



St. James Capital L.L.C. _____

This May Be of Interest to All Apartment Owners...

Recently, David Wilkins of St. James Capital attended a meeting hosted by the Apartment Association of Michigan where the guest speakers were representatives of DTE, Consumers Energy, and Eco Consulting. You may have noticed a \$1.00 surcharge on your residential energy bill. This surcharge is being used for programs which utilize new energy efficient technology for commercial businesses. The speakers explained that they look at multi-family properties from two different perspectives:

On a unit basis, the utility company sees your tenant as their customer (assuming tenant paid electric). They will install, **for free**, up to eight energy efficient light bulbs in every unit. This includes opening ceiling light fixtures and replacing the bulbs. In addition, they will also install low flow shower heads, low flow faucet aerators, and provide pipe wrapping (assuming individual hot water heaters). David personally saw the materials that they will use and said that the shower head aerators are very attractive and include a normal stream of water or a pulsating water massage. This program is free until the money runs out, approximately \$10 Million for this year and next. **The utility pays for the materials and labor!** Your responsibility is to provide them with access to the units. They cited an example where they completed work on a 408 unit property in four days.

For the common areas, interior and exterior, the utility company will work with the owner to complete an energy audit which looks at both the lighting and the heat plans. Upon completion of the audit, they will work with your electrical contractor to outline a scope of work. This scope of work will be "ala carte", meaning you **do not** have to complete all of the recommendations. Now for the exciting part - they will, depending upon the work, pay for 60 to 85% of the entire cost (materials and labor). The speakers cited two examples which would qualify for the funds. Common area hallways, where the lighting is not on 24 hours per day, would qualify for 65% of the cost to be paid by the utility. Replacing incandescent bulbs with LED bulbs in lighting and exit signs would qualify for 85% of the cost to be paid by the utility.

Listed below are links for further information with sign up for both DTE and Consumers Energy. If your property utilizes both services, you will have to coordinate the program with each of them. However, they promised to coordinate the install so that, if possible, both utilities would provide the service on the same day. The program coordinator is Eco Consulting. Contact information for the coordinator is also listed below. The funds are allocated on a first come first serve basis, however, since the program only recently started there should be funds remaining.

Here is the link for DTE:

<http://www.dteenergy.com/businessCustomers/saveEnergy/rebates/bizMultiFamily.html>

Here is the link for Consumers Energy:

<http://www.consumersenergy.com/eeprograms/Landing.aspx?ID=750>

The program coordinator's contact information:

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