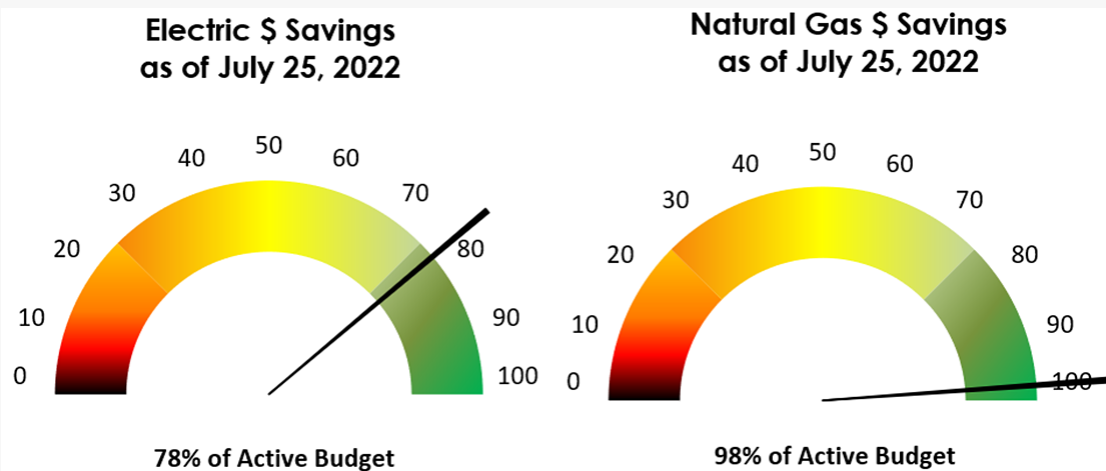


Consumers Energy for Trade Allies

July 2022

This edition contains the following updates: Active Budget Meters, 2021 Missed Application 20% Bonus, Bonus Recap Table, Boiler Tune-up Incentive Updates, Business Instant Discount, Small Business and Upcoming Webinars.

Active Budget Meters



These meters represent the amount of incentive dollar savings already active for the large business program this year. Meaning we have **22% of electric savings budget left to achieve our goal** and **2% for natural gas savings!**

Missed 2021 Application 20% Bonus

We are offering a 20% bonus to Trade Allies and contractors when you submit a missed 2021 application. The 20% is calculated from the final paid incentive amount.

Details:

- Started June 15th
- All final applications must be submitted by Nov. 30th
- Applies to electric and/or natural gas measures
- No cap on the Missed 2021 Application Bonus
- No minimum incentive amount
- Can be combined with the Manufacturing 10% Bonus (only)
- Must opt-in, the opt-in form must be submitted with the final application
- [Click here for official rules and opt-in form](#)
- [Click here for the flyer](#)
- See your Energy Advisor for more details

All Bonus Recap Table

We are offering an unprecedented amount of bonuses for an unprecedented amount of time. [Click here](#) or on the table below to see a full size version of the matrix and all the compelling bonuses we are offering to ensure you are maximizing the value of the program offers for you and your customers.

Consumers Energy Business Energy Efficiency Bonuses (as of July 2, 2022)									
Bonus Name	Description	Combined with other Bonuses?	Fuel Type	Bonus Recipient	Bonus Cap	Opt-in	Start Date	End Date	Link to Official Rules
Quality Application Bonus	A per app bonus for PDF or online application. Bonus depends on the incentive amount.	Yes, all except 2021 missed applications	All	Trade Ally (only)	N/A	A form must be included with the pre-application	Feb. 21, 2022	Nov. 30, 2022	Click here for official rules and opt-in form
Manufacturing 10% Bonus	Can only be used once per facility location. Can be used on missed 2021 applications. For heavy and light industrial customers.	Yes, all eligible bonuses	Electric only	Customer	\$20,000/project/site	A voucher must be included with the pre-notification application or the final application	May 1, 2022	Nov. 1, 2022	Click here for official rules and opt-in form
K-12 School 22% Bonus	The bonus will automatically apply to all K-12 school applications when the primary business type "School (K-8)" or "High School" is selected on the application.	Yes, except missed 2021 applications and Manufacturing 10% Bonus	All	Customer	No	Not required	May 1, 2022	Nov. 1, 2022	Click here for official rules and opt-in form
Buy USA 15% Bonus	The bonus is intended to ease the burden of supply chain and inflation issues.	Yes, all except the Buy MI Bonus and Missed 2021 App Bonus	All	Customer	\$20,000/project/site	An affidavit must be submitted for the qualifying product(s) with the pre-notification application or the final application	May 30, 2022	Nov. 30, 2022	Click here for official rules and opt-in form
Missed 2021 Application 20% Bonus	Get a 20% bonus on the final incentive amount for any qualifying 2021 final application.	Manufacturing 10% Bonus only	All	Trade Ally/ Contractor	No	A form must be included with the final application	June 15, 2022	Nov. 30, 2022	Click here for official rules and opt-in form

Boiler Tune-Up Incentive Change

We evaluated our Process Boiler Tune-Up levels and decided to increase the MBH ranges and the incentives. We are working on updating the online and PDF applications with the new incentive levels. These incentive rates are effective

August 1st, 2022.

Current 2022:

TU102a	Process Boiler Tune-Up	Level 4	300 to 499 MBH	\$150.00	Boiler
TU102b		Level 5	500 to 1,199 MBH	\$350.00	Boiler
TU102c		Level 6	At Least 1,200 MBH	\$500.00	Boiler

New 2022:

TU102a	Process Boiler Tune-Up	Level 4	300 to 2,999 MBH	\$350.00	Boiler
TU102b		Level 5	3,000 to 9,999 MBH	\$1,250.00	Boiler
TU102c		Level 6	At Least 10,000 MBH	\$2,000.00	Boiler

Below is an itemized list of changes:

1. Level 4: boiler size upper limit has been expanded from 499 MBH to 2,999 MBH and its incentive was raised from \$150 to \$350.
2. Level 5: boiler size lowest limit was raised from 500 MBH to 3,000 MBH while its upper limit was lifted from 1,199 MBH to 9,999 MBH and its incentive more than tripled from \$350 to \$1,250.
3. Level 6: boiler size lowest limit was raised from 1,200 MBH to 10,000 MBH and its incentive quadrupled from \$500 to \$2,000.

Business Instant Discount

Coming soon: Flat Panels! We are finalizing adding flat panels to our program and we will send an announcement when you can purchase these lights at your local distributor.



Use the [Find A Distributor](#) link to find your local distributor or connect with your Energy Advisor to learn more.

Reminder: Trade Allies can use the Buy USA 15% Bonus for an instant 15% off qualifying products purchased from participating distributors.

Distributors must have an approved affidavit submitted into the program before offering the discount. [Send this form](#), attesting the qualifying products are made in the USA, to the general inbox: Businessinstantdiscount@cmsenergy.com.

Small Business Energy Efficiency Program

1. **Reminder:** Effective July 1, 2022, the incentive for prescriptive lighting measures in our Small Business Program **increase three cents to \$0.20/kWh**, up from \$0.17/kWh.
2. SBEEP is participating in the 2021 project lookback, please see your Energy Advisor with details on how to participate.
3. We would like to introduce Matthew Butzen as the new Trade Ally Advisor and Aeris Zielinski as the new Energy Advisor for the Northeast.



[Matthew Butzen](#)

SB Trade Ally Energy Advisor

Mobile: 773-504-3638



[Aerik Zielinski](#)

Energy Advisor, Northeast MI

Mobile: 517-648-0804

There are many ongoing Small Business bonuses launched in May. If you would like a copy of the newsletter containing all of them, contact [Melissa Kelley](#).

Updates include:

- Increased incentives on non-lighting products, additional products
- Three bonuses, one for NEW Trade Allies, so now is the best time to sign up!

Upcoming Webinars



Supplemental BOC 1010 Energy Efficient Ventilation Strategies and High-Performance Heating and Cooling Equipment

Tuesday and Wednesday, Aug 9 and 10 | 9 a.m. to 12 p.m.

Virtual

This course introduces the building commissioning process for new and existing buildings with an emphasis on existing building commissioning and the building operator's role.



Register Now

Trade Ally Orientation (In-Person)

Thursday, Aug. 11 | 9 - 11 a.m.

Holiday Inn, Grand Rapids, MI

- Learn how to save your customers energy and money
- Learn how to apply for the rebates

Who should attend?

- New Trade Allies
- Contractors seeking more information on the benefits of elevating to Trade Ally status
- Any current Trade Allies who need to meet their annual training requirement
- Any current Trade Allies or contractors with new staff members who have not previously taken the training

 [Register Now](#)

Facility Design & Construction Best Practices for Efficient Indoor Agriculture

Thursday, Sept. 08 | 1 - 3 p.m.

Virtual

Resource Innovative Institute (RII) is hosting a free workshop to help you and your customers identify the key performance indicators and targets to guide production, design best practices for reducing energy use and operating costs while maximizing our incentives.

 [Register Now](#)

Controls & Automation Best Practices for Efficient Indoor Agriculture

Thursday, Sept. 29 | 1 - 3 p.m.

Virtual

Resource Innovative Institute (RII) is hosting a free workshop to help you identify the following areas of opportunity for your customers:

- How Controls Impact CEA Crops
- Benefits of High-Performance Controls for Indoor Facilities
- CEA Controls Types
- Optimizing Controls System Design

 [Register Now](#)

Trade Ally Energy Advisors

Northern Region - Jim Minthorn	231-633-5467
West Region - John Russell	616-432-7315
Kent County - Brandon Scott.....	517-243-1070
West Central Michigan - Kim Gavin	517-231-9205
East Central Michigan - Laurie Brenner.....	517-706-7315
Metro North Region - James Dail	517-993-7486
Southeast Michigan - Nathan Leindecker.....	231-670-6918
Southwest Michigan - Gordon Plourde	517-375-0506
Strategic West Michigan - John Russell	616-432-7315
Strategic East Michigan - Dave Kirk	517-896-5830
National Accounts - Ben Donnelly.....	517-614-6413
Agriculture - Duane Watson.....	517-749-6668
Agriculture - Tom Gallagher.....	734-358-8826
Indoor Agriculture - Rachel Fredrickson.....	517-899-5570
Indoor Agriculture - Connor Robertson.....	517-862-1978
Compressed Air - Brandon Scott.....	517-243-1070
Network Lighting Controls - Chris Valliere.....	517-614-0552
Business Instant Discount West MI - Doug Sandberg.....	517-247-1260
Business Instant Discount East MI - Doug Sandberg.....	517-247-1260
Small Business, Southwest MI - Mike Olsen.....	517-977-8273
Small Business, Southeast MI - Charles Jarvis.....	517-525-1545
Small Business, Northwest MI - Jayme Theile.....	517-512-4870
Small Business, Northeast MI - Aeric Zielinski.....	517-648-0804
Small Business, Trade Ally Advisor - Matthew Butzen.....	773-504-3638

Your small changes can have a big impact on Michigan -
and this program is just one example.

BECOME A  **FORCE OF CHANGE**

[Learn More](#)



Online



Email



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