

COMMERCIAL REAL ESTATE

CONNECT OFFERING

Consumers Energy

Count on Us®



CONNECT OFFERING FOR COMMERCIAL REAL ESTATE (CRE) OFFICE PORTFOLIOS

Engaging the right CRE decision makers, with the right incentive programs, at the right time.

Consumers Energy knows the commercial real estate (CRE) market is a complex, multifaceted network that contains many different building types and stakeholders with different needs and perspectives. These reasons can make it challenging to implement energy efficiency measures.

As such, Consumers Energy is providing a new CRE Program to support commercial real estate professionals like you overcome those barriers to energy efficiency implementation. The Connect Offering is a portfolio approach to reach CRE customers at scale by connecting office properties to applicable Consumers Energy incentives for their buildings.

At no cost to you, the Connect Offering simplifies access to technical expertise and financial incentives from Consumers Energy to improve energy efficiency and your net operating income (NOI). Raise your ENERGY STAR® score, decrease operating expenses, and increase overall tenant comfort and satisfaction in the building.



START SAVING TODAY!

For more details about the CRE Program and the Connect Offering, please contact Gavin Cornwell at Gavin.Cornwell@cmsenergy.com, or 877-607-0737 or visit ConsumersEnergy.com



5-STEP CONNECT OFFERING PROCESS

1 IDENTIFY CRE PARTNER PORTFOLIOS

Enroll your office portfolio at no cost by contacting Gavin Cornwell (Gavin.Cornwell@cmsenergy.com, or 877-607-0737) to get started.

2 BENCHMARK PORTFOLIO

Portfolio-level benchmark analysis of your properties to evaluate energy performance and improvement potential for each property. You provide building level data for each of your eligible commercial buildings and Consumers Energy does the rest.

3 AUDIT TARGET BUILDINGS

Energy assessments at select properties with the highest potential for energy efficiency improvements. You will need to provide physical access to your building for a program representative to walk the building.

4 CRAFT THE BUSINESS CASE

Financial business case provided for each energy measure identified as a result of the audit, custom to your building's needs and financial requirements.

5 PROCESS INCENTIVE APPLICATIONS

Administrative support for incentive applications for energy efficiency projects, including finalizing and submitting your applications.

ELIGIBILITY

CRE firms can enroll any multitenant office building portfolio that receives Consumers Energy electricity or natural gas services.

CUSTOMER BENEFITS

The benefits of the CRE Program's Connect Offering include:

- Comprehensive electric and natural gas audits for qualified properties funded by Consumers Energy
- Reduced administrative burden
- Streamlined implementation processes aligned to industry standards and capital budgeting cycles
- Updated ENERGY STAR® benchmarking
- Potential increased property value by identifying and implementing cost efficiency energy measures for improvement
- Potential increased NOI by reducing operating expenses with no/low cost recommended measures