



ENERGY EFFICIENCY LEADS TO NO VACANCY

MULTIFAMILY PROPERTIES REAP ENERGY, WATER
AND DOLLAR SAVINGS

In many multifamily properties, the tenants pay the utility bills. But that doesn't stop savvy property owners and managers from recognizing the value of energy upgrades. The owners of Pine Square Apartments, Celio Apartments and King Bell Apartments, all in Portland, have found that investing in energy efficiency offers an excellent return on investment. Working with Energy Trust of Oregon, they've completed energy projects that have made their properties more comfortable, brighter and efficient, while delivering water, energy and dollar savings for tenants and owners.

CELIO APARTMENTS RADIATE TENANT COMFORT AND SAVINGS

Energy efficiency is not new at Celio Apartments. In the past several years, property managers have invested in three energy-efficient boilers, new ENERGY STAR® qualified windows and nine high-efficiency commercial clothes washers for the common-area laundry. Celio's tenant turnover rate is practically non-existent since the upgrades. All 190 units at Celio are full—something Commercial Properties, a Portland-area property manager with 779 total units in its portfolio, attributes to tenants who appreciate the value of energy improvements.

"Our tenants are much more comfortable since we installed the new boilers and windows," said Laura Knepper, site manager, Commercial Properties, which manages Celio. "The boilers, which supply radiant-floor heating, now provide a much more constant heat."



Celio Apartments is experiencing lower tenant turnover due in part to the energy-efficient improvements that have increased tenant comfort and decreased energy bills.

CELIO APARTMENTS PROJECT-AT-A-GLANCE

Equipment installed

- High-efficiency boilers
- Windows
- Front-loading clothes washers
- Faucet aerators

Financial analysis

- \$1,686,720 project cost
- \$63,764 in Energy Trust cash incentives
- \$112,770 in estimated savings over the next five years, with incentives

Estimated annual savings

- 1,236 kilowatt hours
- 9,689 therms

Celio residents are also enjoying energy-cost savings because Celio prorates energy bills according to each apartment's total square feet. "Our tenant energy bills recently went down for the first time ever," said Knepper. "Although rent is up, our residents are still better off financially, and our turnover is lower."

Energy Trust helped Celio with each project by providing technical assistance and cash incentives that Knepper credits with helping to move the projects forward. For the most recent project—installation of new, energy-efficient front-loading washers—Celio received an \$1,800 cash incentive from Energy Trust even though they lease their washers.

"The increase in the cost of the lease on the new washers was negligible," Knepper said. "But the value for our tenants has been significant. They like that the washers accommodate larger loads, are gentler on clothes and get them cleaner."

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Energy improvements have made our tenants more comfortable and happy, and we're at 100 percent occupancy.

Laura Knepper, site manager
Celio Apartments

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PINE SQUARE APARTMENTS PROJECT-AT-A-GLANCE

Equipment installed

- Ceiling and floor insulation
- Windows

Financial analysis

- \$379,545 project cost
- \$67,966 in Energy Trust cash incentives
- \$95,051 in estimated savings over the next five years, with incentives

Estimated annual savings

- 75,252 kWh

LANTANA APARTMENTS PROJECT-AT-A-GLANCE

Equipment installed

- Ceiling and floor insulation
- Windows
- Doors

- CFL fixtures

Financial analysis

- \$201,954 project cost
- \$33,130 in Energy Trust cash incentives
- \$52,372 in estimated savings over the next five years, with incentives

Estimated annual savings

- 53,461 kWh



Energy Trust's program covers a substantial portion of project costs, allowing us to do something positive for our tenants while improving our buildings' assets.

Spencer Noecker, co-owner
NFN Properties, LLC



New, energy-efficient windows can help keep temperatures consistent, creating a more comfortable environment for tenants.



ENERGY UPGRADES CLOSE THE DEAL AT PINE SQUARE AND LANTANA APARTMENTS

Thanks to new replacement windows as well as floor and attic insulation, tenants at Pine Square Apartments stay comfortable year round while saving substantially on their energy bills. That's the goal for Spencer Noecker, co-owner of NFN Investments, LLC, which manages 1,100 multifamily units in 20 Portland-area properties. Noecker and his partners have made energy-efficiency improvements to nearly 10 of those properties. They've integrated energy upgrades directly into their business model, believing that an energy makeover is just the ticket for attracting and retaining tenants, while increasing property values.

"Energy upgrades improve our investment, extend the useful life of our buildings and are an outward sign that a building has been updated," said Noecker.

"Tenants notice and value these energy improvements, particularly windows."

Whenever possible NFN Investments takes advantage of incentives from Energy Trust and matches what Energy Trust offers with what a particular property needs. At Lantana Apartments, NFN Investments not only installed insulation and new windows, but took advantage of Energy Trust cash incentives for new insulated exterior doors and energy-efficient exterior lighting with new fixtures that use ENERGY STAR qualifying compact fluorescent lights, CFLs. "The compact fluorescents last longer, and because they have the two-pin rather than the screw-in base, they are less likely to be stolen," said Noecker.

After subtracting the cash incentives that it receives, NFN Investments raises the rent to at least partially cover its investment. "We find that tenants don't mind paying a bit more rent if it means they save on utilities and are more comfortable. In fact, for us, energy efficiency has contributed to higher occupancy rates and lower turnover."

KING BELL APARTMENTS PROJECT-AT-A-GLANCE

Equipment installed

- Showerheads and showerwands
- Faucet aerators
- CFLs

Financial analysis

- \$2,688 project cost
- \$2,688 in Energy Trust cash incentives
- \$17,288 in estimated savings over the next five years, with incentives

Estimated annual savings

- 40,564 kWh

FREE IS A VERY GOOD PRICE FOR TENANTS AT KING BELL APARTMENTS

Every dollar counts for the residents of King Bell Apartments, who include senior and disabled tenants on fixed incomes. So when Energy Trust offered to install CFLs, low-flow showerheads and faucet aerators at no charge, property owners jumped at the chance.

“Our tenants pay their own energy bills, so even modest savings make a big difference in their personal finances,” said Linda Griggs, community manager, King Bell Apartments. As part of its direct install, Energy Trust swapped incandescents for CFLs in the halls, bathroom and bedrooms of all 62 units, resulting in brighter surroundings and energy savings. The showerheads, showerwands and faucet aerators trim resident energy bills further, bringing the total estimated per-unit savings to \$47 per year.

In addition, the showerheads, showerwands and faucet aerators deliver significant water savings to property owners, who make every effort to keep rent affordable.

“It’s great that Energy Trust reached out to help us save water and our tenants save energy. These improvements make it easier for our residents to live independently,” said Griggs.



This energy project truly improved the quality of life for our residents.



Linda Griggs,
community manager
King Bell Apartments



To learn more, visit www.energytrust.org or call **1.866.368.7878**.