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Know Your Own Power®

2015

Energy Efficiency Program for Business

Financing EE Projects

Technical Training

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Welcome

Philip Guster

DTE Energy Program Manager

Safety First

Exits

Restrooms

Other site features

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What we hope to accomplish today:

- **Provide Information on EE Financing options**
  - Michigan Saves……..**Mary Templeton**
  - Michigan Energy Services Coalition……**Diane Mills**
  - DTE Energy Retro-Commissioning……**Alexis Smith**
  - Property Assessed Clean Energy (PACE)……**Andy Levin**
- **Review 2015 Program updates**……**Sean McCoy**
  - New mid-year measures
  - 2015 Catalog & Application refinements
  - Special Offers
  - Trade Ally website & Portal
- **Provide answers to your questions**

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Michigan Saves

Mary Templeton
Josh Patton

Using Accessible, Attractive Financing to Grow Your Business

Mary Templeton, Michigan Saves
Josh Patton, Ascentium Capital

michigan saves℠

Money questions make me **uncomfortable**... I never know what to expect.

My customers know that doing the full project is good for their business, but they keep **reducing the scope into smaller projects.**

How do I get the **CFO's attention**?

Financing is so complicated… this will delay my project.

Outcomes for Today's Session

- Ingredients for developing powerful positioning
- Understanding of robust financing options available through Michigan Saves

Developing Powerful Positioning

Make **cash flow** the **central point** of the discussion

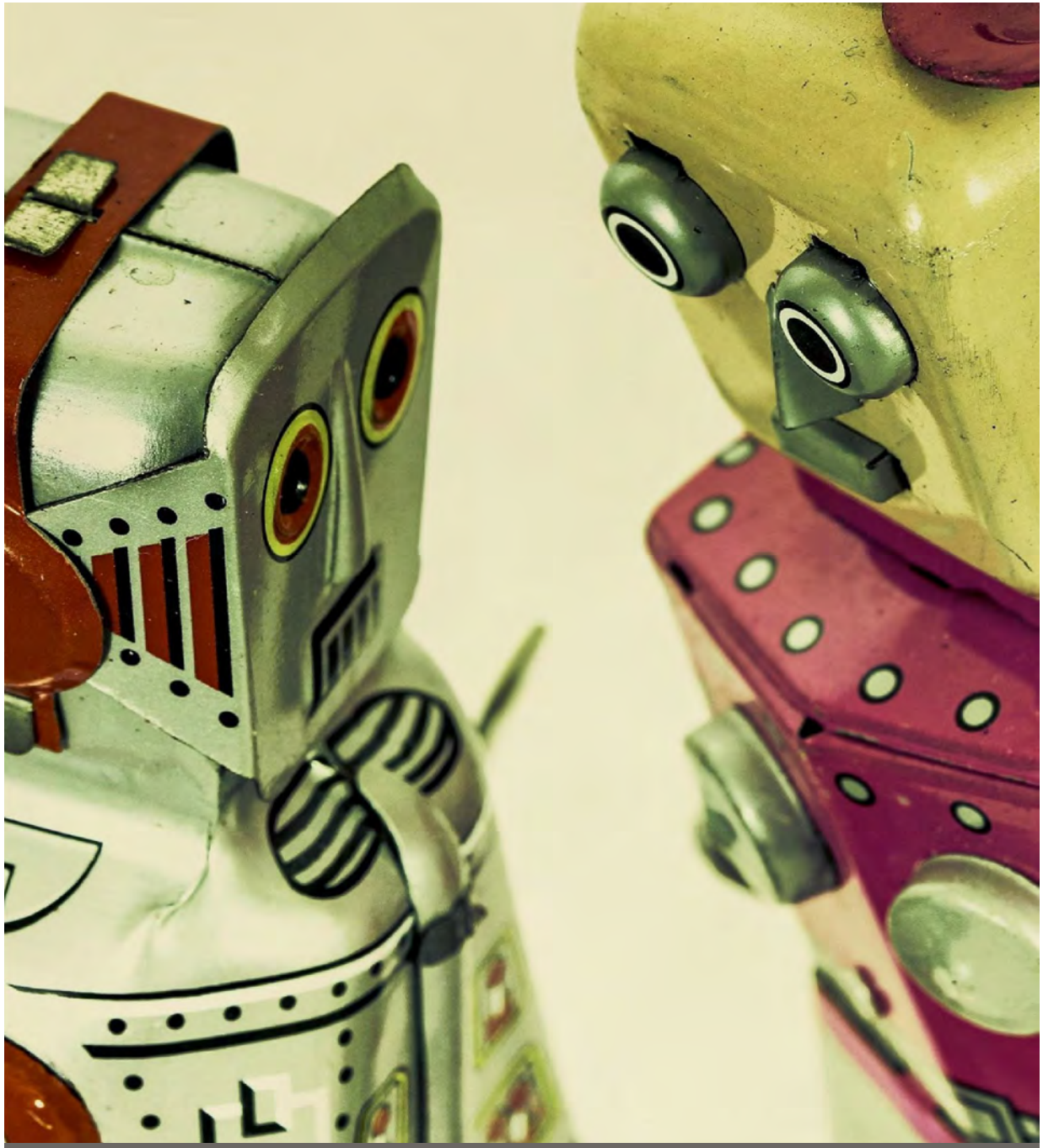
During the Finance Agreement

monthly savings – monthly payment = ↑ cash flow

When Finance Agreement Ends

monthly savings = ↑ ↑ ↑ cash flow

No technical mumbo jumbo



Use scarcity to create momentum to **do the work now** instead of later

Alleviate the fear
of paperwork and intrusive bank applications

Reinforce the Value of Equipment Financing

- No upfront payment
- Fixed payments
- Fixed interest rates
- No all asset liens on the business
- No yearly requalification
- No hidden fees
- Tax savings available through Section 179

Robust Tools

Business Energy Financing

- Financing for energy-efficiency improvements
- Loans from $2,000 to $250,000
- Available to all types of businesses
- Fast, easy process
- Below-market rates with flexible terms
- Prefunding available

"In the end, we were convinced by the numbers. We did this project to save money, and we've been really happy with the project."

— Sam Bahoura
Liberty Food Center

BUSINESS Energy FINANCING

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www.michigansaves.org

Typical Improvements

- Lighting
- HVAC
- Refrigeration
- Kitchen/cooking equipment
- Controls and preventive maintenance
- Insulation, windows, and doors
- Custom measures, with whole building audit

"We would not have been able to afford all the lights up front. But because of the financing option, we're able to save money and make our art look spectacular, too."

– Amy Zane
Amy Zane Store & Studio

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Turnkey Process:
Easy. Affordable. Smart.

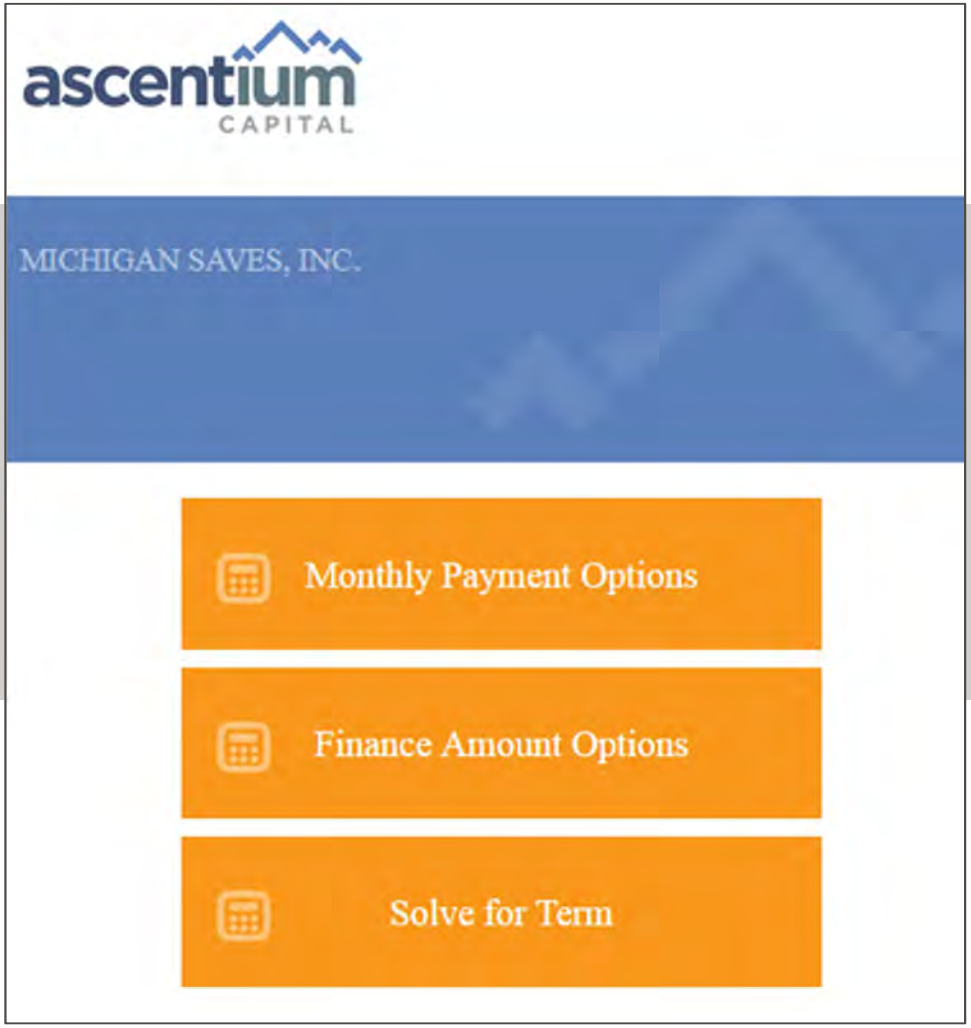
1. Find an authorized contractor and identify upgrades

2. Apply for financing via an authorized lender and execute financing agreement

3. Contractor installs upgrades and gets paid by lender (prefunding may be available)

Robust Tools

Financing Calculator – customized with your name



Robust Tools

Payment Proposal –

Create in under 60 seconds

ascentium CAPITAL

michigan saves

Finance Request	Quotation Prepared For	Prepared By
$170,000.00	ABC Company HannahSchuster@AscentiumCapital.com Business: 586.201.9699 Mobile:	Josh Patton Vice President - Sales JoshPatton@AscentiumCapital.com 281.902.1969 586.201.9699 281.921.3369
Equipment LED Lights/HVAC	Quotation Requested By MICHIGAN SAVES	

Monthly Payment Options

	Finance Agreement # Advance Payment(s): 0	Finance Agreement # Advance Payment(s): 0
24 Months	24 @ $7,763.57 24 Payments	3 @ $99.00, 21 @ $8,936.94 24 Payments
36 Months	36 @ $5,354.09 36 Payments	3 @ $99.00, 33 @ $5,883.75 36 Payments
48 Months	48 @ $4,152.28 48 Payments	3 @ $99.00, 45 @ $4,462.10 48 Payments
60 Months	60 @ $3,433.53 60 Payments	3 @ $99.00, 57 @ $3,641.54 60 Payments

Please circle your desired payment option, sign below, and return to me. This proposal will expire in ten (10) business days, from the date originated, unless signed and returned to our office.

We appreciate the opportunity to submit this approval to you. Should you have any questions, please feel free to contact me.

Agreed: ABC Company

Signature_____ Date_____

Special DTE Energy Incentives

Start Date: January 8, 2015

Interest Rate: 0% APR for 24-month terms

Maximum Lease Amount: $50,000

Eligible Measures: Prescriptive measures*

Funding Source: Rate buydown provided by DTE Energy

Lender: Michigan Saves lender Ascentium Capital

**Direct install and custom projects are not eligible for special financing incentive; however, Michigan Saves financing can be utilized at standard interest rates.*

Great Options in '15

- 0% for 24 months, up to $50,000
- Blended rates for higher value loans
- Longer-term loans will still be available for customers that want to align energy savings with repayments at standard rates

"It just made sense. When we factored in the rebates from the utility companies and how much energy we would save, the board knew it was a good decision."

— John Matway
Dearborn Country Club

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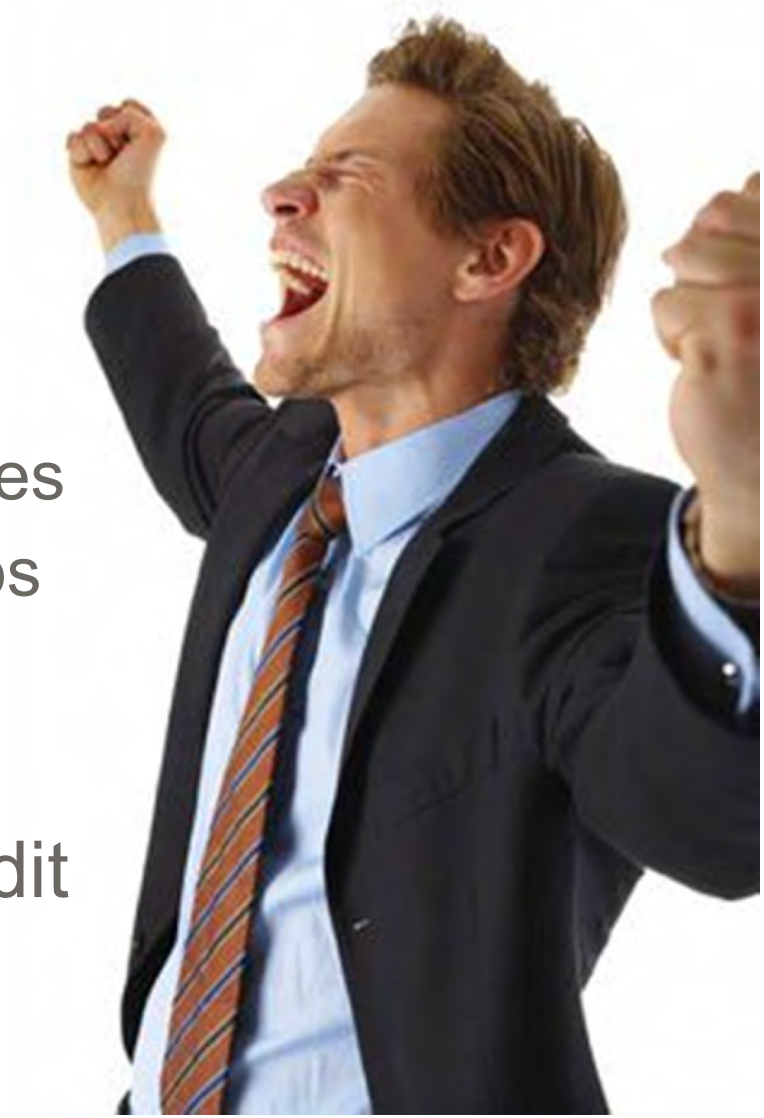
Your Customers will LOVE you!

- Turnkey
  - Speed of process
  - Easy and affordable
- Great deal
  - Special DTE Energy incentives
  - Below-market rates on all jobs
  - Low monthly payments
  - Lowest cash down
- Protects current lines of credit



Contacts

BEF Program Coordinator **Todd O'Grady** tograd y@michigansaves.org 248-701-3058	Ascentium Capital Contact **Josh Patton** JoshPatton@ascentiumcapital.com 586-201-9699
Contractor Application & Processing, Spec Sheets, and COCs **Todd Parker** registration@michigansaves.org 517-484-6474	Executive Director **Mary Templeton** mtempleton@michigansaves.org 517-371-7453

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Michigan Energy Services Coalition

Diane Mills

Financing Energy Efficiency

by

Diane Mills, CEM

March 25, 2015

Event Sponsored by DTE Energy

Financing Energy Efficiency - ESPC

"The use of guaranteed savings from the maintenance and operation budget (including utilities) as capital to make needed upgrades and modernizations to your building environmental systems, financed over a specified period of time."

US Department of Energy

Financing Energy Efficiency - ESPC

- http://www.energyservicescoalition.org/video-clips#Intro

- Turnkey projects (including financing)
- Guaranteed savings
- Specialized Energy Services Companies (ESCOs)
    - * Advisor and partner
    - * NAESCO accredited

Financing Energy Efficiency - ESPC

Energy Services Coalition

* Public-private partnership
* Michigan Chapter
* Best Practices
* Case Studies

Financing Energy Efficiency - ESPC

- Best Practices
  - * NAESCO accreditation

    http://www.naesco.org/accredited-companies
  - * RFQ to select an ESCO partner
  - * IPMVP http://www.nrel.gov/docs/fy02osti/31505.pdf
  - * MI Chapter and Awards

Financing Energy Efficiency - ESPC

Niles District Library

- $782,240 guaranteed energy/operational savings contract
- **Services Provided**
- Controls retro-commissioning
- Demand Control Ventilation
- Window Replacement
- Local History Room HVAC
- Rooftop Unit Replacement
- AHU Upgrades
- Chiller Replacement
- Boiler Replacement
- Photovoltaic System

Financing Energy Efficiency - ESPC

Montcalm Community College

$1,169,302 Project $129,392 Annual Savings

- Lighting Upgrades
- Energy Management System
- Mechanical/HVAC
- M-TEC Energy Management System
- Training
- Campus Energy Policy
- Window Replacement
- Weatherization and Building Envelope

Financing Energy Efficiency - ESPC

City of Battle Creek

Project Size: $4,002,892 Annual Savings: $84,171

Sample of improvements:

- LED Lighting Upgrades
- Energy Management System Expansion
- Mechanical/HVAC
- Water Conservation
- Weatherization and Building Envelope
- Retrofit arena seating
- Solar heat pool

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DTE Energy
Retro-Commissioning

Alexis Smith

DTE Energy Pilot Program Retro-Commissioning

DTE Energy Technical Seminar:

Financing Energy Efficiency

March 25th, 2015

Agenda

- Introductions
- Retro-Commissioning Pilot Program Overview
  - Objective
  - Customer Qualifications
  - Approach
  - Target Measures
- Service Provider Network
  - Current Network
  - Role
- Next Steps

Introductions

- DTE Energy RCx Pilot Program Administrator: **Nexant**
  - Alexis Smith, Program Manager
  - Clayton Schroeder, Engineering Manager
  - Michael McCarthy, Outreach Manager
  - Hang Zhang, Project Coordinator/Outreach

- Utility: **DTE Energy Gas and Electric**
  - Donald Boza, Principal Energy Manager
  - Philip Guster, C&I Electric Program Lead

Retro-Commissioning Pilot Program Overview

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What is Retro-Commissioning?

- Retro-commissioning (RCx) is a systematic process to improve an existing building's performance through the identification of operational improvements that will increase occupant comfort and save energy.
- Depending on the age of the building, RCx can often resolve problems that occurred during design or construction, or address problems that have developed throughout the building's life.
- Typical energy savings are between 4 – 6 %.

Retro-Commissioning Pilot Program Overview

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What is DTE Energy offering?

- **Fully funded** (free) retro-commissioning (RCx) study to their commercial and industrial customers.

How is it offered?

- An expert engineering team **identifying no/low cost energy saving measures** with a total simple **project payback period of 18 months** or less.
- Customers implement the energy saving measures of their choice to meet the minimum program spend requirement (varies between RCx Lite and RCx Standard).
- Energy savings are validated through measurement and verification (funded by the Program).

Customer walks away with a detailed energy assessment at no cost to them, a more efficient building, and cost savings even after the project has paid for itself.

Retro-Commissioning Pilot Program Overview

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Program Qualifications

RCx Lite

- Commercial buildings/facilities
- Between 50,000 - 150,000 square feet
- Peak demand between 125 – 500 kW *ideal 300-1000kW
- *Willing to spend a minimum of $3,500 on energy efficiency recommendations*
- Assessment Value (Service Provider Fee): Up to $7,000

RCx Standard

- Commercial and Industrial buildings/facilities
- Greater than 150,000 square feet
- Peak demand greater than 500 kW *ideal >1000kW
- *Willing to spend a minimum of $15,000 on energy efficiency recommendations*
- Assessment Value (Service Provider Fee): Up to $40,000

Retro-Commissioning Pilot Program Overview

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Program Process

Retro-Commissioning Pilot Program Overview

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Project Timeline: RCx Lite vs. Std

RCx Lite (4 months)

- Application & Kick-off meeting: 3 weeks
- Investigation & Implementation Phase: 9 weeks
- Verification: 5 weeks

RCx Standard (10 months)

- Application & Kick-off meeting: 1 month
- Investigation: 4 - 5 months
- Implementation: 4 - 5 months
- Verification: 1 month

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Sample RCx Standard Projects

Building Type	Office	Hospital	Education
Building Area	166,000 sq ft	390,000 sq ft	760,000 sq ft
Annual kWh	3,498,000	15,540,000	9,214,000
Implement Cost	$14,500	$17,100	$6,000
Verified kWh Saved	763,850	268,000	231,400
Verified Therms Saved	0	9,510	8,890
TOTAL Annual Cost	$68,740	$31,980	$24,030
Payback (Yrs.)	0.21	0.54	0.25

Retro-Commissioning Pilot Program Overview

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Electric ECMs and Energy Savings		
Measure Category and Name	% Program Savings (kWh)	% Program Savings (Cumulative kWh)
Schedule AHU for Space	26%	26%
Economizer and Outdoor Air Control	15%	42%
Duct Static Pressure Reduce/Reset	14%	56%
Chilled Water Temperature Reset	8%	63%
Supply air temperature reset	7%	71%
Balance airside	4%	75%
Schedule Heaters	4%	79%
Schedule Fan Powered/VAV Boxes	3%	82%
Reduce Ventilation	3%	85%
Condenser water temperature reset	3%	88%
Optimize supply fan performance	3%	91%
Schedule Lighting	3%	93%
Reduce VAV Minimum Position	2%	96%
Setback Space Temperature	2%	98%
Optimum Start for AHU	2%	100%

Retro-Commissioning Pilot Program Overview

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Natural Gas ECMs and Energy Savings		
Measure Category and Name	% Program Savings (Ccf)	% Program Savings (Cumulative Ccf)
Schedule heaters	15%	15%
Schedule AHU for space	13%	28%
SAT Reset	11%	39%
Balance airside	8%	47%
Setback space temperature	7%	54%
Schedule fan powered/VAV boxes	7%	61%
Economizer and OA control	7%	68%
Option Start for AHU	4%	72%
Repair/replace dampers	3%	75%
CO-based ventialation control	2%	77%
Optiimze snowmelt system	2%	79%
Schedule return/exhaust fan	2%	81%
Reduce ventialation	2%	83%
Repair econmizer	2%	85%
Demand control ventliation	2%	87%

Service Provider Network

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Current RCx Pilot Program Service Provider Network

Trade Ally Company Name	Contact Name	Address	Phone Number	Contact Email	Company Website	Types of Service
edss Energy Design Service Systems	David Ely	7892 W. Grand River Brighton, MI 48114	810-227-3377	davidely@msn.com	www.edssenergy.com	RCx Lite, RCx Std
Energy Sciences Resource Partners, LLC	Shelley Sullivan	725 S. Adams Rd., Ste. 227 Birmingham, MI 48009	248-792-9287	shelley@esciences.us	www.EnergySciencesLLC.com	RCx Lite, RCx Std
Newman Consulting Group, LLC	James L. Newman	31134 Harmony Lane, Suite 100 Farmington Hills, MI 48331-3136	248-626-4910	jimn@ncgconsulting.us.com	www.newmanconsultinggroup.us	RCx Lite, RCx Std
Peter Basso Associates, Inc.	Andrew F. Luzenski, PE, LEED AP	5145 Livernois Road Troy, MI 48098	248-879-5666	aluzenski@pbanet.com	www.peterbassoassociates.com	RCx Lite, RCx Std
Pure Eco Environmental Solutions	Ryan E. Oswald, LEED AP	1397 Piedmont, Suite 100 Troy, MI 48083	866-270-2370	roswald@pureeco.com	www.pureeco.com	RCx Lite, RCx Std
Stantec Architecture	Scott McCullough	2338 Coolidge Highway Berkley, MI 48072	248-336-4784	scott.mccullough@stantec.com	www. stantec.com	RCx Lite, RCx Std

Service Provider Network

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RCx Standard

- Best fit for **Service Provider**
- **Conduct energy assessment**
  - Establish & document baseline performance
    - D&C Plans: seq of ops
    - Trend data, data logging
- **Verify implementation**
- **Report Templates**
  - Investigation Report
  - Customer Selection Form (CSF)
  - Verification Report
- **Project leader**

RCx Lite

- Best fit for **Trade Ally or Service Provider**
- **Conduct energy assessment**
  - Establish & document baseline performance
- **Verify implementation**
- **Report Templates**
  - Customer Selection Form (CSF)
  - Verification Summary
- **Project leader**

RFP and RFQ Process

- RFP for Service Providers
- RFQ for Trade Allies

- Proposal submissions expected within 2 weeks of receiving RFP/RFQ

- Open enrollment currently

Next Steps

Next Steps

Interested in learning more about or participating in the DTE Energy Retro-Commissioning Pilot Program?

- Take a **Factsheet!**

- Contact Alexis Smith
  - Office ph: 630.480.8149 Cell: 312.480.6913
  - email: asmith@nexant.com

- Contact Hang Zhang
  - Office ph: 313.263.3077
  - email: zhangh@nexant.com

Questions

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BREAK

Vendor Displays and Networking

Please return at 10:25

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Lean & Green Michigan

Property Assessed Clean Energy (PACE)

Andy Levin

The Lean & Green Michigan™ and Property Assessed Clean Energy (PACE)

An Innovative Way to Help Michigan Businesses Save Money, Create Jobs, Grow the Tax Base and Green our State

Andrew S. Levin, JD
andy@levinenergypartners.com
http://www.leanandgreenmi.com

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What is Property Assessed Clean Energy (PACE)?

PACE brokers long-term financing so business property owners can undertake energy improvements profitably – making their business more efficient while gaining positive cash flow to plow back into operations

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Public policy:

PACE is an economic development incentive that requires ***no*** taxpayer money. The county is simply giving its businesses a property tax tool to make long-term financing work for clean energy projects.

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BACKGROUND: MICHIGAN'S PACE STATUTE

- Public Act 270 of 2010 became law on 12/14/2010
- Covers commercial, industrial and multi-family property – not single family property
- Affords flexibility on financing arrangements
- Allows up to 100% loan-to-value (LTV) financing
- Bank must consent if there's a mortgage
- Allows municipalities to work together
- 31 states and DC have adopted PACE statutes (all since 2008!)

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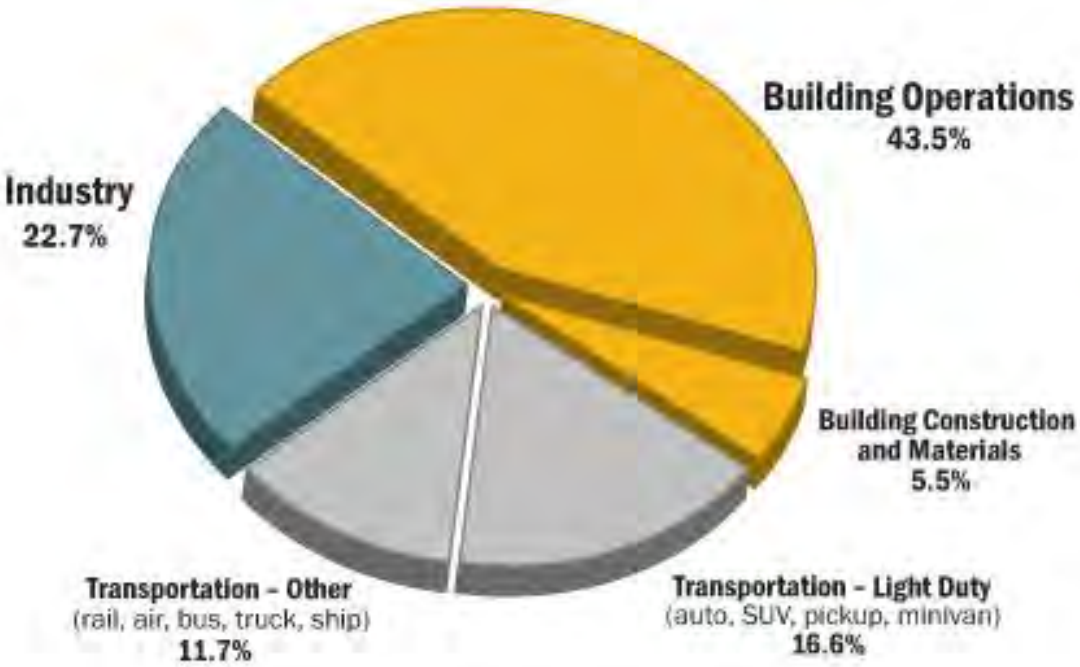
Why Do Commercial Properties Need Energy Projects?

Building Operations Account for 44% of American Energy Use

The average building wastes a third of the energy that it uses!



U.S. Energy Consumption by Sector

Source: ©2010 2030, Inc. / Architecture 2030. All Rights Reserved.
Data Source: U.S. Energy Information Administration (2009)

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So What's Stopping Businesses from Retrofitting their Buildings?

- The most effective retrofit projects often take years for the energy savings to break even
- Very few businesses can spend big money today for a project with a 15-year payback
- So they go on wasting energy -- and money!

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What About a Traditional Bank Loan?

- Banks generally limit commercial lending to 3-5 years
- Monthly repayments are greater than utility savings
- Lending for longer periods without added security is risky because future property ownership is uncertain
- Equipment leasing has longer terms but not long enough – and often very high interest rates

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Lean & Green Michigan and PACE Solves This Problem for Property Owners

The “Property Assessed” part is key: the energy project is repaid through a special tax assessment on your property

- Senior to mortgages (lenders must consent)
- Repayment goes to new owner if property is sold
- 10-20 year term means property owner’s savings are greater than PACE payments

Bingo: no money down and *positive cash flow*

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PACE Financing Benefits

Even beyond positive cash flow, PACE has several major benefits that are crucial in real estate finance:

- Non-recourse (no personal guarantee)
- Can be passed through to tenants (solves “split incentive”) problem
- Can’t be used for anything else (solves “CFO’s dilemma”)

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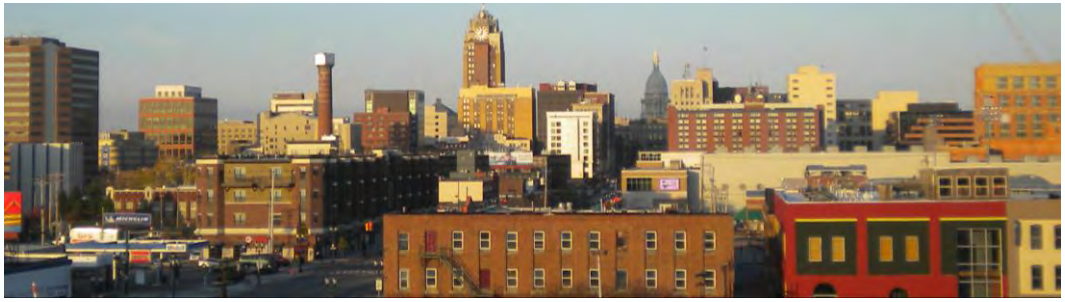
Who can take advantage of PACE?

- Owners of commercial, industrial, agricultural and multi-family property (almost all business owners)
- Private non-profits (churches, hospitals, private schools and colleges, etc.)
- Who can *not* use PACE under the MI statute?
  - Single family homes
  - Government buildings



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Property and Project Eligibility

PACE lenders are extending loans for 15-20 years, so they underwrite PACE projects carefully (a good thing for all parties)

- The property is basically healthy and likely to continue to be used for 10-20 years
- The property is not overly leveraged – its debt load is 80% or less
- Generally, the PACE financing cannot be used for more than 25% market value
- High energy spend over $5000 per month

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What can be financed under Michigan's PACE Statute?

- Energy efficiency improvements
- Water efficiency improvements
- Renewable energy improvements
- 100% of eligible project costs
- Refinancing all of above

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Detailed List of What Can Be Financed

- Insulation
- Caulking, weather-stripping, and air sealing
- Windows
- Doors
- Energy control systems
- HVAC
- Energy recovery systems
- Lighting fixtures and day lighting systems
- Electrical systems to charge PEVs and HPEVs
- Water use reduction or efficiency
- Energy-efficient or water-efficient manufacturing processes and equipment
- Biomass
- Solar photovoltaics
- Solar thermal
- Wind
- Geothermal
- Methane gas captured from a landfill
- **Anything else approved as a "utility cost-savings measure" by a municipality participating in Lean & Green Michigan™**
- Exclusions: incinerator and digester

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The Lean & Green Model

Three Key Concepts:

- Public-private partnership: counties/cities join for free; no barrier to entry or exit
- Statewide, opt-in program: one lean & efficient PACE market for whole state (only one set of rules for contractors to learn!)
- Use private capital to unleash the market to drive growth (local governments can still use bonds if they wish)

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Public-Private Partnership

- Traditional model: local govt. pays vendor $200,000 to $1,000,000 to create PACE district that is slow and inefficient
- Better way: Lean & Green Michigan™
  - Levin Energy Partners administers the district
  - LEP is compensated by administrative fees on each privately-financed PACE deal, *not* by County
- This Public-Private Partnership approach is faster (no vendors, no RFP process)

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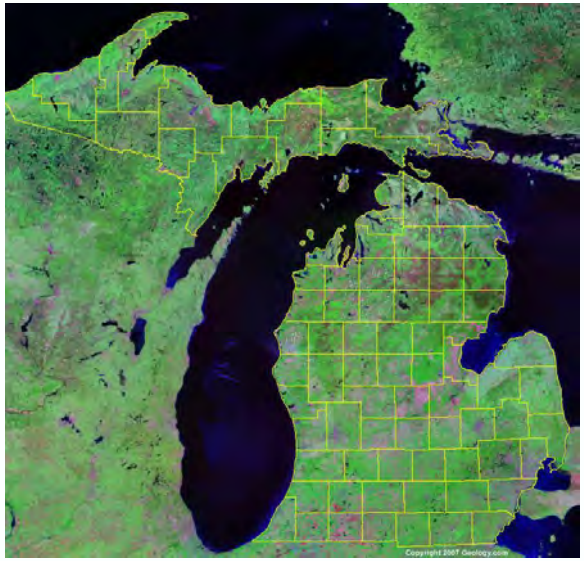
One Efficient, Statewide Market

- Lean & Green Michigan™ creates a statewide PACE market
- Companies get one set of efficient rules for projects across state
- Lenders get broad and diverse pool of projects to finance
- Property owners easily access qualified contractors and long-term financing



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Finance Projects With Readily Available Private Capital

- Private financing unleashes opportunities for property owners
- Lean & Green brings it!
  - PACE funds: Structured Finance Assoc., Clean Fund, Petros Capital Partners, Samas Capital
  - Banks: Citi, Wells Fargo, Comerica, Fifth Third, PNC, etc.
  - Private Equity
  - Labor capital: Ullico, pension funds

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A FAST-GROWING MARKET

COUNTIES

Bay County
Pop. 174,987

Eaton County
Pop. 108,008

Genesee County
Pop. 425,790

Grand Traverse County
Pop. 89,112

Huron County
Pop. 32,463

Ingham County
Pop. 281,723

Macomb County
Pop. 847,383

Montcalm County
Pop. 63,105

Saginaw County
Pop. 198,353

Washtenaw County
Pop. 350,946

Wayne County
Pop. 1,792,000

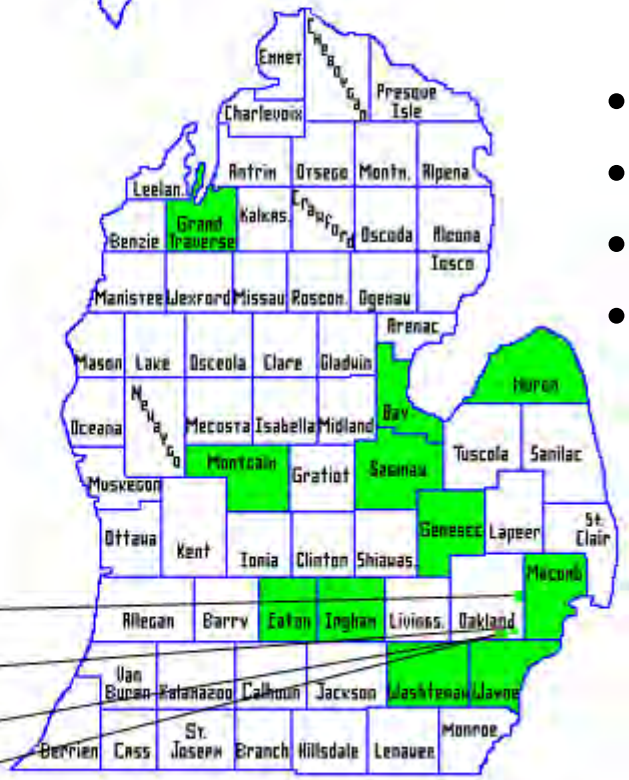
CITIES

Rochester Hills
Pop. 72,283

Royal Oak
Pop. 58,410

Southfield
Pop: 72,507

Pleasant Ridge
Pop: 2,569



- 11 counties + 4 cities have joined
- Urban & rural, big and small
- 4,558,406 people in the market
- That's 45% of MI's population
- Expanding at a rapid rate

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Case Study: Hilton LA/Universal City

- $7 million project
- Utility Cost Savings Year 1: $800,000
- Operations/Maintenance Cost Savings: $200,000
- ROI: 78%
- Total Project Return: $12.8 million
- $30 million increase in building value

Source: PACENow

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Star Lincoln Dealership

- Family-owned business in Southfield, built in early 1970s
- Looks great, but energy sink beyond show room
- $500,000 in PACE-financed upgrades will generate over $1,000,000 in savings with a 20% ROI
- LED lighting, HVAC, controls, weatherization, compressors, bay doors (will open and close < 3 seconds!) – pure EE play
- Each $1 in project: 87¢ repays assessment, 13¢ = cash for owner – for 20 years!

lean & green MICHIGAN™

Michigan Public Service Commission

- Agency is leasing building for 20 years
- Negotiated with property owner to include LED retrofit, small solar installation & variable speed motors as part of lease
- First state energy agency in USA to use PACE
- Great example of how PACE solves “split incentive” problem
- About $480,000 in PACE financing will generate over $720,000 in savings

MICHIGAN PUBLIC SERVICE COMMISSION

LEVIN ENERGY PARTNERS

lean & green MICHIGAN™

Lean & Green Michigan Project Pipeline

- Over $50M serious projects proposed
- Next to be announced:
  - $700,000 LED project at large shopping mall in Washtenaw County
- Further examples:
  - 1MW solar PV for northern Michigan factory
  - Large HVAC/EE project for Detroit charter school

LEVIN ENERGY PARTNERS

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Next Steps

- Contact Lean & Green Michigan to determine if your property/facility is eligible
  - It doesn't matter if your county hasn't joined!
- Conduct an energy audit of the facility
- Learn more at www.leanandgreenmi.com

LEVIN ENERGY PARTNERS

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The Lean & Green Michigan™ and Property Assessed Clean Energy (PACE)

An Innovative Way To Cut Costs, Improve Operations, Increase Property Value, and much more.

http://www.leanandgreenmi.com

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Know Your Own Power®

DTE Energy

Energy Efficiency Program for Business

Sean McCoy

DTE Energy®
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Since 2009:

- *Nearly **$102 million** in cash rebates has been paid to Michigan business customers:*
  - Electric: **$87 million**
  - Gas: **$15 million**
- *More than **32,000 projects** have been completed.*
- *And our customers have realized savings of:*
  - ***1,837 GWh*** in electricity.
  - ***4.7 million Mcf*** in natural gas.
  - ***$220 million*** in total energy costs.

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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.

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These do <u>not</u> 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.

Program Timeline

DTE Energy®
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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 (submit within 60 days; may require post-inspection)

↓

$$$$$

Program Overview

DTE Energy®
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Our Program timeline is simple:

Reservation Application to Letter: 4-6 weeks

ation Application

Ap cation Review (may require pre-inspection)

Reservat with project)

Letter to Final Application: 90 days or less

Install sures

(Project must start within 30 days and be completed within 9 s of approval or end of Program year, whichever comes first.)

Final Application & Review (s

Final Application to Check: 4-6 weeks

$$$$$

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Sources:

- **Michigan Saves**
  - *michigansaves.org*
- **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)

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Mid-program changes for 2015

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New Measures

(effective March 1, 2015)

2015
Mid-Program Changes

DTE Energy®
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New measures

ELECTRIC - LIGHTING

- **Interior combined occupancy & daylight sensors**
  - ≤500 watts = **$20/**sensor
  - >500 watts = **$50/**sensor
- **LED candelabra** – **$5/**lamp
- **LED globe** – **$6/**lamp
- **LED A-line replacing CFL A-line** – **$0.75/**lamp
- **LED PAR/BR/R replacing CFL PAR/BR/R** – **$1/**lamp
- **LED recessed can reflectors replacing CFL can** – **$2/**lamp
- **Interior stairwell lighting controls** – **$0.30/**watt controlled
- **Exterior dimming timer controls** – **$0.06/**watt controlled

2015
Mid-Program Changes

DTE Energy®
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New measures

ELECTRIC - HVAC

- **EC motors on small commercial furnaces, replacing non-EC motors – $90/**HP
- **Refrigerant charging correction on RTU AC – $3/**ton of refrigeration
  - For details, see the **appendix** in the back of the **Catalog**: **ASHRAE 90.1.2007**
- **DX condenser coil cleaning – $3/**ton of refrigeration
- **Efficient chilled water pump – $35/**pump HP
- **Efficient hot water pump – $35/**pump HP
- **Chiller tune-up – $3/**ton
- **Web-based building automation system – $25/**1,000 sq. ft.

2015
Mid-Program Changes

DTE Energy®
Know Your Own Power®

New measures

ELECTRIC - PROCESS

- **Refrigerated air dryer replacing dessicant dryer – $30/**SCFM
- **No-loss condensate drains on air compressor – $140/**drain
- **Electric motors replacing pneumatic motors – $90/**HP
- **Compressed air storage tank – $25/**HP
- **High-efficiency welder – inverter style – $50/**welder
- **VFD on computer room AC supply fans – $150/**HP

2015
Mid-Program Changes

DTE Energy®
Know Your Own Power®

New measures

ELECTRIC – FOOD SERVICE

- **Walk-in cooler/freezer evaporator fan motor reduction** – **$30/**fan motors removed
- **Automatic door closers for refrigerated walk-in coolers/freezers doors** – **$50/**door
- **Reach-in refrigerated display case door retrofit**
  - Medium temp = **$40/**horizontal linear foot
  - Low temp = **$100/**horizontal linear foot

ELECTRIC – MISCELLANEOUS

- **High efficiency electric storage water heater** – **$20/**heater
- **Heat pump storage water heater** – **$350/**heater

2015
Mid-Program Changes

DTE Energy®
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New measures

GAS – HVAC

- **Web-based building automation system** – **$100/**1,000 sq. ft.
- **Direct fired make-up air units** – **$1/**output MBH
- **Optimized snow melt controls** – **$0.10/**sq. ft. controlled

GAS – INSULATION

- **Pipe wrap – steam boiler condensate return** – **$2/**linear foot

2015
Mid-Program Changes

DTE Energy®
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New measures

GAS – FOOD SERVICE

- **Refrigeration condenser waste heat recovery**
  - Domestic Water Heater = **$35/**cooling ton
  - Space Heating = **$75/**cooling ton
- **Reach-in refrigerated display case door retrofit**
  - Medium Temp = **$20/**horizontal linear foot
  - Low Temp = **$25/**horizontal linear foot

2015
Mid-Program Changes

DTE Energy®
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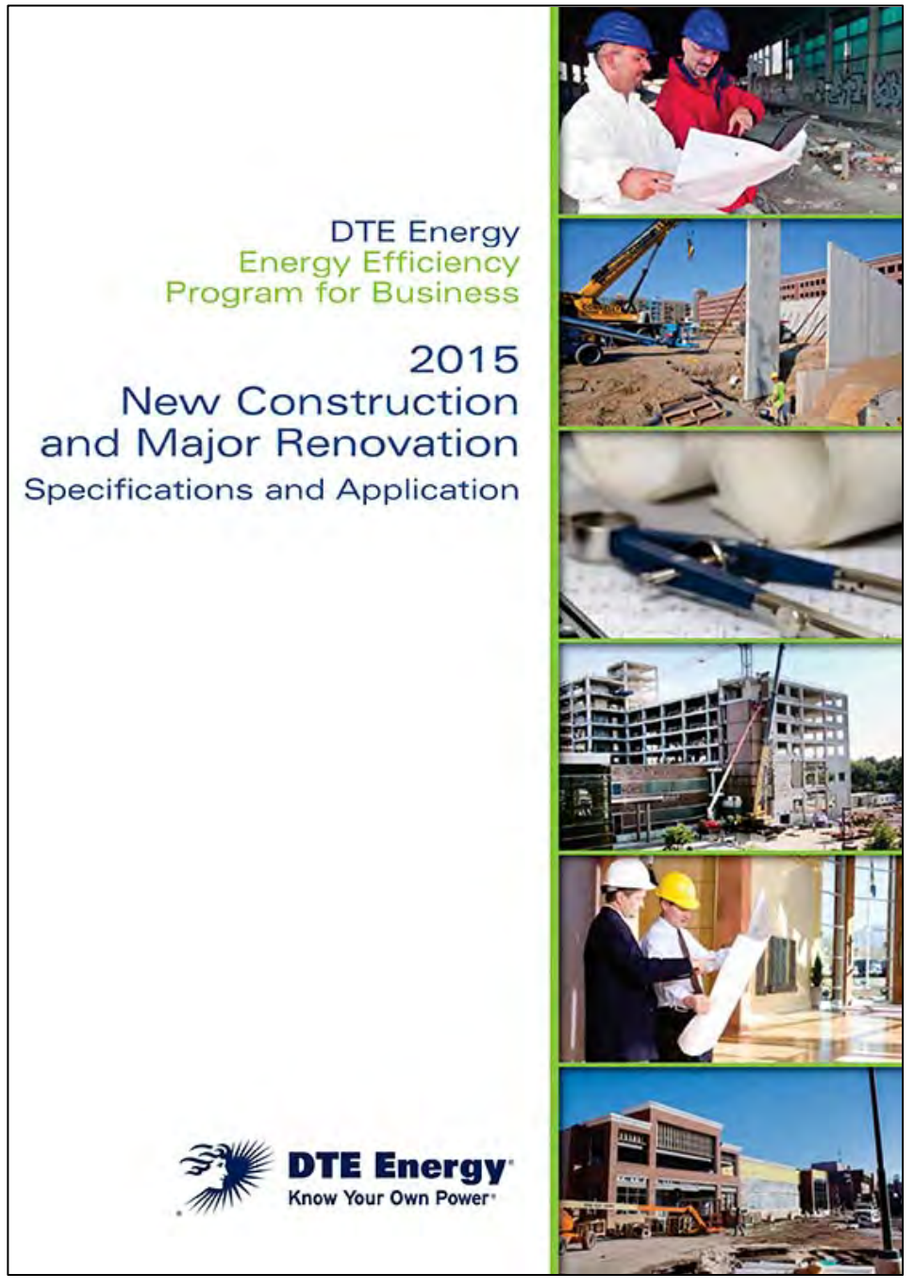
New Construction Application

- Additional measures added to Systems Approach
- LEED Certification Assistance Application renamed:

LEED **Design Review** Application

Both should be available shortly;
watch for our announcement



DTE Energy®
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Continuing/New Offers

(effective March 1, 2015)

DTE Energy®
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0% Financing from Michigan Saves

- Get 0% financing for up to $50,000 on projects submitted for incentives through our Program.
- For more information and to apply, download this fact/ worksheet at: **dtetradeally.com**

ENERGY EFFICIENCY PROGRAM FOR BUSINESS

DTE Energy
Know Your Own Power®

Get 0% financing on your Michigan Saves loan

Apply for energy efficiency incentives through DTE Energy and get a 0% interest rate on your project

DTE Energy — in partnership with **Michigan Saves** — is offering 0% financing on up to $50,000 for an energy efficiency project that receives prescriptive measure incentives through its **Energy Efficiency Program for Business**.

Simply indicate below that you've applied for the loan through **Michigan Saves** and attach this form to your incentives Application.

To qualify for a loan through **Michigan Saves**, you must use a **Michigan Saves**-authorized contractor. To find one, visit **michigansaves.org**.

How to apply for incentives and the special loan rate

1. Is your project pre-approved for financing through Michigan Saves?

   YES: Then complete this worksheet and include it with your Reservation Application for incentives through DTE's **Energy Efficiency Program for Business**.

   NO: Then contact **Michigan Saves**, find an authorized **Michigan Saves** contractor and get pre-approved for a loan.

2. Download the latest version of our Application and submit it as your Reservation Application.
3. Once **Michigan Saves** approves financing and you have a Reservation Letter from DTE, you have 90 days — or until **Nov. 30, 2015**, whichever is first — to complete the project.
4. DTE pays the incentive after the Final Application has been submitted within 60 days of completion of the project.

Important Notes

- If the project listed on your Application to **Michigan Saves** involves appyling for incentives from another utility in addition to applying for incentives from DTE Energy, you ***must*** indicate that below.
- The $50,000 loan limit applies to the entire project; it will not double if you receive incentives from two utilities.

☐ Yes, my project involves applying for incentives with another utility named below. By signing my name at the bottom of this form, I hereby authorize DTE Energy and/or its designees to discuss with the other utility both of my applications.
I understand that my account information will not be exchanged.

Other utility's name: _____

Total incentives requested from the other utility: $ _____

michigan saves
FINANCING

Who is Michigan Saves?

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

Why should I consider Michigan Saves?

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

Affordable: We understand the margins on your business are never as big as they need to be. That's why we work hard to make sure the return on your energy investment begins to pay off as fast as possible. In some cases, the return on your investment can be as soon as one year.

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

To get started, find a Michigan Saves-authorized contractor at michigansaves.org

Customer Information

Name of Customer's Business _____ Michigan Saves Loan Application Date _____

Name of Business Contact Person _____ Michigan Saves Loan Amount $ _____

Contact Phone # _____ Contact Email _____

Installation Address _____ City _____ State _____ ZIP _____

Account Holder's Signature _____ Date _____

NOTE: The information above **must** match the information on the Reservation Application in order to be processed. Only prescriptive measures quality for this offer.
Attach this document to your Reservation Application in order to qualify for the 0% financing offered through **Michigan Saves**.

2015
Program Offers

DTE Energy®
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Steam Trap Survey-Repair/Replacement Incentive offer

- Offer ends **April 30, 2015**
- Get **$10** on each steam trap survey.
- Incentive is capped at 50% of incentives for repairs/replacements.
- Surveys can be up to 6 months old.
- Must meet certain other conditions.
- The required worksheet is available for download at: **dtetradeally.com**.

Other conditions apply; see the worksheet for details.

Energy Efficiency Program for Business

DTE Energy® Know Your Own Power®

2015 Steam Trap Survey and Repair Application

Get $10 for each survey you perform through June — up to 50% of repairs submitted on this Application

Limited-time Offer*

DTE Energy is offering a $10 incentive for each Steam Trap Survey performed until June 30, 2015 — up to 50% of the value of repaired steam traps submitted as part of this same Application.

The incentives will be paid to the Customer or a designated Third-Party.

Important Note: If you performed steam trap surveys in 2014 that revealed failed traps, but did not result in any repair(s) or replacement(s), you are not eligible to participate in this offer.

To participate in this offer, you must submit a completed Reservation Application that identifies the number of steam traps being surveyed.

To receive the $10 Steam Trap Survey incentive, you must submit a completed Final Application by June 30, 2015, that includes all documentation and invoices covering steam trap repairs or replacements. Incomplete Final Applications could result in payments being delayed.

Customer Information

Name of Applicant's Business | Project or Building Name (If Applicable)

DTE Energy Gas 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

1

2015
Program Offers

DTE Energy®
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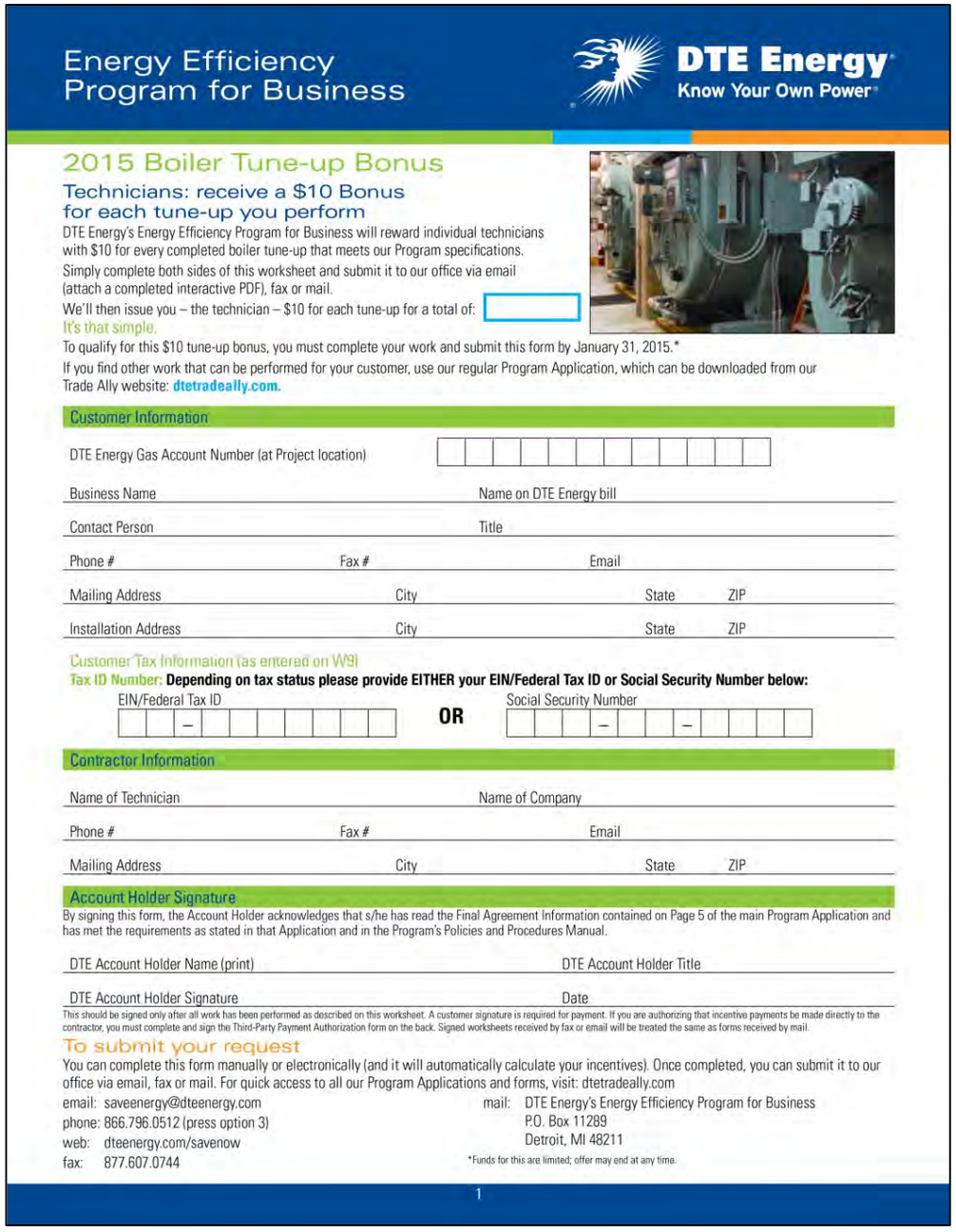
Boiler Tune-up Bonus offer

- Offer ends **April 30, 2015**
- Technicians can receive a **$10 bonus** for every completed boiler tune-up.

  (Certain conditions apply)
- The required worksheet is available for download at: **dtetradeally.com**).



Energy Efficiency
Program for Business

DTE Energy
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2015 Boiler Tune-up Bonus

Technicians: receive a $10 Bonus for each tune-up you perform

DTE Energy's Energy Efficiency Program for Business will reward individual technicians with $10 for every completed boiler tune-up that meets our Program specifications.

Simply complete both sides of this worksheet and submit it to our office via email (attach a completed interactive PDF), fax or mail.

We'll then issue you – the technician – $10 for each tune-up for a total of:

It's that simple.

To qualify for this $10 tune-up bonus, you must complete your work and submit this form by January 31, 2015.*

If you find other work that can be performed for your customer, use our regular Program Application, which can be downloaded from our Trade Ally website: dtetradeally.com.

Customer Information

DTE Energy Gas Account Number (at Project location)

Business Name | Name on DTE Energy bill

Contact Person | Title

Phone # | Fax # | Email

Mailing Address | City | State | ZIP

Installation Address | City | State | ZIP

Customer Tax Information (as entered on W9)

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 – –

Contractor Information

Name of Technician | Name of Company

Phone # | Fax # | Email

Mailing Address | City | State | ZIP

Account Holder Signature

By signing this form, the Account Holder acknowledges that s/he has read the Final Agreement Information contained on Page 5 of the main Program Application and has met the requirements as stated in that Application and in the Program's Policies and Procedures Manual.

DTE Account Holder Name (print) | DTE Account Holder Title

DTE Account Holder Signature | Date

This should be signed only after all work has been performed as described on this worksheet. A customer signature is required for payment. If you are authorizing that incentive payments be made directly to the contractor, you must complete and sign the Third-Party Payment Authorization form on the back. Signed worksheets received by fax or email will be treated the same as forms received by mail.

To submit your request

You can complete this form manually or electronically (and it will automatically calculate your incentives). Once completed, you can submit it to our office via email, fax or mail. For quick access to all our Program Applications and forms, visit: dtetradeally.com

email: saveenergy@dteenergy.com
phone: 866.796.0512 (press option 3)
web: dteenergy.com/savenow
fax: 877.607.0744

mail: DTE Energy's Energy Efficiency Program for Business
P.O. Box 11289
Detroit, MI 48211

*Funds for this are limited; offer may end at any time.

1

2015
Program Offers

DTE Energy®
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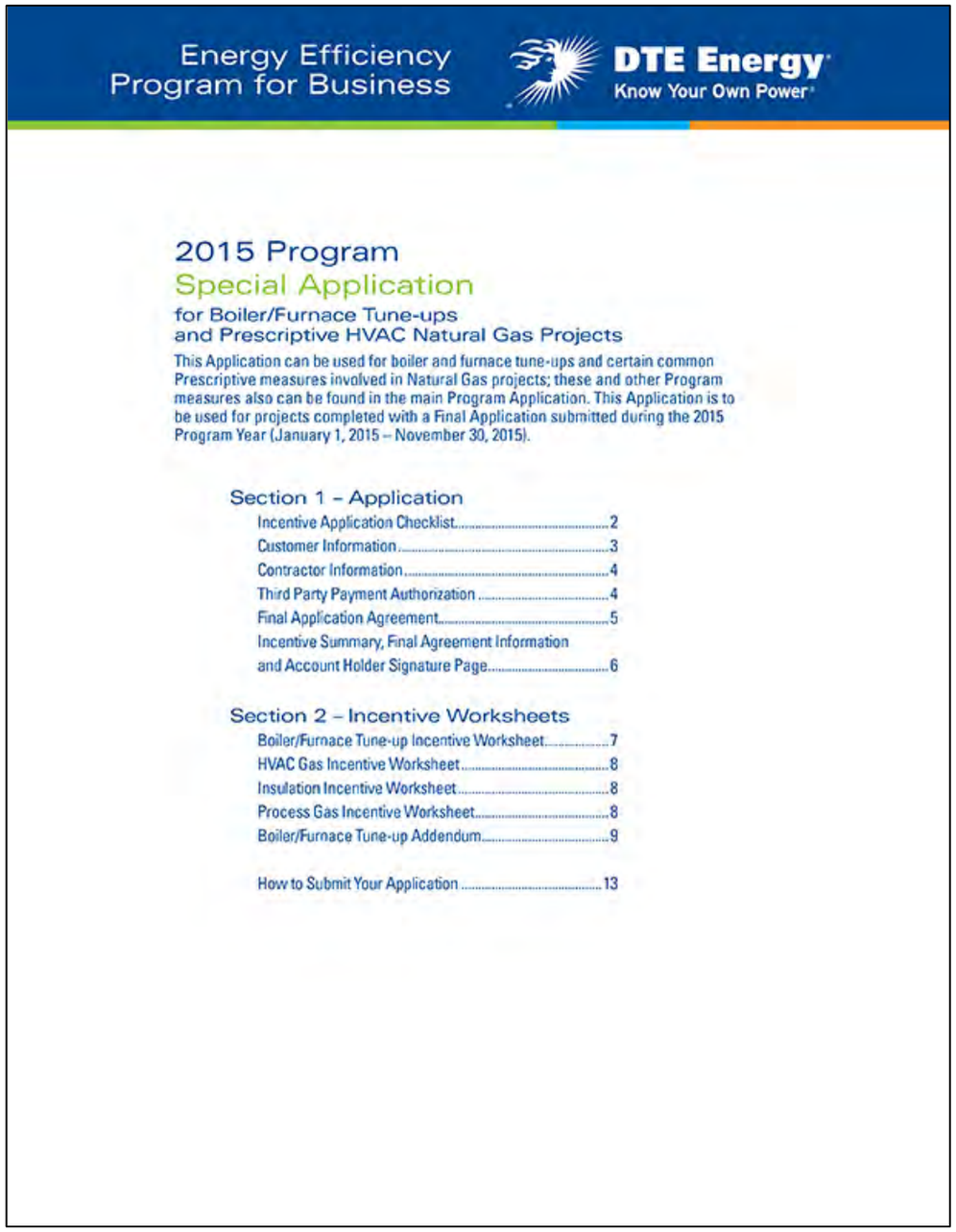
Gas-only App

Only certain common **prescriptive** measures* are included:

- **Boiler/Furnace Tune-up** *(w/addendum)*
  - Space Heating Boiler
  - Process Boiler
  - Domestic Hot Water
  - Furnace/RTU
- **HVAC**
  - Boilers & Furnaces
  - Infrared Heaters
  - HVAC Controls
- **Insulation**
- **Process**

Available for download at: **dtetradeally.com**.



Energy Efficiency
Program for Business

DTE Energy
Know Your Own Power

2015 Program
Special Application
for Boiler/Furnace Tune-ups
and Prescriptive HVAC Natural Gas Projects

This Application can be used for boiler and furnace tune-ups and certain common Prescriptive measures involved in Natural Gas projects; these and other Program measures also can be found in the main Program Application. This Application is to be used for projects completed with a Final Application submitted during the 2015 Program Year (January 1, 2015 – November 30, 2015).

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Customer Information....3
Contractor Information....4
Third Party Payment Authorization....4
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Insulation Incentive Worksheet....8
Process Gas Incentive Worksheet....8
Boiler/Furnace Tune-up Addendum....9

How to Submit Your Application....13

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2014-15 Multi-year Gas offer

- This offer is for **custom** projects only.
- The project must have documented savings of at least 25,000 Mcf to apply.
  - Savings ≥ 25,000 - < 50,000 Mcf = **$4/Mcf**
  - Savings ≥ 50,000 = **$5/Mcf**
- Total **customer cap** for this offer is **$400,000**.
- Reservation Applications must be submitted by **April 30, 2015**.
- The special application is available for download at: **dtetradeally.com**.

(Other conditions apply; see Application for details)

Energy Efficiency
Program for Business

DTE Energy
Know Your Own Power

2014-2015 Multi-Year Natural Gas Program
Program Guidelines, Specifications and Application

Follow this easy process

Are you eligible?
To apply for incentives, you must be a DTE Energy Commercial or Industrial natural gas customer in good standing. Your project must be installed at a facility served by DTE Energy.
Equipment installed must meet the specifications as explained in this Program Application form. Additional details are available in the Policy and Procedures Manual, available on our website.

Reservation Application (reservation of funds)
Use this Application to reserve incentives from our limited funds. Electronically submit (see Page 10 for instructions), email, mail or fax a completed copy of the Application to our office.
Reservation Applications are required for all projects under this special program — and must be received no later than April 30, 2015, to be eligible to participate in this offering.

Installation
You must complete your project within one year of receiving a Reservation Letter from us, which will confirm that we are holding incentives for you through the reservation date provided.

Final Application (project completion)
Your Final Application must be submitted within 60 days of project completion or by Nov. 30, 2015, whichever comes first. Electronically submit (see Page 9 for instructions), email, mail or fax a signed a copy of this completed Application and attach all required documentation, including dated, itemized invoices and manufacturer specification sheets for the items installed. The Final Application must be signed by the DTE Energy Account Holder.

Application Checklist
Complete this checklist — including expected and actual completion dates — to ensure compliance with all requirements of the Program and submission of all required documents. Failure to attach the necessary documents could delay processing of this Application.

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

Reservation Application
Fill out this side when reserving incentives
Required Attachment
- ☐ Customer Information 3
- ☐ Contractor Information 4
- ☐ W9 Tax Information Form (customer) 3

Incentives Worksheets
- ☐ Worksheet 7

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 Information 3
- ☐ Contractor Information 4
- ☐ W9 Tax Information Form (if different than customer) 4
- 3rd Party Payment Authorization* 4
- ☐ Signed Final Application Agreement 5
- ☐ Manufacturers' Specifications
- ☐ Itemized Invoices

Incentives Worksheets
- ☐ Worksheet 7

* If applicable

Final Application Date
Actual Completion Date***
***Application must be submitted within 60 days of completion date.

Total Multi-Year Natural Gas Project Incentives

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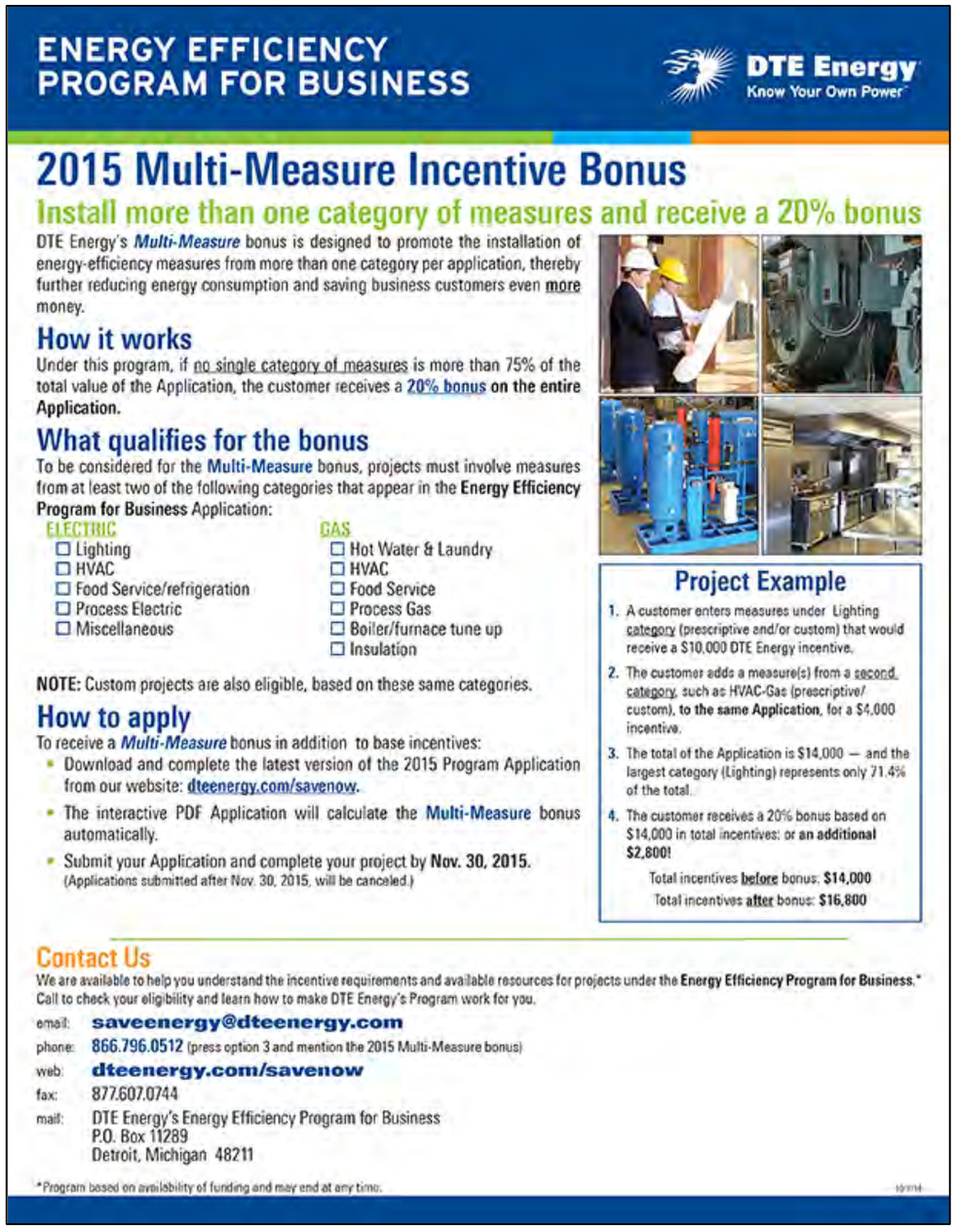
Multi-Measure bonus

- Receive a **20% bonus** on multiple categories submitted on the same Application – when no single category is more than 75% of the Application.
- **Ex:** you install a new furnace and also install insulation – and neither incentive is more than 75% of the total.
  - The PDF Application will automatically calculate the percentages and enter the final incentive level.
- The Multi-Measure fact sheet can be downloaded at: **dtetradeally.com**.



ENERGY EFFICIENCY PROGRAM FOR BUSINESS

DTE Energy Know Your Own Power

2015 Multi-Measure Incentive Bonus

Install more than one category of measures and receive a 20% bonus

DTE Energy's *Multi-Measure* bonus is designed to promote the installation of energy-efficiency measures from more than one category per application, thereby further reducing energy consumption and saving business customers even more money.

How it works

Under this program, if no single category of measures is more than 75% of the total value of the Application, the customer receives a 20% bonus on the entire Application.

What qualifies for the bonus

To be considered for the Multi-Measure bonus, projects must involve measures from at least two of the following categories that appear in the Energy Efficiency Program for Business Application:

ELECTRIC
- ☐ Lighting
- ☐ HVAC
- ☐ Food Service/refrigeration
- ☐ Process Electric
- ☐ Miscellaneous

GAS
- ☐ Hot Water & Laundry
- ☐ HVAC
- ☐ Food Service
- ☐ Process Gas
- ☐ Boiler/furnace tune up
- ☐ Insulation

NOTE: Custom projects are also eligible, based on these same categories.

How to apply

To receive a *Multi-Measure* bonus in addition to base incentives:
- Download and complete the latest version of the 2015 Program Application from our website: dteenergy.com/savenow.
- The interactive PDF Application will calculate the Multi-Measure bonus automatically.
- Submit your Application and complete your project by **Nov. 30, 2015.** (Applications submitted after Nov. 30, 2015, will be canceled.)

Project Example

1. A customer enters measures under Lighting category (prescriptive and/or custom) that would receive a $10,000 DTE Energy incentive.
2. The customer adds a measure(s) from a second category, such as HVAC-Gas (prescriptive/custom), **to the same Application**, for a $4,000 incentive.
3. The total of the Application is $14,000 — and the largest category (Lighting) represents only 71.4% of the total.
4. The customer receives a 20% bonus based on $14,000 in total incentives: or **an additional $2,800!**

Total incentives before bonus: **$14,000**
Total incentives after bonus: **$16,800**

Contact Us

We are available to help you understand the incentive requirements and available resources for projects under the **Energy Efficiency Program for Business.*** Call to check your eligibility and learn how to make DTE Energy's Program work for you.

email: **saveenergy@dteenergy.com**
phone: 866.796.0512 (press option 3 and mention the 2015 Multi-Measure bonus)
web: **dteenergy.com/savenow**
fax: 877.607.0744
mail: DTE Energy's Energy Efficiency Program for Business
P.O. Box 11289
Detroit, Michigan 48211

*Program based on availability of funding and may end at any time.

2015
Program Offers

DTE Energy®
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Coming soon:

Multi-Measure – additional 10% bonus

- Watch for two special applications:
  1. **Restaurants, grocery & convenience stores.**
  2. **Health clubs & fitness centers.**
- Get an additional **10% bonus** on Multi-Measure projects submitted on these special applications.
- This is in addition to the **20% Multi-Measure bonus***

**To qualify, all measures must be submitted on the same Application – and no single category can be more than 75% of the Application.*

Watch for an announcement about the launch of these bonuses

ENERGY EFFICIENCY PROGRAM FOR BUSINESS

DTE Energy Know Your Own Power

Special offer for the Food Service industry

A limited time offer: get additional 10% bonus on Multi-Measure projects

For a limited time, DTE Energy's **Energy Efficiency Program for Business** is offering an *additional 10% bonus* on projects submitted by DTE food service business customers who qualify for the 20% Multi-Measure Bonus.*

This offer is available to customers who own and operate restaurants and grocery and convenience stores in DTE's service territory.

Your most common electric and gas energy-saving upgrade measures are available through this offer.

To qualify for the 20% Multi-Measure bonus, your project must include measures from more than one category (such as lighting and HVAC), in which no single category represents more than 75% of total

Page 7

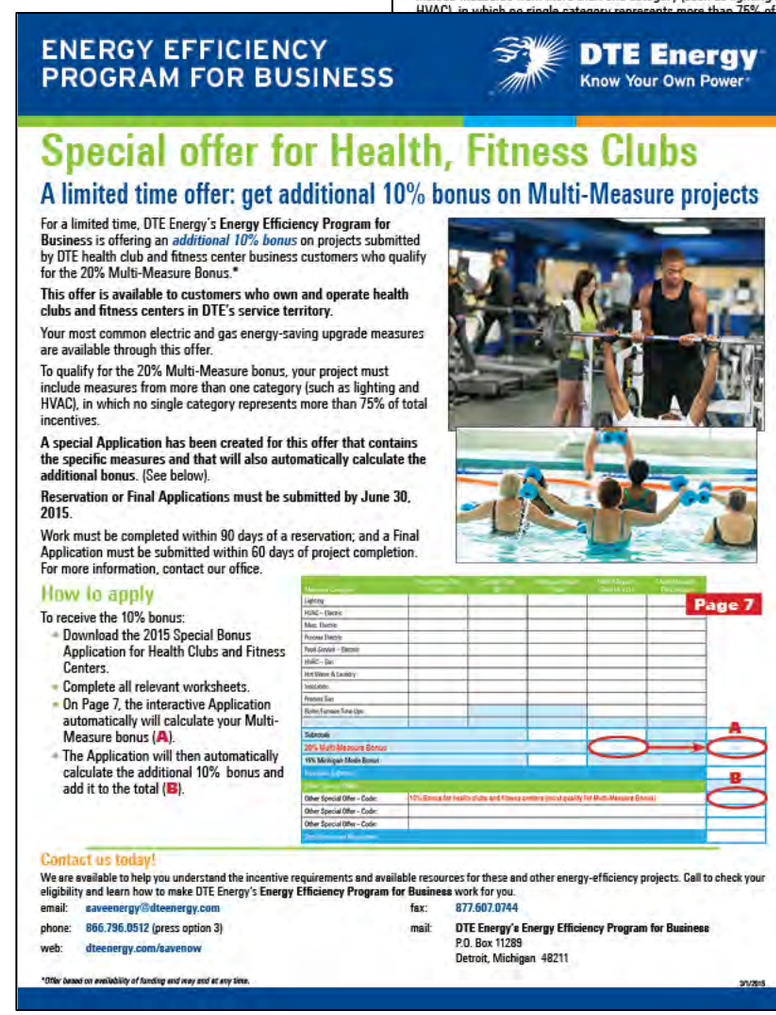
A

B

e resources for these and other energy-efficiency projects. Call to check your work for you.

fax: 877.607.0744

mail: DTE Energy's Energy Efficiency Program for Business
P.O. Box 11289
Detroit, Michigan 48211



ENERGY EFFICIENCY PROGRAM FOR BUSINESS

DTE Energy Know Your Own Power

Special offer for Health, Fitness Clubs

A limited time offer: get additional 10% bonus on Multi-Measure projects

For a limited time, DTE Energy's **Energy Efficiency Program for Business** is offering an *additional 10% bonus* on projects submitted by DTE health club and fitness center business customers who qualify for the 20% Multi-Measure Bonus.*

This offer is available to customers who own and operate health clubs and fitness centers in DTE's service territory.

Your most common electric and gas energy-saving upgrade measures are available through this offer.

To qualify for the 20% Multi-Measure bonus, your project must include measures from more than one category (such as lighting and HVAC), in which no single category represents more than 75% of total incentives.

A special Application has been created for this offer that contains the specific measures and that will also automatically calculate the additional bonus. (See below).

Reservation or Final Applications must be submitted by June 30, 2015.

Work must be completed within 90 days of a reservation; and a Final Application must be submitted within 60 days of project completion. For more information, contact our office.

How to apply

To receive the 10% bonus:

- Download the 2015 Special Bonus Application for Health Clubs and Fitness Centers.
- Complete all relevant worksheets.
- On Page 7, the interactive Application automatically will calculate your Multi-Measure bonus (A).
- The Application will then automatically calculate the additional 10% bonus and add it to the total (B).

Page 7

A

B

Contact us today!

We are available to help you understand the incentive requirements and available resources for these and other energy-efficiency projects. Call to check your eligibility and learn how to make DTE Energy's **Energy Efficiency Program for Business** work for you.

email: saveenergy@dteenergy.com

phone: 866.796.0512 (press option 3)

web: dteenergy.com/savenow

fax: 877.607.0744

mail: DTE Energy's Energy Efficiency Program for Business
P.O. Box 11289
Detroit, Michigan 48211

*Offer based on availability of funding and may end at any time.

Watch for these fact sheets that explain the offer.

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Michigan-Made bonus

- Receive a **15% bonus** for any installed equipment that is 50% manufactured and/or assembled in Michigan (excluding packaging).
- The Michigan-Made fact sheet and manufacturer's affidavit can be downloaded at: **dtetradeally.com**.

ENERGY EFFICIENCY PROGRAM FOR BUSINESS

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2015 *Michigan-Made* Incentive Bonus

Install products manufactured/assembled in the state: get a 15% bonus

DTE Energy's *Michigan-Made* bonus is designed to reward customers who use Michigan-made products in their energy-efficiency projects — while also helping boost our state's economy.

What's eligible

Business customers who install *Michigan-Made* products at their locations in 2015, will qualify for a **15% bonus on each eligible measure installed.**

Most Prescriptive measures are eligible for this offer **if they meet the following conditions:**

- The purchased product(s) must have been **at least 50% manufactured and/or assembled** in Michigan (exclusive of packaging and installation).
  IMPORTANT NOTE: The installation of a product is **not** considered "assembly."
- An **affidavit is provided** by the manufacturer of each product installed, attesting to the product/measure meeting the *Michigan-made* criteria. (Affidavits are available from participating manufacturers.)
- You **must** attach the affidavit to the Application. (If the Application is filed electronically, the affidavit(s) should be attached to the email submission.)
- You **must** attach the manufacturer's spec sheet, showing the product and where it is manufactured/assembled. (If the Application is filed electronically, the specification sheet(s) should be attached to the email submission.)

How to apply

To receive a *Michigan-Made* bonus in addition to base incentives:

- Download and complete the latest version of the 2015 Program Application from our website: dteenergy.com/savenow.
- Find a list of *Michigan-Made* manufacturers on our website.
- Check the *Michigan-Made* box for each incentive that meets the requirements (above).
- The interactive PDF Application will calculate the *Michigan-Made* bonus automatically.
- Complete your project and submit your Final Application by **Nov. 30, 2015.**
  (Applications submitted after Nov. 30, 2015, will be canceled.)

PURE MICHIGAN Business Connect

Contact Us

We are available to help you understand the incentive requirements and available resources for projects under the **Energy Efficiency Program for Business.*** Call to check your eligibility and learn how to make DTE Energy's Program work for you.

email: **saveenergy@dteenergy.com**
phone: **866.796.0512** (press option 3 and mention the 2015 Michigan-Made bonus)
web: **dteenergy.com/savenow**
fax: 877.607.0744
mail: DTE Energy's Energy Efficiency Program for Business
P.O. Box 11289
Detroit, Michigan 48211

*Program based on availability of funding and may end at any time.

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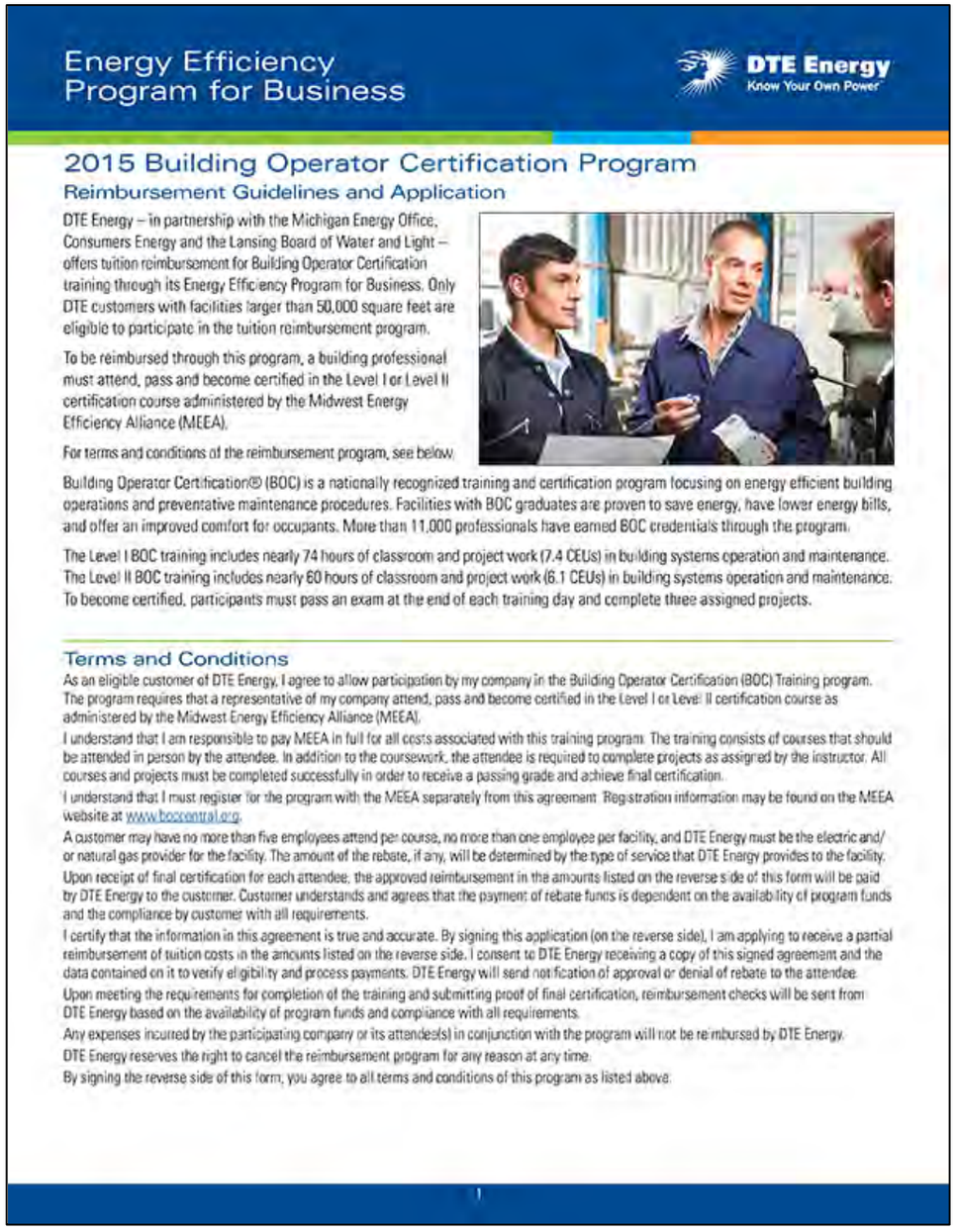
Building Operator Certification Program

- **Tuition reimbursement:**
  - Gas or Electric Certification: $650
  - Combined Gas/Electric: $950
- Only customers with facilities larger than 50,000 square feet are eligible.
- Building professional must attend, pass and become certified in Level I or Level II certification course.
- The worksheet is available for download at: **dtetradeally.com**.

  (Other conditions apply; see worksheet for details)



Energy Efficiency
Program for Business

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2015 Building Operator Certification Program

Reimbursement Guidelines and Application

DTE Energy – in partnership with the Michigan Energy Office, Consumers Energy and the Lansing Board of Water and Light – offers tuition reimbursement for Building Operator Certification training through its Energy Efficiency Program for Business. Only DTE customers with facilities larger than 50,000 square feet are eligible to participate in the tuition reimbursement program.

To be reimbursed through this program, a building professional must attend, pass and become certified in the Level I or Level II certification course administered by the Midwest Energy Efficiency Alliance (MEEA).

For terms and conditions of the reimbursement program, see below.

Building Operator Certification® (BOC) is a nationally recognized training and certification program focusing on energy efficient building operations and preventative maintenance procedures. Facilities with BOC graduates are proven to save energy, have lower energy bills, and offer an improved comfort for occupants. More than 11,000 professionals have earned BOC credentials through the program.

The Level I BOC training includes nearly 74 hours of classroom and project work (7.4 CEUs) in building systems operation and maintenance. The Level II BOC training includes nearly 60 hours of classroom and project work (6.1 CEUs) in building systems operation and maintenance. To become certified, participants must pass an exam at the end of each training day and complete three assigned projects.

Terms and Conditions

As an eligible customer of DTE Energy, I agree to allow participation by my company in the Building Operator Certification (BOC) Training program. The program requires that a representative of my company attend, pass and become certified in the Level I or Level II certification course as administered by the Midwest Energy Efficiency Alliance (MEEA).

I understand that I am responsible to pay MEEA in full for all costs associated with this training program. The training consists of courses that should be attended in person by the attendee. In addition to the coursework, the attendee is required to complete projects as assigned by the instructor. All courses and projects must be completed successfully in order to receive a passing grade and achieve final certification.

I understand that I must register for the program with the MEEA separately from this agreement. Registration information may be found on the MEEA website at www.boccentral.org.

A customer may have no more than five employees attend per course, no more than one employee per facility, and DTE Energy must be the electric and/or natural gas provider for the facility. The amount of the rebate, if any, will be determined by the type of service that DTE Energy provides to the facility.

Upon receipt of final certification for each attendee, the approved reimbursement in the amounts listed on the reverse side of this form will be paid by DTE Energy to the customer. Customer understands and agrees that the payment of rebate funds is dependent on the availability of program funds and the compliance by customer with all requirements.

I certify that the information in this agreement is true and accurate. By signing this application (on the reverse side), I am applying to receive a partial reimbursement of tuition costs in the amounts listed on the reverse side. I consent to DTE Energy receiving a copy of this signed agreement and the data contained on it to verify eligibility and process payments. DTE Energy will send notification of approval or denial of rebate to the attendee.

Upon meeting the requirements for completion of the training and submitting proof of final certification, reimbursement checks will be sent from DTE Energy based on the availability of program funds and compliance with all requirements.

Any expenses incurred by the participating company or its attendee(s) in conjunction with the program will not be reimbursed by DTE Energy.

DTE Energy reserves the right to cancel the reimbursement program for any reason at any time.

By signing the reverse side of this form, you agree to all terms and conditions of this program as listed above.

2015
Program Notice

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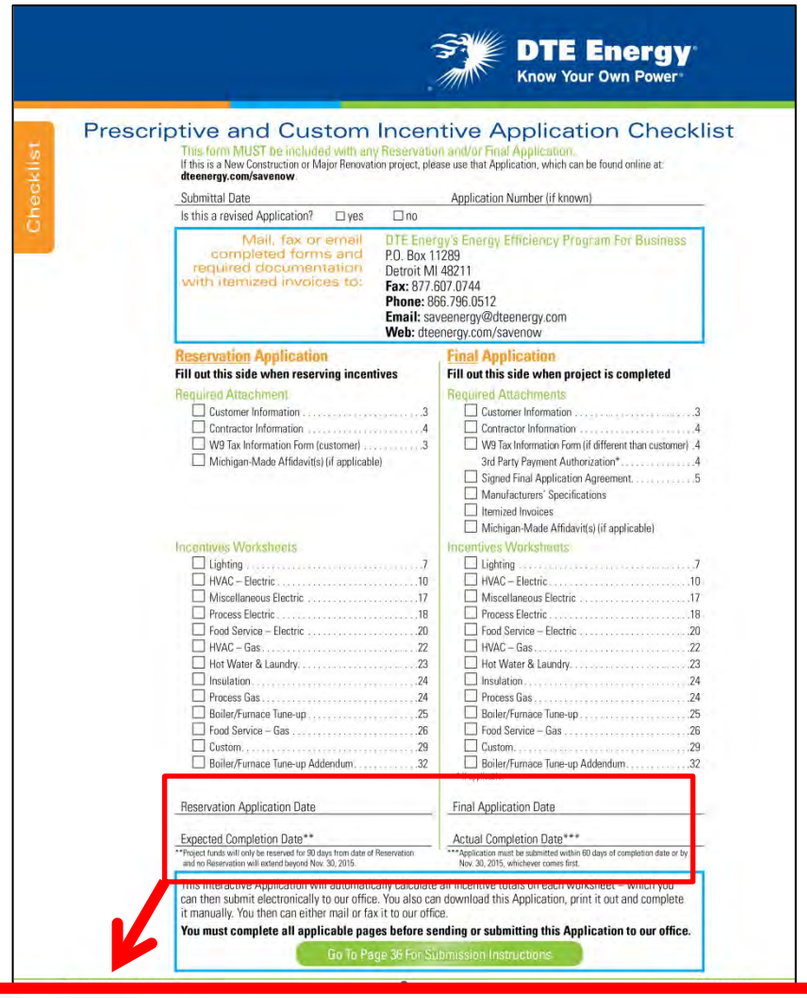
Important for 2015:

- The 2015 Program Year **ends Nov. 30**.
- This means:
  - No Reservations extend beyond Nov. 30.
  - Final Applications **must** be submitted within 60 days of project completion or Nov. 30, whichever comes first.
  - Incomplete Final Applications face cancellation.
  - Any Application submitted after Nov. 30 will be canceled.



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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
- ☐ Customer Information 3
- ☐ Contractor Information 4
- ☐ W9 Tax Information Form (customer) 3
- ☐ Michigan-Made Affidavit(s) (if applicable)

Incentives Worksheets
- ☐ Lighting 7
- ☐ HVAC – Electric 10
- ☐ Miscellaneous Electric 17
- ☐ Process Electric 18
- ☐ Food Service – Electric 20
- ☐ HVAC – Gas 22
- ☐ Hot Water & Laundry 23
- ☐ Insulation 24
- ☐ Process Gas 24
- ☐ Boiler/Furnace Tune-up 25
- ☐ Food Service – Gas 26
- ☐ Custom 29
- ☐ Boiler/Furnace Tune-up Addendum 32

Final Application
Fill out this side when project is completed

Required Attachments
- ☐ Customer Information 3
- ☐ Contractor Information 4
- ☐ W9 Tax Information Form (if different than customer) 4
- 3rd Party Payment Authorization* 4
- ☐ Signed Final Application Agreement 5
- ☐ Manufacturers' Specifications
- ☐ Itemized Invoices
- ☐ Michigan-Made Affidavit(s) (if applicable)

Incentives Worksheets
- ☐ Lighting 7
- ☐ HVAC – Electric 10
- ☐ Miscellaneous Electric 17
- ☐ Process Electric 18
- ☐ Food Service – Electric 20
- ☐ HVAC – Gas 22
- ☐ Hot Water & Laundry 23
- ☐ Insulation 24
- ☐ Process Gas 24
- ☐ Boiler/Furnace Tune-up 25
- ☐ Food Service – Gas 26
- ☐ Custom 29
- ☐ Boiler/Furnace Tune-up Addendum 32

Reservation Application Date — Final Application Date

Expected Completion Date** — Actual Completion Date***

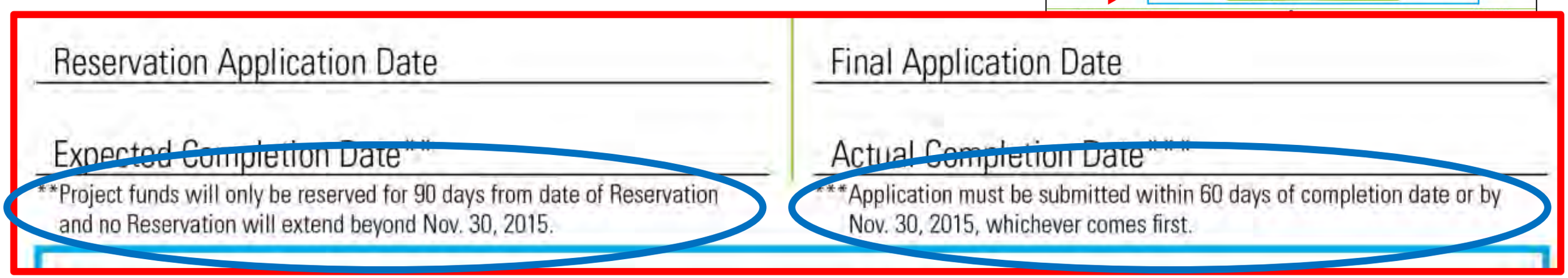
**Project funds will only be reserved for 90 days from date of Reservation and no Reservation will extend beyond Nov. 30, 2015.

***Application must be submitted within 60 days of completion date or by Nov. 30, 2015, whichever comes first.

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

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

Go To Page 36 For Submission Instructions



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***Application must be submitted within 60 days of completion date or by Nov. 30, 2015, whichever comes first.

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About Incentives

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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: $0.07/kWh and/or $4/Mcf).
New Construction Major Renovation	• **New facilities/major renovations** of existing facilities or change of use projects. • Adding load.

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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 encouraged*** for all New Construction and Major Renovation projects. • **NOTE**: ***No Reservation will extend beyond Nov. 30, 2015.***

If you submit a Reservation Application, do NOT start your project until you receive a Reservation Letter!*

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

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Prescriptive → $

Prescriptive - Electric

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

2015 Prescriptive Electric Measures

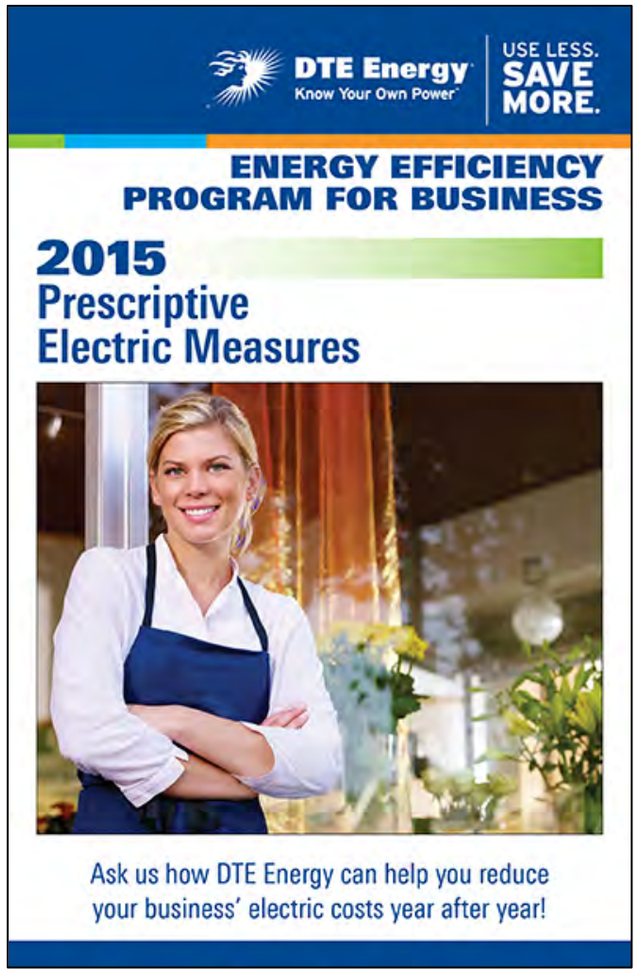
Lighting
- Central Lighting Controls
- Compact Fluorescent Screw-in Lamps
- Compact Fluorescent Reflector Flood Lamps
- Compact Fluorescent Fixtures
- Daylight Sensor Controls
- Delamping
- Exit Sign Conversion
- Exterior Lighting Bi-level Control w/Override
- Exterior Linear Fluorescent replacing High-Intensity Discharge (HID)
- Exterior CFL replacing HID
- Garage/Exterior High-Intensity Discharge (HID) Conversion
- High Performance (HP) Linear Fluorescents
- Interior High-Intensity Discharge (HID) to Fluorescent Fixture
- LED Lamps
- LED or Induction Interior High Bay
- LED Traffic Signals
- LED Refrigerated Door Case Lighting
- Low Wattage (LW) Linear Fluorescents
- Occupancy Sensors for LED Refrigerated Door Case Lighting
- Occupancy Sensors
- Pulse Start Metal Halide
- Switching Controls for Multilevel Lighting
- Tubular Skylights (Light Tubes)

HVAC
- Air-Cooled Chillers/Water-Cooled Chillers
- Air Source Heat Pumps
- Chilled Water Reset - Air Cooled/Water Cooled
- Chilled Water Reset with Pump on/off Control
- Closed Loop Heat Pumps
- Cool Roof
- Economizer
- Ground Source Heat Pump
- High Performance Glazing
- Hotel Guestroom Energy Management System (Air Conditioning)
- Packaged Terminal Air Conditioner & Heat Pump
- Programmable Thermostat (Air Conditioning)
- Room Air Conditioners
- Setback/Setup Controls (Air Conditioning)
- Unitary and Split Air Conditioning Systems
- Variable Frequency Drive - HVAC Fan/Pump
- Window Film

Miscellaneous Electric
- High Efficiency Clothes Washer
- Intelligent Surge Protector
- PC Network Energy Management Controls

Process Electric
- Barrel Wraps for Injection Molders & Extruders
- Compressed Air Engineered Nozzle
- Compressed Air Pressure Flow Controller
- Compressed Air Audits with Leak Repair
- Cycling Compressed Air Dryers
- Electronically Commutated Plug Fans
- High Efficiency Process Pumps
- Industrial 3-Phase High Frequency Battery Charger
- Insulated Pellet Dryer Ducts
- Tank Insulation
- Variable Frequency Drive for Process Pumping
- VSD Air Compressor

Food Service & Refrigeration
- Anti-Sweat Heater Controls
- Beverage Vending Machine Controllers
- Door Gaskets on Coolers and Freezers
- ECM Motor for Refrigerator Cases, Freezers and Coolers
- Energy Efficient Ice Machines
- Efficient Refrigeration Condenser
- ENERGY STAR® Commercial Solid Door Refrigerators
- ENERGY STAR® Commercial Solid Door Freezers
- ENERGY STAR® Steam Cookers
- ENERGY STAR® Holding Cabinets
- Evaporator Fan Motor Controls
- Floating Head Pressure Controls
- LED Refrigerated Door Case Lighting
- Occupancy Sensors for LED Refrigerated Door Case Lighting
- Refrigeration Savings due to Lighting Wattage Reduction
- Strip Curtains on Walk-in Cooler and Freezer Doors
- Vertical Night Covers



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Prescriptive → $

Prescriptive – Natural Gas

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

2015 Prescriptive Natural Gas Measures

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

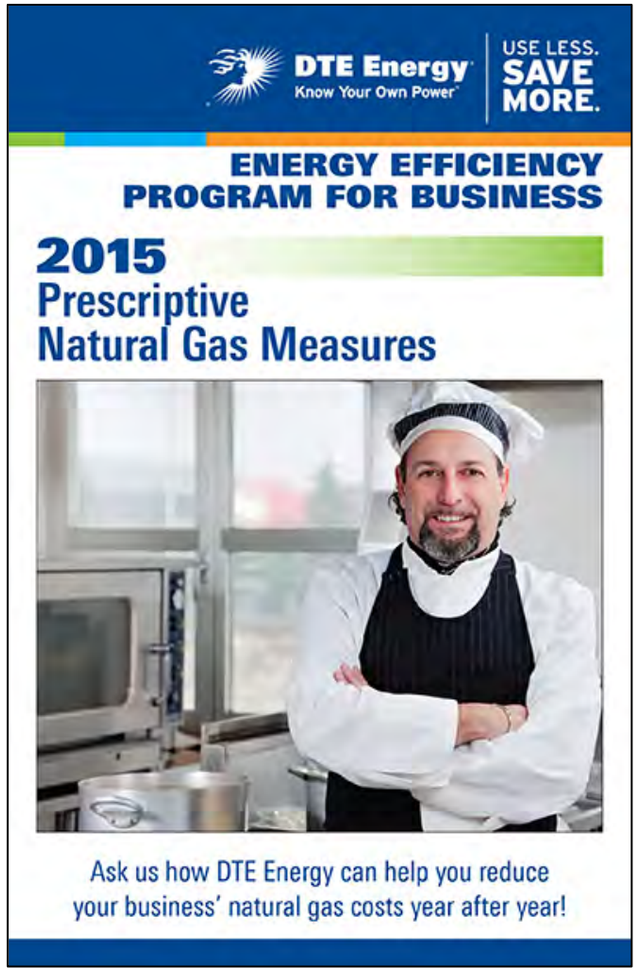
Hot Water and Laundry
- Domestic Hot Water Heating System
- Dry Cleaning Boiler Descale (Kettle/Tube-Type)
- Gas Water Heater
- Gas Water Heater – Tankless
- High Efficiency Clothes Washer
- High Efficiency Pool Heater (Gas Heat)
- Ozone Laundry System

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

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

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

Food Service
- 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)



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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.

About New Construction/ Major Renovation Incentives

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New Construction
Major Renovation

$

New Construction/Major Renovation:

- New facilities/major renovations of existing facilities/change of use.
- Adding load.
- Incentives are offered in three areas:
  - **Systems Approach:**
    - Pre-determined measures designed to optimize efficiency of individual systems.
  - **LEED Whole Building Approach**:
    - Based on LEED certification.
    - Four levels of incentives based on certification.
  - **LEED Certification Assistance:**
    - $1,500 for LEED project certification.

About New Construction/ Major Renovation Incentives

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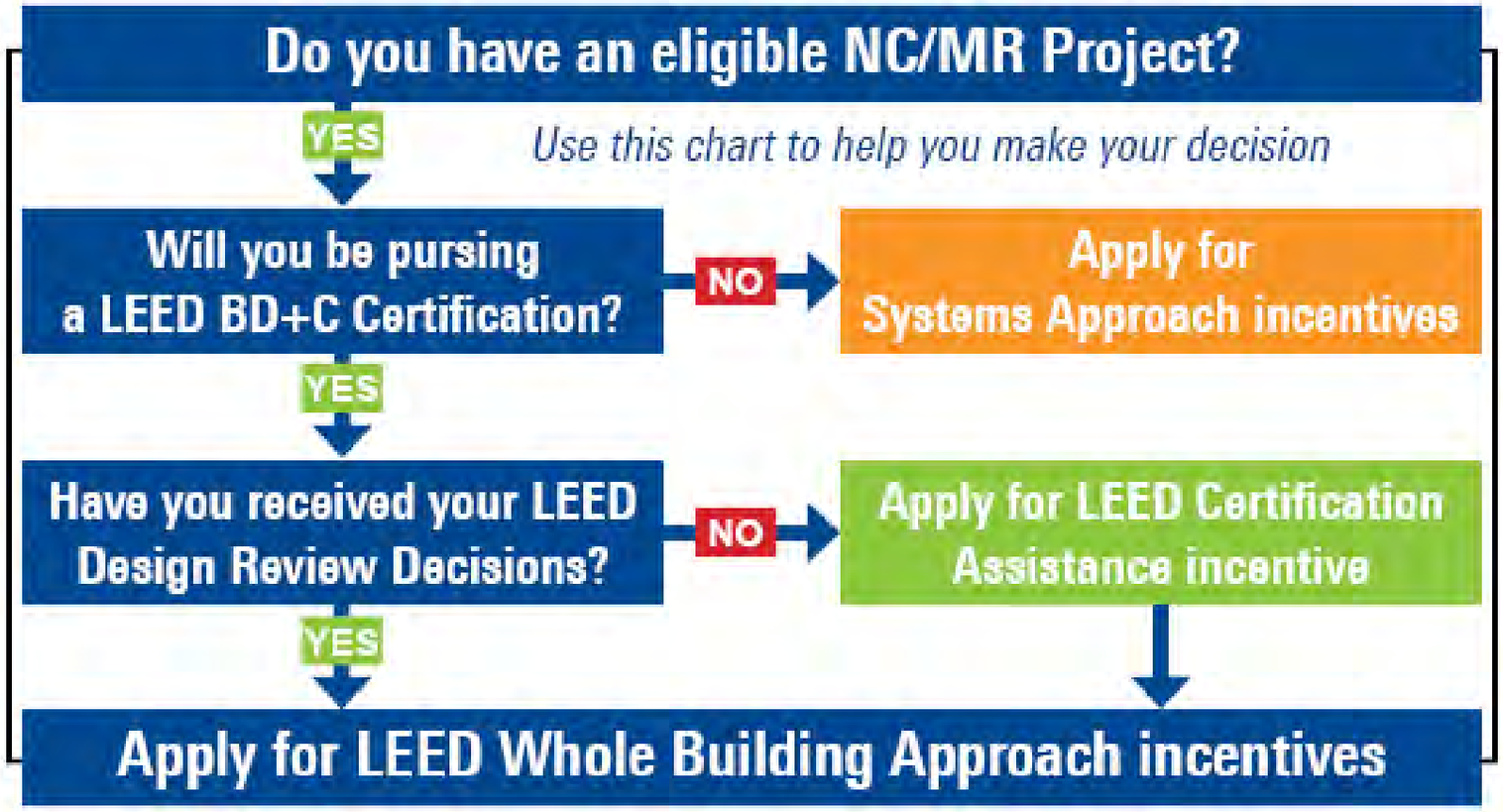
New Construction
Major Renovation

Choosing an Approach:

- **System Approach** or **LEED Whole Building** Approach
  - You also can apply for an LEED Design Review Assistance Incentive.



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How to get started in 2015

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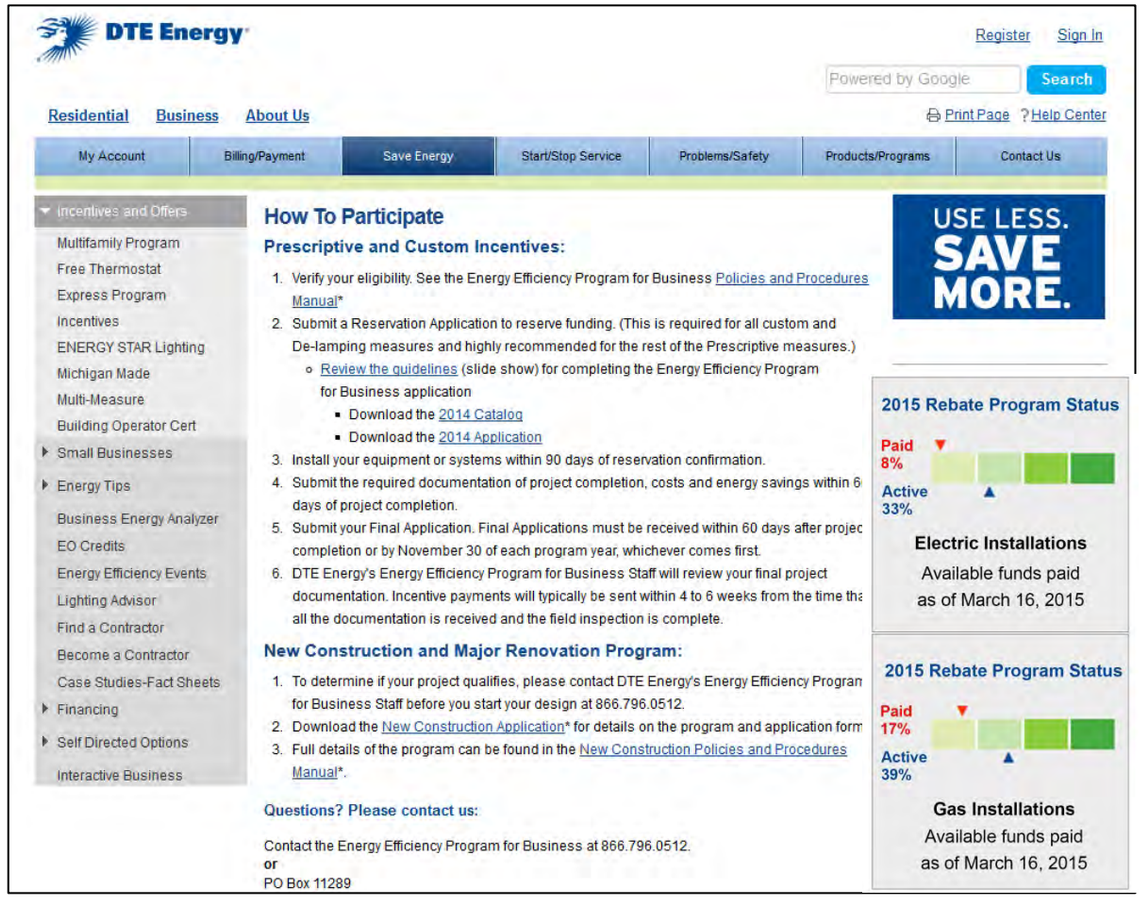
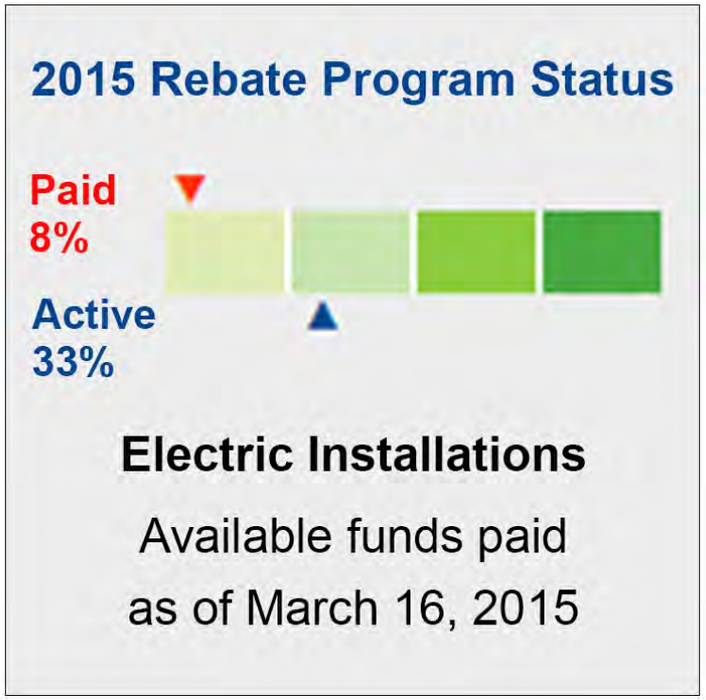
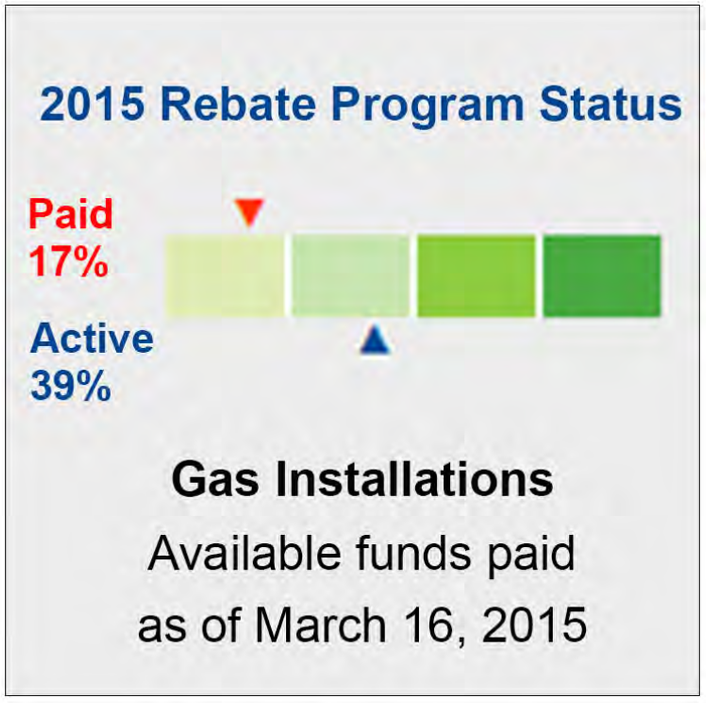
About Program funding







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.

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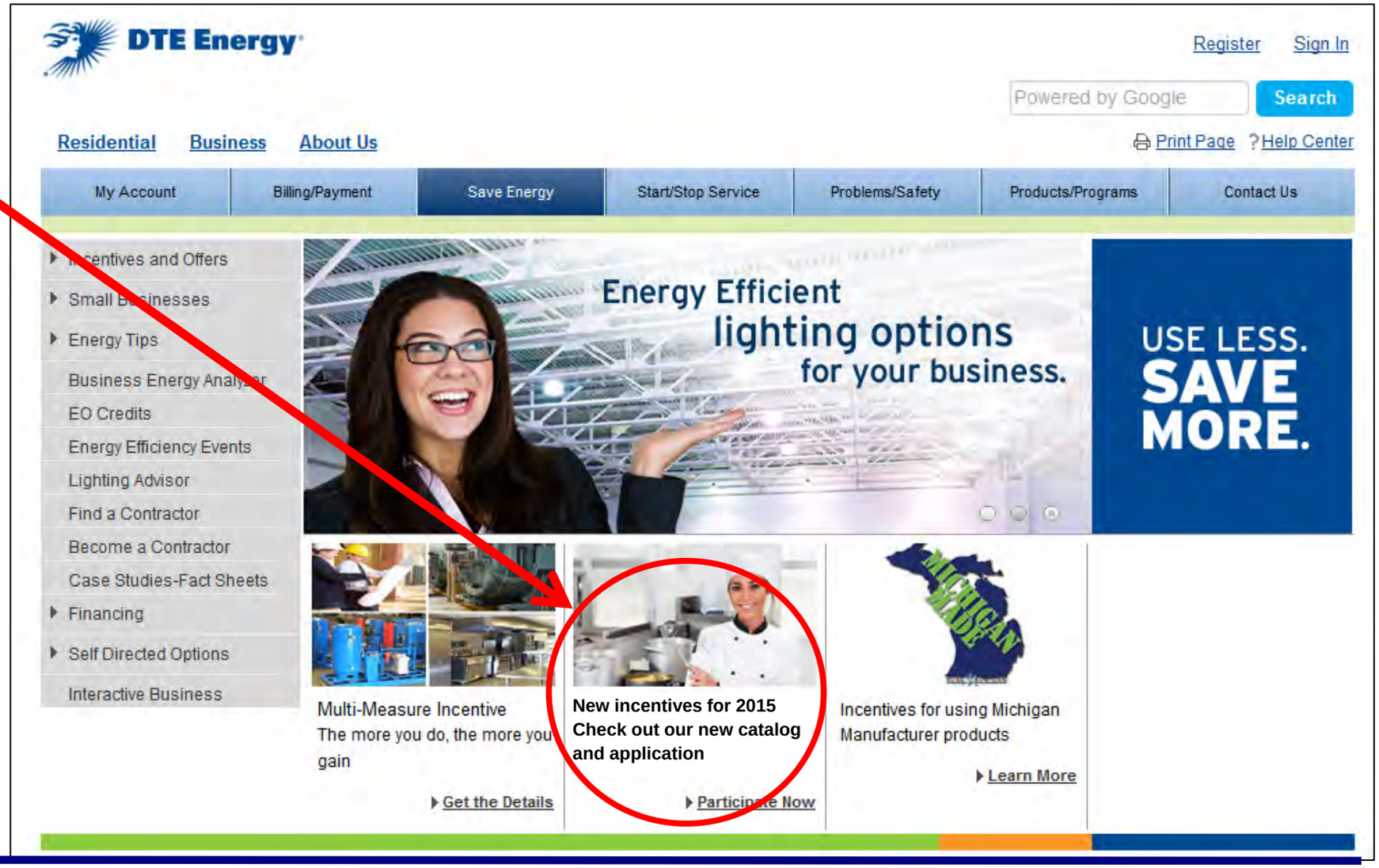
To find the gauges – and download an electronic Catalog and Application

1) visit: dteenergy.com/savenow

Then select:

2) "Participate Now"



**Requires Acrobat Reader*

2015 Program Catalog & Application

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Know Your Own Power®

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

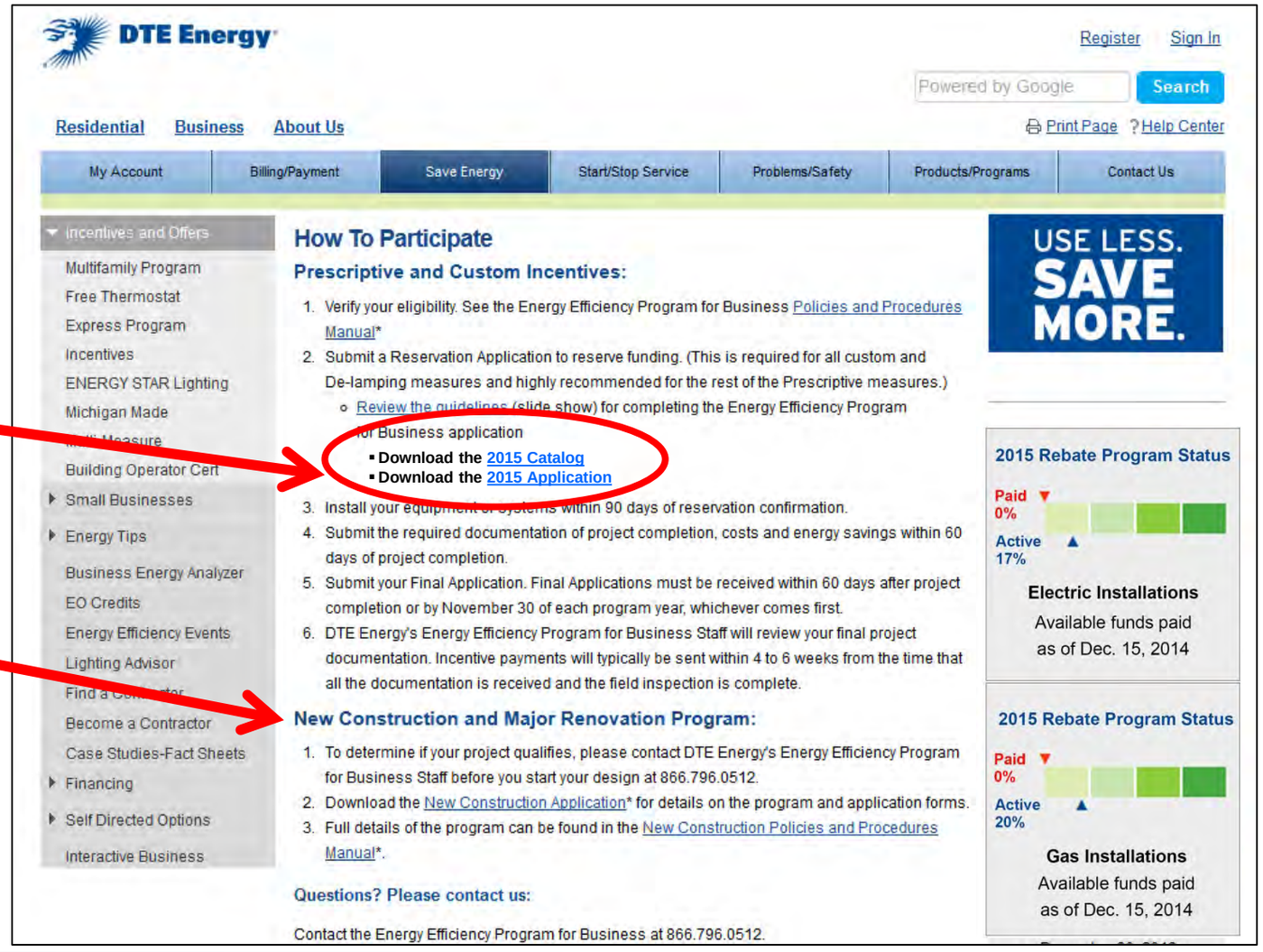
1) **visit:** dteenergy.com/savenow

Then select:

2) "Participate Now"

3) Select and download:
- 2015 Catalog
- 2015 Application

4) The New Construction Application is below



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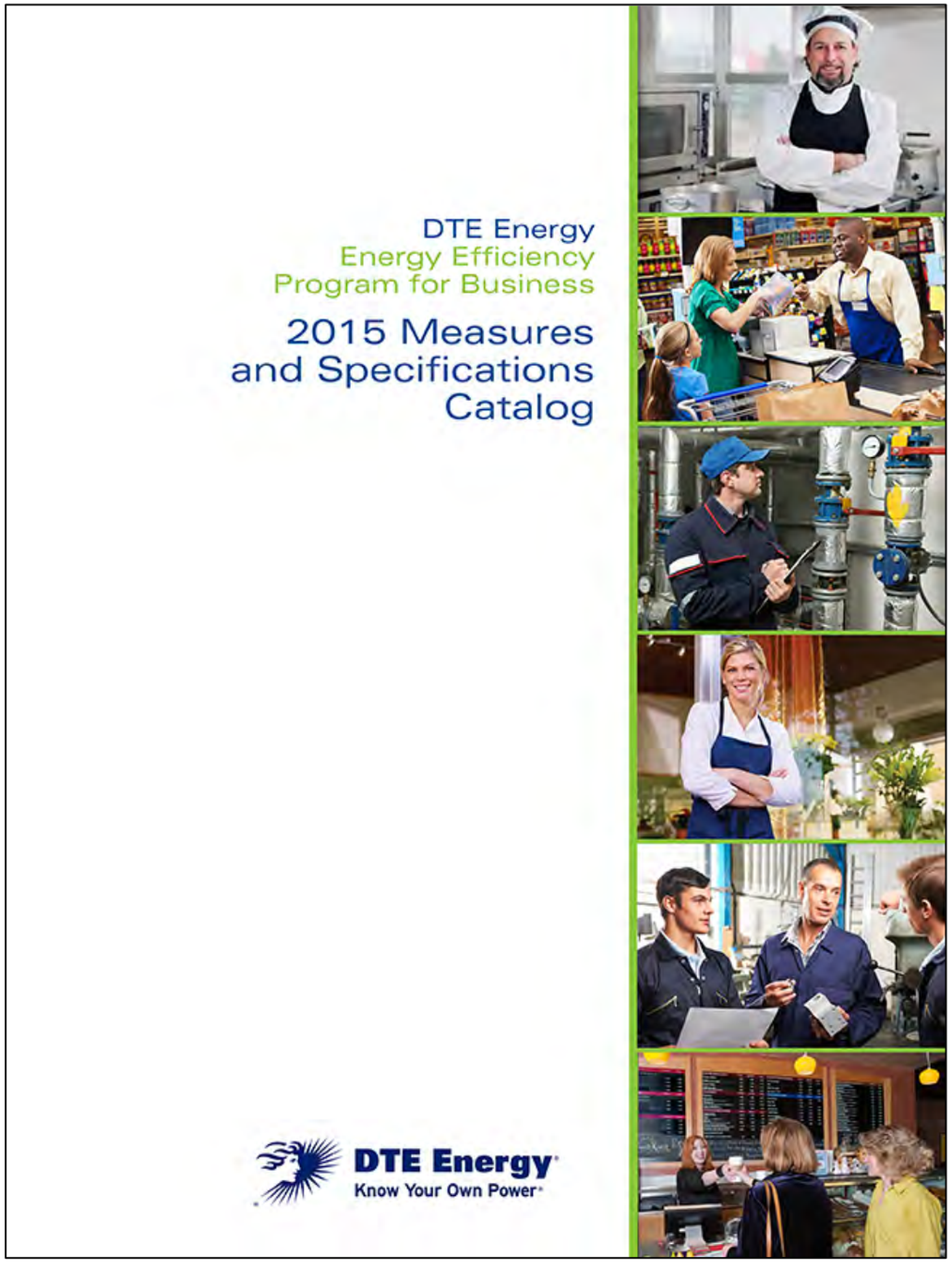
About our Catalog

- 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.



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About our Application

Use it as a:

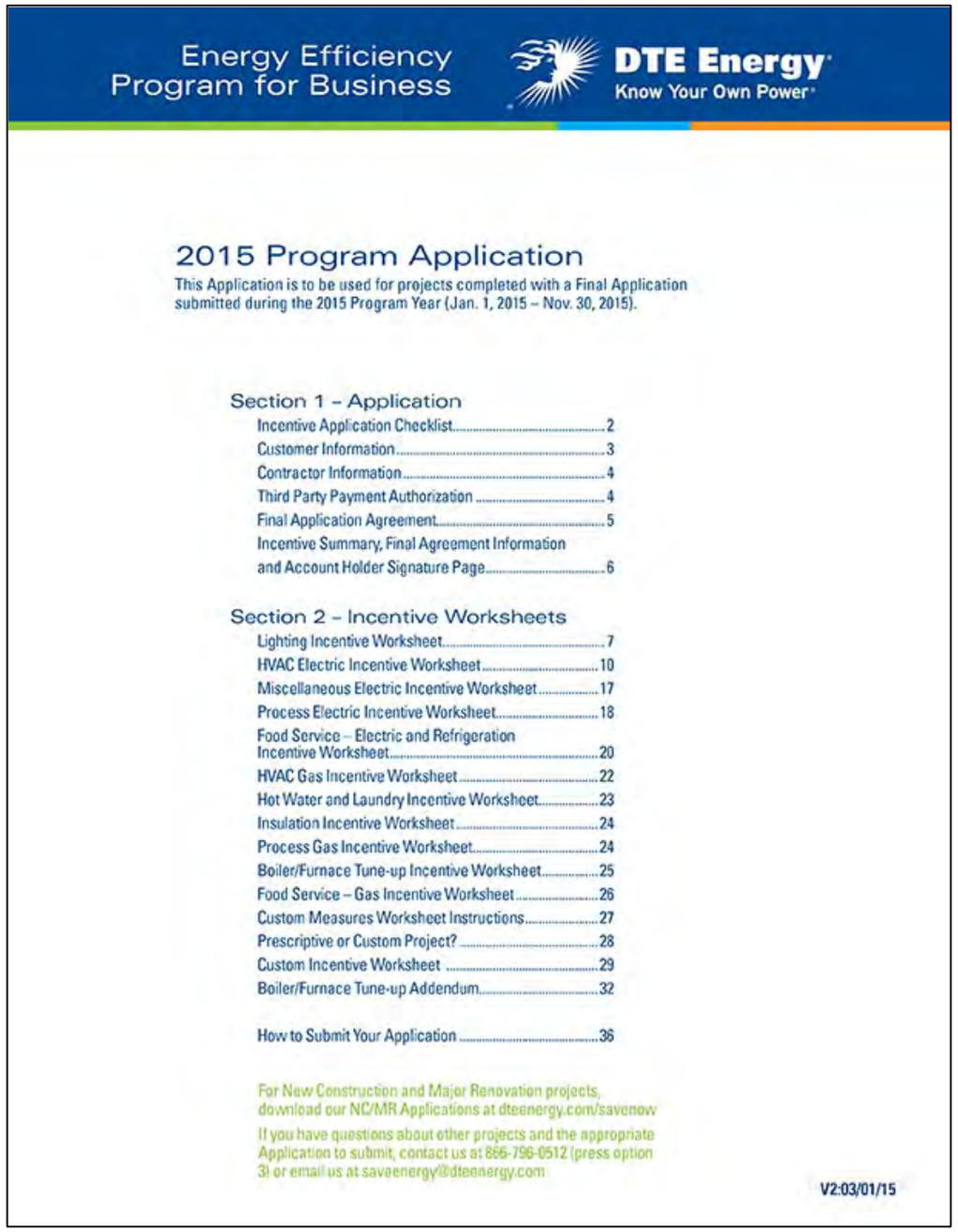
- **Reservation** Application

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

DTE Energy
Know Your Own Power

2015 Program Application

This Application is to be used for projects completed with a Final Application submitted during the 2015 Program Year (Jan. 1, 2015 – Nov. 30, 2015).

Section 1 – Application

Incentive Application Checklist....2
Customer Information....3
Contractor Information....4
Third Party Payment Authorization....4
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Section 2 – Incentive Worksheets

Lighting Incentive Worksheet....7
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Miscellaneous Electric Incentive Worksheet....17
Process Electric Incentive Worksheet....18
Food Service – Electric and Refrigeration Incentive Worksheet....20
HVAC Gas Incentive Worksheet....22
Hot Water and Laundry Incentive Worksheet....23
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Boiler/Furnace Tune-up Incentive Worksheet....25
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Custom Incentive Worksheet....29
Boiler/Furnace Tune-up Addendum....32

How to Submit Your Application....36

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

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

V2:03/01/15

2015
Program Application

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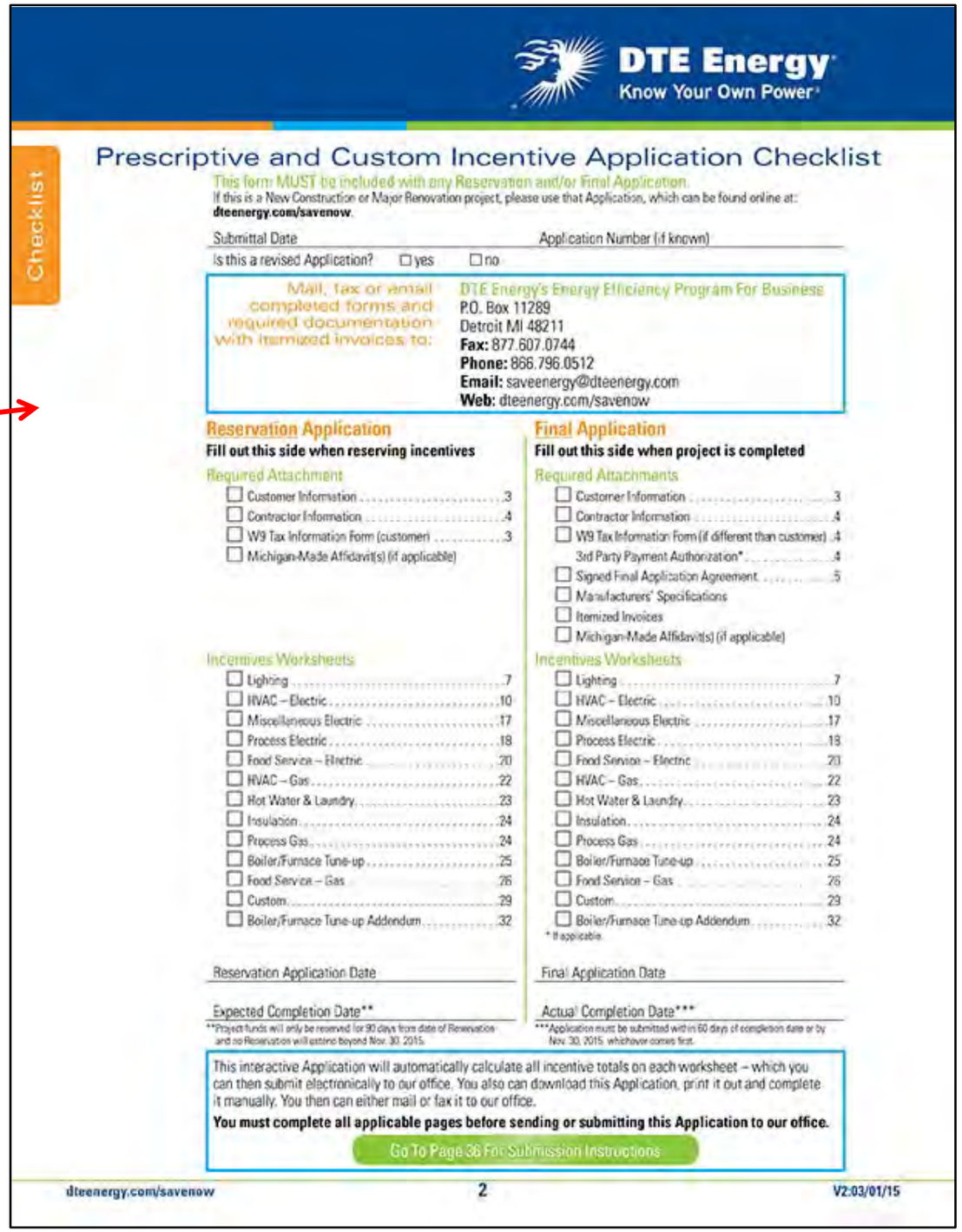
The following items are required to successfully complete your Reservation and Final Applications and receive incentive funding:

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



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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

- ☐ Customer Information 3
- ☐ Contractor Information 4
- ☐ W9 Tax Information Form (customer) 3
- ☐ Michigan-Made Affidavit(s) (if applicable)

Incentives Worksheets

- ☐ Lighting 7
- ☐ HVAC – Electric 10
- ☐ Miscellaneous Electric 17
- ☐ Process Electric 18
- ☐ Food Service – Electric 20
- ☐ HVAC – Gas 22
- ☐ Hot Water & Laundry 23
- ☐ Insulation 24
- ☐ Process Gas 24
- ☐ Boiler/Furnace Tune-up 25
- ☐ Food Service – Gas 26
- ☐ Custom 29
- ☐ Boiler/Furnace Tune-up Addendum 32

Reservation Application Date _____

Expected Completion Date** _____

**Project funds will only be reserved for 90 days from date of Reservation and no Reservation will extend beyond Nov. 30, 2015.

Final Application

Fill out this side when project is completed

Required Attachments

- ☐ Customer Information 3
- ☐ Contractor Information 4
- ☐ W9 Tax Information Form (if different than customer) 4
- 3rd Party Payment Authorization* 4
- ☐ Signed Final Application Agreement 5
- ☐ Manufacturers' Specifications
- ☐ Itemized Invoices
- ☐ Michigan-Made Affidavit(s) (if applicable)

Incentives Worksheets

- ☐ Lighting 7
- ☐ HVAC – Electric 10
- ☐ Miscellaneous Electric 17
- ☐ Process Electric 18
- ☐ Food Service – Electric 20
- ☐ HVAC – Gas 22
- ☐ Hot Water & Laundry 23
- ☐ Insulation 24
- ☐ Process Gas 24
- ☐ Boiler/Furnace Tune-up 25
- ☐ Food Service – Gas 26
- ☐ Custom 29
- ☐ Boiler/Furnace Tune-up Addendum 32

* If applicable

Final Application Date _____

Actual Completion Date*** _____

***Application must be submitted within 60 days of completion date or by Nov. 30, 2015, whichever comes first.

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

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

Go To Page 36 For Submission Instructions

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Program Application

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Checklist

Use these two columns 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 Information 3
- ☐ Contractor Information 4
- ☐ W9 Tax Information Form (customer) 3
- ☐ Michigan-Made Affidavits) (if applicable)

Incentives Worksheets

- ☐ Lighting 7
- ☐ HVAC – Electric 10
- ☐ Miscellaneous Electric 17
- ☐ Process Electric 18
- ☐ Food Service – Electric 20
- ☐ HVAC – Gas 22
- ☐ Hot Water & Laundry 23
- ☐ Insulation 24
- ☐ Process Gas 24
- ☐ Boiler/Furnace Tune-up 25
- ☐ Food Service – Gas 26
- ☐ Custom 29
- ☐ Boiler/Furnace Tune-up Addendum 32

Final Application

Fill out this side when project is completed

Required Attachments

- ☐ Customer Information 3
- ☐ Contractor Information 4
- ☐ W9 Tax Information Form (if different than customer) 4
- 3rd Party Payment Authorization* 4
- ☐ Signed Final Application Agreement 5
- ☐ Manufacturers' Specifications
- ☐ Itemized Invoices
- ☐ Michigan-Made Affidavits) (if applicable)

Incentives Worksheets

- ☐ Lighting 7
- ☐ HVAC – Electric 10
- ☐ Miscellaneous Electric 17
- ☐ Process Electric 18
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- ☐ HVAC – Gas 22
- ☐ Hot Water & Laundry 23
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- ☐ Process Gas 24
- ☐ Boiler/Furnace Tune-up 25
- ☐ Food Service – Gas 26
- ☐ Custom 29
- ☐ Boiler/Furnace Tune-up Addendum 32

* If applicable

**If required*

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Customer/Project Information

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

Customer Information

Primary Building Type (please select one)

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

Primary Industry (if not defined by building type)

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

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Contractor/Third-Party Information/Authorization

Fill out the contractor information completely.

Boiler/Furnace Tune-ups and Prescriptive HVAC Gas

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Application

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

IMPORTANT NOTES:

1. Complete the section below ONLY if the incentive payment is to be paid to a SINGLE entity other than the DTE Account Holder.
2. Do NOT use the section below, if payments are to be made to MORE than a single third-party.
3. For payments being made to **two or more third parties,** please check this box ☐ , request a copy of the Third Party Addendum, have it signed by the DTE Account Holder and attach it to this Final Application.

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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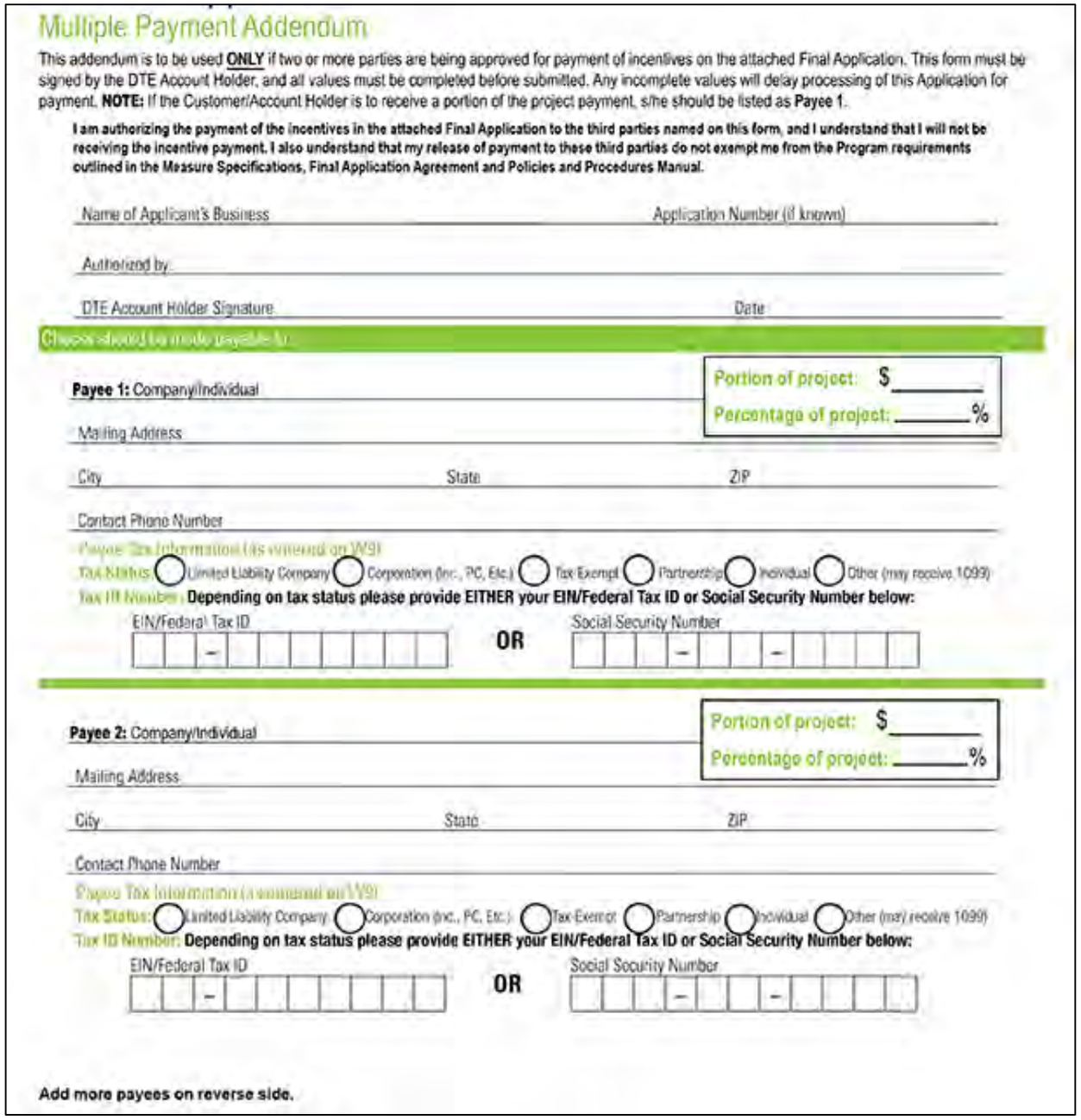
Multiple Third-Parties

If there are multiple contractors working on the same project – particularly on Multi-Measure projects – the customer may authorize payments to any or all of them.

If so, you *must* use use the **Multiple Payment Addendum**.

This form is available for download at dtetradeally.com



Multiple Payment Addendum

This addendum is to be used **ONLY** if two or more parties are being approved for payment of incentives on the attached Final Application. This form must be signed by the DTE Account Holder, and all values must be completed before submitted. Any incomplete values will delay processing of this Application for payment. **NOTE:** If the Customer/Account Holder is to receive a portion of the project payment, s/he should be listed as **Payee 1**.

I am authorizing the payment of the incentives in the attached Final Application to the third parties named on this form, and I understand that I will not be receiving the incentive payment. I also understand that my release of payment to these third parties do not exempt me from the Program requirements outlined in the Measure Specifications, Final Application Agreement and Policies and Procedures Manual.

Name of Applicant's Business — Application Number (if known)

Authorized by

DTE Account Holder Signature — Date

Checks should be made payable to:

Payee 1: Company/Individual — Portion of project: $_____ Percentage of project: _____%

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

Payee 2: Company/Individual — Portion of project: $_____ Percentage of project: _____%

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

Add more payees on reverse side.

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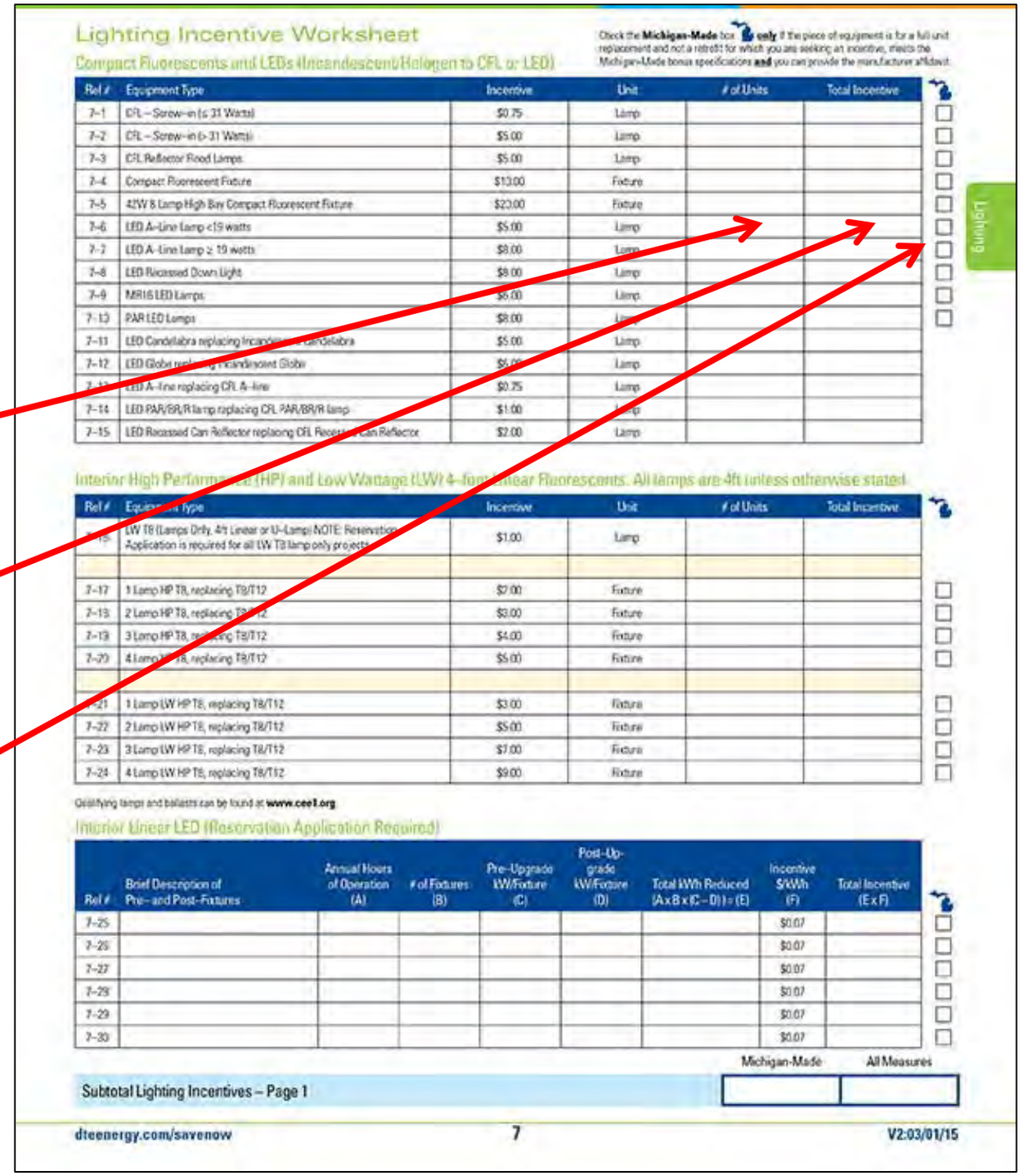
Prescriptive projects:
Incentive worksheets

There are worksheets for every **prescriptive measure**.

Complete all relevant areas.

In the interactive PDF Application, calculations are made automatically.

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



Lighting Incentive Worksheet

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.

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

Ref #	Equipment Type	Incentive	Unit	# of Units	Total Incentive
7-1	CFL – Screw-in (≤ 31 Watts)	$0.75	Lamp		
7-2	CFL – Screw-in (> 31 Watts)	$5.00	Lamp		
7-3	CFL Reflector Flood Lamps	$5.00	Lamp		
7-4	Compact Fluorescent Fixture	$13.00	Fixture		
7-5	42W 8 Lamp High Bay Compact Fluorescent Fixture	$23.00	Fixture		
7-6	LED A-Line Lamp <19 watts	$5.00	Lamp		
7-7	LED A-Line Lamp ≥ 19 watts	$8.00	Lamp		
7-8	LED Recessed Down Light	$8.00	Lamp		
7-9	MR16 LED Lamps	$6.00	Lamp		
7-10	PAR LED Lamps	$8.00	Lamp		
7-11	LED Candelabra replacing Incandescent Candelabra	$5.00	Lamp		
7-12	LED Globe replacing Incandescent Globe	$6.00	Lamp		
7-13	LED A-line replacing CFL A-line	$0.75	Lamp		
7-14	LED PAR/BR/R lamp replacing CFL PAR/BR/R lamp	$1.00	Lamp		
7-15	LED Recessed Can Reflector replacing CFL Recessed Can Reflector	$2.00	Lamp		

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
7-15	LW T8 (Lamps Only, 4ft Linear or U-Lamp) NOTE: Reservation Application is required for all LW T8 lamp only projects	$1.00	Lamp		
7-17	1 Lamp HP T8, replacing T8/T12	$7.00	Fixture		
7-18	2 Lamp HP T8, replacing T8/T12	$3.00	Fixture		
7-19	3 Lamp HP T8, replacing T8/T12	$4.00	Fixture		
7-20	4 Lamp HP T8, replacing T8/T12	$5.00	Fixture		
7-21	1 Lamp LW HP T8, replacing T8/T12	$3.00	Fixture		
7-22	2 Lamp LW HP T8, replacing T8/T12	$5.00	Fixture		
7-23	3 Lamp LW HP T8, replacing T8/T12	$7.00	Fixture		
7-24	4 Lamp LW HP T8, replacing T8/T12	$9.00	Fixture		

Qualifying lamps and ballasts can be found at **www.cee1.org**

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)
7-25							$0.07	
7-26							$0.07	
7-27							$0.07	
7-28							$0.07	
7-29							$0.07	
7-30							$0.07	

	Michigan-Made	All Measures
Subtotal Lighting Incentives – Page 1		

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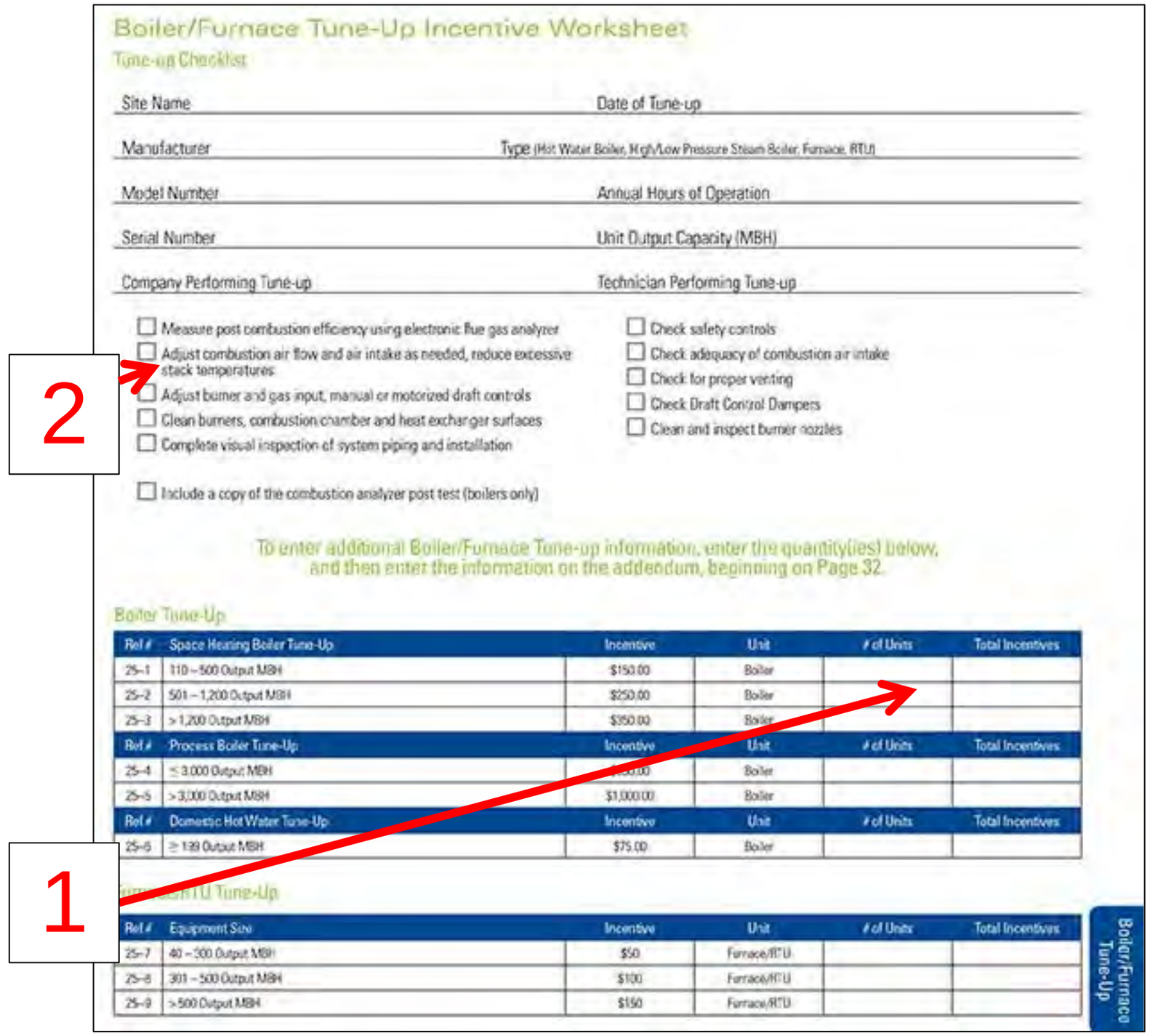
For boiler, furnace and RTU tune-ups:

1. Enter the number of units for each type of tune-up.
2. Enter the tune-up information for the first/only tune-up at the top of the page.
3. Use the addendum pages in the back to enter up to 8 more. For more, download the separate addendum.



Boiler/Furnace Tune-Up Incentive Worksheet

Tune-up Checklist

Site Name _____ Date of Tune-up _____

Manufacturer _____ Type (Hot Water Boiler, High/Low Pressure Steam Boiler, Furnace, RTU) _____

Model Number _____ Annual Hours of Operation _____

Serial Number _____ Unit Output Capacity (MBH) _____

Company Performing Tune-up _____ Technician Performing Tune-up _____

- ☐ Measure post combustion efficiency using electronic flue gas analyzer
- ☐ Adjust combustion air flow and air intake as needed, reduce excessive stack temperatures
- ☐ Adjust burner and gas input, manual or motorized draft controls
- ☐ Clean burners, combustion chamber and heat exchanger surfaces
- ☐ Complete visual inspection of system piping and installation
- ☐ Check safety controls
- ☐ Check adequacy of combustion air intake
- ☐ Check for proper venting
- ☐ Check Draft Control Dampers
- ☐ Clean and inspect burner nozzles
- ☐ Include a copy of the combustion analyzer post test (boilers only)

To enter additional Boiler/Furnace Tune-up information, enter the quantity(ies) below, and then enter the information on the addendum, beginning on Page 32.

Boiler Tune-Up

Ref #	Space Heating Boiler Tune-Up	Incentive	Unit	# of Units	Total Incentives
25-1	110 – 500 Output MBH	$150.00	Boiler		
25-2	501 – 1,200 Output MBH	$250.00	Boiler		
25-3	> 1,200 Output MBH	$350.00	Boiler		
Ref #	**Process Boiler Tune-Up**	**Incentive**	**Unit**	**# of Units**	**Total Incentives**
25-4	≤ 3,000 Output MBH	[illegible]	Boiler		
25-5	> 3,000 Output MBH	$1,000.00	Boiler		
Ref #	**Domestic Hot Water Tune-Up**	**Incentive**	**Unit**	**# of Units**	**Total Incentives**
25-6	≥ 199 Output MBH	$75.00	Boiler		

Furnace/RTU Tune-Up

Ref #	Equipment Size	Incentive	Unit	# of Units	Total Incentives
25-7	40 – 300 Output MBH	$50	Furnace/RTU		
25-8	301 – 500 Output MBH	$100	Furnace/RTU		
25-9	> 500 Output MBH	$150	Furnace/RTU		

Boiler/Furnace Tune-Up

2

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For Custom projects:

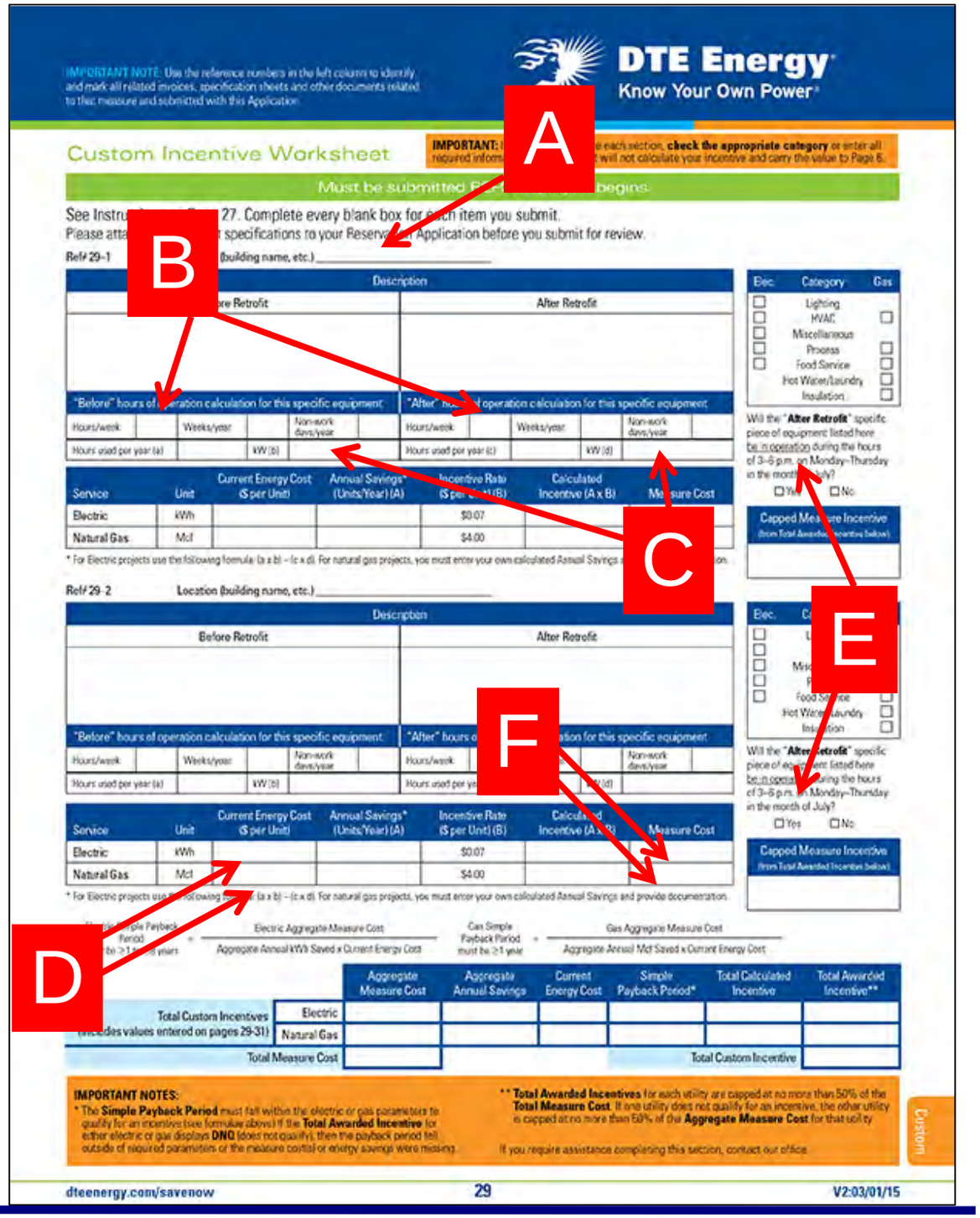
You must enter:

- **A** – Location: building name, etc. **(new)**
- **B** - Hours: before & after (including your method of calculation)
- **C** - kW (before and after)
- **D** - Current Energy Costs
- **E** - Times of operation
- **F** - Measure Costs

The interactive PDF will:

- 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.

Refer to the instruction sheet if you're doing your calculations manually.



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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.

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Final Application Agreement

Final Application

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 or by November 30, 2015, whichever comes first. Incomplete Applications, missing documents or Applications submitted after that date will result in the project being cancelled.
2. The Program has a limited budget. Applications will be processed until allocated funds are reserved or spent.
3. All equipment must be purchased and installed prior to submitting the Final Application.
4. Applicant agrees to inspection and measurement activities by DTE Energy or its representative of both project payment and equipment installation for up to five years from the date of equipment installation.
5. Incentives may be taxable and the Applicant is solely responsible for the payment of any resulting taxes. Incentives will be reported to the IRS, unless the Applicant is exempt.
6. The Applicant may be required to refund some or all of the incentives if the measures do not remain (or were not) installed for a period of five (5) years or the end of the product life, whichever is less.
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.

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Page 6 contains:

1. The Incentive Summary
2. Final Agreement Information
3. The Account Holder Signature area.

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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:
  1. By category, enter only those incentives that meet the Michigan-Made criteria and total (C1)
  2. Then, multiply the total by .15 and enter into C2 and again in C2 at the far right
- For the Multiple-Measure bonus:
  1. Subtotal each category (A+B)
  2. Total all categories and enter in D1
  3. 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
  4. 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 36 for submission instructions.
By signing this form, I agree to all terms and conditions listed on page 5.

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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						

- The **20% Multi-Measure bonus** is calculated if no single category is more than 75% of the total.
- ***Michigan-Made*** incentives are automatically entered, totaled and calculated for the **15% bonus**.

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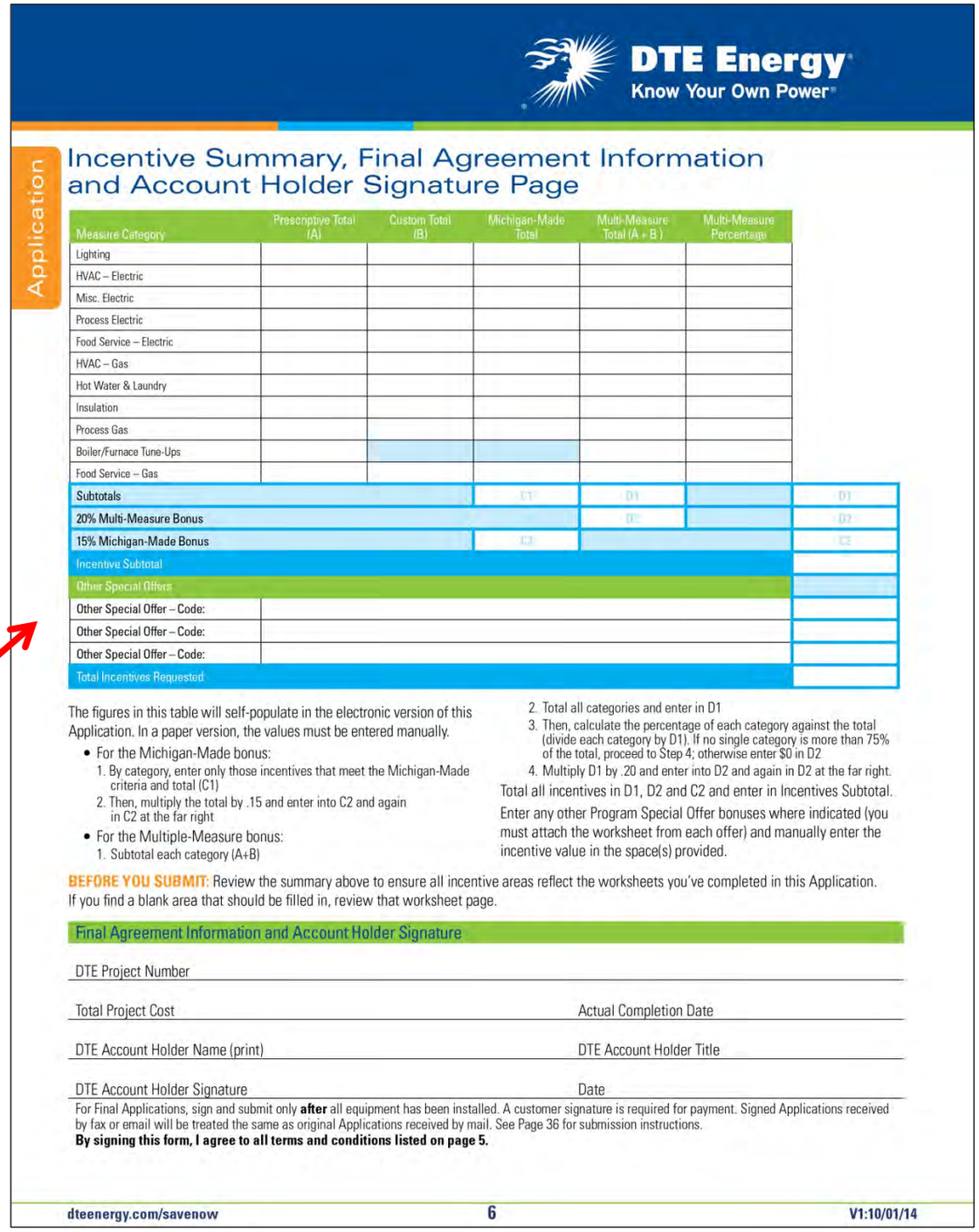
The Final Application

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.



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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:
  1. By category, enter only those incentives that meet the Michigan-Made criteria and total (C1)
  2. Then, multiply the total by .15 and enter into C2 and again in C2 at the far right
- For the Multiple-Measure bonus:
  1. Subtotal each category (A+B)
  2. Total all categories and enter in D1
  3. 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
  4. 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 36 for submission instructions.
By signing this form, I agree to all terms and conditions listed on page 5.

dteenergy.com/savenow 6 V1:10/01/14

Final Application

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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 36 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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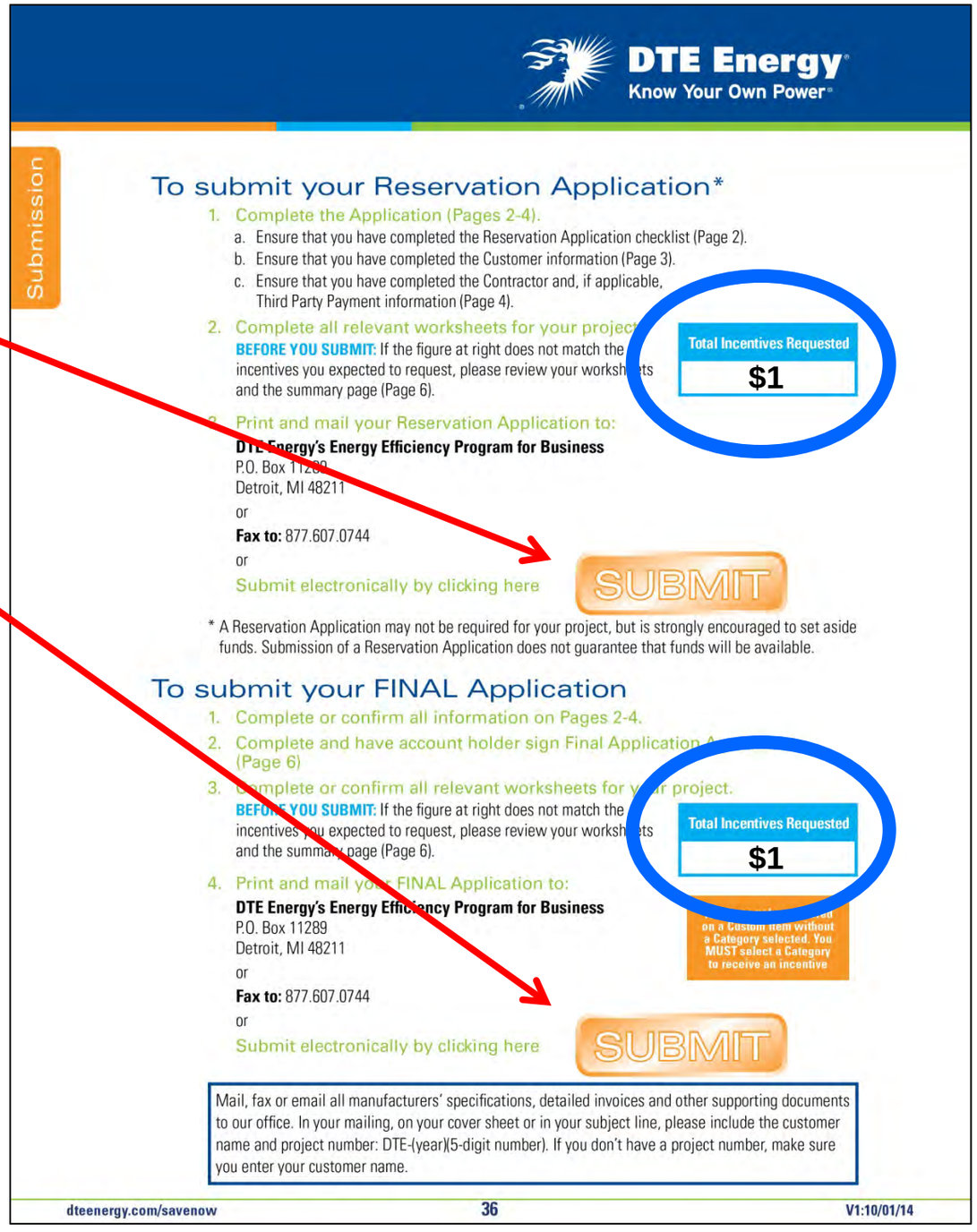
Electronically submit your **Reservation** Application and/or your **Final** Application.

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.



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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

Total Incentives Requested
$1

SUBMIT

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

To submit your FINAL Application

1. Complete or confirm all information on Pages 2-4.
2. Complete and have account holder sign Final Application A (Page 6)
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

Total Incentives Requested
$1

on a Custom Item without a Category selected. You MUST select a Category to receive an incentive

SUBMIT

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

dteenergy.com/savenow 36 V1:10/01/14

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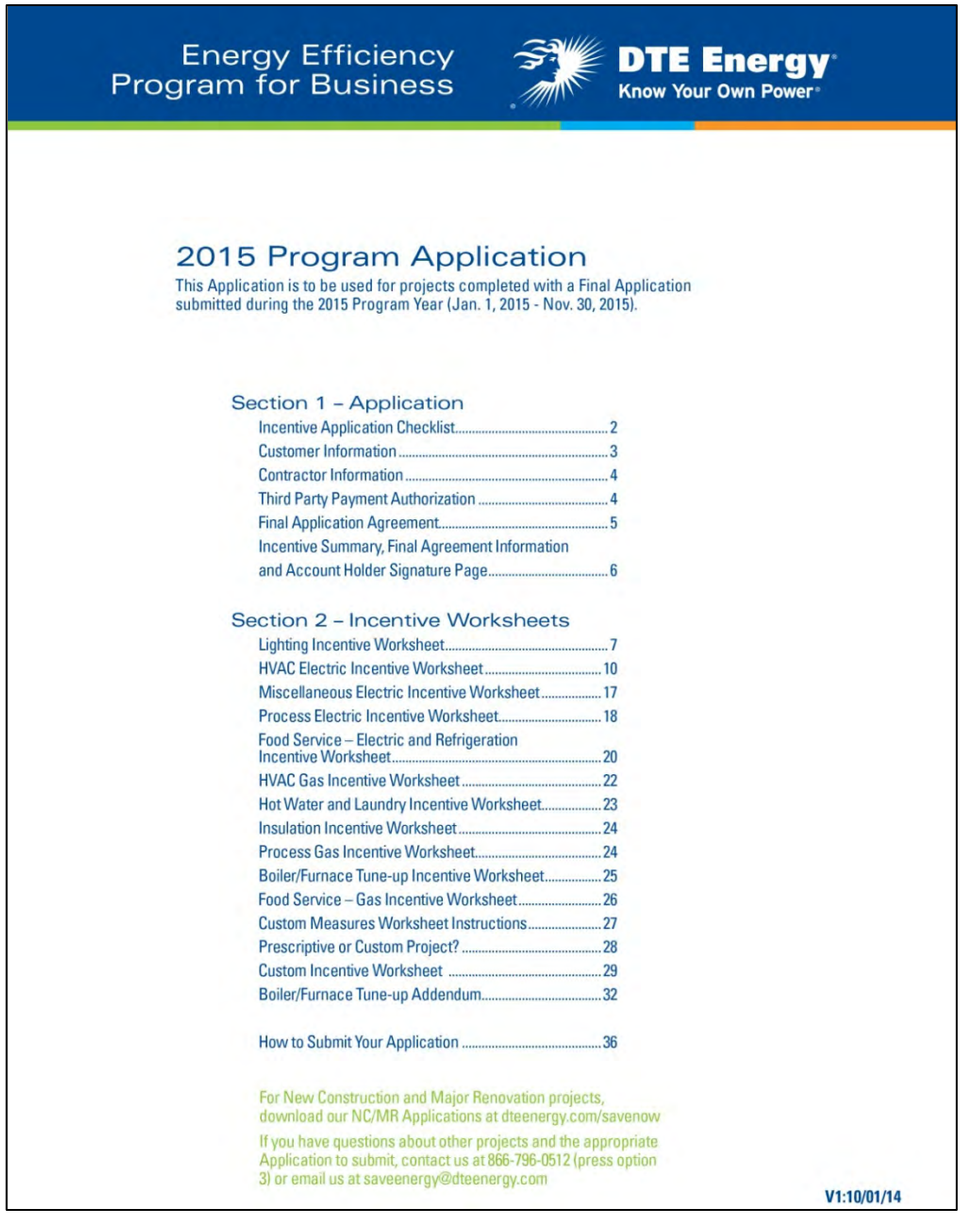
About your Final Application:

- Your **Final Application** must be submitted within 60 days of project completion , reservation end date or by Nov. 30, 2015 – <u>whichever comes first</u>.
- **Final Applications submitted after Nov. 30, 2015, will be canceled.**
- Failure to include all supporting documentation at the time of submission could result in cancellation of your Application.



Energy Efficiency Program for Business

DTE Energy® Know Your Own Power®

2015 Program Application

This Application is to be used for projects completed with a Final Application submitted during the 2015 Program Year (Jan. 1, 2015 - Nov. 30, 2015).

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....17
Process Electric Incentive Worksheet....18
Food Service – Electric and Refrigeration Incentive Worksheet....20
HVAC Gas Incentive Worksheet....22
Hot Water and Laundry Incentive Worksheet....23
Insulation Incentive Worksheet....24
Process Gas Incentive Worksheet....24
Boiler/Furnace Tune-up Incentive Worksheet....25
Food Service – Gas Incentive Worksheet....26
Custom Measures Worksheet Instructions....27
Prescriptive or Custom Project?....28
Custom Incentive Worksheet....29
Boiler/Furnace Tune-up Addendum....32

How to Submit Your Application....36

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

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

V1:10/01/14

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About
New Construction Application

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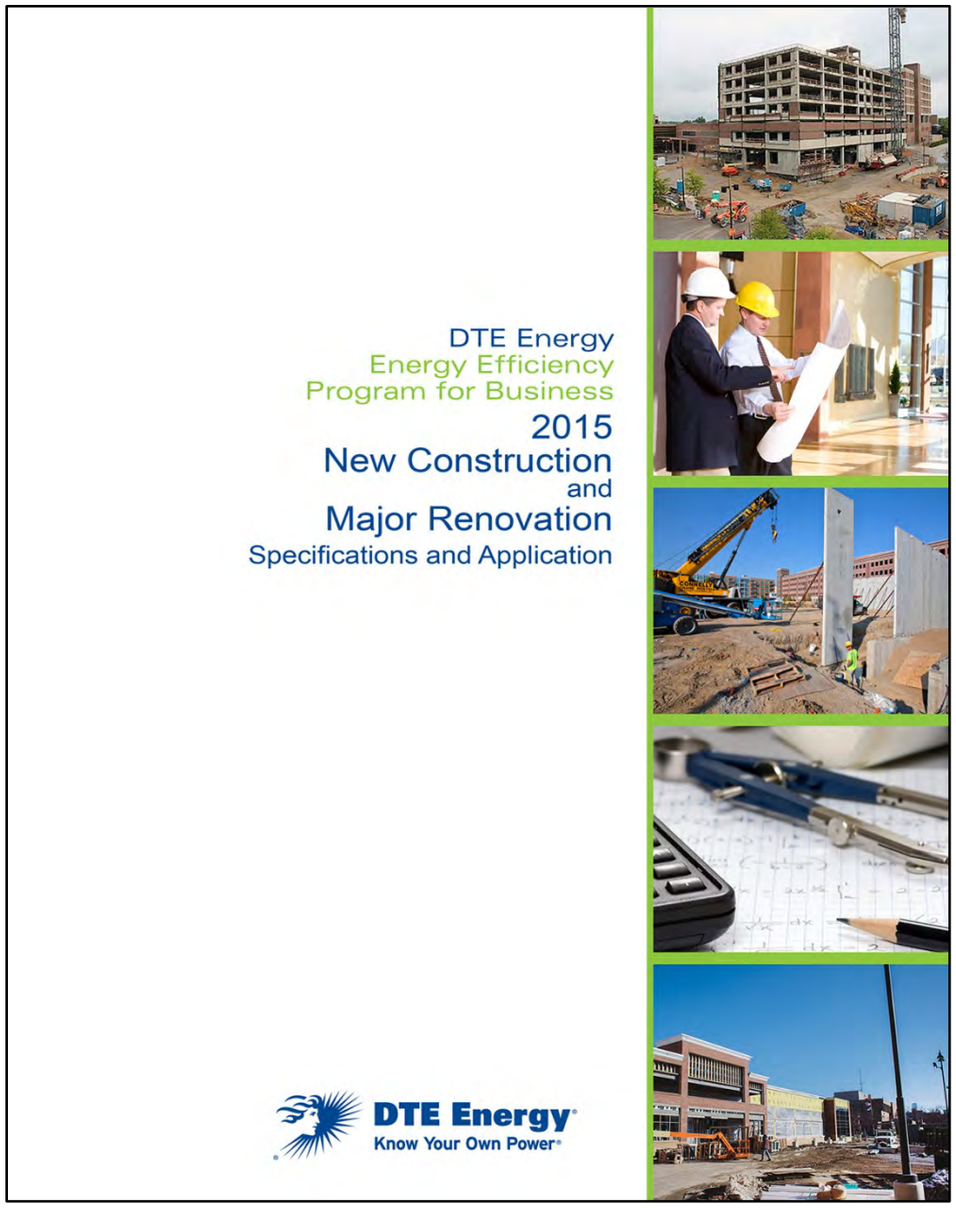
About New Construction projects

- This is the separate Application for New Construction and Major Renovation projects.
  - This document contains both specifications and worksheets.
  - There is a separate Application for the **LEED Design Review Assistance Incentive**. *(renamed)*

The electronic PDF versions of both applications are interactive.

They will be available shortly.



2015 New Construction/ Major Renovation Application

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The 2015 Application has three sections:

1. **General Information**
   - Program guidelines; customer, contractor, project information.
     - The information pages are identical or similar to those in the main Application.
2. **Systems Approach**
   - Specifications. *(look for new measures)*
   - Prescriptive worksheets.
     - The worksheets will automatically calculate on the interactive PDF version.
3. **LEED Whole Building Approach** ***(new for 2015)***
   - Specifications.
   - Worksheet.
     - The worksheet will automatically calculate on the interactive PDF version.

PLUS:

- **LEED Design Review Assistance** ***(new for 2015)***
  - This is a separate Application.

2015 New Construction/ Major Renovation Program

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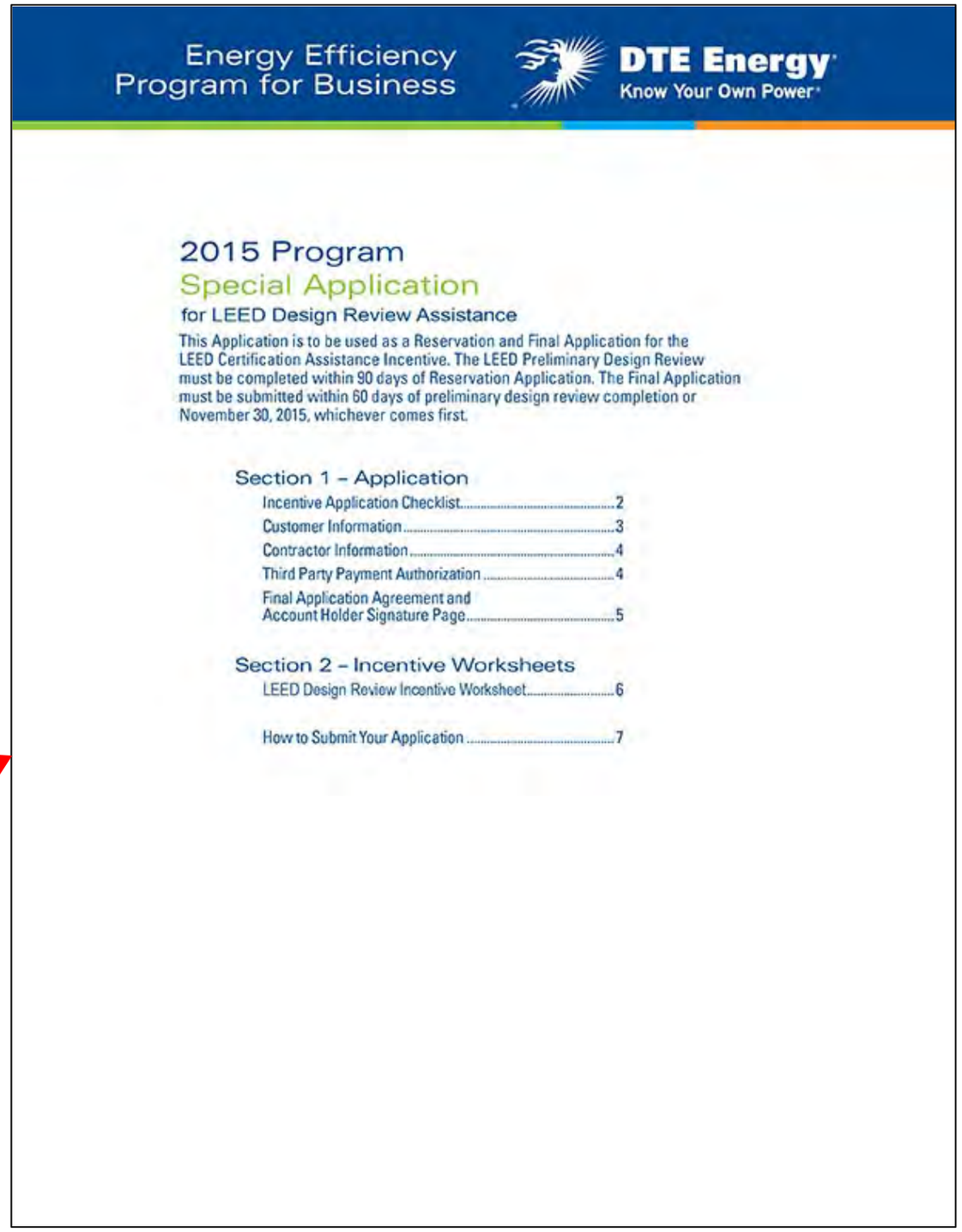
LEED Design Review Assistance incentive

– also new for 2015!

A one-time $1,500 incentive to customers who pursue LEED design review certification for their new construction/major renovation projects submitted in 2015.

- To apply for the incentive, **<u>you must</u>** submit a Reservation Application.
- This separate document serves as both the Reservation and Final Application.



Energy Efficiency Program for Business

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2015 Program
Special Application
for LEED Design Review Assistance

This Application is to be used as a Reservation and Final Application for the LEED Certification Assistance Incentive. The LEED Preliminary Design Review must be completed within 90 days of Reservation Application. The Final Application must be submitted within 60 days of preliminary design review completion or November 30, 2015, whichever comes first.

Section 1 – Application

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

Section 2 – Incentive Worksheets

LEED Design Review Incentive Worksheet....6
How to Submit Your Application....7

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Important information about New Construction Application deadlines:

1. You must complete your project by the date indicated on the Reservation Letter or by Nov. 30, 2015, whichever comes first.
2. No Reservation will extend beyond Nov. 30, 2015. (No 18-month projects will be allowed.)
3. Final Applications must be submitted within 60 days of project completion or by Nov. 30, 2015, whichever comes first.
4. Any incomplete Final Application submitted on Nov. 30, 2015, may be cancelled.
5. Any Final Application submitted after Nov. 30, 2015, will be cancelled.

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QUESTIONS?

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Break

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Remember our website for Trade Allies:

dteTradeAlly.com

Something Just for You

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dtetradeally.com

Get:

- Announcements
- Up-to-date funding gauges
- All Program documents:
  - Applications
  - Forms
  - Addenda
- **Trade Ally Portal**

More about that in a minute.

Something Just for You

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dtetradeally.com

Get:

- Information about upcoming events – and a registration link for each.

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Get:

- Access to marketing materials we produce:
  - **Fact Sheets**
  - **Energy Profiles**
  - **Measure fliers** (fold-overs)
  - **Case studies**

Download and print them out at your office!

Something Just for You

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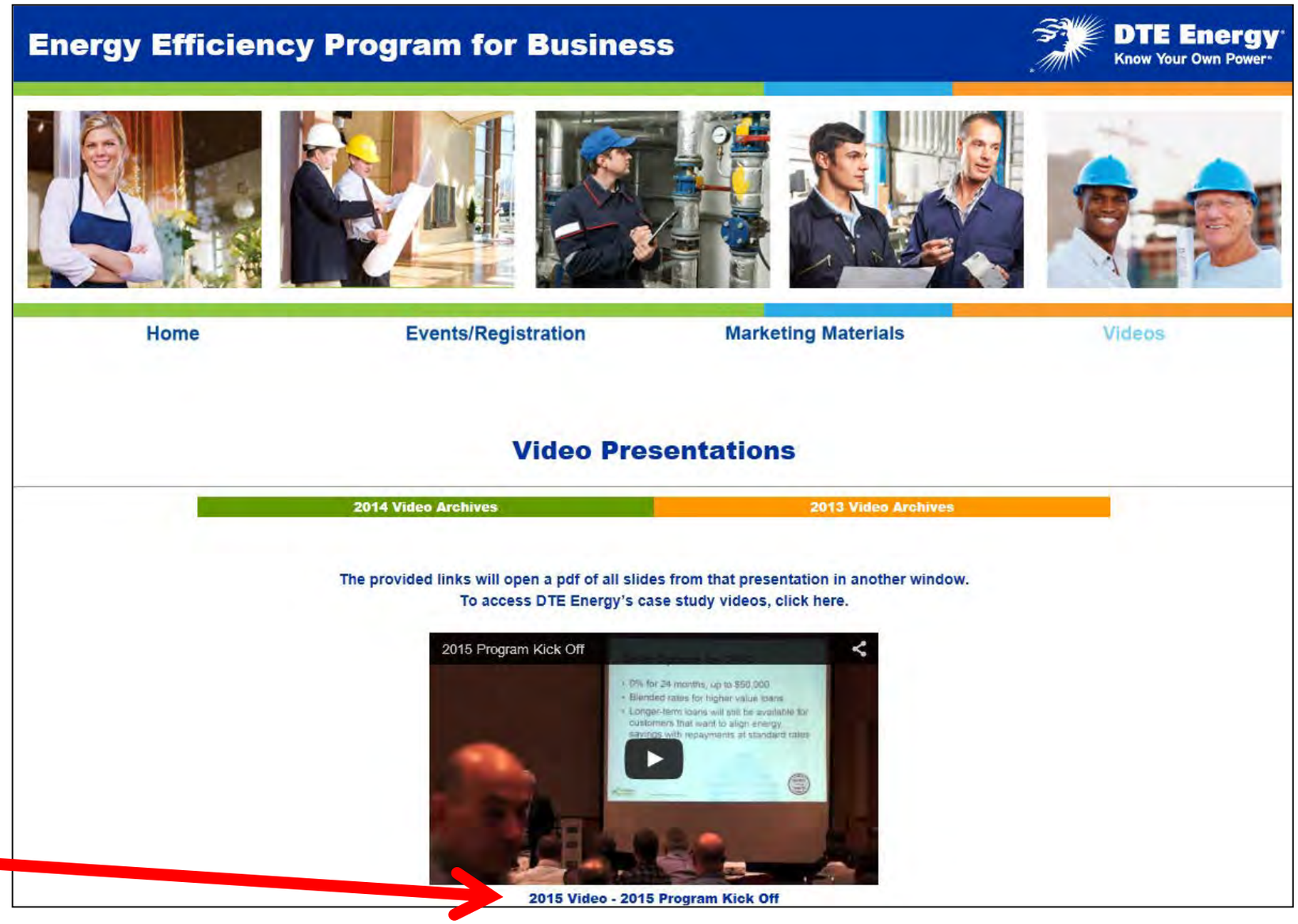
dtetradeally.com

Watch:

- Videos of our presentations – organized by Program year…

…and follow along with our slide shows!



About the Designated Trade Ally Portal

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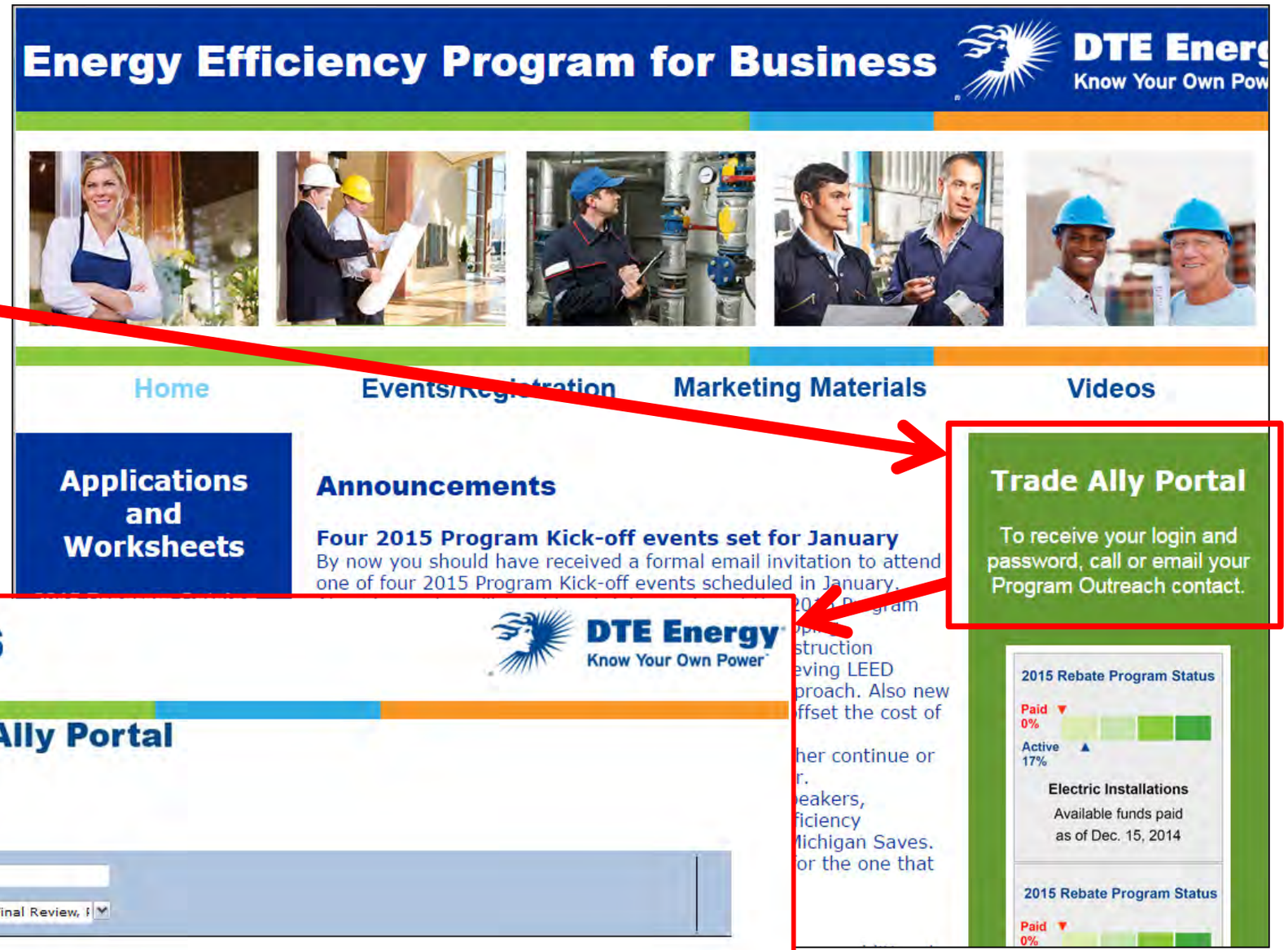
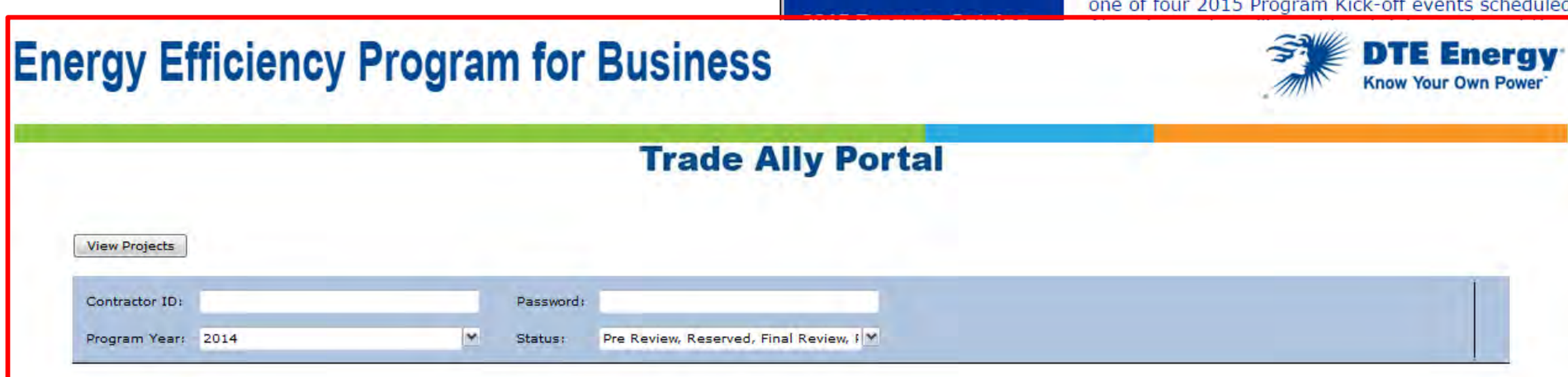
The Designated Trade Ally Portal

Use your DTA status to access our Portal and track your projects.

- To log in, click on dtetradeally.com
- *Your Outreach contact will provide you with a log in and password.*





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The Designated Trade Ally Portal

Once you log in, you can view all your active project files.

View Projects

Contractor ID: 12345 Password: password

Program Year: 2014 Status: Pre Review, Reserved, Final Review, F

1 of 6 Select a format Export

ABC Lighting

Summary of Total Incentives*	Total KWH Savings	Total MCF Savings	Total # of Applications
$427,826.83	6,204,888.59	0.00	240

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

Status as of: 9/22/2014 1:33 PM

Program Year: 2014

	Project #	Organization Name	Project Name	Status	Reviewer	Total Incentives
⊞ View Project Details	DTE-14-12345	MASTER BUILDING		Reserved	Rodney Starnes	$2,745.00
⊞ View Project Details	DTE-14-54321	SUPER SHOPPER		Reserved	Rodney Starnes	$712.86

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The Designated Trade Ally Portal

Then you can dig into specific project files.

Program Year: 2014

	Project #	Organization Name	Project Name	Status	Reviewer	Total Incentives
View Project Details	DTE-14-12345	MASTER BUILDING		Reserved	Rodney Starnes	$2,745.00

Project #	Electric Incentive	MCF Incentive	Estimate Completion Date	Pre Received	Reservation Expiration Date	Final Application Date Received	Payment Mailed Date	Last Contact Log Entry	Inspection Pending Y/N
DTE-14-12345	$2,745.00	$0.00	11/07/2014	08/07/2014	11/15/2014			08/15/2014	N

View Project Details	DTE-14-54321	SUPER SHOPPER		Reserved	Rodney Starnes	$712.86

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Right down to individual measures in each project.

Program Year: 2014

	Project #	Organization Name	Project Name	Status	Reviewer	Total Incentives
⊟ View Project Details	DTE-14-12345	MASTER BUILDING		Reserved	Rodney Starnes	$2,745.00

Project #	Electric Incentive	MCF Incentive	Estimate Completion Date	Pre Received	Reservation Expiration Date	Final Application Date Received	Payment Mailed Date	Last Contact Log Entry	Inspection Pending Y/N
⊟ DTE-14-12345	$2,745.00	$0.00	11/07/2014	08/07/2014	11/15/2014			08/15/2014	N

Measure Category	Measure Type	Incentive	KWH	KW	MCF
Lighting	LED: (7-8) Energy Star LED Recessed Down Light	$1,905.00	24,765.00	6.10	0.00
Lighting	LED: (7-10) Energy Star PAR LED Lamps	$840.00	9,744.00	2.18	0.00

⊞ View Project Details	DTE-14-54321	SUPER SHOPPER		Reserved	Rodney Starnes	$712.86

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Thank you

Emmanuel Pervolarakis

DTE Energy Partnership

DTE Energy®
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2015 Energy Conference & Exhibition

Please consider attending

Energy Conference & Exhibition 2015

Hosted by DTE Energy and The Engineering Society of Detroit

ENERGY EFFICIENCY

In its 18th year, this conference, the only one of its kind in Michigan, is designed to educate small to large commercial and industrial businesses on energy technology, products, and services that will assist them in successful energy management.

This year's conference will include:

- Keynote presentation by **Christopher B. McGill**, Vice President Policy Analysis, American Gas Association
- Five educational tracks—technology, industrial, commercial, financial and construction—offering 20 informative 30-minute presentations
- Dozens of exhibitors offering energy-related products and services
- Major awards recognizing energy efficiency initiatives
- A Ride and Drive featuring a fleet of new vehicles, as well as classic cars

Cost to Attend:

$85 ESD Member
$100 Non-Member
$154 Non-Member—attend and join ESD at a discounted rate! (This offer is available to new, first-time members only.)

SAVE THE DATE

May 5, 2015
8 a.m. – 3:00 p.m.
Suburban Collection Showplace
46100 Grand River
Novi, Michigan 48374

Visit **www.esd.org** for more information and to register, or call **248-353-0735**.

Exhibitor and sponsorship opportunities are available. Contact **Leslie Smith, CMP**, at **lsmith@esd.org** or **248-353-0735, ext. 152** for more information.

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DTE Energy
ESD THE ENGINEERING SOCIETY OF DETROIT
Blue Cross Blue Shield Blue Care Network
Citizens
HARTLAND INSURANCE GROUP, INC.
leidos

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Join us at these upcoming Technical Seminars in 2015:

June 11: *Lighting*
Oct. 14: *Municipalities*

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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

Website: dtetradeally.com

in: www.linkedin.com/in/dteenergysaveenergy