



Burnham & Flower Insurance Group

Kalamazoo, MI

The Challenge: Burnham & Flower Insurance Group specializes in property and liability insurance, group health benefits, retirement planning and investments, since 1966. With savings always top of mind, they considered energy efficiency upgrades to their outdated equipment.

The Solution: Consumers Energy performed a walk-through assessment of Burnham & Flower Insurance Group to identify what updates would be the most beneficial. The insurance group agreed to a complete overhaul of its HVAC systems, including a temperature-control system upgrade with room-temperature sensors. The installation took place during office hours in a fully occupied building with minimal interruptions to their staff.

The Result: Burnham & Flower Insurance Group realized energy savings of 112,339 kWh and 1,630 Mcf, lowered their energy bills by more than \$11,000 annually, and received a rebate of \$32,572 from Consumers Energy.

Project Details

• Upgrades:

- Integrated, web-based, DDC temperature-control system
- CO2 control for enhanced ventilation control
- Optimal start/stop programming
- New damper and VAV controller at each reheat coil
- Room-temperature sensors
- Integrated control, reset and sequencing to boiler plant

• **Overall Incentive:** \$32,572

• **Annual Electric Savings:** 112,339 kWh

• **Annual Natural Gas Savings:** 1,630 Mcf

• **Annual Cost Savings:** \$11,234



Consumers Energy

Count on Us®

“It was kind of neat to see that something we were already incentivized greatly to do paid off in a really, really big way.”

Brian Ackerman, President
Burnham & Flower Insurance Group



Energy Savings in Action:

Burnham & Flower Insurance Group's contribution to energy efficiency excellence made them eligible to apply for the annual Consumers Energy Project of the Year competition. The group's ingenuity, innovation and dedication to creating an energy efficient environment that lowered energy costs and saved thousands of dollars, primed them to win first place in the Small Commercial category, which included statewide recognition and a \$15,000 award.

We are here to help

The biggest challenge in reducing energy use in your business is knowing where to start. Consumers Energy is here to help.

Have you asked for your rebate?

Visit ConsumersEnergy.com/startsaving and download the application or call **877-607-0737** to learn more.

The Business Energy Efficiency Programs team will guide you every step of the way to provide a simplified, hassle-free process.