



LATEST NEWS & PROGRAM HIGHLIGHTS



WHAT'S INSIDE:

- A review of all mid-year Program changes
- Dispelling the myths of energy efficiency
- TA training set for Grand Rapids
- Mark the date
- Project of the Month

SECOND QUARTER 2017

NEWS YOU CAN USE

A REVIEW OF NEW MEASURES; OTHER CHANGES IMPLEMENTED

Responding to recent legislative updates and changing demands on the **Energy Efficiency Program for Business**, a series of changes to the Program were implemented over a two-month period.

The first revisions announced on **April 1** included eliminating screw-in LEDs from the Program — although they remain available through DTE's [midstream lighting program](#).

However, because some customers and contractors continue to apply for rebates on this lighting in their applications, new language was added to the Application — on both our prescriptive worksheet lighting pages and custom worksheets (see images below).

For more on which LEDs are acceptable in our Program, see **Version 4** of the Application or the Policies & Procedures Manual.

These LED alerts appear on the Application.

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

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



Other changes announced in **April** included:

- **New measures:** The Program added 21 new electric and 34 new gas measures.
- **DLC-listed lighting:** The Program announced that non-listed LED lighting may be eligible for prescriptive and custom projects under certain circumstances. To apply, you must use the [Non-DLC Product Approval Form](#). Fluorescent and CFL lighting continues to be ineligible for custom projects.

Then on **June 1**, more changes were announced:

- **Project Cap:** The Project Cap was eliminated; the Customer caps for electric (\$1 million) and gas (\$300,000) remains unchanged.
- **Michigan-Made Bonus:** The bonus was suspended until further notice.*
- **Multi-Measure Bonus:** The bonus was suspended until further notice.*
- **Specification change:** The specification was revised for the following Process Gas measure: [PG-21- Air Compressor Exhaust Heat Recovery](#). (See the Catalog for the revised specifications.)
- **Incentive changes:** Incentives were revised for 15 natural gas measures.

To ensure you have the latest versions of our documents, those with changes are identified with the **V4: 6/1/17** version date.

*For a period of time, the Online Application will continue to display both the Michigan-Made and Multi-Measure bonuses, but they will **not** be calculated.



YOU CAN HELP ENSURE PROMPT INCENTIVE PAYMENTS

To ensure that your customer's incentive payment is made in a timely fashion, make sure you submit all supporting documentation with your Final Application.

The checklists on Page 3 of the Application itemize the documents that **must** be attached to your Application in order for it to be processed in a timely manner.

In addition, submit the payee's W-9 even sooner — with the Reservation Application — if possible. In many cases, this missing document is one of the items delaying payment.

The other two items are a signed third-party authorization form and the signed (by the customer) Final Agreement.

If any documentation is missing, you can expect an email or a phone call from one of our project coordinators, one of our engineers or an energy advisor requesting the information.

Finally, to ensure you have the latest versions of our Program documents, look for those identified as Version 4.

If you have questions, contact us.

MIDSTREAM FOOD SERVICE PROGRAM

OUR PROGRAM ADDRESSES THE MYTHS OF EE EQUIPMENT

There are several myths, misconceptions and challenges associated with purchasing energy efficient (EE) food service equipment — and DTE's **Midstream Food Service Program** addresses all of them.

1. One common misconception is that because high efficiency equipment uses less fuel to power the unit, they are not performing as well as their cheaper, inefficient economy counterparts.

Fact: While it's true that high efficiency models use less energy, this is because they are designed to utilize the energy more effectively and reduce any wasted energy that is not going into the cooked product.

2. Another misconception is that expensive high efficiency equipment cannot stand up to the demands of restaurant operations and when they need to be repaired, it costs more.

Fact: While there are always costs to maintain and repair any piece of food service equipment, the overall lifetime cost of an energy efficient piece vs. an economy version is dramatically less.

3. High efficiency equipment is more expensive to purchase than a less-efficient, economy version — so the savings don't offset the investment.

Fact: Industry experts have a great tool on their websites that assists with reducing the resistance to the upfront costs. For example, the Fisher Nickel "Life Cycle & Energy Cost Calculator" allows anyone to compare different available models of all commercial cooking equipment so you can see the overall lifetime operational cost of the units, including energy and maintenance costs.

In addition, while EE units might be more expensive than standard efficiency equipment, DTE's new **Midstream Food Service Program** helps customers afford the high-efficiency versions by offering point-of-sale discounts — especially important to those who need to replace a piece of cooking or refrigeration equipment in a hurry.

To take advantage of the discounts being offered through the program, a DTE customer visits a participating dealer/distributor who confirms eligibility, makes the sale (at a pre-determined discounted price) and then gets reimbursed for the discount — *plus a bonus*.

Which is where **you** come in: We're always looking for new partners in the program, so if you're interested, visit the program website — dtefoodservice.com — and click on the "Become a Dealer" link.

MEASURES ADDED TO MIDSTREAM FOOD SERVICE PROGRAM, TOO

Seven new measures have been added to the DTE Midstream Food Service Program.

If you have a customer needing new commercial kitchen equipment — or are interested in becoming a participating distributor — visit dtefoodservice.com — or call our office at 866.796.0512 (option 3).

ELECTRIC

ENERGY STAR® Commercial Glass Door Refrigerators	\$75-\$200	Unit
ENERGY STAR® Commercial Glass Door Freezers	\$75-\$200	Unit
ENERGY STAR® Fryers	\$150	Unit
ENERGY STAR® Griddles	\$300	Unit
ENERGY STAR® Convection Ovens	\$250	Unit
Combination Ovens	\$1,800	Unit

NATURAL GAS

Commercial Conveyor Ovens	\$300-\$400	Unit
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UPCOMING EVENTS

DESIGNATED TRADE ALLY TRAINING TO BE OFFERED IN GRAND RAPIDS

If you're not already a Designated Trade Ally (TA) with the **Energy Efficiency Program for Business** — or need to renew your status, plan on attending our next TA training session.

Our regular sessions are held from 8:30 – 10:30 a.m. on the second Thursday of every month in the New Center One Building in Detroit.

And to make attendance easier for our contractors on the west side of the state, on **July 13** and **Aug. 10**, we'll be hosting Designated Trade Ally training in Grand Rapids.

For information on how to register for either session, visit the Trade Ally website (dtetradeally.com) and click on our Events Page.

MARK YOUR FALL CALENDAR FOR ADVANCED LIGHTING SESSION

Pencil in the date: Oct. 3 at the MSU Education Center in Troy. That's when we'll be holding the fall technical training seminar on **Advanced Lighting**.

We'll be posting registration information on the Trade Ally

website — dtetradeally.com — as soon as details are available.

If you have an idea or suggestion for a technical seminar, contact us at: saveenergy@dteenergy.com

PROJECT OF THE MONTH

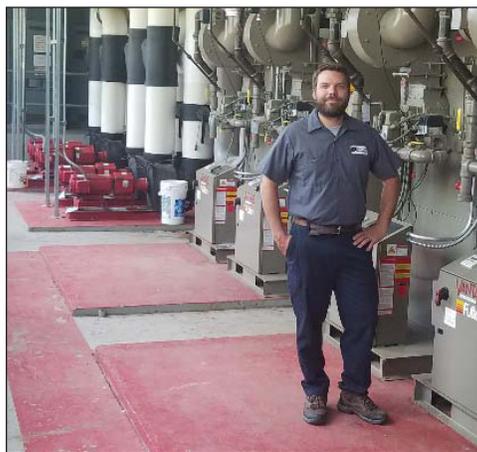
JUNE: RIVER CITY MECHANICAL & KENTWOOD PUBLIC SCHOOLS

The school year may have come to an end for students, but many school facility upgrades and maintenance projects are just beginning.

For example, Kentwood School District officials in Grand Rapids are ensuring their students have a safe, comfortable learning environment when they return in the fall by completing their annual CSD-1 boiler testing with the help of River City Mechanical.

CSD-1 testing is required in the state of Michigan on all commercial boilers and needs to be completed by a state licensed contractor.

The contractor completed testing across all the district's facilities, including 17 schools and 1.7 million square feet of buildings. River City Mechanical then helped the district apply for



Tim Geets, LEED HVAC technician at River City Mechanical, in front of the Fulton Vantage 4,000,000 BTU boilers at East Kentwood High School.

tune-up incentives through the DTE **Energy Efficiency Program for Business**.

Altogether, the district received more than \$15,000 in rebates — and is expected to save nearly 2,700 Mcf in annual natural gas consumption and

nearly \$8,532 in annual energy costs.

The money saved through the rebates and reduced energy costs can now be used on the education of the district's 8,800 students.

ABOUT RIVER CITY MECHANICAL

River City Mechanical is a full-service mechanical contractor with almost two decades of professional business in the West Michigan area.

WANT YOUR PROJECT FEATURED?

Each month, we highlight a project completed by one of our Trade Allies. If you would like one of your projects considered for our Project of the Month, please email: lauren.harris@dnvgl.com with the subject line "Project of the Month."