



# Improve Your Bottom Line

Energy Efficiency Services for all types of Multi-Family Facilities

## ENERGY EFFICIENCY MAKES SMART BUSINESS SENSE

Want to add value to your property, increase occupancy rates and retain valued tenants by lowering energy and maintenance costs? Our programs may help you gain greater financial control by providing incentives for eligible energy efficiency upgrades.

## MASS SAVE® MULTI-FAMILY PROGRAM

If you own or manage a residential multi-family facility with five (5) or more units, you may qualify for this exciting program. It's easy. Your local electric and gas utility or energy efficiency service provider offers you a no-cost, no-obligation energy assessment of your facility. Our "whole facility" approach focuses on the entire building, including insulation, lighting, cooling, heating and water heating systems. Benefits include:

### FOR PROPERTY OWNERS:

- Lower your operating and maintenance costs
- Enhance your property's value
- Receive generous financial incentives to reduce upfront costs and make for shorter "payback" periods
- Be environmentally responsible
- Increase tenant satisfaction / reduce complaints

### FOR TENANTS AND CONDO UNIT OWNERS:

- Reduce energy costs
- Receive free or discounted energy-savings products
- Increase comfort
- "Green" your complex
- Improve indoor air and lighting quality

EVERY \$1 YOU INVEST IN REDUCING YOUR ENERGY USAGE CREATES \$10 IN VALUE\*



## ABOUT MASS SAVE®

Mass Save® is an initiative sponsored by Massachusetts' gas and electric utilities and energy efficiency service providers, including The Berkshire Gas Company, Cape Light Compact, Columbia Gas of Massachusetts, Eversource, National Grid, Liberty Utilities, and Unitil. The Sponsors of Mass Save work closely with the Massachusetts Department of Energy Resources to provide a wide range of services, incentives, trainings, and information promoting energy efficiency that help residents and businesses manage energy use and related costs.

\*Source: "Demystifying SMB Decision-Makers: Identifying Motivations and Marketing Channels," ESOURCE Small & Midsize Business Services, SMB-22 (July 2004).

Low-income Multi-Family properties with 5 or more units may qualify for a program that provides services to income eligible sites at no cost. Visit [LeanMultiFamily.org](http://LeanMultiFamily.org) for details.



continued

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## ELIGIBLE UPGRADES

After your energy assessment, a report will be provided identifying eligible energy upgrades and incentives for your property.

COMMONLY RECOMMENDED ENERGY UPGRADES	
Air sealing	Insulation
High-efficiency showerheads	High-efficiency heating and cooling equipment and controls
High-efficiency faucet aerators	Water heating equipment
Pipe insulation	ENERGY STAR® refrigerators
ENERGY STAR® lighting	Advanced power strips
Programmable thermostats	Other energy improvements determined on a site-specific basis

## ELIGIBILITY

A residential complex/facility with five (5) or more dwelling units on the property is eligible for this program. The complex owner's or condominium association's (or authorized representative) approval is necessary for major energy efficiency upgrades. Tenants and owners must work together to make the program successful.

Dwellings with up to four units on the property may qualify for the Home Energy Services program or the income-eligible "Single Family" program. Visit [MassSave.com](http://MassSave.com) for details.

# GET STARTED TODAY! IT'S EASY.

To find out if your property is eligible for a no-cost, no-obligation energy assessment, call **1-800-594-7277**.

## MASS SAVE® IS BROUGHT TO YOU BY:



Learn more about energy efficiency programs created for properties like yours at [MassSave.com](http://MassSave.com)

## CASE STUDIES



### Condominium Association with 53 units in Ashland, MA

Upon completion of the energy assessment, incentives were provided for programmable thermostats, smart strips, air sealing and insulation, and domestic hot water conservation measures and energy-efficiency lighting in the dwelling units and common areas of the complex.

<b>Total Project Cost:</b>	<b>\$134,236</b>
<b>Incentive:</b>	<b>\$123,921</b>
<b>Cost to Customer:</b>	<b>\$10,315</b>
<b>Annual Electricity Savings:</b>	<b>\$38,018</b>
<b>Annual Gas Savings:</b>	<b>\$8,289</b>



### Multi-Family Apartment with 6 units in Dorchester, MA

Upon completion of the energy assessment, incentives were provided for LEDs, smart strips, air sealing and insulation, and domestic hot water conservation measures.

<b>Total Project Cost:</b>	<b>\$12,726</b>
<b>Incentive:</b>	<b>\$10,065</b>
<b>Cost to Customer:</b>	<b>\$2,661</b>
<b>Annual Electricity Savings:</b>	<b>\$1,339</b>
<b>Annual Gas Savings:</b>	<b>\$1,331</b>

