

## Save energy, build community

DTE Energy's Income Qualified Multifamily Program helped property owner Zena Warren save energy and build a successful business.



ZENA WARREN  
OWNER  
EDWARDS ONE APARTMENTS  
DETROIT, MICH.

DAWN JENNINGS  
TENANT  
EDWARDS ONES APARTMENTS  
DETROIT, MICH.

Zena Warren opened her day care center in 1990, and by 1993 she was looking for a new location to house the growing business. Her search for new quarters led her to Edwards One Apartments in Detroit. The building included a ground-floor space that was perfect for the day care center – and 22 apartments in need of updating. At first, Warren wasn't sure if landlord was a title she wanted, but she accepted the challenge, purchased the building and got to work.

### Multifamily Income Qualified Program to the rescue

Warren had already begun to renovate her building when a contractor recommended she look into DTE's Income Qualified Multifamily Program. This special program for owners and tenants of multiunit properties is meant to help them make upgrades and save on energy bills. "Honestly, when I learned what the program offered, I thought it was

too good to be true,” said Warren. “It all started with an energy assessment from DTE. When I found out my property qualified for a number of energy efficiency upgrades as well as incentives that would help cover up-front costs, the decision was simple.”

### All you need is a little incentive

While conducting the energy assessment, a DTE representative installed several free energy efficient products in each apartment, including LED light bulbs, low-flow showerheads and aerators for the kitchen and bathroom. The tenants were pleased to learn they would save on their energy bills as a result.

The assessment report from DTE indicated that the property qualified for new energy efficient windows, air conditioning units and refrigerators – all supported by DTE incentives. In addition to those improvements, Warren opted to upgrade the heating system’s two old boilers, which needed repairing and were expensive to operate. With help from the Multifamily Income Qualified Program, Warren replaced both boilers, and DTE incentives provided half of the funding.

“I am busy, so my time is valuable, but DTE handled everything,” said Warren. “Their Concierge Service helped me every step of the way and arranged to have three trade allies bid the job. A DTE employee helped me pick the best contractor for each job and made sure the work was completed as specified. The project was finished in two months, and I never had to lift a finger. It was amazing.”

### A community upgrade

Warren now has a thriving apartment building with a waiting list of prospective tenants. She’s also saving approximately \$1,000 a month on her energy bill. The savings have helped her improve the condition of the day care center, so the entire community benefits. “The savings are wonderful, but happy children are even better,” said Warren.

When all Warren’s energy efficiency improvements had been completed, the DTE incentives that helped fund them added up to more than \$55,000. The project was such a success that Warren is planning another – upgrading the building’s exterior lighting. “New windows really improved the look of the building, and we want to add to that,” said Warren. “Exterior lighting increases the property’s value and provides additional security for my tenants.”

While Warren’s tenants love saving money on their electric and water bills, they’re also enjoying the comforts the upgrades provided. What’s more, they’ve discovered a new sense of community and now have a true champion in Warren. By taking advantage of the Multifamily Income Qualified Program, she improved their quality of life and upgraded the neighborhood. “With this program, there was nothing to lose but so much to gain,” she said. “My tenants are important to me and I’m picky about who lives here. I like people who are proud of where they live.”

### Want savings? Help yourself.

At DTE, we’re helping Income Qualified Multifamily properties reduce energy usage, save money and build a better quality of life. If you’re a DTE customer and the owner of an income qualified property that contains three or more units under one roof, schedule your free energy assessment today. We’re here to help. 🇺🇸

#### TOOLBOX

**To learn more about the DTE Income Qualified Multifamily Program, please contact:**

📞 866.796.0512 (option 2)

🌐 [dteenergy.com/multifamily](https://dteenergy.com/multifamily)



### Upgrade your building. Change your life.

Simple energy efficiency upgrades offered through the DTE Multifamily Program and the Multifamily Income Qualified Program help make properties less costly and easier to manage.

- Increase property value and salability
- Improve curb appeal
- Lower energy costs
- Reduce maintenance needs
- Lower vacancy rates
- Improve tenant living conditions

### If you own an income qualified property, it may be eligible for special offerings:

- A comprehensive energy assessment that includes a detailed inspection of HVAC equipment, plumbing, insulation and more
- A customized report recommending improvements, estimated costs and qualifying rebates
- Programmable thermostat installation
- A furnace tune-up
- Refrigerator replacement

To learn more, schedule your free energy assessment today. See the Toolbox for details.