

APARTMENT & CONDO ENERGY NEWS

The quarterly newsletter for multi-family residential building professionals



Apartment & Condo Efficiency Services

By Carter Dedolph, Program Manager

These days, the economy is front and center for Americans, both on a national level and a personal one. We hear about the mortgage and banking crisis on a daily basis. New construction starts for single-family homes in Wisconsin are just 10 percent of the level they were two years ago.

With the downturn in the housing market, more people are renting, says Madison Gas and Electric, who tracks rental vacancy rates in the Madison area. In the last quarter of 2008, the rental vacancy rate was about 3.25 percent. That's a six year low and approximately half the rates of 2005 and 2006. With the increase in the number of tenants

in multi-family buildings, the Apartment & Condo Efficiency Services Program staff hear on a daily basis: "What can I do to be more energy efficient?"

Saving energy doesn't have to cost a lot. You can save energy through many no or low-cost actions such as turning down the thermostat at night and making sure registers are not blocked or covered. Installing ENERGY STAR® qualified compact fluorescent light bulbs saves up to 75 percent more energy compared to standard incandescent bulbs, and they last up to 10 times longer.

Focus on Energy can also help you with large energy savings for your building. Our Existing Buildings Team can provide information and financial incentives for energy-saving equipment such as a high-efficiency boiler system. Our New Construction Team can help with energy efficiency decisions prior to the construction of your new building.

In this tough economy and always, our teams are ready and able to help you save energy and money through energy efficiency. Please visit focusonenergy.com to find more ways to save energy for your multi-family building and your home.

Wishing you success!

Carter Dedolph

Program Savings Totals

January–March 2008 versus January–March 2009 (Note: savings in chart are gross savings.)

| | 2008 | 2009 | % Change |
|----------------------|-----------|-----------|----------|
| Units served | 8,209 | 16,456 | +100 |
| Kilowatts saved | 156 | 274 | +16 |
| Kilowatt-hours saved | 2,448,282 | 2,837,006 | +76 |
| Therms saved | 237,112 | 539,800 | +128 |

Program Staff

Multi-Family Program Manager
Carter Dedolph 888.509.3247, ext. 315

New Construction Project Manager
Chris Hackner 888.509.3247, 608.513.1180

Program Coordinator
Honora Kraemer 888.509.3247, ext. 236

Program Assistant
Christina Cowling 888.509.3247, ext. 269

New Construction Implementation Manager
Sharon Gould 608.310.6910, 888.201.4061

Existing Building Implementation Manager
Brody Vance 877.598.4376

Energy Assessors
Eau Claire and Northwestern Wisconsin Area
Jay Helmueller 715.273.6587

Green Bay and Northwest/North Central Wisconsin Area
Thomas Younger 920.662.1294

Madison and Southwestern/South Central Wisconsin Area
Torrance Kramer, Richard Stephens 608.310.6910

Milwaukee and Southeastern Wisconsin Area
Immanuel Mills 888.598.4376
Tony Hass 877.598.4376

Program Updates

Existing Buildings, By Brody Vance, Program Manager

While the economic downturn grabs headlines, landlords across Wisconsin are looking for ways to reduce expenses. Focus on Energy may not be able to help a slumping 401k, but we can definitely help building owners and managers ease the burden of high utility bills.

The signature component of our program is a no-cost energy assessment. In a walk-through evaluation of the building, we look for opportunities to improve energy efficiency; determining where energy is used and what improvements can be made to reduce costs. Our trained energy advisors calculate costs and benefits and estimate the annual savings you will see over the next year.

Energy advisors examine three major systems through which an investment in higher efficiency technologies will achieve year-round savings:

- **Mechanicals:** Identifying outdated or inefficient heating, air-conditioning and domestic hot water systems
- **Lighting:** Proposing opportunities to upgrade to new technologies that reduce wattage or operating time while maintaining or improving the level and quality of light
- **Building Envelope:** Looking for penetrations in the building shell or inadequate insulation levels that let heated or cooled air—in other words, energy—escape the building

By investing in energy-saving projects, you can maintain competitive rental rates, reduce operating costs and increase your profits. In addition, Focus on Energy's grants and financial incentives can help you buy down the project costs for energy-saving projects that you may not have considered, or for projects that may have stalled.

Now more than ever, it's time to invest in energy efficiency. Now is the time to start planning and budgeting for upgrades and replacements. Focus on Energy programs are fully funded and secure. Let us help you understand the energy usage of your building and how you can become a smarter energy user.

New Construction, By Sharon Gould, Program Manager

A key component of Focus on Energy's New Construction program is the technical and financial support we provide to developers, owners, architects, engineers and contractors. This client base has seen the marketplace and the financial markets shift dramatically as of late, and we will continue to adapt and meet their demands as our clients' needs change.

Today, two main factors influence the types of multi-family projects being built: the amount of financing and the sources of that financing. The availability of funds in the Wisconsin Housing and Economic Development Authority (WHEDA) low-income tax credit program has spurred interest in the construction of affordable housing and has consequently increased the installation of energy conservation technologies.

Focus on Energy helps developers benefit from financial incentives. Financial incentives can be the determining factor in making efficient buildings more affordable. Developers come in looking for a total incentive target. By installing multiple technologies, the incentives can reach \$700 to \$800 dollars per unit rather than the average range of \$350 dollars per unit. These larger incentives help project budgets stay within their first cost range while helping the buildings incorporate more energy savings features. As interest in the program grows, we are able to serve a larger percentage of the total multi-family new construction market.

Star Performer 2009

Recognizing Resourceful and Innovative Successes in Energy Conservation

Existing Building Project

Village Green (East & West) Two Rivers

Focus on Energy would like to recognize the far-reaching and comprehensive energy-conservation efforts of Tom Poehls and Tom Clark, owners of the Village Green complexes. Their willingness to take dramatic energy steps not only achieved significant energy savings upon installation of the technologies, but will save on rising energy costs far into the future.

At Village Green East, an electric-to-gas domestic hot-water conversion saved more than 100,000 kilowatt-hours of electricity. To supplement this savings, all common-area fixtures were converted to high-performance (HP) T8 lighting; and in the units themselves, showerheads, faucet aerators and compact fluorescent light (CFL) bulbs were upgraded through Focus on Energy's Direct Install program.

At Village Green West, the goal was to improve thermal efficiency. While the hot water heaters and boilers in this building were fairly efficient and in good condition, the owners upgraded them to 90%+ boilers and indirect hot-water heaters. It is projected that this measure alone will save \$5,000 annually. Additional energy-saving measures included upgrades of wall insulation, changing all common-area lighting to HPT8 or pin-based fluorescent CFLs, and an upgrade through the Direct Install program. A final action, for which there is no incentive, was to remove wood paneling in a hallway and repaint the walls white. The result is a brighter space that requires less wattage to produce the same amount of light. The complex saves on fixtures, future energy costs, and energy.