



DTE

CleanVision
Energy Efficiency

2026 DTE Energy Efficiency Kickoff

Agenda

- Safety Moment & Introductions
- Program Offerings
 - Midstream
 - Small and Medium Business
 - Large Business
- Michigan Saves
- Online Application Demo
- Survey
- Q&A



WINTER WEATHER SAFETY TIPS

As temperatures drop, please keep these safety guidelines in mind to protect yourself and others:



PLAN AHEAD

Check local weather forecasts before commuting or traveling. Allow extra time for delays due to snow or ice.



DRESS APPROPRIATELY

Wear layers, insulated footwear, and gloves to prevent frostbite. Keep an emergency blanket or warm clothing in your vehicle



PREVENT SLIPS AND FALLS

Use handrails and walk on cleared paths.

Wear shoes with good traction



STAY INFORMED

Monitor weather conditions for all areas you'll be traveling to. Keep contact numbers for site supervisors and emergency services handy

Introductions



Eric Anderson
Large Business
Outreach Manager



Mike Cauzillo
Small and Medium
Business
Outreach Manager



Dash Fejza
RCx/SEM
Deputy Operations
Manager



Mark Kowal
Midstream
Outreach Manager

Program Contact Info

Program Phone Number: 855.748.2525

Customers

Website

dteenergy.com/business

Email

saveenergy@dteenergy.com

Contractors

Website

www.michiganee.com

Email

contractors@michiganee.com

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.

DTE

CleanVision
Energy Efficiency

Program Offerings

Program Offerings

Midstream (Instant Discounts)
Small and Medium Business (SMB)
Large Business (LB)

Midstream

Small and Medium

Large



Midstream "Instant Discounts"

2025 Midstream Recap

12,985 customers participated

32,216 paid claims

279,364 MWh in electric savings

98,637 MCF in gas savings

Provided \$16.1M in rebates

Meet Your Outreach Managers



Mark Kowal

Lighting and Food
Service
East Michigan



Aaron Prince

HVAC
West Michigan

Program Overview

The following equipment (and more) are eligible:

Lighting

- Exterior Fixtures
- Linear and Panel LED Lighting
- High and Low Bays
- Occupancy and Daylight Sensors
- Exit signs

Food Service

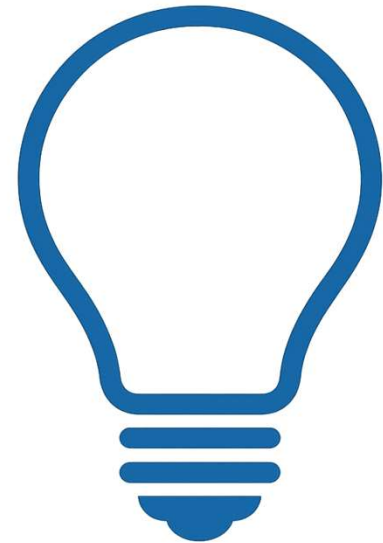
- Refrigerators and Freezers
- Dishwashers
- Ovens and Broilers
- Demand Control Ventilation Units
- Ultra-low Temperature Freezers

HVAC/Water Heating

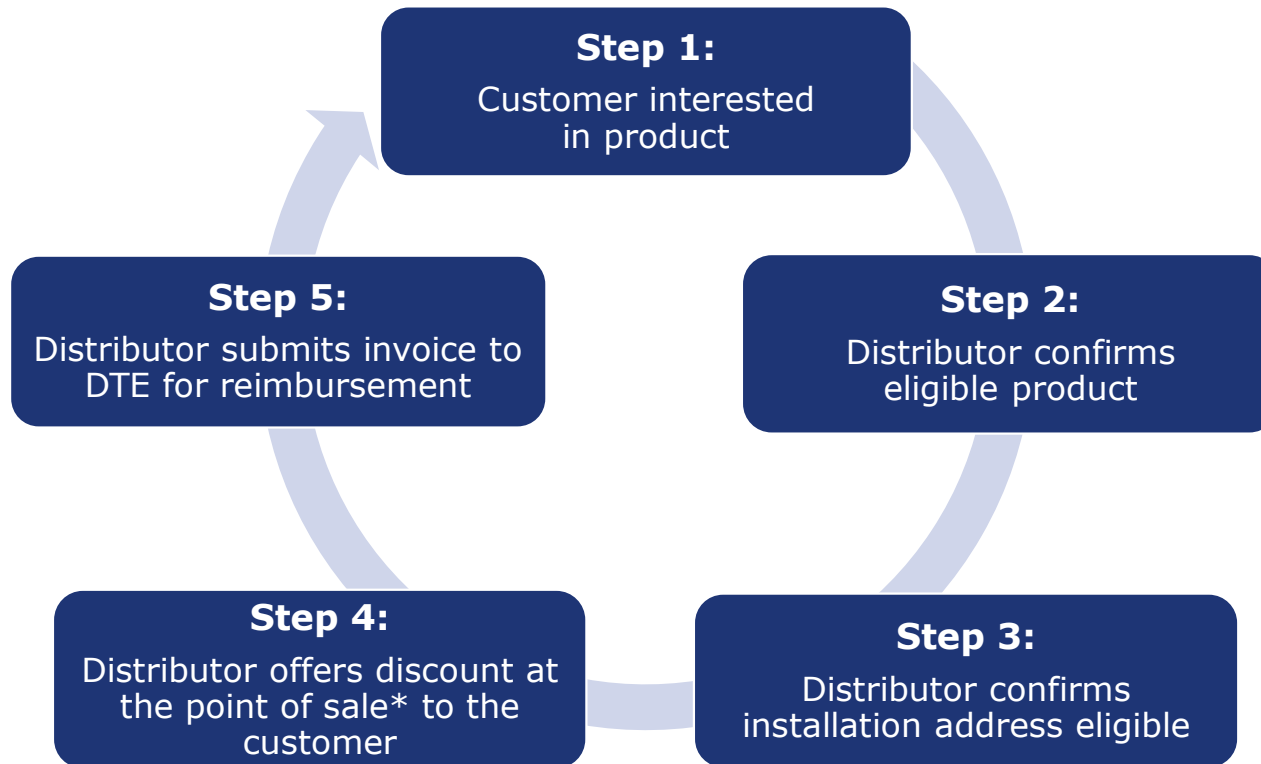
- Unitary, Split, and Packaged Air Conditioners and Heat Pumps
- Boilers
- Water Source Heat Pumps
- Variable Refrigerant Flow
- Clean Water Pumps
- Fan Energy Index and High-Volume Low-Speed fans
- Air and Water-cooled Chillers

Eligibility Requirements

1. Commercial & Industrial customers only
 - *Exception: Large working farms*
2. Installation address must be a DTE electric and/or DTE gas customer, in good standing
3. Distributors and contractors must serve commercial and industrial customers
4. Products must be certified or listed by one of the following organizations:
 - ENERGY STAR®, DesignLights Consortium®, Air-Conditioning Heating and Refrigeration Institute (AHRI)



Distributor Process



**some projects require pre-approval*

NEW for 2026

Lighting

- Downlights, G24, and 2G11 lights are no longer part of the program.
- Occupancy and Dual Sensor for Parking Garage Lighting

Food Service

- Incentive changes for some High Efficiency Evaporator Units (HEEUs).

HVAC

- Cogged V-Belt incentive now \$25/belt
- New Measures: Ground-Loop Water Source Heat Pumps; Larger boilers (2,500-10,000 MBtuh)

Program Offerings

Midstream (Instant Discount)

Small and Medium Business (SMB)

Large Business (LB)

Small and Medium

Large

SMB and LB Shared Information

- Program Materials
- Catalogs and Applications
- Contractor Microsite
- Application Processing
- Application Deadline
- ACH Payments with Choice Digital
- Online Application Improvements
- AI Support Tool

DTE CleanVision Energy Efficiency

Small and Medium Business Program

Your path to energy savings starts here

Running a business is enough work on its own - your energy efficiency goals shouldn't add to the load. More so DTE was used to make it even so.

DTE CleanVision Energy Efficiency

Energy Efficiency Program for Business

Get money back on energy efficiency upgrades

Big projects don't have to equal a big price tag. Here at DTE, we want to help your business achieve greater energy efficiency while saving on the cost of upgrades. That's where the Energy Efficiency Program for Business comes in. Let us do the heavy lifting, while you focus on the day-to-day.

As a participant, you'll get access to:

- Rebates on both past and future projects.
- Designated support for new construction and major renovations.
- Custom energy efficiency solutions for your business, with dedicated support.
- Free compressed air nozzles.
- An optional no-cost energy assessment to identify energy-saving opportunities.
- And more!

Whether you already have a project in mind or don't know where to start, we have your back. Let us handle the heavy lifting while you focus on what's important - running your business.

Contact us
Phone: 855.748.2525 | Email: saveenergy@dtenergy.com
Web: dtenergy.com/business | Apply: dtenergy.com/business/application

Program Materials

Updated and new program materials being created:

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

Website updates are made frequently



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
 Limited liability corporation Partnership
 Authorized by (Customer's Printed Name): _____
 Authorized by (Customer's Signed Name): _____
 Date: _____

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

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 HVAC equipment through participating distributors.
- Compressed air and steam trap surveys**
Receive complimentary surveys and learn about rebates for finding and fixing failed steam traps and compressed air leaks.
- Comprehensive solutions**
Take a whole-facility approach to your business' energy efficiency with retro-commissioning, strategic energy management or self-directed electric plan solutions.



An energy-saving solution for every business.


Whether your business project is small or large, our rebate programs provide more ways to explore cost-effective, energy-efficient solutions.



DTE Energy Efficiency Program for Business

Get rebates for equipment upgrades, new construction and major renovation projects and Telecom improvements.


[Find Rebates >](#)



DTE Energy Multifamily Program

If you're a multifamily property manager or owner, find ways to reduce your energy usage and costs by installing energy-saving equipment.

[Explore the Program >](#)



Steam Traps & Compressed Air Efficiency

Get complimentary surveys and learn about rebates for finding and fixing failed steam traps and compressed air leaks.

[Get Started >](#)

Catalogs and Applications

Large Business:

Online application (OA) with PDF catalog and rebate calculator

Small & Medium Business:

Online or fillable PDF application with pdf catalog and rebate calculator

DTE Notifications (0) dte.sb.demo@gmail.com

Dashboard

Start New Project
Create a new project under any of your approved programs

View Assigned Work
See the jobs assigned to you and the customers waiting to be scheduled

Manage Projects
Track statuses, view summaries, and edit unsubmitted projects

Document Library
Reference program guides, calculators, and other supporting materials

Notifications

Recent Activity

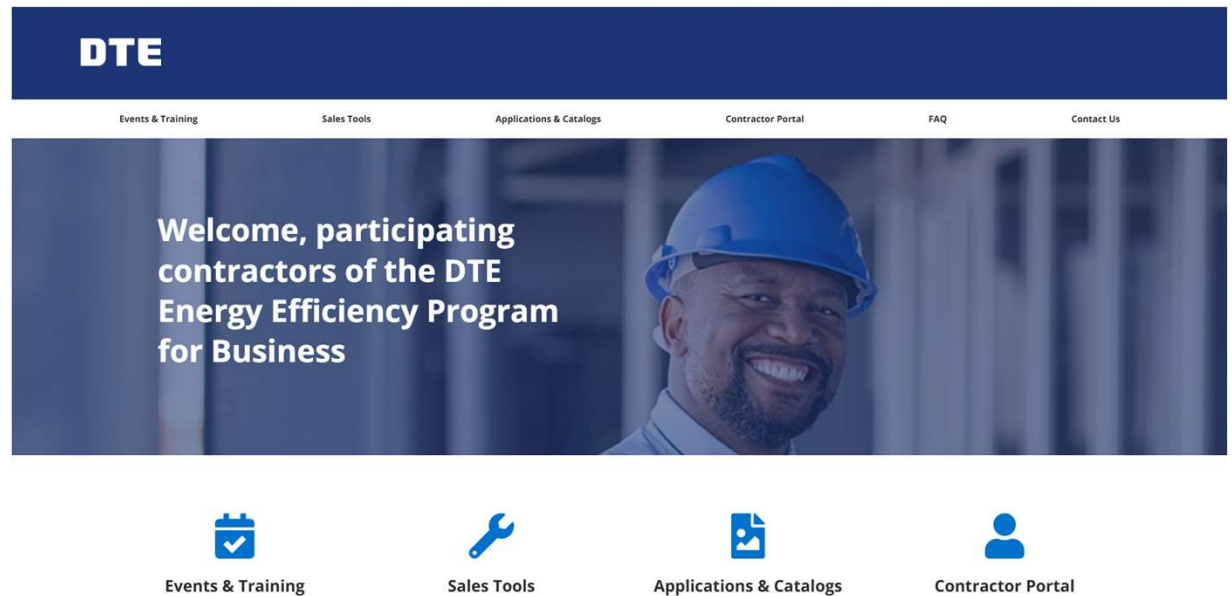
Program	Project Name	Customer Name	Status	Total Rebate	Last Modified
No data					

Contractor Microsite

Specific website designed for all contractors supporting the DTE Energy Efficiency for Business offerings.

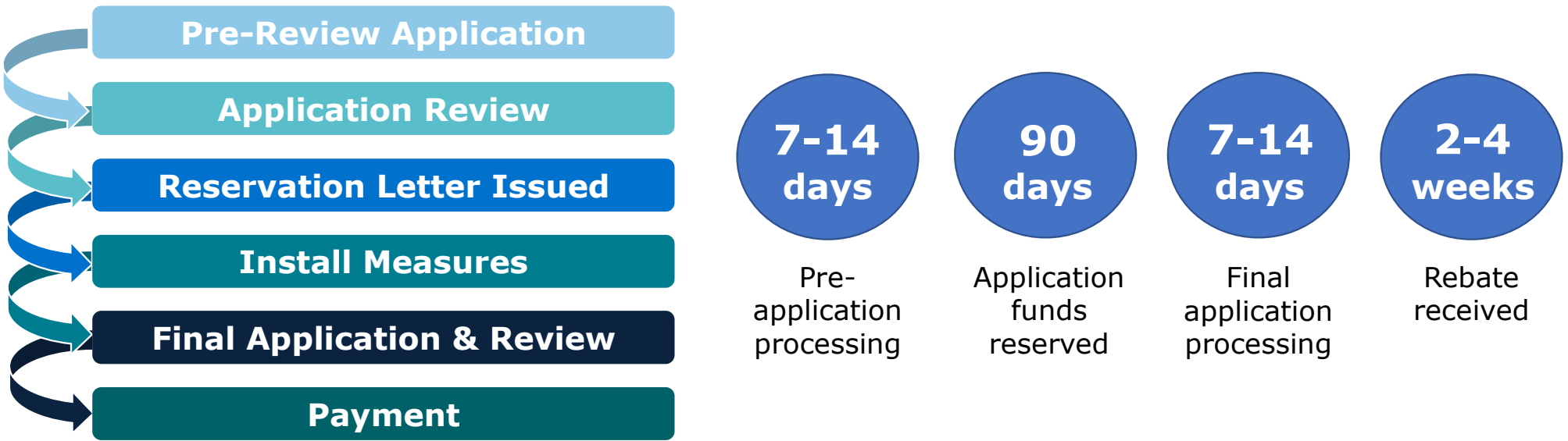
Includes:

- Events and Trainings
- Sales Tools
- Applications and Catalogs
- Contractor Portal
- FAQ
- Contact Us



Visit michiganee.com to access tools and sign up today!

Application Processing



Small and Medium

Large

Application Deadline

Program Year ends Nov. 30, 2026

- 2026 Reservations expire after Nov. 30
- Final Applications must be submitted within 60 days of completion date
- Incomplete Applications may experience processing delays or cancellation
- Final Applications submitted after Nov. 30 may not qualify for 2026 payment but may qualify for the 2027 program

**MONDAY
NOVEMBER
2026**

30

ACH Payments with Choice Digital

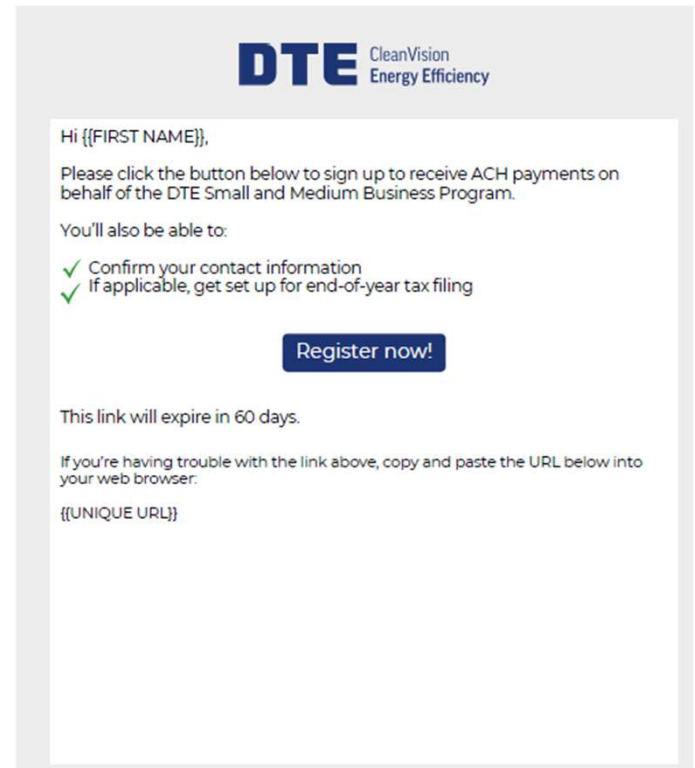
Continuing for SMB contractors and expanding for LB contractors

Enroll in ACH to receive bonus or rebate payments

Steps:

1. Payee receives their first rebate check (*Large Business only*)
2. Receive invite email from Choice Digital
3. Complete the Registration Process
4. Provide W9 and banking information

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



Online Application Improvements

Expected rollout in mid-2026

What's Changing?

- Faster loading and navigation speed
- Modernized UI for clearer and more reliable experience
- Shortened application submission time
- Increased project visibility

What Remains the Same?

- Core process and eligibility for participation
- Internal and external user roles

Online Application Improvements

What Comes Next?

- No immediate action needed!
- Program announcement prior to official rollout
- Join a program hosted training session

Where to go for questions and/or updates?

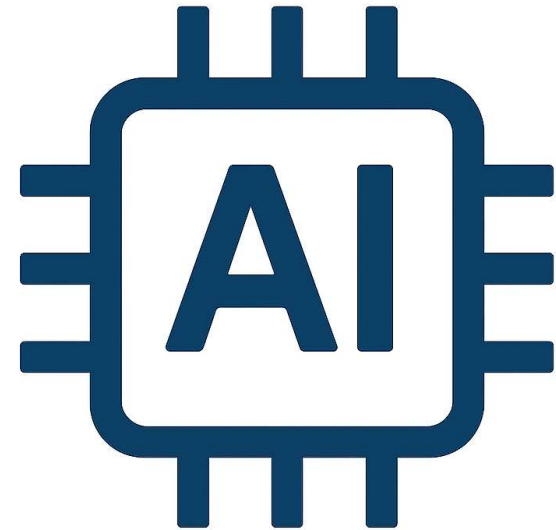
- DTE Microsite www.michiganee.com for updates, training schedules, and support materials
- You may also reach out to your Energy Advisor

AI Support Tool

Expected rollout in mid-2026

Features

- Embedded on the DTE Microsite
- No login required
- Simple chat interface
- Project estimates from chat or photos
- Draft application created for easy submission
- Reduces time/effort to begin application process



SMB and LB Handoff

Simple process

- Task created for other program team
 - Project and contact information shared
- Project Status
 - Active projects are recreated
 - Leads are supported in submission process
- Warm hand off for customer

When does it occur?

- Program originally submitted on cannot process
 - Certain measures
 - Customer types
- Opportunities for best customer service
- Request for assessments



DTE

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Small and Medium Business "SMB"

2025 SMB Recap



Small and Medium

Meet Your Outreach Team



Mike Cauzillo
Outreach Manager



Jason Smith
Energy Advisor

Small and Medium

Meet Your Field Team



Dennis Howard
Field Team Manager



Daoud Esa
(SE Michigan)



Drew Rodriguez
(Grand Rapids)



Chris Baker
(Northern Michigan,
Upper Peninsula and
Thumb, SE Michigan)

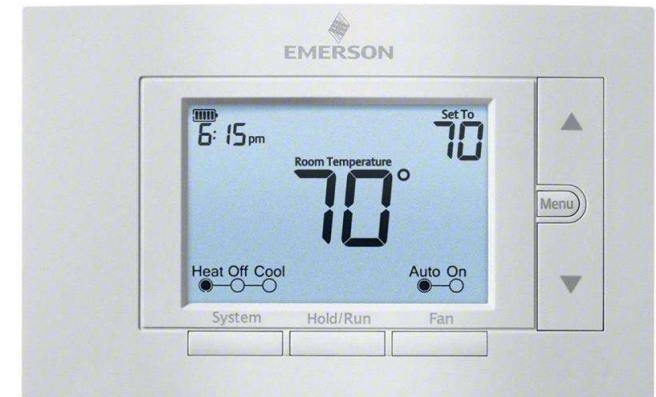


Brandon Galbavi
(Northern Michigan,
Upper Peninsula,
Grand Rapids)

Program Overview

By Participating Customers receive:

1. A free energy assessment to identify energy-saving opportunities.
2. Free product upgrades like LED bulbs, smart thermostats and more.
3. A trusted contractor network.
4. A custom energy report with recommendations tailored to their business.
5. Rebates on their energy efficiency upgrades.



How an Energy Assessment Works

Complimentary Energy Assessment

- All small and medium customers are eligible to receive an energy assessment.
- Customers are assigned an energy advisor and work directly with them throughout the process
- Walk through facility and identify opportunities for energy efficiency
- Leave behind collateral and energy assessment report detailing optional energy efficiency upgrades.
- Direct install products at no cost while on-site
- If customer is interested in completing a project, we will assist them with the appropriate steps to take.

Customers can schedule their energy assessment by visiting dteenergy.com/smallbusiness or call (855) 748-2525



DI Electric Measures

LED screw-in Bulbs
LED Exit Sign Retrofits
LED Open Signs



DI Gas Measures

Energy Efficient Faucet
Aerator
Energy Efficient Pre-Rinse
Spray Valve
Foam Pipe Wrap
Smart Thermostat

2026 Continued Rebates

Electric Lighting

- Network Lighting Controls
- Interior/Exterior lighting
- Custom lighting

Refrigeration

- Anti-sweat heater controls
- Strip curtains
- Electronically commutated motors
- LED refrigerated case lighting
- Door gaskets

Other

- ENERGY STAR clothes washers
- Vending machine controllers

Gas

- Boiler, Furnace/RTU, Domestic Hot Water Tune-ups
- Efficient natural gas furnaces
- Infrared heaters
- High efficiency boilers
- Domestic hot water heaters
- Ceiling and roof insulation
- Ozone Laundry

2026 Key Rebate Changes

2026 Lookback

- Allowing projects that go back to January 1, 2024
- Will require invoices to confirm proof of purchase
- Rebate will be paid to the customer

Rebates and Bonuses

- Electric rebate changes
- Gas rebate changes
- Changes to lighting and gas bonuses

Measure Changes

- Exterior lighting
 - Requirement increased from 40% to 52% wattage reduction required
 - Changes to the hours
 - Measures are broken out by hours they are on. There is dusk to dawn option and <4,160 hours
- Downlights
 - No longer on the program application

Key Electric Measure Rebates

Measure	Rebate	Measure Unit
Interior LED lighting, 1-shift operation, 1-65 hours/week	\$165.00	kW reduced
Interior LED lighting, 2-shift operation, 66-115 hours/week	\$255.00	kW reduced
Exterior Lighting	\$5.00 - \$148.00	Per fixture
Strip curtain on walk-in cooler	\$5.25	Per Sq. Ft
Strip curtain on walk-in freezer	\$25.00	Per Sq. Ft
Door gaskets on coolers and freezers	\$6.00	Linear Foot
ECM for walk-in freezer and cooler	\$85.00	Per motor

*List is not all inclusive.

Example Project

Refrigeration

Convenience Store

Examples:

- Strip curtains
- ECM for walk-in cooler and freezer
- Door gaskets

Category	Amount
Total Project Cost	\$3,530.00
Rebate Total	\$1,908.00
Cost after Rebates	\$1,622.00
Percent Covered by Rebates	54%
Energy Savings (kWh)	25,642

Example Project

Lighting and Refrigeration

Non-Profit Child Care and Support Center

Interior Lighting:

- Tube replacement

Refrigeration:

- ECM for walk-in cooler and freezer
- Strip curtains

Category	Amount
Total Project Cost	\$11,115.00
Rebate Total	\$4,472.40
Cost after Rebates	\$6,642.60
Percent Covered by Rebates	40%
Energy Savings (kWh)	98,950

Key Gas Measure Rebates

Measure	Rebate	Measure Unit
Space heating boiler tune-ups	\$50.00 - \$300.00	Per boiler
Furnace/RTU tune-ups	\$15.00 - \$75.00	Per furnace/RTU
Domestic hot water heater tune-ups	\$75.00	Per heater
Central natural gas furnace 92% efficient	\$1.00	Input MBH
Central natural gas furnace 95% efficient	\$1.29	Input MBH
Infrared Heaters	\$1.54	Input MBH

*List is not all inclusive.

Example Gas Project

Infrared Heaters

Auto Repair

Infrared Heaters

Category	Amount
Total Project Cost	\$12,450
Rebate Total	\$3,750
Cost after Rebates	\$8,700
Percent Covered by Rebates	30%
Energy Savings (MCF)	316

Small and Medium

2026 SMB Customer Bonus Structure

20% Lighting Bonus

- Includes interior and exterior lighting
- Excludes custom lighting

20% Refrigeration Bonus

- All refrigeration measures, including case door lighting

Long Life Measure Gas Bonus

- 25% Gas Long Life Measure Bonus

Small and Medium

**All bonuses are subject to change*

Gas Long Measure Life Examples

- Boiler Replacements
- Ceiling, Wall, and Roof Insulation
- Ozone Laundry
- Domestic Hot Water Heaters
- Furnace Replacements
- Infrared Heaters

New for 2026

Additional gas and electric measures added to the application

- Additional lighting measures
- New Construction
- HVAC measures

Excel Rebate Calculator

- Quick tool to calculate customer's rebates

Participating Contractor Agreement Form

- More information will be communicated to existing program contractors.

Key New Electric Measures

Lighting

- Exterior lighting controls
- Stairwell lighting controls
- Garage lighting controls
- Lighting Power Density

Refrigeration

- Refrigerated case lighting per linear foot
- Evaporator controls with demand defrost for walk-in coolers and freezers

• HVAC

- Guest Room Energy Management System
- Air Conditioning Systems
- Web-enabled EMS
- ECM motors on furnaces
- Mini split heat pump SEER 21

• Misc. Electric

- Electric Tankless Water Heater
- VFD for Process Fans (≤ 50 HP)

2026 Participating Contractors

Participating Contractor Agreement Form

In order to be a Participating Contractor with SMB, contractors will be required to sign an agreement form agreeing to the program's policies and procedures

Benefits of becoming a Participating Contractor

- Dedicated Energy Advisor
- Eligible for third party payment
- Contractor only bonuses (when applicable)
- Listed on DTE's web directory
- Event invites (golf event, suites, etc.)

*More information will be communicated to existing program contractors.

New Electric Measures

Measure	Rebate	Measure	Rebate
Switching Controls for Multi-level Lighting	\$360.00	Interior Lighting Power Density Parking Garage = 8760 hrs	\$540.00
Stairwell Bi-Level Control	\$295.00	Exterior Lighting Power Density (Dusk to Dawn)	\$265.00
Exterior Lighting Bi-Level Control w/ Override, 150W-100W HID	\$46.00	Exterior Lighting Power Density < 4160 hrs	\$135.00
Exterior Multi-Step Dimming Time Clock	\$0.06	Evaporator Controls w/ Demand Defrost for walk – in coolers	\$3.00
Exterior LED Bi-Level Controls 0-810W LED	\$31.00	Evaporator Controls w/ Demand Defrost for walk – in freezers	\$26.00
Garage LED Bi-Level Controls	\$25.00	Walk-in Cooler Evaporator Motor Reductions	\$100.00
Garage LED Bi-Level Controls with Photocell	\$57.00	Energy Star Electric Tankless Water Heater	\$47.00
Light tubes with automatic daylighting control	\$21.00	ECM motors on furnaces	\$53.00
LED refrigerated case lighting (per foot)	\$10.50	VFD Supply/Return Fan	\$56.00
Interior Lighting Power Density (LPD)	\$165.00	Guest Room Energy Management System	\$15.00 - \$75.00
Interior LPD Parking Garage < 8760 hrs	\$190.00	Package Terminal AC	\$5.00, \$5.80
Web-enabled EMS	\$99.00	Mini-split heat pump SEER 21	\$21.00

Small and Medium

New Gas Measures

Measure	Rebate	Measure	Rebate
Wall Insulation	\$442.00	Optimum Start Stop	\$251.00
ENERGY STAR High Draw Water Heater > 55 gal (UEF ≥ 0.86)	\$45.00	High Efficiency Boiler (>10,000 MBH, 88% Combustion Efficiency)	\$1.00
ENERGY STAR Medium Draw Gas Storage WH < 55 gal (UEF > 0.81)	\$151.00	High Efficiency Boiler (>10,000 MBH, 90% Combustion Efficiency)	\$1.10
ENERGY STAR Residential-Duty Commercial Water Heater (UEF ≥ 0.86)	\$307.00	High Efficiency Boiler (<300 MBH, 88% AFUE)	\$0.60
ENERGY STAR High Draw Gas Storage WH < 55 gal (UEF > 0.86)	\$171.00	High Efficiency Boiler (>2,500 to 10,000 MBH, 88% Combustion Efficiency)	\$0.50
Large High Efficiency Gas Water Heater ≥ 75,000 Btuh (TE=0.94)	\$215.00	High Efficiency Boiler (>2,500 to 10,000 MBH, 90% Combustion Efficiency)	\$0.70
Direct Fired Make-up Air Units	\$1.30	High Efficiency Boiler (300 to 2,500 MBH, 88% Thermal Efficiency)	\$1.30
Hotel Guestroom Energy Management	\$40.00	High Efficiency Boiler (300 to 2,500 MBH, 90% Thermal Efficiency)	\$1.40

*List is not all inclusive.

Key New Gas Measures

HVAC

- Guest Room Energy Management System
- HVAC Occupancy Sensor
- Optimum Start Stop
- Direct Fired Make-up Air Units

Misc. Gas

- Pool Covers
- Wall Insulation

Domestic Hot Water

- High Efficiency Pool Heater
- Medium and High Draw Gas Storage Water Heaters

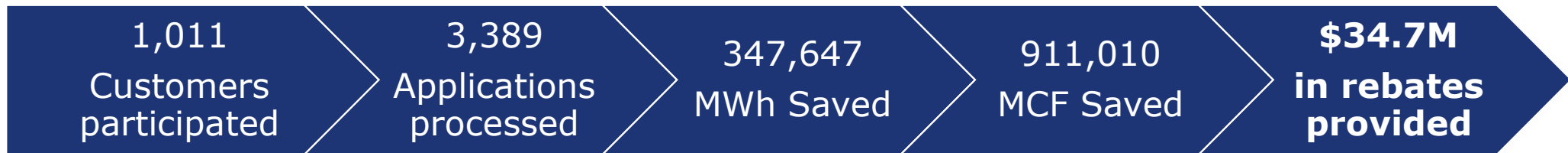


DTE

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Energy Efficiency

Large Business "LB"

2025 LB Recap



2025 LB Contractor Highlights

Largest Gas Project

- Development Solutions Midwest

Largest Electric Project

- Development Solutions Midwest

Top 5 Gas Savings

- Development Solutions Midwest
- Dean Boiler Inc.
- ThermalTech Engineering
- Rite-Way Plumbing and Heating Inc.
- Hurst Mechanical

Top 5 Electric Savings

- JCB Energy Solutions
- JJJ Construction
- Gasser Bush Associates
- M&M Abro Inc
- Lumex LLC

Most Applications

- Gasser Bush Associates

Key Changes to 2026

General Changes

- Bonus structure changes
- Electric Customer Incentive Cap increased from \$1,000,000 to \$2,000,000
- Gas Customer Incentive Cap increased from \$300,000 to \$500,000

Measure Changes

- Lighting (LPD) updated to ASHRAE 90.1 2019
- Exterior Lighting Reduction Requirement Increased from 40% to 52%
- Electric Custom Rate increased from \$0.08 / kWh to \$0.10 / kWh
- Custom Cap increased from 50% to 75% of project cost

Industrial Energy Advisors



Jeff Linkimer



Neil Mourad



Nathan Leindecker



Jacob Walker



Alison Dean



Boro Samcevic

Commercial Energy Advisors



Jeremy Mondrella



Dru Ross



Anas Muslmani



David Duda



Nick Hill



David Arnold

Contractor Energy Advisors



Michael Barck



John Russell



Rory Sayers



Andrew Johanns



Andy Rickard



Josh Smith



Wes Maharas



John Nametz

Electric Prescriptive Measures

Lighting

- Interior
- Exterior
- Controls / NLC
- Refrigeration

HVAC

- A/C & Heat Pumps
- HVAC Controls
- Other HVAC
- Maintenance

Process

- Compressed Air
- VFDs for Process
- Telecommunications
- Other Misc Process

Misc Electric

- Refrigeration
- Controls
- Indoor Agriculture
- Other Misc Electric

Electric Example

Lighting and Controls

~110,000 sqft facility

- Primarily production, some office space

Interior Lighting

- Highbays
- Strip Lighting
- Panel
- TLEDs

Network Lighting Controls

- 95,000 sqft controlled

Exterior Lighting

- Wall Pack
- Pole Lighting

Total Project Cost	\$123,309.00
Rebate Total	\$41,416.32
Cost After Rebates	\$81,892.68
Percent Covered by Rebates	34%
Simple Payback (years)	4.4
Energy Savings (kWh)	347,023
CO2 Reduction (Tons)	265

Gas Prescriptive Measures

HVAC

- Boilers & Furnaces
- IR Heaters
- HVAC Controls

Hot Water & Laundry

- Hot Water
- Gas Storage Water Heater
- Laundry

Insulation

- Envelope Insulation
- Pipe Wrap

Process Gas

- Process Boilers
- RTOs
- Boiler Sequencing

Misc Gas

- Refrigeration Waste Heat Recovery

Tune-Ups

- Boilers
- HVAC Furnace/RTU
- Process Burner

Gas Example

Greenhouse IR Film

~450,000 sqft of Greenhouses

- Primarily grows produce and flowers

IR Film Installed

- 100,000 sqft replaced
- Customer replaces ~25% each year
- Annual customer reengagement

Other Opportunities

- Heat curtains
- Space heater upgrades
- In-floor and under-bench hydronic heating systems
- Environmental controls
- Drip irrigation

Total Project Cost **\$12,479.00**

Rebate Total **\$5,994.40**

Cost After Rebates **\$6,484.60**

Percent Covered by Rebates **48%**

Simple Payback (years) **1.6**

Energy Savings (MCF) **1,415**

CO2 Reduction (Tons) **78**

Custom Measures

Rebate cap 75% of Project Cost (*increased from 50%*)

Custom Electric

\$0.10 / kWh (*increased from \$0.08*)

- Process / Productivity Improvement
- VFD on Large Pump and Fan Motors
- VFD on Chiller Compressors
- Large Indoor Ag Dehumidifiers

Custom Gas

\$3.50 / MCF

- Process / Productivity Improvement
- High Pressure Steam Systems
- Waste Heat Recovery

2026 LB Bonus Structure

2026 Electric Bonuses				
Bonus Name	Contractor or Customer?	Final App Submission Dates		Bonus Rate
		Start	End	
Long Measure Life	Customer	1/1/2026	11/30/2026	10%
Tiered Bonus	Contractor	1/1/2026	3/31/2026	20%
		4/1/2026	5/31/2026	15%
		6/1/2026	6/30/2026	10%
K12 Schools, Colleges, and Universities	Customer	3/1/2026	9/30/2026	15%
Exterior Lighting Bonus	Customer	6/1/2026	8/31/2026	10%

2026 Gas Bonus				
Bonus Name	Contractor or Customer?	Final App Submission Dates		Bonus Rate
		Start	End	
Long Measure Life	Customer	1/1/2026	11/30/2026	10%

Long Measure Life Examples

Electric Measures

- VFDs on Fans and Pumps
- VSD Air Compressors
- Fiber Laser Cutters
- Air and Water-Cooled Chiller Replacements
- Network Lighting Controls
- 1 and 2 Shift Interior LED
- Occupancy Sensors

Gas Measures

- Boiler Replacements
- Boiler Stack Economizer
- Domestic Hot Water Heater
- Pipe Wrap
- Furnace Replacements
- Infrared Heaters
- HVAC Controls (DCV, Optimal Start)

**And many more, including eligible
Custom Measures!**

2-year Lookback Projects

- Accepting projects completed back to **January 1, 2024**
- Prescriptive and Custom projects
 - Excludes maintenance measures (tune ups, leak repairs, etc.)
- Eligible for all active bonuses
- Follow 2026 Program and measure requirements

Amazing opportunity to reengage with customers and provide them with excellent customer satisfaction!

Application Submission Reminders

- Submit Complete Final Applications
 - Invoicing
 - Specification Sheets
 - Measure specific requirements
 - Supporting documentation
- Support program team scheduling inspections with customer
 - 3rd party evaluator may also inspect later
- Remind customer of Conga Signature Request
- Adhere to important Program dates

Conga Signature Request

Process

- Conga Signature Request sent at the start of the final application processing
- Customer must sign via Conga to confirm rebate amount and payee info
 - Verify mailing address
- Automated reminders sent out
- Expired transactions will be resent
- Program Staff will verify 3rd Party Payment signatures

Customers can:

- Reply to the Conga email
- Contact the rep listed in the email
- Use general program contact info
- Reassign signer (will require additional program verification)

Conga Signature Email

Subject

- DTE Energy Efficiency Program for Business - Signature Required for Rebate 123456

From

- DTE Energy Efficiency Program for Business via Conga Sign
<sign@na1.conga-sign.com>



Please Sign Documents

DTE Energy Efficiency Program for Business has sent DTE Conga Signature Content - a0SUp000008jodZ.pdf for your signature.

DTE Energy Efficiency Program for Business Rebate ID: 123456
Business Location: 123 Test St., Detroit, MI 48202

Hello Eric,

This email contains a link to a signature page required for payment from the DTE Energy Efficiency Program for Business regarding Rebate 123456.

Please ensure that the form is signed by an authorized contact.

In an effort to streamline our processing of applications, we are now sending out the Final Agreement via Conga at the time the Final Application is received. The rebate amount on the letter is an estimate and is subject to change after engineering review.

If you have any questions or need assistance filling this form, please reach out to Eric Anderson (eanderson@franklinenergy.com).

Sincerely,

DTE Energy Efficiency Program for Business

Please click on the button below to start the signing process.

[View Document](#)

Customer Site Walkthroughs

- Program team support
 - Energy Advisor
 - Engineer
 - Retro-commissioning Team
- Schedule and perform site visit
- Provides action plan to customer
- Track opportunities for future engagement with customer

LB Participating Contractors

Becoming a Participating Contractor (PC) is simple:

- **Complete a Training**
 - PC Kickoff, Bi-monthly PC Trainings, 1:1 by EA
- **Complete Participating Contractor Form**
 - Emailed after you have completed training
- **Submit completed PC Form and Signed W9**
 - Send to contractors@michiganee.com

LB Participating Contractors

Benefits of becoming a PC

- Dedicated Energy Advisor
- Eligible for third party payment
- Contractor only bonuses
- Listed on DTE's Website
- Event invites (golf, suites, etc.)

Additional LB Offerings

New Construction

Indoor Agriculture

Compressed Air

SEM & RCx Direct to Customers

New Construction

New for 2026

- Don't wait, submit now! Work together to capture everything available for your application
- ASHRAE 90.1 - 2019 has been accepted by the State of Michigan as the new building code standard
 - Primarily affects interior lighting measures the most
- We can accept lookback projects and use ASHRAE 90.1 - 2013 baselines
 - Requires building permit dated before April 22nd, 2025

Indoor Agriculture

New for 2026

- Commercial Businesses will be required to provide grow license
 - Similar to Residential projects with same requirement
- Dimming Schedule must be completed and operational before submitting final application

Compressed Air

New for 2026

- Compressed Air Leaks can be customer or contractor repaired
- Bonus program for all compressed air nozzle replacement leads sent to program that turn into a completed project
 - Send leads to your assigned EA or to Rory Sayers
rsayers@franklinenergy.com



Strategic Energy Management "SEM" and Retro-Commissioning "RCx"

SEM & RCx Direct to Customers

Strategic Energy Management (SEM) -

Coaching & training for 12-24 months to build the foundation of a continual improvement structure for driving year over year improvement in energy.

- Engages and commits executives and facility management to **long-term strategic energy performance improvement.**

Retro Commissioning (RCx) - Improve building or system performance by identifying and fixing operational issues in existing HVAC, controls, lighting, and other systems.

- **Immediate operational** improvements, reduced maintenance issues, and measurable energy savings from fixed faults and optimized controls.

Benefit to Contractors

- Uncover capital project opportunities.
 - SEM or RCx identifies opportunities at customer site.
 - Customer decides to move forward.
 - Customer may elect to engage with contractors.
- SEM or RCx may enhance and support customer engagement with the contractor.
- Customer Satisfaction.
 - A satisfied customer is likely to continue exploring the program and contractors.



DTE

CleanVision
Energy Efficiency

Michigan Saves

Commercial and Public Sector Energy Financing

Interest rates as low as 0% APR

- Michigan Saves is pleased to partner with DTE Energy to offer:
 - Special financing as low as 0% APR with terms up to 36 months for projects up to \$250,000
 - Quick, hassle-free credit approval
 - Financing for custom and prescriptive gas and electric projects, including energy efficient lighting, refrigeration, heating and cooling equipment, and more
 - DTE is covering the contractor fee until further notice

*For DTE Energy customers only. Interest rate buydown amount cannot exceed the total amount of the rebate incentives.

Contact: Todd O'Grady

248-701-3058

togrady@michigansaves.org

MichiganSaves.org



“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



DTE

CleanVision
Energy Efficiency

Online Application Demo

The logo features the letters 'DTE' in a large, bold, blue sans-serif font. To the right of 'DTE', the words 'CleanVision' and 'Energy Efficiency' are stacked in a smaller, blue sans-serif font. The entire logo is set against a background of thin, light blue lines that radiate from the top-left corner, creating a sunburst effect.

DTE CleanVision
Energy Efficiency

Q&A



Thank you!