

APARTMENT & CONDO EFFICIENCY SERVICES EXISTING BUILDINGS

SUMMARY OF MEASURES AND INCENTIVES

Effective January 1, 2010 – December 31, 2010

Incentives described in this guide are available for high-efficiency technologies in apartment and condo buildings with four or more units. The incentives are either *prescriptive* or *custom*.

Prescriptive incentives are set amounts per installed item; for example: each energy efficient compact fluorescent (CFL) bulb earns \$2.00. Prescriptive forms may be filled out by you or your contractor and are available on the Focus on Energy Web site or through your Energy Advisor.

Custom incentives are derived by calculation of the specific energy consumption and energy savings of a technology and/or system not listed as prescriptive. The customer must work with an Energy Advisor prior to project initiation (ordering equipment) to obtain these incentives.

The custom incentive levels are calculated on the estimated first year energy savings associated with a project or technology. The Energy Advisor will help you maximize your incentives using the two-tier custom incentive structure.

Tier 1 (one measure)	\$0.04/kWh	\$125.00/kW	\$0.60/Therm
Tier 2 (multiple measures)	\$0.06/kWh	\$200.00/kW	\$0.80/Therm

Note: Maximum custom incentive is 50 percent of the measure cost.

In We Energies service areas, Apartment & Condo Efficiency Services programs begin in buildings with 9 or more units or complexes with three or more buildings

INCENTIVE LIMITS

Purchase and install qualifying equipment and receive energy efficiency incentives of up to \$50,000 for prescriptive measures and up to \$200,000 for custom incentives, for a total of \$250,000 total per building/project. Incentives exceeding either limitation must receive written approval BEFORE project initiation or equipment purchase. There is a maximum limit of \$500,000 per Corporate Tax ID per year for all Focus on Energy incentives (prescriptive and custom). Maximum incentive is 50 percent of the project costs.

Contact our office at **800.762.7077** for information about a **FREE** energy consultation or visit our Web site at: focusonenergy.com/multifamilyprograms

ENERGY STAR® QUALIFIED APPLIANCES

Form: Apartment & Condo Heating & Cooling Incentive Application

Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
ENERGY STAR Clothes Washer In Unit ¹	Non-ENERGY STAR Appliance	ENERGY STAR Qualified	\$25/Unit
ENERGY STAR Clothes Washer Common ²	Non-ENERGY STAR Appliance	ENERGY STAR Qualified	\$50/Unit
ENERGY STAR Dehumidifier ¹	Non-ENERGY STAR Appliance	ENERGY STAR Qualified	\$25/Unit
ENERGY STAR Dishwasher ¹	Non-ENERGY STAR Appliance	ENERGY STAR Qualified	\$25/Unit
ENERGY STAR Freezer ¹	Non-ENERGY STAR Appliance	ENERGY STAR Qualified	\$25/Unit
ENERGY STAR Refrigerator ¹	Non-ENERGY STAR Appliance	ENERGY STAR Qualified	\$25/Unit

Notes: ¹Requires Full Compliance – all rental units in the building must have this measure implemented. Individually owned units exempt.

² No minimum number of appliances is required for common areas.

Clothes Washers Common Area may be purchased or leased (5 year lease agreement required).

AIR CONDITIONING & AIR COOLING SYSTEMS

Prescriptive Form: *Apartment & Condo Heating & Cooling Incentive Application*

Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
Split System A/C < 65MBH	< 14 SEER	14 SEER 15 SEER 16 SEER	\$100 \$150 \$200
Rooftop/Unitary A/C	Less efficient equipment than the compliance criteria	< 65 MBH ≥ 14.0 SEER or ≥ 11.6 EER	\$60/ton Bonus for EER or SEER over minimum compliance
		65 – 239 MBH ≥ 11.5 EER	
		240 – 759 MBH ≥ 10.5 EER	
Packaged Terminal A/C (PTAC)	Less efficient equipment than the compliance criteria	< 8,000 BTU/hr; ≥ 12.1 EER 8,000–9,999 BTU/hr; ≥ 11.5 EER 10,000–12,999 BTU/hr; ≥ 10.9 EER ≥ 13,000 BTU/hr; ≥ 9.8 EER	\$50
Electric Chiller ¹	No pre-existing measure or measure inefficient	AHRI certified or pre-approved equipment	Based on size and load
Custom Measure	Existing Condition	Compliance Criteria	Incentive
Split System A/C < 65 MBH	No pre-existing measure or measure inefficient	14 SEER 15 SEER 16+ SEER	Tier 1: \$0.04/kWh – \$125/kW Tier 2: \$0.06/kWh – \$200/kW
Rooftop/Unitary A/C	Less efficient equipment than the compliance criteria	< 65 MBH ≥ 14.0 SEER or ≥ 11.6 EER	Tier 1: \$0.04/kWh – \$125/kW Tier 2: \$0.06/kWh – \$200/kW
		65 – 239 MBH ≥ 11.5 EER	
		240 – 759 MBH ≥ 10.5 EER	
Electric Chiller	No pre-existing measure or measure inefficient	AHRI certified or pre-approved equipment	Tier 1: \$0.04/kWh – \$125/kW Tier 2: \$0.06/kWh – \$200/kW

Note: ¹Prescriptive Form: *Apartment & Condo Specialty Measures Incentive Application*

DOMESTIC HOT WATER

Form: *Apartment & Condo Heating & Cooling Incentive Application*

Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
Natural Gas Power Vented	Electric or natural gas water heater of lesser efficiency	.64 to .79 EF ¹	\$50/Unit
Natural Gas Power Vented		.80 or greater EF ¹	\$100/Unit
Natural Gas Condensing		≥ 90% thermal efficiency	\$150/Unit
Natural Gas Indirect with Boiler		Boiler must be 90% or greater AFUE, modulating, with I/O reset	\$100/Unit
Electric Tank Type ²		.93 or greater EF ¹	\$50/Unit
Custom Measure	Existing Condition	Compliance Criteria	Incentive
Natural Gas Water Heater	Water heater of < 90% efficiency	≥ 90% Efficiency	Tier 1: \$0.04/kWh – 0.60/Therm Tier 2: \$0.06/kWh – 0.80/Therm
High Efficiency Gas Booster Heater	Electric or gas < 90% efficient heater	90%+ gas booster heater	
Insulate Pipes	Un-insulated pipes or insufficient insulation	To code or greater	Tier 1: \$0.04/kWh – \$125/kW Tier 2: \$0.06/kWh – \$200/kW
Electric-to-Gas Conversion	Electric energy source	90%+ gas water heater or power vented with ≥ .64 EF ¹	

Note: ¹Energy Factor.

²Available only if natural gas is unavailable at the street through a participating utility.

HEATING

Form: *Apartment & Condo Heating & Cooling Incentive Application*

Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
Natural Gas Boiler ≥ 90%	Boiler ≤ 89% efficiency	Modulating with I/O Reset Boiler ≤ 300MBH	\$400/Unit
Furnace 90% ⁺	< 90% efficiency and/or no ECM	2-stage heat output and ECM on air handler	\$150/Unit
Boiler Reset/Cutout Control	Boiler without control	Existing boiler ≤ 300MBH ¹	\$75/Unit
Boiler Reset/Cutout Control w/Staging	Boiler without control	Existing boiler ≤ 300MBH ¹	\$150/Unit
Ground Source/Geothermal Heat Pump	No pre-existing measure or measure inefficient	< 65 MBH ¹	\$250
Custom Measure	Existing Condition	Compliance Criteria	Incentive
Natural Gas Boiler 85%-89%AFUE	Boiler ≤ 89% efficiency	Boiler > 300MBH ¹	Tier 1: \$0.60/Therm
Natural Gas Boiler ≥ 90% AFUE		Boiler > 300 MBH ¹	Tier 1: \$0.60/Therm Tier 2: \$0.80/Therm
Natural Gas Boiler with DHW		Boiler 85%-89% AFUE	Tier 1: \$0.60/Therm
Natural Gas Boiler with DHW		Boiler ≥ 90 AFUE	Tier 2: \$0.80/Therm
Boiler Reset/Cutout Control	No pre-existing measure or non-functioning	I/O reset control Boiler > 300 MBH ¹	\$75/Control
Boiler Reset/Cutout Control w/Staging	No pre-existing measure or non-functioning	I/O reset control with staging Boiler > 300 MBH ¹	\$150/Control
Limiting Thermostat Control	Non-limiting thermostat	New limiting thermostat	Tier 1: \$0.04/kWh – \$0.60/Therm Tier 2: \$0.06/kWh – \$0.80/Therm
Temperature Averaging System	No pre-existing measure or measure inefficient	Installation of new system	
Insulate Pipes	Un-insulated pipes or insufficient insulation	To code or greater	Tier 1: \$0.60/Therm Tier 2: \$0.80/Therm
Steam Boiler Replacement	Boiler of lesser efficiency	Boiler: 84% minimum thermal efficiency, must have forced draft, If < 500MBH must be low/hi/low burners; If ≥ 500MBH must have fully modulating burners	Tier 1: \$0.60/Therm
Electric to Gas Conversion	Electric heat source	Removal of electric heat source	Tier 1: \$0.04/kWh Tier 2: \$0.06/kWh

Note: ¹MBH = 1000 BTU hours

HEATING AND COOLING

Form: *Apartment & Condo Heating & Cooling Incentive Application*

Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
Packaged Terminal Heat Pump (PTHP)	Less efficient equipment than the compliance criteria	< 8,000 BTU/hr; ≥ 12.1 EER and ≥ 3.4COP 8,000–9,999 BTU/hr; ≥ 11.5 EER and ≥ 3.2COP 10,000–11,999 BTU/hr; ≥ 10.9 EER and ≥ 3.1COP ≥ 13,000 BTU/hr; ≥ 9.8 EER and ≥ 3.1COP	\$75
Custom Measure	Existing Condition	Compliance Criteria	Incentive
Geothermal Heat Pump	No pre-existing measure	2-stage heat output and ECM on air handler	Tier 1: \$0.04/kWh – \$0.60/Therm Tier 2: \$0.06/kWh – \$0.80/Therm
Water Loop Heat Pump System	No pre-existing measure	Based on efficiency of total system	
Building Management System	No pre-existing measure or needs enhancing	Dependent on measure	

VENTILATION AND INSULATION

Form: *Apartment & Condo Heating & Cooling Incentive Application*

Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
Energy Recovery Ventilator	No pre-existing measure or measure inefficient	ARI certified or pre-approved equipment	\$1.25/cfm
Custom Measure	Existing Condition	Compliance Criteria	Incentive
Energy Recovery Ventilator	No pre-existing measure or measure inefficient	ARI certified or pre-approved equipment	Tier 1: \$0.04/kWh – \$125/kW Tier 2: \$0.06/kWh – \$200/kW
Garage Exhaust Fan Control		Control that limits runtime	Tier 1: \$0.04/kWh Tier 2: \$0.06/kWh
Exhaust Fan w/VFD (Variable Frequency Drive)		Pre-approval Required	Tier 1: \$0.04/kWh – \$125/kW Tier 2: \$0.06/kWh – \$200/kW
Building Shell			
Custom Measure	Existing Condition	Compliance Criteria	Incentive
Air Sealing and Infiltration Reduction	No pre-existing measure or measure inefficient	Energy assessment required	Tier 1: \$0.04/kWh – 0.60/Therm Tier 2: \$0.06/kWh – 0.80/Therm
Insulate Foundation ¹		Added Insulation to code ¹ or greater	
Sill Box Insulation ²		Added Insulation to code ² or greater	
Upgrade Attic/Ceiling Insulation ³		Added Insulation to code ³ or greater	

Note: ¹ Code for foundation insulation is: R-7.5.

² Code for sill box insulation is: minimum R-11 to R-19 (determined by geographical area in the State).

³ Code for attic insulation in an electrically heated building is R-60; in a gas heated building is R-42.

OTHER TECHNOLOGIES

Form: *Apartment & Condo Specialty Measures Incentive Application*

CONTROLS & MOTORS			
Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
Guest Room Energy Management System (GREM)	No pre-existing measure or control	Control of air flow and lighting	\$75/PTAC
Vending Energy Control System – Cold Beverage		New control	\$60/Unit
Vending Energy Control System – Snack Machine		New control	\$15/Unit
Variable Frequency Drives (VFD)	Replacement or upgrade	Minimum 2,000 hrs operation and VFD must be automatically controlled by differential pressure, flow, temperature, or other variable signals	\$50/HP Bonus: \$10/HP with pre and post kW readings
Custom Measure	Existing Condition	Compliance Criteria	Incentive
Energy Efficient Motor	No pre-existing measure or measure inefficient	NEMA premium efficiency motor	Tier 1: \$0.04/kWh Tier 2: \$0.06/kWh
POOLS			
Custom Measure	Existing Condition	Compliance Criteria	Incentive
Heat Recovery System	No pre-existing measure or measure inadequate	Adding heat recovery to a system without one originally	Tier 1: \$0.04/kWh – \$0.60/Therm Tier 2: \$0.06/kWh – \$0.80/Therm
Heater 85% – 89%	No pre-existing measure or boiler < 85%	Boiler ≥ 85% AFUE	Tier 1: \$0.60/Therm
Heater ≥ 90%	No pre-existing measure or boiler < 90%	Boiler ≥ 90% AFUE	Tier 1: \$0.60/Therm Tier 2: \$0.80/Therm
Electric to Gas Conversion	Electric water heating source	Removal of electric water heating source	Tier 1: \$0.04/kWh Tier 2: \$0.06/kWh

SERVICE BUY-DOWNS – HEATING

Form: *Apartment & Condo Heating System Service Buy-Down Incentive Application*

Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
Burner Tune & Clean	Poor Combustion Efficiency	Equipment must be \geq 110 MBH Pre- and post-combustion analysis documented on Service Buy-Down Incentive Application form	Lesser of \$100/burner or 50% of service call for tune-up
Steam Trap Radiator Repair or Replace	Failed Open Traps	ID and record location of failed trap(s) on application	Lesser of \$25/trap or 50% of service call
Steam Trap All Others Repair or Replace	Failed Open Traps	ID and record location of failed trap(s) on application	Lesser of \$50/trap or 50% of service call

SERVICE BUY-DOWNS – COOLING

Form: *Apartment & Condo Cooling Systems Service Buy-Down Incentive Application*

Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
Chiller Tune-Up	Minimum Capacity 2 tons/ 24,000 BTU/hr	Water Cooled: include tube cleaning for condenser and evaporator side Air Cooled: include tube cleaning for evaporator and condenser coil	Lesser of \$2.00/Ton or 50% of service call
Unitary/Rooftop Unit A/C		Requirements per Application	
Split System A/C			

COMMON AREA LIGHTING

Form: *Apartment & Condo Lighting Incentive Application*

CFLs, LEDs or Cold Cathode Lamps			
Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
ENERGY STAR® CFL, Cold Cathode Lamps	Incandescent ≤ 100W	ENERGY STAR® cold cathode screw in only. No pin-based CFLs up to 30W	\$2/Bulb
ENERGY STAR CFL Reflector Flood Lamps	Incandescent ≤ 100W	ENERGY STAR CFL flood lamps with integrated reflector up to 30W screw in only	\$4/Bulb
High Wattage CFL Lamps	Incandescent ≥ 100W	CFL from 31-115W – screw in only	\$5/Bulb
ENERGY STAR CFL Fixtures	Incandescent fixtures	ENERGY STAR hard-wired new fixtures containing pin-based CFLs	\$30/Fixture
LED Down Lights¹	Incandescent 60W-100W and CFL 15W-23W	ENERGY STAR qualified LED recessed lamp ≤ 18W	\$30/Bulb
High Performance T8 (HPT8) System including HPT8 Ballast and Lamp			
Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
4' – 1 Lamp System	Replacing Standard T12 or T8 systems	HPT8 ballast and lamp per CEE	\$20/Fixture
4' – 2 Lamp System			\$20/Fixture
4' – 3 Lamp System			\$25/Fixture
4' – 4 Lamp System			\$25/Fixture
8' – T12 Conversion kit	8' – T12 2 lamp fixture or components	HPT8 ballast and lamp	\$25/Fixture ²
Custom Measure	Existing Condition	Compliance Criteria	Incentive
HPT8 Parking Garage	HID system in covered parking	HPT8 system	Tier 1: \$0.04/kWh – \$125/kW Tier 2: \$0.06/kWh – \$200/kW
Low Watt T8 Systems and Low Watt T8 Relamp			
Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
4' – 1 Lamp System	Replace standard T12 or T8 systems	Low watt lamp and ballast on approved list 25W – 28W – 30W	\$15/Fixture
4' – 2 Lamp System			\$15/Fixture
4' – 3 Lamp System			\$20/Fixture
4' – 4 Lamp System			\$20/Fixture
Low Watt T8 Lamp Only	Replace existing 32W T8		\$0.50/Lamp
Low Watt T8 Lamp Only	Replace existing 8' 59W T8	8' – 54W' T8 Lamp	\$0.50/Lamp
Occupancy Sensors³ and LED Exit Fixtures			
Prescriptive Measure	Existing Condition	Compliance Criteria	Incentive
Wall Mounted	No existing sensor	Installation of the sensor	\$15/Sensor
Ceiling Mounted			\$15/Sensor
Socket Mounted			\$5/Sensor
Led Exit Fixtures or Retrofit Kits	Incandescent or fluorescent lamps in fixtures	Exit fixture containing an LED lamp	\$5/Fixture

Note: ¹Incentive is for complete replacement luminaire unit including trim, reflector, lens, heat sink, driver and light source. Must provide documentation (LM-79, LM-80 test report) that product meets ENERGY STAR eligibility criteria (www.netl.doc.gov/ssi/energy-star.html) for SSL recessed down light and minimum luminaire efficacy of 35 lumens/Watt.

²All underground parking garage lighting is treated as a custom measure. An energy advisor is required to process the application.

³Ultrasonic Passive Infrared Sensor controlling **Non-High Bay** fixtures types. Rapid or programmed start ballasts recommended for fluorescent fixtures to extend lamp life.

