



# MULTIFAMILY SOLUTIONS

## A Flexible, Cost-Effective Path to Reducing Your Operating Costs

FOCUS ON ENERGY® provides resources and incentives to help multifamily property owners reduce energy costs while also improving building comfort and tenant satisfaction. Energy-efficient building improvements are a smart move as they often result in greater tenant occupancy rate, higher tenant comfort, and reduced maintenance costs.

We offer incentives for insulation, lighting, heating and cooling equipment upgrades, and more.

### You Will Find Support at Every Step

From technical assistance to incentives, we will guide you every step of the way toward achieving your energy goals. Available items include:

#### Heating and Cooling Upgrades

If your units' equipment is more than 10–15 years old or needs frequent repairs, it could be time to replace it with new, more energy-efficient technology. Smart energy upgrades, such as a new furnace, boiler, air conditioner unit, or air-source heat pump, could save you and your tenants money by significantly reducing the energy you use while maintaining the comfort in your building.

#### Insulation and Air Sealing

Properly insulating and air sealing your building are two of the most important steps you can take to achieve year-round comfort and lower your energy costs. To determine whether you should add insulation, you first need to find out how much you already have. To get started, find a Trade Ally contractor at [focusonenergy.com/trade-allies](https://focusonenergy.com/trade-allies).

#### Operations and Maintenance

Select up to seven energy-saving no/low-cost offerings to implement, provide supporting documentation, and receive incentives for giving your multifamily building a tune-up.

#### Lighting

Updating your interior and exterior lighting can be a great first step when it comes to making your building an efficient one. Lighting makes up 27% of all electricity consumed in multifamily buildings in the Midwest, meaning there are plenty of opportunities to make your lighting more energy efficient. Whether upgrading fixtures or integrating connected controls, Focus on Energy can help you cut down on wasted light and heat alike, saving you real money on your electric bill.

#### Energy Advisors

Our energy experts will uncover energy efficiency opportunities and help your team develop an energy efficiency action plan with the goal of reducing energy costs. Your Energy Advisor provides step-by-step support to customize an energy management approach that meets the unique needs of your property. Find an Energy Advisor at [focusonenergy.com/energy-advisor-map](https://focusonenergy.com/energy-advisor-map).

#### Income-Qualified Incentives

If your property serves residents with low-to-moderate incomes, additional incentives may be available. Contact an Energy Advisor to find out more.

#### New Construction

Focus on Energy offers technical and financial support in the design and construction process. The financial incentives provided can help reduce the upfront costs of energy-efficient strategies that exceed Wisconsin energy code requirements. Find opportunities to save at [focusonenergy.com/whole-building](https://focusonenergy.com/whole-building).

### Unlock Financial Savings

To learn more, visit [focusonenergy.com/multifamily](https://focusonenergy.com/multifamily) or contact a Focus on Energy representative at **800.762.7077**.

# Incentives at a Glance

Effective January 1–December 31, 2025. Incentives are subject to change. Incentives cannot exceed project costs. Check **focusonenergy.com** for current incentive amounts.

Lighting, Heating, and Cooling Equipment (Multifamily Common Areas)	Standard Incentive
LED lamps	\$1.25–\$3
Linear LED fixtures	\$1–\$20
Exterior lighting	\$18–\$150
Exit sign lighting	\$8
Steam traps	\$15–\$150
Furnaces >90%+, multiple stages of heat	Midstream incentives available
Hot water boilers 90%+ annual fuel utilization efficiency (AFUE) or thermal efficiency ≥300 1,000 British thermal units per hour (MBh)	\$5 per MBh
Hot water boilers >90%+ AFUE or thermal efficiency <300 MBh	Midstream incentives available
Direct expansion cooling/chiller (Efficiency requirements vary based on size. See Multifamily Catalog for details.)	Varies based on equipment
Energy recovery ventilator, ventilation control (See Multifamily Catalog for details.)	Varies based on equipment
Insulation and Air Sealing Multifamily Home (4+ Units)	Standard Incentive
Air sealing and attic insulation	Up to \$1.00 per sq. ft. of attic space
Multifamily Individual Apartments/Condos	Standard Incentive
Furnace/boilers	Midstream incentives available
Heat pumps	Midstream incentives available
Smart thermostats	\$50 per thermostat
Water heating Instant discounts are available through participating Trade Allies. Visit <b>focusonenergy.com/residential/water-heating</b> for more information.	Midstream incentives available
Energy-saving packs	Free for tenants
Custom Projects	Incentives
Have a technology or product that is not listed in the Multifamily Catalog? Contact your Energy Advisor to learn more.	\$300 per peak kilowatt reduced \$0.15 per kilowatt-hour saved \$2.50 per therm saved
Operations and Maintenance	Incentives
Visit <b>focusonenergy.com/multifamily</b> to learn more.	\$150–\$750

For a full list of multifamily measures and incentives, please visit **focusonenergy.com/multifamily** or contact your Energy Advisor.

## REDUCING ENERGY WASTE ACROSS WISCONSIN

Incentives are subject to change and cannot exceed project costs. 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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