2014

Energy Efficiency Program for Business

# Michigan Energy Codes

for New Construction

& Major Renovation

# Technical Training

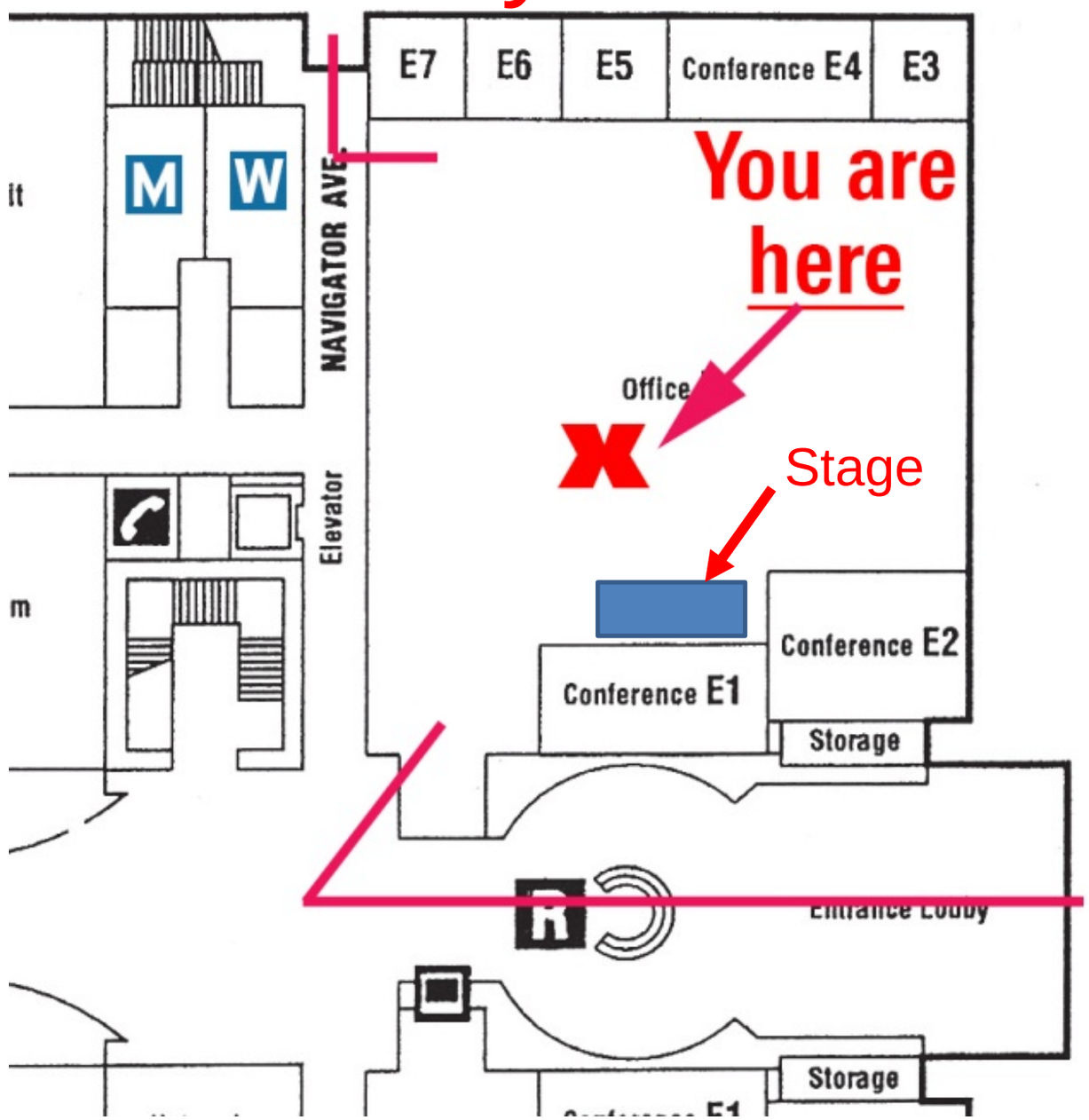
# Safety First

Exits

Restrooms

Other site features

# Safety First



# House Keeping Issues

**Please Silence Cell Phones and Pagers**

# Agenda

**8:30** - Welcome & Opening Remarks

**8:35** - Jim Newman

**9:35** - **Break:** Technology displays & networking

**10:05** - Jim Newman

**11:05** - Energy Efficiency Program for Business
  - New Construction Overview

**11:25** - Closing Remarks

**11:30** - **Networking**

# James L. Newman

*(contact him for his presentation and information about continuing education units)*

# Program Overview

## New Construction

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# Program purpose

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

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

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

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# Since 2009*

- *More than **$2.7 million** in cash rebates has been paid to Michigan businesses for New Construction or Major Renovation projects.*
- *Nearly **30 million kWh** and nearly **30,000 Mcf** have been realized in energy savings.*

**As of May. 29, 2014*

# 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: $0.08/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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# There are three types of projects

| | |
|---|---|
| **Prescriptive** | • **Predetermined** measures and incentives for the installation of various energy efficient improvements.<br>• 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.<br>• Custom Incentives are determined on a case-by-case basis and are paid per unit energy saved (ex: $0.08/kWh and/or $4/Mcf). |
| **New Construction Major Renovation** | • **New facilities/major renovations** of existing facilities or change of use projects.<br>• Adding load. |

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# For you 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 and in the New Construction Application.
- 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.

**NOTE**: A Reservation Application must be submitted when design changes are feasible.

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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.

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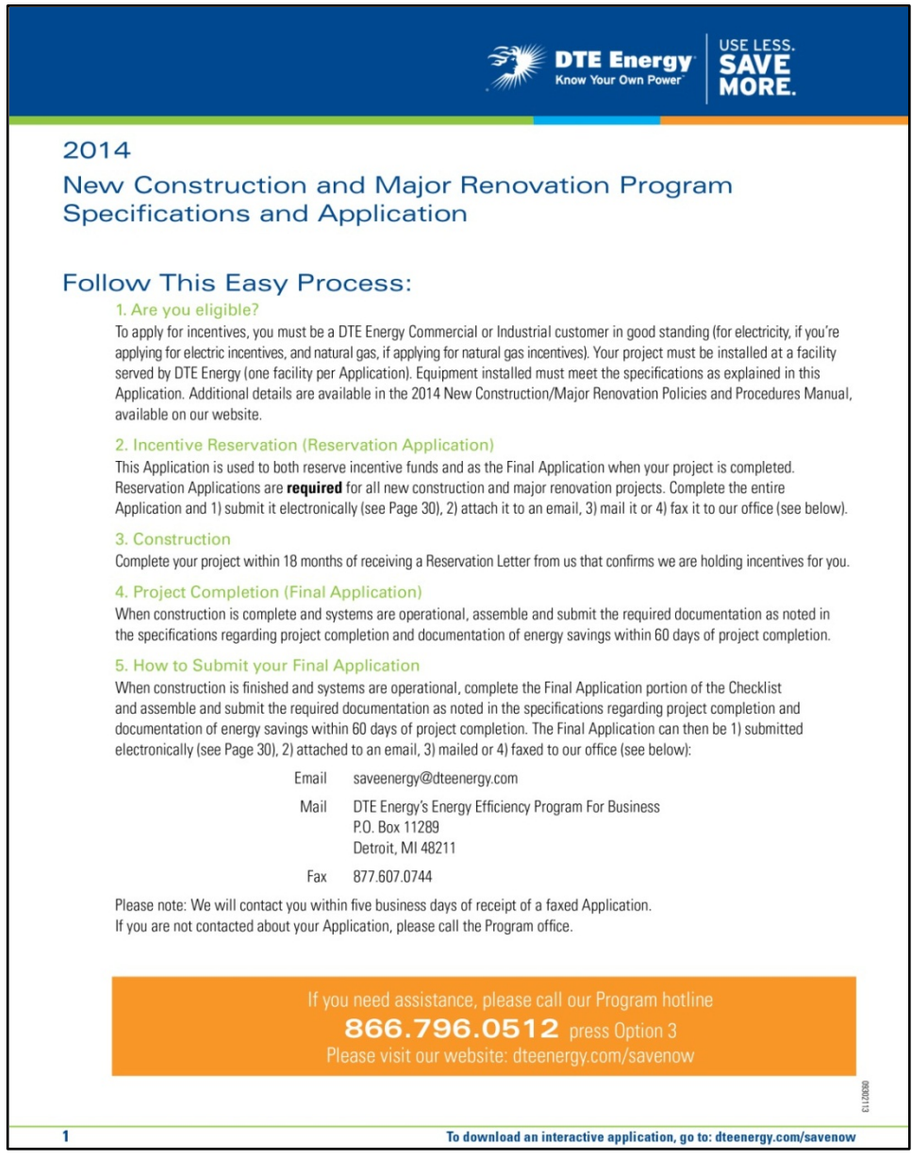
# About your Final Application:

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



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2014
New Construction and Major Renovation Program
Specifications and Application

Follow This Easy Process:

1. Are you eligible?
To apply for incentives, you must be a DTE Energy Commercial or Industrial customer in good standing (for electricity, if you're applying for electric incentives, and natural gas, if applying for natural gas incentives). Your project must be installed at a facility served by DTE Energy (one facility per Application). Equipment installed must meet the specifications as explained in this Application. Additional details are available in the 2014 New Construction/Major Renovation Policies and Procedures Manual, available on our website.

2. Incentive Reservation (Reservation Application)
This Application is used to both reserve incentive funds and as the Final Application when your project is completed. Reservation Applications are **required** for all new construction and major renovation projects. Complete the entire Application and 1) submit it electronically (see Page 30), 2) attach it to an email, 3) mail it or 4) fax it to our office (see below).

3. Construction
Complete your project within 18 months of receiving a Reservation Letter from us that confirms we are holding incentives for you.

4. Project Completion (Final Application)
When construction is complete and systems are operational, assemble and submit the required documentation as noted in the specifications regarding project completion and documentation of energy savings within 60 days of project completion.

5. How to Submit your Final Application
When construction is finished and systems are operational, complete the Final Application portion of the Checklist and assemble and submit the required documentation as noted in the specifications regarding project completion and documentation of energy savings within 60 days of project completion. The Final Application can then be 1) submitted electronically (see Page 30), 2) attached to an email, 3) mailed or 4) faxed to our office (see below):

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

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

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

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

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

$

# New Construction/Major Renovation:

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

# Projects are eligible if they include:

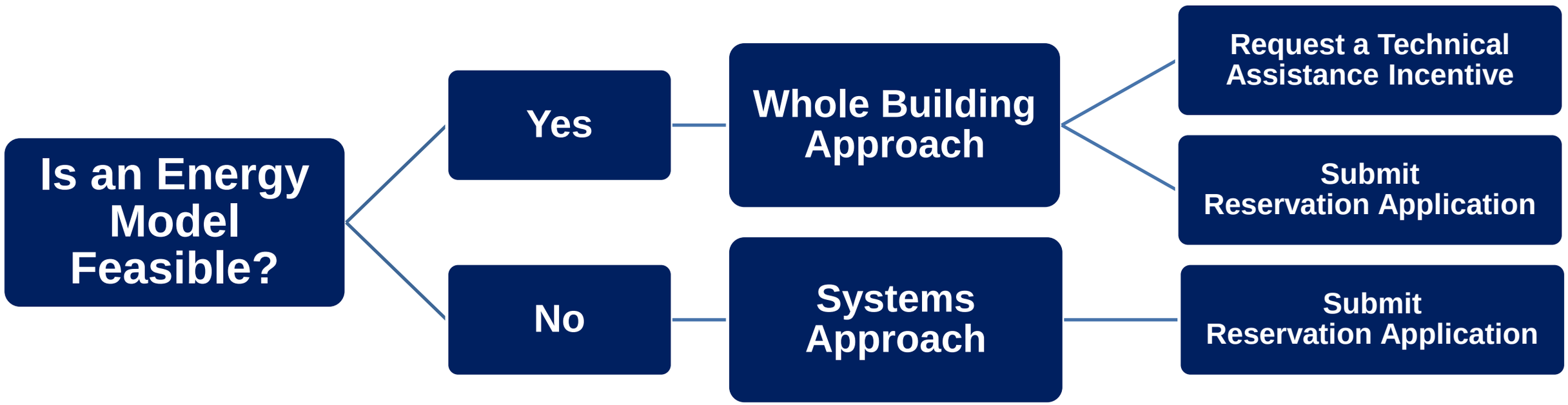
- ***New building projects*** wherein no structure or site footprint presently exists:
  - Brand new building or addition to an existing building.
- Major tenant improvements that ***change the use*** of the space.
- Major tenant improvements that ***add new load***.

# Choosing an Approach:

- **Whole Building Design Approach**

  vs.

- **Systems Approach**



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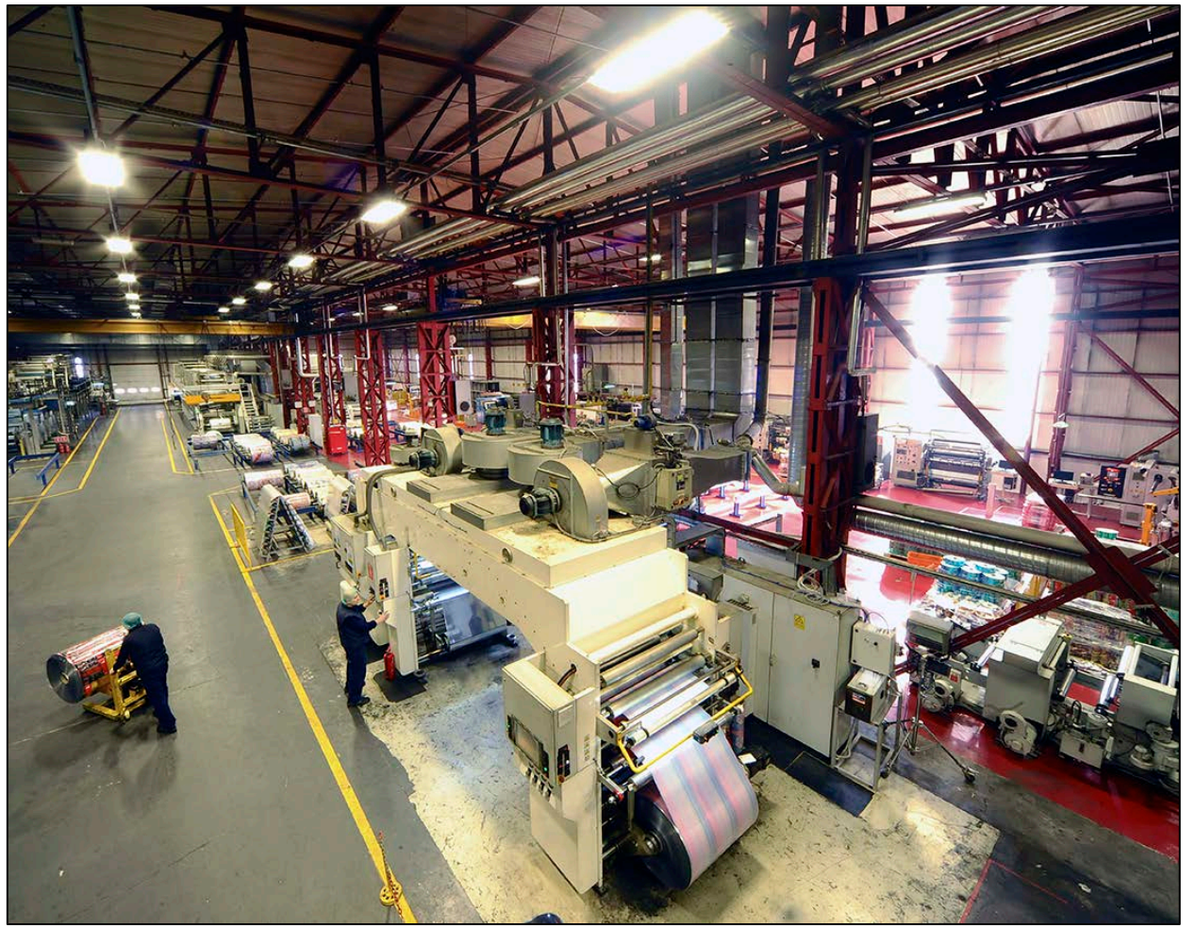
# Whole Building Design Approach

- **How it works:**
  - A building energy model is required to determine savings
  - The Whole Building Design Approach offers incentives that are based on improvement in performance
  - Incentives are offered based on 3 tiers of savings above the baseline



- ASHRAE 90.1-2007 is considered the “baseline.”
  - If ASHRAE does not apply to your project, industry standard will be used.

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# Whole Building Design Approach

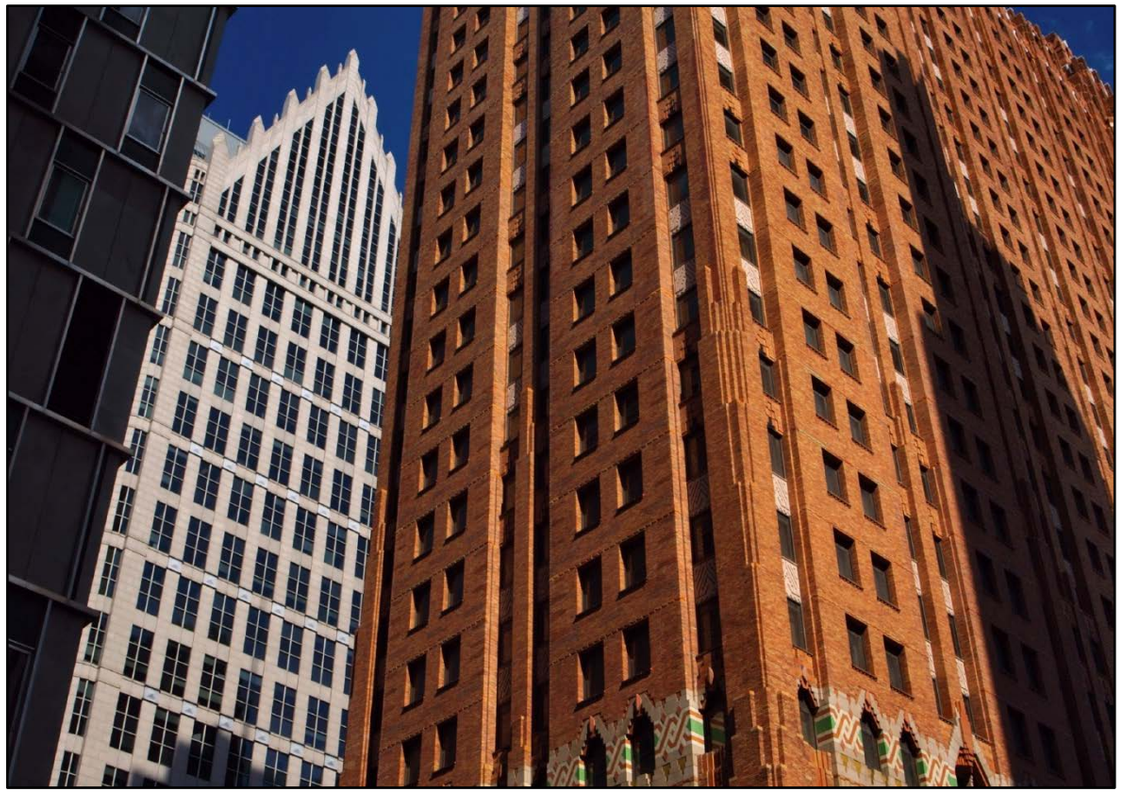
- **How it works:**
  - Incentive levels are a one-time payment, based on first-year estimated savings.
  - Incentive levels vary by tier (see chart):

| Savings over ASHRAE baseline | Incentives Electric | Incentives Gas |
|---|---|---|
| >30% | $0.10/kWh | $5/Mcf |
| >20% - 30% | $0.08/kWh | $4/Mcf |
| 10% - 20% | $0.06/kWh | $3/Mcf |
| ASHRAE Baseline | | |

SAVINGS

# Whole Building Design Approach

- **Advantages:**
  - Ideal for projects that are pursuing integrated design and demonstrating high performance through energy modeling.
  - Accounts for complex interactions of all energy consuming systems.
  - Drives early planning, which typically yields the highest savings and greatest incentives.
  - Encourages design and performance more efficient than ASHRAE 90.1-2007 minimum energy standard.



# Whole Building Design Approach

## Technical Assistance Incentives:

- Technical Assistance Incentives are available for up to $3,000 or 50% of the cost, whichever is less. The incentive will be paid based on the customer's use of DTE Energy-provided fuel source(s) in the project.
  - If a DTE Energy electric **and** gas customer, the project is eligible for the entire offered incentive (based on the criteria above).
  - If a DTE Energy **electric-only** or **gas-only** customer, that percentage of overall project energy use will be used to pro-rate the incentive.
- Payment of the modeling incentive will be made in two installments.
- Energy modeling must be completed and Final/Technical Application form submitted within 90 days from date of reservation.

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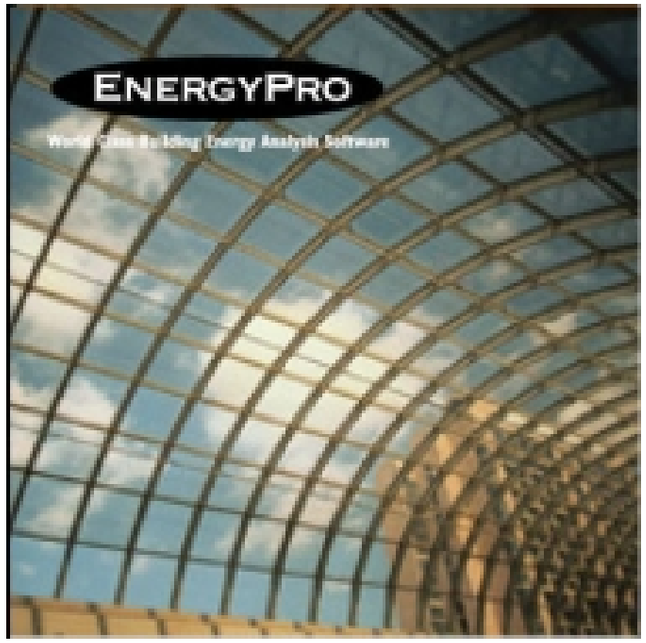
# Whole Building Design Approach

## Energy Modeling Examples:

eQUEST




EnergyPlus

**Other simulation modeling software may be used with prior approval of Program staff; the software should be capable of performance analysis on an hourly basis.*

# New Construction Timeline: Whole Building Design

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## Submit Reservation Application

## Complete Energy Modeling and **submit to confirm energy savings**

Application Review ***may*** include pre-inspection
50% of modeling incentive paid • (incl. modeling contract)

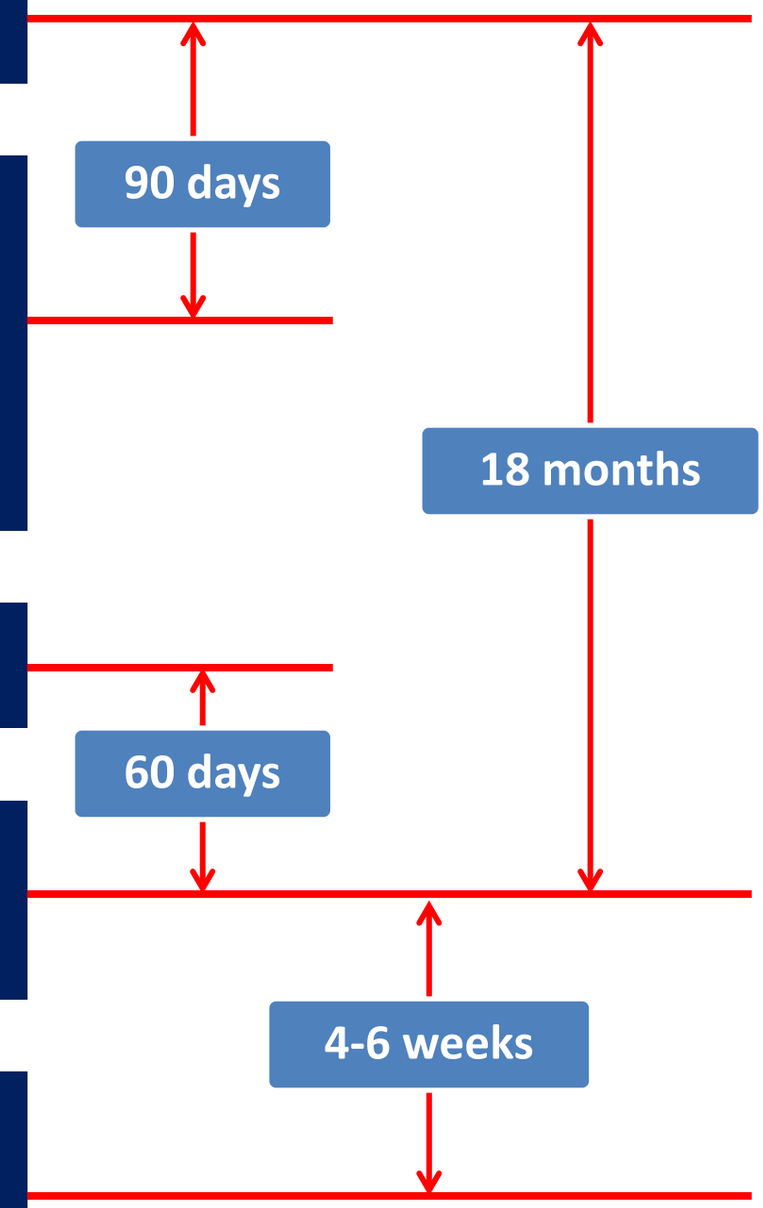
## Complete Project

## Submit Final Application

Application Review ***will*** include post-inspection

## Payment

**Project incentives and remaining 50% of modeling incentive**



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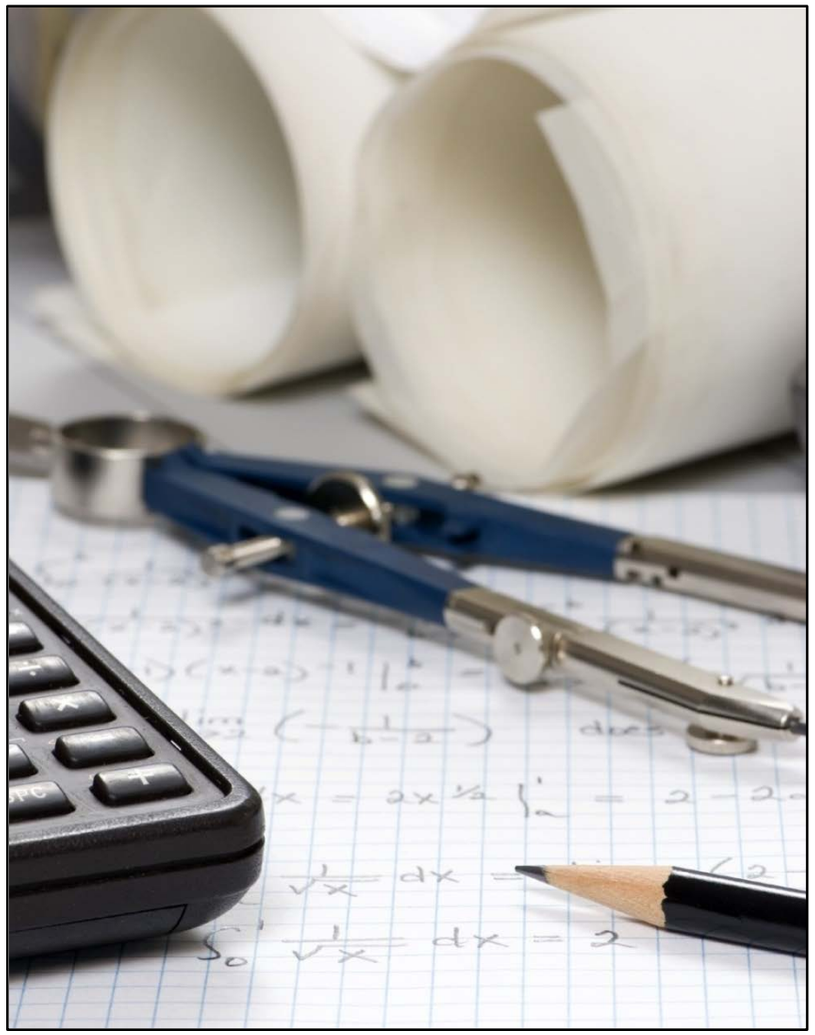
# Systems Approach

- **How it works:**
  - **It offers pre-determined incentives for select energy efficiency equipment.**
  - **Incentives are offered for the following types of technologies:**
    - Lighting Power Density Improvements
    - Sensors & Controls for Daylighting
    - HVAC
    - Process Electric
    - Water Heating
    - Food Service & Refrigeration
  - **Incentives typically range between 20%-50% of the incremental cost of purchasing higher efficiency qualifying technologies.**



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# Systems Approach

- **Advantages:**
  - Ideal for smaller and less complex projects (typically below 20,000 sq. ft.) for which modeling is not being performed.
  - Suited for projects that are further along in the design process and only minor design changes can be made.
  - Application is easier to complete.
  - Encourages developers to meet performance standards in lighting-power density and HVAC equipment.

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# Systems Approach

- **Incentives: Lighting**
  - **Electric: Lighting Power Density** (LPD) improvements:
    - Based on watts per square foot compared to ASHRAE 90.1 2007.
    - Baseline broken down by building area type.
    - LPD must show reduction of at least 10% below baseline.

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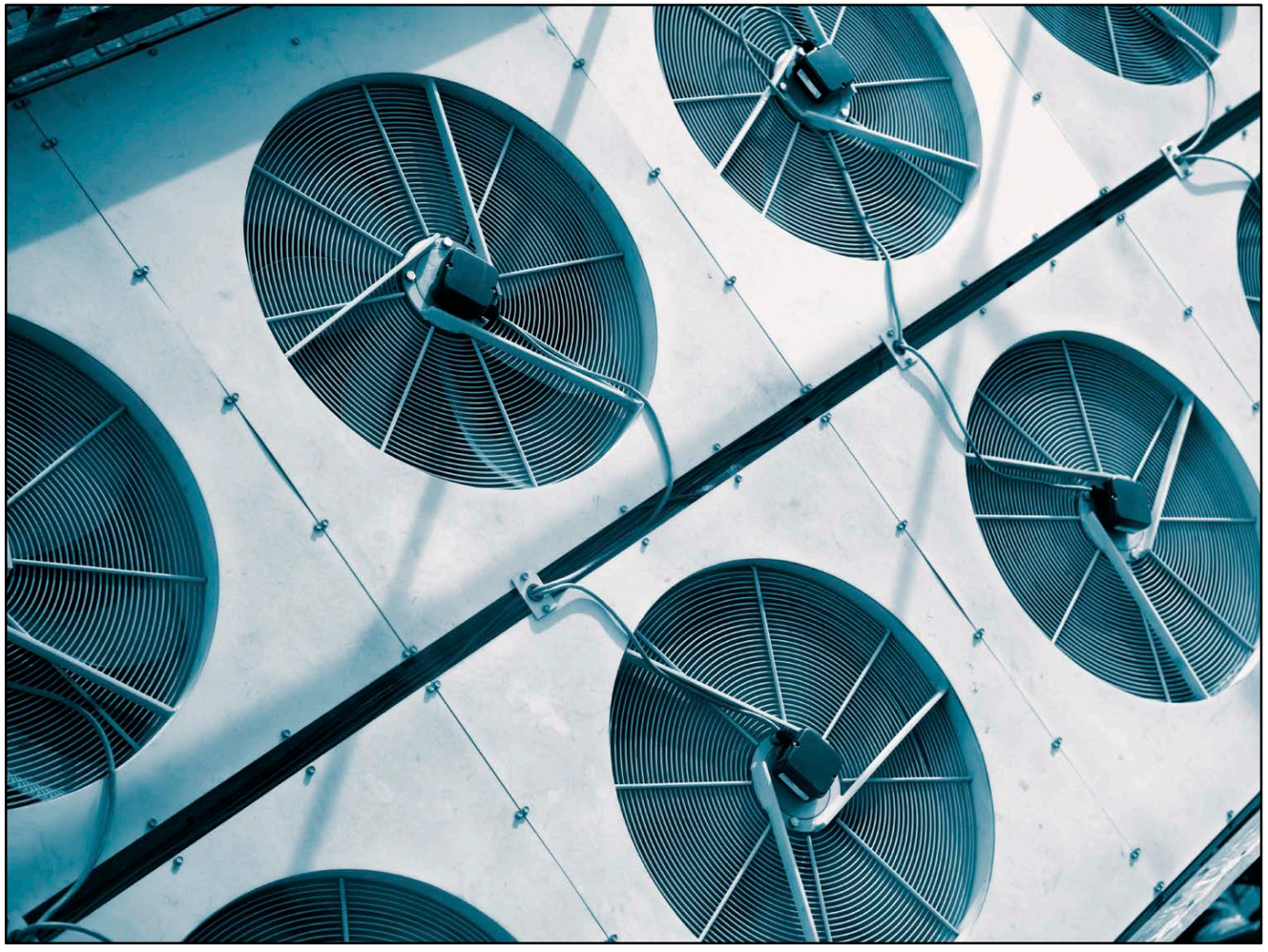
# Systems Approach

- **Incentives: HVAC**
  - **Electric**
    - Unitary and Split Air Conditioning Systems
    - Air Source Heat Pumps
    - Water Loop Heat Pumps
    - Air-Cooled Chillers
    - Water-Cooled Chillers
    - Hotel Guestroom Energy Management Controls (A/C)



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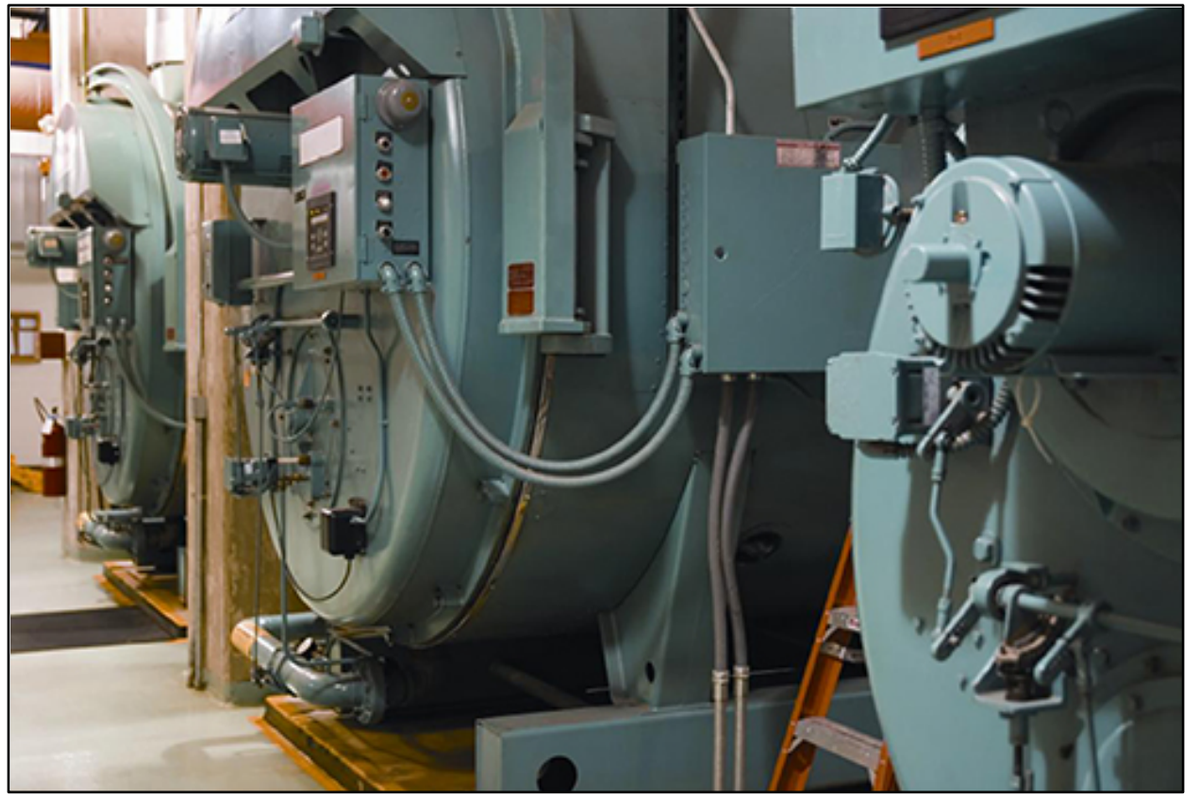
# Systems Approach

- **Incentives: HVAC**
  - **Gas**
    - High Efficiency Boilers (Space Heating)
    - High Efficiency Furnaces
    - Infrared Heaters
    - Demand Control Ventilation
    - Hotel Guestroom Management Controls (Gas Heat)
    - Gas Water Heaters
    - Gas Tankless Water Heaters



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# Systems Approach

- **Incentives: Food Service**
  - **Electric**
    - Refrigerators and Freezers
    - Steam Cookers
    - Hot Holding Cabinets
    - Efficient Refrigerant Condenser
    - ECM Motor for Walk-in Cooler and Freezer
    - Evaporator Fan Motor on ECM Motors for Walk-In Coolers and Freezers
    - LED Refrigerated Door Case Lighting
    - Occupancy Sensors for LED Refrigerated Case Lighting

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# Systems Approach

- **Incentives: Food Service**
  - **Gas**
    - Steam Cookers
    - Ovens
    - Fryers/Griddles
    - Pre-Rinse Sprayers

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# Systems Approach

- **Incentives: Process**
  - **Electric**
    - High Efficiency Pumps
    - Variable Frequency Drive on Pumps
    - Compressed Air Engineered Nozzle
    - Compressed Air Pressure Flow Controller
    - VSD Air Compressor
    - Cycling Compressed Air Dryers

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# Systems Approach

- **Incentives: Miscellaneous**
  - **Electric**
    - Beverage Machine Controls
    - Energy Efficient Ice Machines

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# Systems Approach

- **Incentives: Miscellaneous**
  - **Gas**
    - High Efficiency Indirect Domestic Hot Water Heating
    - High Efficiency Pool Heater
    - Pool Covers
    - High Efficiency Clothes Washer
    - Greenhouse Heat Curtain
    - Greenhouse Infrared Film
    - Ozone Laundry
    - High Efficiency Process Boilers

# New Construction Timeline: Systems Approach

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## Submit Reservation Application

## Application Review

This ***may*** include pre-inspection

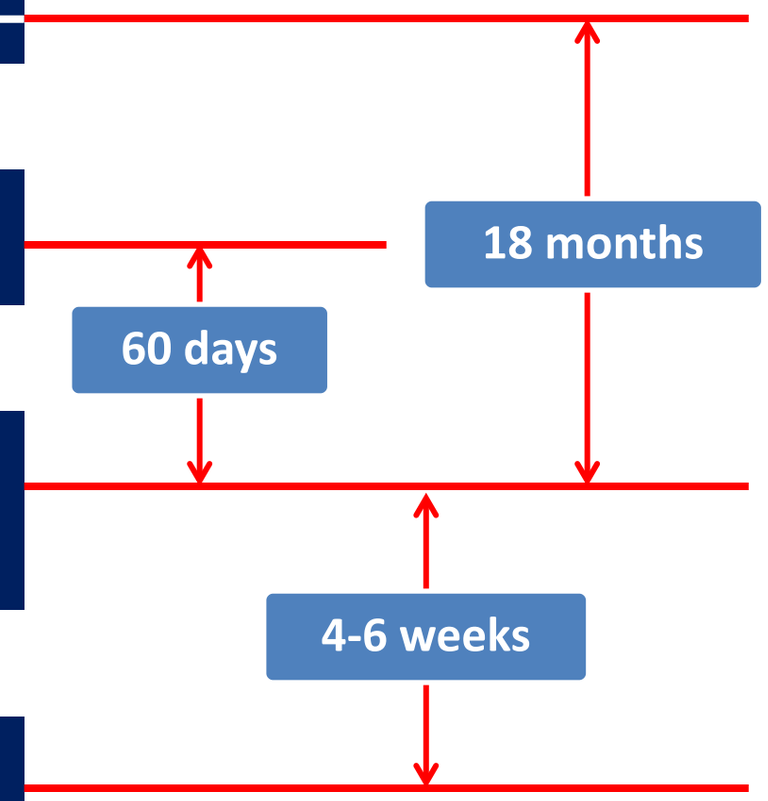
Reservation letter issued

## Complete Project

## Submit Final Application

Application Review ***will*** include post-inspection

## Payment



# Getting Started in 2014

# 2014 New Construction/ Major Renovation Application

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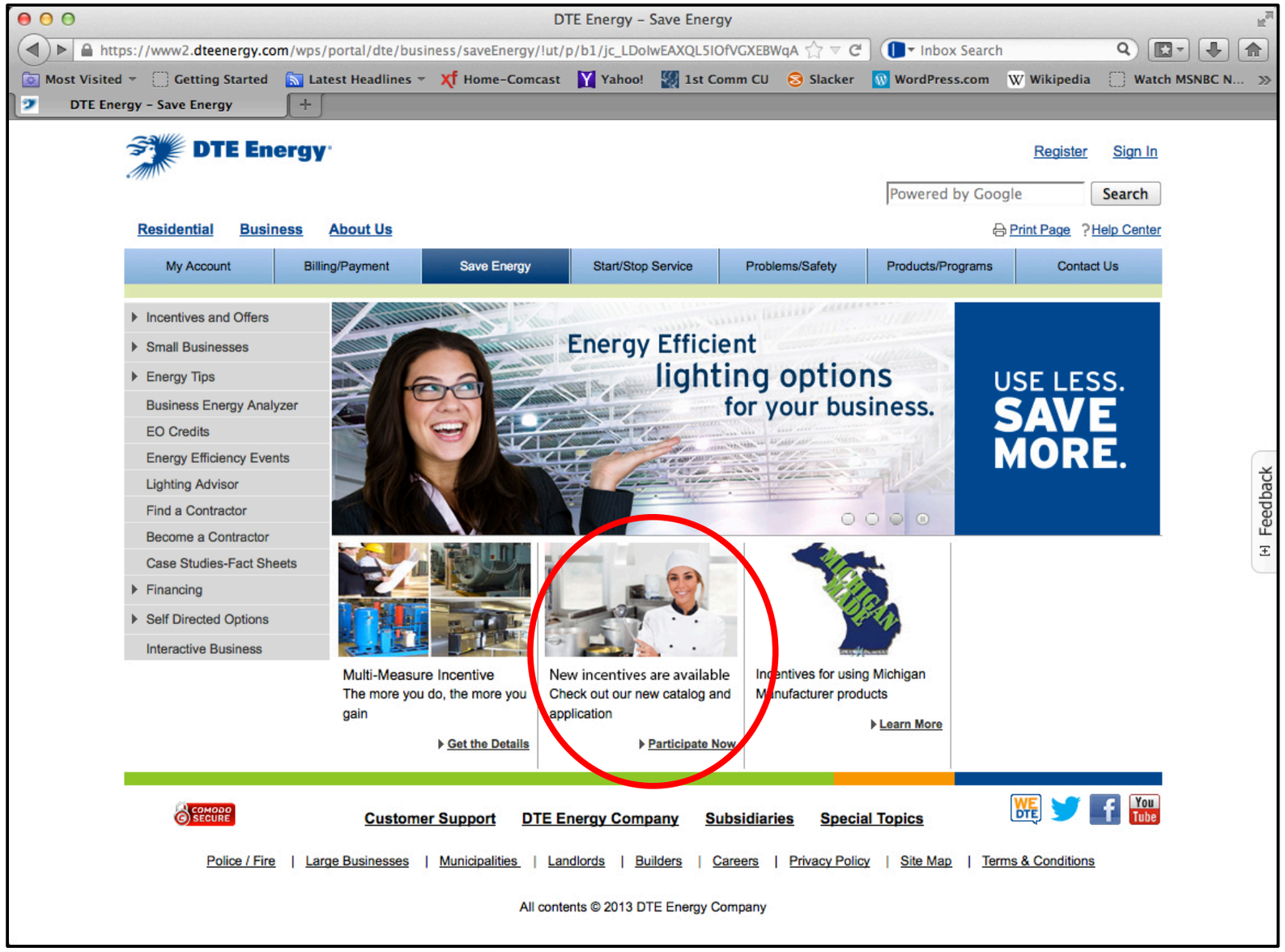
## To get a New Construction Application online:

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

Then select:

**2)** "Participate Now"




**Requires Acrobat Reader*

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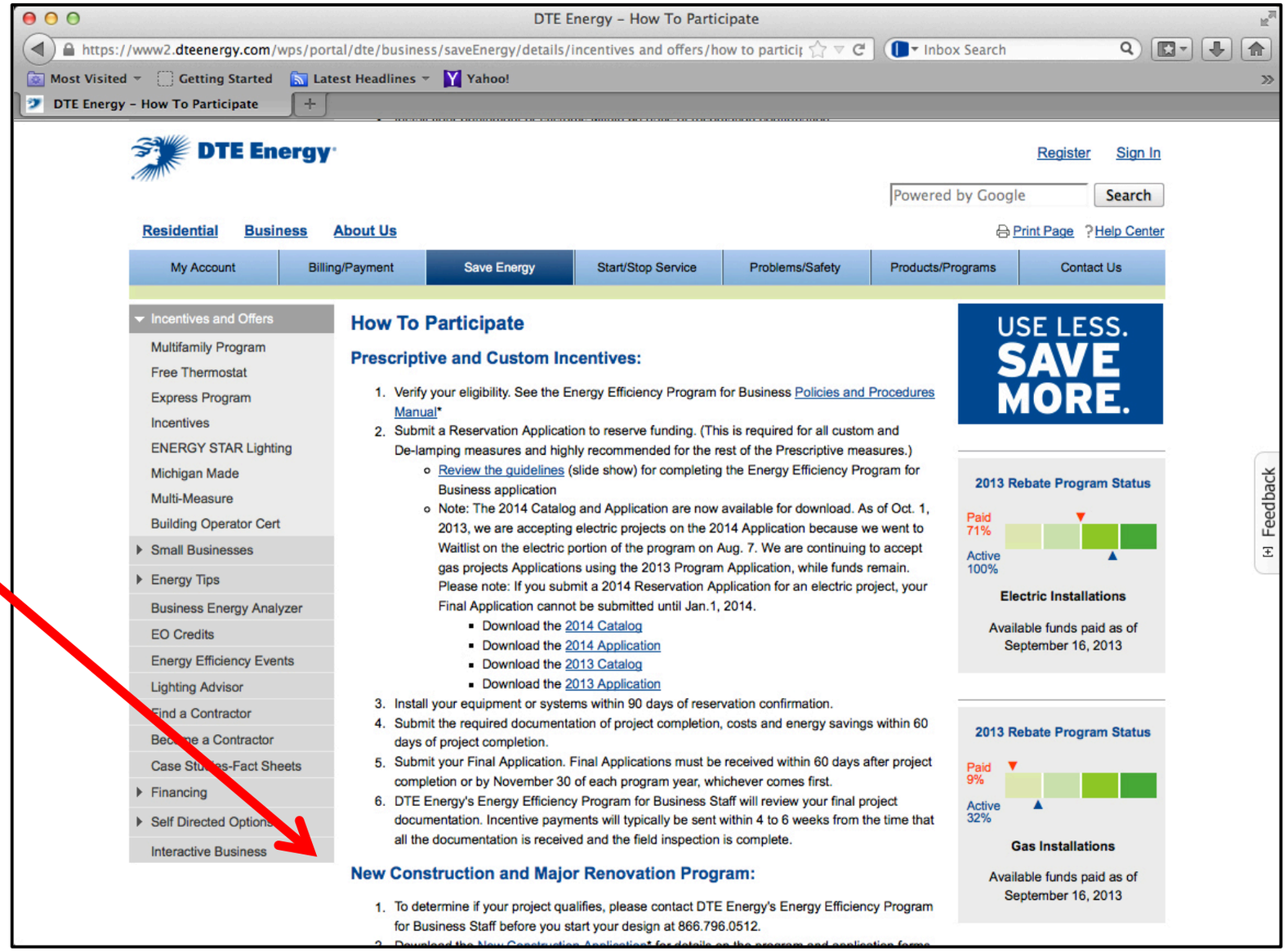

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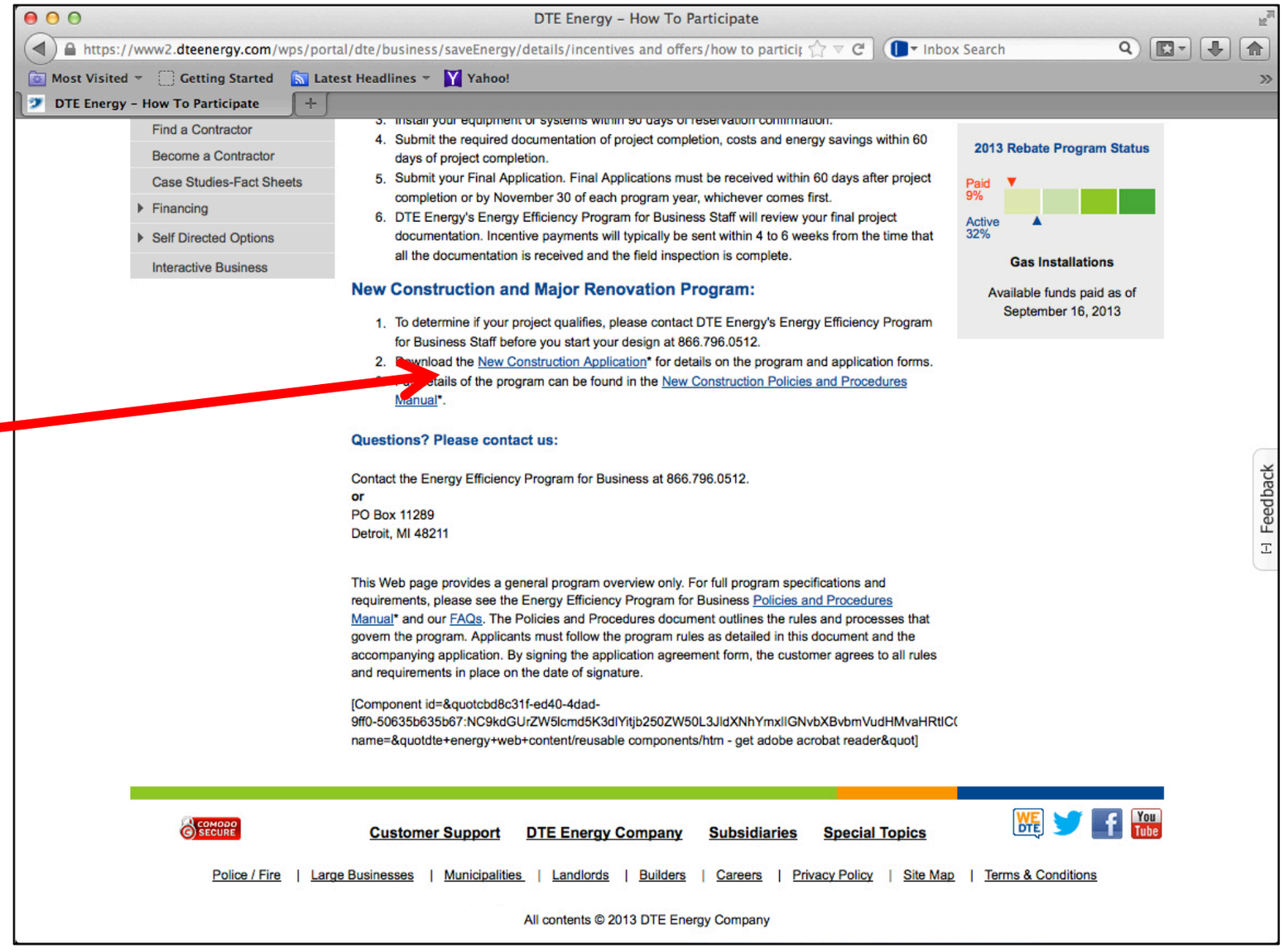

# 2014 New Construction/ Major Renovation Application

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# About our Application

Use it as a:

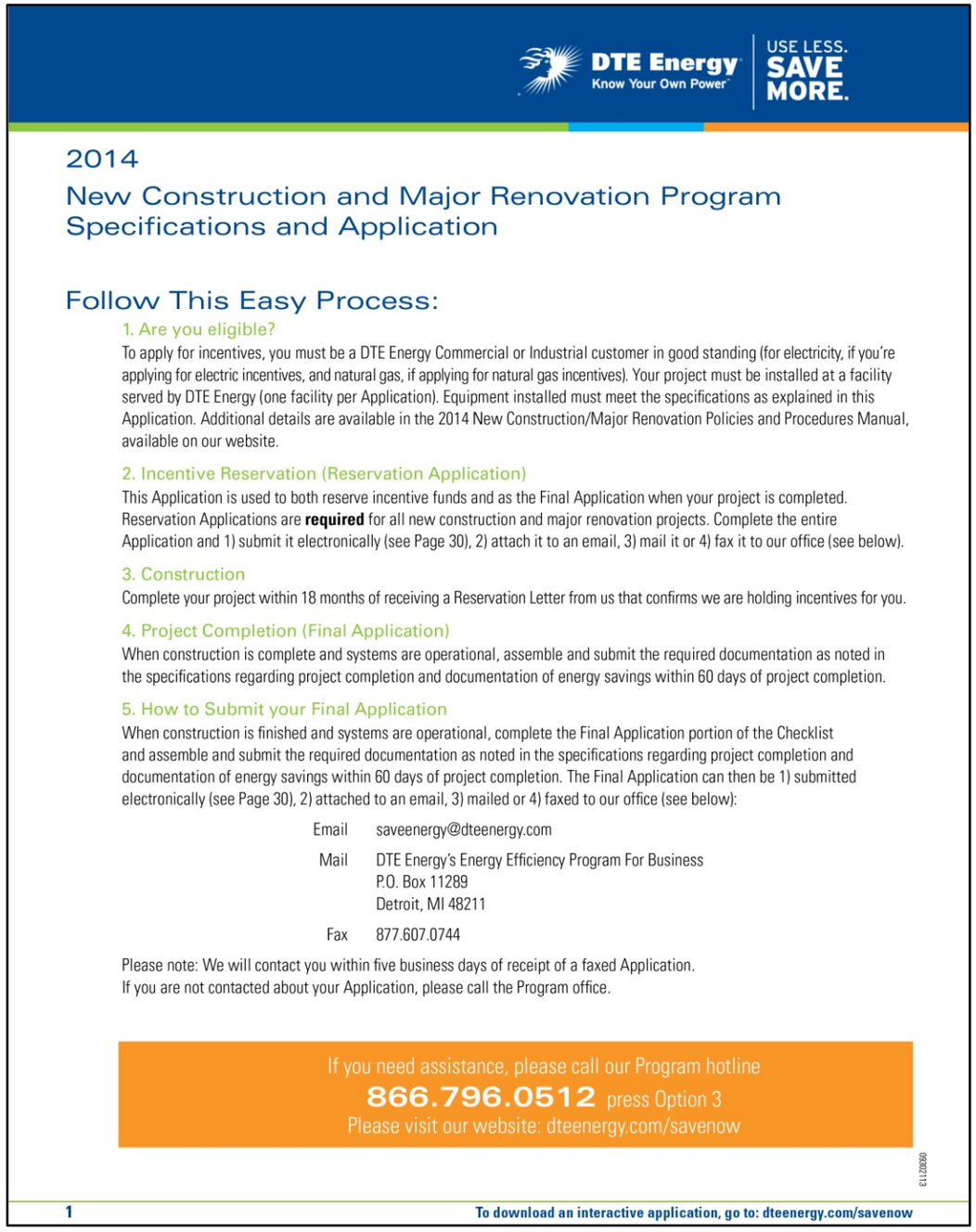
- **Reservation** Application

**NOTE:** Submit your Reservation Application only after your design changes are feasible.

***and a***

- **Final** Application

**Funds must be reserved for all new construction/major renovation projects.**



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

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

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

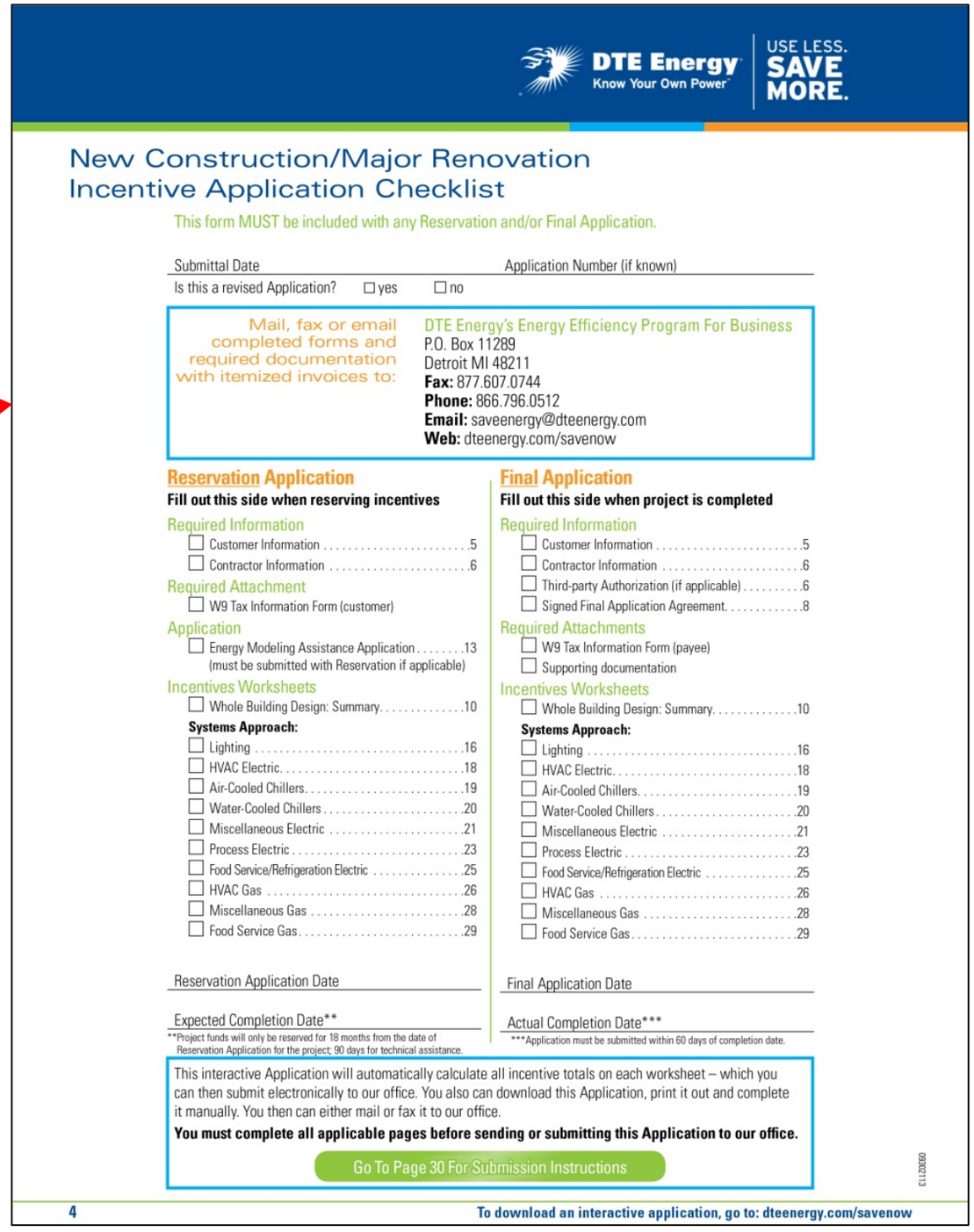
09320113

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

# About our Application

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

- Application **Checklist**
- Customer Information Sheet
- All relevant Incentive Worksheets
- Final Application Agreement
- Supporting Information, including invoices and product specifications



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## New Construction/Major Renovation Incentive Application Checklist

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

Submittal Date _____ Application Number (if known) _____

Is this a revised Application? ☐ yes ☐ no

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

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

### Reservation Application

**Fill out this side when reserving incentives**

Required Information
- ☐ Customer Information ..... 5
- ☐ Contractor Information ..... 6

Required Attachment
- ☐ W9 Tax Information Form (customer)

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

Incentives Worksheets
- ☐ Whole Building Design: Summary ..... 10

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

Reservation Application Date _____

Expected Completion Date** _____

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

### Final Application

**Fill out this side when project is completed**

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

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

Incentives Worksheets
- ☐ Whole Building Design: Summary ..... 10

**Systems Approach:**
- ☐ Lighting ..... 16
- ☐ HVAC Electric ..... 18
- ☐ Air-Cooled Chillers ..... 19
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- ☐ Miscellaneous Electric ..... 21
- ☐ Process Electric ..... 23
- ☐ Food Service/Refrigeration Electric ..... 25
- ☐ HVAC Gas ..... 26
- ☐ Miscellaneous Gas ..... 28
- ☐ Food Service Gas ..... 29

Final Application Date _____

Actual Completion Date*** _____

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

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

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

Go To Page 30 For Submission Instructions

030213

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

# About our Application

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

**Complete this side to reserve funds before starting your project**

**Complete this side to request payment once your project is completed**

## Reservation Application

**Fill out this side when reserving incentives**

### Required Information

- ☐ Customer Information . . . . . 5
- ☐ Contractor Information . . . . . 6

### Required Attachment

- ☐ W9 Tax Information Form (customer)

### Application

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

### Incentives Worksheets

- ☐ Whole Building Design: Summary. . . . . 10

**Systems Approach:**

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

Reservation Application Date _____

Expected Completion Date** _____

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

## Final Application

**Fill out this side when project is completed**

### Required Information

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

### Required Attachments

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

### Incentives Worksheets

- ☐ Whole Building Design: Summary. . . . . 10

**Systems Approach:**

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

Final Application Date _____

Actual Completion Date*** _____

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

# Customer/Project Information

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

**Fill out the <u>project</u> and <u>customer</u> information completely**

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## Incentive Application

Customer Information

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

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

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

### Customer Information

Primary Building Type (please select one)

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

Primary Industry (if not defined by building type)

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

**This Program is not available to DTE Energy business customers in multifamily buildings consisting of five or more units per building. These customers may be eligble 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

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Fill out the contractor information completely

**If no contractor was involved, enter "self-installed."**

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

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## Incentive Application (continued)

**Primary Contractor/Distributor Information**

Name of Company _____ Trade Ally# _____

Name of Contact Person _____ Title of Contact Person _____

Contact Phone # _____ Contact Fax # _____

Contact Email Address _____

Mailing Address _____ City _____ State _____ ZIP _____

**Optional Third Party Payment Authorization**

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

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

Authorized by: _____

DTE Account Holder Signature _____ Date _____

Check should be made payable to:

Payee: Company/Individual Name _____

Mailing Address _____

City _____ State _____ ZIP _____

Contact Phone Number _____

Payee Tax Information (as entered on W9)

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

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

EIN/Federal Tax ID ☐☐–☐☐☐☐☐☐☐ **OR** Social Security Number ☐☐☐–☐☐–☐☐☐☐

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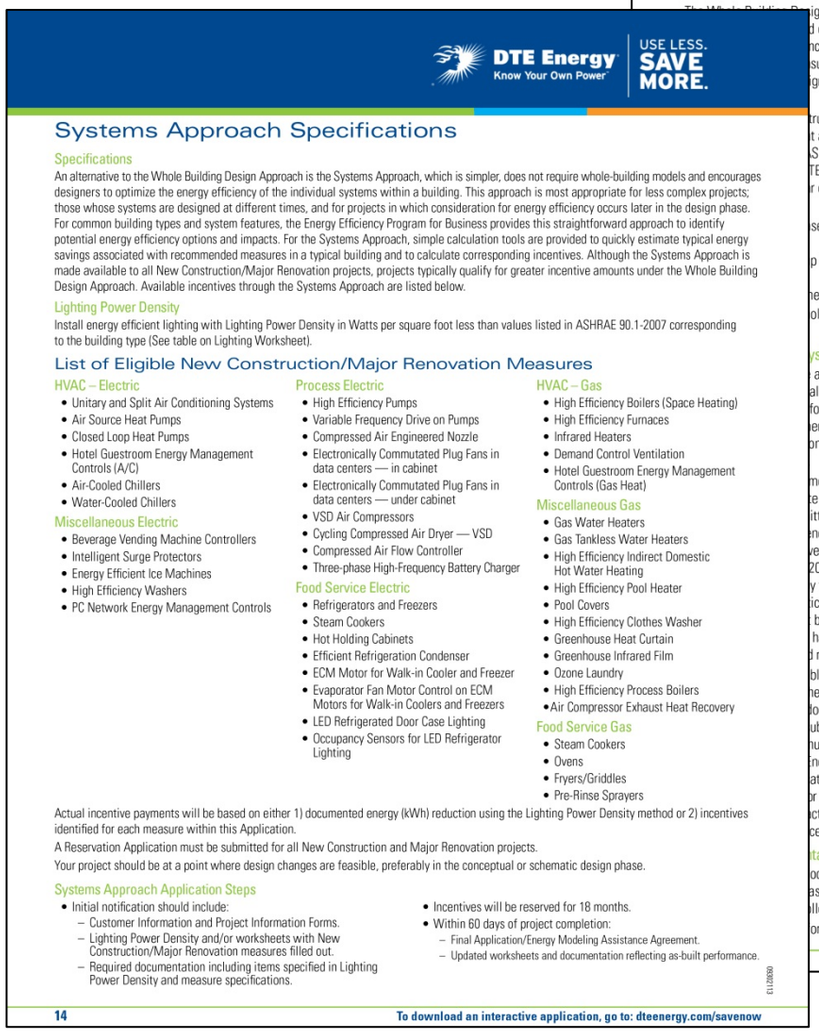
# The New Construction Application has two sections:

**Systems <u>Approach</u>** specifications & worksheets



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## Systems Approach Specifications

### Specifications

An alternative to the Whole Building Design Approach is the Systems Approach, which is simpler, does not require whole-building models and encourages designers to optimize the energy efficiency of the individual systems within a building. This approach is most appropriate for less complex projects; those whose systems are designed at different times, and for projects in which consideration for energy efficiency occurs later in the design phase. For common building types and system features, the Energy Efficiency Program for Business provides this straightforward approach to identify potential energy efficiency options and impacts. For the Systems Approach, simple calculation tools are provided to quickly estimate typical energy savings associated with recommended measures in a typical building and to calculate corresponding incentives. Although the Systems Approach is made available to all New Construction/Major Renovation projects, projects typically qualify for greater incentive amounts under the Whole Building Design Approach. Available incentives through the Systems Approach are listed below.

### Lighting Power Density

Install energy efficient lighting with Lighting Power Density in Watts per square foot less than values listed in ASHRAE 90.1-2007 corresponding to the building type (See table on Lighting Worksheet).

### List of Eligible New Construction/Major Renovation Measures

**HVAC – Electric**
- Unitary and Split Air Conditioning Systems
- Air Source Heat Pumps
- Closed Loop Heat Pumps
- Hotel Guestroom Energy Management Controls (A/C)
- Air-Cooled Chillers
- Water-Cooled Chillers

**Miscellaneous Electric**
- Beverage Vending Machine Controllers
- Intelligent Surge Protectors
- Energy Efficient Ice Machines
- High Efficiency Washers
- PC Network Energy Management Controls

**Process Electric**
- High Efficiency Pumps
- Variable Frequency Drive on Pumps
- Compressed Air Engineered Nozzle
- Electronically Commutated Plug Fans in data centers — in cabinet
- Electronically Commutated Plug Fans in data centers — under cabinet
- VSD Air Compressors
- Cycling Compressed Air Dryer — VSD
- Compressed Air Flow Controller
- Three-phase High-Frequency Battery Charger

**Food Service Electric**
- Refrigerators and Freezers
- Steam Cookers
- Hot Holding Cabinets
- Efficient Refrigeration Condenser
- ECM Motor for Walk-in Cooler and Freezer
- Evaporator Fan Motor Control on ECM Motors for Walk-in Coolers and Freezers
- LED Refrigerated Door Case Lighting
- Occupancy Sensors for LED Refrigerator Lighting

**HVAC – Gas**
- High Efficiency Boilers (Space Heating)
- High Efficiency Furnaces
- Infrared Heaters
- Demand Control Ventilation
- Hotel Guestroom Energy Management Controls (Gas Heat)

**Miscellaneous Gas**
- Gas Water Heaters
- Gas Tankless Water Heaters
- High Efficiency Indirect Domestic Hot Water Heating
- High Efficiency Pool Heater
- Pool Covers
- High Efficiency Clothes Washer
- Greenhouse Heat Curtain
- Greenhouse Infrared Film
- Ozone Laundry
- High Efficiency Process Boilers
- Air Compressor Exhaust Heat Recovery

**Food Service Gas**
- Steam Cookers
- Ovens
- Fryers/Griddles
- Pre-Rinse Sprayers

Actual incentive payments will be based on either 1) documented energy (kWh) reduction using the Lighting Power Density method or 2) incentives identified for each measure within this Application.

A Reservation Application must be submitted for all New Construction and Major Renovation projects.

Your project should be at a point where design changes are feasible, preferably in the conceptual or schematic design phase.

### Systems Approach Application Steps

- Initial notification should include:
  - Customer Information and Project Information Forms.
  - Lighting Power Density and/or worksheets with New Construction/Major Renovation measures filled out.
  - Required documentation including items specified in Lighting Power Density and measure specifications.
- Incentives will be reserved for 18 months.
- Within 60 days of project completion:
  - Final Application/Energy Modeling Assistance Agreement.
  - Updated worksheets and documentation reflecting as-built performance.

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## Whole Building Approach – Specifications

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

truction and major renovation projects are only
t are at least 10% more energy efficient than
SHRAE 90.1-2007 Standards. The following
TE Energy customers based on the calculated
r only) according to the level of efficiency over

seline energy savings: $0.08 per kWh

p to 30%, energy savings: $0.10 per kWh

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

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

mentation will be analyzed to determine project
e the baseline energy usage. Applicants will
itting complete documentation that indicates
energy savings. We reserve the right to require
verification for any project. Where applicable,
2007, Appendix G, will be the guideline. In
y this standard, DTE Energy will rely on industry
ices. Customers agree to abide by DTE Energy's
baselines, which will be based on conservative
hard data. Projects where a baseline energy
d may be disqualified.
ble to clearly describe the method used to
e applicant must provide all assumptions used
document the source for these assumptions. DTE
ubmittal, and is solely responsible for the final
ual energy savings to be used in calculating the
nergy also reserves the right to require specific
ation activities, including monitoring both before
r construction and to base the incentive payment
ctivities. The final incentive payment will be
ce of the as-built systems.

tation:
ocumentation as described in the Policies and
ase attach supporting documentation, including,
llowing:
or the modeling program

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

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

### Energy Modeling Assistance Incentive Requirements

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

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

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

### Whole Building Approach with Energy Modeling Assistance Application Steps

Initial notification should include
- Customer Information and Project Information Forms.

Once Energy Model shows savings at least 10% beyond baseline:
- Signed Final Application/Energy Modeling Agreement (Requesting half of Energy Modeling Assistance Incentive).
- Energy Modeling Assistance Worksheet.
- Performance Summary with required documentation as specified on sheet.

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

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**Whole Building <u>Approach</u>** specifications & worksheets

- Including an Energy Modeling Assistance Worksheet

# 2014 New Construction/ Major Renovation Application

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**The interactive PDF file will automatically calculate anticipated incentives.**

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## Systems Approach – Food Service/Refrigeration Electric

### Refrigerators and Freezers Incentive Worksheet

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

### Steam Cookers Incentive Worksheet

| Equipment Type | Type | Incentive | Unit | # of Units | Total Incentive |
|---|---|---|---|---|---|
| ENERGY STAR® Steam Cookers | 3 Pan, Electric | $450.00 | Cooker | | |
| | 4 Pan, Electric | $600.00 | Cooker | | |
| | 5 Pan, Electric | [illegible] | Cooker | | |
| | 6 Pan, Electric | $900.00 | Cooker | | |

### Hot Holding Cabinets Incentive Worksheet

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

### Other Incentive Worksheet

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

### Energy Efficient Ice Machines

| Equipment Type | Incentive | Unit | # of Units | Total Incentive |
|---|---|---|---|---|
| < 500 lbs | $150.00 | Machine | | |
| 500 to 1,000 lbs | $250.00 | Machine | | |
| > 1,000 lbs | [illegible] | Machine | | |

Total Food Service/Refrigeration Electric Incentives

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# 2014 New Construction/ Major Renovation Application

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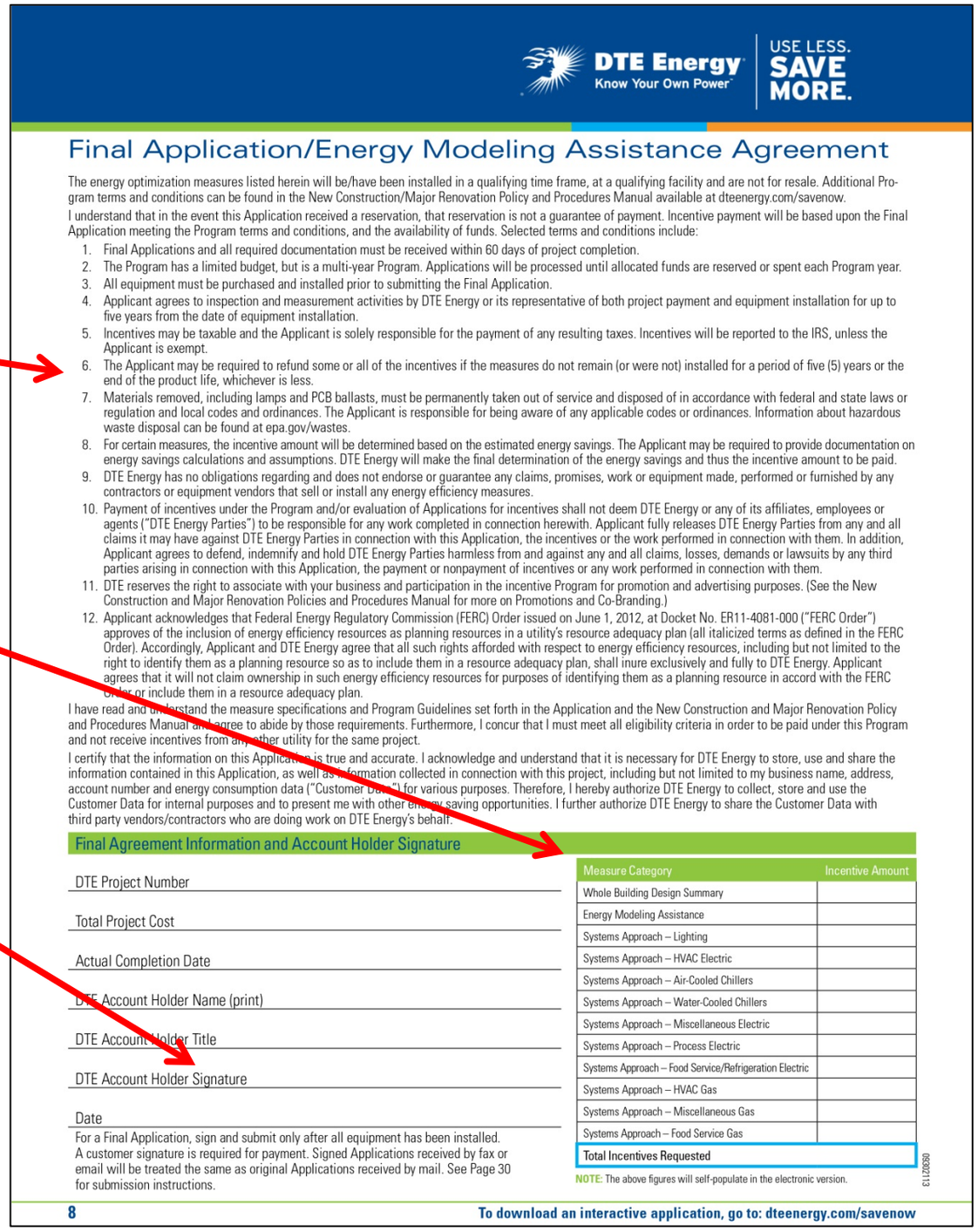
## The Final Application

**Page 8** serves as the:

- **Final Application/Energy Modeling Assistance Agreement**
- **Incentive Summary**
- **Account Holder Signature** area.

**In the interactive PDF:**

- **I**ncentives are automatically entered from each completed worksheet and totaled.



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### Final Application/Energy Modeling Assistance Agreement

The energy optimization measures listed herein will be/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 New Construction/Major Renovation Policy and Procedures Manual available at dteenergy.com/savenow.

I understand that in the event this Application received a reservation, that reservation is not a guarantee of payment. Incentive payment will be based upon the Final Application meeting the Program terms and conditions, and the availability of funds. Selected terms and conditions include:

1. Final Applications and all required documentation must be received within 60 days of project completion.
2. The Program has a limited budget, but is a multi-year Program. Applications will be processed until allocated funds are reserved or spent each Program year.
3. All equipment must be purchased and installed prior to submitting the Final Application.
4. Applicant agrees to inspection and measurement activities by DTE Energy or its representative of both project payment and equipment installation for up to five years from the date of equipment installation.
5. Incentives may be taxable and the Applicant is solely responsible for the payment of any resulting taxes. Incentives will be reported to the IRS, unless the Applicant is exempt.
6. The Applicant may be required to refund some or all of the incentives if the measures do not remain (or were not) installed for a period of five (5) years or the end of the product life, whichever is less.
7. Materials removed, including lamps and PCB ballasts, must be permanently taken out of service and disposed of in accordance with federal and state laws or regulation and local codes and ordinances. The Applicant is responsible for being aware of any applicable codes or ordinances. Information about hazardous waste disposal can be found at 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 reserves the right to associate with your business and participation in the incentive Program for promotion and advertising purposes. (See the New Construction and Major Renovation Policies and Procedures Manual for more on Promotions and 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 New Construction and Major Renovation 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.

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

| Measure Category | Incentive Amount |
|---|---|
| Whole Building Design Summary | |
| Energy Modeling Assistance | |
| Systems Approach – Lighting | |
| Systems Approach – HVAC Electric | |
| Systems Approach – Air-Cooled Chillers | |
| Systems Approach – Water-Cooled Chillers | |
| Systems Approach – Miscellaneous Electric | |
| Systems Approach – Process Electric | |
| Systems Approach – Food Service/Refrigeration Electric | |
| Systems Approach – HVAC Gas | |
| Systems Approach – Miscellaneous Gas | |
| Systems Approach – Food Service Gas | |
| Total Incentives Requested | |

NOTE: The above figures will self-populate in the electronic version.

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# 2014 New Construction/ Major Renovation Application

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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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### Final Application/Energy Modeling Assistance Agreement

The energy optimization measures listed herein will be/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 New Construction/Major Renovation Policy and Procedures Manual available at dteenergy.com/savenow.

I understand that in the event this Application received a reservation, that reservation is not a guarantee of payment. Incentive payment will be based upon the Final Application meeting the Program terms and conditions, and the availability of funds. Selected terms and conditions include:

1. Final Applications and all required documentation must be received within 60 days of project completion.
2. The Program has a limited budget, but is a multi-year Program. Applications will be processed until allocated funds are reserved or spent each Program year.
3. All equipment must be purchased and installed prior to submitting the Final Application.
4. Applicant agrees to inspection and measurement activities by DTE Energy or its representative of both project payment and equipment installation for up to five years from the date of equipment installation.
5. Incentives may be taxable and the Applicant is solely responsible for the payment of any resulting taxes. Incentives will be reported to the IRS, unless the Applicant is exempt.
6. The Applicant may be required to refund some or all of the incentives if the measures do not remain (or were not) installed for a period of five (5) years or the end of the product life, whichever is less.
7. Materials removed, including lamps and PCB ballasts, must be permanently taken out of service and disposed of in accordance with federal and state laws or regulation and local codes and ordinances. The Applicant is responsible for being aware of any applicable codes or ordinances. Information about hazardous waste disposal can be found at 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 reserves the right to associate with your business and participation in the incentive Program for promotion and advertising purposes. (See the New Construction and Major Renovation Policies and Procedures Manual for more on Promotions and 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 New Construction and Major Renovation 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.

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

| Measure Category | Incentive Amount |
|---|---|
| Whole Building Design Summary | |
| Energy Modeling Assistance | |
| Systems Approach – Lighting | |
| Systems Approach – HVAC Electric | |
| Systems Approach – Air-Cooled Chillers | |
| Systems Approach – Water-Cooled Chillers | |
| Systems Approach – Miscellaneous Electric | |
| Systems Approach – Process Electric | |
| Systems Approach – Food Service/Refrigeration Electric | |
| Systems Approach – HVAC Gas | |
| Systems Approach – Miscellaneous Gas | |
| Systems Approach – Food Service Gas | |
| Total Incentives Requested | |

NOTE: The above figures will self-populate in the electronic version.

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

# 2014 New Construction/ Major Renovation Application

DTE Energy® Know Your Own Power™ | USE LESS. SAVE MORE.

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

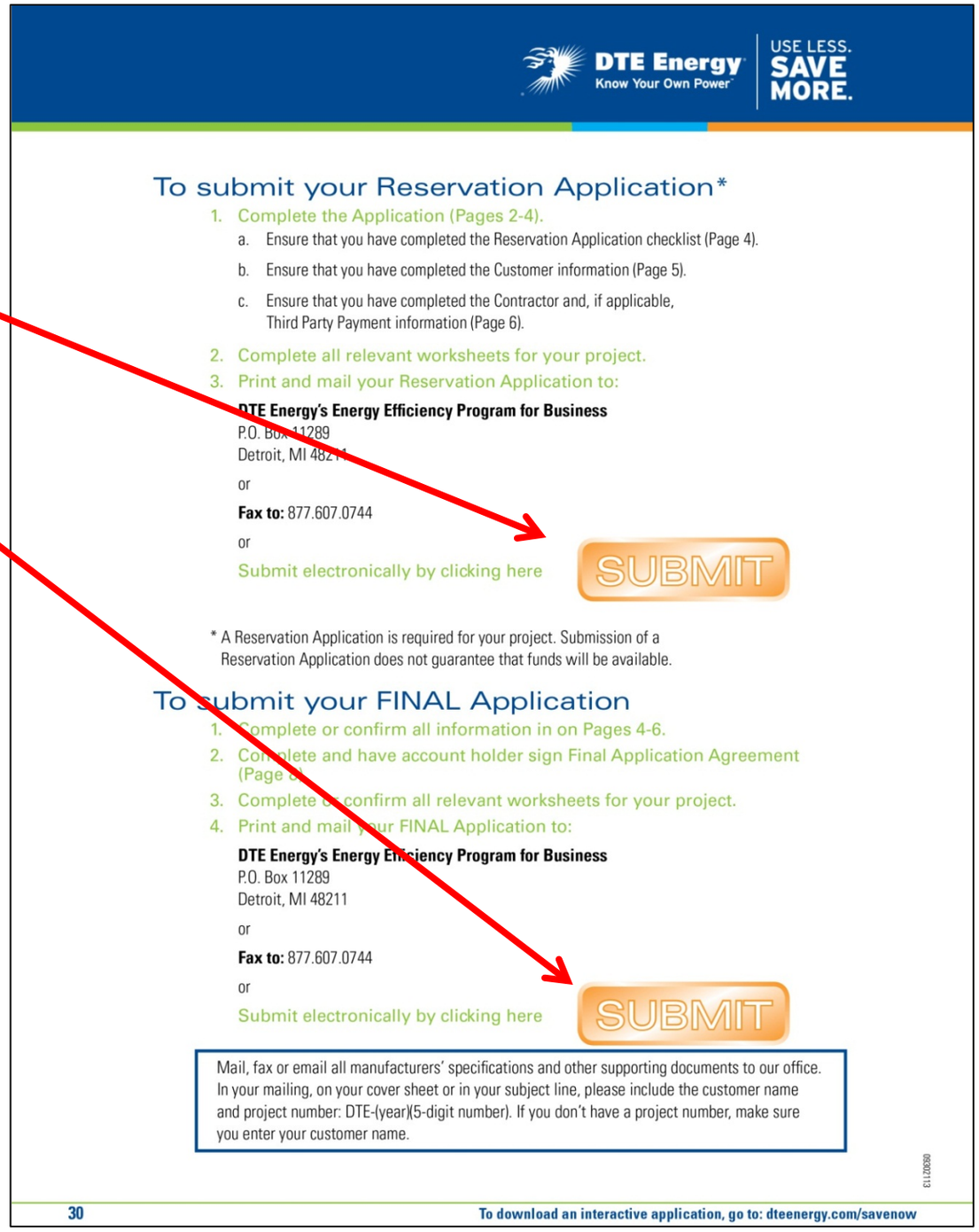
**Automatically:**

- Your email will be launched,
- our email inserted,
- the subject line entered

and

- your Application attached.

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



DTE Energy® Know Your Own Power™ | USE LESS. SAVE MORE.

To submit your Reservation Application*

1. Complete the Application (Pages 2-4).
   a. Ensure that you have completed the Reservation Application checklist (Page 4).
   b. Ensure that you have completed the Customer information (Page 5).
   c. Ensure that you have completed the Contractor and, if applicable, Third Party Payment information (Page 6).
2. Complete all relevant worksheets for your project.
3. Print and mail your Reservation Application to:

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

or

**Fax to:** 877.607.0744

or

Submit electronically by clicking here SUBMIT

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

To submit your FINAL Application

1. Complete or confirm all information in on Pages 4-6.
2. Complete and have account holder sign Final Application Agreement (Page 6).
3. Complete or confirm all relevant worksheets for your project.
4. Print and mail your FINAL Application to:

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

or

**Fax to:** 877.607.0744

or

Submit electronically by clicking here SUBMIT

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

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# Documentation

Show all documentation – plans/drawings and spec sheets – that support your Application, such as:

- For Lighting Power Density:
  - Fixture schedule
  - Dimensional drawings supporting square footage
  - Spec sheets for lamps and ballasts
- For rooftop units/chiller/HVAC equipment:
  - Show mechanical schedule
  - Spec sheet for installed equipment

# Whole Building Design Approach

Include:

- All modeling reports.
  - Must be an executable file.
- Full set of drawings/plan.
  - Must include dimensional drawings supporting square footage

# Being complete and accurate

DTE Energy
Know Your Own Power™

USE LESS. SAVE MORE.

## Be complete and accurate:

More than 25% of all Applications are missing **required** information…

*…and these are the most common omissions:*

1. **Estimated or Actual Completion Date**
2. **DTE Energy Account Number**
3. **Modeling information/supporting documentation**
4. **Product Specification Sheets**
5. **Correct tax ID and status***

**Remember:**

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

**If you are applying for incentives for the first time, a copy of your W9 will ensure payment is made quickly and accurately*

# Thank you for joining us today!

And a thank you to our:

**Vendors • Presenters • Customers**

# 2014 Training Schedule

~~**March 6:** Energy Efficient Cooling Systems~~

**June 5:** Michigan Energy Code for New Construction/Major Renovations (LEED)

**Oct. 16:** EMS Systems: Somerset Inn, Troy

# 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

Trade Ally website: dtetradeally.com

in: www.linkedin.com/in/dteenergysaveenergy