



CONSUMERS ENERGY MULTIFAMILY PILOT

MICHIGAN PUBLIC SERVICE COMMISSION
E.O. COLLABORATIVE
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“ENERGY SAVERS” MULTIFAMILY PROGRAM

- Michigan Energy Options (MEO): Energy Optimization with Co-ops, Municipalities and Investor-Owned Utilities.
- Our team: MEO, CLEAResult, Franklin Energy, Elevate Energy, New Ecology, MSHDA and Michigan Saves.
- Helps owners of affordable multifamily housing to make **significant upgrades** through a simple, guided process, leveraging Commercial and Residential Rebates and Incentives from Consumers Energy.

NEW TO MICHIGAN, BUT NOT UNTESTED

2008-2014: Elevate Energy in Chicago

Whole-building Audits: 1,096 Buildings; 44,452 Units

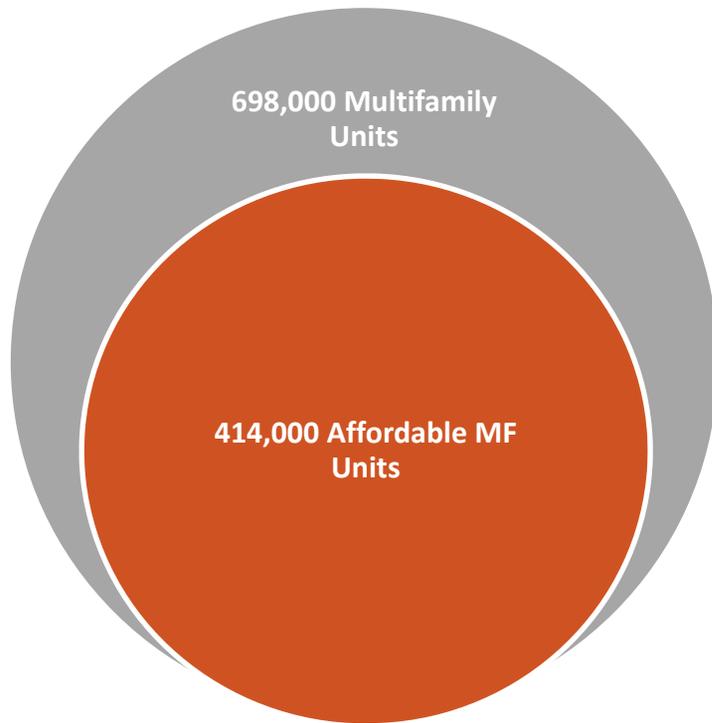
Retrofits: 482 Buildings; 19,877 Units

Conversion Rate: 1 out of 3 from Audit to Retrofit

Energy Saved: 152.7M kWhs (equiv)

Investment by Property Owners: \$30-50,000

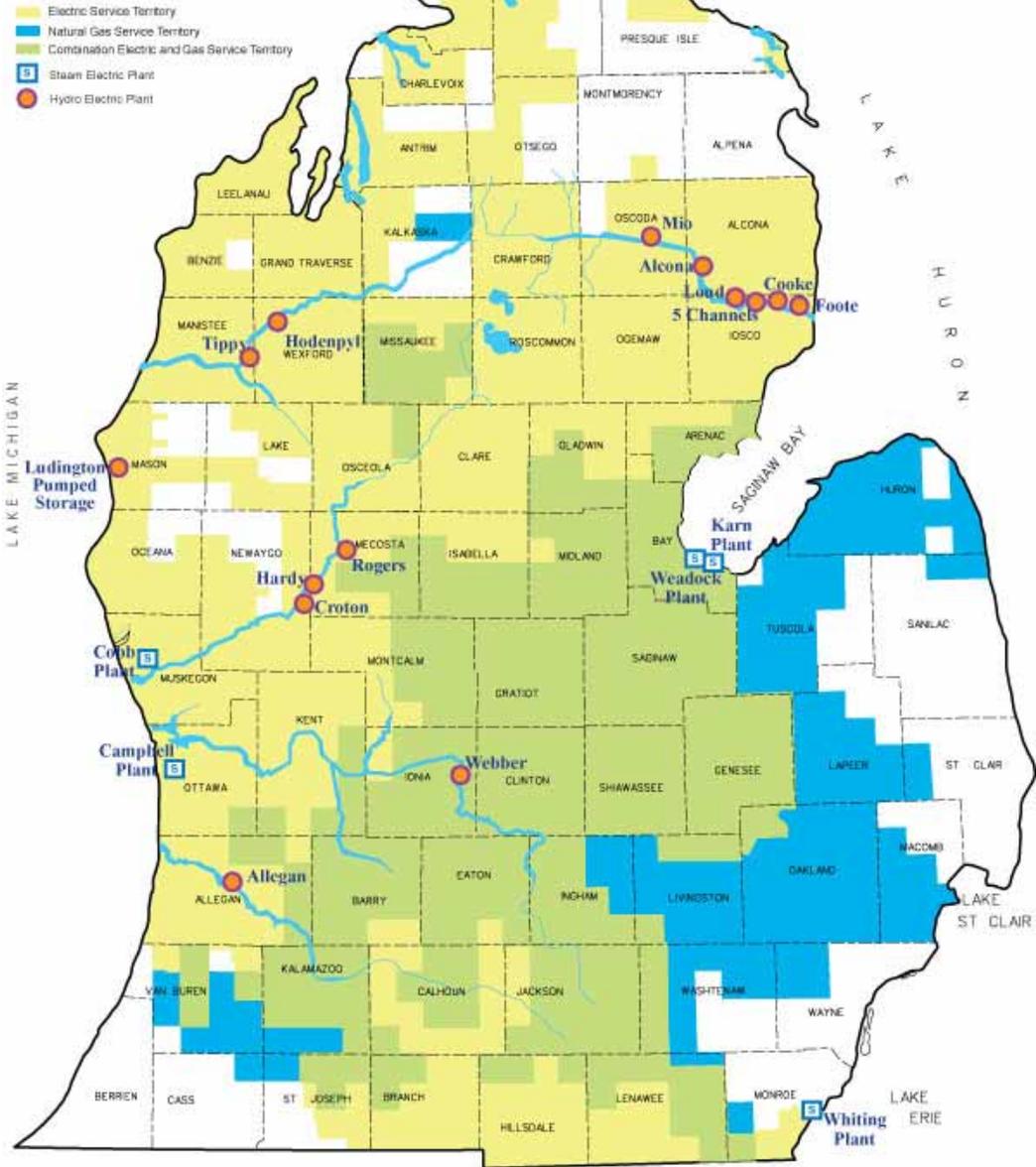
MULTIFAMILY OPPORTUNITIES



- 60% of MF Market Affordable
- 20% vs 4% of Income
- 38% Higher in MF to SF

Consumers Energy

Count on Us



THE APPROACH



- **Streamlined process** to help owners access all services
- **High quality customer service** through a **single point of contact**
- **Portfolio analysis approach** in partnership with MSHDA and Wegowise
- Access to \$400,000 over two years in commercial and residential **utility incentives**
- Coordination with local **financing** options through Michigan Saves
- Strong construction oversight with **100% QA** of jobs
- **On-going monitoring** of energy savings post-retrofit

THE NUMBERS

- Estimating \$30,000 average retrofit upgrade
- 10% E.O. utility incentives; 90% property owner investments
- To date, average building is 1992
- Estimated energy savings per unit: **2,723 kWhs (equiv)**
- 250 Audits
- 80 Retrofits
- Estimated Energy Savings Over 2 Years: **3.3M kWhs (equiv)**

PROGRESS TO DATE

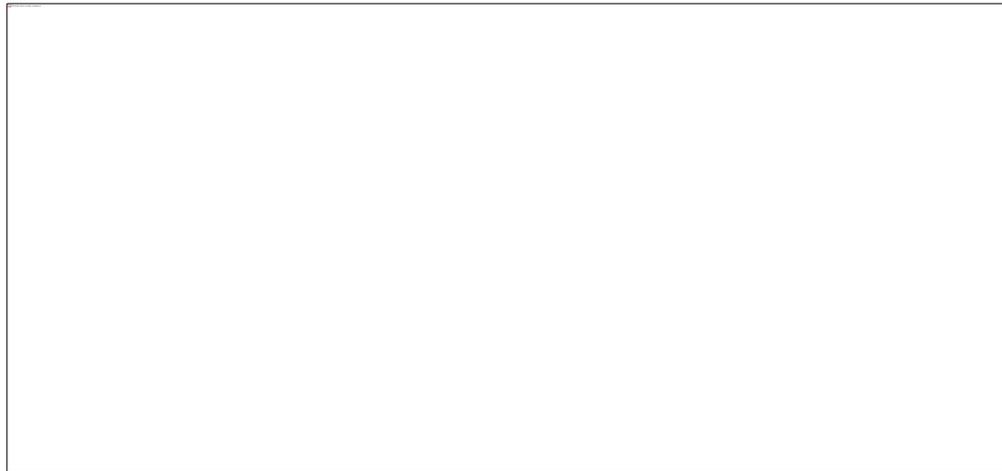
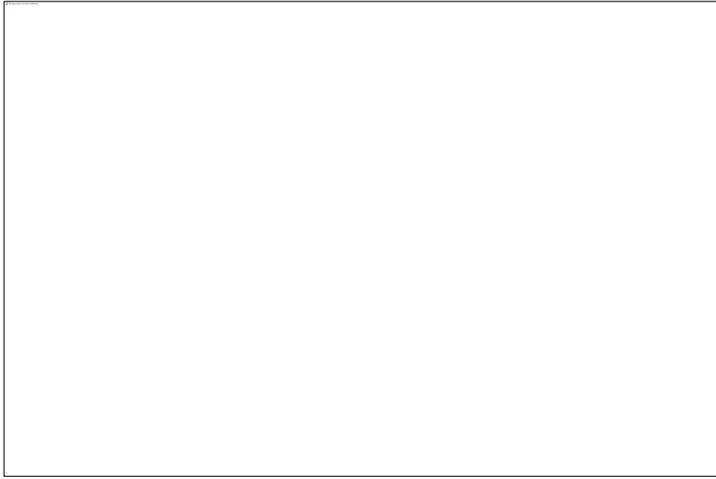
Accomplishments

- Program Started May 2014
- **30 buildings/1,000 units audited first 6 months**
- **Major property management firms** on board (KMG Prestige)
- First retrofits approved and scheduled for early 2015
- Two audits used for Enterprise Green Community certification

2015 Goals

- Utilize more than \$300,000 CE incentives
- Expect to leverage \$3MM in Michigan-based contracts
- Enhance Enterprise Green Community certification through MSHDA

PEER-TO-PEER CHAMPIONS



THANK YOU

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