



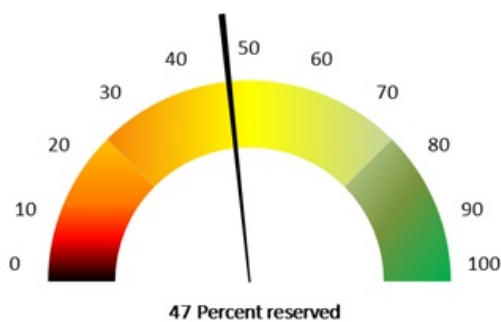
BUSINESS MATTERS

Trade Ally Newsletter

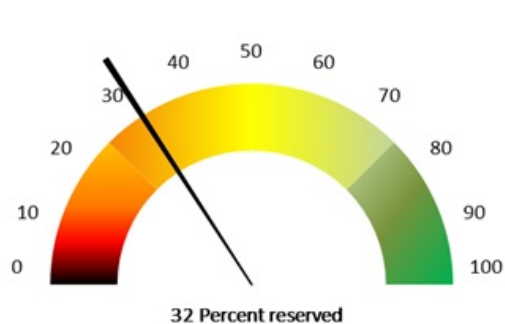


2017 Business Energy Efficiency Program Status

Electric Incentives



Natural Gas Incentives



2017 Trade Ally-Bonus Program

The 2017 Consumers Energy Business Energy Efficiency Trade Ally Bonus program will award bonuses for projects that receive paid incentives greater than \$1,000. Trade Allies will be eligible to receive a flat 2% bonus on all projects that have paid incentives between Jun. 1st, 2017 through Nov. 30th, 2017. For example, a project that received a \$150,000 incentive would be eligible for a \$3,000 bonus. The bonus

will be paid by check directly to the Trade Ally company.

In order to receive a Trade Ally Bonus, the Trade Ally must be in good standing in the program throughout the program year and at the time of the bonus pay out. Bonus payments will occur in March of 2018. All state taxes will apply.

Advanced Lighting Controls Pilot Program

Consumers Energy will continue to offer the Advanced Lighting Controls Pilot program for a third year in 2017 with new incentive levels. The goal of the program is to optimize best practice lighting design for energy savings, visual appeal, acuity and productivity.

The Advanced Lighting Control pilot involves a central controls system with strategic placed light fixtures. The system continuously monitors and adjusts the lighting for energy savings and comfort within the facilities. The results provide savings ranging from 65% to as much as 90% for an advanced networked solution.

Consumers Energy 2017 Advanced Lighting Control Program incentives:

Incentive Level	Facility Type
\$0.12/kWh Saved	Industrial, Manufacturing, Warehouses & Parking Lots/Structures
\$0.18/kWh Saved	Commercial, Offices, Schools & Hospitals

We encourage you to talk to your customers/clients and educate them on the benefits of an advanced lighting control system 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 Control program, please contact Aaron Kwiatkowski via [email](#) or at 877-607-0737 Ext.1970.

Business Instant Discount Program

Save your customers money and energy with the Business Instant Discount Program. By purchasing approved energy efficient products from participating distributors you receive your discount at the time you buy the products. To be eligible for the discount, the end user must have a valid commercial Consumers Energy account.

By purchasing the approved products through participating distributors, it eliminates the need for specification sheets, applications, or steam trap surveys. Some of the products offered include:

- LED screw-in lights
- Steam traps
- Natural gas water heaters

Products offered through the Instant Discount Program will not be eligible for rebates through the Consumers Energy Business Energy Efficiency Program

beginning on June 15, 2017.

Please contact your preferred distributor to see if they are participating in the program. If not, tell them about the program and encourage them to participate.

For any questions regarding the Business Instant Discount program, please contact Nick Rudofski via [email](#) or at 248-444-1662.

Request for Proposal 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 July 31, 2017

Interested or want to learn more? Contact us today at 877-607-0737 or via [email](#)

Trade Ally Training Schedules

The upcoming monthly Trade Ally/Contractor Orientation training sessions are offered at our Consumers Energy Business Energy Efficiency Programs Training Center, in Okemos, MI. Each session covers the same important topics so you only need to attend one session in order 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.

[June 20th, 2017](#)

[July 18th, 2017](#)

[August 15th, 2017](#)

[September 19th, 2017](#)

[October 17th, 2017](#)

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

WE'RE HERE FOR YOU!

CHOOSE THE MOST CONVENIENT METHOD TO CONTACT US.



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