

TRADE ALLY TIMES

A newsletter for our valued contractors and designated trade allies

DTE

2020 Kickoff meetings

Friday, January 17 - MSU Training Center, Troy

Wednesday, January 22 - Suburban Showplace, Novi

Tuesday, January 28 - Goei Center, Grand Rapids

Latest news & program highlights

It was great seeing all of our valued designated trade allies at the 2019 DTE 4th annual designated trade ally golf outing and the DTE designated trade ally appreciation lunch.

Thank you for helping us achieve success in the 2019 program year. We look forward to seeing you all again during the 2020 program year!



Photos on the left are from the 2019 DTE designated trade ally golf outing.

Photos on the right are from the 2019 Designated trade ally appreciation lunch at Shinola Hotel.

2020 Program changes

In 2020, chiller measures (CH-200 through CH-227) have been reworked, making it easier to qualify. We have added a [new chiller addendum](#), that will assist you in filling out the application. We have also added a new measure for chiller plant optimization (HE-57). This new measure provides incentives for existing chiller plants that utilize controls to optimize system efficiency. Chiller tune-up measure (HE-50) incentive rate has been lowered.

Occupancy sensors and combination occupancy/daylight harvesting sensor measures have been broken into 3 categories: less than 150 sq. ft., 150-500 sq. ft., and greater than 500 sq. ft. of controlled space per sensor.

Networked lighting controls tier two lighting incentives have been lowered (LO-20 through LO-29 and LO-40 through LO-45). A new measure (LO-52) has been added for tier 2 controls in the place of the additional incentive measures (LO-50 and LO-51).

VSD air compressor less than 50 HP and VSD air compressor 50-500 HP measures have been broken into 2 categories: 2,000-6,000 hours of use and greater than 6,000 hours of use. Incentives for these measures have been adjusted accordingly.



Welcome to the 2020 program year!

Highlights

The 2020 program year features a few changes in measure specifications and incentive levels, as well as changes to the Michigan Saves terms.

Measure & incentive changes

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Michigan Saves

Michigan Saves is offering the following financing options:

- 0% for all electric customer projects up to \$150,000 for 36 months
- 1.99% for all electric customer projects up to \$150,000 for 60 months

2020 Important dates

The 2020 program year application period:
Dec. 1, 2019 - Nov. 30, 2020

- No reservations will be extended beyond Nov. 30, 2020
- A project must be completed within 90 days of the reservation date on your reservation letter (if applicable)
- Final applications must be submitted within 60 days of project completion or Nov. 30, whichever comes first
- Incomplete final applications may be subject to cancellation
- Any application submitted after Nov. 30 may be cancelled

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Trade ally Q&A

Q: (This comment pertains to the Energy Efficiency Program for Business) Not set up for Performance contracting, more set up for Mom & Pop type businesses, who do small simple jobs that take a week or so to complete.

A: Actually, our custom incentives are ideal for more complex projects. If you do not find a prescriptive measure that you can apply for, contact your outreach representative to see how you can apply for custom incentives. We work with several performance contracting firms on a variety of longer-term projects. If you feel yours may not fit within our program guidelines or timing requirements, feel free to contact us to determine the best approach, which may include breaking a project into more than one application or alternative metering solutions. We can assure you, there are great incentives available for performance contracting! For more information or questions you may have contact us at 866.796.0512 (option 3) or by email at saveenergy@dteenergy.com.

2020 Designated trade ally training:

- Program overview
- 2020 application and catalog review
- Info on additional program features and benefits

January 9, 2020 - 8:30am to 10:30am:

Sign up for [Detroit](#) or [Grand Rapids](#)

January 23, 2020 - 1:00pm to 3:00pm:

Sign up for [Detroit](#) or [Grand Rapids](#)

February 13, 2020 - 8:30am to 10:30am:

Sign up for [Detroit](#) or [Grand Rapids](#)

February 27, 2020 - 1:00pm to 3:00pm:

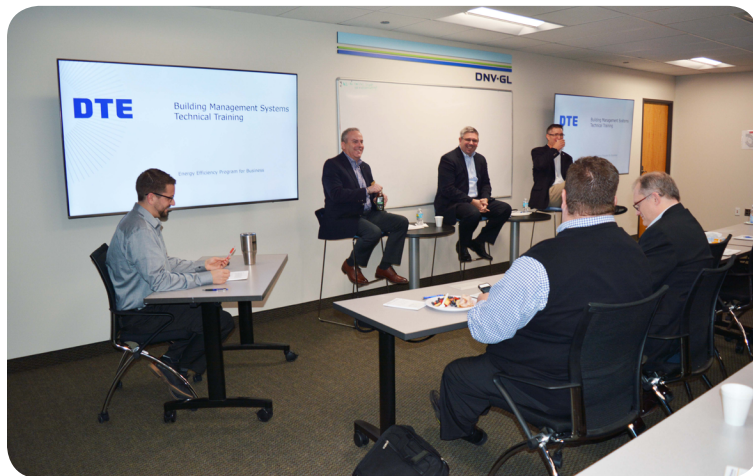
Sign up for [Detroit](#) or [Grand Rapids](#)

March 12, 2020 - 8:30am to 10:30am:

Sign up for [Detroit](#) or [Grand Rapids](#)

March 26, 2020 - 1:00pm to 3:00pm:

Sign up for [Detroit](#) or [Grand Rapids](#)



Registration for all events begin 30 min. before the start time.
Entrance will not be permitted 15 min. after the training begins.