

Focus on Energy – Business Programs

Summary of Services and Incentives

January 2009

OVERVIEW

Focus on Energy Business Programs' goals are to educate Wisconsin's farmers, businesses, industry, schools and local governments about energy efficiency's business-related benefits and to provide implementation assistance. We help them:

- Manage rising energy costs
- Improve productivity, including quality improvements, modernization or capacity additions
- Implement energy-related best practices
- Enhance operational and worker productivity, safety and comfort
- Reduce operating and maintenance cost

PROGRAM INCENTIVES SUMMARY

Focus on Energy Business Programs offer both custom and prescriptive incentives for projects.

- The custom incentive structure has two tiers. The Tier 1 incentive level is for projects that involve proven technologies that do not quite fit in the Focus prescriptive incentive offerings. Business Programs reserves higher dollar amounts for Tier 2 technologies/projects. Tier 2 technologies/projects have either tougher customer economies (e.g. simple payback periods greater than three years) or where the technology/project has more perceived risk to a customer (e.g. newer technology to the market or Wisconsin).
- The Focus on Energy prescriptive incentives offers a set dollar amount for specific energy efficiency measures. Customer completes the project and then submits a standard application form for the incentive.

1. Custom

Custom incentive levels are calculated based on estimated first year energy savings associated with a project/technology.

- Tier 1 technologies/projects - \$0.04/kWh, \$125/peak kW* and \$0.40/therm
 - Tier 2 technologies/projects - \$0.06/kWh, \$200/peak kW* and \$0.60/therm
- *Peak kW is determined by the average kW load reduction occurring between 1PM and 4PM on weekdays during June, July and August.

Other custom Incentive requirements:

- Custom incentives will not be provided for projects falling under a 1.5 year payback without special approval.
- Based on project type, technology and situation, projects may be limited to a ten year payback.
- Custom incentives are provided to cover no more than 30 percent of a project's cost without special approval.
- The maximum incentive for a custom project is \$250,000.
- The maximum incentive an individual customer may receive per year is \$500,000.
- Customers must work with a Focus on Energy Advisor prior to project initiation (ordering equipment) to apply for custom incentives. Grant approval will be contingent upon receipt of necessary documentation, such as energy savings calculations and an indication that funds are needed to get the project implemented.

2. Prescriptive

The following prescriptive incentives are available for products purchased and installed between January 1, 2009 and June 30, 2009. Incentives are subject to change or termination without notice. Visit focusonenergy.com/business/incentives for the most up to date information.

- Customers of a participating electric utility will be eligible for electric technology incentives only
- Customers of a participating natural gas utility will be eligible for gas savings technology incentives only

- Customers who have both a participating electric and a participating gas utility will qualify for all technology incentives.
- Most prescriptive incentive applications must be submitted to Focus on Energy within 30 calendar days of project installation. Please check the specific incentive application's terms & conditions for details.

Prescriptive Incentives (Gas measures are shaded.)

HVAC	RETROFIT REWARD	NEW CONSTRUCTION REWARD
*Modulating Hot Water Boiler - ≥90% AFUE, <175 MBh input	\$200	\$200
*Modulating Hot Water Boiler - ≥90% AFUE, over 175MBh input up to 300MBh input	\$250	\$250
Modulating Hot Water Boiler - ≥85% thermal efficiency, 300-1000 MBh input Bonus: \$0.10/MBh for each 1% thermal efficiency over 85% up to 89%	\$0.60/MBh + bonus	\$0.60/MBh + bonus
Modulating Hot Water Boiler - ≥90% thermal efficiency, 300-1000 MBh input Bonus: \$0.15/MBh for each 1% thermal efficiency over 90%	\$1.50/MBh + bonus	\$1.50/MBh + bonus
Boiler Controls Outside Air Reset/Cutout Controls	\$75	Not Eligible
*Furnace - ≥90% AFUE w/ECM	\$150	\$150
Infrared Heater – Existing Building	\$1.00/MBh	\$0.50/MBh
Rooftop A/C <65 MBh, ≥14.0SEER or ≥11.6 EER	\$60/ton	\$60/ton
Rooftop A/C 65-134 MBh, ≥11.5 EER	\$60/ton	\$60/ton
Rooftop A/C 135-239 MBh, ≥11.5 EER	\$60/ton	\$60/ton
Rooftop A/C 240-759 MBh, ≥10.5 EER	\$60/ton	\$60/ton
Rooftop A/C Bonus for each 0.1 EER over designated EER	\$2/ton/0.1 EER	\$2/ton/0.1 EER
PTAC (Packaged Terminal A/C) <8,000 BTU/hr; ≥12.1 EER 8000-9999 BTU/hr; ≥11.5 EER 10,000-12,999 BTU/hr; ≥10.9 EER ≥13,000 BTU/hr; ≥9.8 EER	\$50	\$50
PTHP (Packaged Terminal Heat Pump) <8000 BTU/hr; ≥12.1 EER and ≥3.4 COP 8000-9999 BTU/hr; ≥11.5 EER and ≥3.2 COP 10,000-12,999 BTU/hr; ≥10.9 EER and ≥3.1 COP ≥13,000 BTU/hr; ≥9.8 EER and ≥3.1 COP	\$75	\$75
Energy Recovery Ventilator	\$1.25/CFM	\$1.25/CFM
Split System A/C <65 MBh – 14 SEER	\$100	\$100
Split System A/C <65 MBh – 15 SEER	\$150	\$150
Split System A/C <65 MBh – 16+ SEER	\$200	\$200

*Go to www.focusonenergy.com/hvac for qualifying equipment.

Electric Chiller	RETROFIT REWARD	NEW CONSTRUCTION REWARD
Air cooled (all sizes)	Based on size & efficiency – see incentive form	\$20/ton (≤1.2 kW per ton)
Water cooled (all sizes)	Based on size & efficiency – see incentive form	Based on size & efficiency – see incentive form

Commercial Ground Source Heat Pump (Geothermal) Heating and Cooling System <i>(Customer must have both a participating electric and natural gas utility.)</i>	RETROFIT REWARD	NEW CONSTRUCTION REWARD
New Closed Loop Systems (closed loop heat exchanger system with one or more heat pumps, ≤75 tons combined capacity)	EER 14.0 to 14.99 and COP 3.30+	\$125/ton
	EER 15.0 to 15.99 and COP 3.40+	\$150/ton
	EER 16.0+ and COP 3.5+	\$175/ton

Service Buydown	RETROFIT REWARD	NEW CONSTRUCTION REWARD
Natural Gas Space Heating Equipment	\$100/unit	Not Eligible

Service Buydown		RETROFIT REWARD	NEW CONSTRUCTION REWARD
Leaking Steam Traps (Repaired or Replaced)	Survey Incentive	\$15/trap surveyed ≤ 15psig \$25/trap surveyed >15psig	Not Eligible
	Repair/Replacement Incentive	\$50/steam trap	Not Eligible
Cooling Service		Lesser of \$2/ton, 50% of service cost	Not Eligible

Boiler Combustion Management System		RETROFIT REWARD	NEW CONSTRUCTION REWARD
Applies to forced draft boilers. Total incentive amount is the lesser of Linkageless Controls and O2 Trim Bonus combined or 30% of project cost .	Linkageless Controls	\$12/boiler HP(output)	Not Eligible
	O2 Trim Bonus	\$5/boiler HP (output)	Not Eligible

Lighting	RETROFIT REWARD	NEW CONSTRUCTION REWARD
CFL, – up to 32 Watts (Replacing 100W or less incandescents)	\$2/bulb (Limited to 50% of product cost up to \$2/bulb)	Not Eligible
Cold Cathode Lamps (Replacing 100W or less incandescents)	\$2/bulb	Not Eligible
High Wattage CFL Lamps – 33-115 Watts (replacing 100W or greater incandescents)	\$5/bulb	Not Eligible
CFL Reflector Flood Lamps – up to 30 Watts (replacing 100W or less incandescents)	\$4/bulb	Not Eligible
CFL Fixtures – permanently wired new fixture containing pin-based CFL (replacing incandescent fixtures)	\$20/Fixture	Not Eligible
LED Recessed Downlights ≤ 18 Watts (replacing 60-100W incandescents)	\$30/unit	\$30/unit
Ceramic Metal Halide complete hardwired fixture (CMH) – 20-100 Watts (replacing incandescents)	\$50/Fixture	\$50/Fixture
CMH Integral Ballast Lamps - ≤25 Watts (retrofit existing 70-100W incandescent flood or spot lamps)	\$15/Fixture	Not Eligible
Occupancy Sensors – Wall Mounted (Non-High Bay Applications)	\$15/Sensor	Not Eligible
Occupancy Sensors – Ceiling Mounted (Non-High Bay Applications)	\$30/Sensor	Not Eligible
2 Lamp F28T5 or HPT8 Recessed Direct or Indirect 2'x4' Fixture or Retrofit Module (replacing 3 or 4 lamp F32T8 or F40T12)	\$10/Fixture	\$10/Fixture
*High Performance T8 (HPT8) 4' 1L System (replacing standard T8/T12)	\$4/Fixture	\$4/Fixture
*High Performance T8 (HPT8) 4' 2L System (replacing standard T8/T12)	\$6/Fixture	\$6/Fixture
*High Performance T8 (HPT8) 4' 3L System (replacing standard T8/T12)	\$8/Fixture	\$8/Fixture
*High Performance T8 (HPT8) 4' 4L System (replacing standard T8/T12)	\$10/Fixture	\$10/Fixture
*High Performance T8 (HPT8) 4' 4L Conversion Kit replacing 8' 2L T12s	\$10/Fixture	Not Eligible
*High Performance T8 (HPT8) 4' 4L Conversion Kit replacing 8' 2L T12s HO/VHO	\$20/Fixture	Not Eligible
*Low Watt T8 System-25W,28W,30W -4' 1L System (replacing standard T8/T12)	\$3/Fixture	Not Eligible
*Low Watt T8 System-25W,28W,30W-4' 2L System (replacing standard T8/T12)	\$5/Fixture	Not Eligible
*Low Watt T8 System-25W,28W,30W -4' 3L System (replacing standard T8/T12)	\$7/Fixture	Not Eligible
*Low Watt T8 System-25W,28W,30W -4' 4L System (replacing standard T8/T12)	\$9/Fixture	Not Eligible
Low Watt 4' T8 Lamp Only- 25W, 28W or 30W; 29W or 30W T8 ULamp (replacing 4' 32W T8). Low Watt 8' T8 Lamp Only- 54W (replacing 8' 59W T8)	\$0.50/Lamp	Not Eligible
Pulse Start Metal Halide (PSHM) – 320W (replacing 400W HID fixture)	\$25/Fixture	\$25/Fixture
320W Electronic Ballast and Pulse-Start or Ceramic Metal Halide lamp (replacing 400W HID fixture/components)	\$50/Fixture	\$50/Fixture

Lighting	RETROFIT REWARD	NEW CONSTRUCTION REWARD
750W Pulse Start Metal Halide (replacing 1000W HID fixture/components)	\$50/Fixture	\$50/Fixture
High/Low HID Control Adder	\$20/Controlled Fixture	\$20/Controlled Fixture
High Bay Fluorescent ≤155W Total Fixture Watts (replacing 250-399W HID)	\$40/Fixture	\$40/Fixture
High Bay Fluorescent ≤365W Total Fixture Watts (replacing 400-999W HID)	\$40/Fixture	\$40/Fixture
High Bay Fluorescent ≤250W Total Fixture Watts (replacing 400-999W HID)	\$60/Fixture	\$60/Fixture
High Bay Fluorescent ≤800W Total Fixture Watts (replacing 1000W HID)	\$50/Fixture	\$50/Fixture
High Bay Fluorescent ≤500W Total Fixture Watts (replacing 1000W HID)	\$120/Fixture	\$120/Fixture
High Bay Occupancy Based Control Adder	\$30/Controlled Fixture	\$30/Controlled Fixture
High Bay Multilevel Lighting Control for Multi-purpose Rooms	\$30/Controlled fixture	\$30/Controlled fixture
Daylighting Stepped Control for T5 or T8 lighting	Not Eligible	\$175/kW controlled
Daylighting Dimming Control for T5 or T8 lighting	Not Eligible	\$275/kW controlled

*Go to www.focusonenergy.com/businesslighting for qualifying equipment.

Variable Frequency Drive (VFDs)	RETROFIT REWARD	NEW CONSTRUCTION REWARD
VFD (limited to pumping or air handling (i.e., fan or blower) applications up to 500HP. System must operate a minimum of 2000 hours annually)	Lesser of \$50/HP or 30% of total project cost	Lesser of \$50/HP or 30% of total project cost For HVAC: Pump system must be <30 HP; Fan system must be < 10 HP. For Industrial applications: retrofit limit of 500 HP applies.
VFD BONUS - Receive an additional \$10 per horsepower if you submit one week of measured power (kW) reading for each pump, fan, or lower motor before and after the VFD is installed	Bonus \$10/HP	Not Eligible

3-Phase Electric Motor – Based on Horsepower (HP)		RETROFIT REWARD	NEW CONSTRUCTION REWARD
Qualifying motors must be three-phase, AC, 1-200 hp, open drip-proof (ODP) or totally enclosed fan-cooled (TEFC) units with nominal speeds of 1200, 1800 or 3600 rpm.	1 HP – 5 HP	\$5/HP	\$5/HP
	7.5 HP – 25 HP	\$4/HP	\$4/HP
	30 HP – 75HP	\$3/HP	\$3/HP
	100 HP – 200 HP	\$2/HP	\$2/HP

Compressed Air System Audit	RETROFIT REWARD	NEW CONSTRUCTION REWARD
System Audit	Lesser of \$4/HP, 50% of audit cost or \$7500 maximum	Not Eligible

Compressed Air Leak Survey	RETROFIT REWARD	NEW CONSTRUCTION REWARD
Leak Survey Incentive	Lesser of the following: 1) \$3/HP or \$500 per system whichever is larger 2) Up to 50% of survey cost 3) \$3000 maximum	Not Eligible
Leak Repair Incentive: repair of severe or moderate leaks within 90 days of the leak survey.	Incentive is equal to the Leak Survey Incentive	Not Eligible

Air Compressor Equipped with VSD	RETROFIT REWARD	NEW CONSTRUCTION REWARD

Air Compressor Equipped with VSD	RETROFIT REWARD	NEW CONSTRUCTION REWARD
Air Compressor with VSD (variable speed rotary vane compressor or variable speed oil-flooded screw compressor)	\$70/per nominal HP of VSD Compressor	\$70/per nominal HP of VSD Compressor

Food Service	RETROFIT REWARD	NEW CONSTRUCTION REWARD		
*ENERGY STAR Steamers: 3-4 pans	\$100/pan	\$100/pan		
*ENERGY STAR Steamers: 5-6 pan (Gas or electric)	\$100/ pan	\$100/ pan		
*ENERGY STAR Fryers: Electric	\$150/frypot	\$150/frypot		
*ENERGY STAR Fryers: Gas	\$300/frypot	\$300/frypot		
*Large Vat Fryers: Electric	\$150/frypot	\$150/frypot		
*Large Vat Fryers: Gas	\$300/frypot	\$300/frypot		
*Griddles: Electric	\$200/griddle	\$200/griddle		
*Griddles: Gas	\$100/griddle	\$100/griddle		
*Convection Ovens: Electric or Gas	\$200/cavity	\$200/cavity		
*Combination Ovens: Electric	\$1000/oven	\$1000/oven		
*Combination Ovens: Gas	\$400/oven	\$400/oven		
*Rack Ovens	\$500/compartment	\$500/compartment		
*ENERGY STAR Hot Holding Cabinets	\$300/cabinet	\$300/cabinet		
*ENERGY STAR Commercial Refrigerators and Freezers Bonus: CEE Tier 2 Efficiency bonus (Refer to www.cee1.org) +\$100/unit	\$75/unit	\$75/unit		
*Ice Machines (air- or water-cooled): (Flake and nugget machines do not qualify for this incentive.)	<500 lbs per day	\$100/unit	\$100/unit	
	500 – 1000 lbs per day	\$200/unit	\$200/unit	
	>1000 lbs per day	\$400/ unit	\$400/ unit	
	Bonus for ENERGY STAR qualified Ice Machines	≤1000 lbs per day	+\$50/unit	+\$50/unit
		>1000 lbs per day	+\$100/unit	+\$100/unit
ENERGY STAR Commercial Dishwashers	High Temperature	\$250/Undercounter Unit \$450/Door Type Unit \$600/Single Tank Conveyor Unit \$1000/Multi Tank Conveyor Unit	\$250/Undercounter Unit \$450/Door Type Unit \$600/Single Tank Conveyor Unit \$1000/Multi Tank Conveyor Unit	
	Low Temperature	\$50/Undercounter Unit \$300/Door Type Unit \$300/Single Tank Conveyor Unit \$500/Multi Tank Conveyor Unit	\$50/Undercounter Unit \$300/Door Type Unit \$300/Single Tank Conveyor Unit \$500/Multi Tank Conveyor Unit	
BONUS: Multiple Equipment Bonus: purchase more than one type of qualifying equipment (i.e. Steamer and a Hot Holding Cabinet)	2 types: \$100 3 types: \$300	2 types: \$100 3 types: \$300		

*Go to www.focusonenergy.com/foodserviceincentives for qualifying equipment.

Refrigeration (Commercial)	RETROFIT REWARD	NEW CONSTRUCTION REWARD	
Anti Sweat Heater Control (Freezer and Cooler Case)	\$40/door	\$40/door	
Efficient Reach-In Case Door	Low-Heat Freezer Case Door	\$50/door	\$50/door
	No-Heat Freezer Case Door	\$100/door	\$100/door
	No-Heat Cooler Case Door	\$10/door	\$10/door
LED Lighting in Reach-in Freezer or Cooler Case	\$25/door	\$25/door	
Occupancy Sensors for LED Lighting in Reach-In Cases	\$10/door	\$10/door	
Reach-in Freezer or Cooler Case Efficient Fan Motors (replacing shaded pole motors)	\$30/ECM motor	\$30/ECM motor	
	\$15/PSC motor	\$15/PSC motor	
Night Curtains for Open Coolers	\$9/linear foot	\$9/linear foot	

Refrigeration (Commercial)		RETROFIT REWARD	NEW CONSTRUCTION REWARD
Beverage Cooler Controls		\$60/cooler	\$60/cooler

Specialty Measures (Commercial)		RETROFIT REWARD	NEW CONSTRUCTION REWARD	
LODGING	Guestroom Energy Management Control	\$75/room	\$75/room	
ALL MARKETS	ENERGY STAR® Vending Machines	\$100/machine	\$100/machine	
	Vending Machine Controls	\$15/snack machine controlled	\$15/snack machine controlled	
		\$60/cold beverage machine controlled	\$60/cold beverage machine controlled	
	PC Network Energy Management	\$6/PC controlled	\$6/PC controlled	
	Residential Type Energy Efficient Water Heaters	Power-Vented Natural Gas (Energy Factor .64 to.79)	\$50/Water Heater	\$50/Water Heater
		Power -Vented Natural Gas Tankless (Energy Factor ≥0.80)	\$100/Water Heater	\$100/Water Heater
		Natural Gas Condensing (Thermal Efficiency rating ≥90%)	\$150/Water Heater	\$150/Water Heater
		Indirect Water Heater Integrated with ≥90% AFUE Modulating Boiler	\$200/Water Heater	\$200/Water Heater
		Electric Tank-type Water Heater (Energy Factor ≥0.93)	\$50/Water Heater	\$50/Water Heater
	Residential-Type Water Heater Fuel Conversion	\$250/Water Heater	\$250/Water Heater	

Dairy & Livestock		RETROFIT REWARD	NEW CONSTRUCTION REWARD
Low-Energy Livestock Waterer - minimum 2-inch insulation and heating element maximum of 250 Watts (qualified farm)		\$50	\$50
Ventilation Fan (qualified farm)		\$2/blade inch	\$2/blade inch
High Volume Low Speed Fan (qualified farm)		\$1,500	\$1,500
Milk Pre-cooler (dairy farm, parlor, milk house)		\$750	\$750
Heat Recovery Tank (dairy farm, parlor, milk house)	Water must be heated by electric or natural gas	\$500	\$500
	All other water heating sources (e.g. LP, oil, wood, etc)	\$200	\$200
Variable Speed Controller for Vacuum Pump (dairy farm, parlor, milk house)		\$750	\$750
Scroll Compressor Replacement (dairy farm, parlor, milk house)		\$250	\$250
In-floor Radiant Heating System (dairy farm, parlor, milk house)		\$250	\$250
Electric to Non-Electric Commercial Water Heater (dairy farm milk house)		Lesser of \$1500 or 50% of cost of unit	Lesser of \$1500 or cost of unit
Electric to Electric Commercial Water Heater (dairy farm milk house)		\$250	\$250
Natural Gas to Natural Gas Commercial Water Heater (dairy farm milk house)		\$250	\$250

Greenhouse		RETROFIT REWARD	NEW CONSTRUCTION REWARD
IR Rated Poly film (Natural Gas only)		\$0.03 per square foot of floor area	\$0.03 per square foot of floor area

Greenhouse	RETROFIT REWARD	NEW CONSTRUCTION REWARD
Power Vented Unit Heater (Natural Gas only)	\$125 per unit	\$125 per unit
Greenhouse Climate Controls (Natural Gas only)	\$0.03 per square foot of floor area controlled	\$0.03 per square foot of floor area controlled
Horizontal Air Flow Fan	\$50 per fan	\$50 per fan

Energy Efficient Repulper Rotor and Extraction Plate	RETROFIT REWARD	NEW CONSTRUCTION REWARD
Energy Efficient Repulper Rotor	\$50/HP	\$50/HP
Extraction Plate	\$15/HP	\$15/HP

Pressure Screen Rotor	RETROFIT REWARD	NEW CONSTRUCTION REWARD
Pressure Screen Rotor	Lesser of \$70/HP or 50% of installed costs	Lesser of \$70/HP or 50% of installed costs

Pump System Study Incentive For Pulp & Paper	RETROFIT REWARD	NEW CONSTRUCTION REWARD
Pump System Study (Application for Study must be approved by Focus before submitting purchase order)	Lesser of \$5/HP, study cost estimate or \$10,000	Does Not Apply Must have existing pumps

Energy Efficient Radiant Heater Bands for Plastics	RETROFIT REWARD	NEW CONSTRUCTION REWARD
Radiant Heater Bands	Lesser of \$50/kW or 50% of project costs	Lesser of \$50/kW or 50% of project costs

Energy Efficient Radiant Tube Inserts for Heat Treating	RETROFIT REWARD	NEW CONSTRUCTION REWARD
Energy Efficient Radiant Tube Inserts	Lesser of \$100/insert or 50% of installed costs	Lesser of \$100/insert or 50% of installed costs

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