

Cambridge Rental Housing Energy Efficiency & Renewable Energy Workshop

March 19, 2011

Overview:

Highlight two programs that both address
Residential Energy Efficiency Retrofits

- Mass Save Home Energy Services Program (1-4 unit properties)
- Multifamily Program (5+ unit properties)

Also address additional available incentives



Lead Vendor of the Mass Save Home Energy Services Program for NSTAR and National Grid

Vendor for NSTAR's Multifamily Program

One of two Vendors for National Grid's Multifamily Program (RISE Engineering)

Role of the Lead Vendor is to help guide the process and answer any customer questions



Independent Home Performance Contractor

One of the companies that provides:

- Mass Save Energy Assessments
- Weatherization Services (air sealing and/or insulation)

Why Invest in Energy Efficiency?

1. Reduce operating costs for you and/or your tenants
2. Improved energy efficiency helps to:
 - Increase the value of the property
 - Attract and retain quality tenants due to lower operating costs and improved comfort
3. Replacing old mechanical systems with high efficiency not only reduces costs, but cuts down on costly maintenance and repairs

Why Haven't You Invested in Energy Efficiency?

1. Cost
2. Lack of information
3. Cost
4. Hassle factor
5. Cost

Mass Save Home Energy Services Program:

Eligibility:

- Must be 1 – 4 unit property
- Residentially metered with active account(s)

NSTAR

National Grid

Cape Light Compact

Western MA Electric

Unitil

Columbia Gas of MA

New England Gas

Berkshire Gas

Mass Save Home Energy Services Program:

In Home Assessment (Energy Audit):

- Site Specific Evaluation
 - Thermal Envelope (Air Sealing, Insulation, Windows, etc.)
 - Mechanical Systems (Heating, DHW, AC)
 - Appliances & Lighting
- Identify possible barriers
- Develop Work Scope for Weatherization

Mass Save Home Energy Services Program:

In Home Assessment (Energy Audit):

- Immediate Savings Measures:
 - CFLs
 - DHW measures (low flow showerheads & aerators)
 - Programmable thermostats
- Provide Information on:
 - Incentives
 - Financing
 - How to proceed

Mass Save Home Energy Services Program Incentives:

- Thermal Envelope: (For all Heating fuels)
 - No Cost Targeted Air Sealing
 - 75% Incentive on Insulation (up to \$2,000 cap)
- Oil or Propane Heating & DHW Equipment:
 - Heating Systems: \$300 - \$500
 - DHW Systems: \$300
 - Boiler Reset Control: \$100
- Energy Star[®] Refrigerator:
 - Must replace existing qualified unit: \$150

HEAT Loan:

Loan Options for 1 – 4 Unit Homes

<i>Eligible Customer</i>	<i>Loan Type</i>	<i>Loan Amount</i>	<i>Loan Term</i>
Owner Occupied	Micro Loan	\$500 - \$2,000	24 Months
Owner Occupied	1 – 4 Unit Standard Loan	\$2,001 - \$25,000	Up to 84 Months
Non-Owner Occupied	1 – 4 Unit Rental Property Loan	\$5,000 - \$25,000	Up to 84 Months

Multifamily Program:

Eligibility:

- Must be 5+ unit property
- Residentially and/or commercially metered facilities with active account(s)
 - NSTAR
 - National Grid
- For other utilities; contact the Multifamily Market Integrator at 1-800-594-7277 for information on available incentives

Multifamily Residential Incentives:

<i>Energy Saving Measure</i>	<i>Facility Cost</i>
Energy efficient light fixtures in dwelling units	\$0.00
Energy efficient light fixtures in common areas	\$10.00 each
CFLs	\$0.00
Domestic Hot Water saving devices	\$0.00
Programmable thermostats	\$0.00
Air Sealing	\$0.00
Insulation (electric heat)	25% of cost to install
Insulation (gas heat)	50% of cost to install
Attic ventilation, if needed (only with insulation)	100% of cost to install
Note: There are no weatherization incentives for oil or propane heated facilities	
\$150 rebates are available per existing qualified refrigerator	



Gas Equipment Rebates:

- Heating Systems: \$400 - \$1,500
- Combo Heating & DHW: \$1,000 & \$1,600
- DHW Systems: \$50 - \$800
- Also, Heat Recovery Ventilators, Boiler Reset Controls, & Thermostats: Rebates vary from \$25 - \$500

Visit www.GasNetworks.com for more details and to download rebate applications



High Efficiency Central AC & Heat Pumps:

- Central AC Systems: \$150 - \$500
- Air Source Heat Pumps: \$150 - \$300
- Ductless Mini-Splits: \$500

Visit www.MassSave.com for more details and to download rebate applications

How do I get started?

For 1 – 4 family properties:

- Sign up today with either CSG or Next Step Living
- Or
- Visit www.MassSave.com and call us when you are ready to start saving!

For Multifamily properties:

- Call the Multifamily Market Integrator at:
1-800-594-7277

For the Most Current Info: www.MassSave.com



The screenshot shows the 'Home Energy Assessments' page. At the top, there are navigation tabs: 'FOR YOUR HOME', 'FOR YOUR BUSINESS', and 'FOR INDUSTRY PROFESSIONALS'. The main heading is 'Home Energy Assessments' with a sub-heading 'Get the details on home energy assessments.' Below this is a paragraph describing the assessment process. A search bar is visible on the right. At the bottom right, there is a 'Need Help? GIVE US A CALL' button with a question mark icon. The browser's address bar shows 'Home Energy Assessments' and the status bar at the bottom indicates 'Internet | Protected Mode: On' and '100%' zoom.

**For 1-4 Family:
1-866-527-7283**

**For Multifamily:
1-800-594-7277**

Need Help?
GIVE US A CALL

Thank You:



- Bill Footer: bill.footer@csggrp.com
- Ken Holby: ken.holby@csggrp.com



- Gabe Shapiro: gabriel.shapiro@nextsteplivinginc.com