



2025 Multifamily Energy Efficiency Program Overview

January 30, 2024

Agenda

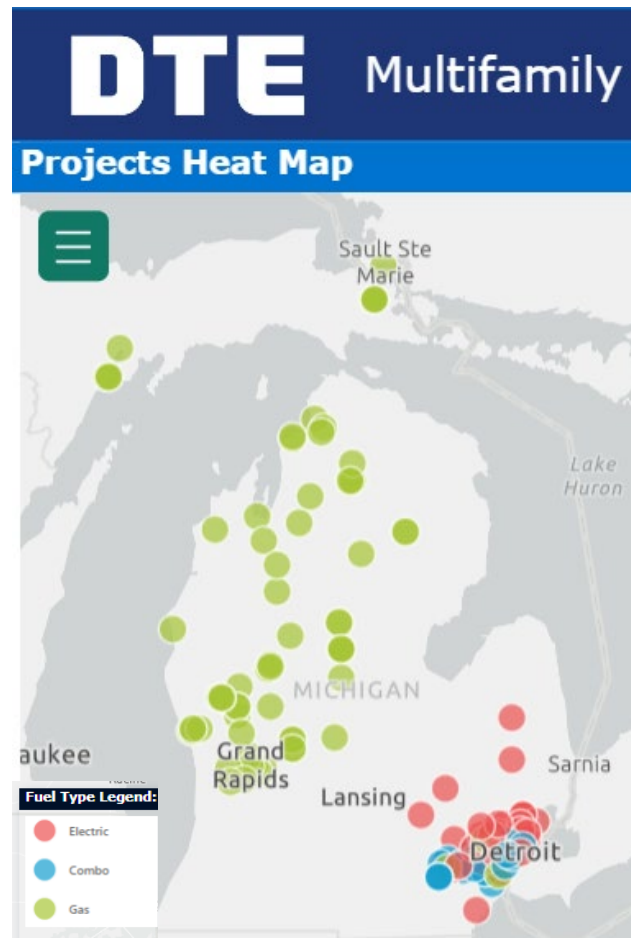
- 2024 Program Highlights
- 2025 Program Offerings
- 2025 Program Focus
- Multifamily Contractor Website
- Program Application Submission Process
- Program Outreach Team



2024 Program Highlights

2024 Program Results

- MWh Saved: 16,800
- MCF Saved: 111,000
- 354 Total Multifamily Properties Served





2025 Program Offerings

Income Qualified & Market Rate

Determine Eligibility

- Multifamily property must have DTE service and 3 or more units under one roof
- Both new construction and existing buildings are eligible
- Income-Qualified (Must meet any of the 4 eligibility requirements)
 - Enhanced rebates offered
- Market-rate
 - Standard rebates offered

Income Qualification Path (Must meet at least one criteria)

1. Participation in an affordable housing program.

Example: MSHDA, LIHTC, HUD, USDA, or local tax abatement for income qualified properties

2. Location in an income Qualified Census Tract.

Location within HUD's annually published [Qualified Census Tracts](#)

3. Rent roll documentation.

Properties with average rental rates at or below 80% of local "Fair Market Rent" as published annually by HUD

4. Resident income information

Resident income information showing that at least 50% of apartment units are rented to households meeting one of the following criteria:

- At or below 200% of the Federal Poverty Level
- At or below 80% of Area Median Income



How to Search for Housing and Urban Development (HUD) Qualified Census Tracts

HUD USER OFFICE OF POLICY DEVELOPMENT AND RESEARCH (PD&R)

ABOUT PD&R RESEARCH & PUBLICATIONS DATASETS

2023 and 2024 Small DDAs and QCTs

Overview of 2023 and 2024 Small DDAs and QCTs

The 2024 Qualified Census Tracts (QCTs) and Difficult Development Areas (DDAs) are effective January 1, 2024. The 2024 QCT designations use tract boundaries from the 2020 Decennial census. The 2024 metro DDAs use ZIP Code Tabulation Area (ZCTA) boundaries from the 2010 Decennial census. The designation methodology is explained in the Federal Register notice published September 21, 2023.

Current zoom: 10

Select Year:
☒ 2024 ☐ 2023

Select Layer(s):

- ☐ LIHTC Projects (Zoom 11+)
- ☐ FMR Outlines (Zoom 4+)
- ☐ Difficult Development Areas (Zoom 7+)
 - Non-Metro Difficult Development Areas
 - Small Difficult Development Areas
- ☒ Color QCT Qualified Tracts (Zoom 7+)
- ☐ Tracts Outline (Zoom 11+)

Find address or place

Map showing Detroit area with various colored overlays representing development areas.

2025 Rebates Offered

- Gas and Electric
- New Construction and Existing buildings with 3 or more units under one roof
- In-unit and Common Areas
- Prescriptive and Custom
 - Insulation/Air Sealing
 - HVAC
 - Water Heating
 - Tune-ups
 - LED Lighting
 - ENERGY STAR Appliances
 - Miscellaneous (pipe wrap, doors/windows, etc.)

EARN REBATES

Multifamily Program Offerings

Multifamily properties, including new construction and renovations, serviced by DTE Energy natural gas and/or electric may be eligible for DTE's Multifamily Program rebates.

Prescriptive/Custom rebates

The DTE Multifamily Program offers rebates on energy-efficiency upgrades to new and existing equipment located in individual units and common areas, including:

- High-efficiency heating and cooling equipment
 - Heat pumps
 - Air conditioners
 - Furnaces
- High-efficiency water-heating equipment
 - Heat pump water heaters
 - Tanked and tankless water heaters
- Air sealing and insulation
- Interior and exterior LED lighting
- Steam trap replacements and HVAC tune-ups

A complete list of rebates is included in our program catalog.

Additional benefits for low-income housing tax credit (LIHTC) applicants

These rebates may help you:

- Meet Green Building Standards requirements
- Improve the scoring on your LIHTC application
- Complete renovation projects on your LIHTC development and start saving energy

Scan the QR code or visit dteenergy.com/multifamily for the full 2024 Income-Qualified Properties Catalog.

SEPTEMBER 2024

To learn more about next steps and available offerings, contact dtemultifamily@michiganenergyefficiency.com.

DTE CleanVision Energy Efficiency

Rebate Thresholds

- Income-Qualified Customers

Measure Category	Maximum Rebate Per Program Year
Lighting	Not to exceed \$100,000 per property based on the prescriptive rebated measures.
HVAC, water heating, tune-ups, appliances, pipe wrap, doors, and windows	Not to exceed \$2,000 per apartment unit based on the total prescriptive rebated measures.
Electric space heating (heat pumps)	Not to exceed \$450,000 per property based on the prescriptive rebated measures.

Note: Projects with insulation and building air sealing measures will be reviewed on a case-by-case basis. Rebates for these measures cannot exceed 80% of measure and install cost.

- Market Rate Customers

- Applications are limited to \$50,000 per property per year.

2025 Income-Qualified Catalog Changes

Measure	2024	2025	Change
Attic/Roof/Wall Insulation	\$0.80 per Sq. Ft. installed	\$1.50 per Sq. Ft. installed	Increase
Building Envelope Air Sealing (30% or greater)	\$0.80 per Sq. Ft. area sealed	\$1.50 per Sq. Ft. area sealed	Increase
Building Envelope Air Sealing (15% - 29%)	N/A	\$0.90 per Sq. Ft. area sealed	New
Ground Source Heat Pump	N/A	\$5,000 - \$6,000 per Heat Pump	New
Tankless Water Heater	\$350 per Heater	\$600 per Heater	Increase
Boiler 92% AFUE plus	\$15 per MBH	\$30 per MBH	Increase
Indirect Domestic Hot Water-Heating System	\$4.50 per MBH	\$8.00 per MBH	Increase
Furnace (in-unit)	\$1,200 per Furnace	\$1,100 per Furnace	Decrease
Furnace (common area)	\$1,900 per Furnace	\$1,300 per Furnace	Decrease

2025 Income-Qualified Catalog Changes

Measure	2024	2025	Change
ENERGY STAR® LED Lamp Replacing Incandescent	Rebate per Watt Reduced	Rebate per Lamp	Simplified rebate calculation
Exterior or Garage HID to LED	Rebate per Watt Reduced	Rebate per Lamp	Simplified rebate calculation
Garage LED Bi-Level Control	\$50 per Fixture Controlled	\$80 per Fixture Controlled	Increase
LED Exit Sign	\$100 per Fixture	\$50 per Fixture	Decrease
Clothes Heat Pump Dryer	N/A	\$550 per Unit	New
Continuous Bathroom Exhaust Fan	\$75 per Unit	\$100 per Unit	Increase
Triple-Pane Windows	N/A	\$8 per Sq. Ft. Window	New

2025 Market Rate Catalog Changes

Measure	2024	2025	Change
ENERGY STAR® LED Lamp Replacing Incandescent	Rebate per Watt Reduced	Rebate per Lamp	Simplified rebate calculation
Exterior or Garage HID to LED	Rebate per Watt Reduced	Rebate per Lamp	Simplified rebate calculation
Ground Source Heat Pump	N/A	\$1,400 - \$1,700 per Heat Pump	New
Boiler 92% AFUE plus	\$2 per MBH	\$5 per MBH	Increase
Clothes Heat Pump Dryer	N/A	\$100 per Unit	New
Triple-Pane Windows	N/A	\$0.50 per Sq. Ft. Window	New

Equipment Requirements

Prescriptive Measure Specifications

Lighting

All Final Applications must include manufacturers' specification sheets for lamps and ballasts demonstrating compliance with the specifications listed below. All LED fixtures must be listed on the current ENERGY STAR or DesignLights Consortium (DLC) Qualified Products Lists at the time of Reservation Application. All incentives are for one-for-one replacements, except as noted.

LED Replacing CFL Fixture (Ref # CA-L5)

Incentives are available for replacing CFL downlights with LED fixtures. The replacements must be a complete luminaire unit and replace the reflector, lens, heat sink, driver, and light source. Screw-in or pin-based retrofits are not applicable for this measure.

LED Downlight (Ref # CA-L1 and IU-L1)

Incentives are available for replacing recessed incandescent/halogen fixtures with new LED fixtures. Available only for interior hardwired LED fixtures. Only complete, new fixtures or modular hardwired

Stairwell Bi-Level Control (Ref # CA-L9)

Incentives are available for interior stairwell lighting controls in which stepped dimming occupancy controls consist of a lighting system that operates at full power and full light output when the space is occupied, then at a reduced power level and reduced light output when non-occupied. In order to qualify for this incentive, the occupancy sensor must be installed in an interior stairwell or passageway application requiring continuous (24 hours a day) by code. The occupancy sensor must be hard-wired; it can be passive infrared (PIR) or a microwave occupancy sensor; and the sensor must reduce the fixture output to use no more than 50% of full power.

This incentive may not be combined with the interior occupancy sensor measure. Fixtures that are retrofitted from fluorescent to LED are eligible to claim the Linear LED incentives in addition to the Stairwell Bi-Level Lighting Control incentive. There must be no previously existing automated lighting control in the area for which incentives are being applied.

Interior Linear LED (Ref # CA-L12 and CA-L34)



2025 Program Focus

Deeper Retrofits and Weatherization

The Multifamily Program offers larger rebates for income-qualified customers who are interested in deeper retrofits

The Program connects customers with participating contractors

Contact your energy advisor if you are interested in participating and providing services for these projects

HVAC and Water Heating

- Cold Climate Heat Pumps
- Electric Heat Pump Water Heaters

Insulation/Air Sealing

- Exterior Wall Insulation
- Attic/Roof Insulation
- Building Envelope Air Sealing

Energy Efficiency Directory

Tool designed to
direct customer
leads to you!

Your company's
contact information
can be listed in the
Energy Efficiency
Directory after your
first application is
submitted

- dteenergy.com/eed

Find a Participating Contractor

Welcome to the Energy Efficiency Directory

[Search Contractors by Location](#)[Search Contractors by Name](#)

Livonia, MI 48154, USA

Distance

10 Miles

Services Provided

Multi Family

1

Search results will offer all of the selected Services Provided

Clear

Search

Click on a Contractor to see more details

CONTRACTOR NAME

MODOC Mechanical

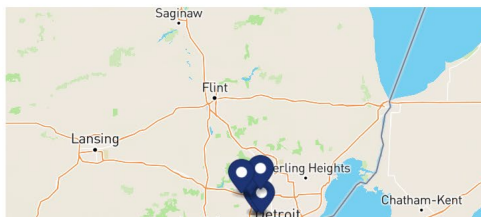
34133 Schoolcraft Road, Livonia MI, 48150

Motor City Heating and Cooling

34471 Industrial Rd., Livonia MI, 48150

0.9 mi.

1.2 mi.



What is the Michigan Heat Pump Collaborative?

- The Michigan Heat Pump Collaborative aims to remove barriers to increase the adoption of heat pumps in Michigan.
- It is designed to bring top tier heat pump education opportunities and resources to contractors supporting Michigan residents.
- Website: miheatpumps.com
- We are here to support you!
- Sponsored by:



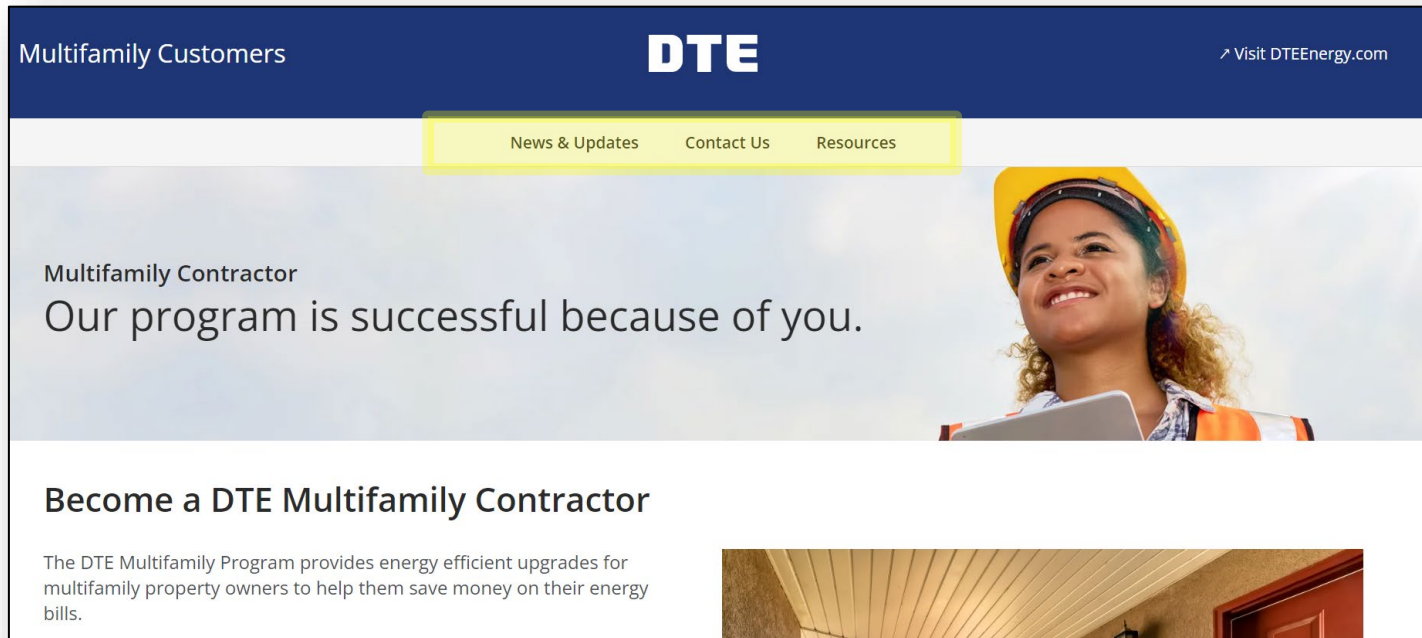


Multifamily Contractor Website

2025 Contractor Website



Contractor Website: www.DTEMultifamily.com



2025 Contractor Website

DTE Multifamily Contractor

Enhance your business while helping property owners within your community save money through the DTE Multifamily Program. [Contact an Energy Advisor](#) to discover all the program rebate offerings and receive guidance on how to submit your first rebate application.

The DTE Multifamily Program provides rebates for energy efficient upgrades that multifamily property owners to help them save money on their energy bills.

[Submit A Rebate Application Here](#)

[Resources](#)

[News & Updates](#)



2025 Contractor Website

Contact us

Use the map below to identify the Energy Advisor in your area! Your Energy Advisor will explain the program details and rebate offerings. Your Energy Advisor will also train you on how to submit a rebate application and provide you with any information that you may need regarding the application submission.

After you submit more than one rebate application, your company's information will be included in the DTE Find a Contractor Portal, for property owners to leverage.

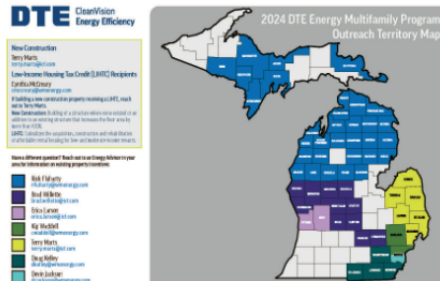
Have questions?

Call us at 866.796.0512 or email us at dtemultifamily@michiganeficiency.com

Call Us

[Email Us](#)

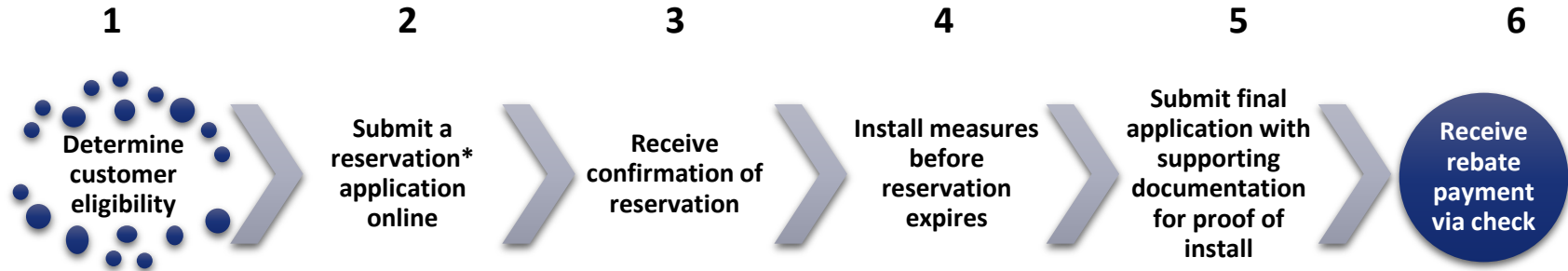
[DTE Energy Multifamily Program Outreach Territory Map](#)





Application Submission Process

Rebate Application Process



*Prescriptive projects over \$1,000 and all custom projects require a Reservation Application prior to the start of any work. Applications are approved individually and are subject to program funding availability.

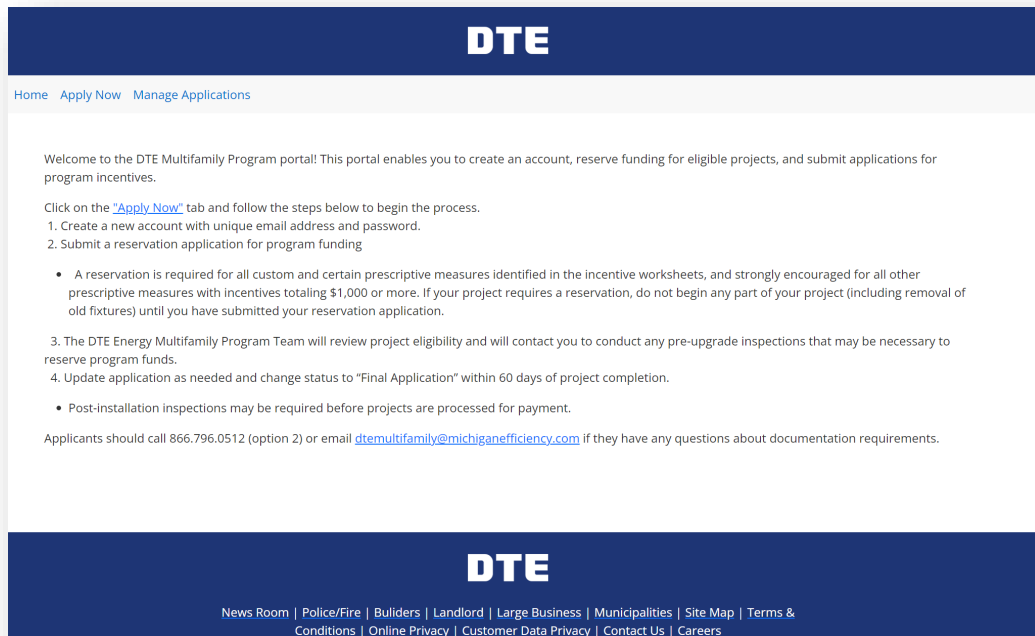
Application Submission Portal

Website URL: dtemultifamily.customerapplication.com

The portal allows you to:

- Create a new account with unique email address and password
- Submit a reservation and final application for program funding
- View and manage your applications

[Multifamily Application Submission Portal User Guide](#)



DTE

MULTIFAMILY PROGRAM

Furnace Tune-up Checklist



Property Name: _____

Building Address: _____

Date: _____

Technician Name: _____

Check off the following tasks as completed for each furnace and include comments in space below. Print signs as needed. If completing by hand, Conditional Approval Task not required for furnace tune-ups. Furnace must be operational after the tune-up in order to receive an incentive.

Amount of Incentive to be received if a furnace was tested, operational and the tune-up was completed (The incentive applies for each furnace tested)																
UNIT #	UNIT 1	UNIT 2	UNIT 3	UNIT 4	1	2	3	4	5	6	7	8	9	10	11	12

- Was furnace operating upon arrival? If not, explain in comments.
- Adjust air flow and reduce excessive stack temperatures.
- Adjust to burner and gas type.

Before you submit: Review the Checklist above to ensure all incentive areas reflect the worksheets you've completed in this application. Please carefully read the Final Application Agreement on page 8 and be sure to sign page 9 before submitting your paperwork.

Payment Information and Account Holder Signature

Actual Completion Date: _____

Total Incentive Requested: _____

Signature: _____

Date: _____

DTE Account Holder Title: _____

_____ and I submit my **after** all equipment has been installed. A customer signature is required for payment. **By signing this form, I agree to the terms and conditions of the DTE Multifamily Program.**

3-Party Payment Authorization

I, _____, certify that I am authorized to receive the incentive payment on behalf of the third party named below, and I understand that I will not be receiving the incentive payment if I am not the third party named below. I understand that I will not be receiving the incentive payment if I am not the third party named below, and I understand that I will not be receiving the incentive payment if I am not the third party named below.

Signature: _____ Title: _____

Signature: _____ Title: _____

Signature: _____ Title: _____

Signature: _____

Individual Name (print): _____

Date: _____

Should Be Made Payable To

Individual Name (print): _____

Date: _____

Address: _____

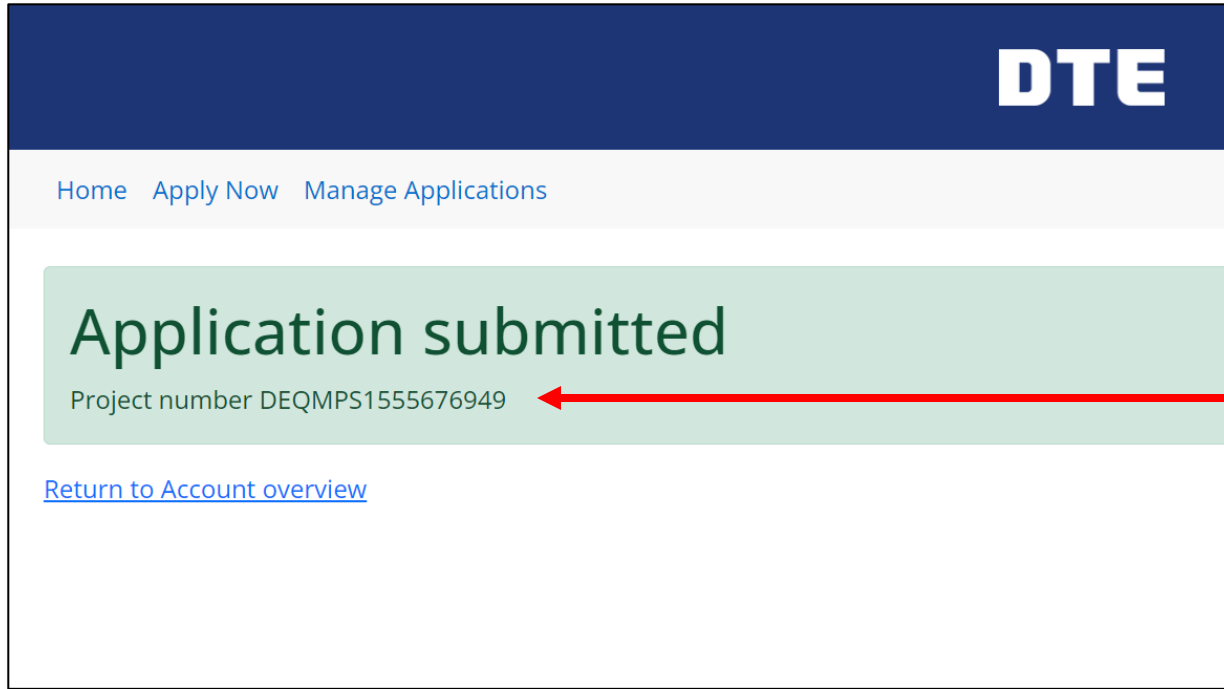
City: _____

State: _____

Zip Code: _____

Phone: _____

Submission Confirmation



Use the project number as a reference if you have any follow-up questions or information for your application

Your Energy Advisor use the project number to find your application quickly

Manage Applications

DTE

[Home](#) [Apply Now](#) [Manage Applications](#)

My Applications (7)

[Incomplete Applications \(2\)](#) [Submitted Applications \(5\)](#)

Filter by status

All Statuses

Export Projects to CSV

PROJECT NUMBER	CONTACT	DATE CREATED	PROGRAM	STATUS	MESSAGES & TASKS	PROJECT NAME	ACTION
		mm/dd/yyyy					
DEQMPS1555676949	Jane Smith 111111111 11111111, FL 48322	Jan 19, 2024, 4:16:57 PM	Multi-Family	Application Received	-	-	View Application
DEQMPS1555676926	Jane Smith 111111111 11111111, FL 48322	Jan 19, 2024, 4:00:58 PM	Multi-Family	Application Received	-	-	View Application



DTE

Program Outreach Team

New Construction

Terry Marts
terry.marts@icf.com

Low-Income Housing Tax Credit (LIHTC) Recipients

Cynthia McCreary
cmccreary@wmenergy.com

If building a new construction property receiving a LIHTC, reach out to Terry Marts.

New Construction: Building of a structure where none existed or an addition to an existing structure that increases the floor area by more than 100%.

LIHTC: Subsidizes the acquisition, construction and rehabilitation of affordable rental housing for low- and moderate-income tenants.

Have a different question? Reach out to an Energy Advisor in your area for information on existing property incentives:

 Rick Fluharty
rfluharty@wmenergy.com

 Brad Willette
brad.willette@icf.com

 Erica Larsen
erica.larsen@icf.com

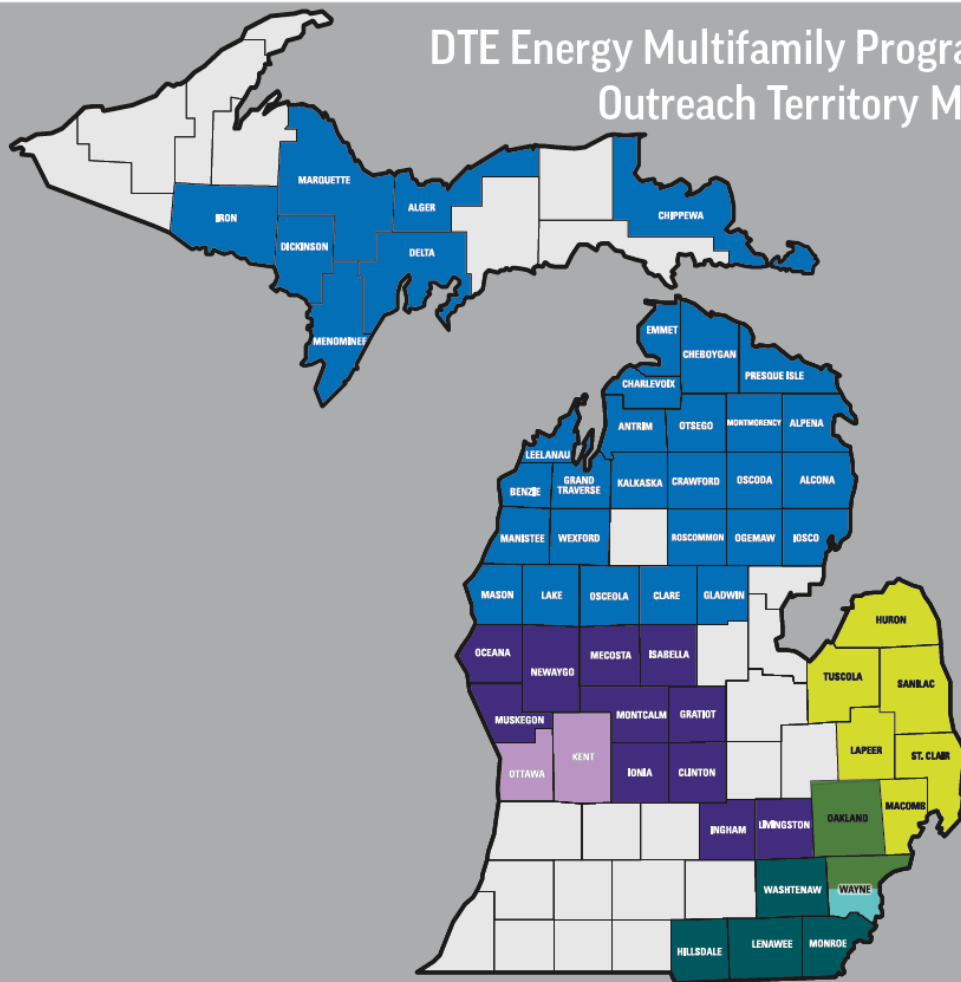
 Kip Waddell
kwaddell@wmenergy.com

 Terry Marts
terry.marts@icf.com

 Doug Kelley
dkelley@wmenergy.com

 Devin Jackson
dcjackson@wmenergy.com

DTE Energy Multifamily Program Outreach Territory Map



DTE Program Contact Information

DTE Website and Catalog

[The DTE Energy Multifamily Program | DTE Energy](#)

Contractor Website

www.DTEMultifamily.com

Program Phone and Email

(866) 796-0512 (option 2)

dtemultifamily@michiganeficiency.com

Program Manager Contacts

Sereen Dababneh – sereen.dababneh@dteenergy.com

Jennifer Abraham – jennifer.abraham@icf.com

Lisa Dennis – ldennis@wmenergy.com