

Energy-efficient lighting for apartment and condo owners

As a building owner or manager, one of your significant—and growing—costs arrives each month in the form of your energy bill. Installing energy-efficient lighting in the common areas of your building is an easy way to start reducing energy costs right away.

The lighting experts working with Focus on Energy’s Apartment & Condo Efficiency Services Program can help you save money on your energy bills and make your building a better place for tenants to live. An energy advisor will assess your building’s lighting needs, at no cost, and recommend energy-saving measures to improve your bottom line. Once you’ve decided on the improvements you’d like to make, they’ll even provide a list of certified electricians to install the new lighting for you.

Focus on Energy also offers Cash-Back Rewards on energy-efficient lighting technologies to help you save even more.

Program benefits

Through a combination of expert technical assistance and financial incentives, Focus on Energy’s Apartment & Condo Efficiency Services Program can help you:

- Provide better and safer lighting.
- Save energy and money.
- Reduce maintenance time and costs.
- Increase tenant satisfaction and occupancy rates.
- Help preserve the environment and Wisconsin’s natural resources.

Look for the ENERGY STAR®



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energystar.gov

Focus on Energy’s reduced-cost lighting services use ENERGY STAR qualified lighting fixtures and bulbs. These products use significantly less energy than standard models, resulting in lower energy bills. You can further

improve the energy efficiency of your buildings by installing ENERGY STAR qualified appliances.



Real-world results

Upgrading to energy-efficient lighting technologies, including ENERGY STAR qualified fixtures, can result in big returns. In 2002, the Appleton Housing Authority, which runs a senior living facility with 162 units, reduced its energy costs by an estimated \$5,900 thanks to upgrades it made from inefficient light fixtures to new, high-efficiency models.

Bright lights, big savings

Next-generation fluorescent and LED lamps save money, perform better

Energy-efficient T8 fluorescent lamps perform equal to or better than the larger T12 fluorescent lamps of yesteryear. Not only do high-performance T8 lamps consume less energy and last longer than T12 lamps, they also provide illumination that more closely resembles natural light.

T8 lamps can reduce your annual operating costs substantially. For example, a T12 lamp costs \$24.53 to operate for one year, while a T8 costs just \$18.40—a difference of \$6.13. Multiply that by the number of fluorescent lamps in your building and the savings add up quickly. When used with occupancy sensors in infrequently used rooms, such as laundry areas and storage spaces, energy-efficient T8 lamps operate only when needed for even greater savings.

(continued on reverse)



LED (light-emitting diode) exit signs are another easy way to save. These energy-efficient signs operate on 5 watts or less compared to standard signs that use as

much as 40 watts per sign. When installed throughout a building, LED exit signs can save hundreds or even thousands of dollars in energy and maintenance costs. One sign alone can save about \$10 a year in electricity costs and may last 10 years without a lamp replacement. Compare this to a year or less for incandescent signs. The longevity of LEDs also reduces problems come inspection time.

Getting started

The first step in reducing energy costs through efficient lighting is to call Focus on Energy. They will send an energy advisor to meet with you and perform a walk-through assessment of your building. Your energy advisor will identify lighting improvements that will yield immediate savings and write up a proposal from which you can select the measures you'd like to implement. You'll choose from a variety of ENERGY STAR qualified indoor/outdoor lighting fixtures and bulbs. Once you've made your selections, Focus on Energy will provide a list of licensed electricians to install the fixtures.

Financial incentives

Focus on Energy offers incentives for many types of energy efficiency improvements. Cash-Back Rewards are available for common-area lighting based on the specific product installed. Your energy advisor or lighting contractor will work with you to select the appropriate energy-saving lighting to implement at your properties.

Once you've authorized the proposal and submitted invoices for the specific measures you've installed, a Focus on Energy consultant may visit your site to ensure the improvements are performing as they should. Then Focus will send you the incentive check to help you offset the costs of the improvements.

Who is eligible?

Owners and operators of apartment and condominium buildings with four or more units, located in the service territory of an electric or gas utility participating in the Focus on Energy program, are eligible for these services and incentives.

Learn more

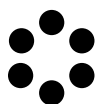
Through the Apartment & Condo Efficiency Services Program, Focus on Energy helps owners and developers of apartment and condominium buildings make good energy decisions that result in reduced labor and operating costs, improved tenant comfort and satisfaction and smart energy practices.

For more information

For more information on energy-efficient lighting and other services to help you reduce your operating costs, call Focus on Energy at **800-762-7077** or visit focusonenergy.com.

MGE partners with Focus on Energy to bring energy-saving resources and incentives to our customers.

The information in this fact sheet was provided by Focus on Energy.



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Partnering with Wisconsin utilities

Focus on Energy works with eligible Wisconsin residents and businesses to install cost-effective energy efficiency and renewable energy projects. Focus information, resources, and financial incentives help to implement projects that otherwise would not be completed, or to complete projects sooner than scheduled. Its efforts help Wisconsin residents and businesses manage rising energy costs, promote in-state economic development, protect our environment, and control the state's growing demand for electricity and natural gas. For more information, call **800-762-7077** or visit focusonenergy.com.