



# Thank You!

For another great year

## WHAT'S INSIDE?

- 2017 Program Thank You
- 2018 Program Summary
- News You Can Use



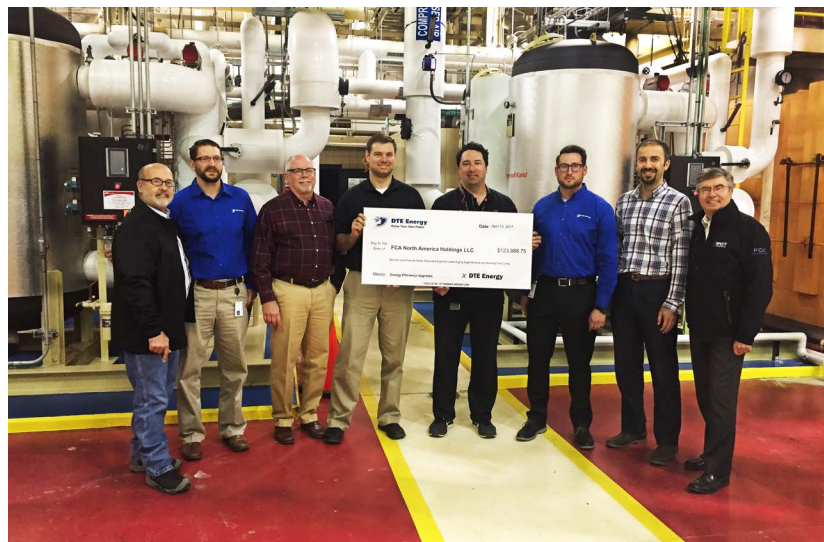
## 2017 PROGRAM THANK YOU!



## YOUR CONTRIBUTION ...

Our 2017 program year was another great success and we couldn't have done it without you. For our eighth straight year we have met all of our savings goals. We appreciate all your efforts and hard work. It wasn't all work though, we also had some great times with fun people and interesting projects.

With the launch of our 2018 program on Dec. 1, we now look to the coming year. Once again we have a long way to go, but we look forward to what 2018 will bring! Thanks again!



## FUN FACT OF THE QUARTER

Laptops use  
**90% less energy**  
than desktops





## 2018 PROGRAM SUMMARY

### PROGRAM HIGHLIGHTS

The 2018 Program Year rolled out on Dec. 1, 2017, and features a number of changes in measure specifications and incentive levels due to new Michigan energy legislation that was introduced in early 2017.

#### Prescriptive Incentives

Nearly all natural gas and electric prescriptive incentives were reduced by approximately 20 percent.

#### Custom Incentives

Custom incentives were reduced to \$0.05/kWh for electric projects and to \$3.50/Mcf for gas projects.

#### New Construction Incentives

Incentives for New Construction and Major Renovation projects were changed for the interior lighting power density measures, as were the three levels of LEED Whole Building incentives.

#### DLC lighting

For 2018, only DLC-listed lighting is eligible for Prescriptive and/or Custom incentives.

However, if lighting for a project is from a **category** not listed by the DesignLights Consortium® you may complete a Non-DLC Category Product Approval Form to have the equipment reviewed for incentive eligibility.

This form must be attached to the Reservation Application, along with equipment specifications.

#### Food Service

For 2018, all electric and gas food service cooking equipment has been removed from our program Application and is now available only through the **Food Service Instant Rebate Program**.

#### The following measures are now available in Food Service Instant Rebates

- Commercial Kitchen Ventilation Hoods with Demand Control
- Combination Ovens
- ENERGY STAR® Convection Ovens
- Conveyor Ovens
- ENERGY STAR® Dishwashers
- ENERGY STAR® Fryers
- ENERGY STAR® Griddles
- ENERGY STAR® Steam Cookers
- Infrared Rotisserie Ovens
- Infrared Charbroilers
- Salamander Broilers
- Upright Broilers
- Large Vat Fryers
- Pasta Cookers
- Pre-Rinse Sprayers (Gas Water Heater)
- Rack Ovens

**The 2018 Program Year application period begins Dec. 1, 2017; and ends Nov. 30, 2018.**

•No Reservations will be extended beyond Nov. 30, 2018.

•A project must be completed within 90 days of the Reservation date on your Reservation letter (if applicable).

•Final Applications must be submitted within 60 days of project completion or Nov. 30, whichever comes first.

•Incomplete Final Applications may be subject to cancellation.

•Any Application submitted after Nov. 30 may be cancelled.

### NEW THIS YEAR

**New 3rd Party & Landlord Agreements** - Only Designated Trade Allies (DTA) are eligible to receive assigned incentive payments authorized by a DTE Account Holder.

The program also offers a way for landlords the authorized DTE Account Holder — to assign incentive payments for facility upgrades to a specific tenant. To assign payment, the landlord must first request a Tenant Payment

Authorization Form .

The form must be completed and signed by the DTE Account Holder and attached to the Final Application, along with the tenant's company W9. If not attached, these documents must be submitted within five business days. Failure to follow these steps or if the tenant is ineligible, the incentive payment will be made payable to the DTE Account Holder.

## NEWS YOU CAN USE

### TRADE ALLY TRAININGS

2018 Designated Trade Ally Training will be offered every Thursday in February, and will shift to the second Thursday of every month, starting in March. This training is for contractors who want to renew their status or want to receive the designation for the first time and gain access to our additional Program features. This designation is especially important for 2018, because one of the major policy changes to the Program will be restricting third-party payments only to Designated Trade Allies.

In addition, we've tightened the policies concerning the Designated Trade Ally status — so make sure to mark your calendar for one of these events. To register, click on the EVENTS page link on the Trade Ally website [dtetradeally.com](http://dtetradeally.com) and follow the instructions or [click here](#) to register for a February Training.

If you have any questions, contact our office at 866.796.0512 (and press option 3) and mention the 2018 Designated Trade Ally training.

### MONTHLY SURVEYS

As every Trade Ally knows, each time your submitted project is paid, you receive a survey asking how we did. But you'll never get more than a single survey each month, regardless of how many projects you've submitted. Please take a moment to complete this survey and let us know not only how

we did, but also how we can improve. The fact is that many changes to the program over the years have been influenced by Trade Ally feedback. Thanks in advance for your help.