

2019 Prescriptive/Custom Trade Ally Performance Reward Program Enrollment Agreement

PROGRAM OVERVIEW

Consumers Energy is in the middle of celebrating 10 years of energy efficiency programs. To commemorate this decade of achievement, Consumers Energy is rewarding Trade Allies who demonstrate superior customer service by correctly completing and submitting Consumers Energy Business Energy Efficiency application paperwork for their customers.

Between July 9, 2019 and Nov. 30, 2019, eligible Consumers Energy Business Energy Efficiency Program Trade Allies can accrue cash rewards for filling out and submitting complete Final Applications, on behalf of their customers, for Prescriptive and Custom retrofit projects that result in a paid incentive of at least \$5,000, prior to applying eligible bonuses. The amount of the reward will be determined by the amount of the final, paid incentive for each eligible Final Application, as shown in the table below.

Trade Ally Performance Reward Structure	
Incentive Paid	Performance Reward
\$5,000 – \$9,999	5%
\$10,000 – \$19,999	7.5%
\$20,000+	10%

To participate in the 2019 Prescriptive/Custom Trade Ally Performance Reward Program, an eligible Trade Ally must submit a signed Prescriptive/Custom Trade Ally Performance Reward Program Enrollment Agreement (this completed document) by prior to August 31, 2019.

Performance rewards will be paid in the first quarter of 2020 with a check payable to each Trade Ally's company name as stated in this agreement, on page three. The check amount will reflect the sum of a Trade Ally's accrued rewards for all qualifying Final Applications reviewed between July 9, 2019 and the reward program's end date of Nov. 30, 2019. Any Final Application submitted by a Trade Ally prior to July 9, 2019 will not qualify for a reward.

ELIGIBILITY

Eligible participants in the 2019 Prescriptive/Custom Trade Ally Performance Reward Program must:

- Be a Trade Ally in good standing with the Consumers Energy Business Energy Efficiency Programs on the date of the reward program enrollment and remain in good standing throughout 2019.
- Submit a completed, signed Performance Reward Program Enrollment Agreement (this form) by August 31, 2019 to:

Consumers Energy Business Energy Efficiency Programs
2019 Prescriptive/Custom Trade Ally Performance Reward Program
Email: travis.lalonde@cmsenergy.com

REWARD REQUIREMENTS

The following requirements must be met before a Final Application can qualify for a 2019 Prescriptive/Custom Trade Ally Performance Reward:

- Valid on prescriptive and/or custom retrofit projects only.
- The Pre-Approval Application (when applicable) and Final Application must include all required documentation, information and signatures at the time of submittal (see this document's Terms and Conditions for a list of documentation requirements).
- The Pre-Approval Application (when applicable) and Final Application must be filled out and submitted by the Trade Ally, on behalf of the customer, from the Trade Ally's email address, fax number or return address.
- The Trade Ally's name must be listed in the "Technical Contact Information" field on the Final Application.
- The Final Application must result in a paid project.
- The Trade Ally must be enrolled in the 2019 Prescriptive/Custom Performance Reward Program by Aug. 31, 2019.
- Incomplete applications and applications submitted directly by customers or subcontractors will not qualify for a 2019 Prescriptive/Custom Trade Ally Performance Reward.
- Applications that do not contain all the necessary signatures, documentation, invoices and therefore requires follow up by the Consumers Energy Business Energy Efficiency Programs representative will not be eligible for the 2019 Prescriptive /Custom Trade Ally Performance Reward Program.

The 2019 Prescriptive/Custom Trade Ally Performance Reward Program may be combined with other Consumers Energy Business Energy Efficiency bonus programs. However, Performance Reward Program incentives are

calculated from the paid base incentive total, which does not include eligible bonuses.

PROGRAM TERMS AND CONDITIONS

Consumers Energy is offering cash rewards under the Consumers Energy Business Energy Efficiency Programs 2019 Prescriptive/Custom Trade Ally Performance Reward Program to promote superior Trade Ally performance in the delivery of electric and/or natural gas energy savings from Business Energy Efficiency projects completed by their qualifying customers and submitted during the period beginning July 9, 2019 and ending Nov. 30, 2019 at 11:59 p.m.

COMPLIANCE WITH BUSINESS ENERGY EFFICIENCY PROGRAM REQUIREMENTS

Participants in the Consumers Energy Business Energy Efficiency Programs 2019 Prescriptive/Custom Trade Ally Performance Reward Program shall comply with all requirements, terms and conditions of the Consumers Energy Business Energy Efficiency Programs, as set forth in Consumers Energy Business Energy Efficiency Programs incentive applications and related program documents.

CALCULATION AND PAYMENT OF REWARD

Performance rewards will be paid in the first quarter of 2020 with a check payable to the Trade Ally company name enrolled in the 2019 Prescriptive/Custom Trade Ally Performance Reward Program and must match the Technical Contact Company Name on completed and paid 2019 Final Application. Consumers Energy's determination of reward amounts and eligible reward recipients will be final and non-negotiable. The amount of the check will reflect the sum of a Trade Ally's accrued in the duration of the rewards period for all qualifying Final Applications reviewed between July 9, 2019 and the rewards program's end date, Nov. 30, 2019. The amount of performance reward

associated with a Final Application will be determined by the final base incentive amount, excluding bonuses, paid to the customer (\$5,000 minimum), as shown in the table on page one.

To be considered complete, a Pre-Approval Application (when applicable) and Final Application must include the following:

- Correctly completed 2019 Prescriptive and Custom Incentives Pre-Approval (when applicable) and Final Application forms.
- Completed Consumer Energy incentive worksheets for incentives requested.
- Project scope of work.
- Specification sheets for all proposed equipment.
- Dated, itemized material and labor invoices (Final Application).
- Applications that do not contain all the necessary signatures, documentation, invoices and therefore requires follow up by the Consumers Energy Business Energy Efficiency Programs representative may be considered ineligible for the 2019 Prescriptive/Custom Trade Ally Performance Reward Program.

Any additional information requested by the Consumers Energy Business Energy Efficiency Program team must be provided within two (2) business days of the request.

Only Prescriptive and Custom retrofit projects are eligible for this bonus, regardless of the dollar amount. Ineligible programs include but are not limited to new construction, midstream and the Small Business Trade Ally Program.

INSPECTIONS

Consumers Energy reserves the right to inspect all participating Trade Allies' projects to verify sales transactions, compliance with program rules and accuracy of project documentation.

TAX LIABILITY

Rewards made under this program are taxable and will be reported to the IRS unless the recipient is tax exempt. Consumers Energy is not responsible for any taxes that may be imposed on a participating Trade Ally as a result of its receipt of a reward.

DISCLAIMER

Consumers Energy reserves the right to modify or terminate this program without prior notice.

PROMOTION

Participating Trade Allies may be recognized as a program participant in promotional materials; however, project details will not be released without prior consent. If a participating Trade Ally chooses to opt out of any recognition, it must indicate its choice in a written letter.

ACCEPTANCE OF TERMS AND CONDITIONS

I have read and understand the program requirements, terms and conditions set forth in this enrollment application and agree to abide by these requirements. Furthermore, I concur that I must meet all eligibility criteria in order to be paid under this program.

Company Name		
Contact Name	Title	
Mailing Address		
City	State	ZIP
Phone	Fax	Email
Signature	Date	

Tax Status:** Individual/Sole proprietor
 C Corporation Partnership LLC Enter Tax Classification
 single-member LLC S Corporation Trust/Estate Other _____

Tax ID Number Please provide your EIN/Federal Tax ID below. **Exemptions**
 EIN/Federal Tax ID -
 Payee Code _____ FATCA Code _____

PLEASE NOTE THAT THIS DOCUMENT WILL REQUIRE RE-SAVING EACH TIME A DIGITAL SIGNATURE IS USED.
 ** W-9 must be provided for payee with application