



2025 Contractor Kickoff Webinar Energy Efficiency Program for Business

Agenda

- Safety Moment & Introductions
- New for 2025
- Applications
- Offerings
- Portal and OA Demo
- Q&A
- Survey & Suites

Safety Moment

How to Safely Navigate Snow and Ice

As warmer weather approaches, it's crucial to be aware of the dangers posed by melting snow and ice. Here are some key steps to stay safe:

- **Think Ahead:**
 - Wear shoes or boots with good tread for better traction.
 - Avoid areas where melting snow and ice accumulate.
 - Walk slowly and carefully, testing your footing on icy patches.
- **Take Protective Measures:**
 - Wear layers of protective clothing when shoveling snow or dealing with icicles.
 - Use a stable ladder on even ground and knock down icicles with an extension pole or broom handle.
- **Drive Cautiously:**
 - Drive slowly and increase stopping distance on slippery roads.
 - Be aware of black ice and avoid icy patches when possible.
- **Be Aware of Your Surroundings:**
 - Watch for standing water from melting snow, which can cause slips and falls.
 - Avoid areas with large puddles and take extra care when stepping.

By following these tips, you can ensure your safety as the season progresses. Stay aware of your surroundings and take appropriate measures to avoid hazards.



Introductions



Sara Savoia
MC & Program Info



Jon Packer
Large Business



Dashamir Fejza
SEM & RCx



Mike Cauzillo
Small and Medium
Business
Portal/OA Demo



Mark Kowal
Midstream

The logo features the letters 'DTE' in a bold, dark blue, sans-serif font. To the left of the letters is a stylized sunburst graphic composed of numerous thin, light blue lines radiating from a central point, creating a semi-circular shape.

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New for 2025

NEW Concierge Service Model

We are delighted to be your implementor for 2025!

Energy Efficiency Program for Business

Service is our number one priority. We are here to help both you and the DTE customers, regardless of offering.

Offerings *(formerly called programs):*

- **Large Business (LB)** *formerly called Downstream*
- **Small and Medium Business (SMB)**
- **Midstream (Instant Discounts)**
- **Strategic Energy Management (SEM)**
- **Retro Commissioning (RCx)**
- **Compressed Air and Steam Trap Efficiency** *formerly called Find & Fix™*

NEW Program Contact Info

Program Phone Number: 855.748.2525

Customers

Website

dteenergy.com/business

Email

saveenergy@dteenergy.com

Contractors

Website

www.michiganee.com

Email

michiganee@franklinenergy.com

NEW Program Materials

Updated and new program materials being created:

- Policies & Procedures
- Third party agreement
- Program overview flyer
- Bonus flyers
- Case studies
- FAQs
- And more!



Energy solutions that fit your business

Your business is unique—from the operation to the space to the impact on your community. That's why the **DTE Energy Efficiency Program for Business** offers a wide range of solutions. You can take advantage of one, a few, or reach out for one-on-one guidance with an expert. These solutions could include:

Rebates

Receive rebates when you make qualifying, energy-efficient purchases or improvements at your business.

Direct install

Your business may qualify for installations of complimentary energy-saving products to help kickstart your path to efficiency.

Energy assessments

At no cost to you, we can walk through your space, show you opportunities for efficiency and discuss any improvements you may have in mind.

Instant discounts

Save instantly on qualifying lighting, food service and equipment through participating distributors.

Compressed air and steam trap surveys

Receive complimentary surveys and learn about rebate finding and fixing failed steam traps and compressed air.

Comprehensive solutions

Take a whole-facility approach to your business' energy efficiency with retro-commissioning, strategic energy management or self-directed electric plan solutions.



Get started today

To learn more, visit dteenergy.com/business or scan the QR code.

You can also contact us at saveenergy@dteenergy.com or **855.748.2525**.

03/04/25-05/25



Energy Efficiency Program for Business

Third Party Authorization Form

Complete this form only if the rebate payment is to be paid to an entity other than the DTE Account Holder (account name listed on the customer's utility bill).

I, the DTE Account Holder, understand that I qualify for the below project rebate amount and authorize the rebate payment to the third party named below and understand that I will not receive the rebate payment for the below completed project. I, the DTE Account Holder understand that my release of the payment to a third party does not exempt me from the program requirements outlined in the Terms and Conditions and Final Payment Agreement.

DTE Account Number: _____

DTE Account Holder Name: _____

DTE Account Holder Address: _____

Project Number: _____

Project Rebate Amount: _____

Pay Rebate To: _____

Payee Mailing Street Address: _____

Payee Mailing City: _____

Payee Mailing State: _____

Payee Mailing Zip Code: _____

Federal Taxpayer ID Number (FEIN): _____

Tax status (check one): Corporation Sole proprietorship Tax exempt

Limited liability corporation Partnership Other (specify): _____

Authorized by (Customer's Printed Name): _____

Authorized by (Customer's Signed Name): _____

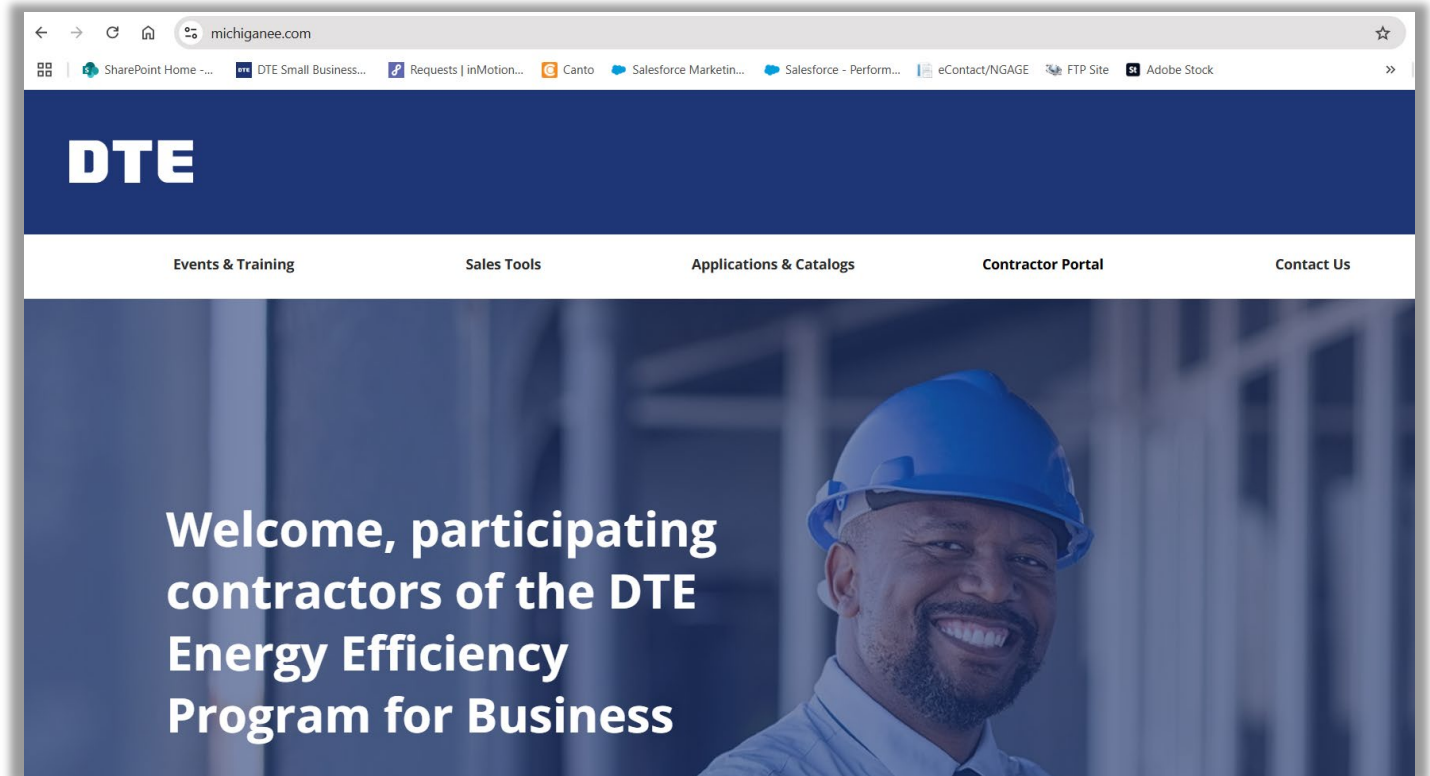
Date: _____

*Final project rebate amount is subject to change based on final review and approval of the program.

03/04/25-05/25

NEW Contractor Microsite

New website designed for all contractors supporting the DTE Energy Efficiency for Business offerings!



www.michigane.com

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Applications

Catalogs, Applications & Rebates

Large Business:

NEW online application (OA) with pdf catalog

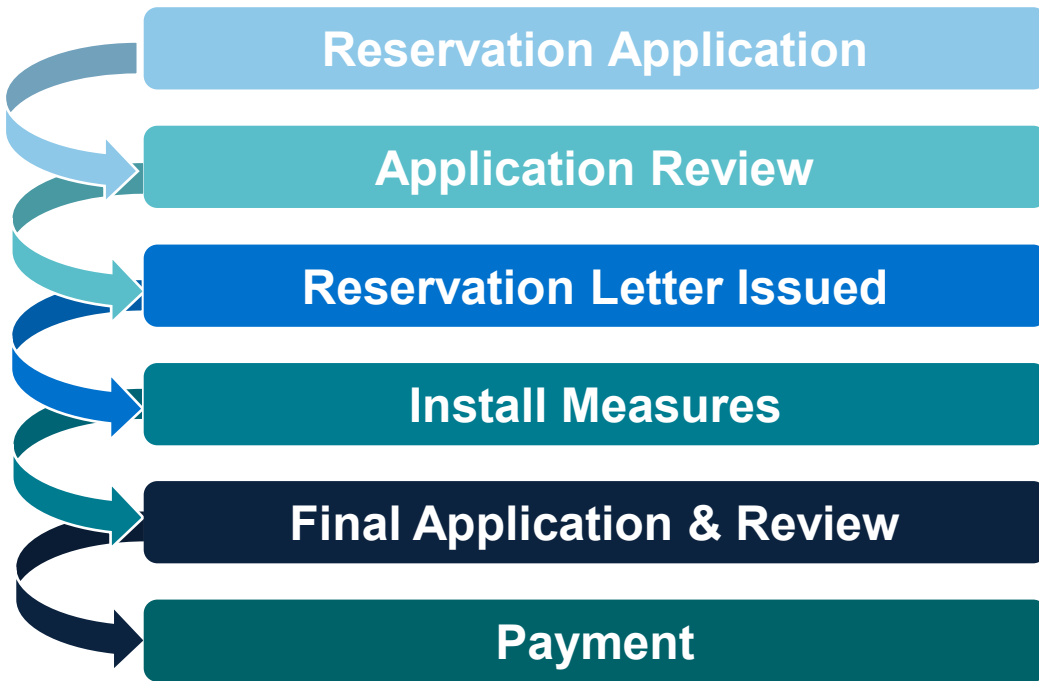
No longer utilizing a joint application with Consumers

Small & Medium Business:

Online or fillable pdf application with pdf catalog



Application Processing



**7-14
days**

Pre-
application
processing

**90
days**

Application
funds
reserved

**7-14
days**

Final
application
processing

**2-4
weeks**

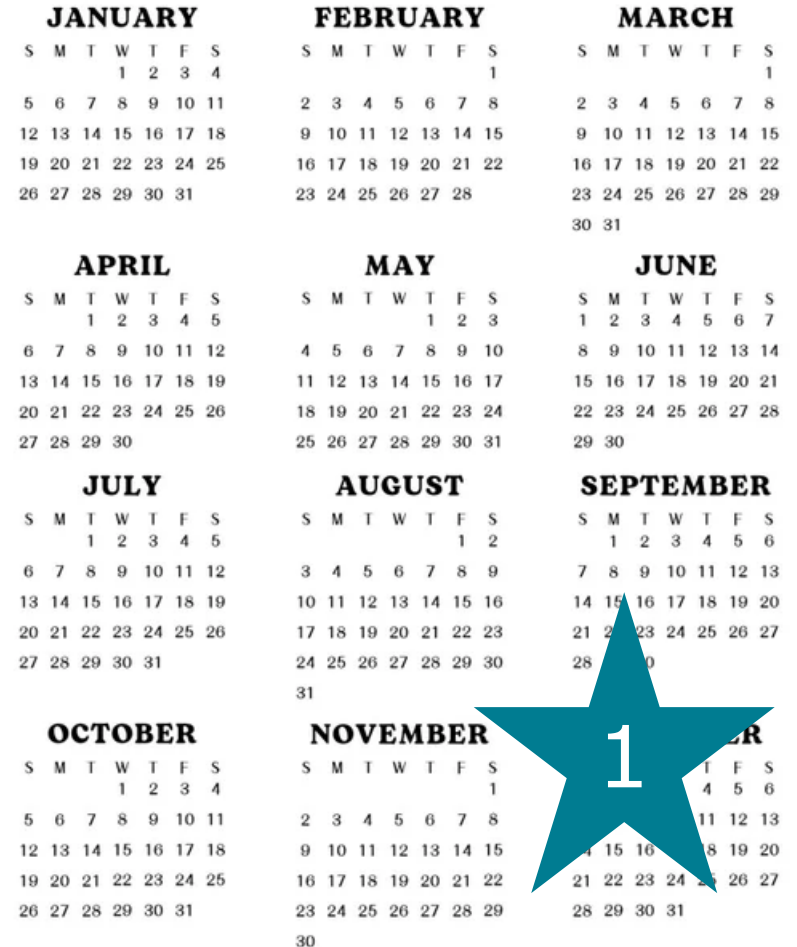
Rebate
received

Application Deadline

2025

The Program Year ends Dec. 1

- No Reservations will be extended beyond Dec. 1
- Final Applications must be submitted within 60 days of project completion date or Dec. 1, whichever comes first
- Incomplete Final Applications may be subject to cancellation
- Any Application submitted after Dec. 1 may be cancelled



2025 Rebate and Measure Updates

Large Business

- Process boiler tune-up at \$0.20 per mbh
- Custom rebates will remain the same at \$0.08 kwh capped at 50%

Small and Medium Business

- Window film at \$17 per 100 sq. ft of glazing
- Original double hung window with low U storm at \$118 per 100 sq. ft of glazing
- Process boiler and process burner tune-up (rebate amounts vary/type)
- Large high efficiency gas water heater at \$125 per heater
- Heat curtains for greenhouses at \$0.05 per sq ft
- Greenhouse infrared film at \$0.05 per sq ft

ACH Payments with Choice Digital

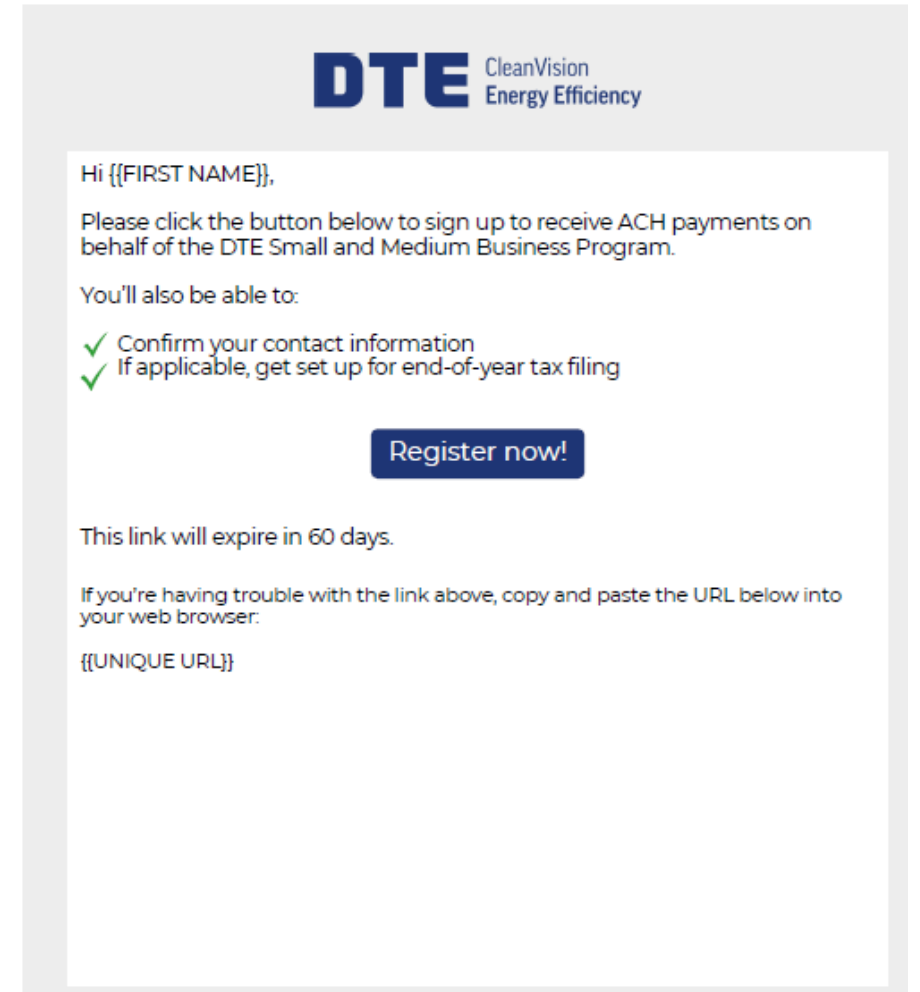
Continuing for SMB

Enroll in ACH to receive bonus or rebate payments

1. Receive invite email from vendor
2. Complete the Registration Process
3. Provide W9 and banking information

ACH Will also be available for customers

Sender Name: Payments from DTE Small and Medium Business Program
Subject: Register to be paid by the DTE Small and Medium Business Program



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Program Offerings

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Large Business
“LB”

2025 LB Bonus Structure

Customer		
Electric Only	20% Early Completion Bonus	Ends 9/30/25
Gas Only	20% Early Completion Bonus	Ends 4/30/25

Contractor		
Electric Only	20% Early Completion Bonus (PC only)	Ends 9/30/25
Gas Only	20% Early Completion Bonus (PC only)	Ends 4/30/25
Electric/Gas	New Project Bonus (All)	Ends 6/30/25
Electric/Gas	Contractor Performance Agreements (PC only)	Ends 12/1/25

**All bonuses are subject to change*

LB Participating Contractors

2024 Contractor status will carry over into 2025

- Must complete training
 - Virtual training or individual EA training available
 - When training is complete, a form will be sent via email
 - Submit completed form and W9
- 2025 training schedule coming soon!
- Attending this kick-off event counts as training
- Eligible for third party payment
- Eligible to receive contractor bonuses

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**Small and Medium Business
"SMB"**

2025 SMB Bonus Structure

60% Interior Lighting

Excludes downlights, exit signs, occupancy sensors, custom lighting, and case door lighting

40% Exterior Lighting

Includes all exterior lighting upgrades except downlights and custom lighting

20% Refrigeration

All refrigeration measures, including case door lighting

100% Gas Bonus

All gas measures, including furnace/boiler replacements & tune-ups and infrared heaters

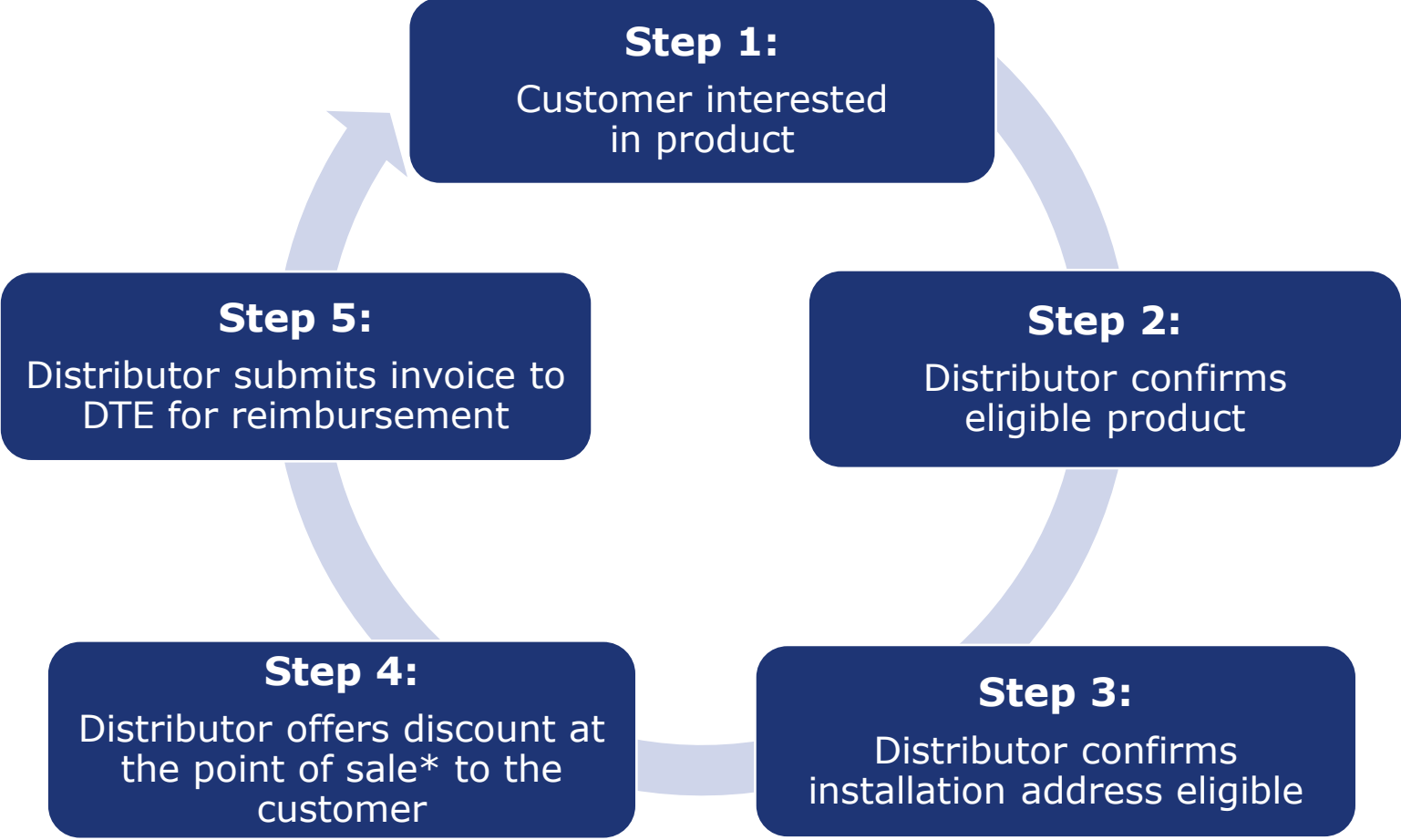
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Midstream “Instant Discounts”

Distributor Process



**some projects require pre-approval*

NEW for 2025

Lighting

- Dual Sensor controls incentive
- Occ and Dual Sensor incentives for LED Flat/Panels/Troffers

Food Service

- Radiant Conveyor
- Refrigerated Chef Base

HVAC

- Small incentive reductions for VRF and PTHP



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Compressed Air and Steam Trap Efficiency

Compressed Air/Steam Overview

New for 2025

- Contractor-driven program
- We partner with you to drive savings
- EAs identify lead opportunities
- Opportunities to increase your business
- Can be customer or contractor repaired

Compressed Air Nozzles

Provide Free Fixed or Handheld Air Nozzles to customers

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Strategic Energy Management "SEM"

SEM Overview

Customer-driven offering with long-term relationship (12-24 month coaching) focused on continuous improvement of energy performance

Benefits for contractors:

- Identifying capital projects
- Proactive approach to supporting customers on prescriptive and non-prescriptive measures, creating project opportunities

The logo for DTE Energy, featuring the letters "DTE" in a bold, dark blue font. To the left of the letters is a stylized sunburst graphic composed of numerous thin, light blue lines radiating from a central point.

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Retro Commissioning "RCx"

RCx Overview

Customer-driven, multi-track version of SEM with less time and commitment required from the customer.

Benefits for contractors:

- Contact us for tune-up process and control work
- Proactive approach to supporting customers on prescriptive and non-prescriptive measures, creating project opportunities
- Customers tend to reinvest into the program for additional energy-efficiency opportunities

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MISaves

Michigan Saves

DTE Energy

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MichiganSaves.org



Michigan Saves[®]
The Nation's First Nonprofit Green Bank



Commercial and Public Sector Energy Financing

Streamlined financing process for energy efficiency

- Equipment leases or installment purchase agreements
- \$5,000–\$150,000 (larger projects are considered on a case-by-case basis)
- Available to for-profit businesses, nonprofits, public-sector, and multifamily housing
- Rates 1.99% APR for 36 months
2.99% APR for 60 months
- Participating lender: Team Financial Group

Utility Collaboration

Interest rate buydown available through:

- DTE Energy



“In the end, we were convinced by the numbers. We did this project to save money, and we’ve been really happy with the project.”

SAM BAHOURA
Co-owner

Liberty Food Center, Detroit

Thank You & What's Ahead...

- Additional Program Materials
- Quarterly Newsletters
- Contractor Council
- Sales Training & Support Opportunities
- Contractor Golf Event
- Mid-Year Check-in Event
- Participating Contractor Trainings (*LB only*)
- And more!

You will be updated as new offerings roll out

Have anything you'd like to see? Put it in the survey!

Portal and OA benefits

- Provides customers and contractors a convenient way to submit and monitor applications for rebates
- Provides real-time status information on applications
- Provides better online information including application processing requirements
- Allows application sharing with other registered users
- Allows applicant to leave notes for reviewer

Rollover projects will automatically be entered into the portal

Portal & OA Demo

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Q&A



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**We want to
hear from
you.**

**Take the
Survey!**

And the winners are...

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Thank you!

Contact Us

Phone: 855.748.2525

Email: michiganee@franklinenergy.com

Website: www.michiganee.com