

## FACT SHEET

# 2018 Michigan Saves Financing Offer

## DTE Customers can receive special interest rates for up to 60 months

DTE Energy – in partnership with Michigan Saves – is offering special financing to commercial electric and natural gas customers for prescriptive and custom projects.

Qualifying projects with loan amounts of \$5,000 or more may be eligible for:

- **0% financing** on up to **\$100,000** for up to **36 months** for **faith-based\* facilities and K-12 public schools**
- **1.99% financing** on up to **\$150,000** for up to **60 months** for **municipal facilities**
- **1.99% financing** on up to **\$50,000** for up to **24 months** for **all commercial/industrial customers**

**How the financing offer works:** Awarded incentives will be used to “buy down” the interest rate — with the actual interest rate buy-down amount not to be greater than the total amount of the incentives awarded on the Application. Other conditions apply.

\*Faith-based facilities include all houses of worship and facilities operated by faith-based organizations, including faith-based school facilities.

### How to apply

1. Download the latest version of the 2018 DTE **Energy Efficiency Program for Business** Application and submit a 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. A preliminary reservation letter will be issued by the **Energy Efficiency Program for Business** detailing the incentives that are expected to be awarded to the customer. This letter must be attached to your Application to **Michigan Saves** for financing: The actual interest rate will be determined by the value of awarded incentives.  
*(Incentives will not be paid to the customer; they will be assigned to **Michigan Saves** to “buy down” the interest rate.)*
4. 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. Do not begin your project until you have received a reservation letter. You then have 90 days — or until Nov. 30, 2018, whichever is first — to complete the project.
5. A Final Application must be submitted to DTE within 60 days of the completion of the project.

### Important Note:

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



## What 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)

# MICHIGAN SAVES FINANCING

## About our Program

The DTE **Energy Efficiency Program for Business** offers a comprehensive set of incentives for both electric and natural gas users designed to help you invest in energy efficient technologies.

Here are three ways to save:



### PRESCRIPTIVE

Are you replacing light fixtures with newer energy-efficient models?

Upgrading your refrigeration and food service equipment?

Check out the **Prescriptive Incentives** section of our Catalog and Application.

**Prescriptive Incentives** cover a wide variety of energy-efficient improvements, including: lighting, controls, HVAC, refrigeration and more. Incentives are based on quantity, size and efficiency of the equipment.

**NOTE:** Only DLC- and ENERGY STAR®-listed lighting is eligible.

- 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 (kWh and/or Mcf).

**NOTE:** Only DLC- and ENERGY STAR®-listed lighting is eligible; fluorescents and CFLs are **not** eligible.

- 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.

All of these incentive offers can now be found in one application!  
To download the latest version, visit [dteenergy.com/savenow](http://dteenergy.com/savenow)

## Contact Us

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\*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