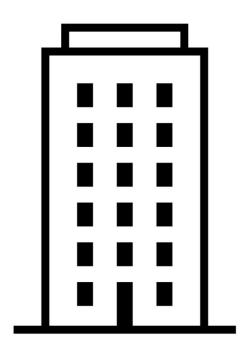
MULTIFAMILY STRATEGIC ENERGY MANAGEMENT (MF SEM) PILOT





GOALS OF MULTIFAMILY SEM PILOT

- Engage a hard-to-reach market.
- Offer multifamily organizations an innovative, low-to-no-cost approach to saving energy.
- Educate and promote action around energy use in multifamily residences.
- Build lasting relationships with multifamily property managers and/or owners.
- Achieve persistent energy savings.



STRATEGIC ENERGY MANAGEMENT



Target: Low- and No-Cost Savings Opportunities



Behavioral



Operational



Organizational

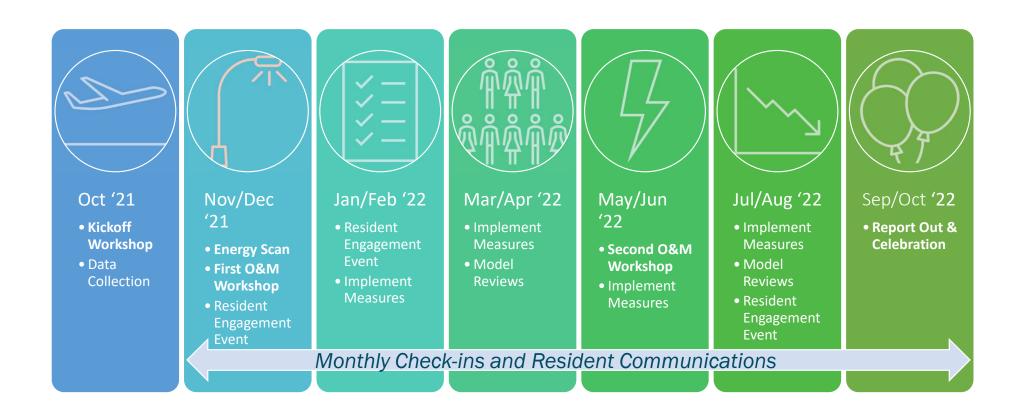
PILOT OVERVIEW

With MGE...

- Enrolled 5 property groups and over 3000 units
- Energy scan/Opportunity Assessment
- Dedicated SEM "coach" and Gameplan development
- Technical roundtables/workshops
- Resident engagement



PILOT TIMELINE



PILOT RESULTS

- SEM's cohort approach allowed collaboration and peer-topeer exchange.
- Regular engagement kept efficiency improvement at the forefront.
- Development of organized list of energy saving opportunities.
- More awareness of Focus on Energy and MGE offerings and resources.
- Provided Focus and MGE with insights on needs of this customer segment.
- Energy savings results forthcoming

PILOT CHALLENGES

- Consumption data availability
- Predictive energy modeling/creating historical baselines
- Property staff turnover
- Facility staff constraints
- COVID precautions
- Supply chain issues



MGE CUSTOMER ENGAGEMENT

- Led recruitment outreach to MF property owners/managers
- Participated in SEM participant meetings and workshops
- Helped develop pilot collateral
- Focus pack distribution
- Tenant-focused educational events and resources (tip sheets, videos)



HEATING EFFICIENTLY