



## OVERVIEW

The goal of the Focus on Energy Multifamily Energy Savings Program is to educate and provide implementation assistance for energy efficiency projects to owners, management companies, and developers of multifamily buildings in Wisconsin. Apartments and condos over four units are classified as multifamily. To view all of the Focus on Energy multifamily offering details, visit [focusonenergy.com/multifamily](https://focusonenergy.com/multifamily) or call **800.762.7077**.

# SUMMARY OF SERVICES & INCENTIVES

## EXISTING BUILDINGS AND NEW CONSTRUCTION

### PLEASE REFERENCE APPLICATION FOR QUALIFICATION DETAILS

The Focus on Energy Multifamily Energy Savings Program offers both prescriptive and custom incentives for efficiency projects. These incentives are designed to motivate customers to upgrade equipment or implement energy efficiency projects that otherwise would not have been completed.

- The **Prescriptive** incentives offer a set dollar amount for specific measures. New construction projects are classified as prescriptive projects unless the project enrolls in the

Design Assistance Program ([focusonenergy.com/business/efficient-facilities/design-assistance](https://focusonenergy.com/business/efficient-facilities/design-assistance)). Upon project completion, a prescriptive application is submitted for the incentive along with itemized invoices. Completed measures must be one-for-one replacements or substitutions for specific equipment as specified on the application and worksheet. See inside and back for more details and requirements.

- The **Custom** incentive structure for efficiency improvements has three tiers. The incentive tiers are based on the percent improvement over the

building's baseline energy usage. Tier 1 rewards are for projects that improve the building's energy usage up to 14.9 percent. Tier 2 incentives are for customers who improve the building's energy usage by over 15 percent. Savings estimates that achieve over 20 percent and elect to enroll in the benchmarking track will receive Tier 3 rewards. The benchmarking track is an optional component of Tiers 1 and 2 but mandatory for Tier 3 incentives. To qualify for a custom project, an energy assessment must be performed before the measures are put into place. See back for more details and requirements.



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Partnering with Wisconsin utilities

**PRESCRIPTIVE INCENTIVE MEASURES**

Heating Ventilation and Cooling Incentives		Existing Building Incentive	New Construction Incentive
Modulating Hot Water Boiler ≥90% AFUE		≤ 300 MBh=\$500, >300 ≤ 1000 MBh=\$3/MBh, > 1,000 MBh ≤ 5000 MBh=\$5/MBh	
Condensing & Near Condensing (Hybrid) Modulating Hot Water Boiler ≥85% - 89% AFUE		>300 ≤ 1000 MBh=\$1.5/MBh, > 1,000 MBh ≤ 5000 MBh=\$5/MBh	
Near Condensing Modulating Hot Water Boiler ≥85% - 89% AFUE		> 1,000 MBh ≤ 5000 MBh=\$2.5/MBh	
Boiler Controls Outside Air Reset/Cutout Controls		\$100	Not Applicable
Furnace w/ECM		≥90%AFUE=\$125, ≥95%AFUE=\$275	
Packaged Terminal Heat Pump (PTHP) When Replacing PTAC		\$100 ≥12.3 EER, ≥3.2 COP	Not Applicable
Energy Recovery Ventilator		\$0.75/SCFM	
Split System A/C <65 MBh 5.42 Tons		14 SEER=\$100, 15 SEER=\$150, 16+ SEER=\$200	
Natural Gas Space Heating Boiler Tune-up (once every 24 months)		\$100 or \$50 In-house (Limited to 50% of service cost)	Not Applicable
Chiller System Tune-up (once every 24 months)		\$2.00/Ton (Limited to 50% of service cost)	Not Applicable
Steam Trap Repair/Replacement (once every 24 months)		\$25/radiator trap, all other traps=\$50 (Limited to 50% of service cost)	Not Applicable
Specialty Measures		Existing Building Incentive	New Construction Incentive
Vending	Vending Machine Controls	\$15/Snack Machine Controlled, \$60/Cold Beverage Machine Controlled	Not Applicable
	Energy Star® Vending Machines	\$100/Machine	
ENERGY STAR Clothes Washer		\$50/Washer in Common Areas, \$25/Washer in Unit	
ENERGY STAR Dehumidifier, Dishwasher, Freezer, Refrigerator		\$25/Appliance	
Parking Garage Exhaust Control		\$150/System	Not Applicable
Variable Frequency Drive (controlled with a variable signal)		\$60/Horsepower	
1.5 Gallon per Minute Aerators		Free Through the Direct Install Program	\$3/Bathroom Unit \$5/Kitchen Unit
1.5 Gallon per Minute Showerheads		Free Through the Direct Install Program	\$10/In-Unit Showerhead
CFL Lamps in Unit		Free Through the Direct Install Program	Not Applicable
Domestic Hot Water		Existing Building Incentive	New Construction Incentive
Natural Gas - Power Vented Tank-type ≥ 0.67 EF		\$50/Unit (Water heater must be an individual unit serving one residential unit)	
Natural Gas - Power Vented Tankless-type ≥ 0.82 EF		\$100/Unit (Water heater must be an individual unit serving one residential unit)	
Natural Gas - Condensing ≥ 90% Thermal Efficiency		\$150/Unit (Water heater must be an individual unit serving one residential unit)	
Natural Gas - Indirect with Modulating Boiler ≥ 90% AFUE		\$200/Indirect	
Natural Gas - DHW Plant ≥ 90% AFUE		\$1.00/MBh (Limit \$1,500)	
Electric Tank Type ≥ 0.93 EF		\$50/Unit (Water heater must be an individual unit serving one residential unit)	

**PRESCRIPTIVE INCENTIVE MEASURES**

<b>Lighting Incentives</b>	<b>Existing Building Incentive</b>	<b>New Construction Incentive</b>
CFL/Cold Cathode Lamps - up to 32W (Replacing 100W or less incandescent)	\$2/Bulb (Limit 50% of cost)	Not Applicable
Pin-Based CFL Fixtures	\$30/Fixture	\$20/Fixture
Replace Incandescent Lamp with Energy Star® LED Replacement Lamp	Replace ≤ 40W=\$10/Lamp, Replace 41-120W=\$15/Lamp	
CFL Reflector Flood Lamps - up to 30 Watts (Replacing 100W or less incandescent)	\$4/Lamp	Not Applicable
High Wattage CFL Lamps - 33-115W (Replacing 100W or greater incandescent)	\$5/Lamp	Not Applicable
CMH Integral Ballast Lamps ≤ 25 Watts (Retrofit existing 70-100W incandescent flood or spot lamps)	\$15/Fixture	Not Applicable
LED Recessed Down lights/Porch lights ≤ 18 Watts (replacing 60-100W incandescent)	\$30/Fixture	
LED Fixtures 19 Watt or Greater	\$45/Fixture	
High Efficiency, Low Glare 2'x4' Recessed 2 Lamp Fixture or Retrofit Module	\$20/Fixture (Replacing 3 or 4 lamp F32T8 or F40T12)	
Bi-Level Stairway/Passageway fixtures (≤50% full wattage in unoccupied mode)	LED=\$50, Fluorescent=\$45	
Bi-Level Controls, Infrared/Ultrasonic (1 fixture per control)	\$10/Fixture	
LED Exit Fixture	\$10/Sign	Not Applicable
Occupancy Sensors	Wall=\$15, Ceiling =\$30	Not Applicable
High Performance 32W T8 Low Ballast Factor 4' System	1-2 Lamp=\$15/Fixture, 3-4 Lamp=\$25/Fixture	
HP or RW 4' T8 Replacing 8' T12 System (2-4' lamps replace 1-8' lamp)	Normal Ballast Factor=\$30/Fixture, Low Ballast Factor=\$35/Fixture	Not Applicable
HP or RW 4' T8 Replacing 8' T12HO System (2-4' lamps replace 1-8' lamp)	1 Lamp=\$30/Fixture, 2 Lamp=\$40/Fixture	Not Applicable
HP or RW 4' T8 Replacing 2L 8' T12VHO System (2-4' lamps replace 1-8' lamp)	\$45/Fixture	Not Applicable
Reduced Wattage T8 System - 25W or 28W 4' Normal Ballast Factor	1-2 Lamp=\$20/Fixture, 3-4 Lamp=\$30/Fixture	
Reduced Wattage T8 System - 25W or 28W 4' Low Ballast Factor	1-2 Lamp=\$25/Fixture, 3-4 Lamp=\$35/Fixture	
Replace 70-150W High Intensity Discharge with Light Emitting Diode Fixture	Parking Garage, Pole Mounted, or Wall Pack \$30/Fixture	
Replace 150-175W High Intensity Discharge with Light Emitting Diode Fixture	Parking Garage, Pole Mounted, Wall Pack, or High Canopy \$50/Fixture	
Replace 250W High Intensity Discharge with Light Emitting Diode Fixture	Parking Garage, Pole Mounted, Wall Pack, or High Canopy \$60/Fixture	
Replace 320-450W High Intensity Discharge with Light Emitting Diode Fixture	Pole Mounted, Wall Pack, or High Canopy \$75/Fixture	

**For MESP prescriptive and custom applications and worksheets please visit [focusonenergy.com/multifamily](http://focusonenergy.com/multifamily)**

MULTIFAMILY PERFORMANCE TRACK INCENTIVE	GAS INCENTIVE (\$/THERM)	ELECTRIC INCENTIVE (\$/KWH)	ELECTRIC INCENTIVE (\$/KW)*
Tier 1 < 15% (Benchmarking Optional)	\$0.80	\$0.06	\$100.00
Tier 2 15%+ (Benchmarking Optional)	\$1.25	\$0.08	\$150.00
Tier 3 20%+ (Requires Benchmarking)	\$1.50	\$0.10	\$200.00

\*Peak kilowatt (kW) is determined by the average kW load reduction occurring between 1PM and 4PM on weekdays during June, July and August.

CUSTOM INCENTIVE MEASURES		
Custom Measure	Existing Condition	Compliance Criteria
Insulate Foundation, Sill Box Insulation, Upgrade Attic/Ceiling Insulation, Boiler or Domestic Hot Water Pipe Insulation, Wall Insulation	No Pre-existing Measure Measure Inefficient	Energy Assessment Required Added Insulation to Code or Greater
ENERGY STAR® Windows	Single Pane Windows	Energy Assessment Required ENERGY STAR Rated for Climate Zone Low-E Glass and must be a Full Building Window Retrofit
Make-up Air Control, Limiting Thermostat Control	No Pre-existing Measure Measure Inefficient	Energy Assessment Required Use of Approved Controls
Temperature Averaging System Electric to Gas Conversion, Controls Systems	No Pre-existing Measure Measure Inefficient	Energy Assessment Required Use of Approved Equipment

### INCENTIVE DETAILS

Prescriptive incentives are available for products purchased and installed between January 1, 2013 and December 31, 2013. Incentives are subject to change or termination without notice and are distributed on a first-come first-serve basis. Visit [focusonenergy.com/multifamily](http://focusonenergy.com/multifamily) for the most up-to-date applications and information.

#### Prescriptive incentive requirements:

- Applicants must be customers of a participating utility to qualify.
- Incentives exceeding \$10,000 must receive program approval **BEFORE** installation. The maximum prescriptive incentive with written approval is \$200,000 per project.
- All prescriptive incentive applications must be submitted to Focus on Energy within 60 calendar days of project installation. Please check the specific incentive application for terms and conditions or additional details. Some participating Focus on Energy electric and/or natural gas providers have incentive programs in addition to Focus on Energy offerings. Customers of these providers may not qualify for incentives from both programs.

These customers should check with their electric and/or natural gas provider to

verify eligibility for dual incentives in order to comply with program rules.

#### Custom incentive requirements:

- Custom incentives are limited to no more than 50 percent of a project's cost without prior approval.
- The maximum incentive for a custom project is \$200,000 per project based on a maximum of \$1.50/Therm, \$0.10/kWh and \$200/kW savings.
- The maximum incentive an individual customer may receive is \$400,000 per calendar year.
- Customers must work with a Focus on Energy advisor prior to project initiation (ordering equipment or finalizing design plans) to apply for custom incentives. Custom measure incentive approval will be contingent upon receipt of necessary documents, such as project scope and equipment specifications, along with an indication that Focus on Energy funds are needed to get the project implemented.

#### Benchmarking option:

Benchmarking is the process of comparing the buildings energy usage before and after the completion of an efficiency project. Benchmarking incentives are available for custom projects that verify actual energy savings. Energy savings is verified by completing the program provided spreadsheet template with the monthly

energy usage from a customer's utility bill(s) for 12 continuous months, post retrofit.

Utility data from each of the buildings meters are required to be entered into the provided template and electronic or paper copies of each of the bills must be submitted to the program, with the template. This data will be normalized for weather and analyzed by program staff in months 6 and 12 to verify actual energy savings.

Benchmarking is optional for Tier 1 and 2 incentives and is required for Tier 3 incentives. If projects obtain higher than projected energy savings, the customer will be paid an additional incentive for these savings at 50 percent of their original incentive rate. If a project does not exceed the estimated savings, there is no additional incentive or penalty for not reaching estimated savings.

### SAVING ENERGY AND MONEY FOR WISCONSIN

For more information on the Multifamily Energy Savings Program and other programs from Focus on Energy call **800.762.7077** or visit [focusonenergy.com](http://focusonenergy.com) today.

Focus on Energy, Wisconsin utilities' statewide program for energy efficiency and renewable energy, helps eligible residents and businesses save energy and money while protecting the environment. Focus on Energy information, resources and financial incentives help to implement energy efficiency and renewable energy projects that otherwise would not be completed.

