



# Energy assessments identify cost-saving opportunities

## CASE STUDY



APARTMENT & CONDO EFFICIENCY SERVICES



ENERGY STAR PRODUCTS



HOME PERFORMANCE WITH ENERGY STAR



WISCONSIN ENERGY STAR HOMES



EFFICIENT HEATING & COOLING

For more information call 800.762.7077 or visit [focusonenergy.com](http://focusonenergy.com)

Glenco Properties, Inc. operates Grange-Allison and Tuckaway Heights, two apartment properties in the Milwaukee area. When several outdated building systems were wasting energy and money, John Wirth, president of Glenco, turned to Focus on Energy's Apartment & Condo Efficiency Services Program to get his buildings back into shape.

Glenco pays for the heat and hot water for all 344 apartments, and Wirth sought ways to cut operating costs and stay competitive. "The more I can reduce my expenses, the easier it is to keep rents down," he said.

The 1960s and 1970s-era buildings needed work. When Glenco purchased the properties in 1986 and 1992, the original heating and hot water systems were still in place. Wirth believed the systems were outdated and inefficient, but he was unsure how to evaluate them, so he called Focus on Energy for help.

His Focus energy advisor informed him that a comprehensive energy assessment would reveal the inefficiencies in his buildings and determine solutions to the problems. "Evaluating all of the buildings' systems makes it easy to identify ways to reduce costs and prioritize projects," the energy advisor told him.

The energy assessment would be performed at no charge—a standard feature of the Apartment & Condo Efficiency Services Program. Wirth also learned that Focus on Energy offers a bonus incentive for property owners who elect to make recommended improvements to more than one system. The bonus increases the incentives for each of the individual improvements.

### LARGE ANNUAL SAVINGS

Recognizing an easy and affordable way to reduce energy costs, Wirth arranged for energy evaluations at both properties. Unsurprisingly,



Updating to state-of-the-art boilers and sidearm water heaters at Grange-Allison apartments helped John Wirth save \$54,000 in energy costs in just three years.

the assessments revealed antiquated systems that wasted money and energy. The good news was that Wirth could realize a dramatic reduction in energy costs by upgrading the systems.

At Grange-Allison, for example, the old, inefficient boilers lacked outdoor-reset controls that would monitor the outside temperature. This frequently caused the boilers to overheat apartments in mild winter weather, forcing tenants to open their windows to stay comfortable.

Focus recommended Wirth install high efficiency boilers with outdoor-reset controls, as well as direct-fired, or "sidearm" water heaters, which use hot water from the high efficiency boiler to heat water for domestic use. "Focus on Energy was extremely helpful in analyzing the systems and specifying products," Wirth said.

These improvements resulted in energy savings of more than \$54,000 at Grange-Allison during the first three years alone.

At Tuckaway Heights, each of the 240 units contained individual furnaces and window-mounted air conditioners. Focus recommended upgrading to high efficiency furnaces, removing



**focus on energy™**

*The power is within you.*

window air conditioners and installing split-system air conditioners, which share the heating system's ductwork. Focus estimated these upgrades would reduce heating and air conditioning costs by \$19,000 a year.

### **BONUSES FOR COMPREHENSIVE AND HIGH EFFICIENCY EFFORTS**

Wirth's Focus energy advisor presented him with the comprehensive list of energy improvements. By making improvements to any one of the systems—heating, hot water, air conditioning or windows—Wirth would have been eligible for Single Measure Incentives, financial assistance paid by Focus on Energy. However, by choosing to upgrade multiple systems, he qualified for Comprehensive Incentives that paid more for each measure.

In fact, Wirth chose to make all of the recommended improvements. He also specified the highest efficiency boilers, which increased his savings and earned him even higher incentives. All told, Glencoe received incentives totaling more than \$39,000.

Furthermore, by undertaking all of the projects simultaneously, Wirth was able to use the same contractors for both properties, reducing the cost of labor. It also meant he was able to specify systems that complemented one another. At Tuckaway Heights, for example, Wirth chose smaller, less expensive furnaces to go with new, high efficiency windows. Finally, making all of the improvements at once was easier and less disruptive for Wirth's maintenance staff and tenants.

### **REDUCED ENERGY COSTS, MORE SATISFIED TENANTS**

To Wirth, saving energy means saving money and maintaining a healthy bottom line. Today, the apartments at Grange-Allison and Tuckaway Heights are models of energy efficiency for buildings of their age. Wirth is enjoying reduced energy costs and his tenants are enjoying increased comfort in their homes.

### **CALL FOCUS ON ENERGY TODAY**

Focus on Energy helps owners and developers of apartment and condominium buildings make good energy decisions that result in reduced operating and maintenance costs as well as improved tenant comfort and satisfaction. To find out how Focus on Energy can help you save energy and improve your bottom line, call 800.762.7077 or visit [focusonenergy.com](http://focusonenergy.com).

### **THE VALUE OF ENERGY ASSESSMENTS**

Through the Apartment & Condo Efficiency Services program, property owners can receive a no-cost energy assessment of their buildings and equipment to determine where energy is being used and what improvements they can make to reduce costs. The information you gain from an energy assessment can help you maintain competitive rents, reduce operating costs, and increase profits.

During the assessment, a Focus energy advisor inspects all of a building's systems and compares the existing equipment with products currently on the market to determine ways you can save money.

#### **Focus energy advisors examine three major systems:**

- **Lighting.** The energy advisor identifies opportunities to upgrade to new technologies that reduce wattage while maintaining or improving the level and quality of light.
- **Mechanicals.** The energy advisor identifies outdated or inefficient heating, air conditioning and domestic hot water systems, and examines the control strategies of the system.
- **Building envelope.** The energy advisor looks for leaks in walls, ceilings, insulation and windows that let heated or cooled air—and energy—escape the building.

Upon completion of the assessment, your Focus energy advisor will prepare you a list of recommended improvements, quantifying the amount of energy and money each improvement will save. Your energy advisor will also advise you of available Focus on Energy incentives to help offset the cost of the improvements.

If you elect to make the improvements, your energy advisor will help you specify technologies, review contractors' bids and verify that the correct equipment is installed properly. It all begins with a simple call to Focus on Energy.