

PLEASE CHECK THE APPROPRIATE BOX OR THE APPLICATION WILL BE RETURNED: **New Construction** **Existing Business**

This application expires March 31, 2012. Return signed, completed application and itemized invoice postmarked within 45 calendar days of project installation, but no later than March 31, 2012, unless an earlier date is specified by a Focus on Energy promotion. Focus incentives are subject to change. Please visit focusenergy.com/incentives/business to ensure you are using the most current form. Questions: Call 800.762.7077

SECTION 1: CUSTOMER LEGAL INFORMATION

Company Legal Name:		Tax Identification Number (Complete ONE only, must be 9 digits): FEIN #: _____ - _____ - _____ OR SSN: _____ - _____ - _____		
Legal Mailing Address:		City:	State:	Zip Code:
Business Classification of Customer (Check ONE only. Required for all businesses, including non-profits): <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietorship-Individual <input type="checkbox"/> LLC <input type="checkbox"/> Other _____				Owner Name (Corporations excluded)

SECTION 2: PAYMENT INFORMATION

Make Incentive Check Payable to: <input type="checkbox"/> Company <input type="checkbox"/> Business Owner's Legal Name (Only if Sole Proprietor) <input type="checkbox"/> Trade Ally (Complete Section 4)				
Make Check to: <input type="checkbox"/> Company Legal Address <input type="checkbox"/> Job Site Address <input type="checkbox"/> Alternate Address (complete below):			Attention To:	
Alternate Pay Address:		City:	State:	Zip Code:

SECTION 3: JOB SITE INFORMATION

Job Site Name:		Project Contact Name:		
Job Site Street Address (physical location):		Project Contact E-mail:		
City:	State: WI	Zip Code:	Project Contact Telephone:	
Electric Provider at Job Site:			Electric Provider Primary Acct #:	
Natural Gas Provider at Job Site:			Natural Gas Provider Primary Acct #:	
Project Installation/Service Date:		Describe Building Use (example: Food processing plant):		

SECTION 4: TRADE ALLY INFORMATION (See Trade Ally information section on the Program Information and Requirements page)

Trade Ally Name:		Tax Identification Number (complete ONE only if receiving payment - must be 9 digits): FEIN #: _____ - _____ - _____ OR SSN: _____ - _____ - _____		
Trade Ally Street Address:		City:	State:	Zip Code:
Trade Ally Contact Name:		Contact Telephone:	Contact E-mail:	
Business Classification of Trade Ally (Check ONE only): <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietorship-Individual <input type="checkbox"/> LLC <input type="checkbox"/> Other _____				

SECTION 5: CUSTOMER SIGNATURE (Please Read & Sign)

Certification: The following certifications are required in order for this form to substitute for the IRS form W-9. Under penalty of perjury, I certify that:

- The number shown on this form is the correct taxpayer identification number.
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the IRS that I am subject to backup withholding as a result of a failure to report all interest or dividends or (c) the IRS has notified me that I am no longer subject to backup withholding.
- I am a U.S. citizen (includes a U.S. resident alien).

The undersigned agrees that the stated energy-efficient measure(s) was (were) installed at the job site address listed above as part of the Focus on Energy Program. I have read and agree to the Terms & Conditions within this application. To the best of my knowledge, the statements made on this application are complete, true and correct, and I have submitted the appropriate supporting documentation to receive an incentive. **Itemized Invoice Attached**

Customer Signature:	Customer Name (Print):	Date:
---------------------	------------------------	-------

SECTION 6: APPLICATION SUBMITTAL Select the building type that represents where equipment was installed or service was performed (check **ONE** only). Send or fax form to corresponding address or e-mail BPforms@focusenergy.com.

<input type="checkbox"/> Industrial (manufacturing, food processing, paper mill, etc.) Focus on Energy Incentives 5609 Medical Circle, Suite 201 Madison WI 53719 Fax: 608.277.2947	<input type="checkbox"/> Agriculture (farms, greenhouses, aquaculture, etc.) Focus on Energy Incentives 440 Science Drive, Suite 400 Madison WI 53711 Fax: 608.233.7262	<input type="checkbox"/> Commercial (retail office, bar/restaurant, lodging, healthcare, vehicle/repair, etc.) Focus on Energy Incentives 10535 N Port Washington Rd., Suite 201 Mequon WI 53092 Fax: 262.240.0825	<input type="checkbox"/> Schools & Government (public/private schools, government buildings, municipalities, etc.) Focus on Energy Incentives 2923 Marketplace Drive, Suite 108 Fitchburg WI 53719-5320 Fax: 608.467.1417
---	---	--	---

This application expires March 31, 2012. Return signed, completed application and itemized invoice postmarked within 45 calendar days of project installation, but no later than March 31, 2012, unless an earlier date is specified by a Focus on Energy promotion. Focus incentives are subject to change. Please visit focusonenergy.com/incentives/business to ensure you are using the most current form. **Questions:** Call 800.762.7077

EQUIPMENT INSTALLED

Hot Water Boilers <300 MBh and Furnaces:

- Equipment must be ≥90% AFUE and have a sealed combustion unit. Boilers must modulate their firing rate. Furnaces must automatically vary output by using a variable speed (not two-speed or multi-speed) blower motor (ECM/brushless DC motor) and have at least two firing stages. Air handlers are not eligible.
- Boiler and furnace incentives are only available for equipment used in space heating applications. Equipment serving process or other loads does not qualify.
- These incentives are only available for pre-qualified models; for a list of pre-qualified models visit focusonenergy.com/equipmentqualification.
- If you plan to install a model that is not on the pre-qualified list, please submit an Equipment Qualification Form (focusonenergy.com/equipmentqualification) before submitting the incentive application to verify that the model meets program criteria.
- Chimney liners must be installed where a high efficiency natural gas furnace or boiler replaces atmospherically drafted equipment that was vented through the same flue as a gas water heater.
- Flue closure protocol must be followed where a high efficiency furnace or boiler is installed and the chimney is no longer in use (i.e., by a gas water heater). Flue closure protocol can be found under [Program Guides](http://focusonenergy.com/hvac) at focusonenergy.com/hvac.
- High efficiency boilers will provide 90+ AFUE only if the return water temperature is cool enough to condense flue gasses. If the heating system configuration cannot provide necessary operating conditions to the boiler, selection of a high efficiency boiler may not be the best choice.
- Propane (LP) customers are not eligible for boiler incentives.

Specifications	Mfr. & Model Number(s)	Serial Number(s)	Size	Quantity	Incentive	SUBTOTAL
Modulating Hot Water Boiler <175 MBh input ≥90% AFUE see prequalified list			____ MBh input		\$200	
Modulating Hot Water Boiler 175 to <300 MBh input ≥90% AFUE see prequalified list			____ MBh input		\$250	
Furnace ≥90% AFUE w/ ECM see prequalified list			____ MBh input		\$150	

Hot Water Boilers 300 to 1000 MBh:

- Boiler must have thermal efficiency ≥85% and be capable of capacity modulation.
- Submit boiler specifications with steady state boiler input and output ratings and thermal efficiency.
- Restricted to boilers used for HVAC, space heating installations (no direct or indirect domestic hot water heating). Industrial process boilers and domestic water heating boilers may qualify for a custom incentive. See CUSTOM INCENTIVES section on the Program Information and Requirements page.
- For purposes of incentive calculation, boiler efficiencies will be rounded down to the nearest whole number (no decimals).
- Boilers purchased or installed for backup or redundant systems are not eligible.
- Condensing boilers (thermal efficiency ≥90%, typically) will provide maximum efficiency only if the return water temperature is cool enough to condense flue gasses. If the heating system configuration cannot provide necessary operating conditions to the boiler, selection of a non-condensing boiler may be more appropriate.
- Propane (LP) customers are not eligible for boiler incentives.

Specifications	Mfr. & Model Number(s)	Serial Number(s)	Size	Quantity	Incentive	SUBTOTAL
Modulating Hot Water Boiler 300-1000 MBh input ≥85% thermal efficiency			____ MBh input		\$0.60/MBh boiler input	
	Bonus for each 1% thermal efficiency over 85% up to 89%				\$0.10/MBh boiler input /1% thermal efficiency	
Modulating Hot Water Boiler 300-1000 MBh input ≥90% thermal efficiency			____ MBh input		\$1.50/MBh boiler input	
	Bonus for each 1% thermal efficiency over 90%				\$0.15/MBh boiler input /1% thermal efficiency	

Boiler Controls:

- Outside air temperature boiler reset or cutout control incentive is intended for retrofit projects. **New boilers that come equipped with these controls are not eligible.** New boilers **not** equipped with these controls **are** eligible for retrofit. New construction projects are not eligible for this incentive.
- System must have an outdoor air temperature sensor in a shaded location on the north side of the building.
- System must be set so that minimum temp. is less than 10°F above boiler manufacturer's recommended minimum return temperature (unless unusual circumstances require a higher setting).
- For controls on **multiple** boilers to qualify, control strategy must stage the lag boiler(s) only after the first boiler stage(s) fail to maintain the boiler water temp. called for by the reset control.
- Propane (LP) customers are not eligible for boiler control incentives.

Specifications	Mfr. & Model Number(s)	Serial Number(s)	Size	Quantity	Incentive	SUBTOTAL
Boiler Controls Outside Air Reset/Cutout Controls			____ MBh input of controlled boilers		\$75/controller	

EQUIPMENT INSTALLED

- Infrared Heater:**
- Must have electronic ignition.
 - Must be either directly vented outdoors with insulated flue pipe or indirectly vented by positive air displacement according to mfg. specifications.
 - Both low-intensity and high-intensity heaters are eligible.
 - Low intensity heaters must use outside non-conditioned combustion air.
 - Excludes outdoor patio heating applications.
 - Propane (LP) customers are not eligible for infrared heater incentives.

Specifications	Mfr. & Model Number(s)	Serial Number(s)	Size	Quantity	Incentive	SUBTOTAL
Infrared Heater Existing Building			_____MBh		\$1.00/MBh	
Infrared Heater New Construction			_____MBh		\$0.50/MBh	

- Unit Heater:**
- Must be vented and condensate drained per manufacturer specifications.
 - Direct fired rooftop units/make-up air units are not eligible for this incentive.
 - Unit heater must be replacing an existing non-condensing unit heater.
 - Propane (LP) customers are not eligible for unit heater incentive.
 - For Existing Buildings, complete **ONLY ONE LINE** below for the total quantity installed.

Specifications	Mfr. & Model Number(s)	Serial Number(s)	Size	Quantity	Incentive	SUBTOTAL
Unit Heater 90% ≥thermal efficiency Existing Building - SINGLE UNIT			_____MBh input		\$2.50/MBh input	
Unit Heater 90% ≥thermal efficiency Existing Building - 2-5 UNITS			_____MBh input		\$3.00/MBh input	
Unit Heater 90% ≥thermal efficiency Existing Building - ≥6 UNITS			_____MBh input		\$3.50/MBh input	
Unit Heater ≥90% thermal efficiency New Construction			_____MBh input		\$1.25/MBh input	

PTHP (Packaged Terminal Heat Pump):

- Must meet both heating and cooling specifications.
- Eligibility is based on information in the AHRI database.
- For existing building, incentive is for replacement of PTAC only.
- For new construction, incentive is for upgrade from PTAC to PTHP only.
- The equipment size categories (Btu/hr) are cooling capacity values.

Specifications	Mfr. & Model Number(s)	Serial Number(s)	Size / EER / COP	Quantity	Incentive	SUBTOTAL
PTHP (Packaged Terminal Heat Pump)—Standard Efficiency for Existing Buildings For replacement of PTAC only. Not for replacement of existing PTHP. <8000 BTU/hr; ≥9.45 EER and ≥2.72 COP 8000-9999 BTU/hr; ≥9.20 EER and ≥2.69 COP 10,000-12,999 BTU/hr; ≥8.77 EER and ≥2.64 COP ≥13,000 BTU/hr; ≥8.13 EER and ≥2.56 COP AHRI Ref #: _____			_____BTU/hr _____EER _____COP		\$100	
PTHP (Packaged Terminal Heat Pump)—High Efficiency for Existing Buildings and New Construction For replacement of or upgrade from PTAC only. Not for replacement of existing PTHP. <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 AHRI Ref #: _____			_____BTU/hr _____EER _____COP		\$150	
PTHP (Packaged Terminal Heat Pump)—Standard Efficiency for New Construction <8000 BTU/hr; ≥11.05 EER and ≥3.02 COP 8000-9999 BTU/hr; ≥10.80 EER and ≥2.99 COP 10,000-12,999 BTU/hr; ≥10.37 EER and ≥2.94 COP ≥13,000 BTU/hr; ≥9.73 EER and ≥2.86 COP AHRI Ref #: _____			_____BTU/hr _____EER _____COP		\$100	

This application expires March 31, 2012. Return signed, completed application and itemized invoice postmarked within 45 calendar days of project installation, but no later than March 31, 2012, unless an earlier date is specified by a Focus on Energy promotion. Focus incentives are subject to change. Please visit focusonenergy.com/incentives/business to ensure you are using the most current form. **Questions:** Call 800.762.7077

EQUIPMENT INSTALLED - Copy and complete this sheet for each unit installed.

Energy Recovery Ventilator (ERV)

- Incentive intended for standard HVAC applications only; other applications such as industrial process heat recovery may be eligible for a custom incentive.
- Supply airflow is the "leaving supply airflow" as defined in AHRI standard 1060-2005.
- Please provide efficiency of the building's cooling and heating systems. This information will not affect ERV incentive.
- Air-to-air energy recovery ventilators must be third-party tested and qualified by one of two methods.
 - Equipment must be AHRI certified to standard 1060-2005 and bear the AHRI certification symbol for AHRI air-to-air energy recovery ventilation equipment certification program based on AHRI 106. The website listing AHRI certified air-to-air energy recovery ventilators is www.ahridirectory.org
 - Alternatively, qualifying equipment independently tested and reported per ASHRAE standard 84-1991 will be accepted. A list of non-AHRI certified but ASHRAE pre-qualified equipment is available at www.focusonenergy.com/Incentives/Business/Heating_Cooling.aspx. If you plan to install a model that is not on the pre-qualified list, please submit an Equipment Qualification Form (also found on the website) and have the equipment added to the list before beginning the project to verify that the model meets program criteria.
- Areas served by Energy Recovery Ventilators must be air conditioned during the periods of June through August, 1 p.m. - 4 p.m. and heated during the winter. Replacement of existing ERV and use of ERV where required by state code does NOT qualify.

Specifications	Equipment and System Information	Incentive	SUBTOTAL
<p>Energy Recovery Ventilator Must be AHRI certified or independently tested and reported per ASHRAE standard 84-1991.</p>	<p>Manufacturer _____</p> <p>Model # _____</p> <p>Heat Exchanger Net Total Efficiency: Summer _____</p> <p style="padding-left: 150px;">Winter _____</p> <p>Supply Airflow (CFM): _____</p> <p>Cooling System EER or kW/ton for space served by the ERV: _____ (May also provide cooling system mfr/model if efficiency is not known)</p> <p>Heating System Efficiency % for space served by the ERV: _____ (May also provide heating system mfr/model if efficiency is not known)</p> <p>List operating hours of space served by the ERV: Mon _____ Tue _____ Wed _____ Thur _____ Fri _____ Sat _____ Sun _____</p>	<p>\$0.75/CFM</p>	

Split System A/C (SEER 14, 15 or 16+):

- The condenser model and serial number, evaporator model and serial number, and AHRI reference number are required for all installations.
- System efficiency is based solely on the evaporator and condenser coils; the SEER may not be increased by factoring in the efficiency of a variable speed forced air heating system fan, except where a two-stage air conditioner is installed.
- All efficiency ratings will be verified using the AHRI database (ahridirectory.org).
- Both the condenser and evaporator coils must be replaced. Refrigerant line diameters must meet manufacturer specifications.
- Mini-split/ductless systems and air-source heat pumps that meet these efficiencies also qualify.

Specifications	Equipment and System Information	Incentive	SUBTOTAL
<p>Split System A/C <65 MBh (5.42 tons) 14 SEER</p>	<p>Condenser Model # _____</p> <p>Condenser Serial # _____</p> <p>Size (tons; 1 ton = 12 MBh) _____</p>	<p>\$100</p>	
<p>Split System A/C <65 MBh (5.42 tons) 15 SEER</p>	<p>Evaporator Model # _____</p> <p>Evaporator Serial # _____</p> <p>AHRI Reference # _____</p> <p>Existing Furnace Model # _____ (Required for 2-stage A/C) _____</p>	<p>\$150</p>	
<p>Split System A/C <65 MBh (5.42 tons) 16+ SEER</p>	<p>Replacing Existing A/C? <input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>Was Existing A/C Operable? <input type="checkbox"/> Yes <input type="checkbox"/> No</p>	<p>\$200</p>	

This application expires March 31, 2012. Return signed, completed application and itemized invoice postmarked within 45 calendar days of project installation, but no later than March 31, 2012, unless an earlier date is specified by a Focus on Energy promotion. Focus incentives are subject to change. Please visit focusonenergy.com/incentives/business to ensure you are using the most current form. **Questions:** Call 800.762.7077

ELECTRIC CHILLER EQUIPMENT INFORMATION

REQUIREMENTS:

- Electric chillers with an incentive of more than \$25,000 require pre-approval. Pre-approval for chiller incentives less than \$25,000 are optional and can be obtained by sending your request to bpforms@focusonenergy.com. For more information, visit focusonenergy.com/incentives/business.
- Manufacturer specification sheets for items installed must be submitted. Chiller specifications must include full load efficiency values and IPLV values in kW/ton per AHRI standard 550/590 test procedures. Incentives will be based on performance at AHRI standard rating conditions. The full product identification/model number must be shown on the AHRI specification sheets and invoices.
- Chillers purchased or installed for backup or redundant systems are not eligible.
- Chiller components, such as motors and VFDs, are incented as part of the chiller package and are not independently eligible for prescriptive incentives during a chiller replacement. Equipment must meet either full load efficiency, part load efficiency, or both.
- Equipment must meet either full load efficiency, part load efficiency, or both. It must also meet specification requirements, and be purchased and operating prior to submitting an incentive application form (unless submitting for pre-approval).
- Electric Chiller incentives are only available for HVAC space cooling applications. Industrial process cooling, ice rinks, and refrigerated warehouses may qualify for a custom incentive. See Custom Incentives section on the Program Information and Requirements page.

REQUIRED BUILDING INFORMATION

Chiller Installation Date	Annual Hours of Chiller Operation	Building/Space Design Cooling Load (tons)	<input type="checkbox"/> Base Chiller <input type="checkbox"/> Trim Chiller
---------------------------	-----------------------------------	---	---

INSTRUCTIONS:

Fill out the incentive calculation worksheet, including manufacturer and model number, for each chiller. If applying for multiple chillers of different types or efficiency, copy and fill out the incentive calculation worksheet for each chiller, then add up the incentives for each chiller to obtain the total incentive.

- Chiller efficiencies shall be the equipment AHRI ratings in terms of kW/ton, COP or EER (e.g. kW/ton = 12/EER). Chiller efficiency ratings are not calculated by dividing rated chiller power draw (kW) by the nominal chiller capacity (tons).
- Capacity, full load kW/ton efficiency and part load (IPLV) kW/ton efficiency are values at AHRI standard rating conditions.

INCENTIVE CALCULATION WORKSHEET

Manufacturer		Model Number									
Chiller Specifications	Maximum Full Load (kW/ton)	AHRI Rated Full Load (kW/ton)	(A)	Maximum Part Load (IPLV) (kW/ton)	AHRI Rated Part Load (IPLV) (kW/ton)	(B)	(A) + (B)	Incentive Amount per ton (\$)	AHRI Rated Capacity (tons)	Incentive (\$)	
	Air Cooled										
Rated Capacity: < 150 tons Full load: ≤ 1.20 kW / ton Part load: IPLV ≤ .90 kW / ton	1.20	_____	= _____	0.90	_____	= _____	_____ x \$250 + \$15 = _____	X _____ = _____			
Rated Capacity: ≥ 150 tons Full load: ≤ 1.20 kW / ton Part load: IPLV ≤ .90 kW / ton	1.20	_____	= _____	0.90	_____	= _____	_____ x \$250 + \$12 = _____	X _____ = _____			
Water Cooled Rotary Screw or Scroll											
Rated Capacity: < 150 tons Full load: ≤ 0.74 kW / ton Part load: IPLV ≤ 0.58 kW / ton	0.74	_____	= _____	0.58	_____	= _____	_____ x \$250 + \$12 = _____	X _____ = _____			
Rated Capacity: ≥ 150 tons & < 300 tons Full load: ≤ 0.67 kW / ton Part load: IPLV ≤ 0.53 kW / ton	0.67	_____	= _____	0.53	_____	= _____	_____ x \$250 + \$12 = _____	X _____ = _____			
Rated Capacity: ≥ 300 tons Full load: ≤ 0.59 kW / ton Part load: IPLV ≤ 0.47 kW / ton	0.59	_____	= _____	0.47	_____	= _____	_____ x \$250 + \$12 = _____	X _____ = _____			
Water Cooled Centrifugal											
Rated Capacity: < 150 tons Full load: ≤ 0.65 kW / ton Part load: IPLV ≤ 0.57 kW / ton	0.65	_____	= _____	0.57	_____	= _____	_____ x \$250 + \$12 = _____	X _____ = _____			
Rated Capacity: ≥ 150 tons & < 300 tons Full load: ≤ 0.58 kW / ton Part load: IPLV ≤ 0.50 kW/ton	0.58	_____	= _____	0.50	_____	= _____	_____ x \$250 + \$12 = _____	X _____ = _____			
Rated Capacity: ≥ 300 tons Full load: ≤ 0.53 kW / ton Part load: IPLV ≤ 0.45 kW/ton	0.53	_____	= _____	0.45	_____	= _____	_____ x \$250 + \$12 = _____	X _____ = _____			

This application expires March 31, 2012. Return signed, completed application and itemized invoice postmarked within 45 calendar days of project installation, but no later than March 31, 2012, unless an earlier date is specified by a Focus on Energy promotion. Focus incentives are subject to change. Please visit focusonenergy.com/incentives/business to ensure you are using the most current form. **Questions:** Call 800.762.7077

COMMERCIAL GROUND SOURCE (GEOHERMAL) HEAT PUMP HEATING AND COOLING SYSTEMS

Requirements

1. These incentives are available only to customers of participating electric and natural gas providers; customer must have both (LP gas/propane not eligible). The only exception is if the building is currently heated with electricity.
2. Residential applications do not qualify for this incentive.
3. Closed loop heat exchanger system includes vertical closed loop field, horizontal closed loop field, slinky closed loop field, and closed pond loop. No prescriptive incentive for open loop system equipment, water loop (boiler/chiller) systems, air source heat exchangers, or direct expansion (Dx) heat exchangers. Contact your Energy Advisor for potential custom incentives in these situations during the initial design stage, well before ordering equipment.
4. Replacement of existing ground source heat pump equipment not included. Program is intended to promote the installation of new systems.
5. Combined system capacity is the summation of the cooling capacity of each heat pump at ISO standard rating conditions. Both qualifying and non-qualifying heat pumps will be included in this sum.
6. For systems over 75 tons of combined capacity, contact your Energy Advisor for custom incentives prior to system design.
7. Ground source heat pumps supplying hydronic (hot water) heating systems qualify only if the associated ground-coupled heat exchanger is also used for cooling during the cooling season.
8. Units installed for purposes other than the conditioning of occupied building space do not qualify for this prescriptive program. Heat pumps intended solely for domestic hot water heating or pool heating do not qualify, and do not count as part of the 75 ton limit.
9. Heat pump cooling capacity, EER and COP ratings will be the published full load values at standard test conditions in accordance with ANSI / AHRI / ASHRAE ISO Standard 13256-1,2: 1998 (Ground Loop Heat Pump). (Entering water temperature from ground loop: 77°F cooling, 32°F heating)
10. Paid invoice for the ground heat exchanger hardware and installation, heat pump units, and balance of system must be provided. Itemized listing of installed heat pumps, capacities, model numbers, and efficiencies must be submitted.

Provide the following information about your system designer and installer:

11. System designer or engineer must be a Certified GeoExchange Designer (CGD) or be a licensed professional engineer who has successfully completed an approved geothermal design course (example: UW EPD Design of Geothermal Systems).

Check appropriately: System designer is a CGD Designer is a non-CGD PE qualified in geothermal design

Designer Name and Company	Designer Address
Designer Email/Telephone	Indicate qualifications and submit supporting documentation

12. Loop heat exchanger contractor or installer must be an International Ground Source Heat Pump Association (IGSHPA) Certified Geothermal Installer or equivalent.

Installer Name and Company	Installer Address
Installer Email/Telephone	Installer IGSHPA certification number (or submit proof of qualification)

COMMERCIAL GROUND SOURCE (GEOHERMAL) HEAT PUMP HEATING AND COOLING SYSTEM INFORMATION

New closed loop heat exchanger system with one or more heat pumps, ≤75 tons combined capacity:

Existing Building: What type of heating system is this replacing?

New Construction: What type of heating system would have been installed if not the ground source heat pump system?

- Natural Gas Furnace
 Natural Gas Boiler
 Electric Furnace
 Electric Baseboard
 Air Source Heat Pump with Electric Resistance Backup
 Other _____ (LP gas/propane not eligible)

Enter the characteristics of each heat pump in the system in the worksheet on the following page.

This application expires March 31, 2012. Return signed, completed application and itemized invoice postmarked within 45 calendar days of project installation, but no later than March 31, 2012, unless an earlier date is specified by a Focus on Energy promotion. Focus incentives are subject to change. Please visit focusonenergy.com/incentives/business to ensure you are using the most current form. **Questions:** Call 800.762.7077

BOILER COMBUSTION MANAGEMENT SYSTEM INFORMATION

REQUIREMENTS:

1. Incentive applies to forced draft boilers only.
2. Boilers must be for space heating or operate a minimum of 4000 hrs per year.
3. Incentive applies only to retrofit projects. These controls included on new boilers do not qualify. New construction projects do not qualify.
4. Equipment must be purchased and operable prior to submitting an incentive application.
5. Replaced equipment must be removed.
6. Incentive applies only to natural gas boilers.
7. An invoice must be attached to the application which reflects the manufacturer and model number of the Linkageless and O2 Trim Controls. Internal labor costs cannot be included in project costs (see description of Internal Labor in the Terms & Conditions). Final invoice total will be used for 30% incentive cap.

BOILER COMBUSTION MANAGEMENT SYSTEM INCENTIVE CALCULATION

Boiler Operating Hours (Typical) _____ hrs/day _____ days/week _____ weeks/yr

Please describe boiler use in the following space (space conditioning or process or both, estimate of average load, etc):

Complete table below to calculate incentive amount for your project:

1. Linkageless Controls	Boiler hp (output) _____ X \$12 Control Manufacturer _____ Control Model # _____	= \$
2. O₂ Trim Controls	Boiler hp (output) _____ X \$5 Control Manufacturer _____ Control Model # _____	= \$
3. Total potential Incentive	Sum of Lines 1 and 2	= \$
4. 30% of Project Cost (invoiced total)	\$ _____ X 0.3	= \$
5. SUBTOTAL INCENTIVE	Smaller of Line 3 or Line 4	= \$

TOTAL INCENTIVE REQUESTED \$

\$

PROGRAM INFORMATION AND REQUIREMENTS

INCENTIVES

Cash incentives are limited to \$250,000 per project and \$500,000 per customer per calendar year for all Focus on Energy rewards (prescriptive and custom). Payments are usually made within 8-10 weeks from the date that all completed paperwork is received. Depending on your business tax classification, you may receive IRS Form 1099 for incentives totaling over \$600 in a calendar year.

PRESCRIPTIVE INCENTIVES

Any project with an expected reward exceeding \$25,000 must receive written approval BEFORE project initiation or equipment purchase. Check the Focus on Energy Web site at focusonenergy.com/incentives/business or call 800.762.7077 for more information.

CUSTOM INCENTIVES

If your project does not fit the descriptions on this prescriptive incentive application form, it may qualify for a custom incentive which requires approval prior to project initiation and ordering equipment or issuing purchase orders. Direct inquiries to 800.762.7077 or visit focusonenergy.com/incentives/business.

TERMS AND CONDITIONS

- Incentive Offer:** This application covers products installed and services performed between July 1, 2011 and March 31, 2012. Applications must be postmarked within 45 calendar days of project installation **but no later than March 31, 2012** unless an earlier date is specified by a Focus on Energy promotion. Applications received beyond the 45 days or after March 31, 2012 will not be accepted. Please keep a copy for your records. Incomplete applications will be returned.
- Proof of Purchase:** This application must have complete information and be submitted with an invoice itemizing the product(s) and/or services(s) received. Purchase orders, proposals and quotes are not considered proof of purchase. See the requirements section of this application for more details. Sample invoices can be found at focusonenergy.com/sampleinvoice.
- Compliance:**
 - All projects are expected to comply with federal, state and local codes.
 - All equipment must be new. Used or rebuilt equipment is not eligible for rewards with pre-approval. Leased equipment must receive pre-approval BEFORE project initiation or entering into the equipment lease. Replaced equipment must be removed and not reused elsewhere.
 - Equipment must meet specification requirements and be purchased and operating prior to submitting a reward application form.
 - The customer is required to maintain accurate records of the project work including but not limited to installation records, invoices and maintenance information for a period of two (2) years from the date the incentive was paid. Focus on Energy reserves the right to inspect such project records for a period of two (2) years from the date of the incentive being paid.
- Payment:** Focus on Energy reserves the right to a full recovery of any incentive payments if Focus determines that the customer has misrepresented information on the project or is ineligible. Should the customer or its representative apply for and receive duplicate payment, Focus reserves the right to recover payments made in excess of the entitled incentive.
- Publicity:** Focus on Energy reserves the right to publicize customer's participation in this program, unless specifically requested otherwise in writing. Requests should be e-mailed to bpforms@focusonenergy.com. Customers or trade allies may not use the Focus on Energy name or logo in any marketing, advertising or promotional materials without prior written permission. When referencing Focus involvement with any project, customers shall collaborate with Focus marketing staff to prepare any press release and to plan for any news conference and agrees to provide Focus, for its prior written approval, a written copy of any advertisements or promotional material regarding this program prior to publishing any such advertisements or promotional material. Focus reserves the right to deny use of the Focus on Energy name and logo.
- Program Discretion:** Incentives are available on a first-come, first-served basis. This offer is subject to change or termination without notice at the discretion of the Focus on Energy Program. Some Focus participating electric and/or natural gas providers have incentive programs outside of Focus on Energy. Customers of these providers might not qualify for incentives from both programs. These customers should check with their electric and/or natural gas provider to verify eligibility for dual incentives in order to comply with program rules.
- Internal Labor:** Focus on Energy excludes internal labor (i.e. non-contracted labor) for private companies or individuals when calculating total project costs.
- Disclaimers:** Focus on Energy, the program administrator, the State of Wisconsin, and participating utilities:
 - Do not endorse any particular ally, manufacturer, product, or system design by offering this program;
 - Will not be responsible for any tax liability imposed on the customer as a result of the payment of incentives;
 - Make no representation or warranty, and assume no liability with respect to the quality, safety, performance, or other aspect of any design, consulting, product, system, equipment, or appliance installed or received and expressly disclaim any such representations, warranties, and liability, including, but not limited to, any implied warranties of merchantability or fitness for a particular purpose. Please contact your trade ally for detailed manufacturer equipment warranties.
 - Do not guarantee that installation and operation of energy-efficient equipment will result in reduced usage or in cost savings.
 - Is not responsible for the proper disposal/recycling of any waste generated as a result of this project; and
 - Is not liable for any damages, including any incidental or consequential damages, arising out of the operation or malfunction of the products, equipment or appliances, or the installation thereof.
- Monitoring and Verification:** Focus on Energy evaluates program efficacy by monitoring energy use/production prior to and after installation of your energy efficiency or renewable energy project. Program staff may conduct this monitoring or perform an inspection of the facility to survey the installed projects for a period of two (2) years from the date of the incentive being paid. Your signature on this application provides Focus on Energy approval to obtain energy data directly from your electric and/or natural gas provider(s). Any customer receiving an incentive may be contacted by an evaluator to verify service/equipment installation or be asked to complete a customer survey.
- Indemnification:** Signatory(ies) and applicant(s) shall indemnify the Focus on Energy program, its administrator, the State of Wisconsin, and participating utilities, their respective affiliates, subsidiaries, parent companies, officers, directors, agents, and employees against all losses, damages, expenses, fees, costs and liability rising from any design, consulting, product, system, equipment, or appliance.
- Utility Eligibility:** Customers who are served by a participating electric provider but not a participating natural gas provider will only qualify for incentives for electric technologies. Customers who are served by a participating natural gas provider but not a participating electric provider will only qualify for incentives for natural gas technologies. Customers who have both a qualifying electric provider and a qualifying natural gas provider will qualify for incentives on both electric and natural gas technologies. Customers who use propane or other non-qualifying fuels will not qualify for incentives for any gas technologies.
- Misrepresentation:** Making false statements on any Focus on Energy incentive application is punishable by law. Any person who knowingly files an application containing any materially false information or who purposely and misleadingly conceals information commits a fraudulent act that subjects such person to criminal and civil penalties. Any and all funds determined to have been acquired on the basis of fraudulent information must be returned to the Focus on Energy program. This section shall not limit other remedies that may be available for the filing of false or fraudulent applications, including, but not limited to, referral to law enforcement authorities.

TRADE ALLY INFORMATION

A trade ally represents the company who provided/installed the equipment for a project or performed the service for which a customer is seeking an incentive. Program allies are trade allies who have signed an agreement with Focus on Energy which allows them to enjoy certain program benefits, one of which is to receive direct payment of incentives at your request. Incentives can only be paid directly to an ally if they have completed and submitted a Program Ally Application.

The FEIN and Business Classification of the trade ally is required IF you received your incentive as a credit on your invoice, whereby the incentive is paid directly to the program ally. In this scenario, the credit must be clearly labeled as the Focus on Energy incentive and deducted from the amount due.

If your project was completed by more than one trade ally (example, equipment was purchased from one trade ally but installed by another trade ally) and the incentive is being paid to you the customer, please enter the information of the trade ally who installed your equipment in Section 4: Trade Ally Information. If the equipment was self-installed, please enter the information of the trade ally from whom you purchased the equipment.

Focus on Energy works with eligible Wisconsin residents and businesses to install cost effective energy efficiency and renewable energy projects. Focus information, resources and financial incentives help to implement projects that otherwise would not get completed, or to complete projects sooner than scheduled. Its efforts to help Wisconsin residents and businesses manage rising energy costs, promote in-state economic development, protect our environment and control the state's growing demand for electricity and natural gas.