

2020 MULTIFAMILY INSULATION AND AIR SEALING INCENTIVES

Add comfort and value to your multifamily property

Keep your tenants happy and make your property stand out. FOCUS ON ENERGY® offers cash incentives for insulation and air sealing improvements that add comfort, reduce energy bills and help you save on maintenance.

Why insulation?

Heat flows from warm to cool spaces. Insulation keeps it where you want it: inside the living space during the colder months, and outside when the weather heats up. Your tenants will thank you.

Why air sealing?

Even tiny gaps can make it hard to control the temperature and cause heating and cooling systems to work overtime. Seal air leaks to help your tenants stay comfortable with less concern about monthly energy bills.

How much can you save?

Focus on Energy cash incentives typically cover about 30% of the cost of the work.

- Average cost — **\$5,650**
- Average incentive — **\$1,540**



Consider an apartment building with the following attributes:

- 24 units, 3 stories
- 6,912 sq. ft. of attic, existing R value = R8
- 9,072 sq. ft. of exterior wall, existing effective insulation = R5

Open attic insulation and air sealing	Incentive
Insulation incentive = 6,912 sq. ft. x \$0.50	\$3,456
Attic air sealing incentive = 6,912 sq. ft. x \$0.20	\$1,382
Total incentive to air seal and insulate the entire attic:	\$4,838

Attic insulation and whole building air sealing	Incentive
Insulation incentive = 6,912 sq. ft. x \$0.50	\$3,456
Attic air sealing incentive = 6,912 sq. ft. x \$0.20	\$1,382
Remaining building air sealing incentive (2 conditioned floors at 6,912 sq. ft. each) = 13,824 x \$0.20	\$2,765
Total incentive from insulating the attic and air sealing the entire building:	\$7,603



Benefits include

- Lower turnover rates
- Fewer maintenance issues
- Greater tenant satisfaction
- Lower energy bills
- Improved comfort and indoor air quality
- Financial incentives and support

Get started

To find a Trade Ally contractor in your area, visit focusonenergy.com/findatradeally.

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Using the same building, insulating the exterior walls yields the following incentive	Incentive
Exterior walls are 9,072 sq. ft. total	\$3,456
Exterior walls amount = \$0.80 x \$9,072	\$7,258

All shell measures are completed on this building including attic insulation, whole building air sealing and exterior walls	Incentive
Insulation incentive = 6,912 sq. ft. x \$0.50	\$3,456
Attic air sealing incentive = 6,912 sq. ft. x \$0.20	\$1,382
Remaining building air sealing incentive (2 conditioned floors at 6,912 sq. ft. each) = 13,824 x \$0.20	\$2,765
Exterior walls amount = \$0.80 x \$9,072	\$7,258
Total incentive for completing all measures:	\$14,861

How to participate

- 1 Contact a Focus on Energy Trade Ally contractor for a project estimate or quote.
- 2 Complete your air sealing and insulation project.
- 3 Receive incentives with support from your Trade Ally contractor.

2020 Incentives for insulation and air sealing

Effective April 1, 2020. Incentives are subject to change.

Multifamily home insulation and air sealing	Incentive
Air Sealing	\$0.20 per sq. ft. of conditioned space
Attic Insulation, ≤ Existing R-11	\$0.50 per sq. ft. of attic space
Attic Insulation, Existing R-12 to R-19	\$0.20 per sq. ft. of attic space
Wall Insulation	\$0.80 per sq. ft. of wall area

Incentives are also available for in-unit heating and cooling equipment

Effective January 1, 2020. Incentives are subject to change.

Heating and cooling equipment	Incentive
Single Package Vertical Unit, 90%+ Thermal Efficiency, NG	\$100–\$150
Packaged Thermal Heat Pump [See website for requirements]	\$100
95%+ AFUE Single- or Multi-Stage Natural Gas Furnace	\$50–\$150
Smart thermostat installed by a qualified HVAC contractor. For use with a natural gas furnace, natural gas boiler or air source heat pump only.	\$50
95%+ AFUE Natural Gas Boiler	\$400–\$500

Note: Work with your Trade Ally contractor to ensure the equipment you install qualifies for Focus on Energy incentives. Eligibility requirements can be found at focusenergy.com/heatingandcooling. Trade Ally contractors are independent contractors; Focus on Energy does not warranty, or guarantee, the services of your chosen Trade Ally contractor.

Learn more and find a Trade Ally contractor at
focusenergy.com/multifamily or call 855.339.8866.

REDUCING ENERGY WASTE ACROSS WISCONSIN

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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