 - **Whole Building Design Approach:**
 - Based on three tiers of efficiency
 - Requires energy modeling.
 - **System Approach:**
 - Pre-determined to optimize energy efficiency of individual systems.





New Construction Major Renovation



Projects are eligible if they include:

- **New building projects** wherein no structure or site footprint presently exists:
 - Brand new building or addition to an existing building.
- Major tenant improvements that **change the use** of the space.
- Major tenant improvements that **add new load**.

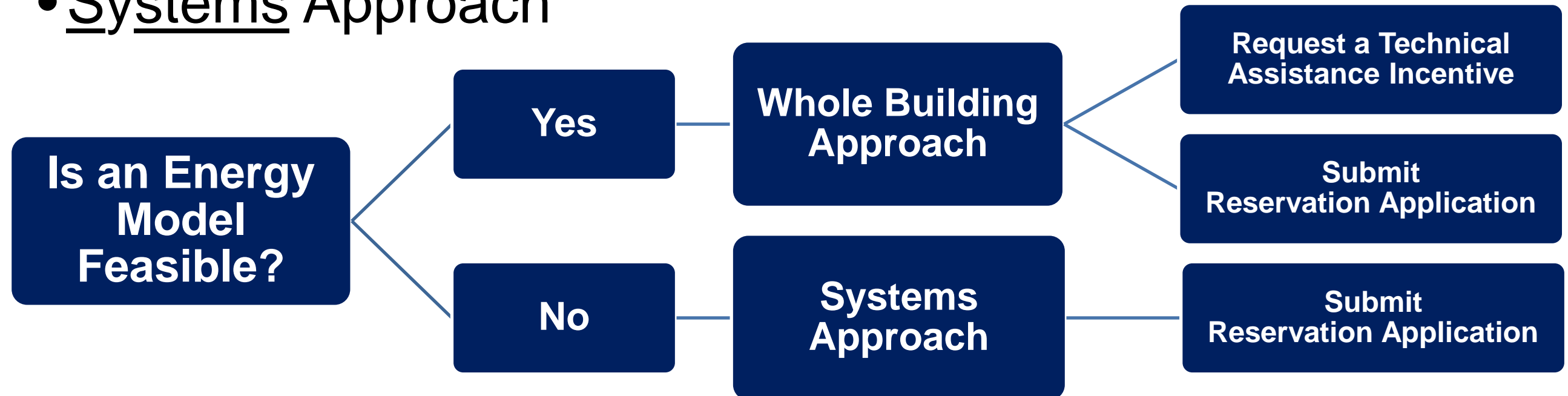


New Construction Major Renovation



Choosing an Approach:

- Whole Building Design Approach
- VS.
- Systems Approach





Getting Started in 2014



About Program funding

DTE Energy

Register Sign In

Powered by Google Search

Residential Business About Us

My Account Billing/Payment Save Energy Start/Stop Service Problems/Safety Products/Programs Contact Us

incentives and offers

- Multifamily Program
- Free Thermostat
- Express Program
- Incentives
- ENERGY STAR Lighting
- Michigan Made
- Multi-Measure
- Building Operator Cert
- Small Businesses
- Energy Tips
- Business Energy Analyzer
- EO Credits
- Energy Efficiency Events
- Lighting Advisor
- Find a Contractor
- Become a Contractor
- Case Studies-Fact Sheets
- Financing
- Self Directed Options
- Interactive Business

How To Participate

Prescriptive and Custom Incentives:

1. Verify your eligibility. See the Energy Efficiency Program for Business [Policies and Procedures Manual](#).*
2. Submit a Reservation Application to reserve funding. (This is required for all custom and De-lamping measures and highly recommended for the rest of the Prescriptive measures.)
 - [Review the guidelines](#) (slide show) for completing the Energy Efficiency Program for Business application
 - Download the [2014 Catalog](#)
 - Download the [2014 Application](#)
3. Install your equipment or systems within 90 days of reservation confirmation.
4. Submit the required documentation of project completion, costs and energy savings within 60 days of project completion.
5. Submit your Final Application. Final Applications must be received within 60 days after project completion or by November 30 of each program year, whichever comes first.
6. DTE Energy's Energy Efficiency Program for Business Staff will review your final project documentation. Incentive payments will typically be sent within 4 to 6 weeks from the time that all the documentation is received and the field inspection is complete.

New Construction and Major Renovation Program:

1. To determine if your project qualifies, please contact DTE Energy's Energy Efficiency Program for Business Staff before you start your design at 866.796.0512.
2. Download the [New Construction Application](#)* for details on the program and application forms.
3. Full details of the program can be found in the [New Construction Policies and Procedures Manual](#).*

Questions? Please contact us:

Contact the Energy Efficiency Program for Business at 866.796.0512.
or
PO Box 11289

2013 Rebate Program Status

Paid 100%

Active 100%

Electric Installations

Available funds paid as of December 20, 2013

These funding gauges provide real-time information on the Program's progress throughout the year.

This is especially important as the Program Year winds down and funding becomes limited.



2014 Program Catalog & Application



DTE Energy
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USE LESS.
**SAVE
MORE.**

To find the gauges – and download
an electronic Catalog and Application

1) visit: dteenergy.com/savenow

Then select:

2) “[Participate Now](#)”

The screenshot shows the DTE Energy website interface. At the top, there is a navigation bar with links for Residential, Business, and About Us. Below this is a secondary navigation bar with links for My Account, Billing/Payment, Save Energy, Start/Stop Service, Problems/Safety, Products/Programs, and Contact Us. A large banner for 'Energy Efficient lighting options for your business.' is visible. On the left, a sidebar menu lists various resources. A red arrow points from the text 'Participate Now' to a link with the same text in the bottom right section of the page. The link is circled in red.

DTE Energy

Register Sign In

Powered by Google Search

Print Page Help Center

Residential Business About Us

My Account Billing/Payment Save Energy Start/Stop Service Problems/Safety Products/Programs Contact Us

Energy Efficient lighting options for your business.

USE LESS. SAVE MORE.

Multi-Measure Incentive
The more you do, the more you gain
Get the Details

New incentives for 2014
Check out our new catalog and application
Participate Now

Incentives for using Michigan Manufacturer products
Learn More

**Requires Acrobat Reader*

2014 Program Catalog & Application



DTE Energy
Know Your Own Power™

USE LESS.
**SAVE
MORE.**

To find the gauges – and download an electronic Catalog and Application

1) visit: dteenergy.com/savenow

Then select:

2) “Participate Now”

3) Select and download:

- 2014 Catalog*
- 2014 Application

4) The New Construction Application is below

DTE Energy

Register Sign In

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Print Page Help Center

Residential Business About Us

My Account Billing/Payment Save Energy Start/Stop Service Problems/Safety Products/Programs Contact Us

Incentives and Offers

- Multifamily Program
- Free Thermostat
- Express Program
- Incentives
- ENERGY STAR Lighting
- Michigan Made
- Multi-Measure
- Building Operator Cert
- Small Businesses
- Energy Tips
- Business Energy Analyzer
- EO Credits
- Energy Efficiency Events
- Lighting Advisor
- Find a Contractor
- Become a Contractor
- Case Studies-Fact Sheets
- Financing
- Self Directed Options
- Interactive Business

How To Participate

Prescriptive and Custom Incentives:

1. Verify your eligibility. See the Energy Efficiency Program for Business [Policies and Procedures Manual*](#)
2. Submit a Reservation Application to reserve funding. (This is required for all custom and De-lamping measures and highly recommended for the rest of the Prescriptive measures.)
 - Review the guidelines (slide show) for completing the Energy Efficiency Program for Business application
 - Download the [2014 Catalog](#)
 - Download the [2014 Application](#)
3. Install your equipment or systems within 90 days of reservation confirmation.
4. Submit the required documentation of project completion, costs and energy savings within 60 days of project completion.
5. Submit your Final Application. Final Applications must be received within 60 days after project completion or by November 30 of each program year, whichever comes first.
6. DTE Energy's Energy Efficiency Program for Business Staff will review your final project documentation. Incentive payments will typically be sent within 4 to 6 weeks from the time that all the documentation is received and the field inspection is complete.

New Construction and Major Renovation Program:

1. To determine if your project qualifies, please contact DTE Energy's Energy Efficiency Program for Business Staff before you start your design at 866.796.0512.
2. Download the [New Construction Application*](#) for details on the program and application forms.
3. Full details of the program can be found in the [New Construction Policies and Procedures Manual*](#).

Questions? Please contact us:

Contact the Energy Efficiency Program for Business at 866.796.0512.

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2013 Rebate Program Status

Paid 100% Active 100%

Electric Installations

Available funds paid as of December 20, 2013

2013 Rebate Program Status

Paid 100% Active 100%

Gas Installations

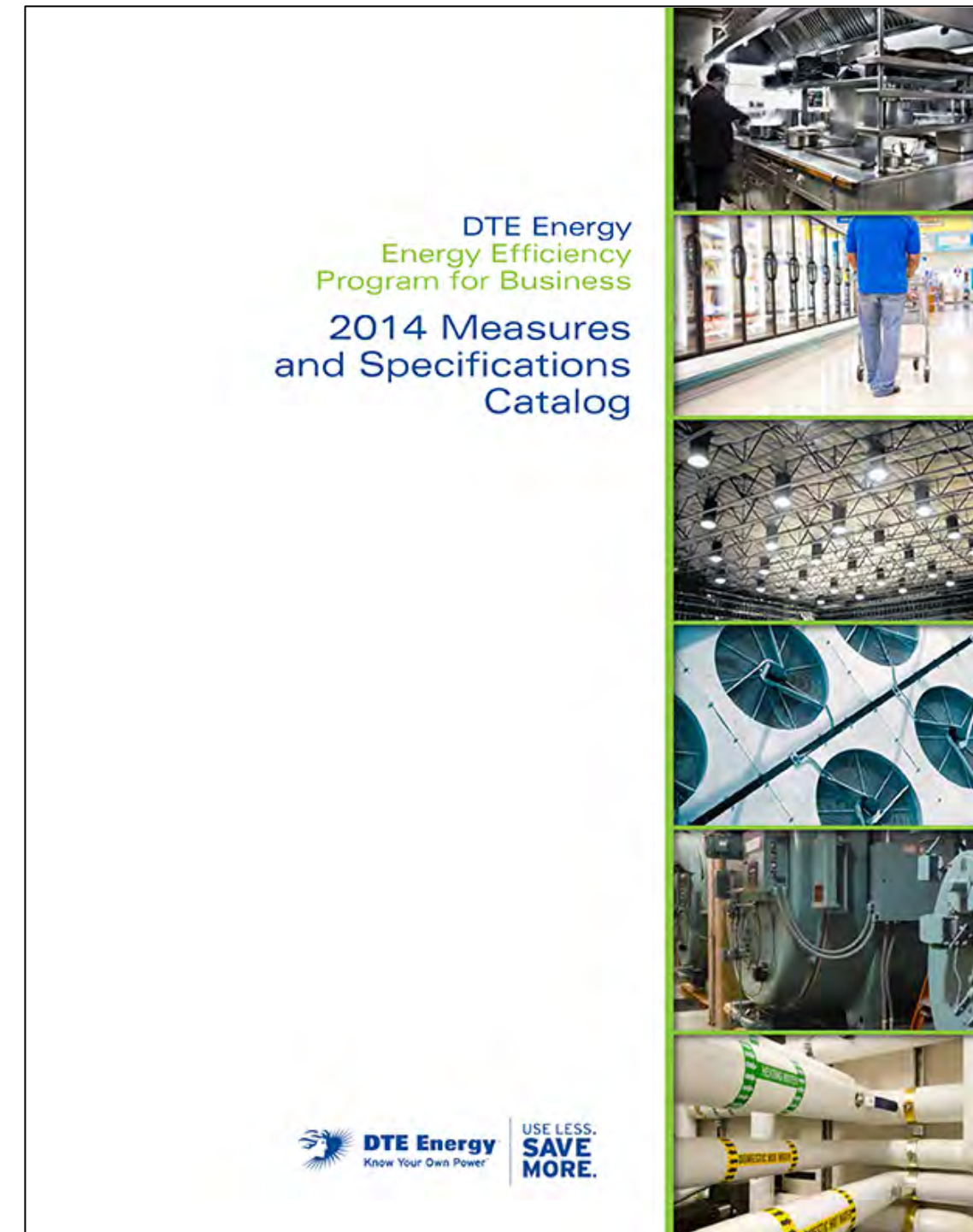
Available funds paid as of

*Contact us for a print copy



About our Catalog

- It includes specifications and details for every **Prescriptive** incentive measure.
- It includes specifications and details on how to submit a **Custom** project.
- Use it as a desktop reference for all your projects.





There are five electric categories of measures in the Catalog:

- Lighting
- Miscellaneous
- Process
- Food Service/Refrigeration
- HVAC

There are 64 measure areas

- Each area lists specific types of measures within that section

The Application matches the Measure sequence of the Catalog

List of Eligible Prescriptive Electric Measures	
Lighting	
Central Lighting Controls	11
Compact Fluorescent Screw-In Lamps (CFL)	7
(CFL) Reflector Flood Lamps	7
Compact Fluorescent Fixtures	7
Daylight Sensor Controls	11
Delamping	12
Exit Signs Retrofit	11
Exterior Lighting Bi-level Control w/Override	11
Exterior Linear Fluorescent replacing HID	10
Exterior CFL replacing HID	10
Garage/Exterior High-Intensity Discharge (HID) Conversion	10
High Performance (HP) Linear Fluorescents	8
Interior High-Intensity Discharge (HID) to Fluorescent Fixture	10
LED Interior Linear	9
LED Lamps	7
LED or Induction Interior High Bay	10
LED Traffic Signals	11
LED Refrigerated Door Case Lighting	12
Low Wattage (LW) Linear Fluorescents	9
Occupancy Sensors for LED Refrigerated Door Case Lighting	12
Occupancy Sensor	11
Pulse Start Metal Halide	10
Switching Controls for Multilevel Lighting	11
Tubular Skylights (Light Tubes)	12
HVAC Electric	
Air-Cooled Chiller	16
Air Source Heat Pumps	13
Chilled Water Reset – Air Cooled	15
Chilled Water Reset – Water Cooled	15
Chilled Water Reset with Pump on/off Control	14
Closed Loop Heat Pumps	13
Cool Roof	15
Economizer	15
Ground Source Heat Pump	14
High Performance Glazing	15
Hotel Guestroom Energy Management System (Air Conditioning)	14
HVAC Occupancy Sensor, Large Office Building	14
Packaged Terminal Air Conditioner & Heat Pump	13
Programmable Thermostat (Air Conditioning)	14
Room Air Conditioners	13
Setback-Setup Controls (Air Conditioning)	14
Unitary and Split Air Conditioning Systems	13
Variable Frequency Drive – HVAC Fan/Pump	15
Water-Cooled Chiller	16
Window Film	15
Miscellaneous Electric	
High Efficiency Clothes Washer	18
Intelligent Surge Protector	18
PC Network Energy Management Controls	18
Process Electric	
Barrel Wraps for Injection Molders & Extruder	20
Compressed Air Pressure Flow Controller	19
Compressed Air Audit with Leak Repair	19
Compressed Air Cycling Dryer	19
Electronically Commutated Plug Fans	20
Engineered Nozzle	19
High Efficiency Pumps	19
Industrial 3 Phase HF Battery Chargers	20
Insulation for Pellet Dryer Ducts	20
Tank Insulation	20
VFD for Process Fans	19
VSD Air Compressor	19
Food Service & Refrigeration Electric	
Anti-Sweat Heater Controls	21
Beverage Vending Machines	21
Commercial Kitchen Ventilation Hood	21
Door Gaskets on Coolers and Freezers	22
ECM Motor for Refrigerator Cases, Freezers and Coolers	22
Energy Efficient Ice Machines	22
Efficient Refrigeration Condenser	22
ENERGY STAR® Commercial Solid Door Refrigerators	21
ENERGY STAR® Commercial Solid Door Freezers	21
ENERGY STAR® Steam Cookers	21
ENERGY STAR® Holding Cabinets	21
Evaporator Fan Motor Controls	22
Floating Head Pressure Controls	21
LED Refrigerated Door Case Lighting	22
Occupancy Sensors for LED Refrigerated Door Case Lighting	22
Refrigeration Savings due to Lighting Wattage Reduction	22
Strip Curtains on Walk-in Cooler and Freezer Doors	22
Vertical Night Covers	22



There are six natural gas categories of measures in the Catalog:

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

There are 44 measure areas

- Each area lists specific types of measures within that section

The Application matches the measure sequence of the Catalog

List of Eligible Prescriptive Gas Measures

HVAC Gas

Boiler Modulating Burner Control	24
Boiler Water Reset Control	24
Chilled Water Reset	24
Chilled Water Reset with Pump on/off Control	25
Demand Controlled Ventilation	25
Destratification Fans	25
High Efficiency Furnace	24
Hotel Guestroom Energy Management Control	25
HVAC Occupancy Sensor, Large Office Building	25
Infrared Heaters	24
Programmable Thermostat	25
Setback-Setup Controls	25
Space Heating Boilers	24
Steam Traps	24
Variable Frequency Drive on Secondary Chilled Water Pump	24

Hot Water and Laundry

Domestic Hot Water Heating System	26
Dry Cleaning Boiler Descaling (Kettle/Tube-Type)	26
Gas Storage Water Heater	26
Gas Water Heater – Tankless	26
High Efficiency Clothes Washer	26
High Efficiency Pool Heater (Gas Heat)	26
Ozone Laundry System	26

Insulation

Domestic Hot Water Pipe Wrap	27
Greenhouse Heat Curtain	27
Greenhouse Infrared Film	27
Pipe Wrap – Steam and Hot Water Boiler	27
Pool Covers	27
Roof Insulation (Flat/Attic)	27
Truck Loading Dock Seals	27
Truck Loading Dock Leveler Ramp Air Pit Seals	27
Wall Insulation	27

Process Gas

Air Compressor Exhaust Heat Recovery	28
Furnace Tube Inserts	28
High Efficiency Process Boiler (Water/Steam)	28
Tank Insulation	28

Boiler/Furnace Tune-up

Boiler Tune Up	29
Domestic Hot Water Boiler Tune-Up	29
Process Boiler Tune-up	29
Furnace/RTU Tune-up	29

Food Service Gas


Commercial Kitchen Ventilation Hood	30
ENERGY STAR® Convection Ovens	30
ENERGY STAR® Fryers	30
ENERGY STAR® Griddles	30
ENERGY STAR® Steam Cookers	30
Fryers	30
Night Covers (vertical)	30
Ovens	30
Pre-Rinse Sprayers (Gas Water Heat)	30

2014 Program Catalog



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Food Service Electric & Refrigeration Specifications

All Final Applications MUST include manufacturers' equipment specification sheets

ENERGY STAR® Refrigerators and Freezers:

Equipment Type	Capacity	Unit
Commercial Solid Door Refrigerator	< 15 cu. ft.	Refrigerator
	15 – 30 cu. ft.	Refrigerator
	> 30 cu. ft.	Refrigerator
Commercial Solid Door Freezer	< 15 cu. ft.	Freezer
	15 – 30 cu. ft.	Freezer
	> 30 cu. ft.	Freezer

ENERGY STAR® Commercial Solid Door Refrigerator:
Incentives are available for replacement units that are ENERGY STAR® listed. Cases with remote refrigeration systems are not eligible. Incentive is per refrigerator.

ENERGY STAR® Commercial Solid Door Freezer:
Incentives are available for replacement units that are ENERGY STAR® listed. Cases with remote refrigeration systems are not eligible. Incentive is per freezer.

ENERGY STAR® Steam Cookers and Hot Holding Cabinets:

Equipment Type	Capacity	Unit
Steam Cookers	3 Pan	Cooker
	4 Pan	Cooker
	5 Pan	Cooker
	6 Pan	Cooker
Hot Holding Cabinets	Half Size	Cabinet
	Three Quarter Size	Cabinet
	Full Size	Cabinet

ENERGY STAR® Steam Cookers (Electric):
Incentives are available for replacement electric steamers that are ENERGY STAR® listed with a Cooking Energy Efficiency of 50% for all size units. Used or rebuilt equipment is not eligible. Incentive is per cooker.

ENERGY STAR® Hot Holding Cabinets:
Incentives are available for replacement units that are ENERGY STAR® listed and consume <40 watt per cubic foot. Cook-and-hold equipment is not eligible. Used or rebuilt equipment is not eligible. Incentive is per cabinet.

Controls

Equipment Type	Unit
Beverage Vending Machine Controllers	Machine
Anti-Sweat Heater Controls	Door
Floating Head Pressure Controls	Ton
Commercial Kitchen Ventilation Hood with Demand Control	CFM

Beverage Vending Machine Controllers:
Incentives are available for retrofitting existing vending machines with beverage vending machine controllers. The controller must include a passive infrared occupancy sensor to turn off fluorescent lights and other vending machine systems when the surrounding area is unoccupied for 15 minutes or longer. Incentive is per vending machine.

Anti-Sweat Heater Controls:
Incentives are available for anti-sweat heater controls. Eligible control devices that sense the relative humidity in the air outside of the display case and reduces or turns off the glass door (if applicable) and frame anti-sweat heaters at low-humidity conditions. Technologies that can turn off anti-sweat heaters based on sensing condensation on the inner glass pane are also eligible. Incentive is per total number of doors controlled.

Floating Head Pressure Controls:
Incentives are available for installing automatic controls to lower condensing pressure at lower ambient temperatures in multiplex refrigeration systems. Controls installed must vary head pressure to adjust condensing temperatures in relation to outdoor air temperature. The controls must replace existing constant pressure or manually controlled systems to achieve lowered head pressure in order to maintain a minimum saturated condensing temperature of 70°F, or a 20°F variance below design head pressure during mild weather conditions. Incentive is per ton of refrigeration.

Commercial Kitchen Ventilation (CKV) Hood with Demand Control:
Incentives are available to install commercial kitchen ventilation (CKV) hood control systems for fast food and full service restaurants. The control system must have both thermal and smoke (opacity) sensors. The ventilation controller must reduce the hood flow rate when the cooking equipment is using less heat. Incentive is per hood CFM.

To download an interactive application, go to: dteenergy.com/sevenow

21

**Specifications
are detailed for every
prescriptive measure
offered under the 2014 Program.**

Refrigerator
Refrigerator
Refrigerator
Refrigerator

FAR®
Incentive

FAR®
Incentive

Unit
Cooker
Cooker
Cooker
Cooker

beverage vending machine controllers. The controller must include a passive infrared occupancy sensor to turn off fluorescent lights and other vending machine systems when the surrounding area is unoccupied for 15 minutes or longer. Incentive is per vending machine.

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Incentives are available for anti-sweat heater controls. Eligible control devices that sense the relative humidity in the air outside of the display case and reduces or turns off the glass door (if applicable) and frame anti-sweat heaters at low-humidity conditions. Technologies that can turn off anti-sweat heaters based on sensing condensation on the inner glass pane are also eligible. Incentive is per total number of doors controlled.

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Commercial Kitchen Ventilation (CKV) Hood with Demand Control

Food Service
– Electric



About our Application


Use it as a:

- **Reservation** Application
- and a
- **Final** Application

NOTE: Funds **must** be reserved for all custom projects and for certain prescriptive measures.

We **encourage** you to submit a Reservation Application for all **prescriptive** projects.

Energy Efficiency
Program for Business

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2014 Program Application

This Application is to be used for projects completed with a Final Application submitted during the 2014 Program Year (Jan. 1, 2014 - Nov. 30, 2014).

Section 1 – Application	
Incentive Application Checklist.....	2
Customer Information.....	3
Contractor Information.....	4
Third Party Payment Authorization.....	4
Final Application Agreement.....	5
Incentive Summary, Final Agreement Information and Account Holder Signature Page.....	6
Section 2 – Incentive Worksheets	
Lighting Incentive Worksheet.....	7
HVAC Electric Incentive Worksheet.....	10
Miscellaneous Electric Incentive Worksheet.....	15
Process Electric Incentive Worksheet.....	16
Food Service – Electric and Refrigeration Incentive Worksheet.....	18
HVAC Gas Incentive Worksheet.....	20
Hot Water and Laundry Incentive Worksheet.....	21
Insulation Incentive Worksheet.....	22
Process Gas Incentive Worksheet.....	23
Boiler/Furnace Tune-up Incentive Worksheet.....	24
Food Service – Gas Incentive Worksheet.....	25
Custom Measures Worksheet Instructions.....	26
Custom Incentive Worksheet.....	27
How to Submit Your Application.....	30

For New Construction and Major Renovation projects,
download our NC/MR Application at dteenergy.com/saveenergy
If you have questions about other projects and the appropriate
Application to submit, contact us at 800-796-0512 (press option
3) or email us at saveenergy@dteenergy.com

2014 Program Application



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The following items are required to successfully complete your Reservation and Final Applications and receive incentive funding:

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

Checklist

Prescriptive and Custom Incentive Application Checklist

This form **MUST** be included with any Reservation and/or Final Application.
If this is a New Construction or Major Renovation project, please use that Application, which can be found online at: dteenergy.com/savenow.

Submittal Date _____ Application Number (if known) _____

Is this a revised Application? ☐ yes ☐ no

Mail, fax or email completed forms and required documentation with itemized invoices to:

DTE Energy's Energy Efficiency Program For Business
P.O. Box 11289
Detroit MI 48211
Fax: 877.607.0744
Phone: 866.796.0512
Email: saveenergy@dteenergy.com
Web: dteenergy.com/savenow

Reservation Application
Fill out this side when reserving incentives

Required Attachment

<input type="checkbox"/> Customer Information	3
<input type="checkbox"/> Contractor Information	4
<input type="checkbox"/> W9 Tax Information Form (customer)	3
<input type="checkbox"/> Michigan-Made Affidavit(s) (if applicable)	

Incentives Worksheets

<input type="checkbox"/> Lighting	7
<input type="checkbox"/> HVAC – Electric	10
<input type="checkbox"/> Miscellaneous Electric	15
<input type="checkbox"/> Process Electric	16
<input type="checkbox"/> Food Service – Electric	18
<input type="checkbox"/> HVAC – Gas	20
<input type="checkbox"/> Hot Water & Laundry	21
<input type="checkbox"/> Insulation	22
<input type="checkbox"/> Process Gas	23
<input type="checkbox"/> Boiler/Furnace Tune-up	24
<input type="checkbox"/> Food Service – Gas	25
<input type="checkbox"/> Custom	27

Reservation Application Date _____

Expected Completion Date** _____

**Project funds will only be reserved for 90 days from date of Reservation.

Final Application
Fill out this side when project is completed

Required Attachments

<input type="checkbox"/> Customer Information	3
<input type="checkbox"/> Contractor Information	4
<input type="checkbox"/> W9 Tax Information Form (if different than customer)	4
<input type="checkbox"/> 3rd Party Payment Authorization*	4
<input type="checkbox"/> Signed Final Application Agreement	5
<input type="checkbox"/> Manufacturers' Specifications	
<input type="checkbox"/> Itemized Invoices	
<input type="checkbox"/> Michigan-Made Affidavit(s) (if applicable)	

Incentives Worksheets

<input type="checkbox"/> Lighting	7
<input type="checkbox"/> HVAC – Electric	10
<input type="checkbox"/> Miscellaneous Electric	15
<input type="checkbox"/> Process Electric	16
<input type="checkbox"/> Food Service – Electric	18
<input type="checkbox"/> HVAC – Gas	20
<input type="checkbox"/> Hot Water & Laundry	21
<input type="checkbox"/> Insulation	22
<input type="checkbox"/> Process Gas	23
<input type="checkbox"/> Boiler/Furnace Tune-up	24
<input type="checkbox"/> Food Service – Gas	25
<input type="checkbox"/> Custom	27

* If applicable.

Final Application Date _____

Actual Completion Date*** _____

***Application must be submitted within 60 days of completion date.

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

You must complete all applicable pages before sending or submitting this Application to our office.

[Go To Page 30 For Submission Instructions](#)

2

To download an interactive application, go to: dteenergy.com/savenow

Application Checklist



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

Complete this side to reserve funds before starting your project

Complete this side to request payment once your project is completed

Reservation Application

Fill out this side when reserving incentives

Required Attachment

- ☐ Customer Information3
- ☐ Contractor Information4
- ☐ W9 Tax Information Form (customer)3
- ☐ Michigan-Made Affidavit(s) (if applicable)

Incentives Worksheets

- ☐ Lighting7
- ☐ HVAC – Electric10
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- ☐ Insulation22
- ☐ Process Gas23
- ☐ Boiler/Furnace Tune-up24
- ☐ Food Service – Gas25
- ☐ Custom27

Reservation Application Date _____

Expected Completion Date** _____

**Project funds will only be reserved for 90 days from date of Reservation.

Final Application

Fill out this side when project is completed

Required Attachments

- ☐ Customer Information3
- ☐ Contractor Information4
- ☐ W9 Tax Information Form (if different than customer) .4
- ☐ 3rd Party Payment Authorization*4
- ☐ Signed Final Application Agreement5
- ☐ Manufacturers' Specifications
- ☐ Itemized Invoices
- ☐ Michigan-Made Affidavit(s) (if applicable)

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- ☐ Hot Water & Laundry21
- ☐ Insulation22
- ☐ Process Gas23
- ☐ Boiler/Furnace Tune-up24
- ☐ Food Service – Gas25
- ☐ Custom27

* If applicable.

Final Application Date _____

Actual Completion Date*** _____

***Application must be submitted within 60 days of completion date.

Customer/Project Information



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Use this sheet to enter all detailed customer, contact and general project information

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 ☐ Bill Insert ☐ Website ☐ Other _____
☐ Trade Ally/Contractor ☐ Print Advertising ☐ Account Manager

Customer Information

Primary Building Type (please select one)

- | | | |
|---|--|---|
| <input type="checkbox"/> Assembly | <input type="checkbox"/> Fast Food Restaurant | <input type="checkbox"/> Light Industry |
| <input type="checkbox"/> Small Retail | <input type="checkbox"/> Full Service Restaurant | <input type="checkbox"/> Heavy Industry |
| <input type="checkbox"/> Big Box Retail | <input type="checkbox"/> Hospital | <input type="checkbox"/> Warehouse |
| <input type="checkbox"/> School (K-12) | <input type="checkbox"/> Hotel | <input type="checkbox"/> Miscellaneous |
| <input type="checkbox"/> College/University | <input type="checkbox"/> Small Office | |
| <input type="checkbox"/> Grocery | <input type="checkbox"/> Large Office | |

Primary Industry (if not defined by building type)

- | | |
|---|--------------------------------------|
| <input type="checkbox"/> Agriculture | <input type="checkbox"/> Auto |
| <input type="checkbox"/> Petro R/P | <input type="checkbox"/> Government |
| <input type="checkbox"/> Steel Primary Metals | <input type="checkbox"/> Real Estate |
| <input type="checkbox"/> Mining/Construction | <input type="checkbox"/> Services |
| <input type="checkbox"/> Trans./Comm./Utility | <input type="checkbox"/> Wholesale |

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.

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 _____ ZIP _____

Installation Address _____ City _____ State _____ ZIP _____

Customer Tax Information (as entered on W9)

Tax Status: ☐ Limited Liability Company ☐ Corporation (Inc., PC, Etc.) ☐ Tax-Exempt ☐ Partnership ☐ Individual ☐ Other (may receive 1099)

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

Customer/Project Information



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Customer Information

Primary Building Type (please select one)

- | | | |
|---|--|---|
| <input type="checkbox"/> Assembly | <input type="checkbox"/> Fast Food Restaurant | <input type="checkbox"/> Light Industry |
| <input type="checkbox"/> Small Retail | <input type="checkbox"/> Full Service Restaurant | <input type="checkbox"/> Heavy Industry |
| <input type="checkbox"/> Big Box Retail | <input type="checkbox"/> Hospital | <input type="checkbox"/> Warehouse |
| <input type="checkbox"/> School (K-12) | <input type="checkbox"/> Hotel | <input type="checkbox"/> Miscellaneous |
| <input type="checkbox"/> College/University | <input type="checkbox"/> Small Office | |
| <input type="checkbox"/> Grocery | <input type="checkbox"/> Large Office | |

Primary Industry (if not defined by building type)

- | | |
|---|--------------------------------------|
| <input type="checkbox"/> Agriculture | <input type="checkbox"/> Auto |
| <input type="checkbox"/> Petro R/P | <input type="checkbox"/> Government |
| <input type="checkbox"/> Steel Primary Metals | <input type="checkbox"/> Real Estate |
| <input type="checkbox"/> Mining/Construction | <input type="checkbox"/> Services |
| <input type="checkbox"/> Trans./Comm./Utility | <input type="checkbox"/> Wholesale |



Fill out the project information completely.

Customer/Project Information



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Name of Applicant's Business				Project or Building Name (If Applicable)																							
Natural Gas Provider	<input type="checkbox"/> DTE Energy	<input type="checkbox"/> Consumers Energy	<input type="checkbox"/> Other _____																								
Electricity Provider	<input type="checkbox"/> DTE Energy	<input type="checkbox"/> Consumers Energy	<input type="checkbox"/> Other _____																								
DTE Energy Gas Account Number (at Project location)		<table border="1"><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																									
DTE Energy Electric Account Number (at Project location)		<table border="1"><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>																									
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 ZIP																								
Installation Address		City	State ZIP																								
Customer Tax Information (as entered on W9)																											
Tax Status: <input type="checkbox"/> Limited Liability Company <input type="checkbox"/> Corporation (Inc., PC, Etc.) <input type="checkbox"/> Tax-Exempt <input type="checkbox"/> Partnership <input type="checkbox"/> Individual <input type="checkbox"/> Other (may receive 1099)																											
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																								
<table border="1"><tr><td></td><td></td><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table>				-											<table border="1"><tr><td></td><td></td><td></td><td>-</td><td></td><td></td><td>-</td><td></td><td></td><td></td><td></td><td></td></tr></table>				-			-					
		-																									
			-			-																					

1102013

Fill out the **customer** information completely.

Contractor/Third-Party Information/Authorization



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Fill out the contractor information completely

Application

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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

ZIP

Optional Third Party Payment Authorization

Complete this section ONLY if incentive payment is to be paid to an entity other than the DTE Account Holder

I am authorizing the payment of the incentive to the third party named below and I understand that I will not be receiving the incentive payment. I also understand that my release of the payment to a third party does not exempt me from the Program requirements outlined in the Measure Specifications, Final Application Agreement and Policies and Procedures Manual.

Authorized by:

DTE Account Holder Signature

Date

Check should be made payable to:

Payee: Company/Individual Name

Mailing Address

City

State

ZIP

Contact Phone Number

Payee Tax Information (as entered on W9)

Tax Status:

☐ Limited Liability Company ☐ Corporation (Inc., PC, Etc.) ☐ Tax-Exempt ☐ Partnership ☐ Individual ☐ Other (may receive 1099)

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

4

To download an interactive application, go to: dteenergy.com/savenow

56

Contractor/Third-Party Information/Authorization



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Complete this section upon submission of Final Application ONLY if payment is to go to someone other than the customer.

Optional Third Party Payment Authorization

Complete this section ONLY if incentive payment is to be paid to an entity other than the DTE Account Holder.

I am authorizing the payment of the incentive to the third party named below and I understand that I will not be receiving the incentive payment. I also understand that my release of the payment to a third party does not exempt me from the Program requirements outlined in the Measure Specifications, Final Application Agreement and Policies and Procedures Manual.

Authorized by: _____

DTE Account Holder Signature _____ Date _____

Check should be made payable to:

Payee: Company/Individual Name _____

Mailing Address _____

City _____ State _____ ZIP _____

Contact Phone Number _____

Payee Tax Information (as entered on W9)

Tax Status: ☐ Limited Liability Company ☐ Corporation (Inc., PC, Etc.) ☐ Tax-Exempt ☐ Partnership ☐ Individual ☐ Other (may receive 1099)

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 Incentive Worksheets



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For Prescriptive projects:

We have worksheets for every type of **prescriptive measure** offered in the program.

Simply complete all relevant areas. In the interactive PDF Application, all calculations are made automatically.

And check the **Michigan-Made** box(es) for those measures that meet the bonus criteria.

Lighting Incentive Worksheet
Compact Fluorescents and LEDs (Incandescent/Halogen to CFL or LED)

Check the **Michigan-Made** box  only if the piece of equipment is for a full unit replacement and not a retrofit for which you are seeking an incentive, meets the Michigan-Made bonus specifications **and** you can provide the manufacturer affidavit.

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive	<input type="checkbox"/>
7-1	CFL - Screw-in (≤ 31 Watts)	\$1.50	Lamp			<input type="checkbox"/>
7-2	CFL - Screw-in (> 31 Watts)	\$10.00	Lamp			<input type="checkbox"/>
7-3	CFL Reflector Flood Lamps	\$10.00	Lamp			<input type="checkbox"/>
7-4	Compact Fluorescent Fixture	\$22.00	Fixture			<input type="checkbox"/>
7-5	42W 8 Lamp High Bay Compact Fluorescent Fixture	\$35.00	Fixture			<input type="checkbox"/>
7-6	LED A-Line Lamp <19 watts	\$12.00	Lamp			<input type="checkbox"/>
7-7	LED A-Line Lamp ≥ 19 watts	\$18.00	Lamp			<input type="checkbox"/>
7-8	LED Recessed Down Light	\$15.00	Lamp			<input type="checkbox"/>
7-9	MR16 LED Lamps	\$6.00	Lamp			<input type="checkbox"/>
7-10	PAR LED Lamps	\$10.00	Lamp			<input type="checkbox"/>

Interior High Performance (HP) and Low Wattage (LW) 4-foot Linear Fluorescents. All lamps are 4ft unless otherwise stated.

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive	<input type="checkbox"/>
7-11	LW 8 (Lamps Only, 4ft Linear or U-Lamp) NOTE: Reservation Application is required for all LW T8 lamp only projects.	\$1.00	Lamp			<input type="checkbox"/>
7-12	1 Lamp HP T8, replacing T8/T12	\$2.00	Fixture			<input type="checkbox"/>
7-13	2 Lamp HP T8, replacing T8/T12	\$3.00	Fixture			<input type="checkbox"/>
7-14	3 Lamp HP T8, replacing T8/T12	\$4.00	Fixture			<input type="checkbox"/>
7-15	4 Lamp HP T8, replacing T8/T12	\$5.00	Fixture			<input type="checkbox"/>
7-16	1 Lamp LW HP T8, replacing T8/T12	\$3.00	Fixture			<input type="checkbox"/>
7-17	2 Lamp LW HP T8, replacing T8/T12	\$5.00	Fixture			<input type="checkbox"/>
7-18	3 Lamp LW HP T8, replacing T8/T12	\$7.00	Fixture			<input type="checkbox"/>
7-19	4 Lamp LW HP T8, replacing T8/T12	\$9.00	Fixture			<input type="checkbox"/>

Qualifying lamps and ballasts can be found at www.cree1.org.

NOTE: Add or insert the measure reference number (left column) to all related specification sheets, invoices and other documentation.

Michigan-Made ☐ All Measures ☐

Subtotal Lighting Incentives – Page 1

Prescriptive Incentive Worksheets



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7-5	42W 8 Lamp High Bay Compact Fluorescent Fixture	\$35.00	Fixture			<input type="checkbox"/>
7-6	LED A-Line Lamp <19 watts	\$12.00	Lamp			<input type="checkbox"/>
7-7	LED A-Line Lamp ≥ 19 watts	\$15.00	Lamp			<input type="checkbox"/>
7-8	LED Recessed Down Light	\$15.00	Lamp			<input type="checkbox"/>
7-9	MR16 LED Lamps	\$6.00	Lamp			<input type="checkbox"/>
7-10	PAR LED Lamps	\$10.00	Lamp			<input type="checkbox"/>

NEW:
Reference
Numbers!

In the interactive PDF, enter the number of units and the incentives will be calculated for you.

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

Check the ***Michigan-Made*** box for each item that meets our criteria

	Michigan-Made	All Measures
Subtotal Lighting Incentives – Page 1	<input type="text"/>	<input type="text"/>

In the interactive PDF, page totals will calculate for you and populate on Page 6.

Custom Incentive Worksheets



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For Custom projects:

Enter your information and the interactive PDF will automatically:

- Allocate the incentives proportionally to each eligible item for **Multi-Measure** calculations on Page 6 (you **must** check the category — i.e. Lighting)

- **You must enter:**

- A. Hours: before & after (including your method of calculation)
- B. kW (before and after)
- C. Current Energy Costs
- D. Times of operation
- E. Measure Costs

- If you perform these calculations manually, refer to the instruction sheet in the Application.

We'll cover custom applications in more detail later.

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.

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Custom Incentive Worksheet

IMPORTANT: If you fail to complete each section, check the appropriate category or enter all required information, the worksheet will not calculate your incentive and carry the value to Page 6.

Must be submitted BEFORE project begins

See Instruction Sheet 26 ("Custom Specifications"). Complete every blank box for each item you submit. Please attach all specifications to your Reservation Application before you submit for review.

Ref# 27-1

Description		Before Retrofit		After Retrofit	
"Before" hours of operation calculation for this specific equipment		"After" hours of operation calculation for this specific equipment			
Hours/week	Weeks/year	Non-work days/year	Hours/week	Weeks/year	Non-work days/year
Hours used per year (a)		kW (b)	Hours used per year (c)		kW (d)
Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)
Electric	kWh			\$0.08	
Natural Gas	Mcf			\$4.00	

* 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# 27-2

Description		Before Retrofit		After Retrofit	
"Before" hours of operation calculation for this specific equipment		"After" hours of operation calculation for this specific equipment			
Hours/week	Weeks/year	Non-work days/year	Hours/week	Weeks/year	Non-work days/year
Hours used per year (a)		kW (b)	Hours used per year (c)		kW (d)
Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)
Electric	kWh			\$0.08	
Natural Gas	Mcf			\$4.00	

* 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.

Simple Payback Period = $\frac{\text{Electric Aggregate Measure Cost}}{\text{Aggregate Annual kWh Saved x Current Energy Cost}}$ (must be < 8 years)

Gas Simple Payback Period = $\frac{\text{Gas Aggregate Measure Cost}}{\text{Aggregate Annual Mcf Saved x Current Energy Cost}}$ (must be < 1 year)

	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 27-29)	Electric					
	Natural Gas					
Total Measure Cost					Total Custom Incentive	

IMPORTANT NOTES:

* The Simple Payback Period must fall within the electric or gas parameters to qualify for an incentive (see formulae 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.

To download an interactive application, go to: dteenergy.com/savenow

10/1/2013

Custom

Custom Incentive Worksheets



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

Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)	Measure Cost
Electric	kWh			\$0.08		
Natural Gas	Mcf			\$4.00		

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

Elec.	Category	Gas
<input 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 3–6p.m. on Monday–Thursday in the month of July?

☐ Yes ☐ No

Capped Measure Incentive
(from Total Awarded Incentive below)

Be as complete as possible when describing your custom measures and calculating your estimated savings.

The interactive PDF file will automatically calculate your anticipated incentives.
In the print version, you must enter these calculations manually.




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The interactive PDF will:

- Automatically calculate each item's incentive – and total those numbers at the bottom.
- Automatically account for payback requirements (electric and gas) and the 50% capping limit.

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.



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Custom Incentive Worksheet

IMPORTANT: If you fail to complete each section, **check the appropriate category** or enter all required information, the worksheet will not calculate your incentive and carry the value to Page 6.

Must be submitted BEFORE project begins

See Instructions on Page 26 ("Custom Specifications"). Complete every blank box for each item you submit. Please attach all equipment specifications to your Reservation Application before you submit for review.

Ref# 27-1

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

Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)	Measure Cost
Electric	kWh			\$0.08		
Natural Gas	Mcf			\$4.00		

* 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# 27-2

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

Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)	Measure Cost
Electric	kWh			\$0.08		
Natural Gas	Mcf			\$4.00		

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

Elec.	Category	Gas
<input 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"/>
<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 3-6p.m. on Monday-Thursdays in the month of July?

☐ Yes ☐ No

Capped Measure Incentive
(from Total Awarded Incentive below)

Ref# 27-3

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

Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)	Measure Cost
Electric	kWh			\$0.08		
Natural Gas	Mcf			\$4.00		

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

Elec.	Category	Gas
<input 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"/>
<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 3-6p.m. on Monday-Thursdays in the month of July?

☐ Yes ☐ No

Capped Measure Incentive
(from Total Awarded Incentive below)

Electric Simple Payback Period must be ≥ 1 to ≤ 3 years

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

Gas Simple Payback Period must be ≥ 1 year

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

	Aggregate Measure Cost	Aggregate Annual Savings	Current Energy Cost	Simple Payback Period*	Total Calculated Incentive	Total Awarded Incentive**
Total Custom Incentives (Includes values entered on pages 27-29)	Electric					
	Natural Gas					
Total Measure Cost					Total Custom Incentive	

IMPORTANT NOTES:

* The **Simple Payback Period** must fall within the electric or gas parameters to qualify for an incentive (see formulae above) If the **Total Awarded**



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The interactive PDF will:

- Automatically allocate the incentives proportionally to each eligible item for ***Multi-Measure*** calculations on Page 6 (you **must** check the category, such as “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.

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Custom Incentive Worksheet

IMPORTANT: If you fail to complete each section, **check the appropriate category** or enter all required information, the worksheet will not calculate your incentive and carry the value to Page 6.

Must be submitted BEFORE project begins

See Instructions on Page 26 ("Custom Specifications"). Complete every blank box for each item you submit. Please attach all equipment specifications to your Reservation Application before you submit for review.

Ref# 27-1

Description									
Before Retrofit					After Retrofit				
"Before" hours of operation calculation for this specific equipment					"After" hours of operation calculation for this specific equipment				
Hours/week		Weeks/year		Non-work days/year	Hours/week		Weeks/year		Non-work days/year
Hours used per year (a)			kW (b)		Hours used per year (c)			kW (d)	
Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)	Measure Cost			
Electric	kWh			\$0.08					
Natural Gas	Mcf			\$4.00					

* 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# 27-2

Description									
Before Retrofit					After Retrofit				
"Before" hours of operation calculation for this specific equipment					"After" hours of operation calculation for this specific equipment				
Hours/week		Weeks/year		Non-work days/year	Hours/week		Weeks/year		Non-work days/year
Hours used per year (a)			kW (b)		Hours used per year (c)			kW (d)	
Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)	Measure Cost			
Electric	kWh			\$0.08					
Natural Gas	Mcf			\$4.00					

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

Elec.	Category	Gas
<input 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"/>
<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 3-6p.m. on Monday-Thursday in the month of July?

☐ Yes ☐ No

Capped Measure Incentive

(from Total Awarded Incentive below)

Electric Simple Payback Period must be ≥ 1 to ≤ 8 years

$$= \frac{\text{Electric Aggregate Measure Cost}}{\text{Aggregate Annual kWh Saved x Current Energy Cost}}$$

Gas Simple Payback Period must be ≥ 1 year

$$= \frac{\text{Gas Aggregate Measure Cost}}{\text{Aggregate Annual Mcf Saved x Current Energy Cost}}$$

	Aggregate Measure Cost	Aggregate Annual Savings	Current Energy Cost	Simple Payback Period*	Total Calculated Incentive	Total Awarded Incentive**
Total Custom Incentives (Includes values entered on pages 27-29)	Electric					
	Natural Gas					
Total Measure Cost					Total Custom Incentive	

IMPORTANT NOTES:

* The **Simple Payback Period** must fall within the electric or gas parameters to qualify for an incentive (see formulae 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.

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27

Custom Incentive Worksheets



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Ref# 27-1

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

Service	Unit	Current Energy Cost (\$ per Unit)	Annual Savings* (Units/Year) (A)	Incentive Rate (\$ per Unit) (B)	Calculated Incentive (A x B)	Measure Cost
Electric				\$0.08		
Natural Gas	Mcf			\$4.00		

Elec.	Category	Gas
<input 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 3–6p.m. on Monday–Thursday in the month of July?

☐ Yes ☐ No

Capped Measure Incentive
(from Total Awarded Incentive below)

In the interactive PDF:

- By checking the **category** for each custom item, the proportional incentives will be automatically entered into the Page 6 summary for the **Multi-Measure** calculations.

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



For Custom projects:

		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 27-29)	Electric						
	Natural Gas						
Total Measure Cost						Total Custom Incentive	

The **interactive PDF** file will *automatically*:

- Populate the Aggregate Measure Costs, Aggregate Annual Savings, then
- Calculate the Simple Payback Period for electric and gas, based on Program requirements and then
- Calculate your Total Calculated Incentive and then determine your Total Awarded Incentive, based on Program Caps.

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



For Custom projects:

		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 27-29)	Electric	\$30,000	311,800	\$0.10	.96	\$24,944	DNQ
	Natural Gas						
Total Measure Cost					Total Custom Incentive		

If one or the other – or both – of your fuel types do not qualify for an incentive, the letters **DNQ** (*does not qualify*) will appear.

This means either that:

- You failed to complete the worksheet completely *or*
- That the **Simple Payback Period** failed to fall within the electric or gas parameters.

Please recheck your calculations.

NOTE: DNQ will also carry to the Page 6 summary grid.

2014 Program Application



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This **Final Application Agreement** sets out the Terms and Conditions of the Program and must be agreed to when submitting your Final Application.

2014



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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.

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.
2. The Program has a limited budget, but is a multi-year Program. Applications will be processed until allocated funds are reserved or spent each Program year.
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.
7. Materials removed, including lamps and PCB ballasts, must be permanently taken out of service and disposed of in accordance with federal and state laws or regulation and local codes and ordinances. The Applicant is responsible for being aware of any applicable codes or ordinances. Information about hazardous waste disposal can be found at www.epa.gov/wastes.
8. For certain measures, the incentive amount will be determined based on the estimated energy savings. The Applicant may be required to provide documentation on energy savings calculations and assumptions. DTE Energy will make the final determination of the energy savings and thus the incentive amount to be paid.
9. DTE Energy has no obligations regarding and does not endorse or guarantee any claims, promises, work or equipment made, performed or furnished by any contractors or equipment vendors that sell or install any energy efficiency measures.
10. Payment of incentives under the Program and/or evaluation of Applications for incentives shall not deem DTE Energy or any of its affiliates, employees or agents ("DTE Energy Parties") to be responsible for any work completed in connection herewith. Applicant fully releases DTE Energy Parties from any and all claims it may have against DTE Energy Parties in connection with this Application, the incentives or the work performed in connection with them. In addition, Applicant agrees to defend, indemnify and hold DTE Energy Parties harmless from and against any and all claims, losses, demands or lawsuits by any third parties arising in connection with this Application, the payment or nonpayment of incentives or any work performed in connection with them.
11. DTE Energy reserves the right to associate with your business and participation in the incentive Program for promotion and advertising purposes. See the Policies and Procedures Manual for more on promotional co-branding.
12. Applicant acknowledges that Federal Energy Regulatory Commission (FERC) Order issued on June 1, 2012, at Docket No. ER11-4081-000 ("FERC Order") approves of the inclusion of energy efficiency resources as planning resources in a utility's resource adequacy plan (all italicized terms as defined in the FERC Order). Accordingly, Applicant and DTE Energy agree that all such rights afforded with respect to energy efficiency resources, including but not limited to the right to identify them as a planning resource so as to include them in a resource adequacy plan, shall inure exclusively and fully to DTE Energy. Applicant agrees that it will not claim ownership in such energy efficiency resources for purposes of identifying them as a planning resource in accord with the FERC Order or include them in a resource adequacy plan.

I have read and understand the measure specifications and Program Guidelines set forth in the Application and the Program Policy and Procedures Manual and agree to abide by those requirements. Furthermore, I concur that I must meet all eligibility criteria in order to be paid under this Program and not receive incentives from any other utility for the same project.

I certify that the information on this Application is true and accurate. 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.

10/2014

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Final
Application

5

2014 Program Application



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Page 6 contains the **Incentive Summary, Final Agreement Information** and the **Account Holder Signature** area.

Application

Incentive Summary, Final Agreement Information and Account Holder Signature Page

Measure Category	Prescriptive Total (A)	Custom Total (B)	Michigan-Made Total	Multi-Measure Total (A + B)	Multi-Measure Percentage
Lighting					
HVAC – Electric					
Misc. Electric					
Process Electric					
Food Service – Electric					
HVAC – Gas					
Hot Water & Laundry					
Insulation					
Process Gas					
Boiler/Furnace Tune-Ups					
Food Service – Gas					
Subtotals			C1	D1	D1
20% Multi-Measure Bonus				D2	D2
15% Michigan-Made Bonus			C2		C2
Incentive Subtotal					
Other Special Offers					
Other Special Offer – Code:					
Other Special Offer – Code:					
Other Special Offer – Code:					
Total Incentives Requested					

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

- For the Michigan-Made bonus:
 - By category, enter only those incentives that meet the Michigan-Made criteria and total (C1)
 - Then, multiply the total by .15 and enter into C2 and again in C2 at the far right
- For the Multiple-Measure bonus:
 - Subtotal each category (A+B)
 - Total all categories and enter in D1

- Then, calculate the percentage of each category against the total (divide each category by D1). If no single category is more than 75% of the total, proceed to Step 4; otherwise enter \$0 in D2
- Multiply D1 by .20 and enter into D2 and again in D2 at the far right.

Total all incentives in D1, D2 and C2 and enter in Incentives Subtotal. Enter any other Program Special Offer bonuses where indicated (you must attach the worksheet from each offer) and manually enter the incentive value in the space(s) provided.

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

Final Agreement Information and Account Holder Signature

DTE Project Number	
Total Project Cost	Actual Completion Date
DTE Account Holder Name (print)	DTE Account Holder Title
DTE Account Holder Signature	Date

For Final Applications, sign and submit **only after** all equipment has been installed. A customer signature is required for payment. Signed Applications received by fax or email will be treated the same as original Applications received by mail. See Page 30 for submission instructions.
By signing this form, I agree to all terms and conditions listed on page 5.

6

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08/02/2013

2014 Program Application



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The **Incentive Summary** contains all incentive information from each worksheet completed.

In the **interactive PDF**, incentives are automatically entered from each completed page.

Measure Category	Prescriptive Total (A)	Custom Total (B)	Michigan-Made Total	Multi-Measure Total (A + B)	Multi-Measure Percentage
Lighting					
HVAC – Electric					
Misc. Electric					
Process Electric					
Food Service – Electric					
HVAC – Gas					
Hot Water & Laundry					
Insulation					
Process Gas					
Boiler/Furnace Tune-Ups					
Food Service – Gas					
Subtotals			C1	D1	D1
20% Multi-Measure Bonus				D2	D2
15% Michigan-Made Bonus			C2		C2
Incentive Subtotal					
Other Special Offers					
Other Special Offer – Code:					
Other Special Offer – Code:					
Other Special Offer – Code:					
Total Incentives Requested					

2014 Program Application



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In the interactive PDF, *Michigan-Made* incentives are automatically entered from each completed page – and then totaled and calculated for the **15% bonus**.

Measure Category	Prescriptive Total (A)	Custom Total (B)	Michigan-Made Total	Multi-Measure Total (A + B)	Multi-Measure Percentage
Lighting					
HVAC – Electric					
Misc. Electric					
Process Electric					
Food Service – Electric					
HVAC – Gas					
Hot Water & Laundry					
Insulation					
Process Gas					
Boiler/Furnace Tune-Ups					
Food Service – Gas					
Subtotals			C1	D1	D1
20% Multi-Measure Bonus				D2	D2
15% Michigan-Made Bonus					D2
Incentive Subtotal					
Other Special Offers					
Other Special Offer – Code:					
Other Special Offer – Code:					
Other Special Offer – Code:					
Total Incentives Requested					

2014 Program Application



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In the interactive **PDF**, Prescriptive and Custom incentives for each category are automatically totaled and, if no single category is more than 75% of the total (which appears in the last column), the **total** is calculated for the **20% bonus**.

Measure Category	Prescriptive Total (A)	Custom Total (B)	Michigan-Made Total	Multi-Measure Total (A + B)	Multi-Measure Percentage
Lighting					
HVAC – Electric					
Misc. Electric					
Process Electric					
Food Service – Electric					
HVAC – Gas					
Hot Water & Laundry					
Insulation					
Process Gas					
Boiler/Furnace Tune-Ups					
Food Service – Gas					
Subtotals			C1		D1
20% Multi-Measure Bonus					D2
15% Michigan-Made Bonus			C2		C2
Incentive Subtotal					
Other Special Offers					
Other Special Offer – Code:					
Other Special Offer – Code:					
Other Special Offer – Code:					
Total Incentives Requested					

2014 Program Application



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Any **Program Special Offers** must be manually entered here.

Everything will automatically **total** in the interactive PDF file.

Measure Category	Prescriptive Total (A)	Custom Total (B)	Michigan-Made Total	Multi-Measure Total (A + B)	Multi-Measure Percentage
Lighting					
HVAC – Electric					
Misc. Electric					
Process Electric					
Food Service – Electric					
HVAC – Gas					
Hot Water & Laundry					
Insulation					
Process Gas					
Boiler/Furnace Tune-Ups					
Food Service – Gas					
Subtotals			C1	D1	D1
20% Multi-Measure Bonus				D2	D2
15% Michigan-Made Bonus			C2		C2
Incentive Subtotal					
Other Special Offers					
Other Special Offer – Code:					
Other Special Offer – Code:					
Other Special Offer – Code:					
Total Incentives Requested					




The Final Application

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

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

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

Application

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Incentive Summary, Final Agreement Information and Account Holder Signature Page

Measure Category	Prescriptive Total (A)	Custom Total (B)	Michigan-Made Total	Multi-Measure Total (A + B)	Multi-Measure Percentage
Lighting					
HVAC – Electric					
Misc. Electric					
Process Electric					
Food Service – Electric					
HVAC – Gas					
Hot Water & Laundry					
Insulation					
Process Gas					
Boiler/Furnace Tune-Ups					
Food Service – Gas					
Subtotals			C1	D1	D1
20% Multi-Measure Bonus				D2	D2
15% Michigan-Made Bonus			C2		C2
Incentive Subtotal					
Other Special Offers					
Other Special Offer – Code:					
Other Special Offer – Code:					
Other Special Offer – Code:					
Total Incentives Requested					

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

- For the Michigan-Made bonus:
 - By category, enter only those incentives that meet the Michigan-Made criteria and total (C1)
 - Then, multiply the total by .15 and enter into C2 and again in C2 at the far right
- For the Multiple-Measure bonus:
 - Subtotal each category (A+B)
 - Total all categories and enter in D1

- Then, calculate the percentage of each category against the total (divide each category by D1). If no single category is more than 75% of the total, proceed to Step 4; otherwise enter \$0 in D2
- Multiply D1 by .20 and enter into D2 and again in D2 at the far right.

Total all incentives in D1, D2 and C2 and enter in Incentives Subtotal. Enter any other Program Special Offer bonuses where indicated (you must attach the worksheet from each offer) and manually enter the incentive value in the space(s) provided.

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

Final Agreement Information and Account Holder Signature

DTE Project Number

Total Project Cost

DTE Account Holder Name (print)

DTE Account Holder Signature

Actual Completion Date

DTE Account Holder Title

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 30 for submission instructions.
By signing this form, I agree to all terms and conditions listed on page 5.

6

To download an interactive application, go to: dteenergy.com/savenow



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

Final Agreement Information and Account Holder Signature

DTE Project Number

Total Project Cost

Actual Completion Date

DTE Account Holder Name (print)

DTE Account Holder Title

DTE Account Holder Signature

Date

For Final Applications, sign and submit only **after** all equipment has been installed. A customer signature is required for payment. Signed Applications received by fax or email will be treated the same as original Applications received by mail. See Page 30 for submission instructions.

By signing this form, I agree to all terms and conditions listed on page 5.

NOTE: *If you don't already have an electronic signature, the file will prompt you to create one*

Submitting your Application



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Electronically submit your
Reservation Application and/or
your **Final Application**.

Automatically:

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

At that point, attach any other
supporting documentation.

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

Submission

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 6).
3. **Print and mail your Reservation Application to:**
DTE Energy's Energy Efficiency Program for Business
P.O. Box 11289
Detroit, MI 48211
or
Fax to: 877.607.0744
or
[Submit electronically by clicking here](#)

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

To submit your FINAL Application

1. **Complete or confirm all information in on Pages 2-4.**
2. **Complete and have account holder sign Final Application A (Page 5)**
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 6).
4. **Print and mail your FINAL Application to:**
DTE Energy's Energy Efficiency Program for Business
P.O. Box 11289
Detroit, MI 48211
or
Fax to: 877.607.0744
or
[Submit electronically by clicking here](#)

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

30


To download an interactive application, go to: dteenergy.com/savenow



About your Final Application:

- Your **Final Application** must be submitted within 60 days of completion of your project – **and** include all supporting documentation.
- Failure to do so could result in delay of payment or cancellation of your Application.

Energy Efficiency Program for Business

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2014 Program Application

This Application is to be used for projects completed with a Final Application submitted during the 2014 Program Year (Jan. 1, 2014 - Nov. 30, 2014).

Section 1 – Application

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

Section 2 – Incentive Worksheets

Lighting Incentive Worksheet.....	7
HVAC Electric Incentive Worksheet.....	10
Miscellaneous Electric Incentive Worksheet.....	15
Process Electric Incentive Worksheet.....	16
Food Service – Electric and Refrigeration Incentive Worksheet.....	18
HVAC Gas Incentive Worksheet.....	20
Hot Water and Laundry Incentive Worksheet.....	21
Insulation Incentive Worksheet.....	22
Process Gas Incentive Worksheet.....	23
Boiler/Furnace Tune-up Incentive Worksheet.....	24
Food Service – Gas Incentive Worksheet.....	25
Custom Measures Worksheet Instructions.....	26
Custom Incentive Worksheet.....	27
How to Submit Your Application.....	30

For New Construction and Major Renovation projects, download our NC/MR Application at dteenergy.com/saveenergy. 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.



About New Construction Application



About New Construction projects

- This is the separate Application for New Construction and Major Renovation projects.
 - This document contains both specifications and worksheets.
- The electronic PDF version is completely interactive – just like the main Program Application.



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2014 New Construction and Major Renovation Program Specifications and Application

Follow This Easy Process:

- 1. Are you eligible?**
To apply for incentives, you must be a DTE Energy Commercial or Industrial customer in good standing (for electricity, if you're applying for electric incentives, and natural gas, if applying for natural gas incentives). Your project must be installed at a facility served by DTE Energy (one facility per Application). Equipment installed must meet the specifications as explained in this Application. Additional details are available in the 2014 New Construction/Major Renovation Policies and Procedures Manual, available on our website.
- 2. Incentive Reservation (Reservation Application)**
This Application is used to both reserve incentive funds and as the Final Application when your project is completed. Reservation Applications are **required** for all new construction and major renovation projects. Complete the entire Application and 1) submit it electronically (see Page 30), 2) attach it to an email, 3) mail it or 4) fax it to our office (see below).
- 3. Construction**
Complete your project within 18 months of receiving a Reservation Letter from us that confirms we are holding incentives for you.
- 4. Project Completion (Final Application)**
When construction is complete and systems are operational, assemble and submit the required documentation as noted in the specifications regarding project completion and documentation of energy savings within 60 days of project completion.
- 5. How to Submit your Final Application**
When construction is finished and systems are operational, complete the Final Application portion of the Checklist and assemble and submit the required documentation as noted in the specifications regarding project completion and documentation of energy savings within 60 days of project completion. The Final Application can then be 1) submitted electronically (see Page 30), 2) attached to an email, 3) mailed or 4) faxed to our office (see below):

Email	saveenergy@dteenergy.com
Mail	DTE Energy's Energy Efficiency Program For Business P.O. Box 11289 Detroit, MI 48211
Fax	877.607.0744

Please note: We will contact you within five business days of receipt of a faxed Application.
If you are not contacted about your Application, please call the Program office.

If you need assistance, please call our Program hotline
866.796.0512 press Option 3
Please visit our website: dteenergy.com/savenow

1

To download an interactive application, go to: dteenergy.com/savenow

2014 New Construction/ Major Renovation Application



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The information pages are identical or similar to the main Program Application.

New Construction/Major Renovation Incentive Application Checklist

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

Submittal Date: _____ Application Number (if known): _____
Is this a revised Application? ☐ yes ☐ no

Mail, fax or email completed forms and required documentation with itemized invoices to:
DTE Energy's Energy Efficiency Program For Business
P.O. Box 11289
Detroit MI 48211
Fax: 877.607.0744
Phone: 866.796.0512
Email: saveenergy@dteenergy.com
Web: dteenergy.com/savenow

Reservation Application
Fill out this side when reserving incentives

Required Information

- ☐ Customer Information 5
- ☐ Contractor Information 6

Required Attachment

- ☐ W9 Tax Information Form (customer)

Application

- ☐ Energy Modeling Assistance Application 13 (must be submitted with Reservation if applicable)

Incentives Worksheets

- ☐ Whole Building Design: Summary 10

Systems Approach:

- ☐ Lighting 16
- ☐ HVAC Electric 18
- ☐ Air-Cooled Chillers 19
- ☐ Water-Cooled Chillers 20
- ☐ Miscellaneous Electric 21
- ☐ Process Electric 23
- ☐ Food Service/Refrigeration Electric 25
- ☐ HVAC Gas 26
- ☐ Miscellaneous Gas 28
- ☐ Food Service Gas 29

Reservation Application Date: _____
Expected Completion Date** _____
***Project funds will only be reserved for 18 months from the date of Reservation Application for the project; 90 days for technical assistance.

Final Application
Fill out this side when project is completed

Required Information

- ☐ Customer Information 5
- ☐ Contractor Information 6
- ☐ Third-party Authorization (if applicable) 6
- ☐ Signed Final Application Agreement 8

Required Attachments

- ☐ W9 Tax Information Form (payee)
- ☐ Supporting documentation

Incentives Worksheets

- ☐ Whole Building Design: Summary 10

Systems Approach:

- ☐ Lighting 16
- ☐ HVAC Electric 18
- ☐ Air-Cooled Chillers 19
- ☐ Water-Cooled Chillers 20
- ☐ Miscellaneous Electric 21
- ☐ Process Electric 23
- ☐ Food Service/Refrigeration Electric 25
- ☐ HVAC Gas 26
- ☐ Miscellaneous Gas 28
- ☐ Food Service Gas 29

Final Application Date: _____
Actual Completion Date*** _____
***Application must be submitted within 90 days of completion date.

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

You must complete all applicable pages before sending or submitting this Application to our office.

Go To Page 30 For Submission Instructions

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 incentive processing.

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

How did you learn about this Incentive Program? ☐ Mailing ☐ Meeting ☐ Email ☐ Bill Insert ☐ Website ☐ Other _____
☐ Trade Ally/Contractor ☐ Print Advertising ☐ Account Manager

Customer Information

Primary Building Type (please select one):

- ☐ Assembly ☐ Fast Food Restaurant ☐ Light Industry
- ☐ Small Retail ☐ Full Service Restaurant ☐ Heavy Industry
- ☐ Big Box Retail ☐ Hospital ☐ Warehouse
- ☐ School (K-12) ☐ Hotel ☐ Miscellaneous
- ☐ College/University ☐ Small Office
- ☐ Grocery ☐ Large Office

Primary Industry (if not defined by building type):

- ☐ Agriculture ☐ Auto
- ☐ Petro R/P ☐ Government
- ☐ Steel Primary Metals ☐ Real Estate
- ☐ Mining/Construction ☐ Services
- ☐ Trans./Comm./Utility ☐ Wholesale

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.

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: _____ ZIP: _____
Installation Address: _____ City: _____ State: _____ ZIP: _____

Customer Tax Information (as entered on W9)

Tax Status: ☐ Limited Liability Company ☐ Corporation (Inc., PC, Etc.) ☐ Tax-Exempt ☐ Partnership ☐ Individual ☐ Other (may receive 1099)

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: _____

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: _____ ZIP: _____

Optional Third Party Payment Authorization

Complete this section ONLY if incentive payment is to be paid to an entity other than the DTE Account Holder.
I am authorizing the payment of the incentive to the third party named below and I understand that I will not be receiving the incentive payment. I also understand that my release of the payment to a third party does not exempt me from the Program requirements outlined in the Measure Specifications, Final Application Agreement and Policies and Procedures Manual.

Authorized by: _____
DTE Account Holder Signature: _____ Date: _____

Check should be made payable to:

Payee: Company/Individual Name: _____
Mailing Address: _____
City: _____ State: _____ ZIP: _____
Contact Phone Number: _____

Payee Tax Information (as entered on W9)

Tax Status: ☐ Limited Liability Company ☐ Corporation (Inc., PC, Etc.) ☐ Tax-Exempt ☐ Partnership ☐ Individual ☐ Other (may receive 1099)

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: _____

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Section 2

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Whole Building Approach – Specifications

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Design Approach is ideal for projects that involve and demonstrate high performance goals through the modeling approach combines the interactive modeling systems. Early design intervention and the Design Approach must yield greater savings and a

struction and major renovation projects are only if they are at least 10% more energy efficient than the ASHRAE 90.1-2007 Standards. The following DTE Energy customers based on the calculated (or only) according to the level of efficiency over

baseline energy savings: \$0.08 per kWh

up to 30%, energy savings: \$0.10 per kWh

energy savings: \$0.12 per kWh and \$8.00 per Mcf
Whole Building Design Approach, an energy model

an energy model utilizing a software program for energy savings. Simulation modeling using performance analysis on an hourly basis – such as Energy-Pro or DOE 2-based analysis software – is on modeling software may be used with prior

mentation will be analyzed to determine project the baseline energy usage. Applicants will submit complete documentation that indicates energy savings. We reserve the right to require verification for any project. Where applicable, 2007, Appendix G, will be the guideline. In this standard, DTE Energy will rely on industry practices. Customers agree to abide by DTE Energy's baselines, which will be based on conservative hard data. Projects where a baseline energy model may be disqualified.

able to clearly describe the method used to the applicant must provide all assumptions used to document the source for these assumptions. DTE Energy will submit, and is solely responsible for the final annual energy savings to be used in calculating the energy also reserves the right to require specific activities, including monitoring both before and after construction and to base the incentive payment activities. The final incentive payment will be the of the as-built systems.

documentation as described in the Policies and the as-built supporting documentation, including, the following:
for the modeling program

- Complete description of the proposed project, the products and technologies used, and how they will be employed
- Include details of the proposed equipment
- For all facilities that will be affected by the project: all DTE Energy account numbers, where available
- Detailed cost breakdown by measure
- Architectural, mechanical and electrical drawings, including floor plans and elevations
- A summary from the modeler describing the model and any variation from Appendix G
- Description of occupancy
- Preliminary construction schedule
- Building modeling analysis
- Performance summary sheet

It is up to the applicant to present a convincing case for how energy savings should be estimated. If it is unclear that your preferred method is sufficient, contact us at 866.796.0512. The customer may be eligible for an incentive for design assistance.

Energy Modeling Assistance Incentive Requirements

To encourage the design of efficiency into buildings, incentives for Energy Modeling Assistance are available up to \$3,000 or 50% of the cost, whichever is less. The incentive will be paid based on the customer's use of DTE Energy-provided fuel source(s) in the project:

- If the customer is a DTE Energy electric and gas customer, the project is eligible for the entire offered incentive (based on the \$3,000/50% criteria explained above).
- If the customer is a DTE Energy electric-only or gas-only customer, that percentage of overall project energy use will be used to pro-rate the incentive. Refer to the New Construction Policies and Procedures Manual for more information.

Payment of the modeling incentives will be made in two installments: half made at the completion of the energy modeling and upon submission and approval of performance summary. The remaining half paid upon completion of the project, submission of Final Application and implementation of the energy efficient design. Energy Modeling Assistance incentives will be reserved for 90 days.

Whole Building Approach with Energy Modeling Assistance Application Steps

Initial notification should include

- Customer Information and Project Information Forms.

Once Energy Model shows savings at least 10% beyond baseline:

- Signed Final Application/Energy Modeling Agreement (Requesting half of Energy Modeling Assistance Incentive).
- Energy Modeling Assistance Worksheet.
- Performance Summary with required documentation as specified on sheet.

Upon Project Completion:

- Final Application/Technical Agreement.
- Performance Summary of the "as-built" performance with required documentation as specified on sheet.

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80


2014 New Construction/ Major Renovation Application



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The interactive PDF file
will automatically
calculate anticipated
incentives.



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Systems Approach – Food Service/Refrigeration Electric

Refrigerators and Freezers Incentive Worksheet

Equipment Type	Size	Incentive	Unit	# of Units	Total Incentive
ENERGY STAR® Refrigerators	< 15 cu ft	\$75.00	Refrigerator		
	15 – 30 cu ft	\$100.00	Refrigerator		
	31 – 50 cu ft	\$150.00	Refrigerator		
	> 50 cu ft	\$200.00	Refrigerator		
ENERGY STAR® Freezers	< 15 cu ft	\$75.00	Freezer		
	15 – 30 cu ft	\$100.00	Freezer		
	31 – 50 cu ft	\$150.00	Freezer		
	> 50 cu ft	\$200.00	Freezer		

Steam Cookers Incentive Worksheet

Equipment Type	Type	Incentive	Unit	# of Units	Total Incentive
ENERGY STAR® Steam Cookers	3 Pan, Electric	\$450.00	Cooker		
	4 Pan, Electric	\$600.00	Cooker		
	5 Pan, Electric	\$750.00	Cooker		
	6 Pan, Electric	\$900.00	Cooker		

Hot Holding Cabinets Incentive Worksheet

Equipment Type	Type	Incentive	Unit	# of Units	Total Incentive
ENERGY STAR® Hot Holding Cabinets	Half Size	\$300.00	Cabinet		
	Three Quarter Size	\$400.00	Cabinet		
	Full Size	\$600.00	Cabinet		

Other Incentive Worksheet

Equipment Type	Incentive	Unit	# of Units	Total Incentive
Efficient Refrigeration Condenser	\$100.00	Ton		
ECM Motor for Walk-in Cooler and Freezer	\$80.00	Motor		
Evaporator Fan Motor Control on ECM Motors for Walk-in Coolers and Freezers	\$30.00	Controller		
LED Refrigerated Case Door Lighting	\$30.00	Door		
Occupancy Sensors for LED Refrigerated Case Lighting	\$15.00	Door		
Beverage Vending Machine Controllers	\$50.00	Machine		

Energy Efficient Ice Machines

Equipment Type	Incentive	Unit	# of Units	Total Incentive
< 500 lbs	\$150.00	Machine		
500 to 1,000 lbs	\$250.00	Machine		
> 1,000 lbs	\$350.00	Machine		

Total Food Service/Refrigeration Electric Incentives

25

To download an interactive application, go to: dteenergy.com/savenow

2014 New Construction/ Major Renovation Application



DTE Energy
Know Your Own Power™

USE LESS.
**SAVE
MORE.**

Use the same process to submit a **Reservation Application** and/or **Final Application** using the **interactive PDF version**

Automatically:

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

At that point, you also can attach any other documents to the email.

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**SAVE
MORE.**

To submit your Reservation Application*

1. Complete the Application (Pages 2-4).
 - a. Ensure that you have completed the Reservation Application checklist (Page 4).
 - b. Ensure that you have completed the Customer information (Page 5).
 - c. Ensure that you have completed the Contractor and, if applicable, Third Party Payment information (Page 6).
2. Complete all relevant worksheets for your project.
3. Print and mail your Reservation Application to:
DTE Energy's Energy Efficiency Program for Business
P.O. Box 11209
Detroit, MI 48211
or
Fax to: 877.607.0744
or
[Submit electronically by clicking here](#)

SUBMIT

* A Reservation Application is required for your project. Submission of a Reservation Application does not guarantee that funds will be available.

To submit your FINAL Application

1. Complete or confirm all information in on Pages 4-6.
2. Complete and have account holder sign Final Application Agreement (Page 8)
3. Complete or confirm all relevant worksheets for your project.
4. Print and mail your FINAL Application to:
DTE Energy's Energy Efficiency Program for Business
P.O. Box 11289
Detroit, MI 48211
or
Fax to: 877.607.0744
or
[Submit electronically by clicking here](#)

SUBMIT

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

30

To download an interactive application, go to: dteenergy.com/savenow

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Thank you for joining us today!





**If you have questions,
please contact our office**

Email: saveenergy@dteenergy.com

Phone: **866-796-0512** (press option 3)

Fax: **877-607-0744**

Website: dteenergy.com/savenow



: www.linkedin.com/in/dteenergysaveenergy