



2026 Multifamily Energy Efficiency Program Overview

January 26, 2026

Agenda

- 2025 Program Highlights
- 2026 Program Offerings
- 2026 Program Focus
- Program Website Resources
- Program Application Submission Process
- Program Outreach Team

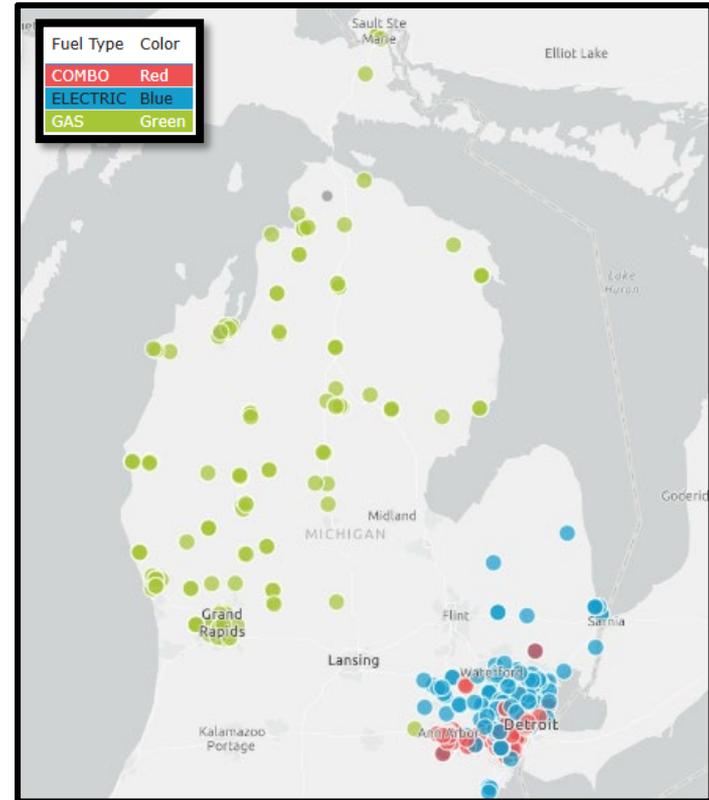
The logo for DTE Energy, featuring the letters "DTE" in a bold, dark blue, sans-serif font. To the left of the text is a stylized sunburst graphic composed of numerous thin, light blue lines radiating from a central point, forming a semi-circle.

DTE

2025 Program Highlights

2025 Program Impact

- MWh Saved: 21,700
- MCF Saved: 131,000
- 526 Total Multifamily Properties Served





2026 Program Offerings

Income-Qualified & Market Rate

Determine Eligibility

- Multifamily property must have DTE service and 3 or more units/dwellings under one roof
- Existing buildings and new construction are eligible
- Income-Qualified (Must meet at least one of DTE's eligibility pathways)
 - Enhanced rebates offered
- Market-rate
 - Standard rebates offered



Income Qualification Pathways

(Must meet at least one pathway)

1. Participation in an affordable housing program

Participation in a federal, state, or local affordable housing program, such as MSHDA, LIHTC, HUD, USDA, or a local tax abatement program for income-qualified properties.

2. Location in an income Qualified Census Tract

Location within HUD's annually published Qualified Census Tracts (QCTs), accompanied by property owner or manager certification that tenant households meet applicable rent and/or income qualification requirements.

3. Rent documentation

Documentation demonstrating that average rental rates do not exceed 80% of the local Fair Market Rent (FMR), as published annually by HUD.

4. Resident income information

Resident income information demonstrating that at least 50% of apartment units are occupied by households meeting one or more of the following criteria:

- Household income at or below 250% of the Federal Poverty Level (FPL), or
- Household income at or below 80% of Area Median Income (AMI)



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



2025 and 2026 Small DDAs and QCTs

Overview of 2025 and 2026 Small DDAs and QCTs

The 2026 Qualified Census Tracts (QCTs) and Difficult Development Areas (DDAs) are effective January 1, 2026. The 2026 QCT designations use tract boundaries from the 2020 decennial census. The 2026 metro DDAs use ZIP Code Tabulation Area (ZCTA) boundaries from the 2020 decennial census. The designation methodology is explained in the Federal Register notice published September 30, 2025.

The screenshot shows the HUD user portal interface. On the left, there is a sidebar with the following controls:

- Current zoom: 12
- Find address or place search bar
- Select Year: 2026 2025
- 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
 - QCT Qualified Tracts (Zoom 7+)

The main map area displays a purple-shaded region in Chicago, with various neighborhood names and street names visible. A red location pin is placed on the map.

2026 Rebates Offered

- Gas and/or electric service
- Existing and new construction buildings with 3 or more units/dwellings under one roof
- In-unit and Common Areas
- Prescriptive
 - Insulation & Air Sealing
 - HVAC, including heat pumps
 - Water Heating
 - Tune-ups
 - Appliances and LED Lighting
 - Miscellaneous (pipe wrap, doors/windows, etc.)
- Custom
 - Energy-savings measures not listed in catalog



**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 2026 Income-Qualified Properties Catalog.

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



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.
Insulation	Not to exceed \$250,000 per insulation type (attic, wall, crawl) per property based on the rebated measures. Additionally, rebates for measures cannot exceed 80% of measure and install cost.
Building envelope air sealing	Not to exceed \$250,000 per property based on the rebated measures. Additionally, rebates for measures cannot exceed 80% of measure and install cost.

- Market Rate Customers

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

2026 Income-Qualified Catalog Changes

Measure Category	Measure	2025	2026
Water Heating Upgrade/Replacement	Indirect Domestic Hot Water-Heating System (TE 90% or higher)	\$8/MBH	\$10/MBH
	Gas Storage Water Heater 55-140 Gallons (UEF 0.81 or higher)	\$500	\$700
	Gas Storage Water Heater ≤ 55 Gallons (UEF 0.81 or higher)	\$400	\$600
	Tankless Water Heater (UEF 0.81 or higher)	\$600	\$900
	Domestic Hot Water Circulator Pump	N/A	\$350
HVAC Upgrade/Replacement	Air Source Heat Pump > 1.5 Tons	\$6,000	\$5,000
	Air Source Heat Pump ≤ 1.5 Tons	\$5,000	\$4,000
	Space-Heating Boiler (92% AFUE or higher)	\$30/MBH	\$40/MBH
	Ground Source Heat Pump	N/A	\$7,000
	Water Loop Heat Pump	N/A	\$7,000
	Space-Heating Water Circulator Pump	N/A	\$500
	Cooling Water Circulator Pump	N/A	\$500
HVAC Maintenance	Furnace Tune-Up 30-80 MBH	\$50	\$60
	Space-Heating Boiler Tune-Up 110-250 MBH	\$180	\$200
	Heat Pump Tune-up	N/A	\$75
Lighting Controls	Exterior Occupancy Sensor	\$2/W	\$100/Sensor
	LED Stairwell Bi-Level Control	\$4,000/kW	\$120/Control
Audit	ASHRAE Level 2 Audit	\$6,000	\$5,000

2026 Market Rate Catalog Changes

Measure Category	Measure	2025	2026
Water Heating Upgrade/Replacement	Gas Storage Water Heater ≤ 55 Gallons (UEF 0.81 or higher)	\$85	\$200
	Tankless Water Heater (UEF 0.81 or higher)	\$150	\$300
	Domestic Hot Water Circulator Pump	N/A	\$250
HVAC Upgrade/Replacement	Furnace (95% AFUE or higher)	\$175	\$400
	Ground Source Heat Pump	N/A	\$2,500
	Water Loop Heat Pump	N/A	\$2,500
	Space-Heating Water Circulator Pump	N/A	\$300
	Cooling Water Circulator Pump	N/A	\$300
HVAC Maintenance	Furnace Tune-Up 30-80 MBH	\$40	\$50
	Heat Pump Tune-up	N/A	\$50
Lighting Controls	Exterior Occupancy Sensor	\$0.40/W	\$50/Sensor
	LED Stairwell Bi-Level Control	\$350/kW	\$60/Control
Weatherization	Attic, Roof, and Wall Insulation	\$0.30/sf	\$0.50/sf
	Building Air Sealing (Infiltration Reduction 15–29%)	\$0.20/sf	\$0.40/sf
	Building Air Sealing (Infiltration Reduction 30% or Greater)	\$0.30/sf	\$0.50/sf



2026 Program Focus

Holistic Building Approach

- **Assessment-Driven, Whole-Building Approach:**

- Properties are eligible for no-cost energy assessments.
- Assessments help guide:
 - Selection of eligible measures
 - Prioritization of improvements
 - Planning for future upgrades
- The program emphasizes coordinated, whole-building solutions to maximize:
 - Energy savings
 - Comfort
 - Long-term performance
 - Increased property value



DTE Multifamily Program Offerings

Make affordable energy-efficient upgrades to increase your property value and reduce energy costs.

No-cost energy assessment

Not sure where to start?

An Energy Advisor will complete a walk-through of your building to assess what energy-efficient enhancements will work best for your property.

The Energy Advisor will inspect and evaluate:

- HVAC
- Plumbing equipment and fixtures
- Building envelope
- Insulation levels
- Windows and doors
- Lighting and electrical
- Major appliances

Earn rebates

Prescriptive/Custom rebates

The DTE Energy Multifamily Program offers rebates on upgrades to existing equipment located in individual units and common areas, including HVAC, interior and exterior lighting, and water-heating products. To learn more about next steps and available products, visit dteenergy.com/multifamily

Income-qualified rebates

The DTE Multifamily Program offers increased rebates for properties that meet income-qualified guidelines. For a detailed list of income-qualified and program rebates, visit dteenergy.com/multifamily

Start saving today with the DTE Multifamily Program!

Call 866.796.0512
Email dtemultifamily@michiganeficiency.com
Visit dteenergy.com/multifamily



Scan the QR code or visit dteenergy.com/multifamily for the full 2026 Catalogs.

Deeper Retrofits and Weatherization

Measure Category	Measure	Income-Qualified	Market Rate	Requirements
Cold-Climate Heat Pumps	Air Source Heat Pump > 1.5 Tons	\$5,000	\$1,700	≥ 15.2 SEER2 ≥ 8.1 HSPF2 ≥ 1.75 COP @ 5°
	Air Source Heat Pump ≤ 1.5 Tons	\$4,000	\$1,400	≥ 15.2 SEER2 ≥ 8.1 HSPF2 ≥ 1.75 COP @ 5°
	Ground Source Heat Pump	\$7,000	\$2,500	≥ 17.1 EER ≥ 3.6 COP
	Water Loop Heat Pump	\$7,000	\$2,500	≥ 16.1 EER ≥ 3.1 COP
Electric Water Heating	Electric Heat Pump Water Heater	\$2,000	\$500	≥ 3.5 UEF
Weatherization	Attic, Roof, and Wall Insulation	\$1.50/sf insulated area	\$0.50/sf insulated area	Final R-values as defined in catalog
	Building Air Sealing (Infiltration Reduction 15–29%)	\$0.90/sf sealed area	\$0.40/sf sealed area	Blower door pre- and post-test must show an air reduction of 15-29%
	Building Air Sealing (Infiltration Reduction 30% or Greater)	\$1.50/sf sealed area	\$0.50/sf sealed area	Blower door pre- and post-test must show an air reduction of 30% or higher



Key Requirements

• Project Completion & Eligibility:

- Projects must be fully completed by the reservation letter funding expiration date, including:
 - Installation
 - Final documentation
 - Commissioning
- Equipment must be installed and fully operational to qualify for rebates.
- Late projects may be ineligible for rebate payment
- Equipment specifications and efficiency requirements are listed in the program catalogs

- **NEW:** Furnace replacements are only eligible when replacing an existing furnace that meets one of the following criteria:
 - at least 15 years old and less than 90% efficient
 - not functioning
 - health and safety risk (e.g., cracked heat exchanger leaking carbon monoxide)

• Field QA/QC Expectations:

- All projects are subject to program QA/QC review
- Installations must meet program requirements
- Failed inspections will require corrective actions prior to rebate approval
- Access to areas where measures are installed for measurement and photos



Rebate Payment Process Enhancement

New for 2026!

- For rebate application payments processed after Jan. 2026, the payee will receive an email with a secure link to enter bank account information for ACH payment
- ACH payments allow for quicker processing and reduce the risk of lost or delayed checks
- Third-party Payment Authorization form is still required for payments to be made to an entity other than the DTE Account Holder

Final Agreement Information and Account Holder Signature Page

Before you submit: Review the Checklist above to ensure all rebate 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.

Final Agreement Information and Account Holder Signature

DTE Project Number:	Actual Completion Date:	
Total Project Cost:	Total Rebates Requested:	
DTE Account Holder Name (print):	DTE Account Holder Title:	
Mailing Address:		
City:	State:	ZIP Code:
DTE Account Holder Signature:	Date:	

For Final Applications, sign and submit only **after** all equipment has been installed. A customer signature is required for payment. **By signing this form, I agree to all terms and conditions.**

Optional Third-Party Payment Authorization

Important Notes

Complete the section below if the rebate payment is to be paid to a single entity other than the DTE Account Holder.

I am authorizing the payment of the rebate to the third party named below, and I understand that I will not be receiving the rebate payment. I also understand that my release of the payment to a third party does not exempt me from the Program requirements outlined in the Measure Specifications and Final Application Agreement.

Authorized By (print name):	Title:
Phone:	Email:
DTE Account Holder Signature:	Date:

Check Should Be Made Payable To

Company/Individual Name (payee):		
Mailing Address:		
City:	State:	ZIP Code:
Contact Phone:		

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:



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

DTE

Multifamily Program Website Resources

Multifamily Contractor Website



Contractor Website: www.DTEMultifamily.com

The screenshot shows the homepage of the DTE Multifamily Contractor website. The top navigation bar is dark blue with the text 'Multifamily Customers' on the left, the 'DTE' logo in the center, and a link 'Visit DTEEnergy.com' on the right. Below the navigation bar is a yellow horizontal bar containing three menu items: 'News & Updates', 'Contact Us', and 'Resources'. The main content area features a large image of a smiling woman in a yellow hard hat and safety vest, holding a tablet. To the left of the image, the text reads 'Multifamily Contractor' followed by 'Our program is successful because of you.' Below this is a section titled 'Become a DTE Multifamily Contractor' with a sub-headline. To the right of the text is a small image showing a hallway with a door.

Multifamily Customers **DTE** [Visit DTEEnergy.com](#)

News & Updates Contact Us Resources

Multifamily Contractor
Our program is successful because of you.

Become a DTE Multifamily Contractor

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

Multifamily Contractor Website (Continued)

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](#)



Multifamily Contractor Website (Continued)

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 CleanVision
Energy Efficiency

Reach out to an Account Manager in your area for information on property rebates.

Tony Corley
Email: tonycorley@wmeenergy.com
or call 587.214.4866

Brad Willette
Email: brad.willette@dte.com
or call 587.768.6309

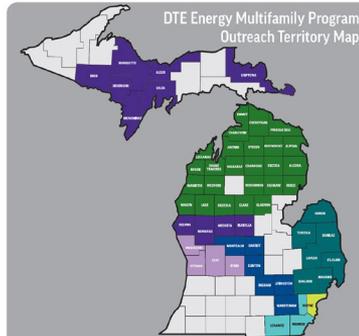
Tom Trichter
Email: tom.trichter@dte.com
or call 587.768.6337

Kip Waddell
Email: kip.waddell@wmeenergy.com
or call 587.949.9231

Erica Larsen
Email: erica.larsen@dte.com
or call 313.508.5269

Doug Kelley
Email: doug.kelley@wmeenergy.com
or call 587.475.2326

Arisha Dixon
Email: arishadixon@wmeenergy.com
or call 313.587.8172



DTE Energy Efficiency Directory

Tool designed to direct customer leads to contractors

Contractor'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](#)

Search City, ZIP, or Address
Livonia, MI 48154, USA

Distance
10 Miles

Services Provided
Multi Family

Search results will offer all of the selected Services Provided

[Clear](#) [Search](#)

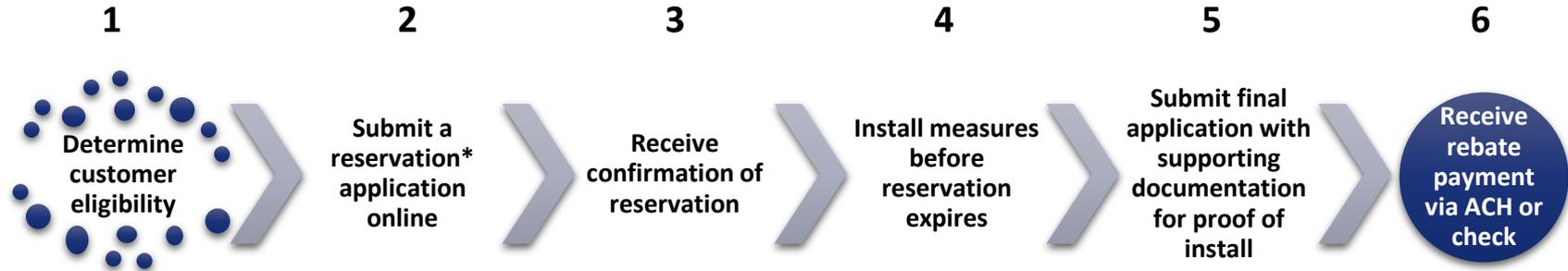
Click on a Contractor to see more details

CONTRACTOR NAME	
MODOC Mechanical 34133 Schoolcraft Road, Livonia MI, 48150	0.9 mi.
Motor City Heating and Cooling 34471 Industrial Rd., Livonia MI, 48150	1.2 mi.



Multifamily Program 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

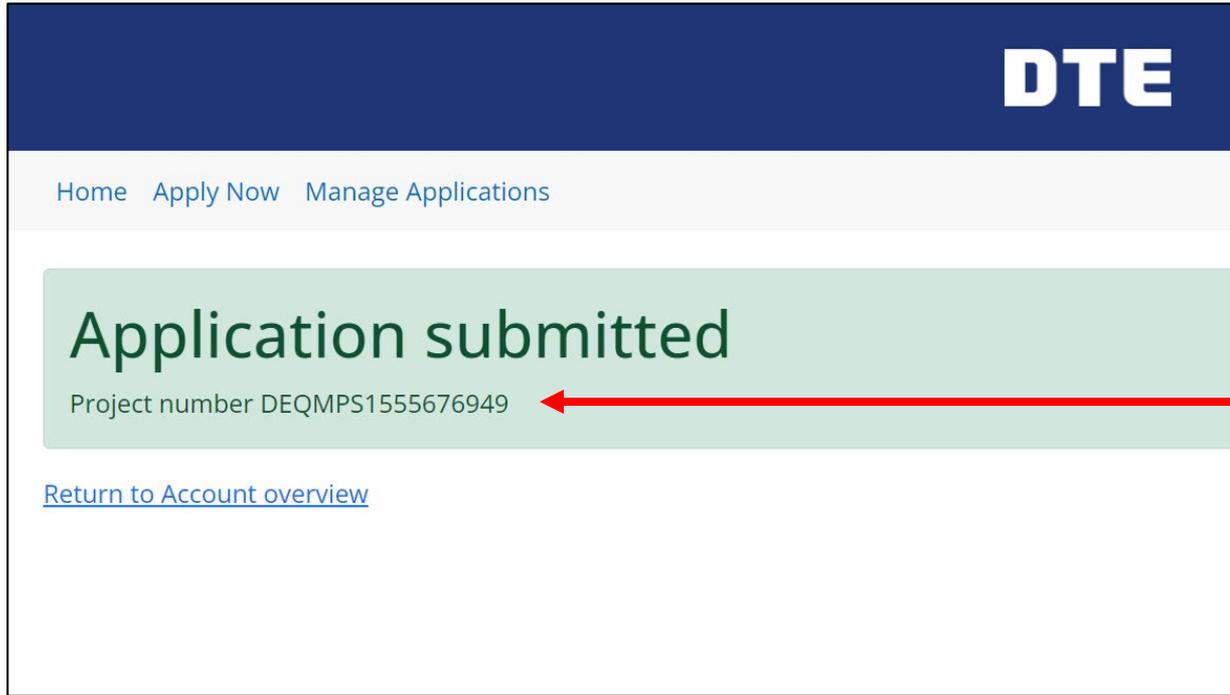
The portal allows you to:

- 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](#)

The screenshot shows the DTE Multifamily Program portal. At the top is a dark blue header with the 'DTE' logo in white. Below the header is a navigation bar with links for 'Home', 'Apply Now', and 'Manage Applications'. The main content area is white and contains a welcome message: 'Welcome to the DTE Multifamily Program portal! This portal enables you to create an account, reserve funding for eligible projects, and submit applications for program incentives.' It then instructs users to click on the 'Apply Now' tab and follow the steps below to begin the process. The steps are: 1. Create a new account with unique email address and password. 2. Submit a reservation application for program funding. A bulleted note under step 2 states: 'A reservation is required for all custom and certain prescriptive measures identified in the incentive worksheets, and strongly encouraged for all other prescriptive measures with incentives totaling \$1,000 or more. If your project requires a reservation, do not begin any part of your project (including removal of old fixtures) until you have submitted your reservation application.' Step 3 states: 'The DTE Energy Multifamily Program Team will review project eligibility and will contact you to conduct any pre-upgrade inspections that may be necessary to reserve program funds.' Step 4 states: 'Update application as needed and change status to "Final Application" within 60 days of project completion.' A final bulleted note states: 'Post-installation inspections may be required before projects are processed for payment.' At the bottom of the main content area, it says: 'Applicants should call 866.796.0512 (option 2) or email dtemultifamily@michiganeficiency.com if they have any questions about documentation requirements.' The footer is a dark blue bar with the 'DTE' logo in white and a list of links: 'News Room | Police/Fire | Builders | Landlord | Large Business | Municipalities | Site Map | Terms & Conditions | Online Privacy | Customer Data Privacy | Contact Us | Careers'.

Submission Confirmation



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

Your Account Manager will 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 111111111, FL 48322	Jan 19, 2024, 4:16:57 PM	Multi-Family	Application Received	-	-	View Application
DEQMPS1555676926	Jane Smith 111111111 111111111, FL 48322	Jan 19, 2024, 4:00:58 PM	Multi-Family	Application Received	-	-	View Application

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DTE

Program Outreach Team

Reach out to an Account Manager in your area for information on property rebates:



Tony Conley
Email aconley@wmenergy.com
or call 517.214.4866



Brad Willette
Email brad.willette@icf.com
or call 517.768.6309



Tom Tishler
Email tom.tishler@icf.com
or call 517.768.6337



Kip Waddell
Email cwaddell@wmenergy.com
or call 517.974.9231



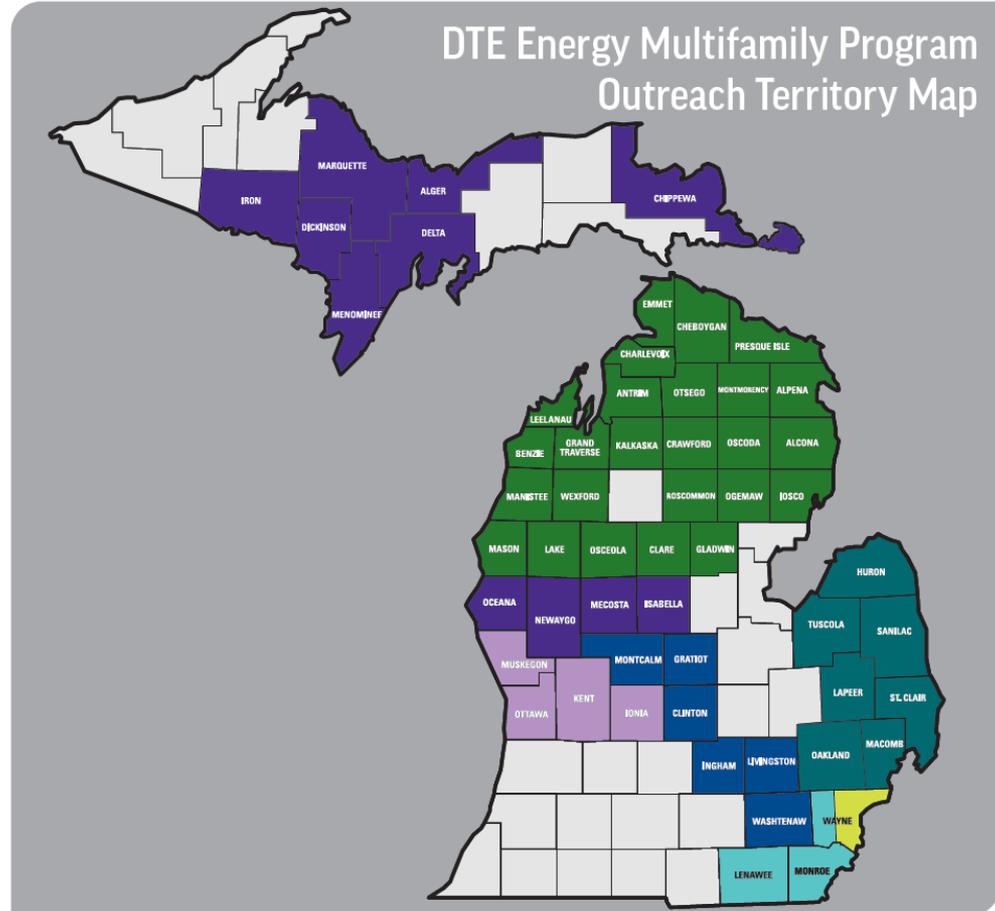
Erica Larsen
Email erica.larsen@icf.com
or call 313.568.5269



Doug Kelley
Email dkelley@wmenergy.com
or call 517.745.2326



Arlisha Dixon
Email adixon@wmenergy.com
or call 313.587.8172



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

Consumers Energy Multifamily Program

2026 Program Year

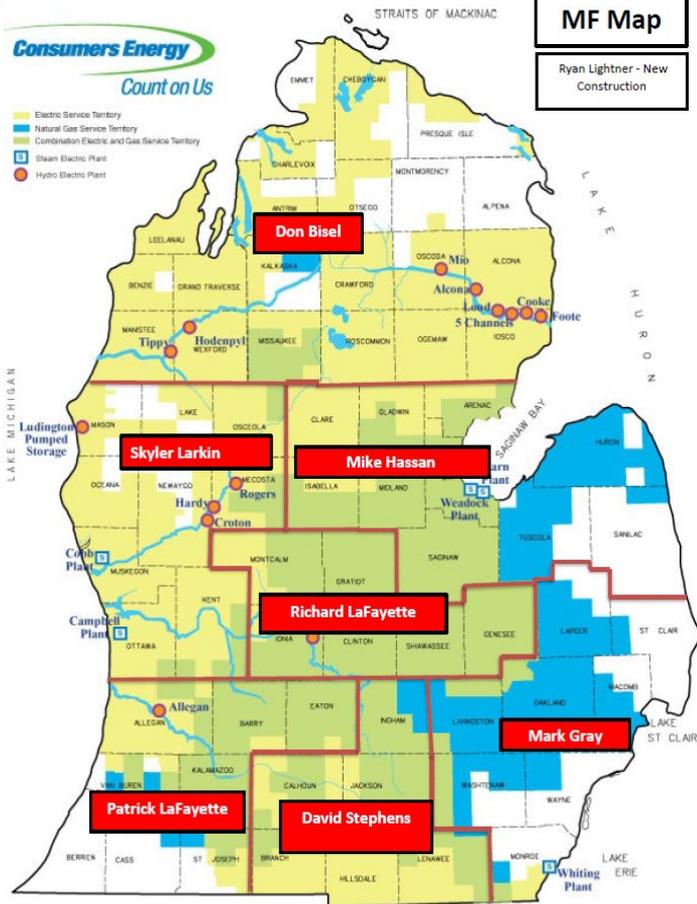
Consumers Energy Multifamily

2026 Program updates and changes

- Whole-Building/Holistic Approach:
 - Energy Advisor's work closely with Trade Allies to uncover additional energy saving opportunities for each project
- Increased incentives
 - Lighting: Increase on watts-reduced incentives for in-unit, shift (8hr), and exterior lighting.
 - HVAC: tankless/instantaneous water heaters & ASHP tune ups



- Electric Service Territory
- Natural Gas Service Territory
- Combination Electric and Gas Service Territory
- E Steam Electric Plant
- Hydro Electric Plant



MF Map

Ryan Lightner - New Construction

Outreach Team

Name	Title	Phone	Email
Alex Ovenhouse	Outreach Manager	517-489-9468	aovenhouse@franklinenergy.com
Ryan Lightner	Energy Advisor II – Statewide (New Construction Specialist)	517-230-1970	rightner@franklinenergy.com
Patrick LaFayette	Energy Advisor I - Southwest	517-294-5466	plafayette@franklinenergy.com
Skyler Larkin	Energy Advisor II – Northwest (Healthcare/Skilled Nursing Specialist)	517-455-4334	slarkin@franklinenergy.com
Mark Gray	Energy Advisor II - East	517-775-4656	mgray@franklinenergy.com
Mike Hassan	Energy Advisor I – Northeast	989-231-5977	mike.hassan@franklinenergy.com
David Stephens	Energy Advisor I – South Central	517-290-0493	dstephens@franklinenergy.com
Richard LaFayette	Energy Advisor I – Central	517-294-5118	richard.lafayette@franklinenergy.com
Don Bisel	Energy Advisor I – North Central (University/Dormitory Specialist)	616-485-1954	don.bisel@franklinenergy.com

Want to hear additional updates?

aovenhouse@franklinenergy.com