

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.
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

Contact Us

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

web: **dteenergy.com/savenow**

e-mail: **saveenergy@dteenergy.com**

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