



MICHIGAN DEPARTMENT OF
ENVIRONMENT, GREAT LAKES, AND ENERGY



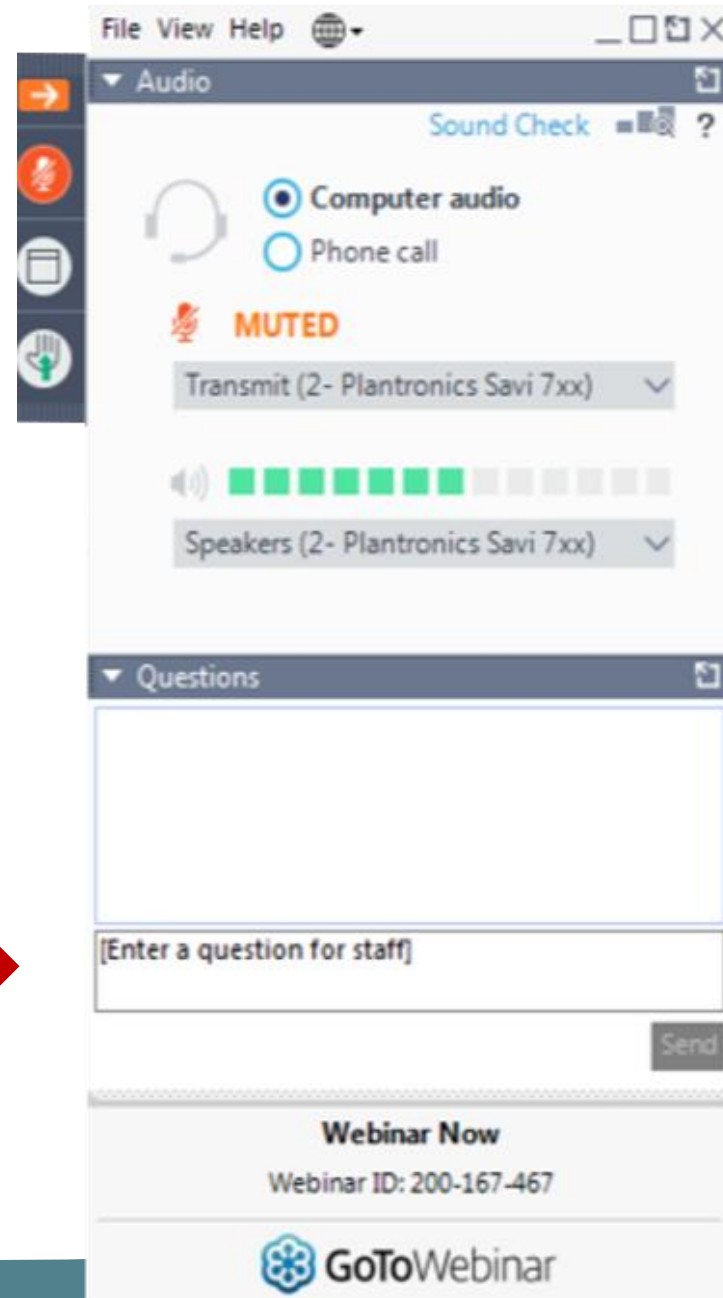
GRAHAM
SUSTAINABILITY INSTITUTE
UNIVERSITY OF MICHIGAN

CLEAN ENERGY & ENERGY MANAGEMENT WEBINAR SERIES

Clean Energy Financing Through Michigan Saves

Have a question?

Use the “Questions” function
to pose questions throughout
the webinar



Today's Speakers

- **Todd O'Grady** - Director of Outreach, Michigan Saves
- **Marc Thompson** - Interim City Manager of Fraser, MI
- **Josh Patton** - VP of Sales at Ascentium Capital

Easy, Affordable Options for Municipal Energy Improvements

Todd O'Grady

June 17, 2021

MichiganSaves.org



Michigan Saves SM



Michigan Saves: The Nation's First Nonprofit Green Bank

- Nonprofit, public-private partnership green bank
- Process driven by research and stakeholders
- Loss reserve for lenders
- Oversight of authorized contractors
- Program guidelines and quality control
- Demand for energy efficiency through outreach and incentives

Transforming the State's Energy Landscape

We are Michigan's nonprofit green bank dedicated to making energy improvements easy and affordable.

Our Impact

From September 2010 through December 2020, Michigan Saves has:

270

million dollars

Financed in energy improvements

1.8

million metric tons

Reduced carbon emissions

4,400

full-time jobs

Supported through Michigan Saves



Savings for Every Sector



Residential Offerings

Unsecured loans for energy-efficiency and renewable energy improvements

- \$5,000–\$50,000 up to 15 years
- Credit scores as low as 600
- Fast, easy process
- Energy efficiency, health and safety, renewable energy, electric vehicle charging stations, water efficiency, storage

New: Rental properties

New: Revolving loan fund for low- to moderate-income customers

Ongoing: On-bill programs with utility partners



“It’s great for our daughter to grow up in a house where we’re using renewable energy as a primary source and showing her that it’s normal and good.”

DRURY FAMILY

Commercial and Public-sector Energy Financing

Financing for energy-efficiency and renewable energy improvements

- Equipment financing agreement, loans, leases
 - \$5,000–\$2,000,000 (larger projects are considered on a case-by-case basis)
 - Available to all types of businesses, nonprofits, public-sector, and multifamily housing
 - Fast, easy process
 - Rates start at around 6.00% APR
- New:** Extended terms—up to 20 years
 - New:** Solar power purchase agreements
 - Utility Collaboration**
 - Consumers Energy
 - DTE Energy
 - SEMCO Energy Gas Company



“This project is a good statement about our stewardship of God’s house.”

KERRY CALIMAN
Chairperson

Tabernacle Missionary
Baptist Church

Typical Commercial Improvements

- LED lighting
- Heating, ventilation, and air conditioning
- Refrigeration
- Kitchen/cooking equipment
- Controls and preventive maintenance
- Insulation, windows, and doors
- Custom measures with whole building audit
- Solar photovoltaic systems
- Electric vehicle charging stations



“We would not have been able to afford all the lights upfront. But because of the financing option, we’re able to save money and make our art look spectacular, too.”

AMY ZANE

Amy Zane Store & Studio

Thank you.

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August 11 EPA Resources for Local Governments

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