

# Michigan Saves:

Making Energy Improvements Easy and Affordable

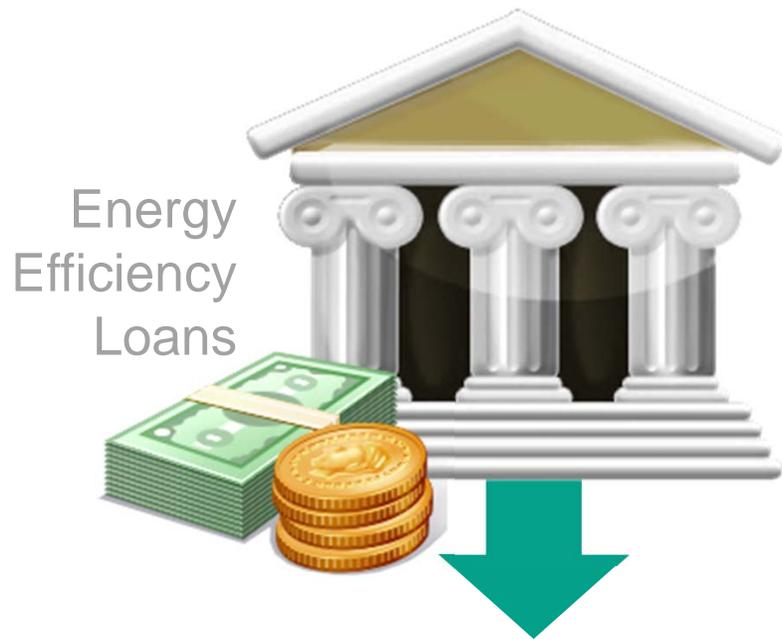
August 15, 2013

MREP Solar Committee

Terri Schroeder, Operations Manager



# What Is Michigan Saves?



Energy  
Efficiency  
Loans

Homeowners  
Municipalities  
Businesses



[www.michigansaves.org](http://www.michigansaves.org)

# Current Programs



# Home Energy Loan Program

- Affordable, hassle-free loans
  - Easier than home equity – unsecured loan
  - \$1,000 to \$30,000\*
  - Affordable rates and terms for low monthly payment
  - Easy, quick approval over the phone or online
- Energy efficiency, solar, and geothermal
- Find Michigan Saves authorized contractors – [www.michigansaves.org](http://www.michigansaves.org)
- Eight lenders statewide (plus, at least one new employer-based lender)

\*Currently only one lender allows loans over \$20,000.

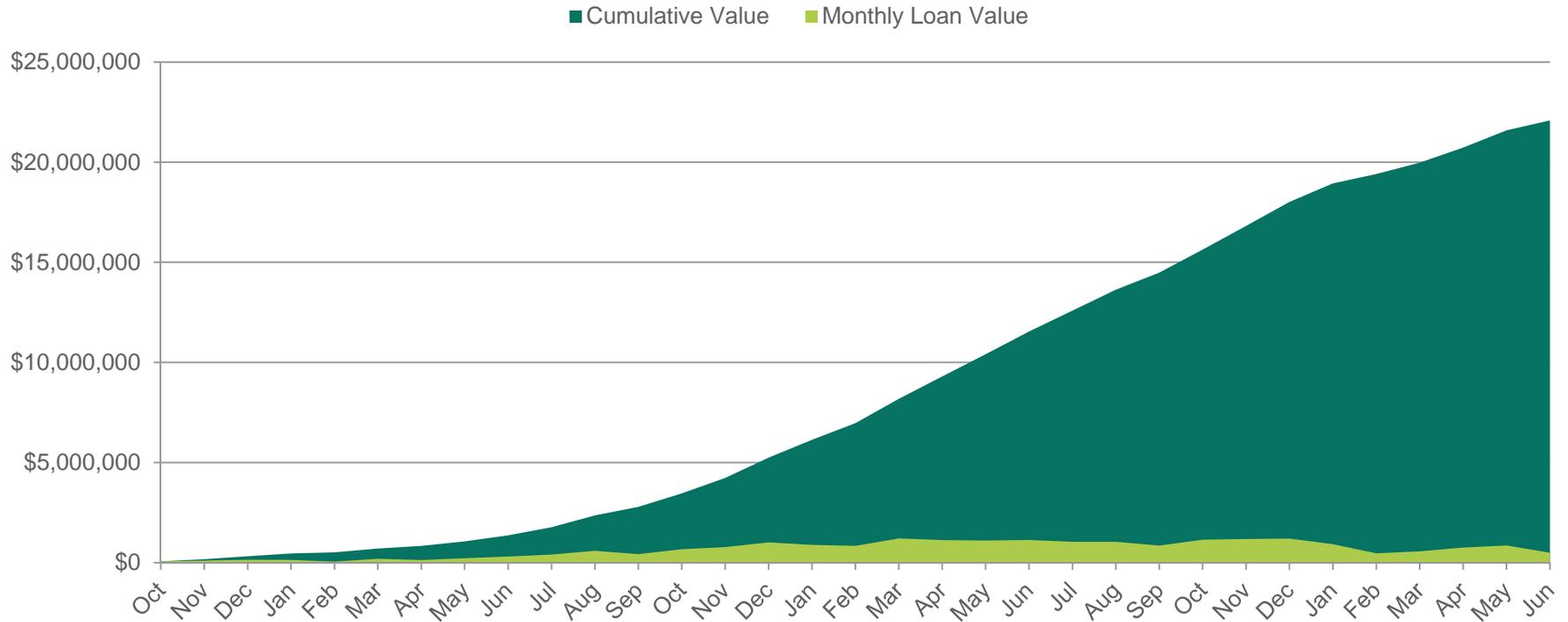


[www.michigansaves.org](http://www.michigansaves.org)



# Home Energy Loan Program Loans

Loan value:	\$22.1 million (of \$68 million committed)
Loan loss reserve committed:	\$779,018 (of \$3.4 million committed)
Loan defaults:	18 loans (out of 2,712 issued or 0.66%)





[www.michigansaves.org](http://www.michigansaves.org)



# Residential Solar Case Study

## Characteristics of Ginnie's Home

- Built in 1990
- Large exposed south facing roof
- High energy bills
- Furnace and water heater were in need of replacement

## Energy Upgrades

- Replaced furnace and water heater
- Installed 10 solar panels that are creating 2.3 kilowatts of electricity
- Expected 15% savings or more on annual electricity bill

“After the energy audit, it was determined that my furnace and hot water heater needed to be replaced, in addition to the solar panels. Based on the projected energy savings and the terms of the loan program, I realized this was an opportunity I could not pass up. I never dreamed I could afford this kind of energy upgrade! I cannot wait for my system to go online!”

— Ginnie Kilough, South Marquette

# Business Energy Financing

- Statewide commercial financing (\$2,000–\$150,000) for energy efficiency improvements through local lender, Ervin Leasing
- Available to all types of businesses with focus on food industry
- Fast, easy process
- Below-market rates with flexible terms up to 5 years
  - 1.99% for food businesses
  - Rates from 5.9% for others

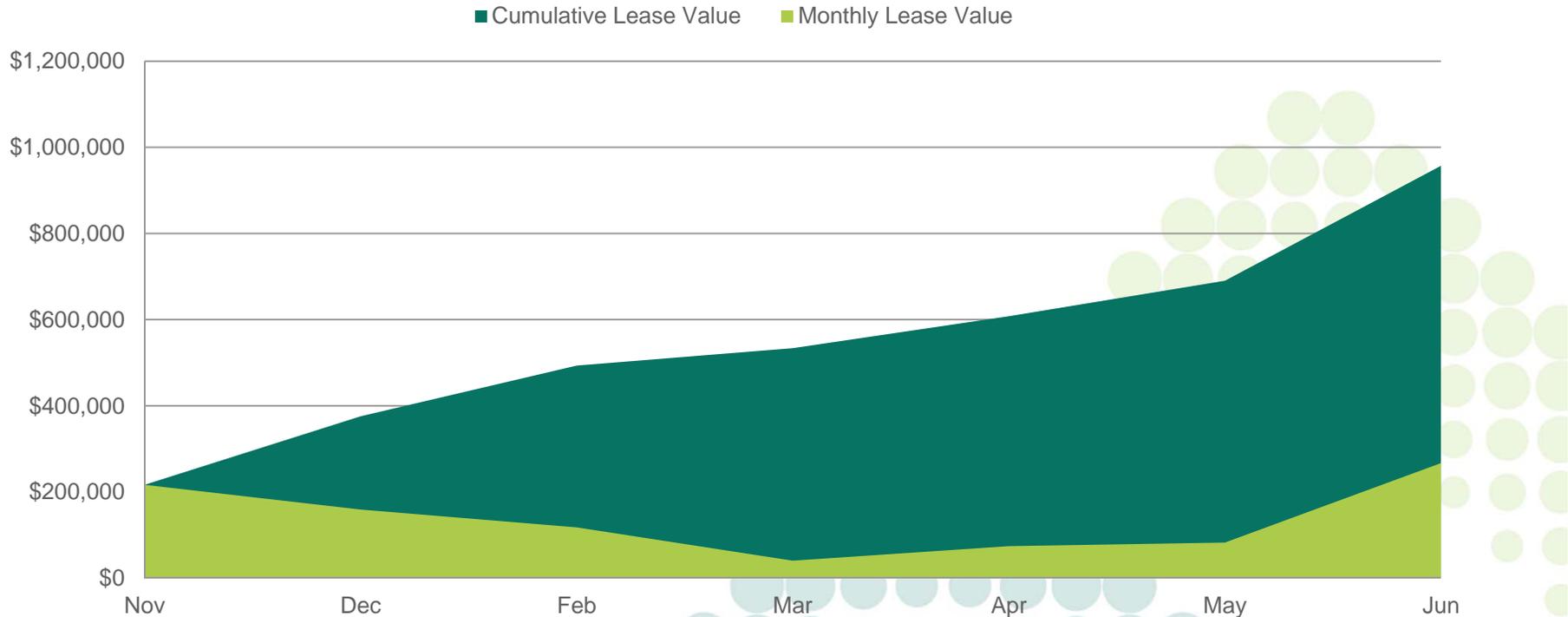


[www.michigansaves.org](http://www.michigansaves.org)



# Business Energy Financing Leases

Lease value:	\$956,993 (of \$10 million committed)
Loan loss reserve committed:	\$95,699 (of \$1 million committed)
Loan defaults:	0



# Moddersville Store and Pizzeria

- Efficiency Upgrades
  - Building envelope & insulation
  - LED lighting
  - Refurbished coolers
  - Convection pizza oven
- Currently installing 25 kW Solar PV on site



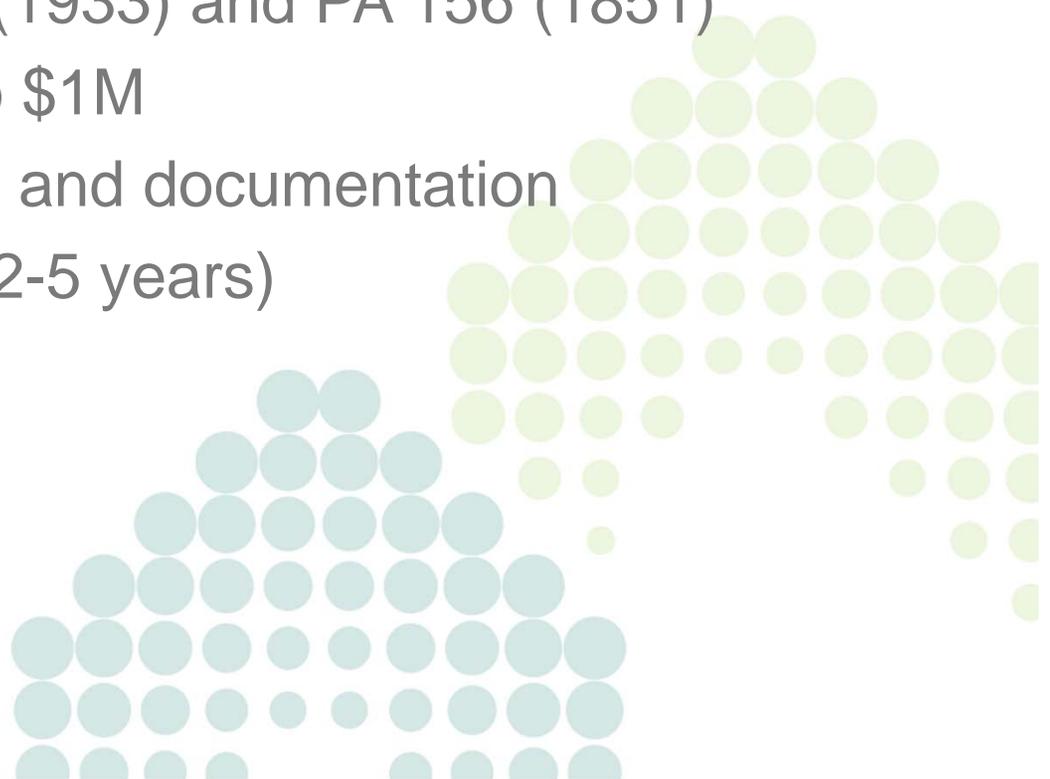
# Public Sector Energy Financing

- Local and state governments and public schools
  - Energy efficiency and renewable energy upgrades
  - Building / property must be government-owned



# Financing Vehicle

- Installment purchase agreements through Ervin Leasing
  - Authorized by PA 99 (1933) and PA 156 (1851)
  - Amounts of \$5,000 to \$1M
  - Streamlined approval and documentation
  - Firm-term contracts (2-5 years)



# Resources and Contacts

Terri Schroeder, Operations Manager  
[tschroeder@michigansaves.org](mailto:tschroeder@michigansaves.org)

Phone: (734) 494-2190

Websites: [www.michigansaves.org](http://www.michigansaves.org)

Email: [info@michigansaves.org](mailto:info@michigansaves.org)



[www.michigansaves.org](http://www.michigansaves.org)

