

**CONSUMERS ENERGY FOR
BUSINESS**
LET'S DO BUSINESS. TOGETHER



Trade Ally Newsletter January 2018

Thank You!

2017 was a very big year for the Consumers Energy Business Energy Efficiency Program. We achieved the largest savings goals in program history, but we couldn't have done it without YOU! As a valued Trade Ally, you were an integral part of our 2017 success, and we just wanted to say Thank You, and we look forward to an even better 2018.

Have you logged in to the Trade Ally Portal?

Have you checked out the new [Trade Ally Portal](#)? It's the place to find the latest information on the program and training schedule.

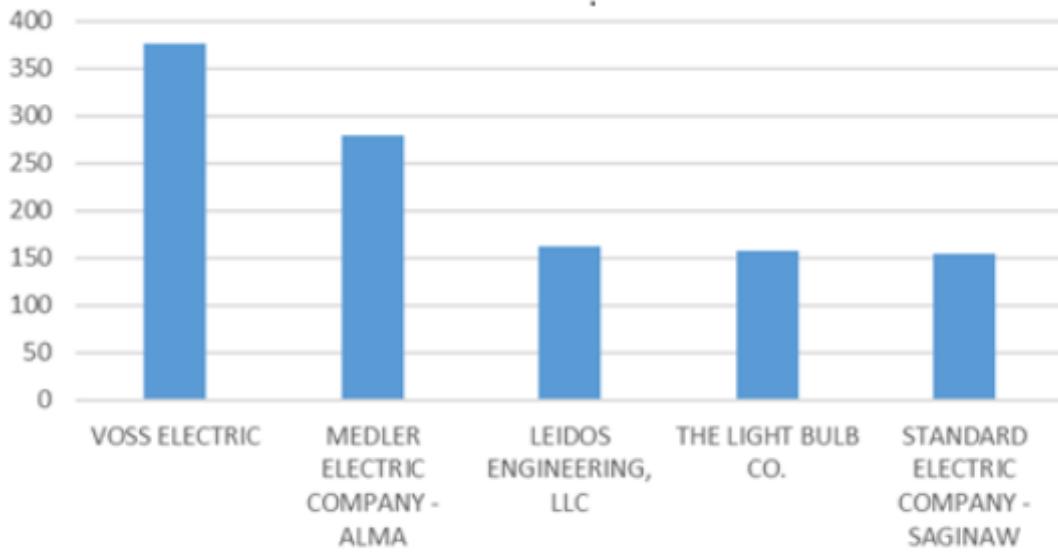
Contact your Trade Ally Advisor today to get your personal login information



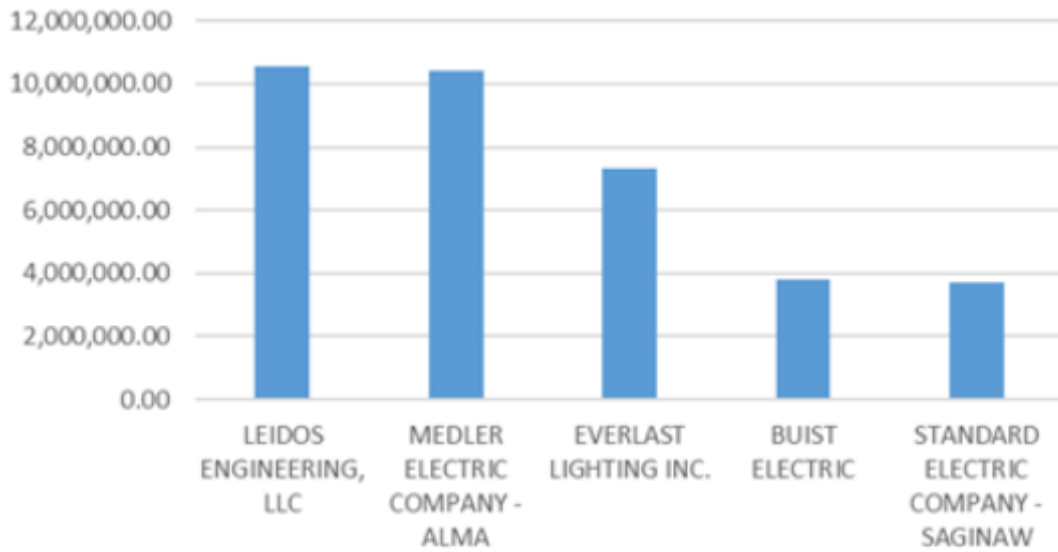
~Thomas Quasarano
C&I Outreach Manager

Top 5 Trade Allies

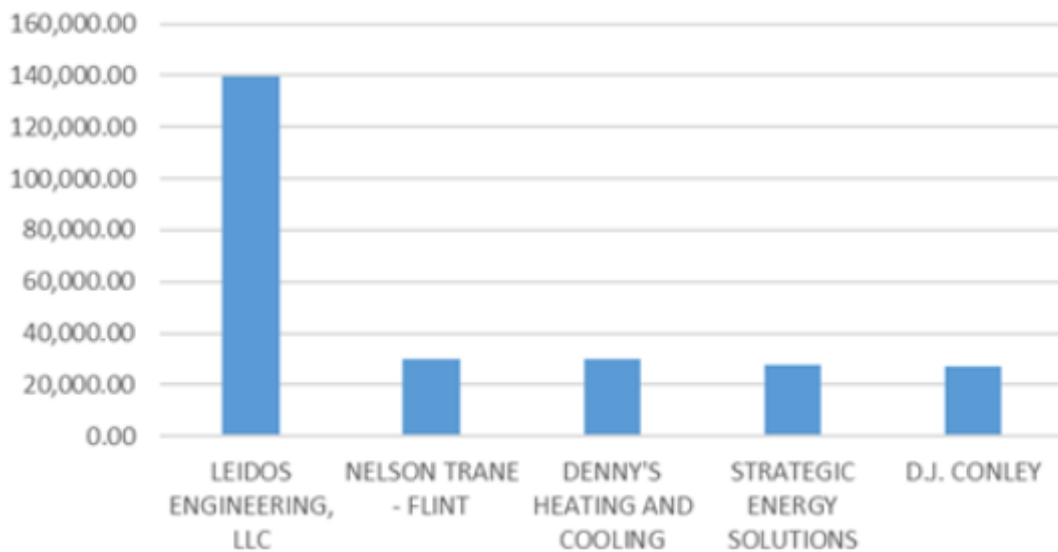
Top 5 Trade Allies - Paid Projects



Top 5 Trade Allies - kWh Savings



Top 5 Trade Allies - MCF Savings



2017 Project of the Year Award

NEW! The Consumers Energy Business Energy Efficiency Program will be recognizing, honoring and publicizing successful projects and team members for their superior completion of an energy efficiency project during the 2017 program year. One winner will be selected in each of the three specified categories; Small Commercial, Large Commercial and Industrial. Winning participants in each category will be awarded \$15,000 and an additional \$5,000 will be awarded to the associated Trade Ally. Please visit the Project of the Year website listed for more information or to nominate a business.

Learn more at ConsumersEnergy.com/projectoftheyear

Or email us at projectoftheyear@cmsenergy.com

Industrial Specialties

NEW! Combined offering for our Industrial Customers and Trade Allies that provides comprehensive support for their industrial needs. The team consists of 5 engineers and an industry focused energy advisor, Ryan Chambers.

This offering provides focused expertise in Compressed Air, Manufacturing, Steam, Water/Wastewater, and Refrigeration. It is available for ISO 50001 guidance, ENERGY STAR® Challenge for industry support, walkthroughs, and assessments. Please reach out to your Energy Advisor for more details.

Advanced Lighting Controls Program Pilot

NEW! for 2018 is the Small Business Advanced Lighting Controls Pilot. Consumers Energy will continue to offer the Advanced Lighting Controls Large Business program that is now located in the 2018 application/catalog. We encourage you to talk to your customers and clients to help educate them on the benefits of an advanced lighting control systems at their facilities.

Program staff is dedicated to help with questions you or your customers may have in the implementation of a control system.

For any questions regarding the Advanced Lighting Controls program, please contact your Energy Advisor.

2018 RFP Program

The Consumers Energy Request for Proposal Program (RFP) provides a competitive bidding process where business customers request an incentive amount that allows large-scale energy efficiency projects to move forward.

How it works: The RFP program bidding process allows customers to request an incentive amount per kWh, per MCF or a combination of the two. Bid amount will be determined by the customer with the help and input from trade allies and program staff. Projects must achieve a minimum 250,000 kWh or 10,000 MCF savings to qualify

Applications are due by March 2, 2018 Interested or want to learn more? Contact us today at 877-607-0737 or via [email](#)

New Construction LEED

Consumers Energy has increased incentives for the LEED Whole Building Program shown on Pg.41 of the [application](#).

Please be sure to check the application/catalog for terms and conditions for taking advantage of this excellent energy savings opportunity

LEED Certified/Silver	\$0.10/kWh	\$8.00/MCF
Gold	\$0.12/kWh	\$9.00/MCF
Platinum	\$0.14/kWh	\$10.00/MCF

Rebranded LED Products

Rebranded LED lighting products do not qualify for an incentive unless the rebranded light is listed by DLC or ENERGY STAR® under its rebranded name. Both the manufacturer (as defined by DLC) and model number must match on the lamp/fixture, invoice, specification sheet and DLC/ENERGY STAR listing.

- Only on manufacturer name (DLC listed, only) is allowed on the specification sheet
- The product may only have on manufacturer's label, which must be the DLC listed model

The manufacturer and model number must be the same the following four places:

- Invoice
- Custsheet
- On the lamp/fixture
- Certification group (DLC, ENERGY STAR, etc.)

Trade Ally Technical Training Schools

Keep on top of the latest trends in the industry with the training classes offered by the Business Energy Efficiency Program. You find the most up-to-date listing of classes on the [Trade Ally Portal](#).

Trade Ally Training Schedules

Upcoming Trade Ally/Contractor Orientation training sessions are offered free by the Consumers Energy Business Energy Efficiency Program.

Each session covers the same important topics so you only need to attend one session to learn about all our cost saving programs and application process. Sessions run from 9:00-11:45 a.m. A complimentary continental breakfast will be served.

Farmington Hills Comfort Inn -

[Trade Ally and Contractor Orientation Training- February 21, 2018](#)

Gaylord University Center -

[Trade Ally and Contractor Orientation Training- May 9, 2018](#)

Grand Rapids downtown Holiday Inn -

[Trade Ally and Contractor Orientation Training- August 7, 2018](#)

Okemos Training Center -

[Trade Ally and Contractor Orientation Training- October 9, 2018](#)

If you have any questions, please feel free to contact J.D. Gonzales via [email](#) or phone at 877-607-0737 ext. 1980.

Trade Ally Advisors

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Northern Lower Michigan - Jim Minthorn 231-633-5467

Industrial Advisor - Ryan Chambers 517-202-9218

WE'RE HERE FOR YOU!

CHOOSE THE MOST CONVENIENT METHOD TO CONTACT US.

Consumers Energy



Online



Email



877-607-0737



This message was sent by Consumers Energy
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