

# New "One-stop" Service Provides Energy Efficiency Incentive Information for Condos

BY TIM STOATE, DIRECTOR, TORONTO ATMOSPHERIC FUND

It has just gotten a whole lot easier for condominium building boards and managers to tap into incentives for energy retrofits. The new TowerWise Incentives Advisor will provide a one-window service for information on incentives from various governments, agencies and utilities.

This new service makes it possible to take advantage of the wide range of incentives now available for high-rise energy retrofits and to find out how these incentives can be combined to support deeper energy savings. Better yet, the service is completely free to all multi-unit residential buildings in the City of Toronto.

Incentives, of course, are really the icing on the cake for energy retrofits. The average condominium building can reduce energy usage by 20-30% by implementing a well-thought-out energy retrofit. Even relatively new buildings will see large savings because energy efficiency has historically not been a top priority for builders.

So if your board or "green committee" has been thinking about improving energy performance to reduce costs for your building but have been reluctant to try to figure out all the different incentive programs, now is the time to act. The TowerWise Incentives Advisor will work with you and/or your manager to identify the incentives that fit your needs, to explain the potential level of support available and how to

go about applying. He can point you to programs that support expert building assessments, the implementation of electricity, gas and water conservation measures and the installation of energy efficient equipment or even the implementation of renewable energy technologies, like solar hot water. He can also provide advice on how to plan and sequence a retrofit to get the maximum benefit.

In fact, the idea for the Incentives Advisor has come directly from condo and apartment building representatives involved in the City of Toronto's TowerWise program.

TowerWise is working to support greater energy efficiency in high-rise buildings as a way of helping the City to meet its climate-change emissions reduction objectives. For the busy condo owner, navigating through different incentive programs was seen as just too time consuming.

That's why the Toronto Atmospheric Fund, the Greater Toronto Apartment Association, the Canadian Condominium Institute, Enbridge Gas Distribution, the Better Buildings Partnership and Toronto Water have combined forces to create the Incentives Advisor position. The Advisor will help you

## Incentives Add Up!

Here's a quick look at what some of the incentive programs available in Toronto could do for your building:

<i>Source</i>	<i>Incentive Available</i>
Enbridge	Up to \$100,000
Toronto Water	Up to \$150 per toilet replaced or \$100 per high efficiency washing machine
Better Buildings Partnership	Up to 50% of project costs for electricity conservation measures
Natural Resources Canada	Up to \$50,000

The bottom line: Incentives can take a big bite out of the up-front cost of an energy retrofit, while utility cost savings can cover borrowing costs and increase cash flow.

understand incentives offered by all of the partners as well as by other agencies. He'll even assist you in navigating the applications process and securing your incentive money!

We're also committed to helping your board to better understand the enormous upside of improving the energy performance of your building. In fact, the TowerWise Incentives Advisor can also share with you numerous case studies that show how savvy condo boards have reduced their utility bills by tens of thousands and, in some cases, well over a hundred thousand dollars a year by improving the energy performance of their buildings. With borrowing costs at a record low and the construction environment cooler than it has been in years, this is an excellent time to be embarking on a holistic building retrofit.

The incentives available to support high-rise retrofits today can take a big bite out of upfront costs. Your utility

cost savings can then pay for the costs of financing the retrofit and increase your cash flow, which can help with other building repairs or upgrades. You really can't lose.

The TowerWise Incentives Advisor, Rob Detta Colli, is also a great sounding board for your questions and ideas. Rob has a degree in engineering and an MBA, so he understands both the technical and financial sides of the retrofit equation.

And while there are a number of incentive programs available from different sources, the good news is that many of these can be combined to support a variety of retrofit measures: from replacing boilers, fans, chillers and lighting to adding renewable energy systems or conserving water. With Rob's help, you can develop a package of incentives to support a deeper retrofit that will deliver real long-term savings and greater protection against rising energy costs.

With potential returns of anywhere from 10-30% for the average condominium building, improving energy efficiency is one of the most secure and most profitable investments you can make right now.

But remember: Some incentive programs are time-limited and most have fixed budgets, so once those funds are gone, the incentive will no longer be available. That's just one more reason to pick up the phone right now and call Rob and get started with your retrofit planning.

The TowerWise Incentives Advisor, Rob Detta Colli, can be reached at 416-450-7989 or [advisor@towerwise.ca](mailto:advisor@towerwise.ca).

For more on the benefits of improving energy efficiency and how to plan an energy retrofit, see [www.TowerWise.ca](http://www.TowerWise.ca). ■



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