

# Case Study

Clarendale of Ann Arbor



## CHALLENGE

Clarendale of Ann Arbor, part of the LCS network, sought ways to manage rising energy expenses while maintaining budget predictability and advancing sustainability goals. With natural gas costs continuing to pressure operating budgets, the community needed a partner who could not only secure lower rates but also identify innovative programs unique to their region.

## APPROACH AND SOLUTION

As an Exclusive Vendor of LCS, Titan Energy leveraged its expertise and access to specialized programs to deliver guaranteed savings for Clarendale of Ann Arbor. In 2024, Titan Energy secured the community's enrollment in **the Southeast Michigan Gas Savings Program**, a natural gas delivery savings program that provides businesses in select Michigan counties a lower-cost alternative to standard utility rates.

## AT A GLANCE

- ▲ **Location:** Michigan
- ▲ **Building Type(s):** Senior Living Community
- ▲ **Services Performed:** Natural Gas Procurement
- ▲ **Community Savings:** \$56,000

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## APPROACH AND SOLUTION CONTINUED

This program is the only one of its kind in the state, created through a unique agreement following a 2001 FTC-mandated auction. By sharing pipeline capacity with the local utility, it guarantees savings on the delivery portion of natural gas bills—offering businesses greater choice, control, and long-term budget protection.

Through Titan Energy's guidance, Clarendale of Ann Arbor entered into a 40-month contract (June 2025 – October 2028) with:

- ▲ Annual Savings: \$14,000
- ▲ Total Guaranteed Savings Over Term: \$56,000

By combining market expertise with exclusive program access, Titan Energy ensured Clarendale of Ann Arbor could lock in predictable savings, reduce costs, and continue focusing on providing exceptional senior living care.

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