



Discounts and Minimum Efficiencies

These tables below outline the minimum efficiency requirements for eligibility by equipment type and size category. Discounts may be listed as \$/ton, where tonnage corresponds to the AHRI (Air Conditioning, Heating and Refrigeration Institute) rated cooling capacity, \$/MBtuh, where MBtuh corresponds with the AHRI rated input rating, \$/kW for standalone fans, \$/horsepower, or \$/unit. Equipment capacity is AHRI rated capacity or capacity at AHRI rating conditions for units without an AHRI rating. See additional terms and conditions on page 4.

Electric Equipment

Effective as of January 1, 2025

Unitary Air Conditioners		Test standard: AHRI 210/240 for equipment <5.4; AHRI 340/360 for equipment ≥5.4 tons				
Equipment	Size Category	Minimum EER/EER2		Minimum SEER/SEER2/IEER	Tier	Minimum Customer Discount (\$/Ton)*
Unitary AC or HP	<65 kBtuh (<5.4 Tons)	12.0 EER/11.4 EER2	and	15 SEER/14.3 SEER2	1	\$4
			and	16 SEER/15.2 SEER2	2	\$8
			and	17 SEER/16 SEER2	3	\$16
	≥65 kBtuh and <135 kBtuh (≥5.4 Tons and <11.3 Tons)	11.5 EER	and	15.4 IEER	1	\$4
			and	18 IEER	2	\$8
			and	21 IEER	3	\$20
	≥135 kBtuh and <240 kBtuh (≥11.3 Tons and <20 Tons)	11.4 EER	and	14.8 IEER	1	\$4
			and	16.5 IEER	2	\$8
			and	18.5 IEER	3	\$20
	≥240 kBtuh and <760 kBtuh (≥20 Tons and <63.3 Tons)	10.1 EER	and	14 IEER	1	\$4
			and	15 IEER	2	\$8
			and	16.5 IEER	3	\$14
≥760 kBtuh (≥63.3 Tons)	9.7 EER	and	12.5 IEER	1	\$4	
		and	13.5 IEER	2	\$8	
		and	16 IEER	3	\$14	

Ductless Mini and Multi-Split Systems		Test standard: AHRI 210/240					
Equipment	Size Category	Minimum EER/EER2		Minimum SEER/SEER2	Minimum HSPF/HSPF2 ¹	Tier	Minimum Customer Discount (\$/Ton)*
Ductless Mini and Multi-Split, Air-Cooled AC or HP	Mini/Multi-Split AC/HP in Server Room	10.8/10.3	and	16/15.2	8.8/7.5	1	\$20
			and	20/19	8.8/7.5	2	\$40
			and	24/23	8.8/7.5	3	\$60
	Mini/Multi-Split AC/HP	10.8/10.3	and	16/15.2	8.8/7.5	1	\$10
			and	20/19	8.8/7.5	2	\$20
			and	24/23	8.8/7.5	3	\$30

¹Heat Pumps only

Water Source Heat Pumps		Test standard: ANSI/AHRI/ASHRAE ISO 13256-1:1998				
Equipment	Installation Type	Minimum EER		Minimum COP	Tier	Minimum Customer Discount (\$/Ton)*
Water Source HP	Water Loop Only	14.0 EER	and	4.3 COP	1	\$6
		15.0 EER	and	4.3 COP	2	\$12
		16.0 EER	and	4.3 COP	3	\$20

*This is the minimum discount amount that must be reflected in a price reduction for each eligible sale.

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Air-Cooled Chillers						Test standard: AHRI 550/590
Equipment	Minimum EER		Minimum IPLV	Tier	Minimum Customer Discount (\$/Ton)*	
Air-Cooled Chillers	10.1 EER	and	15.0 IPLV	1	\$5	
		and	16.0 IPLV	2	\$10	
		and	18.0 IPLV	3	\$20	

Water-Cooled Chillers - Path A							Test standard: AHRI 550/590
Equipment	Size Category	Path	Minimum FLV		Minimum IPLV	Minimum Customer Discount (\$/Ton - 0.01Δ FLV)*	
Water-Cooled Screw Chillers	< 75 Tons	Path A	< 0.75	and	≤ 0.6	\$0.80	
	75 - 150 Tons	Path A	< 0.72	and	≤ 0.56	\$0.80	
	150 - 300 Tons	Path A	< 0.66	and	≤ 0.54	\$0.80	
	300 - 600 Tons	Path A	< 0.61	and	≤ 0.52	\$0.80	
	> 600 Tons	Path A	< 0.56	and	≤ 0.5	\$0.80	
Water-Cooled Centrifugal Chillers	< 150 Tons	Path A	< 0.61	and	≤ 0.55	\$0.80	
	150 - 300 Tons	Path A	< 0.61	and	≤ 0.55	\$0.80	
	300 - 400 Tons	Path A	< 0.56	and	≤ 0.52	\$0.80	
	400 - 600 Tons	Path A	< 0.56	and	≤ 0.5	\$0.80	
	> 600 Tons	Path A	< 0.56	and	≤ 0.5	\$0.80	

Water-Cooled Chillers - Path B							Test standard: AHRI 550/590
Equipment	Size Category	Path	Minimum FLV		Minimum IPLV	Minimum Customer Discount (\$/Ton - 0.01Δ IPLV)*	
Water-Cooled Screw Chillers	< 75 Tons	Path B	≤ 0.78	and	< 0.5	\$0.60	
	75 - 150 Tons	Path B	≤ 0.75	and	< 0.49	\$0.60	
	150 - 300 Tons	Path B	≤ 0.68	and	< 0.44	\$0.60	
	300 - 600 Tons	Path B	≤ 0.625	and	< 0.41	\$0.60	
	> 600 Tons	Path B	≤ 0.585	and	< 0.38	\$0.60	
Water-Cooled Centrifugal Chillers	< 150 Tons	Path B	≤ 0.695	and	< 0.44	\$0.60	
	150 - 300 Tons	Path B	≤ 0.635	and	< 0.4	\$0.60	
	300 - 400 Tons	Path B	≤ 0.595	and	< 0.39	\$0.60	
	400 - 600 Tons	Path B	≤ 0.585	and	< 0.38	\$0.60	
	> 600 Tons	Path B	≤ 0.585	and	< 0.38	\$0.60	

Packaged Terminal Air Conditioners (PTAC) / Packaged Terminal Heat Pumps (PTHP)					
Equipment	Minimum EER		Minimum COP	Size Range	Minimum Customer Discount (\$/Ton)*
PTAC	13.1 EER	and	-	< 7kBtu/hr	\$5
	11.8 EER	and	-	7kBtu/hr - 15kBtu/hr	\$5
	10.5 EER	and	-	> 15kBtu/hr	\$5
PTHP	13.1 EER	and	3.6 COP	< 7kBtu/hr	\$15
	11.8 EER	and	3.5 COP	7kBtu/hr - 15kBtu/hr	\$15
	10.5 EER	and	3.4 COP	> 15kBtu/hr	\$15

*This is the minimum discount amount that must be reflected in a price reduction for each eligible sale.

(continued from page 2)

Guest Room Energy Management System		
Equipment	Project Type	Minimum Customer Discount (\$/Unit)*
Guest Room Energy Management Control	<ul style="list-style-type: none"> • Retrofit • New Construction 	\$20

Available for sensors that control HVAC units for individual hotel rooms
 Sensors must be controlled by automatic occupancy detectors. Sensors controlled by a front-desk system do not qualify.
 For multi-room suites, the incentive is per room controlled if a sensor is installed in each room

Dual Enthalpy Economizer Control (When Installed With New Qualifying Equipment)	
Equipment	Minimum Customer Discount (\$/Ton)*
Outside Air Economizer utilizing 2 enthalpy sensors	\$3.20

Clean Water Pumps Test standard: Appendix A to Subpart Y of Part 431, Title 10			
Measure Description	Maximum Qualifying PEI	Pump Size Range	Minimum Customer Discount (\$/HP)*
Constant Speed to Constant Speed Replacement	<0.96	≥1 HP and ≤50 HP	\$5
		>50 HP and ≤200 HP	\$0.80
Variable Speed to Variable Speed Replacement	<0.49	≥1 HP and ≤50 HP	\$5
		>50 HP and ≤200 HP	\$0.80

Variable Refrigerant Flow (VRF) Systems Test standard: AHRI 1230							
Equipment	Size Category	Min. EER		Min. IEER		Min. COP	Minimum Customer Discount (\$/Ton)*
Air-Cooled VRF	≥65 kBtuh and <135 kBtuh (≥5.4 Tons and <11.3 Tons)	11.5	and	20.0	and	3.4	\$40
	≥135 kBtuh and <240 kBtuh (≥11.3 Tons and <20 Tons)	11.0	and	18.0	and	3.3	\$40
	≥240 kBtuh (≥20 Tons)	9.6	and	18.0	and	3.3	\$40
Water-Cooled VRF	≥65 kBtuh and <135 kBtuh (≥5.4 Tons and <11.3 Tons)	12.5	and	22.0	and	4.4	\$40
	≥135 kBtuh and <240 kBtuh (≥11.3 Tons and <20 Tons)	11.0	and	20.0	and	4.2	\$40
	≥240 kBtuh (≥20 Tons)	11.0	and	17.0	and	4.0	\$40

High Volume, Low Speed (HVLS) Fans		
Equipment	Fan Blade Diameter Range	Minimum Customer Discount (\$/Fan)*
HVLS Fans	≥8 ft and <12 ft	\$200
	≥12 ft and <16 ft	\$300
	≥16 ft	\$400

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(continued from page 3)

Standalone Fans				Test standard: AMCA 208-18
Fan Type	Fan Motor Power	Minimum FEI	Tier	Minimum Customer Discount (\$/kW)*
Standalone Ducted Fan ²	<56 kW	1.25	1	\$13
		1.40	2	\$25
	≥56 kW	1.30	1	\$11
		1.40	2	\$22
Power Roof Ventilator (unducted)	<56 kW	1.25	1	\$8
		1.40	2	\$15
	≥56 kW	1.30	1	\$7
		1.40	2	\$15

¹Fan Motor Power ²Including: axial cylindrical housed, centrifugal housed, inline and mixed flow, and radial

Cogged V-Belt		
Equipment	Size Category	Minimum Customer Discount (\$/Belt)
Cogged V-Belt	All	\$15



Gas Equipment

Boilers				Test standard: 10 CFR Part 431
Equipment	Size Category	Required Efficiency	Minimum Customer Discount*	
Condensing Boilers	≤ 2,500 MBtuh	Thermal Efficiency ≥90%	\$0.20/MBtuh	
Domestic Hot Water Boilers/ Volume Water Heaters	All	Thermal Efficiency ≥90%	\$1/MBtuh	

Water Heaters				Test standard: ANSI Z21.10.3 for storage water heaters; DOE 10 CFR Part 430 for instantaneous water heaters
Equipment	Input Rating	Required Efficiency	Minimum Customer Discount*	
Storage Water Heaters	≥75 MBtuh	Thermal Efficiency ≥94%	\$1/MBtuh	
Instantaneous Water Heaters	<200 MBtuh	Energy Factor ≥0.94 or UEF ≥0.91	\$0.40/MBtuh	
Indirect Water Heaters	N/A	N/A	\$100/Unit	

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Additional Terms

Equipment Ratings: Water-cooled equipment and chillers should be tested using 100% water (no glycol). Equipment capacity is AHRI rated capacity, or design capacity at AHRI rating conditions for units without an AHRI rating. New equipment must be accompanied by a cut sheet or other documentation including:

- EER @ AHRI Conditions (sea level)
- SEER/IEER/IPLV @ AHRI Conditions
- Design Capacity @ AHRI Conditions

Customer Eligibility: Non-residential gas customers served by DTE Energy are eligible for gas equipment, and non-residential electric customers are eligible for electric equipment discounts. Some multifamily housing may be eligible for discounts.

Before submitting a claim, contact [DTE Midstream HVAC Support](#) to determine customer eligibility.

Project Discount Limit: A single project may receive no more than \$50,000 in program discounts.

Pre-approval of Air-Cooled Chillers, Variable Refrigerant Flow, & Condensing Boiler Projects: All condensing boiler sales that total \$5,000 or more in discounts must receive pre-approval in order to guarantee the discount. To obtain pre-approval, contact [Energy Solutions](#) with the following information:

- Business name & installation address
- Equipment make, model, and number of units