

# Commercial Energy Audit Pilot Program

Overview for Trade Allies  
2026



# Program Goals

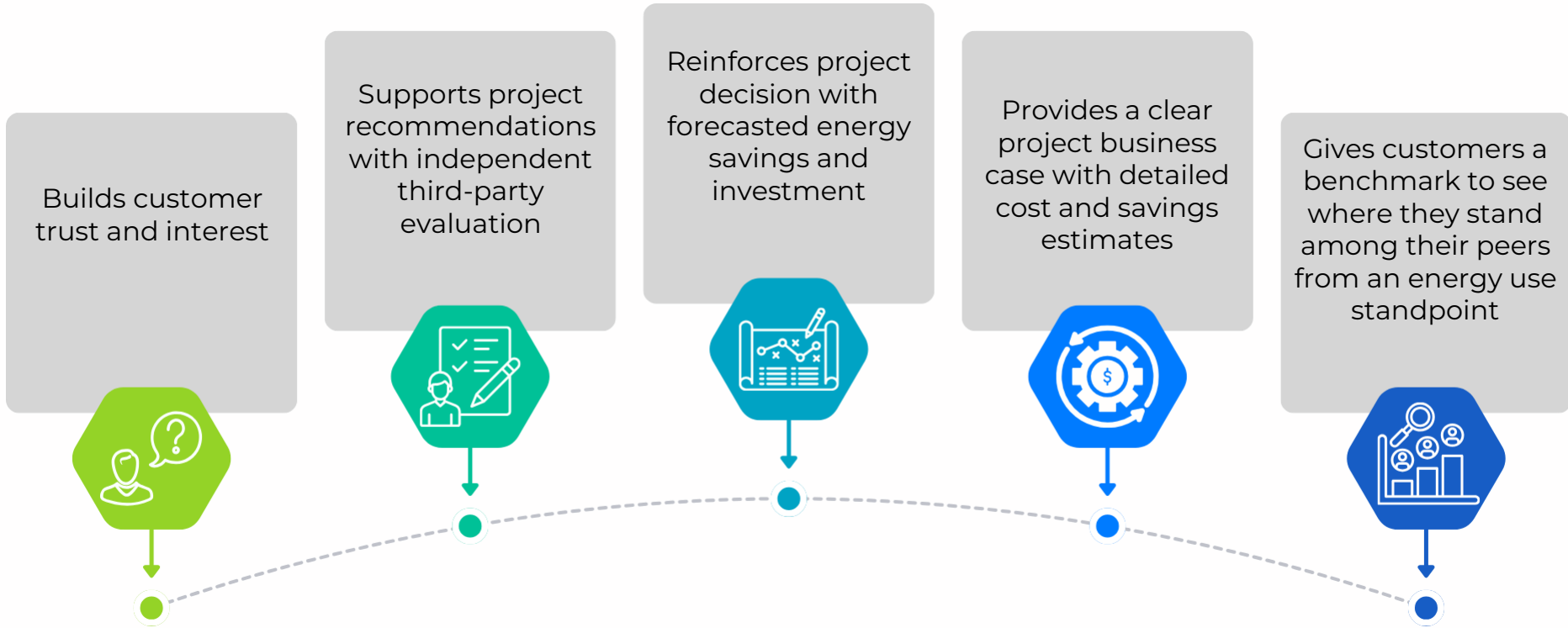
Strengthen partnership between customers, Trade Allies, and Consumers Energy

Build project pipeline for Business Energy Efficiency Program

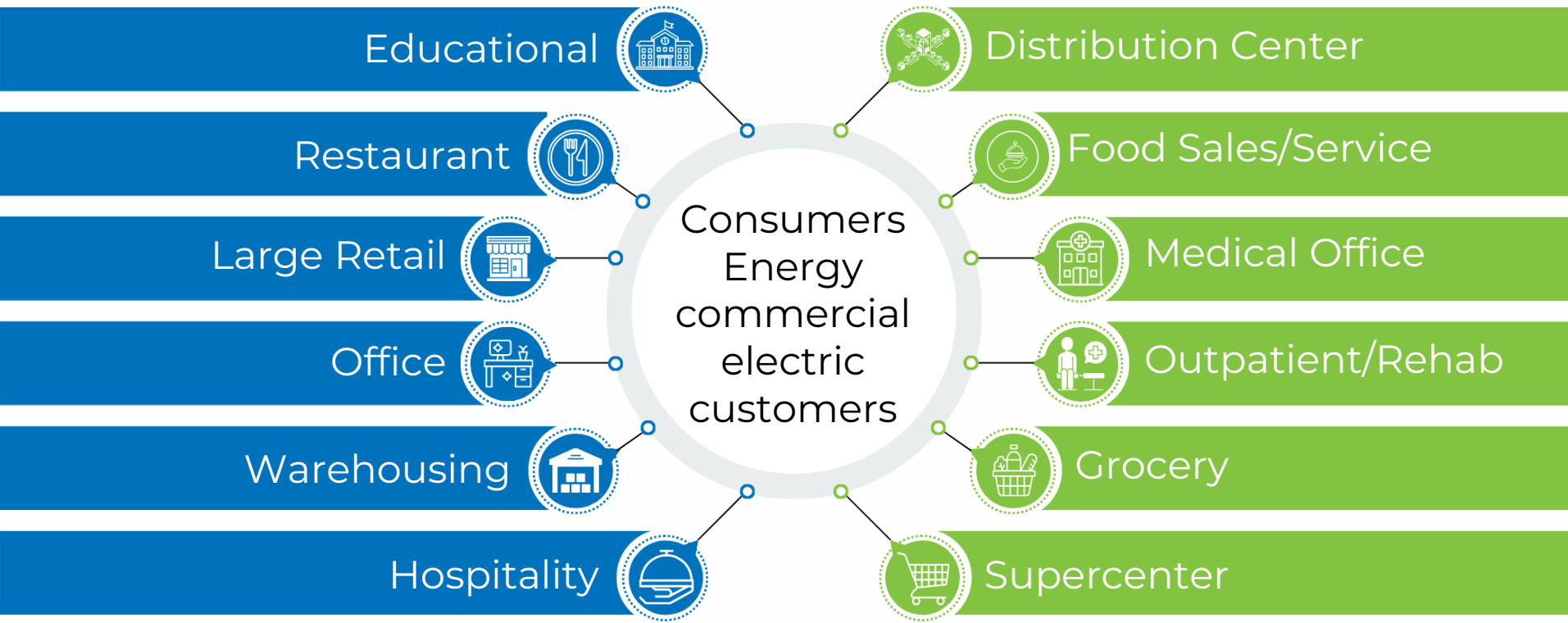
Motivate customers to act through education and forecasted return

Reinforce Trade Ally project proposals

# Benefits to Trade Allies



# Who's Eligible?



*Exclusions: Industrial, Agriculture, Multi-family, Residential*

# Additional Eligibility Requirements



Consumers  
Energy  
electricity  
customers



Buildings that are  
10 or more years  
old



10,000+ gross  
square footage for  
all building types

*Requirement not  
applicable for Restaurants  
and Food Service*



Minimum  
estimated \$20,000  
or 20% in total  
energy savings

# General Process Overview

1



Provide qualifying customers to Consumers Energy to participate in program

2



Program performs a Preliminary Energy Analysis to determine potential savings at the property; an analysis report overview will be provided to all participating customers

3



Based on Energy Analysis insights, next steps may include a Level II Energy Audit for qualifying businesses

# Phase 1: Identifying Qualifying Customers

1



Engage existing customer to determine interest in program and benefits

2



Have customer sign waiver form

3



Provide customer information to Consumers Energy Advisor

# Phase 1: Identifying Qualifying Customers

## Preliminary Building Analysis

The following information is required to participate in the initial evaluation phase of the Commercial Energy Audit program. All questions must be answered for an analysis to be completed.

Building configuration (Choose one):

- Standalone building with its own HVAC system
- Standalone building on a campus connected to a central plant
- A unit within a building with its own HVAC system
- A unit within a building that uses a shared HVAC system

Square footage of the building:

Number of floors above grade:

Year of building construction or last major renovation:

Is the building occupied 24/7? (Yes or No):

Primary building use type (Choose one):

- Bank Branch
- Convenience Stores
- Distribution Center
- Fast Food Restaurant
- Financial Office
- Food Sales
- Food Service
- Hotel
- K-12 School
- Medical Office
- Non-Refrigerated Warehouse
- Office (Small or Medium)
- Outpatient Rehabilitation or Physical Therapy
- Pre-school or Daycare
- Restaurant
- Retail Store
- Self Storage Facility
- Supermarket/Grocery Store
- Urgent Care, Clinic or Other Outpatient
- Wholesale Club/Supercenter

Energy efficiency upgrades implemented in the past 5 years (Check the categories below):

- Interior Lighting
- Exterior Lighting
- Domestic Water Heating
- Refrigeration Equipment
- Roof, Attic, or Wall Insulation
- Commercial Kitchen
- Heating
- Cooling
- HVAC Controls
- Compressed Air
- Windows or Window Films
- Laundry
- Other (Use the area below to describe these)

# Phase 2: Energy Analysis Report

## Savings Opportunity

Based on buildings like yours, we've found an annual savings opportunity.

<b>Current</b>	Total Spend <b>\$178,219</b>	Cost/ft <sup>2</sup> <b>\$0.73 /ft<sup>2</sup></b>	Electricity Spend <b>\$146,237</b>	Gas Spend <b>\$31,981</b>
<b>Savings Potential</b>	Total Savings <b>\$58,029</b>	Savings <b>\$0.24 /ft<sup>2</sup></b>	Electricity Savings <b>\$40,000</b>	Gas Savings <b>\$18,000</b>

## Your Building

**Your energy use is 1% lower than the median.**

This is how your building compares to its peers:

Your Building	6,484,415 kBtu
Median	6,555,178 kBtu
75th Percentile	3,243,955 kBtu
90th Percentile	944,288 kBtu

**Your building scores a 69/100 vs its peers.**

This is an estimated benchmark using the US EPA's ENERGY STAR® Portfolio Manager. A score of 50 represents median energy performance, while a score of 75 or higher means your building is a top energy performer, and may be eligible for ENERGY STAR certification. [Learn more](#)

**You have Greenhouse Gas (GHG) Emissions.**

Using generated electricity or burning gas at your building has an environmental impact. Your emissions are equivalent to **59.6 homes' energy in a year.**

Electricity	303.30 mtCO <sub>2</sub> e
Gas	170.30 mtCO <sub>2</sub> e

## Typical Project Savings

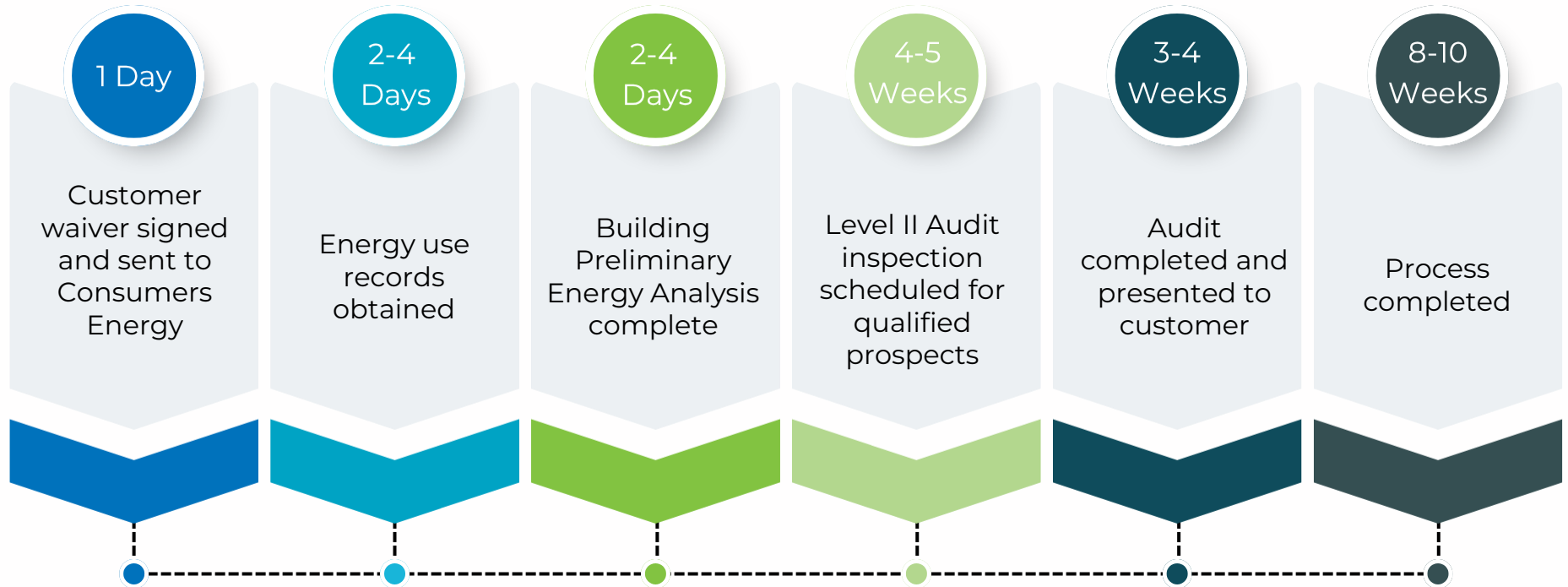
Typically, projects in a building like yours have seen the following annual savings.

Project	Cost Savings (\$)	Energy Savings (kBtu)	GHG Savings (mtCO <sub>2</sub> e)
Air Sealing	1,433	31,957	3
Electrification: Upgrade gas-fired RTU with a Heat Pump	2,040	3,251,189	137.7
Exterior Lighting Upgrade to LEDs	5,750	128,226	11.9
Improve Roof Insulation	5,674	126,534	11.7
Install Dock Seals on Loading Doors	1,984	44,236	4.1
Insulate Walls	3,490	77,828	7.2
Interior Lighting Controls - Install Occupancy Sensors	8,691	193,795	18
Interior Lighting Upgrade to LEDs	28,967	645,977	60
<b>Total</b>	<b>58,029</b>	<b>4,499,742</b>	<b>253.7</b>

# Phase 3: Energy Audit Qualification

	Customer Qualifies	Customer Does Not Qualify	
Preliminary Energy Analysis report provided by Reserve Advisors	✓	✓	Preliminary Energy Analysis report provided by Reserve Advisors
Review of results and Energy Audit process next steps	✓	✓	Review of results and reasoning why customer does not qualify for Energy Audit
An Energy Audit is scheduled within the next 4-5 weeks	✓	✗	
Complimentary professional Audit report is provided to customer	✓	✗	
Presentation of results provided to customer and Trade Ally	✓	✗	

# Process Timeline



# Detailed Energy Audit Benefits

- Summary of the facility energy-using equipment
- Breakdown of energy use by process
- History of energy use
- Energy benchmark
- Recommended energy savings measures
- Cost of recommended measures
- Utility savings of recommended measures
- Energy efficiency incentives

# What Do the Results Look Like?

Proposed Measure	Annual Cost Savings (\$)	Total Measure Cost (\$)	Est. Incentive (\$)	Simple Payback (yrs)
Exterior Sealants and Air Sealing	13,406	60,000	6,000	4
Install Programmable Thermostats in each unit	3,152	28,000	5,250	7.2
Lighting Controls - Install Occupancy Sensors	62	336	52.5	4.6
Lighting Upgrade	5,620	3,865	-	0.7
Reduce Air Conditioner Use	4,483	-	-	-
Reduce Lighting Use	2,319	-	-	-
Replace Clothes Washer	761	5,300	67	6.9
Replace Common Area Domestic Heat Boilers with Higher Efficiency Boilers	1,269	22,927.25	798	17.4
Replace Domestic Hot Water Boiler with Higher Efficiency Boiler	2,634	23,175	800	8.5
Replace Mobile AC Units with Cooling Tower + Fan Coil Units	7,472	175,000	10,000	> 20 years
Replace Unit Domestic Heat Boilers with Higher Efficiency Boilers	3,131	53,431.25	1,970	16.4
Replace Unit Refrigerators with Energy Star Refrigerators	11,038	70,000	-	6.3
Wash Clothes in Cold Water	513	-	-	-
Window Replacement	6,339	403,920	3,960	> 20 years
Total	62,199	845,954.5	28,897.5	13.6

# Energy Audit Results (continued)

Energy	Electricity (kWh)	Natural Gas (therms)	Site EUI (kBtu/ft <sup>2</sup> )	Total GHG Emissions (mtCO <sub>2</sub> e)
Baseline	408,798	98,117	257.62	824
Proposed	210,680	68,476	173.94	541
Reduction (%)	48.46%	30.21%	32.48%	34.34%

## ENERGY STAR<sup>®</sup> Energy Performance Scorecard

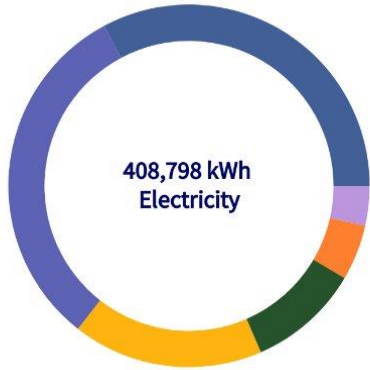
**71**  
out of 100

### District Estates

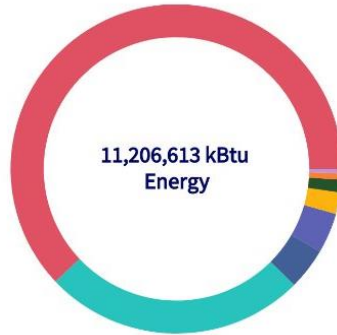
For Year Ending	December 31, 2022
Property Address	1213 U St NW Washington, District of Columbia (D.C.) 20009
Primary Function	Multifamily Housing
Gross Floor Area (ft <sup>2</sup> )	55,350
Year built	1963
Energy Use per sq. ft.*	69.8 kBtu



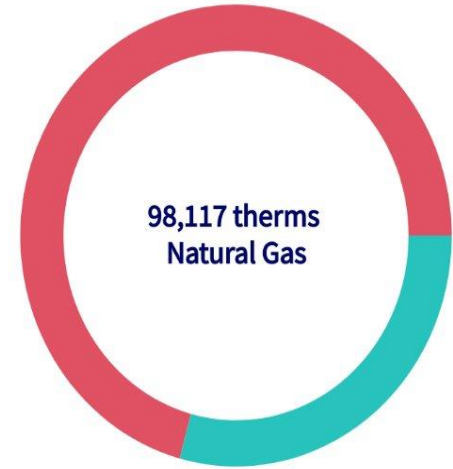
# Energy Audit Results (continued)



Space cooling	134K kWh	(32.8%)
Refrigeration	130K kWh	(31.7%)
Lighting	70K kWh	(17.0%)
Plug loads	41K kWh	(10.0%)
Cooking	20K kWh	(4.9%)
Process loads	14K kWh	(3.5%)



Space heating	6.9M kBtu	(62.0%)
SHW/DHW	2.9M kBtu	(25.6%)
Space cooling	457K kBtu	(4.1%)
Refrigeration	442K kBtu	(3.9%)
Lighting	238K kBtu	(2.1%)
Plug loads	139K kBtu	(1.2%)
Cooking	69K kBtu	(0.6%)
Process loads	49K kBtu	(0.4%)



Space heating	69K therms	(70.8%)
SHW/DHW	29K therms	(29.2%)

# Pilot Timeline



# Questions?

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