World-class Performance
Delivering Hometown Service

Deanna Anchors – Director of Commercial & Industrial Sales
Our Michigan Footprint

Operating Capacity

- Natural Gas: 32%
- Coal: 23%
- Renewables & Demand Side Management: 14%
- Pumped Storage: 11%
- Nuclear: 9%
- Oil: 9%
- Market Purchases: 2%

Distribution Lines

- Electric: 66,000 miles
- Natural gas: 27,500 miles
- 15 natural gas storage sites
Michigan-First Energy Policy

RELIABLE
AFFORDABLE
CLEAN

...through the 2016 Energy Law.

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RELIABLE

Requires all energy providers to prove they have the energy needed to serve their customers

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AFFORDABLE

Promotes energy efficiency and ensures all new generation investments fit “most reasonable and prudent” standards

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Encourages investment in renewable energy and energy efficiency programs
Programs for Business Customers
Use Less Power on Summer’s Hottest Days

“Demand Response has made our team more aware of our energy usage. We work together to meet our goals, watching our energy reduction in real-time. It’s a great program!”

- Jim Cornell, wastewater division manager for the Kalamazoo Water Reclamation Plant
What is Demand Response?

Available Electric Supply

Electric Demand

Time of Day

Grid Disruption

Consumers Energy dispatches demand response resource and participants initiate curtailment plan

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What is Demand Response?

Annual Electricity Demand As a Percent of Available Capacity

- 100%
- 75%
- 90%
- 50%
- 25%

Winter Spring Summer Fall

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How Does Demand Response Work?

1. Consumers Energy/MISO* anticipates a supply shortfall
2. Consumers Energy contacts its portfolio of customers to curtail energy use
3. Customers initiate energy reduction plan
4. Load reduction is achieved across the grid
5. Customers receive payment for verifiable load reduction

*MISO – Midcontinent Independent System Operator

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Why Consider Demand Response?

Financial incentives for participation
- Consumers Energy will pay you to not use electricity!

Better insight into energy use and understanding of how operational decisions impact costs and waste
How your business can participate

- 2017 season is sold out!
- 2018 season is now open for enrollment!
- Participants must curtail 100kW or more
- Is your business interested? Hurry! Enrollment is filling quickly!
VIRTUAL ENERGY ENGINEER

Bringing Value to Our Customers
Our Virtual Energy Engineer service builds upon many years of our engineering and data analytics expertise in energy management and provides custom solutions that offer repeatable and sustainable costs savings for our customers.

Virtual Energy Engineer brings order to information and turns it into actionable insights that make your business more profitable.
What are the most critical energy-related factors in order to operate your business successfully?

- Better understanding of your electricity bill
- Knowing more about your consumption
- Sustainability goals
- Continuous improvement
- Operational efficiency
- Waste reduction goals
What is Virtual Energy Engineer?

- Project Identification
- Process Optimization
- Energy Audits
- On-Site Support
- Project Management
- Facility Management

100 hours of access to CEM

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Customer Value

“Virtual Energy Engineer has given us insight to help determine if it is more cost effective to buy a new press or do maintenance and repairs on old equipment. The insight has increased our competitiveness.”

- Automotive manufacturing customer; Grand Rapids

“Virtual Energy Engineer has given our company a better understanding on how much energy each of our buildings is using. Our energy engineer developed a plan and after implementation we reduced waste which helped improve our operational efficiencies!”

- Speedway Racetrack customer; Brooklyn

“Virtual Energy Engineer has helped grow our business by determining the cost of renting out different facilities during off-season time. The insights on the seasonal cost difference helped reduce waste.”

- College campus customer; Saginaw

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Want to learn more?

- For Residential Programs please visit:
  - ConsumersEnergy.com/save

- For Business Programs please visit:
  - ConsumersEnergy.com/business
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