



MULTIFAMILY ENERGY SAVINGS PROGRAM



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 or call **800.762.7077**.

SUMMARY OF SERVICES & INCENTIVES

EXISTING BUILDINGS AND NEW CONSTRUCTION

Effective through December 31, 2017

Last updated February 1, 2017

EFFICIENCY INCENTIVES SUMMARY

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.

Please reference the individual incentive catalogs and the custom incentive guide for all qualification details.

PRESCRIPTIVE incentives offer a set dollar amount for specific types of equipment (measures). New construction projects are only eligible for prescriptive incentives unless the project enrolls in the Design Assistance Program. Visit focusonenergy.com/designassistance for more information.

Upon project completion, a prescriptive application must be submitted along with itemized invoices in order to receive the incentive(s). Completed measures must be one-for-one replacements or substitutions for specific equipment as specified on the application and worksheet. See the prescriptive incentive tables on the following pages.

The **CUSTOM** incentive structure for efficiency improvements has two tiers. The incentive tiers are based on the percent improvement over the building's baseline energy usage.

Tier 1 incentives are for customers who improve the building's energy usage by less than 20% of the established baseline.

Tier 2 incentives are for customers who improve the building's energy usage by 20% or more than the established baseline.

To get started on your custom project download the **Custom Guide** at focusonenergy.com/custom or contact your Focus on Energy Advisor at **800.762.7077** for more information.



focus on energysm

Partnering with Wisconsin utilities

Please refer to the **HVAC/PLUMBING INCENTIVE CATALOG** for these incentives

HEATING SYSTEMS		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Modulating Hot Water Boiler ≥90% AFUE, <300 MBh Input		\$500/Boiler	\$500/Boiler
Modulating Hot Water Boiler 85-89% Thermal Efficiency, ≥300 MBh Input		\$1.50/MBh Boiler Input	\$1.50/MBh Boiler Input
Modulating Hot Water Boiler ≥90% Thermal Efficiency, ≥300 MBh Input		\$3.00/MBh Boiler Input	\$3.00/MBh Boiler Input
Modulating Hot Water Boiler Plant, Hybrid Efficiencies, ≥1,000 MBh Input		\$2.00/MBh Boiler Input	\$2.00/MBh Boiler Input
Boiler Outside Air Reset/Cutout Controls		\$100/Control	Not Applicable
Steam Trap Survey (Requires One Repair for Every Five Traps Surveyed)		\$4/Trap Surveyed	Not Applicable
Steam Trap Repair / Replacement (limited to once per year per trap)	Radiator trap (<10 psig)	\$25/steam trap	Not Applicable
	All other traps (< 10 psig)	\$35/steam trap	Not Applicable
	All other traps (10-49 psig)	\$50/steam trap	Not Applicable
Pipe Insulation: Hot Water or Steam Space Heat, Gas or Electric Boiler (incentive limited to 50% of project cost)	½" & ¾" pipe	\$2/foot	Not Applicable
	1" & 1 ¼" pipe	\$3/foot	Not Applicable
	1 ½" & 2" pipe	\$4/foot	Not Applicable
	3" & 4" pipe	\$6/foot	Not Applicable
Furnace, ≥95% AFUE w/ECM (single speed, multi-speed, or variable speed)		\$220/Furnace	\$220/Furnace
Single Package Vertical Unit	≥90% Thermal Efficiency, ≥10.0 EER Cooling	\$150/Single Package Vertical Unit	\$150/Single Package Vertical Unit
	≥90% Thermal Efficiency	\$100/Single Package Vertical Unit	\$100/Single Package Vertical Unit
Packaged Terminal Heat Pump (PTHP), Refer to HVAC/Plumbing Catalog for COP and EER to qualify		\$100/PTHP	\$100/PTHP
COOLING SYSTEMS		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Split System A/C, ≤5.4 tons	14 SEER	\$100/AC Unit	\$100/AC Unit
	15 SEER	\$150/AC Unit	\$150/AC Unit
	16 SEER	\$200/AC Unit	\$200/AC Unit
High Efficiency Packaged Rooftop Units and Split System Air Conditioning Equipment, >5.4 Tons		\$30/ton base plus additional \$5/ton for each 1.0 EER over minimum EER (see incentive catalog for minimum to qualify)	\$30/ton base plus additional \$5/ton for each 1.0 EER over minimum EER (see incentive catalog for minimum to qualify)
DX Cooling - Condensing Unit Only (≥11.25 tons, ≥11.1 EER)		\$25/ton base plus \$5/ton for each 1.0 EER over minimum efficiency	\$25/ton base plus \$5/ton for each 1.0 EER over minimum efficiency
Electric Chiller - Air or water cooled Electric Chiller		Based on size & efficiency; see incentive catalog.	Based on size & efficiency; see incentive catalog.

Please refer to the **HVAC/PLUMBING INCENTIVE CATALOG** for these incentives

VENTILATION AND CONTROLS		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Energy Recovery Ventilator		\$0.75/CFM	\$0.75/CFM
ECM HVAC Fan Motors (Excludes Furnaces)		\$25/Motor	\$25/Motor
Advanced Rooftop Unit Controllers		\$125/Ton	\$125/Ton
Parking Garage	Ventilation Controls	\$150/System	Not Applicable
	Ventilation Controls with Heating	\$300/System	Not Applicable
Variable Frequency Drive, limited to fan and pump applications ≤500 hp controlled with a variable signal (minimum 2,000 hours annually)		\$60/HP (Limited to 50% of Project Cost)	\$60/HP (Limited to 50% of Project Cost)
Variable Speed ECM Pumps (limited to DHW recirculation, heating water circulation, cooling water circulation, and water loop heat pump circulation applications)		\$40-\$320/Pump, depending on size and application (Limited to 50% of Project Cost)	\$40-\$320/Pump, depending on size and application (Limited to 50% of Project Cost)
PLUMBING		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Residential-Type Water Heaters (Water heater must be an individual unit serving one residential unit)	Natural Gas – Power Vented Tank-type ≥0.67 EF	\$50/Water Heater	\$50/Water Heater
	Natural Gas – Condensing ≥90% Thermal Efficiency	\$150/Water Heater	\$150/Water Heater
	Natural Gas – Indirect DHW with Modulating Boiler ≥90% AFUE	\$200/Water Heater	\$200/Water Heater
	Electric – Tank Type ≥0.93 EF	\$50/Water Heater	\$50/Water Heater
Domestic Hot Water Plant, Natural Gas, ≥90% AFUE		\$1.00/MBh (Limit \$1,500)	\$1.00/MBh (Limit \$1,500)
Pipe Insulation: Domestic Hot Water, Gas or Electric Water Heater (incentive limited to 50% of project cost)	½" & ¾" pipe	\$2/foot	Not Applicable
	1" & 1 ¼" pipe	\$3/foot	Not Applicable
	1 ½" & 2" pipe	\$4/foot	Not Applicable
	3" & 4" pipe	\$6/foot	Not Applicable
Aerators and Showerheads	0.5 GPM Aerators	Free Through the Direct Install Program	Bathroom: \$4/Aerator Kitchen: \$6/Aerator
	1.0 GPM Aerators	Free Through the Direct Install Program	Bathroom: \$3/Aerator Kitchen: \$5/Aerator
	1.5 GPM Aerators	Free Through the Direct Install Program	Bathroom: \$2/Aerator Kitchen: \$4/Aerator
	0.5/1.0/1.5 Variable GPM Aerator	Free Through the Direct Install Program	Kitchen: \$3/Aerator
	1.25 GPM Showerheads	Free Through the Direct Install Program	\$12/Showerhead
	1.5 GPM Showerheads	Free Through the Direct Install Program	\$10/Showerhead
ENERGY STAR® Common Area Clothes Washers		\$50/Washer	\$50/Washer

Please refer to the **HVAC/PLUMBING INCENTIVE CATALOG** for these incentives

BUILDING ENVELOPE		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Wall Insulation, Natural Gas or Electric Heat, with or without cooling, existing insulation \leq R-5, new insulation \geq R-20		\$0.40/Sq Ft	Not Applicable
Attic Insulation, Natural Gas or Electric Heat, with or without cooling, new insulation \geq R-38	Existing Insulation \leq R-11	\$0.25/Sq Ft	Not Applicable
	Existing Insulation R-12 to R-19	\$0.10/Sq Ft	Not Applicable

Please refer to the **REFRIGERATION INCENTIVE CATALOG** for these incentives

VENDING MACHINES	EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
ENERGY STAR Vending Machines	\$100/Machine	\$100/Machine

For the HVAC/Plumbing and Lighting Incentive Catalogs please visit focusonenergy.com/multifamily



Please refer to the **LIGHTING INCENTIVE CATALOG** for these incentives

INTERIOR LIGHTING	EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
2' x 4' High Performance Troffers (LED)	\$25/Fixture	\$25/Fixture
2' x 2' High Performance Troffers (LED)	\$10-\$20/Fixture	\$10-\$20/Fixture
1' x 4' High Performance Troffer (LED)	\$10/Fixture	\$10/Fixture
LED Linear Ambient Replacing 1 or 2 T8/T12 Lamps in Cross Section	\$2/Foot	\$2/Foot
LED Linear Ambient Replacing 3 or 4 T8/T12 Lamps in Cross Section	\$5/Foot	\$5/Foot
LED Linear Ambient Replacing 1 or 2 T5 Lamps in Cross Section	\$2/Foot	\$2/Foot
LED Linear Ambient Replacing 3 or 4 T5 Lamps in Cross Section	\$5/Foot	\$5/Foot
INTERIOR LIGHTING	EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Delamping (4' Fluorescent Lamps in Upgraded Fixtures, Reservation Code Required)	\$2/Lamp Removed	Not Applicable
High Bay/Low Bay Lighting (LED replacing Fluorescent)	\$30/Fixture	\$30/Fixture
LED Downlight Fixtures	\$5-\$40/Fixture	\$5-\$40/Fixture
LED Track/Mono/Accent Fixtures	\$15-\$20/Fixture	\$15-\$20/Fixture
In Unit LED Porch fixtures (replacing 60-100W Incandescent)	\$24/Fixture	\$24/Fixture
In Unit CFL Porch fixtures (replacing 60-100W Incandescent)	\$8/Fixture	Not Applicable
LED Exit Fixture or Retrofit Kits	\$8/Sign	Not Applicable
Interior LED Signage	\$0.20/Watt Reduced	Not Applicable
Bi-Level Stairwell/Passageway Fixtures (LED)	\$40/Fixture	\$40/Fixture
ENERGY STAR® LED Omnidirectional or Decorative Lamps (Retrofit Existing Incandescent Lamps or CFL Lamps)	\$3-\$5/Lamp (Limited to 50% of Product Cost)	\$3-\$5/Lamp (Limited to 50% of Product Cost)
ENERGY STAR® LED Directional Lamps (Retrofit Existing Incandescent Lamps ≤35W - 250W)	\$3-\$7/Lamp (Limited to 50% of Product Cost)	Not Applicable
ENERGY STAR® LED Directional Lamps (Replacing ≤13W - ≥23W CFL)	\$1-\$1.75/Lamp (Limited to 50% of Product Cost)	\$1-\$1.75/Lamp (Limited to 50% of Product Cost)
High/Low-Bay Mogul Screw-Base (E39) LED Lamps	\$0.25/Watt Reduced	Not Applicable
Relamp Existing T8 Lamps with Reduced Wattage Lamps	\$0.75/Lamp (Limited to 50% of Product Cost)	Not Applicable
4' T8 Light Emitting Diode Lamp, Utilizing Existing Ballast (UL Type A)	\$1.50/Lamp (Limited to 50% of Product Cost)	Not Applicable
4' T8 Light Emitting Diode Lamp, Direct Wire or w/ External Driver (UL Types B and C)	\$2/Lamp (Limited to 50% of Product Cost)	Not Applicable

Please refer to the **LIGHTING INCENTIVE CATALOG** for these incentives

EXTERIOR LIGHTING	EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Pole-Mounted Exterior Lighting Fixtures (LED)	\$20-\$125/Fixture	\$20-\$125/Fixture
Wall-Mounted Exterior Lighting Fixtures (LED)	\$20-\$125/Fixture	\$20-\$125/Fixture
Parking Garage and Low Canopy/Soffit Exterior Lighting Fixtures (LED)	\$20-\$50/Fixture	\$20-\$50/Fixture
Fuel and High/Soffit Canopy Exterior Lighting Fixtures (LED)	\$40-\$60/Fixture	\$40-\$60/Fixture
Exterior Flood Lighting Fixtures (LED)	\$20-\$125/Fixture	\$20-\$125/Fixture
Exterior Mogul Screw-Base (E39) LED Lamps	\$0.30/Watt Reduced	Not Applicable
ENERGY STAR® LED Omnidirectional or Decorative Lamps (Exterior, Retrofit Existing Incandescent or CFL)	\$1-\$3/Lamp (Limited to 50% of Product Cost)	\$1-\$3/Lamp (Limited to 50% of Product Cost)
ENERGY STAR® LED Directional Lamps (Exterior, Retrofit Existing Incandescent Lamps ≤35W - 250W)	\$1-\$5/Lamp (Limited to 50% of Product Cost)	Not Applicable
ENERGY STAR® LED Directional Lamps (Exterior, Retrofit Existing CFL Lamps ≤13W - ≥23W)	\$1-\$1.75/Lamp (Limited to 50% of Product Cost)	\$1-\$1.75/Lamp (Limited to 50% of Product Cost)
LED Downlight Fixtures, Exterior	\$10-\$40/Fixture	\$10-\$40/Fixture
Exterior LED Signage	\$0.25/Watt Reduced	Not Applicable
LIGHTING CONTROLS	EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Exterior and Parking Garage Bi-Level Controls	\$10/Controlled Fixture	\$10/Controlled Fixture
Daylighting Controls	\$0.05/Watt Controlled	Not Applicable
Occupancy Sensors (Non High Bay)	\$5-\$10/Sensor	Not Applicable

Please refer to the **CUSTOM INCENTIVE GUIDE** for these incentives

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	
MULTIFAMILY INCENTIVE TIER	GAS INCENTIVE (\$/THERM)	ELECTRIC INCENTIVE (\$/KWH)	ELECTRIC INCENTIVE (\$/KW)*
Tier 1 <20%	\$0.80	\$0.05	\$100.00
Tier 2 ≥20%+	\$1.00	\$0.07	\$125.00

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

INCENTIVE DETAILS

Prescriptive incentives are available for products purchased and installed between January 1, 2017 and December 31, 2017. Incentives are subject to change or termination without notice and are distributed on a first-come first-serve basis. Visit 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.
- Any project with an expected incentive exceeding \$10,000 require pre-approval **BEFORE** project initiation or equipment purchase to guarantee fund availability. 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.
- The maximum incentive for a custom project is \$200,000 per project.
- 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.

To Apply:

Complete the Multifamily Energy Savings Program Eligibility Tool found at focusonenergy.com/multifamily for an assessment by an Energy Advisor.

For prescriptive incentives, please use the **Lighting Incentive Catalog** or **HVAC/Plumbing Incentive Catalog**.

For custom incentives, download the **Custom Incentive Guide**.

Visit focusonenergy.com/applications to ensure you are using the most current incentive catalog and custom guide. Please work with your Energy Advisor on all necessary pre-approvals and to ensure your equipment qualifies for Focus on Energy incentives.



The **Lighting Incentive Catalog** and **HVAC/Plumbing Incentive Catalog** takes the guesswork out of the application process. You now only have to complete a two-page application!

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 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.

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Partnering with Wisconsin utilities