

TRADE ALLY TIMES

A Newsletter for our Valued Contractors and Designated Trade Allies



MEECA's 3rd Annual Summer Golf Outing!

Hawk Hollow Championship Golf Course
Wednesday - July 10

<https://www.eventregisterpro.com/event/meeca>

Latest News & Program Highlights

We are pleased to announce for 2019, that we have created a trade ally advisory council. This group of designated trade allies represents a cross section of our contractors ranging from small to large that work on natural gas and electric projects. The advisory council recently had our first introductory meeting and are planning to meet on a quarterly basis moving forward and select new members of the council on an annual basis. The trade ally advisory council has been established to improve the communication flow between DTE and our designated trade allies who serve as a valuable outreach function of our program. In our council meetings, we will discuss matters such as availability of funds, bonus offers and statewide utility programs and legislation. For questions on the council or to be considered for future participation, contact your outreach representative.



Photos on the left are from the Michigan Energy Efficiency Conference hosted by the Engineering Society of Detroit.

Photos on the right are from the 2019 Hit for the Fences Event at Comerica Park.

Chains & franchises bonus

Additional funds are available for chains and franchises with multiple locations participating.

The DTE Energy Efficiency Program for Business is offering a special incentive bonus for chains or franchises with multiple locations doing projects under the same tax ID or parent company. We hope that this offer will encourage wide spread adoption of energy efficient measures that apply to several locations. This offer took effect on May 1, and runs through October 30, 2019 and will only apply to electric incentives.

This bonus is based on a tier structure, with a higher incentive bonus being paid to more participating locations with the same tax ID or parent company. The tiered bonus structure is as follows:

- Paid locations 2-10 will receive a 30% bonus**
- Paid locations 11-20 will receive a 40% bonus**
- Paid locations 21+ will receive a 50% bonus**

For more information about this offer, contact our office by phone at 866.796.0512 (option 3) or by email at saveenergy@dteenergy.com.

DTE Energy Efficiency Program for Business

50% Incentive bonus for chains and franchises

Incentive bonus offer now available for franchises and chain stores!

Additional funds available for chains and franchises with multiple locations participating.

How to apply:

- Complete the reverse side of this form to help with planning. Attach this form with applications to indicate participation in the bonus.
- Next to "Offer Code" on page 4 of the application, manually enter "Chains and Franchises Bonus" and input the calculated bonus at the 50% rate on the field to the right.
- The tiered bonus percentage will be determined based on the order of submitted final applications.

* Incentive program (EIS) incentive bonus may be used only for electric incentives. Funds are limited and are subject to the amount of available funds.

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Trade ally Q&A

Q: The rebate application process for lighting can be somewhat confusing, and it would be helpful if there were some examples provided for how to classify various types of lighting measures.

A: The DTE Energy Efficiency Program for Business Program references lighting upgrades in four categories: interior under 15 ft. (ceiling height), interior over 15 ft. (ceiling height), interior and exterior 24/7 operation, and exterior. If you are unsure of which category to use for your project, contact our office by phone at 866.796.0512 (option 3) or by email at saveenergy@dteenergy.com.

Chiller tune-up bonus

The DTE Energy Efficiency Program for Business is offering a special chiller tune-up bonus; customers and contractors may qualify for additional money.

DTE customers who have tune-ups performed on chillers will receive their regular \$5.00 incentive per ton, plus an additional \$2.50 bonus per ton. In addition, the contractor performing the tune-ups will also receive a \$2.50 bonus per ton.

The contractor will be paid only if a complete final application and documentation are submitted by Oct. 30, 2019. This offer is available to all DTE electric business customers and contractors.

For more information about this offer, contact our office by phone at 866.796.0512 (option 3) or by email at saveenergy@dteenergy.com.

Large project bonus

With the 2019 Electric trade ally bonus program, the DTE Energy Efficiency Program for Business seeks to reward Designated Trade Allies for their dedicated work on large projects.

Between Jan. 1, 2019 and Nov. 30, 2019, eligible designated trade allies can receive a 10% bonus on electric measures for submitting complete final applications for projects that result in a paid incentive of at least \$9,100 in a single category. Electric trade ally bonuses are calculated according to paid incentives per measure category.

Bonus dollars will be paid per application, with a check payable to each designated trade ally. Any final application submitted by a designated trade ally prior to Jan. 1, 2019 or after Nov. 30, 2019 will not qualify for a reward. Any projects previously applied for and cancelled will not qualify for a reward.

Eligible participants in the 2019 electric trade ally bonus program must:

- Be a designated trade ally in good standing on the date of enrollment and remain in good standing throughout the 2019 program year
- Submit a completed, signed electric trade ally bonus program application to: saveenergy@dteenergy.com
- Reservation and final applications submitted prior to completing the program enrollment application will not be eligible for the electric trade ally bonus
- Trade allies who are not able to receive third party incentive checks are not eligible to participate in the electric trade ally bonus program

DTE Energy Efficiency Program for Business

Tune-up your chiller today and receive extra money!

Additional funds available for customers and their contractors.

The DTE Energy Efficiency Program for Business is offering a special chiller tune-up bonus, customers and contractors may qualify for additional money.

DTE customers who have tune-ups performed on chillers will receive their regular \$5.00 incentive per ton, plus an additional \$2.50 bonus per ton. In addition, the contractor performing the tune-ups will also receive a \$2.50 bonus per ton.

The contractor will be paid only if a complete application and documentation are submitted by Oct. 30, 2019. This offer is available to all DTE electric business customers and contractors.

Final applications must be submitted by Oct. 30, 2019. For more information about this offer, contact our office by phone at 866.796.0512 (option 3) or by email at saveenergy@dteenergy.com.

How to apply:

- Download the latest version of our 2019 Program Application and fill in measure ME-50 on page 3. Also, complete the Boiler/Furnace/Chiller Tune-up Addendum.
- On Page 4, the application will automatically calculate all tune-up incentives.
- Next to "Other Code" on page 4 of the application, manually enter "Chiller tune-up bonus" and input the customer bonus amount in the field to the right.
- The contractor bonus will be processed separately. To facilitate payment, the contractor information must be entered on the application.

NOTE: You can include other energy efficiency measures on the same application.