

## FACT SHEET

## 2016 Michigan Saves Offer

### Get special financing when you apply for DTE Energy incentives.

DTE Energy – in partnership with Michigan Saves – is offering special financing to commercial electric and natural gas customers for prescriptive and custom projects. Qualifying energy efficiency projects may be eligible for:

- **0% financing** on up to **\$50,000** for up to **36 months**
- **2.99% financing** on up to **\$150,000** for up to **60 months**
- **1.99% financing** on up to **\$150,000** for up to **60 months** for municipalities and K–12 schools.

### How to apply

1. Download the latest version of the DTE Energy Efficiency Program for Business application and submit it as your reservation application.
2. Find an authorized **Michigan Saves** contractor to help you apply for **Michigan Saves** financing. To find a list of authorized contractors, visit [michigansaves.org](http://michigansaves.org).
3. Once **Michigan Saves** approves financing, a confirmation email will be sent to the customer, contractor and DTE. Once DTE receives your **Michigan Saves** financing confirmation, an updated reservation letter will then be distributed. Please do not begin your project until you have received a reservation letter. You then have 90 days — or until Nov. 30, 2016, whichever is first — to complete the project.
4. A final application must be submitted to DTE within 60 days of completion of the project.

### Important note

If the project listed on your application to **Michigan Saves** involves applying for incentives from another utility in addition to applying for incentives from DTE Energy, you *must* indicate that on your application.



### Who is Michigan Saves?

Michigan Saves is a non-profit organization dedicated to making energy improvements easier for all Michigan energy consumers by offering affordable financing and other incentives available through grants and partnerships with private sector lenders.

### Why Michigan Saves?

**Easy:** Time is money in a small business. That's why we have someone to walk you through the process so you spend less energy on a hassle-free credit approval and more energy on your business.

**Affordable:** We understand the margins on your business are never as big as they need to be. That's why we work hard to make sure the return on your energy investment begins to pay off as fast as possible. **In some cases, with Michigan Saves financing, projects can be cash flow positive from day one.**

**Smart:** Replacing old, expensive equipment is an investment in your business that will lower operating costs and utility bills.

To get started, find a Michigan Saves-authorized contractor at [michigansaves.org](http://michigansaves.org)

### Contact Us

phone: **866.796.0512** (press option 3)

e-mail: [saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com)

web: [dteenergy.com/savenow](http://dteenergy.com/savenow)

fax: **313.664.1950**

\*Funds will be awarded on a first-come, first-served basis; program based on availability of funding and may end at any time; certain other conditions apply; contact our office for details

## About our Program

DTE Energy business customers — small, medium and large — can lower their monthly energy bills by implementing a few simple energy efficiency measures. Our **Energy Efficiency Program for Business** offers a comprehensive set of incentives for both natural gas and electric users designed to help you invest in energy efficient technologies.

Here are three ways to save:

### PRESCRIPTIVE

Are you replacing heating systems with newer energy-efficient models?

Upgrading your hot water and food service equipment?

Check out the **Prescriptive Incentives** section of our Catalog and Application — and see our lists below.

**Prescriptive Incentives** cover a wide variety of energy-efficient improvements, including: HVAC, controls, refrigeration, lighting and more.

Incentives are based on quantity, size and efficiency of the equipment.

- Prescriptive incentives are available for many common energy efficiency measures.
- Incentives are based on predetermined energy savings.
- Prescriptive incentives typically average 20% to 50% of the incremental cost of the equipment or services provided.

### CUSTOM

Can't find your project in the Prescriptive Incentive section?

Then consider applying for **Custom Incentives**, which are for projects that involve less common or more complex technologies than our list of prescriptive equipment.

**Custom Incentives** are based on the first year of energy savings (Mcf and/or kWh).

- Custom incentives are offered for capital investment projects that are NOT eligible for a Prescriptive incentive.
- Incentives are determined on a case-by-case basis and are paid per unit energy saved.
- Custom incentives are capped at 50% of project costs.

### NEW CONSTRUCTION

Are you building a new facility, changing the usage of space or adding load? Then our **New Construction and Major Renovation Incentives** are available to assist you:

- **Systems Approach** incentives are predetermined to optimize the energy efficiency of individual systems.
- **LEED Whole Building Approach** incentives are based on energy savings validated by LEED.
- **LEED Design Review Assistance** incentive is designed to encourage LEED certification.

- New Construction/Major Renovation incentives are available for new facilities, the renovation of existing facilities or a change of use project, such as converting a warehouse into an office complex.
- Incentives also are available for adding load.

## 2016 Prescriptive Electric Measures

### Lighting

Central Lighting Controls  
Compact Fluorescent Screw-in Lamps (CFL)  
(CFL) Reflector Flood Lamps  
Compact Fluorescent Fixtures  
Daylight Sensor Controls  
Delamping  
Exit Signs Retrofit  
Exterior Lighting Bi-level Control w/Override  
Exterior Linear Fluorescent replacing HID  
Exterior CFL replacing HID  
Garage/Exterior High-Intensity Discharge (HID) Conversion  
High Performance (HP) Linear Fluorescents  
Interior High-Intensity Discharge (HID) to Fluorescent Fixture  
LED Interior Linear  
LED Lamps  
LED or Induction Interior High Bay  
LED Traffic Signals  
LED Refrigerated Door Case Lighting

Low Wattage (LW) Linear Fluorescents  
Occupancy Sensors for LED Refrigerated Door  
Case Lighting  
Occupancy Sensor  
Pulse Start Metal Halide  
Switching Controls for Multilevel Lighting  
Tubular Skylights (Light Tubes)

### HVAC

Air-Cooled Chiller  
Air Source Heat Pumps  
Chilled Water Reset - Air Cooled  
Chilled Water Reset - Water Cooled  
Chilled Water Reset with Pump on/off Control  
Closed Loop Heat Pumps  
Cool Roof  
Economizer  
Ground Source Heat Pump  
High Performance Glazing  
Hotel Guestroom Energy Mgmt System (AC)  
HVAC Occupancy Sensor, Large Office Building

### HVAC Tune-ups

Packaged Terminal Air Conditioner & Heat Pump  
Programmable Thermostat (Air Conditioning)  
Room Air Conditioners  
Setback-Setup Controls (Air Conditioning)  
Unitary and Split Air Conditioning Systems  
Variable Frequency Drive - HVAC Fan/Pump  
Water-Cooled Chiller  
Web-based EMS  
Window Film

### Miscellaneous Electric

Heat Pump Storage Water Heaters  
High Efficiency Clothes Washer  
Intelligent Surge Protector  
PC Network Energy Management Controls

### Process Electric

Barrel Wraps for Injection Molders & Extruder  
Compressed Air Pressure Flow Controller  
Compressed Air Audit with Leak Repair  
Compressed Air Cycling Dryer  
Computer Room Air Conditioning (CRAC) Units  
Electrically Commutated Plug Fans  
Electric Motors Replacing Pneumatic Motors  
Engineered Nozzle  
High Efficiency Pumps  
Industrial 3 Phase HF Battery Chargers  
Insulation for Pellet Dryer Ducts  
Tank Insulation  
VFD for Process Fans  
VSD Air Compressor  
VFD on computer room AC supply fans  
Welders (high efficiency)

### Food Service & Refrigeration

Anti-Sweat Heater Controls  
Beverage Vending Machines

Door Gaskets on Coolers and Freezers  
ECM Motor for Refrigerator Cases, Freezers and Coolers  
Energy Efficient Ice Machines  
Efficient Refrigeration Condenser  
ENERGY STAR® Commercial Solid Door Refrigerators  
ENERGY STAR® Commercial Solid Door Freezers  
ENERGY STAR® Steam Cookers  
ENERGY STAR® Holding Cabinets  
Evaporator Fan Motor Controls  
Floating Head Pressure Controls  
LED Refrigerated Door Case Lighting  
Occupancy Sensors for LED Refrigerated Door Case Lighting  
Refrigeration Savings due to Lighting Wattage Reduction  
Strip Curtains on Walk-in Cooler and Freezer Doors  
Vertical Night Covers

## 2016 Prescriptive Natural Gas Measures

### HVAC

Boiler Modulating Burner Control  
Boiler Water Reset Control  
Chilled Water Reset with Pump on/off Control  
Demand Controlled Ventilation  
Destratification Fans  
High Efficiency Furnace  
Direct fired make-up air units  
Hotel Guestroom Energy Management Control  
HVAC Occupancy Sensor, Large Office Building  
Infrared Heaters  
Optimized snow/ice melting controls  
Outside Air Ventilation Reduction  
Programmable Thermostat  
Setback-Setup Controls

Space Heating Boilers  
Steam Traps  
Variable Frequency Drive on Secondary Chilled Water Pump  
Web-based EMS

### Hot Water and Laundry

Domestic Hot Water Heating System  
Gas Storage Water Heater  
Gas Water Heater - Tankless  
High Efficiency Clothes Washer  
High Efficiency Pool Heater (Gas Heat)  
Low-flow Aerators/Showerheads  
Ozone Laundry System

### Insulation

Domestic Hot Water Pipe Wrap  
Greenhouse Heat Curtain  
Greenhouse Infrared Film  
Pipe Wrap - Steam and Hot Water Boiler  
Pool Covers  
Roof Insulation (Flat/Attic)  
Truck Loading Dock Seals  
Truck Loading Dock Leveler Ramp Air Pit Seals  
Wall Insulation

### Process Gas

Air Compressor Exhaust Heat Recovery  
Furnace Tube Inserts  
High Efficiency Process Boiler (Water/Steam)  
Tank Insulation

### Boiler/Furnace Tune-up

Boiler Tune Up  
Domestic Hot Water Boiler Tune-up  
Process Boiler Tune-up  
Furnace/RTU Tune-up

### Food Service

Commercial Kitchen Ventilation Hood  
ENERGY STAR® Convection Ovens  
ENERGY STAR® Fryers  
ENERGY STAR® Griddles  
ENERGY STAR® Steam Cookers  
Fryers  
Night Covers (vertical)  
Ovens  
Pre-Rinse Sprayers (Gas Water Heat)  
Reach-in Refrigerated Display Case Door retrofit  
Refrigeration Condenser Waste Heat Recovery