



Energy Efficiency and Electrification in Multifamily Buildings

Funding Opportunity Notice – FON-012-2023

Multifamily Retrofits Funding Opportunity Notice

Use the chat box for any questions that you have.

- We will answer these directly or at the end of the webinar.

Informational Web Page:

efficiencymaine.com/at-work/multifamily-retrofits/



Efficiency Maine

Mission:

To lower the cost and environmental impacts of energy in Maine by promoting energy efficiency and other distributed energy resources.

Efficiency Maine

- Runs the State's energy efficiency and renewable energy programs
- Provides incentives, financing, technical information and registry of vendors
- Funded by electric and natural gas ratepayers, Regional Greenhouse Gas Initiative, ISO New England Grid, grants, and other sources
- Board appointed by the governor and confirmed by the legislature

Multifamily Retrofits Funding Opportunity Notice

What's the Goal?

To accelerate weatherization, HVAC, and water heating upgrades in multifamily buildings by offering project support and enhanced incentives for energy saving project.

CIPI FON-012-2023 – Multifamily Retrofits

Multifamily Retrofits Funding Opportunity Notice

What's the Goal?

Increase the efficiency of multifamily buildings while offsetting fossil fuel systems with electric solutions

CIPI FON-012-2023 – Multifamily Retrofits

Multifamily Retrofits Funding Opportunity Notice

Eligibility:

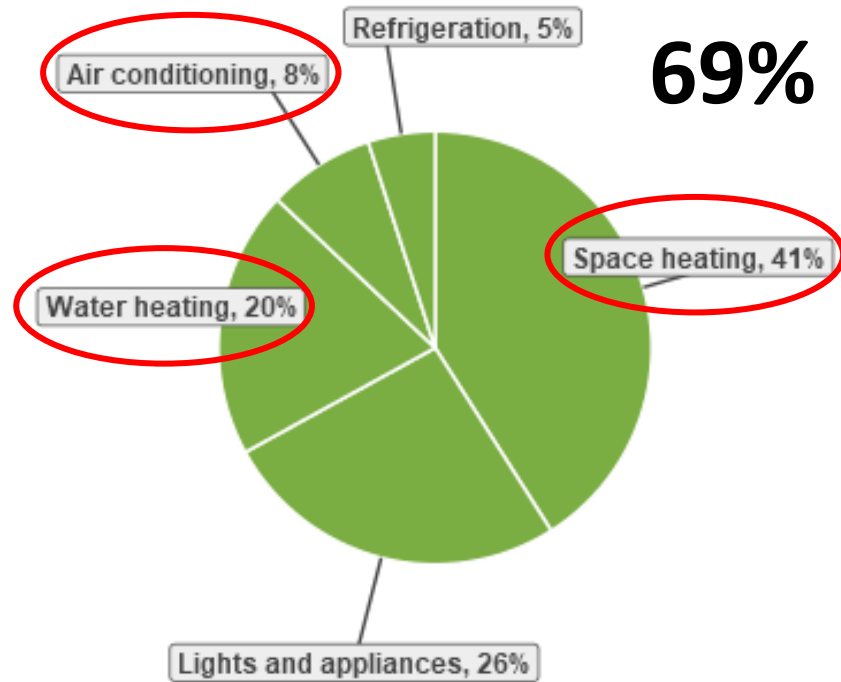
- Multifamily buildings with 3 to 15 units

Non-eligible Buildings:

- Single-family homes
- Duplexes
- Condos
- Mixed-use buildings
- Buildings that heat with natural gas



Multifamily Building Energy Use



© E Source; data from US Energy Information Administration

Emerging Trends in HVAC – Electric Solutions

- HVAC technologies are trending towards electric systems that can heat and cool
- Whole building solutions without supplemental heat are proving effective in Maine
- Some heat pump technology (VRF systems), can maximize simultaneous heating and cooling with room-by-room control

Emerging Trends in HVAC – Heat Pumps

- Heat pumps have been widely adopted across the state
- Heat pumps are packaged in many different configurations for a range of commercial HVAC applications
- Eliminate your less efficient fossil fuel systems

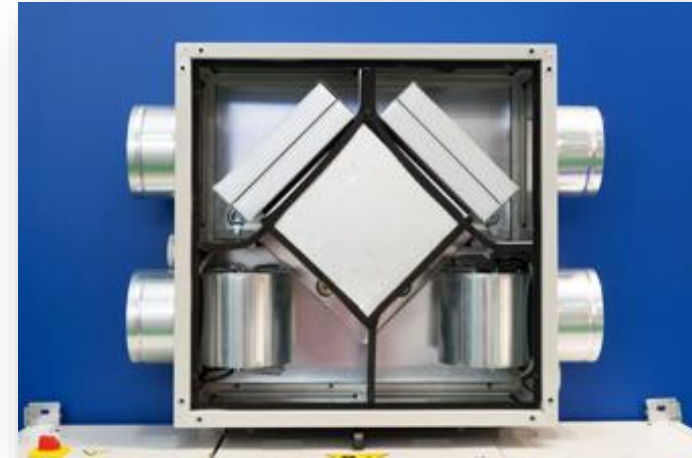


Emerging Trends in HVAC – Electric Solutions

High-Performance Heat Pumps



Energy Recovery Ventilator



Variable Refrigerant Flow (VRF) Systems



Emerging Trends in HVAC – Electric Solutions

Packaged Terminal Heat Pump



Heat Pump Rooftop Unit (RTU)



Vertical Packaged Terminal Heat Pump



Steps in an FON Project

STEP 1 – Schedule

STEP 2 – Assemble project team

STEP 3 – Perform assessment of solutions

STEP 4 – Submit for approval/funds reservation

STEP 5 – Return Approved Scope of Work (Signed)

STEP 6 – Complete the Project(s)

STEP 7 – Submit Project Completion Form

Schedule

Multifamily FON Schedule	
FON Issue Date	June 2023
FON Application Period	July 1, 2023 to June 1, 2024*
Project Completion Deadline	December 31, 2024

*Or until funding is exhausted

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Assemble Project Team

Key Players:

- Owner or property management stakeholders
- Financial decision maker
- Facilities team
- Construction team (Qualified Partners)
 - Installer and supplier
- Efficiency Maine



Efficiency Maine's Role

1. Cost-effective Energy Saving Solutions
2. Technical Support
3. Project Management Support
4. Financial Incentives \$

Efficiency Maine Qualified Partners

SEARCH AND SORT OPTIONS

Start by choosing your provider type and the services you are looking for.

Provider Type

What services do you need?

- Lighting Solutions
- Heat Pumps & Cooling Solutions
- Heating Solutions
- Refrigeration Solutions

ZIP Code:

Radius:

Sort by:

SEARCH



Use our search feature to find a qualified partner near you

Efficiency Maine Qualified Partners

SEARCH AND SORT OPTIONS

Start by choosing your provider type and the services you are looking for.

Provider Type: Installer

What services do you need?

- Lighting Solutions
- Heat Pumps & Cooling Solutions
- Refrigeration Solutions



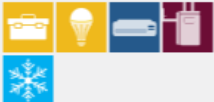
ZIP Code: 04330

Radius: 200 mi

Sort by: distance

SEARCH

Your Results:

Vendor	Services Provided	Miles	More
1 IEC, Inc. Strong, ME - 207-684-6100 www.iecinc.us		27	▼
2 Mechanical Services, Inc. - Portland Portland, ME - 207-774-1531 www.mechanicalservices.com		55	▼
3 Sullivan and Merritt Constructors, Inc. Hermon, ME - 207-845-5788 www.sullivanandmerritt.com		58	▼



PRINT THESE RESULTS



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Assessment of Solutions

One of your first steps will be to ask your Qualified Partner for an assessment on your existing insulation, HVAC, or water heating systems

- The assessment will include customer and facility information, existing equipment, proposed new systems, and a material and installation price quote.

Financial Incentives

Single- or Multi-Zone Heat Pumps			
Zone(s)	Min. HSPF	Min. HSPF2	FON Incentive
1	12.5	10.4	Up to \$10.00/Sq.Ft.
2-3	10.0	8.5	

Incentives are capped at 90% of total material costs (without labor).

Energy Recovery Ventilators		
Sensible Heat Recovery	CIP Incentive	FON Incentive
≥ 55% to < 65%	\$1.50 /CFM	\$2.25 /CFM
≥ 65% to < 75%	\$1.75 /CFM	\$2.50 /CFM
≥ 75% to < 85%	\$2.00 /CFM	\$2.75 /CFM
≥ 85%	\$2.25 /CFM	\$3.00 /CFM



Financial Incentives

Variable Refrigerant Flow (VRF) Systems			
Measure	Cooling Capacity Btu per Hour	Criteria (SEER, IEER or HSPF)	If Existing Oil & Propane Heating Systems
Single-Phase VRF Air-Cooled Heat Pump <u>with</u> or <u>without</u> Heat Recovery	< 65,000	≥ 17 SEER ≥ 10 HSPF	\$8.00/sq.ft.
VRF Air-Cooled Heat Pump <u>without</u> Heat Recovery	≥ 65,000 and < 135,000	≥ 22.8 IEER	\$8.00/sq.ft.
	≥ 135,000 and < 240,000	≥ 21.9 IEER	
	≥ 240,000	≥ 19.7 IEER	
VRF Air-Cooled Heat Pump <u>with</u> Heat Recovery	≥ 65,000 and < 135,000	≥ 22.6 IEER	\$10.00/sq.ft.
	≥ 135,000 and < 240,000	≥ 21.1 IEER	
	≥ 240,000	≥ 20.3 IEER	

Incentives are capped at 90% of total material costs (without labor).



Financial Incentives

Package Terminal Heat Pumps	
Heating Capacity Btu per Hour	FON Incentive
< 7,000	\$690
≥ 7,000 and ≤ 15,000	\$720
> 15,000	\$770

Vertical Packaged Terminal Heat Pumps	
Heating Capacity Btu per Hour	FON Incentive
< 7,000	\$1,100
≥ 7,000 and ≤ 15,000	\$1,350
> 15,000	\$1,600

Incentives are capped at 90% of total material costs (without labor).



Financial Incentives

Heat Pump Rooftop Units (Ventilation)		
Required Heat Pump RTU* Heating Capacity (MBh)	Minimum Required Efficiency Criteria (Heating)	Incentive per Unit
24	8.5 HSPF or 7.2 HSPF2	\$4,800
36		\$7,200
48		\$9,600
60		\$12,000
90		\$18,000
120		\$24,000
132	2.0 COP	\$24,000

*AHRI Heating Capacity at 17°F. RTU must be all electric including supplemental heat.



Financial Incentives

Weatherization (Insulation and Air Sealing)		
Measure	Criteria	FON Incentive
Attic Insulation	<p>Attic must be insulated to one of the following levels:</p> <ol style="list-style-type: none"> 1. Open attic insulated to at least R49 2. Enclosed cavities filled to capacity with dense-pack insulation 3. A minimum of 5" of closed-cell spray foam 4. Closed-cell spray foam applied to within 1.5" of the surface of cavities that were subsequently enclosed 	70% of project cost, up to \$7,000
Basement Insulation	<p>Basement must be insulated to one of the following criteria:</p> <ol style="list-style-type: none"> 1. Basement or crawlspace ceiling with either dense-pack insulation or minimum 2" of foam 2. Sill plate and rim joist areas with minimum 2" rigid or closed-cell spray foam. 	

Incentives are capped at 90% of total material costs (without labor).



Financial Incentives

Heat Pump Water Heaters		
HPWH Integrated Storage - Gallons	Minimum Qualifying Efficiency Criteria	Incentive
80	ENERGY STAR®	\$2,800
120	ENERGY STAR®	\$4,000
Split-system with 80 gallon minimum	ENERGY STAR®	\$4,000

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Get Ready for Submitting the Application

Weatherization Projects:

- 1) Attachment A: FON Project Application and Commitment Form
- 2) Attachment B: Weatherization Project Application
- 3) Qualified Partner Material Price Quote to Customer

HVAC and Water Heating Projects:

- 1) Attachment A: FON Project Application and Commitment Form
- 2) Attachment C: HVAC Project Application
- 3) Qualified Partner Material Price Quote to Customer

Get Ready for Submitting the Application

Make sure the following documents are complete:

- 1) Attachment A: FON Project Application and Commitment Form
- 2) Attachment B: Weatherization Project Application
- 3) Attachment C: HVAC Project Application
- 4) Qualified Partner Material Price Quote to Customer

Send electronically to: CIP@efficiencymaine.com

with the subject line **CIP FON-012-2022**

All projects must follow the project timeline outlined with the FON schedule.

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Approved Scope of Work

- Efficiency Maine will conduct a review on applications submitted.
 - Projects are subject to a pre-inspection
- After application review, a formal incentive pre-approval offer will be sent electronically.
 - Like the Proposed Scope of Work; however, it will say **“Approved”**.

This document will be sent to the customer and needs to be signed by both the customer and the QP.

Approved Scope of Work

 **COMMERCIAL & INDUSTRIAL PRESCRIPTIVE LIGHTING SOLUTIONS**
MULTIFAMILY RETROFIT APPLICATION

SCOPE OF WORK (APPROVED) TERMS AND CONDITIONS
Cost-effective Lighting Investment Calculator (CLIC) CIPI FON-012-2023

Customer Name: ABC Housing
Qualified Partner #1: Company 1
Qualified Partner #2: Company 2
Facility Name: ABC Housing
Installation Address: 123 State St
City: Augusta State: Maine Zip: 04330
Reference Number: CLIC92892

This Approved Scope of Work Form is part of the Funding Opportunity Notice (FON) for the Efficiency Maine Commercial & Industrial Prescriptive Initiative. When executed by the Parties and submitted with CIPI FON-012-2023, constitute agreement to the following Terms & Conditions:

1. APPLICANT ELIGIBILITY REPRESENTATIONS.
Applicant represents that the following statements are true:
a. Applicant is a non-residential customer of electric utilities in the State of Maine,
b. Applicant's primary business function is not to generate power to be sold into a power market,
c. Applicant has the authority to contract for retrofit work in the Facility in connection with the Measures listed,

2. AGREEMENT AS TO THE MEASURES. Applicant agrees to have an Installation Contractor perform retrofit work at the Facility in connection with the Measures identified on the attached Section C to this Scope of Work. In consideration of the Contractor's performance of such work, Applicant agrees to pay Installation Contractor for Measures installed at the Facility, based on the Estimated Costs listed on said Section C for the number of completed units for each Measure upon receipt of invoice; provided the Contractor may collect a deposit from Customer prior to performing such work, in which case the final invoice shall be net of such deposit.

3. AGREEMENT AS TO INCENTIVE AMOUNTS.
a. Subject to the other terms of this Scope of Work, Applicant's obligation to pay for the installation and Measures shall be reduced by an amount (the "incentive") provided under the Efficiency Maine CIPI FON-012-2023, which amount shall be equal to \$0.36 per 1st years saved kWh or capped at 85% of the measure cost.

To complete:

- Customer signature
- QP signature

Participating Customer _____ Date _____
Participating Qualified Partner _____ Date _____

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Complete the Project

Efficiency Maine will confirm receipt of the applicant's acceptance of the pre-approved incentive offer electronically

You're ready to order project materials and complete your "Approved Scope of Work"

Good Luck

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Submit the Project Completion Form

When your new equipment upgrades have been installed:

- Fill out the Installation Completion & Acceptance Form.
 - This form needs to be signed by the customer and the QP.
 - All projects must be submitted with material invoices and installation invoices.
- Send electronically to EMT.
- Efficiency Maine will send the project incentive within two weeks following completion of the project review.

Efficiency Maine may elect to conduct project inspection prior to issuing incentive

Overview

Simple Steps:

- 1) Contact a Qualified Partner (contractor) to schedule an assessment.
- 2) Submit the FON application(s) with the material price quote from your assessment.
- 3) Efficiency Maine will review your project and email you an *Approved Scope of Work*.
- 4) Sign and return the Approved Scope of Work (sent by Efficiency Maine) and submit a W9.
- 5) Complete the installation.
- 6) Submit a completion form and invoicing when the project is complete.

Questions?

If you have any questions during any phase of your project (i.e. development, submission, execution and completion):

Call: 207-213-6247

Email: CIP@efficiencymaine.com

efficiencymaine.com/at-work/multifamily-retrofits/