

APARTMENT & CONDO ENERGY NEWS

The quarterly newsletter for multi-family residential building professionals



Welcome to Apartment & Condo Energy News!

In the fast-paced world of multi-family residential properties, you want information that's timely and convenient. That's why Focus on Energy created Apartment & Condo Energy News – a quarterly electronic newsletter focused especially on energy efficiency for our market partners who serve multi-family residential buildings!

Each issue, we'll bring you the latest news and information, including:

- Important market developments
- New incentive opportunities
- Focus program updates
- And more!

We hope you enjoy this newsletter.

2008 Year in Review

By Carter Dedolph, Program Manager, Apartment & Condo Efficiency Services

As you may know, Focus on Energy's Apartment & Condo Efficiency Services began ramping up in July 2007. Since then, we've helped improve the energy efficiency of more than 70,000 multi-family units in Wisconsin—that's over 20 percent of the eligible units in the state!

To put the Program's energy savings into perspective, we've saved the equivalent of 10 months of electrical usage for the city of Lodi, and 12 months of natural gas usage for the city of Dodgeville.

With six energy advisors throughout the state, our Existing Buildings Team assessed more than 1,300 buildings, 400 of which resulted in projects. Our New Construction Team assisted more than 75 multi-family construction projects, including the largest in the Program's history, the University Square project in Madison; a mixed-use project incorporating over 300 apartments, retail space, a food court and a parking garage. Our In-Unit Direct Install Program replaced 170,000 incandescent bulbs with compact fluorescent light bulbs (CFLs) and nearly 30,000 inefficient showerheads with 1.75-gallon-per-minute, low-flow models. In addition, we've attended a slew of events this past year. You've probably seen the Focus

on Energy booth at the major multi-family conferences around the state, or attended one of the many presentations that our advisors have made to local apartment or owner associations.

I'd like to take this opportunity to thank everyone who has helped to make Apartment & Condo Efficiency Services so successful this past year: the owners, for working with us to help make their buildings more energy efficient; the market providers, for promoting the program to their customers; and the program staff, for working so hard to achieve our goals. As always, we appreciate your thoughts and suggestions about additional program offerings and other ways we can continue to serve you better.

Wishing you great success in 2009!

Program Savings Totals

July 1, 2007–Dec. 31, 2008

Number of units	73,810
Kilowatts saved3,102
Kilowatt-hours saved26,175,716
Therms saved2,377,692

Program Staff

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Existing Building Implementation Manager
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Torrance Kramer, Richard Stephens 608.310.6910

Milwaukee and Southeastern Wisconsin Area
Immanuel Mills 888.598.4376
Tony Hass 877.598.4376

Program Updates

New Construction, By Sharon Gould, Program Manager

The New Construction program has worked with developers, owners, designers and contractors since 2002, providing information, technical resources and financial incentives to implement long-term energy efficiency into new multi-family building projects. In 2008, these energy efficiencies resulted in savings of nearly 6 million kilowatt-hours and 450,000 therms through the installation of energy efficient lighting, lighting controls, plumbing, building envelope, heating and cooling systems and appliances.

Our team has a thorough knowledge of the building and energy codes that govern these buildings. We monitor and continue to adjust our measures and incentive amounts to ensure that the measures are in line with new energy codes.

Some projected changes for 2009:

- New custom incentives for insulation upgrades.
- Significant changes in common-area daylighting affecting window placement and size.
- Water source heat pumps required to meet ENERGY STAR® criteria or better for the system-to-system comparison.
- The Wisconsin amendments will continue to follow the International Energy Conservation Code with some adjustments based on the industry construction standards.
- The definition of a multi-family building is more clearly aligned with the building code.

As the economy slows, our clients' interest in energy conservation and the cost-effectiveness of energy performance continues to grow substantially. Focus on Energy's commitment is to continue serving our clients by recognizing your concerns and constraints, and working with you to meet them.



Existing Buildings, By Brody Vance, Program Manager

In 2008, the Existing Building Program expanded its services, increased incentive amounts and added personnel; all in response to the demand of owners, managers, maintenance staff and contractors for assistance in incorporating energy conservation technologies. We want to thank you for making the last 18 months such a big success; together, we more than exceeded our energy savings goals.

Always of concern is the return on investment. On average, Existing Building projects paid an incentive approaching 20 percent of the cost of the measure. Some of the projects we rewarded had paybacks of less than 6 months due to great energy savings combined with Tier 2 incentives (designed to reward comprehensive building projects). We are pleased to announce that in 2009, most incentives will remain the same.

The In-Unit Direct Install Program, a component of the Existing Buildings Program, will continue through 2009. Many municipalities are increasing the price on water and sewer charges. The Direct Install Program saved 136 million gallons of water this year in addition to the gas and electric savings. We are confident that in the future, owners will value the water savings just as much as the energy savings.

We strive to make your buildings' energy concerns a priority. We look forward to visiting more buildings in 2009 and serving this market and you in any way we can.

Star Performers 2008 Recognizing Resourceful and Innovative Successes in Energy Conservation

New Construction Project

Heartland Housing (Chicago) and Guest House of Milwaukee

Here's a great example of two developers working together to embrace integrated design and energy efficiency. Their 24-unit, low-income project design team involves three architects, three general contractor representatives, two electrical subcontractors and two Focus on Energy advisors. The project made extensive use of ENERGY STAR® qualified compact fluorescent fixtures and controlled much of the common-area lighting with occupancy sensors. ENERGY STAR qualified windows and a well-insulated building envelope work hand in hand with 14 SEER cooling in common areas and high efficiency boilers and furnaces. This project is applying for a LEED® (Leadership in Energy and Environmental Design) Silver certification.

Existing Building Project

Maple Grove Apartments, Madison and Middleton Shores Apartments

Focus on Energy would like to recognize Zen Bala, a member of the maintenance staff at Maple Grove and Middleton Shores Apartments. Our energy assessor worked with Mr. Bala for the past year and considers him not only a leader for his staff, co-workers and building tenants; but also to others in his field. He takes the extra steps in operations and management, such as turning off pilot lights in the summer, checking water temperatures and turning off/down the garage heating, to achieve significant savings. With his input, the project at Middleton Shores, which initially was to be a single boiler replacement in one building, turned into a project where boilers in all five buildings were replaced. Future plans include a 15-building domestic hot water replacement, exit-sign and fluorescent lighting upgrades, appliance rehabs, and possibly, solar energy installations.