



**2017**  
**New Construction**  
and  
**Major Renovation**



# **Douglas Kot**

**Head of Section • DNV GL  
LEED-accredited • USGBC member**



# Introduction to the LEED v4 RATING SYSTEMS

Douglas Kot, AIA, AICP, LEED Faculty



# INTRODUCTIONS

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# HOW MANY HAVE WORKED ON A LEED PROJECT?

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## HOW HAS LEED IMPROVED FOR V4?

- INCREASED **TECHNICAL RIGOR**
- INCREASED PERFORMANCE **THRESHOLDS**
- ESTABLISHED RATING SYSTEM **ALIGNMENT**
- IMPROVED PROJECT **TEAM EXPERIENCE**
- STREAMLINED** SERVICES
- IMPROVED **DOCUMENTATION**

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## LEARNING OBJECTIVES

- Define LEED v4 system goals and the connection to credit requirements
- Identify key improvements in LEED v4 from previous versions of LEED
- Identify **synergies** between credits both within and between credit categories
- Recognize how rating system structure and credit requirements **improve project team experience**
- Recognize how credit requirements lead to **higher performing buildings** and market transformation



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## AGENDA

- INTRODUCTION TO LEED V4
- A FLEXIBLE RATING SYSTEM
- INTEGRATIVE PROCESS
- PERFORMANCE IN LEED V4 CREDITS
- WRAP UP AND RESOURCES

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## CONTINUING EDUCATION

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## INTRODUCTION TO LEED V4

- System goals + weightings process
- Development + improvements
- Foundations

A FLEXIBLE RATING SYSTEM

INTEGRATIVE PROCESS

PERFORMANCE IN LEED V4 CREDITS

WRAP UP AND RESOURCES

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## MINIMUM PROGRAM REQUIREMENTS

1. Must be in a permanent location on existing land
2. Must use reasonable site boundaries
3. Must comply with project size requirements

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MARKET TRANSFORMATION

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## What hasn't changed



100 point based system

Regional Priority points

Innovation points

LEED AP credential

Copyright © 2017 USGBC

## What's changed



Added new credit category

Addresses 21 market sectors

Includes international in requirements

Focused on performance

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# LEED 2009 vs. LEED V4

## IMPACT CATEGORIES

CLIMATE CHANGE
INDOOR ENVIRONMENTAL QUALITY
RESOURCE DEPLETION
HUMAN HEALTH CRITERIA
WATER INTAKE
HUMAN HEALTH - CANCEROUS
ECOTOXICITY
EUTROPHICATION
HABIT ALTERATION
HUMAN HEALTH - NONCANCEROUS
SMOG FORMATION
OZONE DEPLETION
ACIDIFICATION



## SYSTEM GOALS

CLIMATE CHANGE
HUMAN HEALTH
BIODIVERSITY
WATER
SUSTAINABLE MATERIALS
COMMUNITY
ECONOMY

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# LEEDV4 SYSTEM GOALS

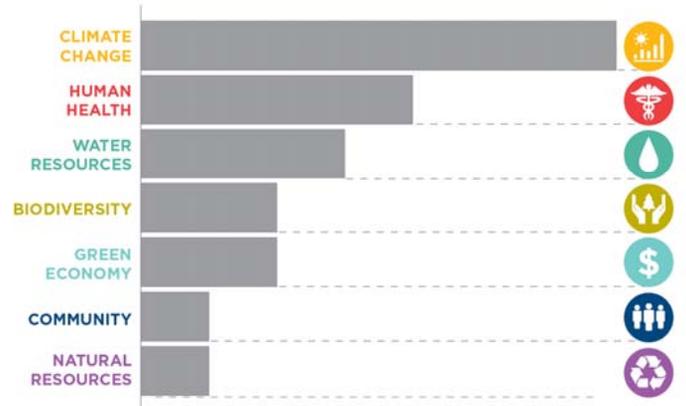
- Reduce contribution to **global climate change**
- Enhance individual **human health**
- Protect and restore **water resources**
- Protect and enhance **biodiversity and ecosystem services**
- Promote **sustainable and regenerative** material cycles
- Build a **green economy**
- Enhance **community quality of life**

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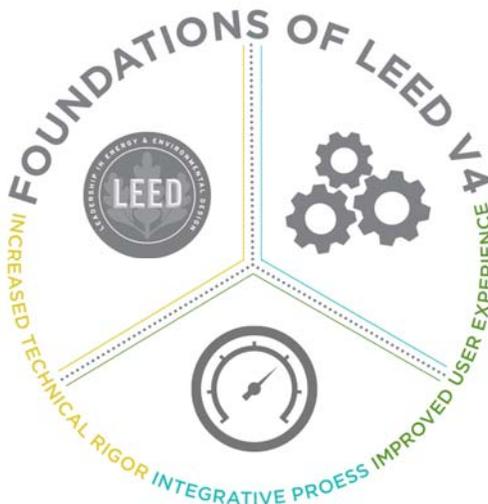
# Allocating Points in LEED

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## BIGGEST POINT VALUE = BEST OUTCOME



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- INTRODUCTION TO LEED V4
- A FLEXIBLE RATING SYSTEM**
- INTEGRATIVE PROCESS
- PERFORMANCE IN LEED V4 CREDITS
- WRAP UP AND RESOURCES

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INTRODUCTION TO LEED V4

A FLEXIBLE RATING SYSTEM

- GLOBALIZATION
- Adaptations
- Alignment

INTEGRATIVE PROCESS

PERFORMANCE IN LEED V4 CREDITS

WRAP UP AND RESOURCES

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**147** COUNTRIES & TERRITORIES  
AROUND THE WORLD

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**BD+C, ID+C, AND EBOM  
EQ PREREQUISITE MINIMUM INDOOR AIR  
QUALITY PERFORMANCE**



U.S. Standard: ASHRAE 62.1-2010  
European Standards: CEN EN 15251:2007  
EN 13779:2007  
A local standard is available as well.

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INTRODUCTION TO LEED V4

A FLEXIBLE RATING SYSTEM

- Globalization
- **ADAPTATIONS**
- Alignment

INTEGRATIVE PROCESS

PERFORMANCE IN LEED V4 CREDITS

WRAP UP AND RESOURCES

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**THINK  
ABOUT IT**

**What type of  
projects have you  
done with LEED?**

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**BD+C**  
 NEW CONSTRUCTION  
 HEALTHCARE  
 CORE AND SHELL  
 DATA CENTERS  
 HOSPITALITY  
 WAREHOUSE AND  
 DISTRIBUTION CENTERS  
 SCHOOLS  
 RETAIL

**ID+C**  
 COMMERCIAL INTERIORS  
 HOSPITALITY  
 RETAIL

**EB: O+M**  
 EXISTING BUILDINGS  
 HOSPITALITY  
 DATA CENTERS  
 WAREHOUSE AND  
 DISTRIBUTION CENTERS  
 SCHOOLS  
 RETAIL

**HOMES**  
 HOMES  
 MID RISE

**ND**  
 NEIGHBORHOOD  
 DEVELOPMENT PLAN  
 NEIGHBORHOOD  
 DEVELOPMENT

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INTRODUCTION TO LEED V4

A FLEXIBLE RATING SYSTEM

- Globalization
- Adaptations
- **ALIGNMENT**

INTEGRATIVE PROCESS

PERFORMANCE IN LEED V4 CREDITS

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Improved Documentation



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INTRODUCTION TO LEED V4

A FLEXIBLE RATING SYSTEM

**INTEGRATIVE PROCESS**

- Overview/Background
- Integrative Process in LEED v4

PERFORMANCE IN LEED V4 CREDITS

WRAP UP AND RESOURCES

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# INTEGRATIVE PROCESS

noun.

1. an iterative, collaborative approach that involves a project's stakeholders in the process from visioning through completion of construction and throughout building operation.

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“Ideally, each member of the project team in integrative design will have a clearly defined role and area of expertise.”

Fundamentals of Integrated Design for Sustainable Building  
by M. Keeler and B. Burke

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## ROLES & RESPONSIBILITIES



ARCHITECTS

ENGINEERS

FACILITY MANAGERS

INTERIOR DESIGNERS

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## The Benefits

- Hear from all voices
- Map the process with milestones
- Add value in process
- Benefit all phases with life cycle approach
- Use resources efficiently (energy/water)
- Achieve higher value building
- Reduce costs
- Reduce change orders

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**IP Credit**  
Integrative Process  
1 point

- Conduct preliminary research and analysis related to energy and water use.
- Engage the project owner and primary project team in a goal-setting workshop.
- Evaluate the proposed goals and performance targets for feasibility by exploring possible energy and water strategies.
- Document how analysis informed – and potentially changed - design and building form.

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LEEDv4 CREDIT:  
**INTEGRATIVE PROCESS**



IDENTIFY AND USE OPPORTUNITIES TO ACHIEVE SYNERGIES  
ACROSS DISCIPLINES AND BUILDING SYSTEMS

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**ENERGY-RELATED  
SYSTEMS**



DISCOVERY IMPLEMENTATION

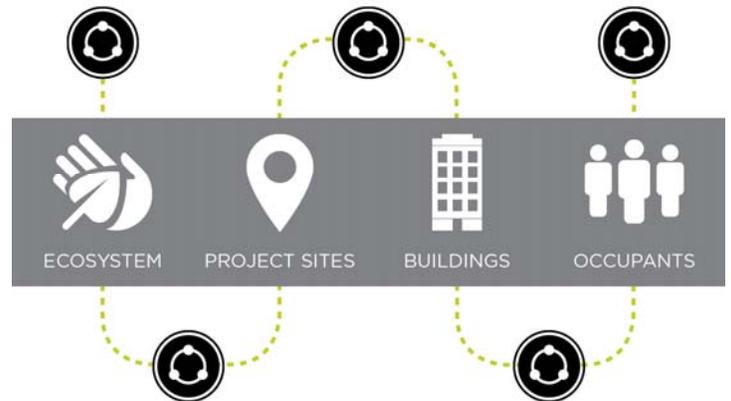
**WATER-RELATED  
SYSTEMS**



DISCOVERY IMPLEMENTATION

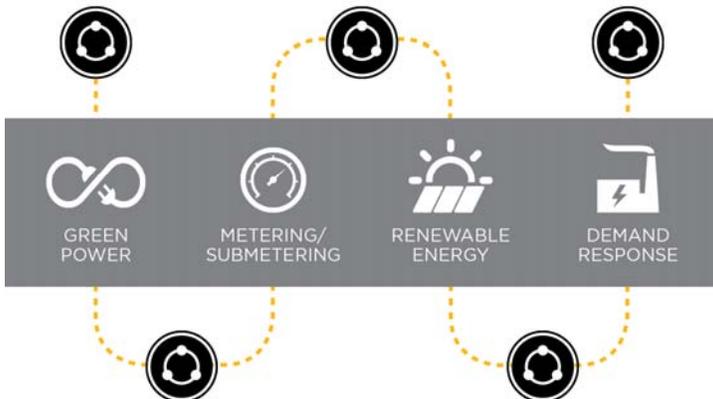
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INTEGRATIVE PROCESS + **SUSTAINABLE SITES**



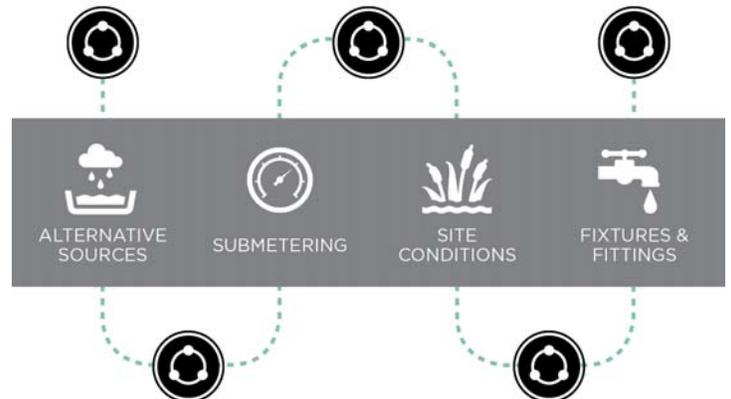
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INTEGRATIVE PROCESS + **ENERGY IMPROVEMENT**



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INTEGRATIVE PROCESS + **WATER IMPROVEMENT**



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INTRODUCTION TO LEED V4

A FLEXIBLE RATING SYSTEM

INTEGRATIVE PROCESS

PERFORMANCE IN LEED V4 CREDITS

- Foundation in LEED v4
- Performance in credit categories

WRAP UP AND RESOURCES

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You can't  
manage  
what you  
don't  
measure.



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## LEEDv4 SYSTEM GOALS

- Reduce contribution to **global climate change**
- Enhance individual **human health**
- Protect and restore **water resources**
- Protect and enhance **biodiversity and ecosystem services**
- Promote **sustainable and regenerative** material cycles
- Build a **green economy**
- Enhance **community quality of life**

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HOMES AND MULTI-FAMILY

NEIGHBORHOOD DEVELOPMENT

BUILDING DESIGN & CONSTRUCTION

INTERIOR DESIGN & CONSTRUCTION

EXISTING  
BUILDINGS  
OPERATIONS &  
MAINTENANCE



DESIGN



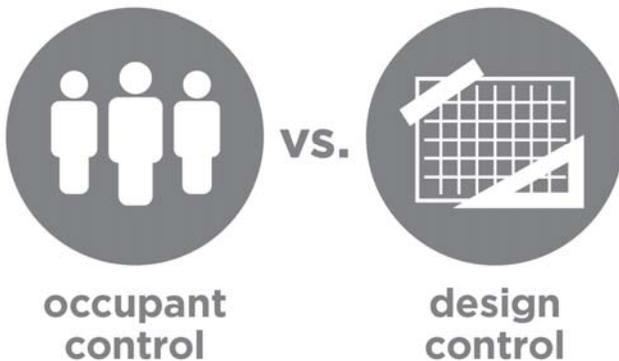
CONSTRUCTION



OPERATIONS

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## PERFORMANCE OUTCOME



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# ACTIVITY

## Getting started with LEED v4

Working in a small group, define a common project type that some in the group are working on or that you are most familiar with.

Try to identify the LEED V4 Credits that may be the most difficult to achieve and those that may be easiest to achieve within the region.

What credits are the most important to achieve?

Mark your checklist (Easy as "Yes," difficult as "Maybe")

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# BREAK

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## LOCATION AND TRANSPORTATION

SUSTAINABLE SITES

WATER EFFICIENCY

ENERGY AND ATMOSPHERE

MATERIALS AND RESOURCES

INDOOR ENVIRONMENTAL QUALITY

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## LOCATION & TRANSPORTATION

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LEEDv4 BD+C & ID+C PERFORMANCE-RELATED CREDIT:  
LEED FOR NEIGHBORHOOD DEVELOPMENT LOCATION



Photo Credits: Heather Beal

Alternative compliance path to all of the LT credits in LEED BD+C and ID+C  
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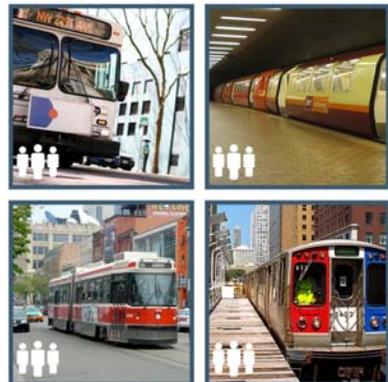


**LT Credit**  
Access to Quality Transit

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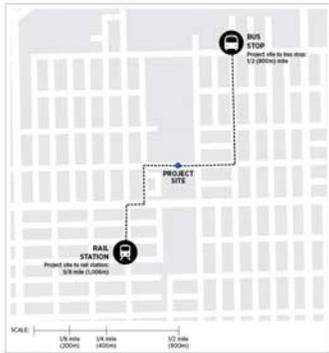
LEEDv4 BD+C & ID+C PERFORMANCE-RELATED CREDIT:  
ACCESS TO QUALITY TRANSIT



MULTIMODAL TRANSPORTATION CHOICES

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## IDENTIFY TRANSIT STOPS WITH ½ MILE WALKING DISTANCE



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## MINIMUM DAILY TRANSIT SERVICE FOR PROJECTS

### WITH MULTIPLE TRANSIT TYPES (BUS, STREETCAR, RAIL, OR FERRY)

WEEKDAY TRIPS	WEEKEND TRIPS	POINTS BD&C (EXCEPT C (ORE AND SHELL))	POINTS BD&C (CORE AND SHELL)	POINTS ID&C
72	40	1	1	2
144	108	3	3	5
360	216	5	6	7

### BONUS POINTS FOR DIVERSITY OF TRANSIT TYPES - WITH COMMUTER RAIL OR FERRY SERVICE ONLY

WEEKDAY TRIPS	WEEKEND TRIPS	POINTS (ALL PROJECTS)
24	6	1
40	8	2
60	12	3

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### LT Credit Reduced Parking Footprint

#### CASE 1

For projects *not* meeting either: Surrounding Density and Diverse Uses or Access to Quality Transit

#### CASE 2

For projects achieving at least 1 point for either: Surrounding Density and Diverse Uses to Access to Quality Transit

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Estimate parking demand  
Use strategies to reduce parking demand

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### CREDIT STRATEGIES

- 1 Telecommuting
- 2 Shuttle services
- 3 Shared parking
- 4 Sell units separately
- 5 Transit subsidy
- 6 Compressed work week schedules

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### LT Credit Green Vehicles

#### OPTION 1

Electric vehicle chargers

or

#### OPTION 2

Liquid, gas, or battery facilities

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LOCATION AND TRANSPORTATION

**SUSTAINABLE SITES**

WATER EFFICIENCY

ENERGY AND ATMOSPHERE

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**SUSTAINABLE SITES**

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**SS Credit**  
Site Assessment

Investigate and document site elements to inform project design and performance

1 point

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LEEDv4 BD+C PERFORMANCE-RELATED CREDIT:  
**SITE ASSESSMENT**



EARLY ANALYSIS OF SITE FACTORS

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LEEDv4 BD+C & EBOM PERFORMANCE-RELATED CREDIT:  
**SITE DEVELOPMENT - PROTECT OR RESTORE HABITAT**



VEGETATION REQUIREMENTS TO INCLUDE THE BUILDING FOOTPRINT



SETBACK REQUIREMENT REPLACED WITH MINIMUM PRESERVATION STANDARDS



EXPANDED SOIL REQUIREMENTS INCLUDE DISTURBED AND COMPACTED SOILS

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ENERGY AND ATMOSPHERE

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## WATER EFFICIENCY

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### **WE Prerequisite** Outdoor Water Use Reduction 30% reduction

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[http://www.epa.gov/watersense/water\\_budget/application.html](http://www.epa.gov/watersense/water_budget/application.html)

USGBC

Obtain precipitation data  
and evapotranspiration rates

Determine vegetated area

Identify plant types  
and coverage

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### **WE Prerequisite** Building-level Water Metering

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#### LEEDv4 BD+C & EBOM PERFORMANCE-RELATED CREDIT: **BUILDING-LEVEL WATER METERING**



WHOLE BUILDING WATER  
METERING AND DATA SHARING

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## DETERMINE METERS FOR YOUR PROJECT

multiple sources of potable water → multiple meters

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SUSTAINABLE SITES

WATER EFFICIENCY

**ENERGY AND ATMOSPHERE**

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**THINK ABOUT IT**

**How do you think holistically about energy demand, efficiency, and sources?**

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**EA Prerequisite**

**Building-level Energy Metering**

Capture data on total building-level energy consumption

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LEEDv4 BD+C & EBOM PERFORMANCE-RELATED CREDIT:  
**BUILDING-LEVEL ENERGY METERING**



TRACK AND PROVIDE BUILDING-LEVEL DATA REPRESENTING TOTAL BUILDING ENERGY CONSUMPTION

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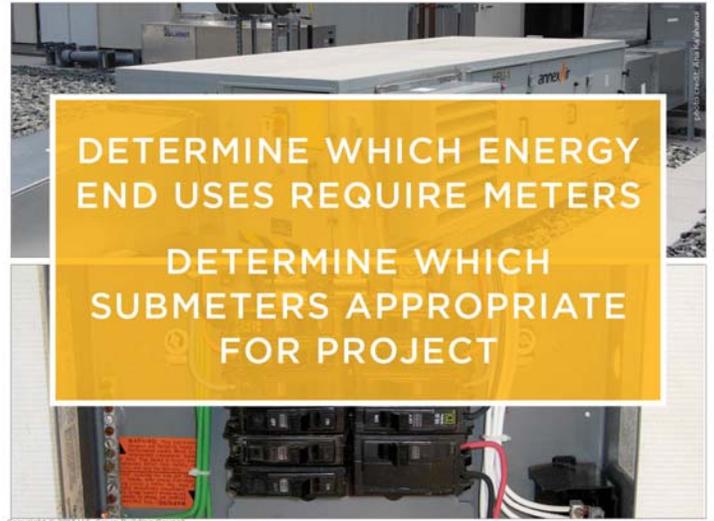


**EA Credit**

**Advanced Energy Metering**

Track system-level energy use  
1 point

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**DETERMINE WHICH ENERGY  
END USES REQUIRE METERS**

**DETERMINE WHICH  
SUBMETERS APPROPRIATE  
FOR PROJECT**

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**EA Credit**

**Optimize Energy Performance**

**OPTION 1**

Whole-building  
energy simulation

**1-18 POINTS**  
1-16 POINTS (SCHOOLS)  
1-20 POINTS (HEALTHCARE)

**or**

**OPTION 2**

Prescriptive  
compliance:  
ASHRAE Advanced  
Energy Design  
Guide

**6 POINTS POSSIBLE**

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**REFERENCED STANDARD**

**ANSI/ASHRAE/IESNA  
Standard 90.1-2010**

[www.ashrae.org](http://www.ashrae.org)

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*then:*

**ASHRAE 90.1-2007**

*now:*

**ASHRAE 90.1-2010**

**IMPROVED LIGHTING  
CONTROLS**



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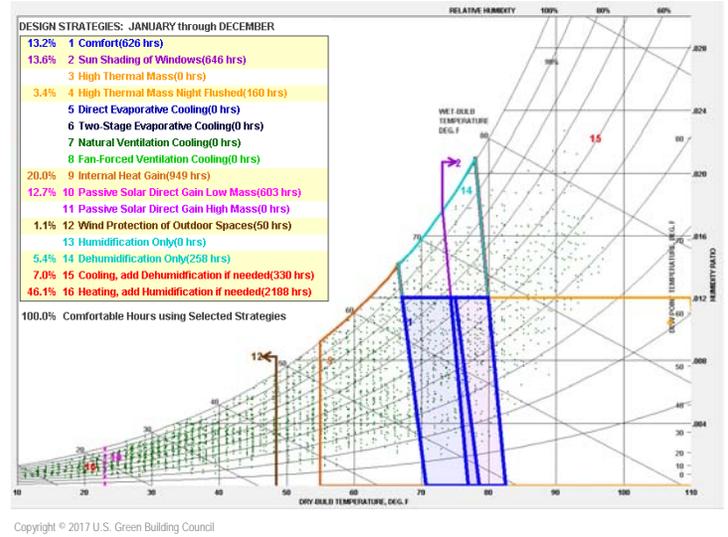
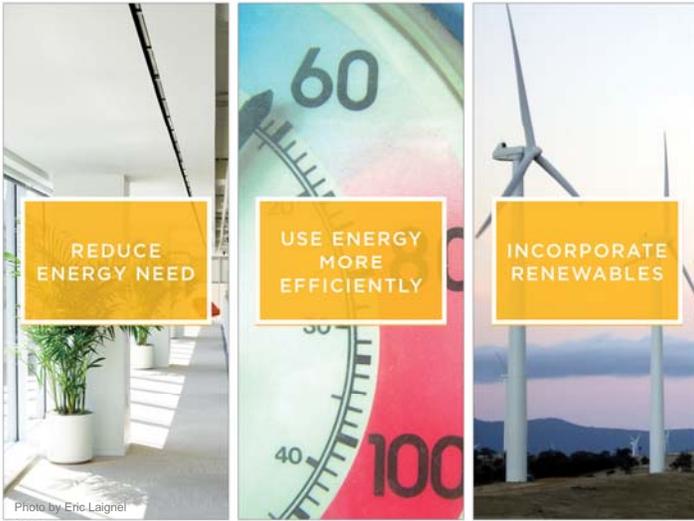
**OPTION 1.**

**Whole-building  
energy simulation**

Identify requirements for  
concept-level energy modeling

Engage qualified energy  
modeler to create  
preliminary model

Analyze various  
efficiency measures



## OPTION 2. ASHRAE 50% Advanced Energy Design Guide

Select building type and  
review requirements

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## OPTION 3. Advanced Buildings™ Core Performance™ Guide (Prerequisite only)

Achieve requirements of  
Sections 1 & 2, and parts  
of Section 3 of CPG

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### EA Credit Demand Response

CASE 1

Demand response  
program available

2 POINTS

or

CASE 2

Demand response  
program not  
available

1 POINT

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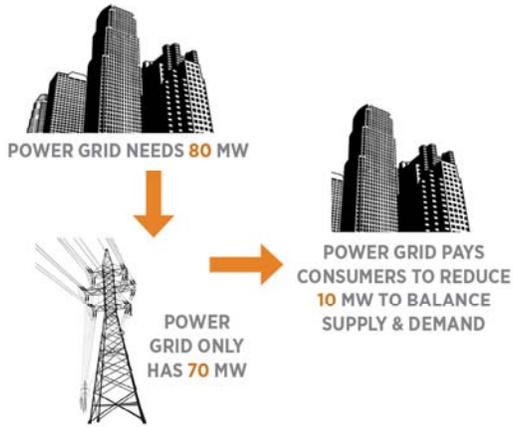
### LEEDv4 BD+C & EBOM PERFORMANCE-RELATED CREDIT: DEMAND RESPONSE



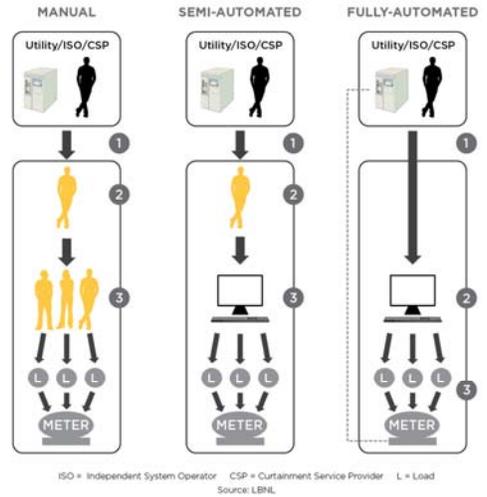
PARTICIPATE IN DEMAND  
RESPONSE PROGRAMS THROUGH  
LOAD SHEDDING OR SHIFTING

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# DEMAND RESPONSE



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LOCATION AND TRANSPORTATION

SUSTAINABLE SITES

WATER EFFICIENCY

ENERGY AND ATMOSPHERE

**MATERIALS AND RESOURCES**

INDOOR ENVIRONMENTAL QUALITY

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## MATERIALS AND RESOURCES

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### MR Prerequisite and Credit

Construction and Demolition Waste Management

**PREREQUISITE**  
CWM plan developed  
Final waste report

**CREDIT**  
Meet diversion thresholds  
for identified waste streams

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LEEDv4 BD+C & ID+C PERFORMANCE-RELATED CREDIT:  
CONSTRUCTION & DEMOLITION WASTE MANAGEMENT



REDUCE AND DIVERT  
CONSTRUCTION WASTE

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**material streams**  
must be diverted

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**SINGLE ATTRIBUTES**

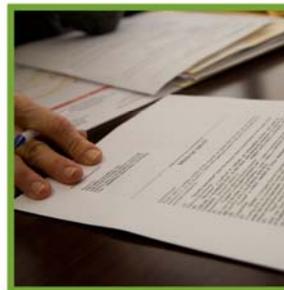
**MULTIPLE ATTRIBUTES**



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LEEDv4 BD+C & ID+C PERFORMANCE-RELATED CREDIT:  
BUILDING PRODUCT DISCLOSURE AND OPTIMIZATION -  
ENVIRONMENTAL PRODUCT DECLARATIONS



DISCLOSURE PATH



OPTIMIZATION PATH

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**transparency brief**

*(noun)* Short version of an Environmental  
Product Declaration

**program operator**

*(noun)* The entity that registers an  
Environmental Product Declaration

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**cradle-to-gate**

*(noun)*

Analysis of a product's partial  
life-cycle, from resource extraction  
(cradle) to factory gate (before it is  
transported for distribution and sale).

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LEEDv4 BD+C & ID+C PERFORMANCE-RELATED CREDIT:  
**INTERIOR LIGHTING**



PROVIDE LIGHTING CONTROL  
AND LIGHTING QUALITY

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LEEDv4 BD+C & ID+C PERFORMANCE-RELATED CREDIT:  
**ACOUSTIC PERFORMANCE**



PROMOTE OCCUPANTS' WELL-BEING,  
PRODUCTIVITY, AND COMMUNICATIONS

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LEEDv4 BD+C & ID+C PERFORMANCE-RELATED CREDIT:  
**QUALITY VIEWS**



GIVE BUILDING OCCUPANTS A CONNECTION  
TO THE NATURAL OUTDOOR ENVIRONMENT

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LEEDv4 BD+C & ID+C PERFORMANCE-RELATED CREDIT:  
**LOW EMITTING MATERIALS**



ENTIRE ASSEMBLY OF MATERIALS  
MUST MEET THRESHOLDS FOR  
LOW EMISSIONS

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# VOC Budget

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INTRODUCTION TO LEED V4

A FLEXIBLE RATING SYSTEM

INTEGRATIVE PROCESS

PERFORMANCE IN LEED V4 CREDITS

**WRAP UP AND RESOURCES**

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## SUMMARY

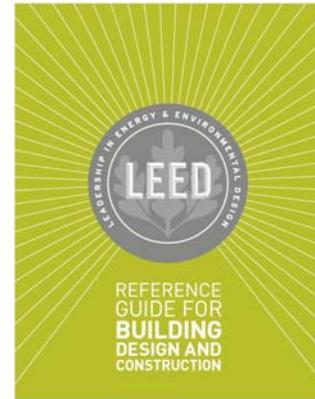
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[usgbc.org/resources/leed-v4-user-guide](http://usgbc.org/resources/leed-v4-user-guide)

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## QUESTIONS

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**THANK YOU**  
For questions contact:  
[leedv4@usgbc.org](mailto:leedv4@usgbc.org)  
Douglas Kot, email: [douglas.kot@dnvgl.com](mailto:douglas.kot@dnvgl.com)

MICHIGAN STATE UNIVERSITY  
Eli Broad College of Business  
MEC  
U.S. GREEN BUILDING COUNCIL  
CHAPTER  
DTE Energy



**Mark Atkinson**  
Outreach/Energy Advisor



## Agenda

- Program Overview
- Program Incentives
- New Construction and Major Renovation
  - Choosing an Approach
    - Systems Approach
    - LEED Whole Building Approach
  - LEED Design Review Assistance
- Program Catalog & Applications
- Downloading the Catalog & Application
- Special Offers
- About our Designated Trade Allies



# Program Overview



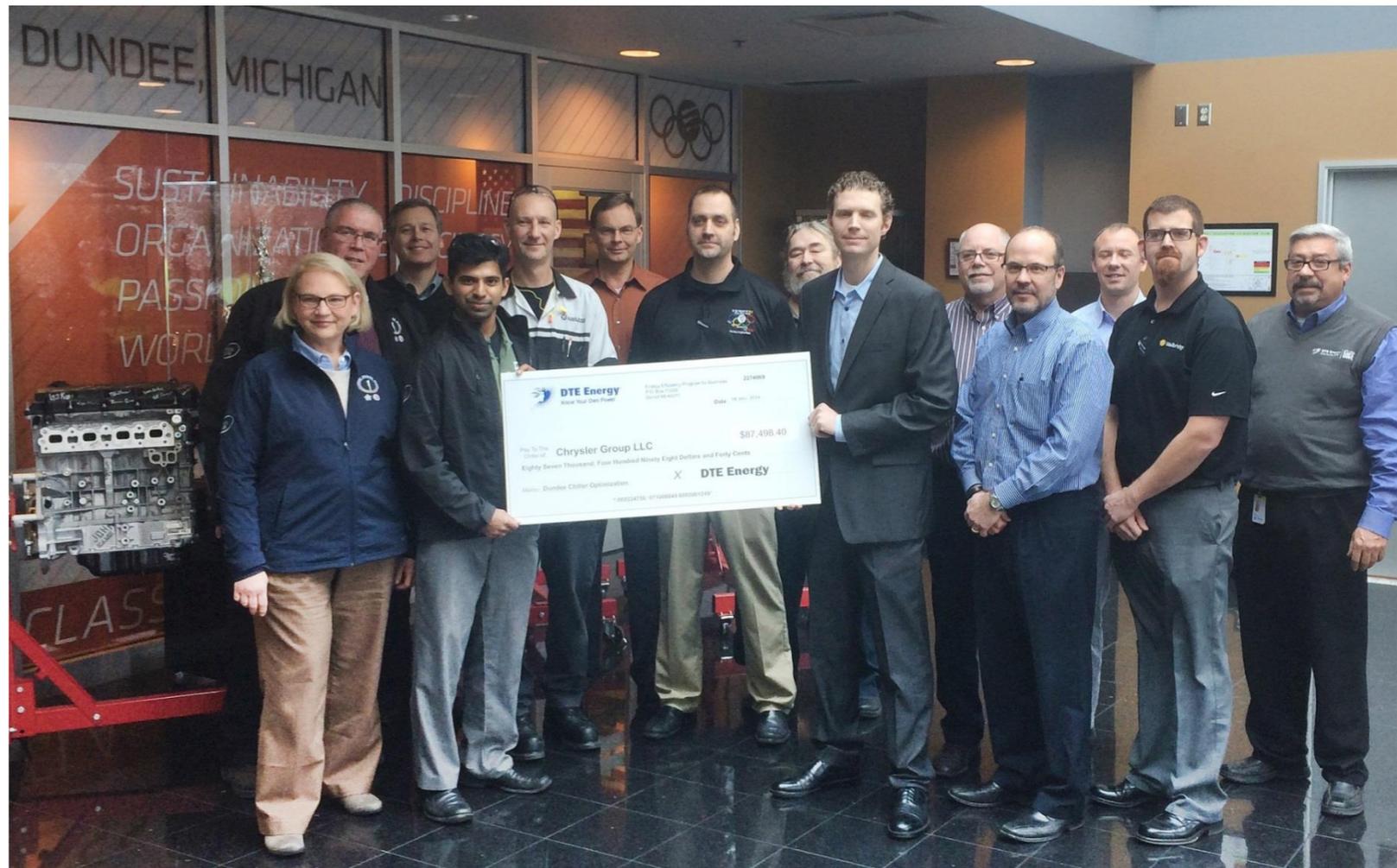
## Program funding

- **Michigan Public Act 295 (2008): statewide “Energy Optimization Surcharge” added to all ratepayers’ bills to:**
  - Help customers save energy, manage costs.
  - Help reduce generation, offset new capacity.
- **This “surcharge” is rebated through the program as cash incentives that:**
  - Target specific energy-saving equipment and technologies.
  - Encourage energy-efficiency building and systems design.



## Since 2009:

- More than **\$127 million** in cash incentives has been paid to Michigan business customers
- More than **41,000 projects** have been completed



\*As of September 2016



## Impact of saving energy

Our customers have realized savings of:

- **13 million Mcf** in natural gas
- **5,000 GWh** in electricity
- **\$400 million** in total energy costs



These energy savings translate into **4 million tons** of **CO<sub>2</sub>** not being pumped into the atmosphere

*\*Household data based on estimates from the U.S. Energy Information Administration.*

*\*CO<sub>2</sub> calculations based on U.S. Environmental Protection Agency guidelines.*

## Program Funding Levels

- Funding gauges are posted and updated every week to provide real-time information on the Program's progress throughout the year:
  - [www.dteenergy.com/savenow](http://www.dteenergy.com/savenow) (below)
  - [www.dtetradeally.com](http://www.dtetradeally.com) (right)



2016 Rebate Funds Available  
as of 09/19/2016

98%  
Natural Gas Reserved

100%  
Electric Reserved

2016 Rebate Funds Available  
as of 09/19/2016

51%  
Natural Gas Paid

60%  
Electric Paid



## For a customer to receive incentives

- Qualified measures must be installed at facilities served by DTE
- 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
  - *We have an agriculture program for those on a residential meter*



## **These do not qualify for an incentive**

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



# Program Incentives

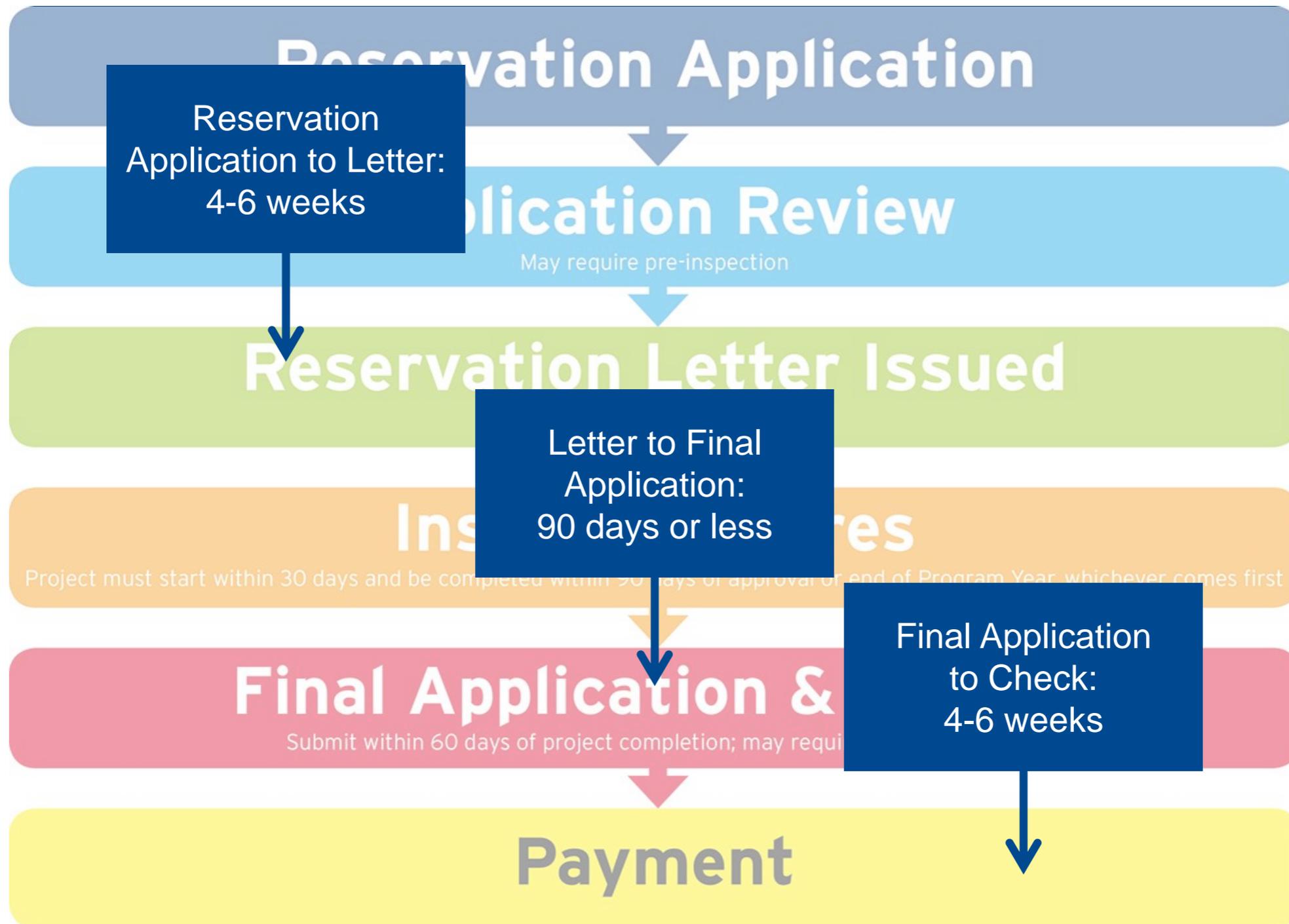


## The Timeline





## The Timeline





## Three types of program incentives

### Prescriptive

- **Defined** measures and incentives for the installation of one-for-one energy efficiency improvements
- Incentives average 20%-50% of the incremental cost

### Custom

- **Capital investment** projects that are **NOT** eligible for prescriptive incentives may qualify
- Incentives are calculated on a case-by-case basis and are paid per-kWh/Mcf of energy saved

### New Construction Major Renovation

- **New facilities or the major renovations** of existing facilities
- Change of use projects
- Adding load



## Project Reservations

### Prescriptive

- Reservation Applications are not required for **most** prescriptive measures, **BUT** they are **highly recommended**.
- It **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
- It **is required** for the LEED Design Review Assistance incentive

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



## Prescriptive

### **Prescriptive Incentives:** How they work

- **Pre-determined** measures with specific energy savings and cash incentives in these categories:

#### **ELECTRIC**

- Lighting
- HVAC
- Miscellaneous
- Process
- Food Service

#### **NATURAL GAS**

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



## Custom

### **Custom Incentives:** How they work

- Capital investment projects that are **NOT** eligible for a Prescriptive incentive may qualify
- Custom Incentives are determined on a case-by-case basis and are paid per-kWh or per-Mcf
  - Examples include:
    - ✓ Heat recovery
    - ✓ Lighting retrofits not 1-for-1

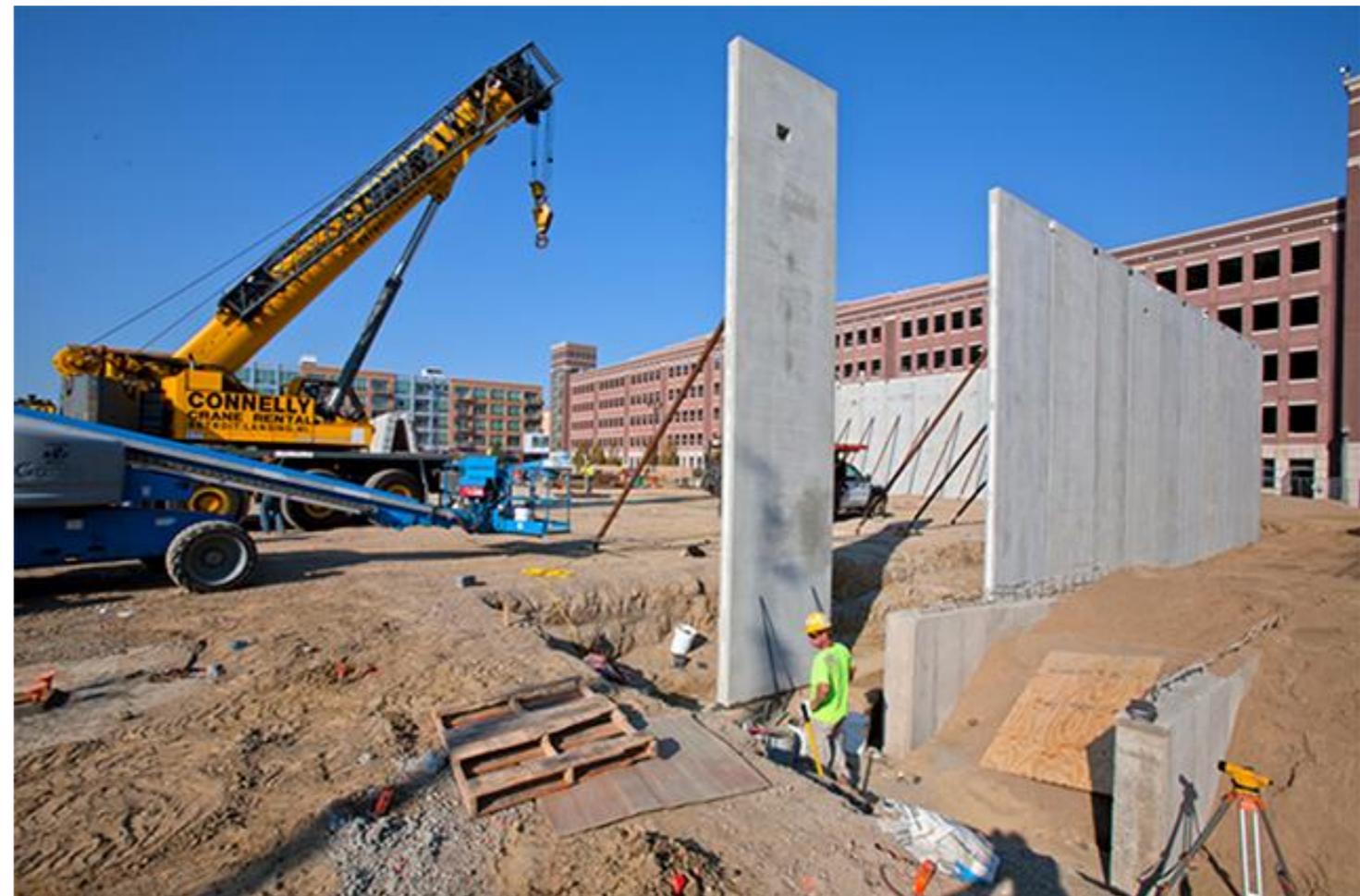


# **New Construction Major Renovation Incentives**

## New Construction Major Renovation

### **New Construction/MR:** How it works

- New facilities or major renovations of existing facilities
- Change of use
- Adding load





## New Construction Major Renovation

# New Construction/MR: Incentives

- **Systems Approach**
  - Pre-determined measures designed to optimize efficiency of individual systems
    - ✓ Measures found in the prescriptive section of Application
    - ✓ Lighting Power Density found in back of Application
- **LEED Design Review Assistance**
  - \$1,500 for LEED project certification
- **LEED Whole Building Approach**
  - Incentives based on three levels of LEED certification

## New Construction Major Renovation

### **Important Information:** Deadlines

- Projects that are pursuing LEED certification are reserved only for the current Program year.
  - If projects need to be extended into the next Program year, they will be subject to the new Program incentive levels.
- There is a 90-day reservation period for LEED Design Review Assistance and Systems Approach projects.

## New Construction Major Renovation

### **Important Information:** Deadlines

- You must complete your project by the date indicated on the Reservation Letter or by Nov. 30, 2017, whichever comes first
- Final Applications must be submitted within 60 days of project completion or by Nov. 30, 2017, whichever comes first
- Any incomplete Final Application submitted on Nov. 30, 2017, may be cancelled
- Any Final Application submitted after Nov. 30, 2017, may be cancelled



## New Construction Major Renovation

# New Construction/MR: Which Approach?

Do you have an eligible New Construction or Major Renovation Project?

Yes

Will you be pursuing  
LEED Certification?

No

Apply for Systems Approach  
(prescriptive) Incentives

Yes

Have you received your LEED  
Design Review Decisions?

No

Apply for LEED Design Review  
Assistance Incentive

Yes

Apply for LEED Whole Building Approach Incentives

## New Construction Major Renovation

### Systems Approach: How it works

Incentives for select equipment (now found in the Prescriptive section of the Application – look for this icon: ):

- Lighting Power Density Improvements (interior/exterior)
- Sensors & Controls for Daylighting
- HVAC
- Process Electric
- Water Heating
- Food Service & Refrigeration

#### Other HVAC

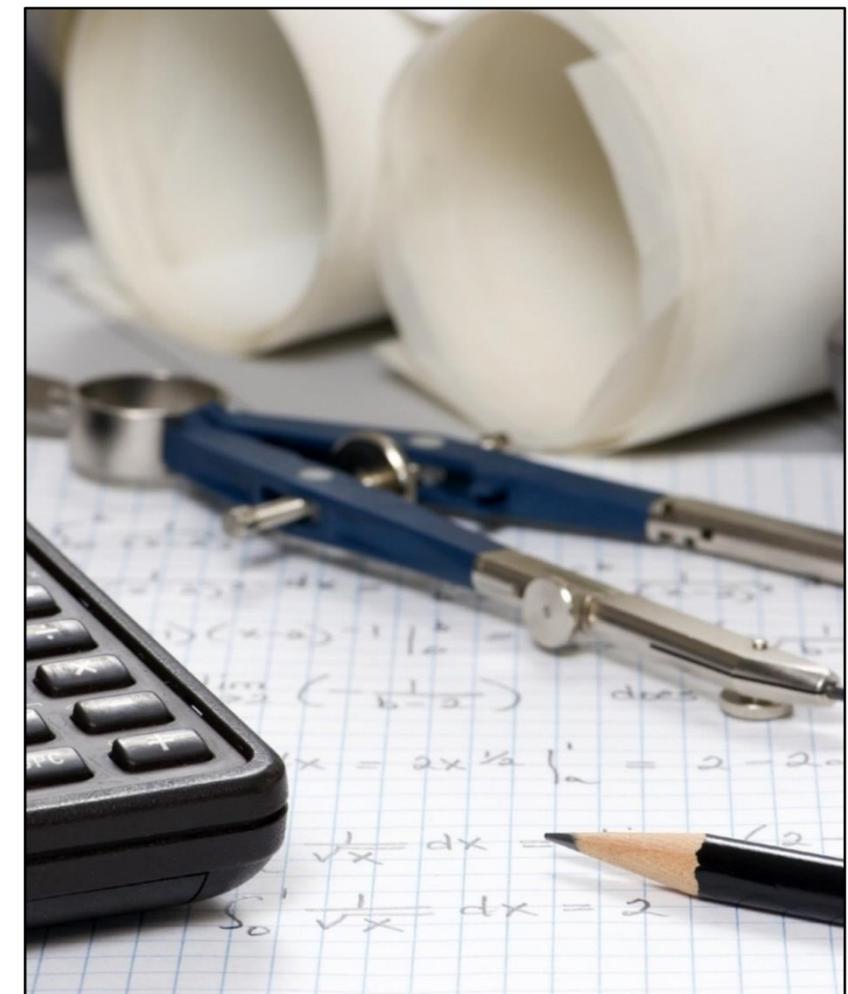
Ref #	Measure Name
HE-39	Variable Frequency Drive – VAV Supp
HE-40	Variable Frequency Drive – Secondary
HE-41	Economizer
 HE-42	Cool Roof (\$0.02 per Sq. Ft.)
HE-43	High Performance Glazing in Window
HE-44	Window Film (\$0.30 per Sq. Ft.)
 HE-45	EC Motors on Small Commercial Furn
HE-46	Efficient Chilled Water Pump
HE-47	Efficient Hot Water Pump

## New Construction Major Renovation

### **Systems Approach:** Advantages

#### **Systems Approach:**

- Is ideal for smaller, less complex projects (< 20,000 sq. ft.) without modeling
- Is suited for projects that are further along in the design process
- Encourages developers to meet performance standards in lighting-power density and HVAC equipment





## New Construction Major Renovation

# Systems Approach: Timeline



Final Applications must be submitted within 60 days of project completion – or by Nov. 30, 2017, whichever comes first.

4-6  
weeks



## New Construction Major Renovation

### Systems Approach: Lighting Power Density

- 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
- Limited to 50% reduction
- Requires COMcheck (more than 5,000 sq. ft.)

<b>New Construction Systems Approach - Lighting Power Density</b>							
New Construction Interior Lighting Incentive Worksheet (Attach Interior Lighting COMcheck file to Application)							
Ref #	Building Area Type	Lighting Power Density Maximum* (W per Sq. Ft.) (A)	Watts (B)	Building Area (Square Foot) (C)	Actual LPD* (W per Sq. Ft.) (B / C = D)	Kilowatts Reduced** ((A - D) x C) / 1000 = E)	Incentive (\$200/kW) (E x \$200.00)
LO-17	Automotive facility	0.9					
LO-17	Convention center	1.2					

# New Construction, Major Renovation Incentives



## New Construction Major Renovation

### Systems Approach: Other Lighting

- Lighting Controls
- Tubular Skylights
- LED Refrig. Case Door Lighting
  - New Construction measures can be identified by the  icon.
  - Some measures qualify for the Michigan-made bonus

Daylighting	
Ref #	Equipment Type
 LO-11	Tubular Skylights (Light Tubes)

Food Service Lighting	
Ref #	Equipment Type (Standard)
 LL-32	LED Refrigerated Case Door Lighting
 LL-33	Occupancy Sensors for LED Refrigerated Case Lighting
Equipment Type (DLC Listed)*	
Ref #	Product ID
 LL-32D	LED Refrigerated Case Door Lighting

Controls			
Ref #	Equipment Type		Incentive
LO-1	Interior Occupancy Sensors	≤ 500 Watts Controlled	\$200
LO-2		> 500 Watts Controlled	\$500
LO-3	Interior Central Lighting Control (\$0.06 per Sq. Ft.)		\$600
LO-4	Interior Switching Controls for Multilevel Lighting (\$0.05 per Sq. Ft.)		\$500
 LO-5	Interior Daylight Sensor Controls (\$0.09 per Sq. Ft.)		\$900
LO-6	Combination Occupancy and Daylight Sensor Controls	≤ 500 Watts Controlled	\$250
LO-7		> 500 Watts Controlled	\$650
LO-8	Stairwell Bi-Level Lighting Controls (Reservation required)		\$300
LO-9	Exterior HID Lighting Bi-level Control w/Override, 150W to 1000W HID		\$500
LO-10	Exterior Multi-Step Dimming Timing Controls		\$0
 LO-13	Exterior LED Lighting Bi-level Controls		\$350
 LO-14	Garage LED Lighting Bi-level Controls		\$300
 LO-15	Garage LED Lighting Bi-level Controls w/Photocell		\$650

Ref #	Equipment Type (Standard)	Incentive	Unit	# of Units	Total Incentive	Michigan-made Bonus
 LL-32	LED Refrigerated Case Door Lighting	\$15.00	Door			<input type="checkbox"/>
 LL-33	Occupancy Sensors for LED Refrigerated Case Lighting	\$15.00	Door			<input type="checkbox"/>
Equipment Type (DLC Listed)*		Product ID				
 LL-32D	LED Refrigerated Case Door Lighting		Door			<input type="checkbox"/>

# New Construction, Major Renovation Incentives



**DTE Energy**  
Know Your Own Power®

## New Construction Major Renovation

# Systems Approach: HVAC - Electric

- Air Conditioning Controls
- Chillers
- Chilled Water Reset
- Cool Roofs
- Heat Pumps

Ref #	Equipment Type	Size Category	Qualifying Efficiency	Installed Efficiency	Unit Size (tons) (A)	Quantity (B)	Incentive per unit (C)	Incentive (A*B*C)	
HE-1	Unitary and Split Air Conditioning Systems	≤ 65,000 Btu/hr (5.4 tons) – 1 Phase	14.0 SEER				\$10		<input type="checkbox"/>
HE-2		≤ 65,000 Btu/hr (5.4 tons) – 3 Phase	14.0 SEER				\$10		<input type="checkbox"/>
HE-3		> 65,000 Btu/hr (5.4 tons), ≤ 135,000 Btu/hr (11.3 tons)	12.0 EER				\$15		<input type="checkbox"/>
HE-4		> 135,000 Btu/hr (11.3 tons), ≤ 240,000 Btu/hr (20 tons)	12.0 EER				\$15		<input type="checkbox"/>
HE-5		> 240,000 Btu/hr (20 tons), ≤ 760,000 Btu/hr (63.3 tons)	10.3 EER				\$10		<input type="checkbox"/>
HE-6		> 760,000 Btu/hr (63.3 tons)	9.7 EER				\$10		<input type="checkbox"/>
HE-7	Air Source Heat Pumps	≤ 65,000 Btu/hr (5.4 tons) – 1 Phase	15.0 SEER				\$20		<input type="checkbox"/>
HE-8		≤ 65,000 Btu/hr (5.4 tons) – 3 Phase	15.0 SEER				\$10		<input type="checkbox"/>
HE-9		> 65,000 Btu/hr (5.4 tons), ≤ 135,000 Btu/hr (11.3 tons)	11.3 EER				\$20		<input type="checkbox"/>
HE-10		> 135,000 Btu/hr (11.3 tons), ≤ 240,000 Btu/hr (20 tons)	10.9 EER				\$25		<input type="checkbox"/>
HE-11		> 240,000 Btu/hr (20 tons)	10.3 EER				\$30		<input type="checkbox"/>
HE-12	Closed Loop Water Source Heat Pump	≤ 17,000 Btu/hr (1.4 tons)	11.5 EER				\$10		<input type="checkbox"/>
HE-13		> 17,000 Btu/hr (1.4 tons), ≤ 65,000 Btu/hr (5.4 tons)	12.3 EER				\$8		<input type="checkbox"/>
HE-14		> 65,000 Btu/hr (5.4 tons), ≤ 135,000 Btu/hr (11.3 tons)	12.3 EER				\$8		<input type="checkbox"/>
HE-15	Room Air Conditioners	≤ 14,000 Btu/hr (1.17 tons)	11.3 EER		N/A*		\$10		<input type="checkbox"/>
HE-16		> 14,000 Btu/hr (1.17 tons)	11.2 EER		N/A*		\$25		<input type="checkbox"/>
HE-17	Package Terminal Air Conditioner	ALL	9.2 EER				\$5		<input type="checkbox"/>
HE-18	Package Terminal Heat Pump	ALL	9.0 EER				\$10		<input type="checkbox"/>



## New Construction Major Renovation

### **Systems Approach: CA/Process-Electric\***

- Compressed Air Engineered Nozzle
- VSD Air Compressor
- Compressed Air Storage Tank
- Industrial 3-phase HF Battery Charger
- Electrically Commutated Plug Fans
- Computer Room Air Conditioning Units
- High Efficiency Welders

*\*Not a complete list*



## New Construction Major Renovation

### **Systems Approach: Food Service-Electric\***

- Anti-Sweat Heater Controls
- ENERGY STAR<sup>®</sup> Refrigerators and Freezers
- ENERGY STAR<sup>®</sup> Steam Cookers/Hot Holding Cabinets
- Efficient Refrigerant Condenser
- ECM Motor for Walk-In Cooler and Freezer
- Energy Efficient Ice Machines
- Vertical Night Covers

*\*Not a complete list*



## New Construction Major Renovation

### **Systems Approach: HVAC-Gas\***

- High Efficiency Boilers/Furnaces
- Boiler O<sub>2</sub> Trim Control
- Boiler Linkageless Boiler Control
- Infrared Heaters
- Destratification Fans
- Demand Controlled Ventilation
- Gas Water Heaters



*\*Not a complete list*

## New Construction Major Renovation

### **Systems Approach:** Hot Wat./Laundry-Gas\*

- Domestic Hot Water System
- High Efficiency Clothes Washer
- High Efficiency Pool Heater
- Ozone Laundry System
- Water Heaters



*\*Not a complete list*

## New Construction Major Renovation

### **Systems Approach:** Misc./Other-Gas\*

- Greenhouse Heat Curtain
- Greenhouse Infrared Film
- Truck Loading Dock Seals
- High Efficiency Process Boilers
- High Efficiency Pool Heater



*\*Not a complete list*



## New Construction Major Renovation

### **Systems Approach: Food Service-Gas\***

- ENERGY STAR<sup>®</sup> Steam Cookers
- Ovens
- ENERGY STAR<sup>®</sup> Fryers/Griddles
- Vertical Night Cover
- Refrigeration Condenser Waste Heat Recovery
- ENERGY STAR<sup>®</sup> Dishwasher
- Pre-Rinse Sprayers



*\*Not a complete list*

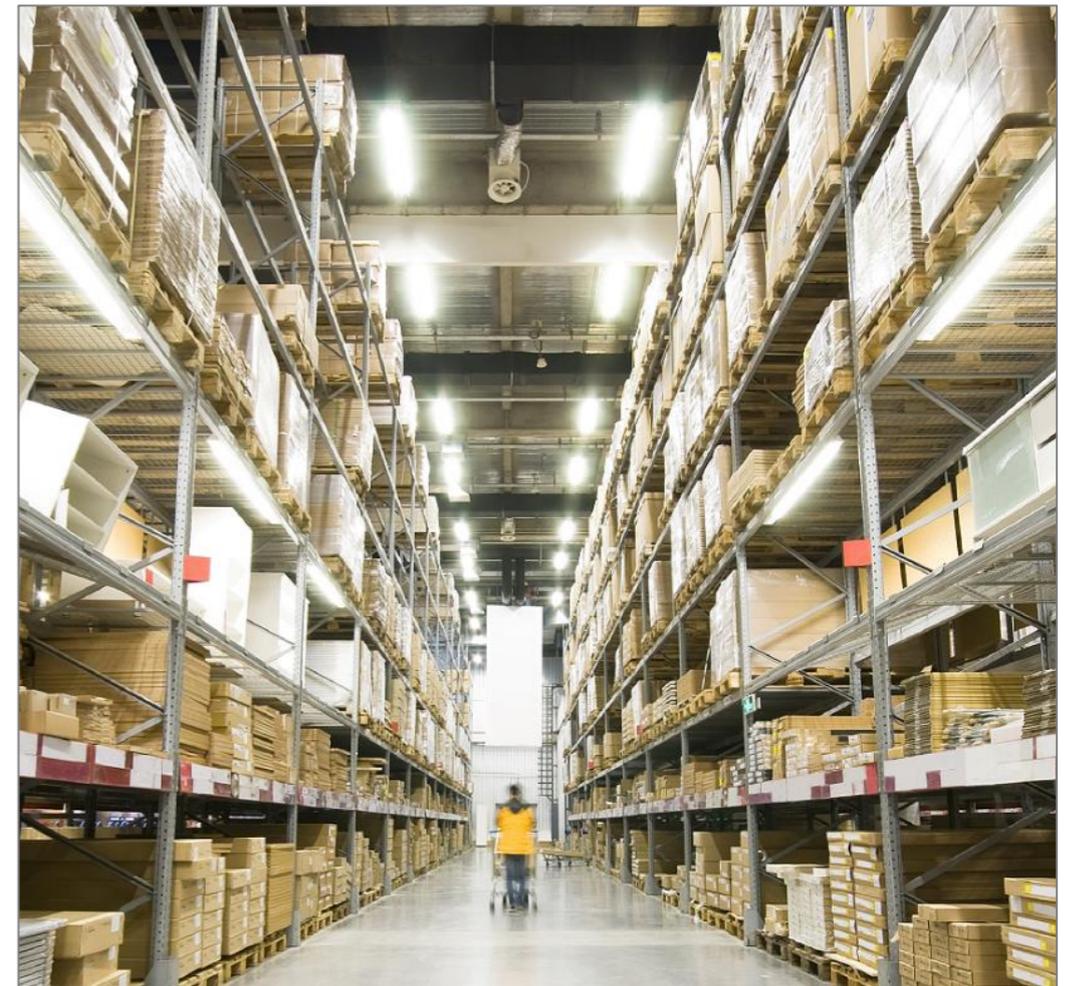
## New Construction Major Renovation

# Systems Approach: Example

## Warehouse

### Lighting

- Total project cost..... \$255,418
- Total incentives..... \$136,025
- Project cost after incentives... \$119,393
- Total kWh saved/yr..... 1,700,312
- Simple payback..... **1 year**



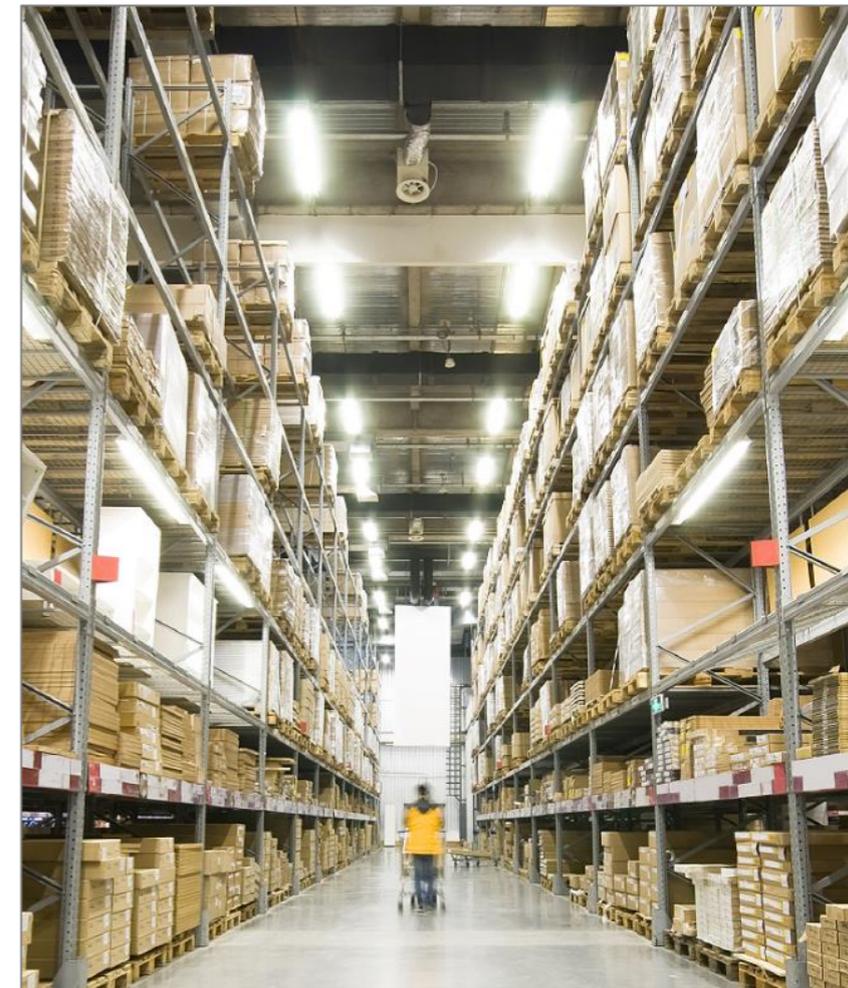
## New Construction Major Renovation

# Systems Approach: Example

## Warehouse

**New space heating boiler, hot water heating system and process boiler (steam)**

- Total project cost..... \$357,000
- Total incentives..... \$60,000
- Project cost after incentives... \$297,000
- Total Mcf saved/yr..... 4,000





## New Construction Major Renovation

# Systems Approach: Example

## Hotel

### Guestroom energy management system

- Total project cost..... \$8,800
- Total incentives..... \$3,360
- Project cost after incentives... \$5,440
- Total kWh saved/yr..... 1,200



## New Construction Major Renovation

### LEED Whole Building: How it works

- Incentives are paid on the savings **validated** by GBCI

- Depending on the customers' LEED certification level,

a sliding scale of incentives is offered (*chart*)

- ✓ Applicants must use a Whole Building Simulation energy model utilizing one of the approved software tools\*

LEED Level	Incentive	
	Electric	Gas
Certified / Silver	\$0.06/kWh	\$3/Mcf
Gold	\$0.08/kWh	\$4/Mcf
Platinum	\$0.10/kWh	\$5/Mcf

\*A complete list of software tools appears on the Application; the proposed model must reflect the designed system.



## New Construction Major Renovation

# LEED Whole Building: Certification Benefits

- LEED-certified buildings are increasingly more attractive to corporate, public and individual buyers
- Green buildings typically have a 20% higher lease-up rate
- Operating costs decrease by 13.6% for new construction projects and 8.5% for existing buildings\*
- Building value increases by 6.8% for existing building projects\*

*\*on average*

**LEED Whole Building Approach Worksheet**

To complete this worksheet:

1. Check whether your project is using DTE Energy Electric and/or Gas fuel in this project.
2. Enter your proposed and baseline energy usages for the appropriate fuel type. (The interactive PDF application will convert Therms to Mcf)
3. Check your LEED certified level.
4. The interactive PDF application will automatically calculate your electric and/or gas incentive(s) and enter the total below

**LEED Project Information**

Project Name: \_\_\_\_\_  
 Project Address: \_\_\_\_\_  
 Project City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_  
 DTE Energy Fuel Source  Electric  Gas

**General Design and Construction Anticipated Schedule**

LEED Registration Date: \_\_\_\_\_  
 Executable Model Completion Date: \_\_\_\_\_  
 LEED Preliminary Design Review Date: \_\_\_\_\_  
 Construction Start/Ground breaking Date: \_\_\_\_\_  
 LEED Final Construction Review Date: \_\_\_\_\_  
 Anticipated Construction Completion Date: \_\_\_\_\_  
 LEED Certification Date: \_\_\_\_\_

**Estimated/Actual LEED Certified Savings and Incentives**

Therm	Proposed/Certified	Baseline	Savings
With Therms			
Therms			

Only enter the values for the DTE Energy fuel source for which you are applying.

**LEED Certification Level Planned/Actual**

Ref#	LEED Certification	Electric Incentive Rate (\$/kWh) (A)	Electric Savings (from above) (B)	Electric Incentive (A x B x C)	Gas Incentive Rate (\$/Mcf) (D)	Gas Savings (from above) (E)	Gas Incentive (D x E x F)	Total Incentive (C + F)
NC-2	<input type="checkbox"/> Certified/Silver	\$0.06			\$3.00			
NC-3	<input type="checkbox"/> Gold	\$0.08			\$4.00			
NC-4	<input type="checkbox"/> Platinum	\$0.10			\$5.00			

\* 1 therm = 0.1 Mcf

**Total Whole Building Incentives** \_\_\_\_\_

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## New Construction Major Renovation

# LEED Whole Building: Timeline

### Submit Reservation Application

Attach LEED Registration documentation and reports from energy model.

30 days

### Application Review

Reservation letter issued. **Begin Work** (within 30 days of receipt)

### Complete Project (by date on Reservation letter or Nov. 30, 2016.)

### Submit Final Application

Submit within 60 days of project completion; no later than Nov. 30, 2016. Attach all required documentation, including awarded LEED certification.

4-6 weeks

### Application Review

### Payment Approved

Once a Reservation Letter is issued, Final Applications must be submitted by Nov. 30, 2016. Reservations expire after 90 days.



## New Construction Major Renovation

# LEED Whole Building: Example

## University Campus

### LEED Gold Certification

- Total project cost..... \$185 million
- Total incentives..... \$83,000
- Total kWh saved/yr..... 410,000
- Total Mcf saved/yr..... 12,500
- LEED Points for EA1..... 10 Points
- Total LEED Points..... 71/100 Points



## New Construction Major Renovation

# LEED Design Review Assistance

A \$1,500 incentive to customers who pursue the LEED certification split review for NC/MR projects

- Available upon completion of the preliminary LEED design review
- To apply for the incentive, you **must** submit a Reservation Application after your project is registered with the Green Building Certification Institute (GBCI)

### LEED Design Review Assistance Worksheet

LEED Project Title:

LEED Registration Date:

LEED Online Project ID:

#### LEED Preliminary Design Review

LEED Preliminary Design Review Submission Date:

LEED Final Design Review Decisions Date:

Ref #	LEED Certification	Incentive	Application Status	Total Incentive
NC-1	LEED Design Review Assistance	\$1,500.00	<input type="checkbox"/> Reservation Application <input type="checkbox"/> Final Application	

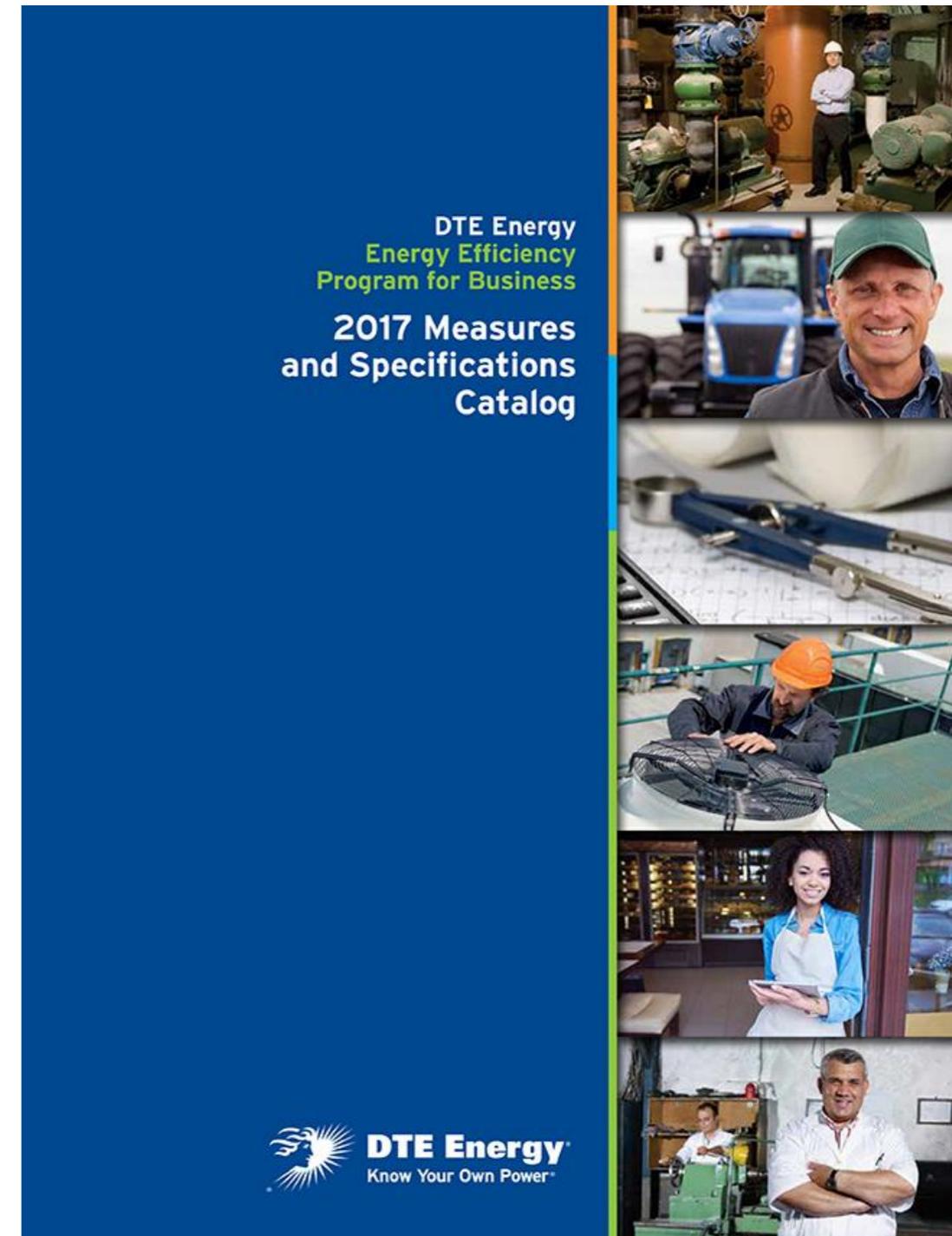


# 2017 Program Catalog and Applications



## Catalog

- Prescriptive specifications
  - Custom specifications
  - Agriculture specifications
- NEW** New Construction/Major  
Renovation specifications
- Systems Approach
  - LEED Whole Building Approach
  - LEED Design Review Assistance





## Application

- Prescriptive/custom measures
- Agriculture measures
  - Residential customers **must** use the stand-alone Ag Application

**NEW**

## New Construction/Major Renovation measures:

- Systems Approach – *integrated into prescriptive worksheets:*
- LEED Whole Building Approach
- LEED Design Review Assistance 

**ENERGY EFFICIENCY PROGRAM FOR BUSINESS** 

### 2017 Program Application

This Application is to be used for projects completed with a Final Application submitted during the 2017 Program Year (Jan. 1, 2017 - Nov. 30, 2017).

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Miscellaneous Electric Incentive Worksheet .....	18
Process Electric Incentive Worksheet .....	19
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\* Some Prescriptive incentives and all Custom incentives require a Reservation Application prior to beginning your project.

If you have questions contact us at 866-796-0512 (press option 3) or email us at [saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com)

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.

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## Application (PDF)

Use it as a:

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

**NOTE:** Funds must be reserved for all custom projects, LEED Certification Assistance 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®

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## Application Contents

### Systems Approach

- Integrated into the prescriptive measure section

- Find this icon: 

### Lighting Power Density

- Worksheets

### LEED Design Review Assistance

- Worksheets

### LEED Whole Building Approach

- Worksheets

Other HVAC

Ref #	Measure Name
HE-39	Variable Frequency Drive – VAV Supply or Return Air Fan
HE-40	Variable Frequency Drive – Secondary Chilled Water Pump
HE-41	Economizer
 HE-42	Cool Roof (\$0.02 per Sq. Ft.)
HE-43	High Performance Glazing in Windows (\$0.30 per Sq.Ft.)
HE-44	Window Film (\$0.30 per Sq. Ft.)
 HE-45	EC Motors on Small Commercial Furnaces replacing no
HE-46	Efficient Chilled Water Pump

ENERGY EFFICIENCY PROGRAM FOR BUSINESS

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- LEED Whole Building Approach Worksheet.....39
- Boiler/Furnace Tune-up Addendum.....40
- How to Submit Your Application.....44

\* Some Prescriptive Incentives and all Custom Incentives require a Reservation Application prior to beginning your project.

If you have questions contact us at 866-796-0512 (press option 3) or email us at [savenow@dteenergy.com](mailto:savenow@dteenergy.com)

**LEED Whole Building Approach Worksheet**

To complete this worksheet:

1. Check whether your project is using DTE Energy Electric and/or Gas fuel in this project.
2. Enter your proposed and baseline energy usages for the appropriate fuel type. (The interactive PDF application will convert Therms to MWh)
3. Check your LEED certified level.
4. The interactive PDF application will automatically calculate your electric and/or gas incentive(s) and enter the total below

**LEED Project Information**

Project Name: \_\_\_\_\_

Project Address: \_\_\_\_\_

Project City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

DTE Energy Fuel Source:  Electric  Gas

**General Design and Construction Anticipated Schedule**

LEED Registration Date: \_\_\_\_\_

Executable Model Completion Date: \_\_\_\_\_

LEED Preliminary Design Review Date: \_\_\_\_\_

Construction Start/Ground breaking Date: \_\_\_\_\_

LEED Final Construction Review Date: \_\_\_\_\_

Anticipated Construction Completion Date: \_\_\_\_\_

LEED Certification Date: \_\_\_\_\_

**Estimated/Actual LEED Certified Savings and Incentives**

	Total	Proposed/Certified	Baseline	Savings
With Therms				

Only enter the values for the DTE Energy fuel source for which you are applying.

**LEED Certification Level Planned/Actual**

Ref#	LEED Certification	Electric Incentive Rate (\$/kWh) (A)	Electric Savings (MWh) from above (B)	Electric Incentive (A x B = C)	Gas Incentive Rate (\$/Mcf) (D)	Gas Savings (Mcf) from above (E)	Gas Incentive (D x E = F)	Total Incentive (C + F)
NC-2	<input type="checkbox"/> Certified Silver	\$0.08			\$0.08			
NC-3	<input type="checkbox"/> Gold	\$0.08			\$0.08			
NC-4	<input type="checkbox"/> Platinum	\$0.10			\$0.08			

\* 1 therm = 0.1 Mcf

**Total Whole Building Incentives** \_\_\_\_\_

dteenergy.com/savenow 39 V1: 10/01/16

# New Construction Application



## The following items are required to successfully complete your Reservation and Final Applications:

- Application Checklist
- Customer Information Sheet
- All relevant Incentive Worksheets
- Signed Final Application Agreement (upon submission of Final Application)
- Supporting Information, including design documents and product specifications



### Prescriptive and Custom 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

Is this a New Construction or Major Renovation Project?  yes  no

Project Type:  New Construction  Change of Use Renovation  New Load  LEED Design Review

#### Reservation Application

**Fill out this side when reserving incentives**

##### Required Attachments

- Customer Information ..... 3
- Customer Tax ID Number ..... 3
- Contractor Information ..... 4
- Michigan-Made Affidavit(s)\*
- DLC Product ID (For Applicable Measures)

**NOTE:** Some Prescriptive Incentives and all Custom incentives require a Reservation Application prior to beginning your project.

##### Incentives Worksheets

- Lighting ..... 8
- HVAC – Electric ..... 11
- Miscellaneous Electric ..... 18
- Process Electric ..... 20
- Food Service – Electric ..... 21
- HVAC – Gas ..... 23
- Hot Water & Laundry ..... 24
- Insulation ..... 25
- Process Gas ..... 25
- Boiler/Furnace Tune-up ..... 26
- Food Service – Gas ..... 27
- Custom ..... 30
- Agriculture ..... 33
- New Construction ..... 36
- LEED Design Review Assistance ..... 38
- LEED Whole Building Approach ..... 39
- Boiler/Furnace Tune-up Addendum ..... 40

Reservation Application Date \_\_\_\_\_

Expected Completion Date\*\* \_\_\_\_\_

\*\* Project funds will only be reserved to the date specified on the Reservation Letter or Nov. 30, 2017, whichever comes first.

#### Final Application

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

##### Required Attachments

- Customer Information ..... 3
- Contractor Information ..... 4
- W9 Tax Information Form (payee) ..... 4
- 3rd Party Payment Authorization\* ..... 4
- Signed Final Application Agreement ..... 5
- Manufacturers' Specifications
- Itemized Invoices
- Michigan-Made Affidavit(s)\*

##### Incentives Worksheets

- Lighting ..... 8
- HVAC – Electric ..... 11
- Miscellaneous Electric ..... 18
- Process Electric ..... 20
- Food Service – Electric ..... 21
- HVAC – Gas ..... 23
- Hot Water & Laundry ..... 24
- Insulation ..... 25
- Process Gas ..... 25
- Boiler/Furnace Tune-up ..... 26
- Food Service – Gas ..... 27
- Custom ..... 30
- Agriculture ..... 33
- New Construction ..... 36
- LEED Design Review Assistance ..... 38
- LEED Whole Building Approach ..... 39
- Boiler/Furnace Tune-up Addendum ..... 40

\* If applicable.

Final Application Date \_\_\_\_\_

Actual Completion Date\*\*\* \_\_\_\_\_

\*\*\*Application must be submitted within 60 days of completion date or by Nov. 30, 2017, 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 44 For Submission Instructions

A01
dteenergy.com/savenow
3
V:1 : 10/01/16

Application

# New Construction Application

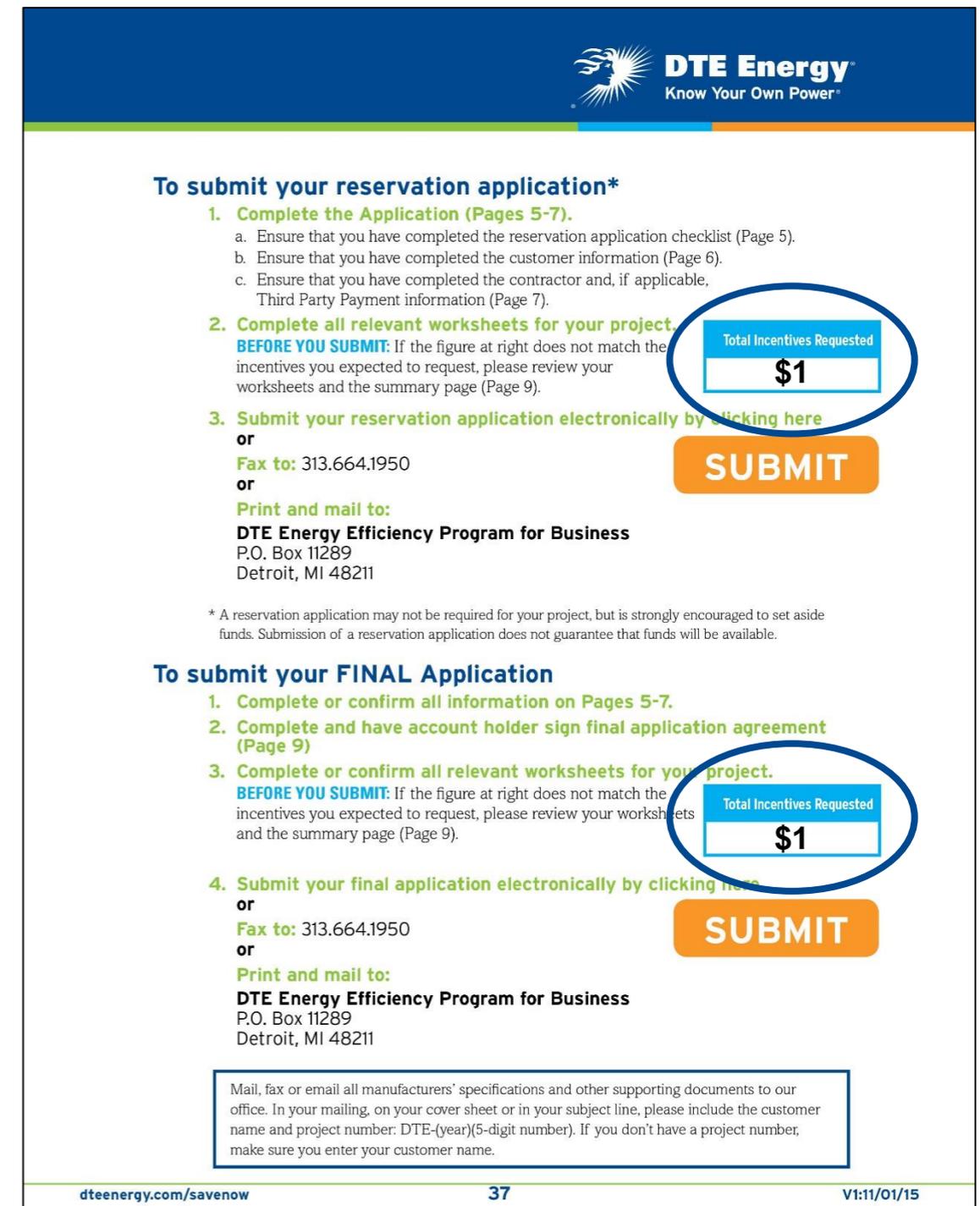
Electronically submit your **Reservation Application** and/or your **Final Application**

## Automatically:

- Your email will be launched
- Our email address will be inserted
- The subject line will be entered
- Your Application will be attached
- Attach other supporting documentation

**Hit “send!”**

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



The screenshot shows a DTE Energy form for submitting a reservation application. It includes instructions, a 'Total Incentives Requested' field with a '\$1' value circled in blue, and a 'SUBMIT' button. A similar section is shown for the final application.

**To submit your reservation application\***

- 1. Complete the Application (Pages 5-7).**
  - a. Ensure that you have completed the reservation application checklist (Page 5).
  - b. Ensure that you have completed the customer information (Page 6).
  - c. Ensure that you have completed the contractor and, if applicable, Third Party Payment information (Page 7).
- 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 9).
- 3. Submit your reservation application electronically by clicking here**  
or  
**Fax to:** 313.664.1950  
or  
**Print and mail to:**  
**DTE Energy Efficiency Program for Business**  
P.O. Box 11289  
Detroit, MI 48211

**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 5-7.**
- 2. Complete and have account holder sign final application agreement (Page 9)**
- 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 9).
- 4. Submit your final application electronically by clicking here**  
or  
**Fax to:** 313.664.1950  
or  
**Print and mail to:**  
**DTE Energy Efficiency Program for Business**  
P.O. Box 11289  
Detroit, MI 48211

**Total Incentives Requested**  
**\$1**

**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.

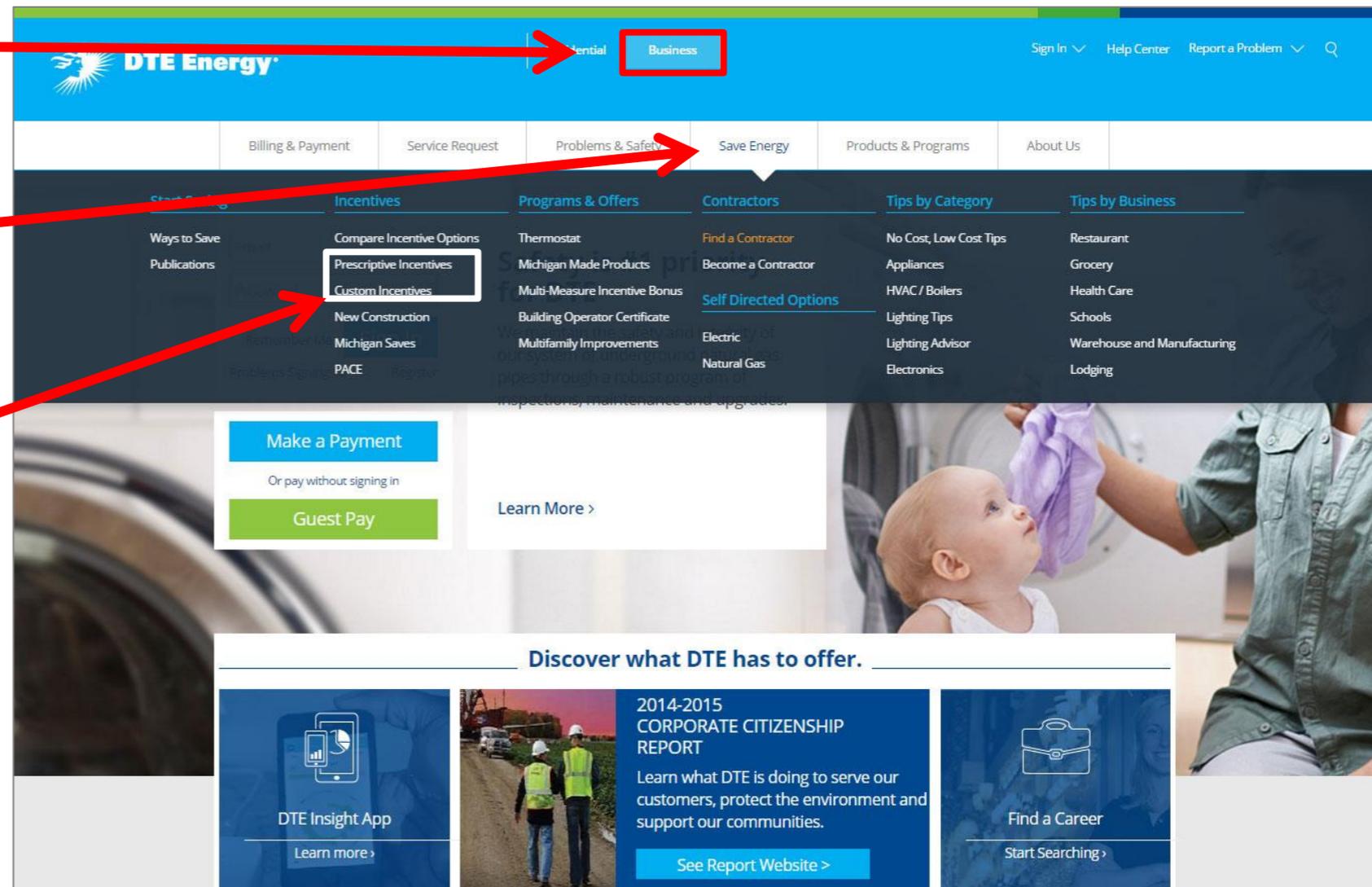
dteenergy.com/savenow 37 V1:11/01/15



# Downloading our Catalog & Application

## Downloading a Catalog/Application

1. Enter [dteenergy.com/savenow](https://dteenergy.com/savenow) into your browser
2. Select **Business** at the top of the page
3. Hover over the **Save Energy** tab
4. Select **Prescriptive or Custom** incentives the dropdown box



## Downloading a Catalog/Application

5. Click on **How to Participate**



**Energize your operating efficiency.**  
Business incentives that help you install cost-effective energy saving equipment.

Compare Incentive Options  
**Prescriptive Incentives**  
Custom Incentives  
New Construction  
Michigan Saves  
PACE

Electric and natural gas business customers can take advantage of prescriptive incentives to install energy-efficient lighting, controls, HVAC, refrigeration, food service equipment and more for qualified improvements in situations that require a retrofit or equipment replacement. These incentives are paid based on the quantity, size and efficiency of the equipment. Participate now.

- Improvements That Qualify for Prescriptive Incentives
- How To Participate**

2016 Rebate Funds Available as of 09/19/2016

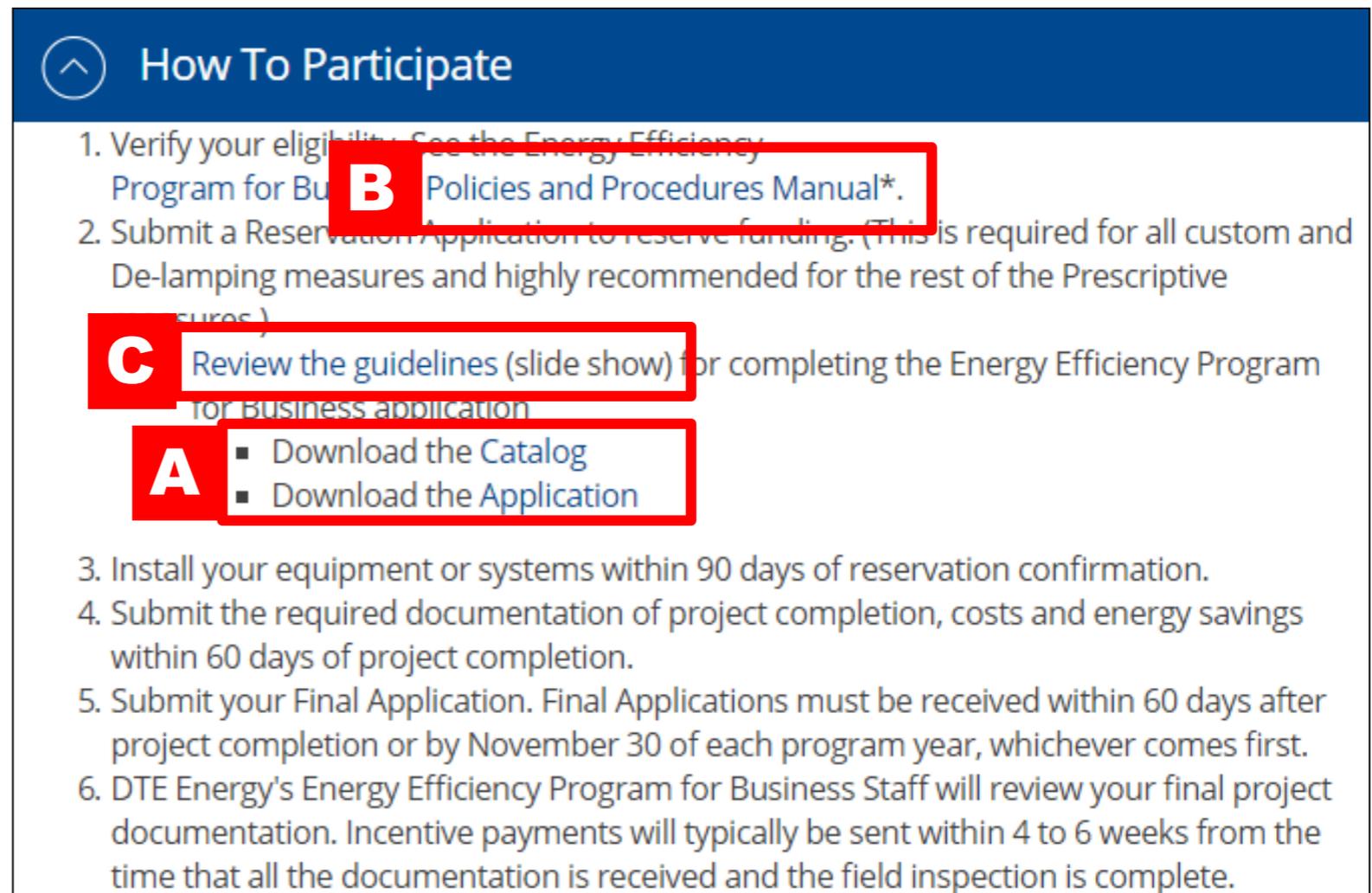
98% Natural Gas Reserved	100% Electric Reserved
51% Natural Gas Paid	60% Electric Paid

Here are the funding gauges

## Downloading a Catalog/Application

### 6. Download:

- A** – The **Catalog** or the **Application** (PDF)
- B** – The **Policies and Procedures Manual** (PDF)
- C** – How to use the **Application** (“Review the Guidelines” slide show)



How To Participate

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



# Special Offers



## Michigan-made Bonus Now 10%

- Not all Prescriptive measures are eligible
- Custom projects are **not** eligible
  - Look for the  check box on the Application
  - Manufacturer's affidavit\* must accompany application
- Some New Construction measures **are** eligible

 **DTE Energy**  
Know Your Own Power®

**ENERGY EFFICIENCY PROGRAM FOR BUSINESS**

**FACT SHEET** 2017 Michigan-Made Incentive Bonus

**Install products manufactured/assembled in the state and receive a 10% 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 2017, will qualify for a 10% bonus on each eligible prescriptive measure installed. (Custom measures are **not** eligible.)

Many 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 specification 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 2017 Program Application from our website: [dteenergy.com/savenow](http://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.
- The interactive PDF application will calculate the *Michigan-Made* bonus automatically.
- Complete your project and submit your final application by Nov. 30, 2017. (Applications submitted after Nov. 30, 2017, may be cancelled.)



**PURE MICHIGAN**  
Business Connect

web: [dteenergy.com/savenow](http://dteenergy.com/savenow)  
fax: 313.664.1950

and at any time, certain other conditions apply; contact our office for details

V1: 10/1/2016

Controls						
	Equipment Type	Incentive	Unit	# of Units	Total Incentive	
	FE-16 Beverage Vending Machine Controllers	\$50.00	Controller			<input type="checkbox"/>
	FE-17 Anti-Sweat Heater Controls	\$50.00	Door			<input type="checkbox"/>
	FE-18 Floating Head Pressure Controls	\$20.00	Ton			<input type="checkbox"/>



# Multi-measure Bonus Bonus is capped

- **20% bonus** on multiple categories submitted on the same Application\*
  - Capped at **\$2,500** for electric-only measures
  - Capped at **\$2,500** for gas-only measures
  - Capped at up to **\$5,000** for electric-gas combo measures

*\*No single category can be more than 75% of the incentives*

### ENERGY EFFICIENCY PROGRAM FOR BUSINESS



#### FACT SHEET 2017 Multi-Measure Incentive Bonus

**Install more than one measure category, receive a 20% bonus**  
Receive up to \$2,500 for electric measures; \$2,500 for gas measures per Application

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

In 2017, customers can receive up to a \$2,500 incentive bonus for Applications with gas-only measures, \$2,500 for electric-only measures and up to \$5,000 for gas-electric measures that qualify.

#### 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 up to the cap.

#### 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.

<b>ELECTRIC</b>	<b>GAS</b>
<input type="checkbox"/> Lighting	<input type="checkbox"/> Hot Water & Laundry
<input type="checkbox"/> HVAC	<input type="checkbox"/> HVAC
<input type="checkbox"/> Food Service/refrigeration	<input type="checkbox"/> Food Service
<input type="checkbox"/> Process Electric	<input type="checkbox"/> Process Gas
<input type="checkbox"/> Miscellaneous	<input type="checkbox"/> Boiler/furnace tune up
	<input type="checkbox"/> 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 2017 Program Application
- The PDF application will automatically calculate the bonus
- Complete your project and submit your Final Application by Nov. 30, 2017.



#### Project Examples

A customer enters measures under one category (such as prescriptive lighting) that would receive a \$15,000 DTE Energy incentive.

1. The customer adds another measure to the Application from a second electric category (custom HVAC) for a \$10,000 incentive.
3. The total of the application is \$25,000 — and the largest category (lighting) represents 60% of the total.
4. The customer receives a 20% bonus based on \$25,000 in total incentives, or an additional \$5,000 — but it is capped at \$2,500.  
Total incentives **before** bonus: **\$25,000**  
Total incentives **after** bonus: **\$27,500**

1. The customer adds another measure to the Application from a **gas** category (prescriptive HVAC) for a \$10,000 incentive.
3. The total of the application is \$25,000 — and the largest category (lighting) represents 60% of the total.
4. The customer receives a 20% bonus based on \$25,000 in total incentives, or an additional \$5,000 — which equals the cap.  
Total incentives **before** bonus: **\$25,000**  
Total incentives **after** bonus: **\$30,000**



## Michigan Saves

### As low as 0% financing

- **Terms of financing:** based on how much the qualifying incentives are equal to or greater than the cost of the buy down of the interest rate
- Possible rates:
  - 0% financing on up to \$50,000 for up to 24 months
  - 1.99% financing on up to \$150,000 for up to 60 months for municipalities and K-12 schools
  - 2.99% financing on up to \$150,000 for up to 60 months

#### ENERGY EFFICIENCY PROGRAM FOR BUSINESS



#### FACT SHEET 2017 Michigan Saves Offer

##### Get special financing when you apply DTE Energy incentives to your loan

DTE Energy – in partnership with Michigan Saves – is offering special financing to commercial electric and natural gas customers for prescriptive and custom projects. Qualifying projects may be eligible for:

- **0% financing** on up to \$50,000 for up to 24 months
- **1.99% financing** on up to \$150,000 for up to 60 months for municipalities and K–12 schools.
- **2.99% financing** on up to \$150,000 for up to 60 months

*The actual interest rate buy down amount cannot be greater than the total amount of the incentives awarded on the Application. Other conditions apply.*

##### How to apply

1. Download the latest version of the DTE Energy Efficiency Program for Business Application and submit it as your reservation application.
2. Find an authorized **Michigan Saves** contractor to help you apply for **Michigan Saves** financing. To find a list of authorized contractors, visit [michigansaves.org](http://michigansaves.org).
3. A preliminary reservation letter will be issued by the DTE Energy Efficiency Program for Business detailing the incentives that are expected to be awarded to the customer. This letter must be attached to your application to **Michigan Saves** for financing. *The actual interest rate will be determined by the value of awarded incentives. (The incentives will not be paid to the customer, but will be assigned to Michigan Saves to "buy down" the interest rate.)*
4. Once **Michigan Saves** approves financing, a confirmation email will be sent to the customer, contractor and DTE. Once DTE receives your **Michigan Saves** financing confirmation, an updated reservation letter will then be distributed. Please do not begin your project until you have received a reservation letter. You then have 90 days — or until Nov. 30, 2017, whichever is first — to complete the project.
5. A final application must be submitted to DTE within 60 days of completion of the project.

##### Important note

If the project listed on your application to **Michigan Saves** involves applying for incentives from another utility in addition to applying for incentives from DTE Energy, you must indicate that on your application.

##### Contact Us

phone: 866.796.0512 (press option 3)

email: [saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com)

web: [dteenergy.com/savenow](http://dteenergy.com/savenow)

fax: 313.664.1950

\*Funds will be awarded on a first-come, first-served basis; program based on availability of funding and may end at any time; certain other conditions apply; contact our office for details

VI.10/1/2016



#### What 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 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, with Michigan Saves financing, projects can be cash flow positive from day one.**

**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](http://michigansaves.org)

**The interest rate buy down amount cannot be greater than the total of the incentives awarded on the Application**

*Other conditions apply*



About our  
**Designated Trade Allies**



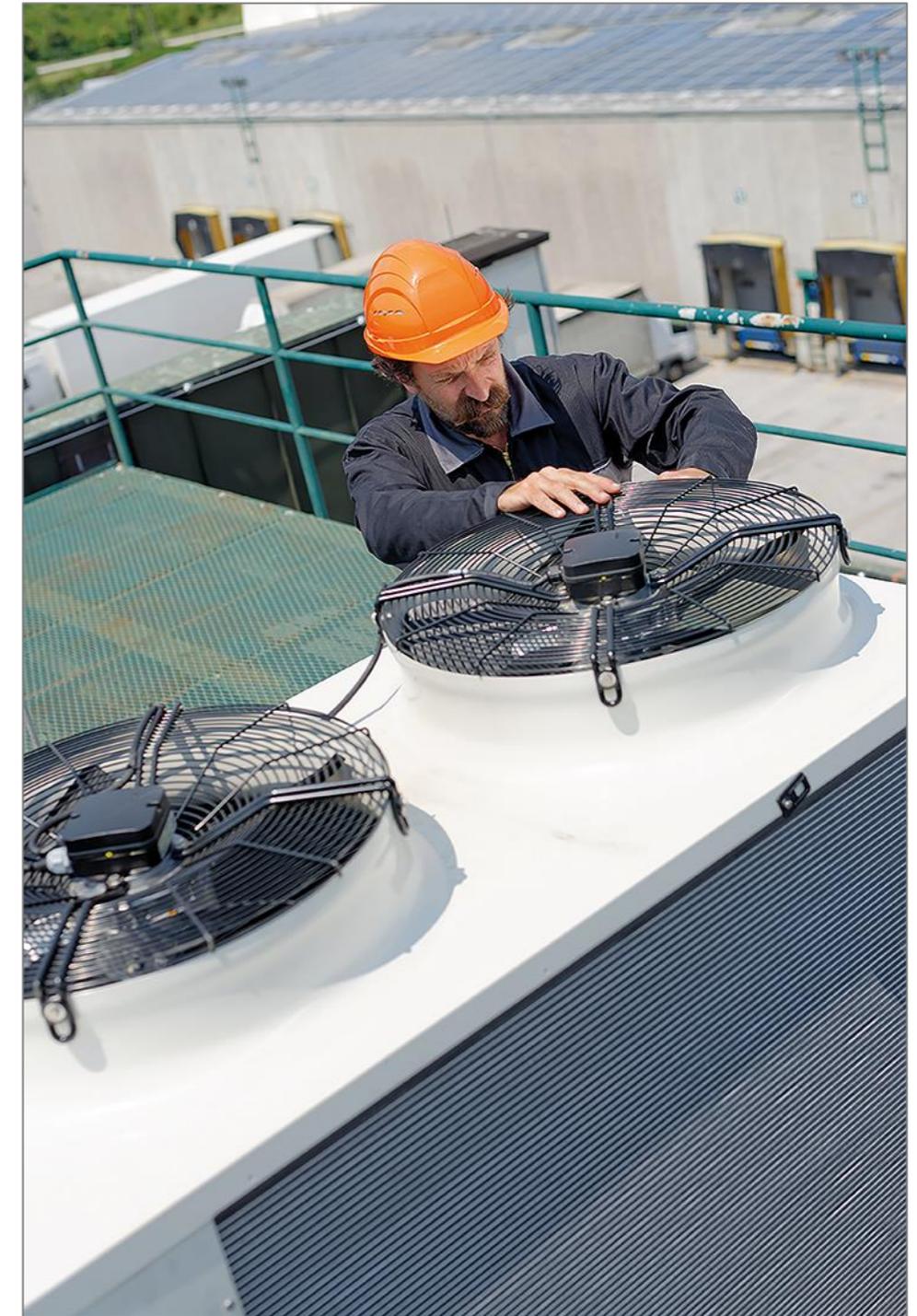
## Designated Trade Ally

**A specially trained contractor who knows:**

- How to access our Program
- How to use the Application to maximize the Program's benefits for customers

**Designated Trade Allies are:**

- Contractors, suppliers, designers and consultants



## How to find a Designated Trade Ally

1. Type [dteenergy.com](https://dteenergy.com) into your browser

**A** – Select **Business** at the top of the page

**B** – Hover over the **Save Energy** tab

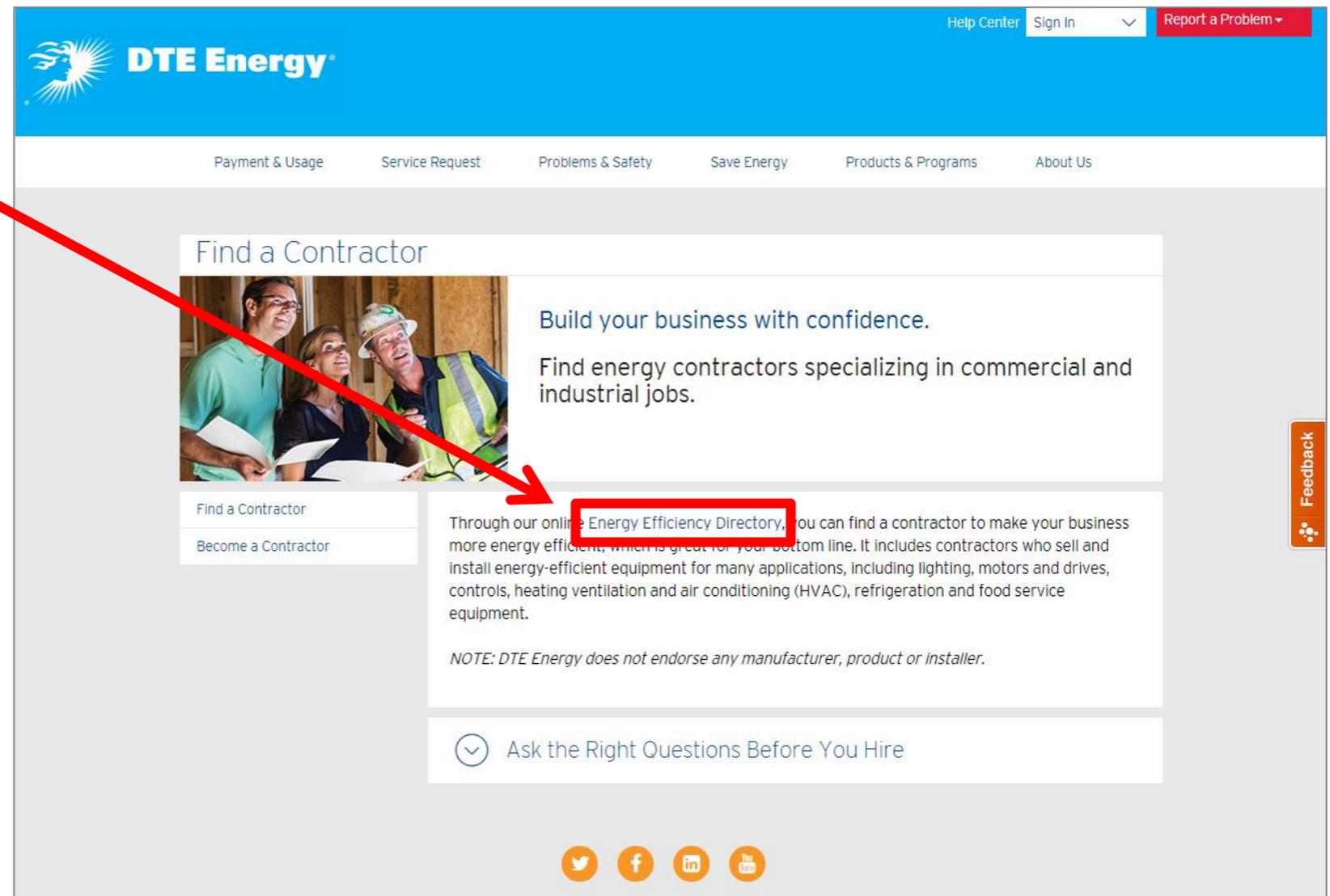
**C** – Click on **Find a Contractor** in the dropdown



The screenshot shows the DTE Energy website interface. At the top, there is a navigation bar with 'Residential' and 'Business' tabs. The 'Business' tab is highlighted with a red box and labeled 'A'. Below this is a secondary navigation bar with tabs for 'Billing & Payment', 'Service Request', 'Problems & Safety', 'Save Energy', 'Products & Programs', and 'About Us'. The 'Save Energy' tab is highlighted with a red box and labeled 'B'. A dropdown menu is open under 'Save Energy', showing various options. The 'Contractors' section is highlighted with a red box and labeled 'C', and it contains a link for 'Find a Contractor'.

## How to find a Designated Trade Ally

2. Click on **Energy Efficiency Directory** link



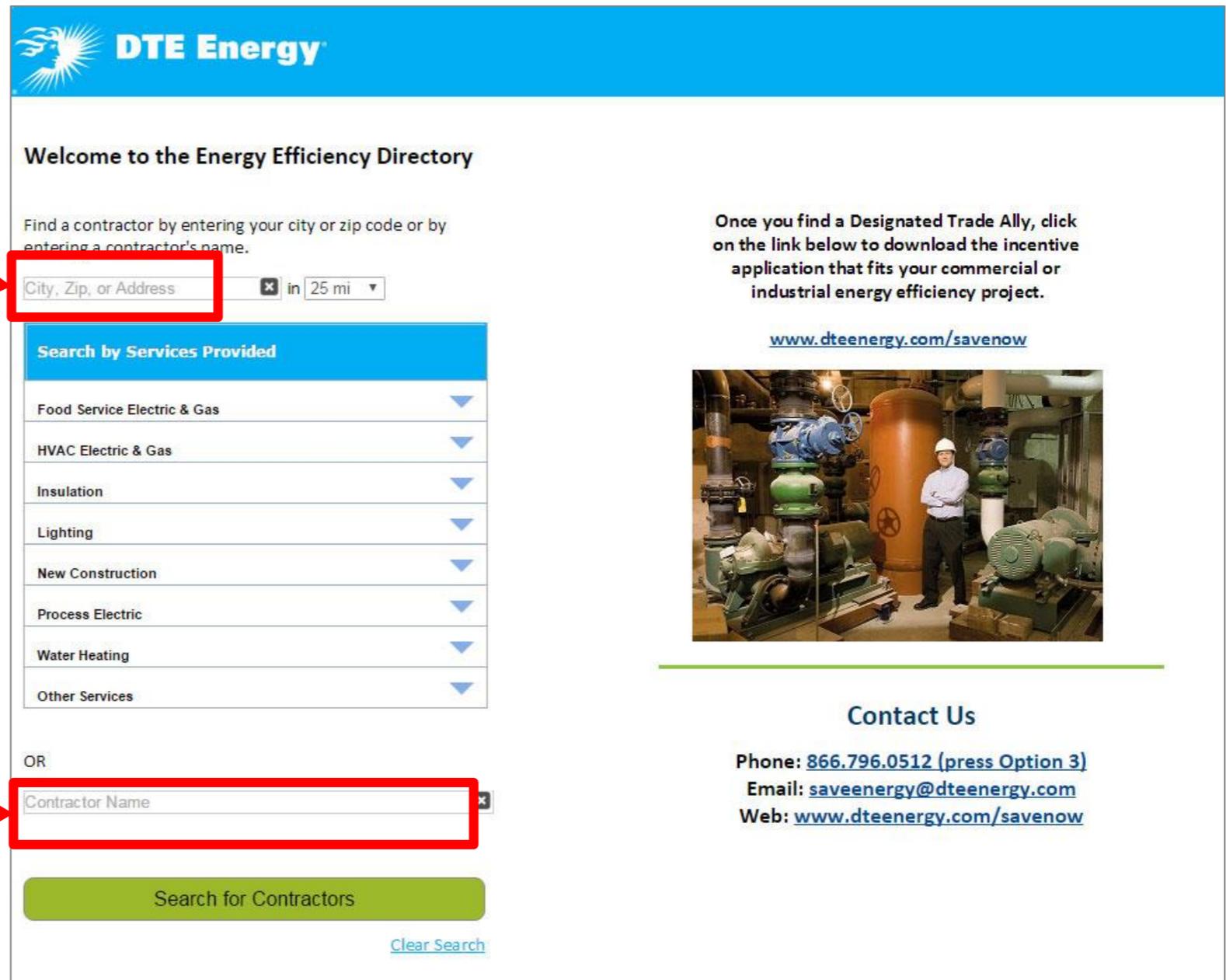
The screenshot shows the DTE Energy website's 'Find a Contractor' section. The header includes the DTE Energy logo and navigation links: Help Center, Sign In, and Report a Problem. Below the header are links for Payment & Usage, Service Request, Problems & Safety, Save Energy, Products & Programs, and About Us. The main content area features a 'Find a Contractor' heading, a photo of three people, and the text: 'Build your business with confidence. Find energy contractors specializing in commercial and industrial jobs.' Below this is a section titled 'Find a Contractor' with two links: 'Find a Contractor' and 'Become a Contractor'. The 'Find a Contractor' link is highlighted with a red box. A red arrow points from the text 'Click on Energy Efficiency Directory link' to this link. The text below the link reads: 'Through our online Energy Efficiency Directory, you can find a contractor to make your business more energy efficient, which is great for your bottom line. It includes contractors who sell and install energy-efficient equipment for many applications, including lighting, motors and drives, controls, heating ventilation and air conditioning (HVAC), refrigeration and food service equipment.' A note below states: 'NOTE: DTE Energy does not endorse any manufacturer, product or installer.' At the bottom of the section is a link: 'Ask the Right Questions Before You Hire'. Social media icons for Twitter, Facebook, LinkedIn, and YouTube are at the bottom.

## How to find a Designated Trade Ally

3. You can then search by **Location** (city or ZIP) and **Program Type**

*Or*

4. You can search by **Contractor Name**



Once you find a Designated Trade Ally, click on the link below to download the incentive application that fits your commercial or industrial energy efficiency project.

[www.dteenergy.com/savenow](http://www.dteenergy.com/savenow)

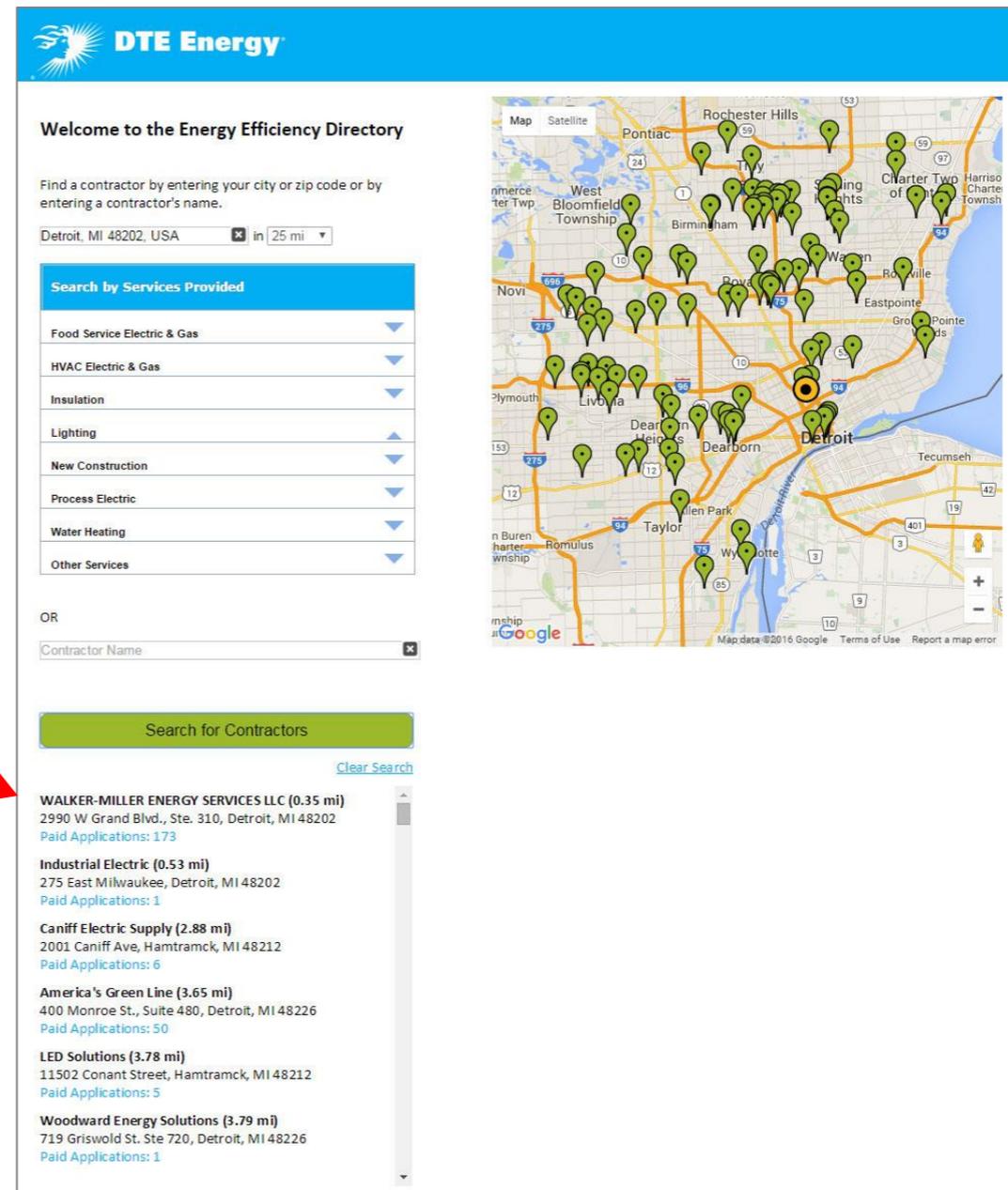


**Contact Us**

Phone: [866.796.0512](tel:866.796.0512) (press Option 3)  
Email: [saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com)  
Web: [www.dteenergy.com/savenow](http://www.dteenergy.com/savenow)

## How to find a Designated Trade Ally

5. Once you narrow your search, you can view a list of contractors in your area



The screenshot shows the DTE Energy Energy Efficiency Directory interface. It includes a search bar with the location set to Detroit, MI 48202, USA, and a 25-mile radius. A 'Search by Services Provided' section lists various categories like Food Service Electric & Gas, HVAC Electric & Gas, Insulation, Lighting, New Construction, Process Electric, Water Heating, and Other Services. A 'Search for Contractors' button is visible. Below the search results, a list of contractors is displayed, including:

- WALKER-MILLER ENERGY SERVICES LLC (0.35 mi)**  
2990 W Grand Blvd., Ste. 310, Detroit, MI 48202  
Paid Applications: 173
- Industrial Electric (0.53 mi)**  
275 East Milwaukee, Detroit, MI 48202  
Paid Applications: 1
- Caniff Electric Supply (2.88 mi)**  
2001 Caniff Ave, Hamtramck, MI 48212  
Paid Applications: 6
- America's Green Line (3.65 mi)**  
400 Monroe St., Suite 480, Detroit, MI 48226  
Paid Applications: 50
- LED Solutions (3.78 mi)**  
11502 Conant Street, Hamtramck, MI 48212  
Paid Applications: 5
- Woodward Energy Solutions (3.79 mi)**  
719 Griswold St. Ste 720, Detroit, MI 48226  
Paid Applications: 1



## Review

- Program Overview
- Program Incentives
- New Construction and Major Renovation
  - Choosing an Approach
    - Systems Approach
    - LEED Whole Building Approach
  - LEED Design Review Assistance
- Program Catalog & Applications
- Downloading the Catalog & Application
- Special Offers
- About our Designated Trade Allies



**Questions?**



## **How to Contact Us**

Email: **[saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com)**

Phone: **866.796.0512** (press option 3)

Fax: **313.664.1950**

Website: **[dteenergy.com/savenow](http://dteenergy.com/savenow)**

TA Website: **[dtetradeally.com](http://dtetradeally.com)**



**[www.linkedin.com/in/dteenergysaveenergy](http://www.linkedin.com/in/dteenergysaveenergy)**