MULTI-FAMILY QUICK HOME ENERGY CHECK-UPS
a case study on Greystar’s The Warwick Apartments

Background
greeNEWit, a leading energy solutions company in Maryland, deploys teams of certified energy retrofit technicians to install qualifying energy conservation measures (ECM) in multi-family residences. As customers who are already paying into the Empower Maryland Energy Efficiency Act by virtue of utility bill assessments, owners and tenants bear no additional cost for the ECMs.

Summary
The Warwick Apartments are a residential building owned by Greystar. On November 14, 2012, greeNEWit serviced the premises of The Warwick Apartments with a Quick Home Energy Check-up (QHEC) and installed a total of 1,930 CFL light bulbs, 16 faucet aerators and 46 showerheads in 330 units on the premises. These energy upgrades will prevent nearly 71 tons of CO2 from being released into the atmosphere; the CO2 saved is equivalent of nearly 355 trees being planted.

Installation Details
The following actions were taken by greeNEWit energy retrofit technicians in each in-unit QHEC:

- Visually inspected HVAC systems, water heaters, appliances, windows, lighting choices, and possible health and safety issues.
- Recorded existing conditions and suggested recommendations for improvements.
- Educated residents on how to further reduce the amount of energy they use on a daily basis.
- Created instant energy savings by directly installing measures wherever standard conditions existed (i.e. replaced incandescent light bulbs with CFLs, replaced both showerheads and faucet aerators with efficient-flow alternatives.)

Estimated Annual Savings

<table>
<thead>
<tr>
<th>utility type</th>
<th>estimated savings</th>
<th>rate</th>
<th>total savings in $</th>
<th>average savings per unit in $</th>
</tr>
</thead>
<tbody>
<tr>
<td>electric-ity</td>
<td>94,506 kWh</td>
<td>$0.14593</td>
<td>$13,791.26</td>
<td>$41.79</td>
</tr>
<tr>
<td>water</td>
<td>378,505 gal</td>
<td>$0.005</td>
<td>$1,892.53</td>
<td>$5.73</td>
</tr>
<tr>
<td>gas</td>
<td>692 therm</td>
<td>$1.20</td>
<td>$830.40</td>
<td>$2.52</td>
</tr>
<tr>
<td>all</td>
<td></td>
<td></td>
<td>$16,514.19</td>
<td>$50.04</td>
</tr>
</tbody>
</table>

“By participating in Maryland’s Multi-Family Quick Home Energy Check-up Program, Greystar can measure energy performance and make more informed decisions to reduce owner costs and resident complaints; leading to higher resident satisfaction and an increase in the number of referrals.”

- DeeAnne McClenahan, Senior Director
Procurement & Sustainability, Greystar
MULTI-FAMILY QUICK HOME ENERGY CHECK-UPS
a case study on Greystar’s Aventine at Silver Spring

13615 Colgate Way
Silver Spring, MD 20904

Background
greeNEWit, a leading energy solutions company in Maryland, deploys teams of certified energy retrofit technicians to install qualifying energy conservation measures (ECM) in multi-family residences. As customers who are already paying into the Empower Maryland Energy Efficiency Act by virtue of utility bill assessments, owners and tenants bear no additional cost for the ECMs.

Summary
The Aventine at Silver Spring are a 432-unit residential building owned by Greystar. From February 4 to February 15, 2013, greeNEWit serviced the premises of Aventine at Silver Spring with a Quick Home Energy Check-up (QHEC) and installed a total of 3,246 CFL light bulbs, 801 faucet aerators and 91 showerheads in 384 units on the premises. These energy upgrades will prevent nearly 166 tons of CO2 from being released into the atmosphere; the CO2 saved is equivalent of nearly 830 trees being planted.

Installation Details
The following actions were taken by greeNEWit energy retrofit technicians in each in-unit QHEC:

- Visually inspected HVAC systems, water heaters, appliances, windows, lighting choices, and possible health and safety issues.
- Recorded existing conditions and suggested recommendations for improvements.
- Educated residents on how to further reduce the amount of energy they use on a daily basis.
- Created instant energy savings by directly installing measures wherever standard conditions existed (i.e. replaced incandescent light bulbs with CFLs, replaced both showerheads and faucet aerators with efficient-flow alternatives.)

Estimated Annual Savings

<table>
<thead>
<tr>
<th>utility type</th>
<th>estimated savings</th>
<th>rate</th>
<th>total savings in $</th>
<th>average savings per unit in $</th>
</tr>
</thead>
<tbody>
<tr>
<td>electricity</td>
<td>221,195 kWh</td>
<td>$0.13717</td>
<td>$30,341.32</td>
<td>$79.01</td>
</tr>
<tr>
<td>water</td>
<td>3,519,330 gal</td>
<td>$0.005</td>
<td>$17,596.65</td>
<td>$45.82</td>
</tr>
<tr>
<td>all</td>
<td></td>
<td></td>
<td>$47,937.97</td>
<td>$124.84</td>
</tr>
</tbody>
</table>

“Our experience with the Maryland Multi-Family Quick Home Energy Check-up Program has allowed us an opportunity to fund cutting edge ‘green’ initiatives that otherwise we would not have been able to incorporate into our developments.”

- Tom Spangler, Energy Manager Procurement & Sustainability, Greystar

greeNEWit.com | 866.994.7639
**Background**
greeNEWit, a leading energy solutions company in Maryland, deploys teams of certified energy retrofit technicians to install qualifying energy conservation measures (ECM) in multi-family residences. As customers who are already paying into the Empower Maryland Energy Efficiency Act by virtue of utility bill assessments, owners and tenants bear no additional cost for the ECMs.

**Summary**
The Towers at University Town Center is a residential building managed by Greystar Student Living. From December 10 to 17, 2012, greeNEWit serviced the premises of Towers at University Town Center with a Quick Home Energy Check-up (QHEC) and installed a total of 7,476 CFL light bulbs, 1,152 faucet aerators and 914 showerheads in 244 units on the premises. These energy upgrades will prevent nearly 197 tons of CO2 from being released into the atmosphere; the CO2 saved is equivalent of nearly 983 trees being planted.

**Installation Details**
The following actions were taken by greeNEWit energy retrofit technicians in each in-unit QHEC:
- Visually inspected HVAC systems, water heaters, appliances, windows, lighting choices, and possible health and safety issues.
- Recorded existing conditions and suggested recommendations for improvements.
- Educated residents on how to further reduce the amount of energy they use on a daily basis.
- Created instant energy savings by directly installing measures wherever standard conditions existed (i.e. replaced incandescent light bulbs with CFLs, replaced both showerheads and faucet aerators with efficient-flow alternatives.)

**Estimated Annual Savings**

<table>
<thead>
<tr>
<th>utility type</th>
<th>estimated savings</th>
<th>rate</th>
<th>total savings in $</th>
<th>average savings per unit in $</th>
</tr>
</thead>
<tbody>
<tr>
<td>electricity</td>
<td>262,148.8 kWh</td>
<td>$0.14593</td>
<td>$38,255.37</td>
<td>$156.78</td>
</tr>
<tr>
<td>water</td>
<td>12,979,035 gal</td>
<td>$0.005</td>
<td>$47,785.80</td>
<td>$195.84</td>
</tr>
<tr>
<td>gas</td>
<td>19,453 therms</td>
<td>$1.20</td>
<td>$14,943.60</td>
<td>$61.24</td>
</tr>
<tr>
<td>all</td>
<td></td>
<td></td>
<td>$100,984.77</td>
<td>$413.86</td>
</tr>
</tbody>
</table>

“We needed to do something to slow the increase and hopefully begin to reduce our energy expenses at our 16-story, 910 bed student housing tower in Hyattsville, and after screening several companies we decided to partner with greeNEWit for the quick home energy check-up and energy saving retrofits.”

- Luca Finocchiaro, Director of Real Estate
Greystar Student Living