



# NATURAL GAS REDEFINES TODAY'S MARKETPLACE

[CenterPointEnergy.com/multi-family](http://CenterPointEnergy.com/multi-family)

**Developer:**  
The NRP Group  
**Development:**  
Costa Ibiza



*As a full-service developer, general contractor, and property manager, the NRP Group provides a broad range of services from leading experts in the industry. From start to finish, every project the NRP Group takes on is carefully thought out and executed to maximize investment return, cost efficiency, productivity and satisfaction for partners, associates and residents. The NRP Group was named the NAHB's 2009 Multifamily Development Firm of the Year. For more information, visit [www.nrpgroup.com](http://www.nrpgroup.com) or [www.costaibizaapartments.com](http://www.costaibizaapartments.com).*

**“We have worked with a number of utility partners over the years and CenterPoint Energy is simply the best in the country.”**

*Dan Markson,  
Senior Vice President of Development  
The NRP Group*

**Use our online Home Energy Costs and Emissions Calculator at [CenterPointEnergy.com/gasisbetter](http://CenterPointEnergy.com/gasisbetter) to measure how your equipment choices impact the environment.**

**Insist on natural gas... today's choice for a cleaner tomorrow.**



**The Natural Gas Advantage**

## With natural gas, both developers and residents see long-term financial benefits

*Multi-family development utilizes natural gas to save energy and money*

Since April 2009, Costa Ibiza has been offering residents attractive and affordable housing in North Houston, conveniently located near The Woodlands and not far from downtown Houston. Residents of Costa Ibiza enjoy the comfort and energy savings provided by natural gas water heating. The NRP Group, developer of Costa Ibiza, made the decision to use natural gas mainly because of the benefits and long-term savings that it offers to both developer and residents. “We genuinely care about our residents,” said Debra Guerrero, Vice President of Development at NRP Group. “As we’re developing a new property one of our top priorities is trying to do all that we can to keep residents’ energy bills manageable. Because natural gas water heaters cost less to operate, they’re an appealing option for potential residents and a sensible option for Costa Ibiza,” Guerrero said.

As the bridge fuel to a cleaner tomorrow, natural gas has become increasingly popular because it meets the energy efficiency needs of the present while helping to preserve the environment for future generations. An increasing number of multi-family developments are choosing natural gas as their energy source of choice due to its long-term value and benefits to residents. At this development, natural gas is ultimately the energy of choice.

While there are some additional costs to consider when building with natural gas, the CenterPoint Energy Gas Advantage Multi-Family Program offers developers a number of significant incentive options coupled with more advantageous utility allowances that can help to offset added expenses.

“CenterPoint Energy has been a great utility partner to work with over the years,” said Guerrero. “We have benefitted considerably both financially and through the ongoing support that the partnership has offered us. At Costa Ibiza alone, the incentives we received, simply because natural gas was used for water heating needs made a huge difference when it came to decision making,” Guerrero added.

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# What is the Natural Gas Advantage?



## Developers benefit

- Lower operating costs enhance affordability factor of property
- Maximizes margins on rental rates
- Lower maintenance costs
- Space saving designs
- Installation flexibility

## Residents benefit

- Lower operating costs and long-term affordability
- Comfort of a residence that uses natural gas
- Virtually endless supply of hot water

## Environmental benefits

Compared to electricity, natural gas releases:

- Significantly less carbon dioxide (a major greenhouse gas)
- Almost no sulfur dioxide (a major cause of acid rain and haze)
- Less than one-third the amount of nitrogen oxides (the primary cause of smog)
- No mercury emissions (makes some fish unsafe to eat)

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The Natural Gas Advantage

Like the NRP Group, participants in CenterPoint Energy's Gas Advantage Multi-Family Program, also have access to cooperative advertising funds, to promote and market the benefits of their properties. Being an expert on the many benefits of natural gas isn't required to reap the rewards of this program, either. CenterPoint Energy is your single point of contact and provides expert training for your property management and leasing staff, so they are fully informed on how to up-sell the multitude of benefits that natural gas offers prospective residents. Your sales team will also be supplied with marketing materials for use on-site.

With all of the major benefits provided by the use of natural gas and working with CenterPoint Energy, it's clear why more and more multi-family developers are beginning to agree with the NRP Group by choosing natural gas for their projects.

## Costa Ibiza development: Total savings

<b>Additional Cost of Natural Gas Equipment and Installation</b>	<b>\$(86,400)*</b>	<b>\$400 per unit</b>
<b>Multi-Family Gas Advantage Program</b>	<b>\$86,400*</b>	<b>\$400 per unit</b>
<b>Co-op Advertising Funds</b>	<b>\$2,500</b>	
<b>Approximate reduced utility allowance rates per year</b>	<b>\$38,880**</b>	<b>\$180 per unit</b>
<b>Total Cost Savings</b>	<b>\$127,780</b>	
<b>Total Benefit of Choosing Natural Gas</b>	<b>\$41,380</b>	

Note: These numbers are approximate; operating costs, including maintenance and replacement, are not factored in.

\*Based on a 216 unit development

\*\*Utility Allowances determined by local housing authority

Electric Multi-Family Gas Water and Space Heating Program available in the Houston area



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