

Savings multiplied

DTE program helps apartment owner and his tenants.

When Jerry Fawaz first heard of DTE's Multifamily Program, he thought it was too good to be true. The program is designed to help owners of multifamily units make upgrades to save on energy usage and costs through rebates when they switch to qualifying energy-efficient HVAC equipment, lighting, water heaters and more.

The upgrades can help owners reduce energy bills – savings they can pass along to their tenants. Tenants may also benefit from more comfortable and environmentally friendly living spaces.

To be eligible, properties must use DTE as their natural gas or electric provider and must have three or more units under one

roof. Potentially eligible properties include triplexes, co-op housing, condos, apartments, senior living facilities and dorms.

Fawaz qualified for DTE's program and couldn't be happier with the results. He saved money on long-term building improvements, and his renters have seen a 30% drop in heating and cooling costs.

"I said, 'Wow.' I just could not believe it. It was a dream come true," Fawaz says. "I tell people, and nobody believes me."

Building community

Fawaz has owned a 32-unit apartment building on West Warren Avenue in Dearborn for 40 years and prides himself



on keeping it nice for his residents.

"I maintain the property and keep the rent low," he says.

When a DTE representative reached out to explain the Multifamily Program, Fawaz was skeptical at first.

"Finally, I said, 'OK, we'll go to the building and see what you're talking about,'" Fawaz recalls.

A DTE energy advisor met Fawaz for a site visit to evaluate ways the program could help him trim energy usage and costs.

According to energy advisor Clifford "Kip" Waddell, the building's outdated electric radiator heating left much room for improvement.

"Baseboard heating is very inefficient," Waddell explains.

ENERGY JOURNEY, continued on page 26



Through DTE's Multifamily Program, Jerry Fawaz has gotten rebates on energy-efficient upgrades at his rental property in Dearborn.





DTE helped Fawaz upgrade to high-efficiency heat pumps, weatherize the attic and secure funding to fix the air ventilation.





DTE Multifamily Program checklist

Follow this easy process to get rebates on energy-efficient lighting, HVAC equipment, water heaters, furnace and boiler tune-ups, and more:

✓ **Verify eligibility.** Your property must be a DTE customer in good standing, with three or more units under one roof.

✓ **Meet the specs.** Equipment must meet specifications. Visit dteenergy.com/multifamily to review the incentive worksheets in the program

catalogs. If you have questions, contact DTE's program team at 866.796.0512 or dtemultifamily@michiganefficiency.com.

✓ **Reserve your funds.** Before you start your project, submit a reservation application. A member of DTE's program team will confirm receipt and provide preapproval.

✓ **Install the equipment.** Complete your project within 90 days of receiving a reservation letter that confirms DTE is holding incentives

for you. For larger development projects, the timeline for submission may be extended.

✓ **Follow up.** Final applications and required documentation must be submitted within 60 days after work is done, or by Nov. 30, 2024 – whichever comes first.

✓ **Enjoy your rebate!** Many owners don't realize the array of rebates available through DTE's Multifamily Program. Start the process today and enjoy your energy savings!

DTE assisted Fawaz in upgrading to high-efficiency heat pumps with an ENERGY STAR® water heater. They also weatherized the attic, sealing gaps in the building's envelope and installing insulation. In the process, they learned that tenants' bathroom fans were vented into the attic, which can cause mold. They secured extra funding through DTE's Health and Safety Program to vent air outside properly.

Fawaz received rebates all along the way.

"I couldn't believe it, and the tenants could not be happier," he says.

Concierge service

Any building owner or manager can reach out to DTE to find out whether they are eligible. As with Fawaz, the process begins with an energy audit. Once potential energy-efficient improvements are discovered, DTE provides a report to the building owner. DTE also provides a list of participating contractors online (dteenergy.com/eed), if needed. Fawaz chose Air Comfort Pro of Brownstown to do the work.

As DTE works toward its goal of net-zero emissions by 2050, multifamily property owners and their tenants can benefit along the way.

"Energy efficiency equals dollar savings," Waddell says.

Program numbers for 2024

This year, income-qualified multifamily properties can save:

\$5,000–\$6,000
on air-source heat pumps

\$2,000
on ENERGY STAR® heat pump water heaters

\$800 per 1,000 square feet
on attic insulation

\$800 per 1,000 square feet
on building envelope air sealing

**Market-rate customers also are eligible for rebates and savings. Visit dteenergy.com/multifamily to review both program catalogs.*

Ultimately, it's a win-win.

"Jerry is an exceptional landlord," Waddell says. "He genuinely cares about his tenants and does anything he can to keep their rates low. You can tell when you walk through the property with him [that] his tenants appreciate him." 🇺🇸

TOOLBOX

If you own or manage a multifamily property, request a free energy assessment at

 dteenergy.com/multifamily.

Questions? Contact the program team

 **at 866.796.0512 or**

 dtemultifamily@michiganefficiency.com.

Renters have seen a
30% drop in heating and cooling costs