



LIGHTING INCENTIVE APPLICATION FOR EXISTING BUILDINGS

OFFICE USE ONLY
PROJECT ID:

THIS INCENTIVE APPLICATION FORM IS VALID FROM JULY 1, 2009 TO DECEMBER 31, 2009. INCOMPLETE APPLICATIONS WILL BE RETURNED.
Focus incentives are subject to change. Please visit focusonenergy.com/incentives/business to ensure you are using the most current form.

SECTION 1: CUSTOMER LEGAL INFORMATION

Company Legal Name		FEIN (Federal Tax ID #) of customer (Must be 9 digits)	
Mailing Address		City	State
			ZIP Code
Business Classification of Customer (Check ONE): <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor/Individual <input type="checkbox"/> LLC <input type="checkbox"/> Other: _____			

SECTION 2: PAYMENT INFORMATION

Make Incentive Check Payable to (Check ONE and complete information below):

Company Business Owner's Legal Name (Only if Sole Proprietor) Market Provider (complete Section 4)

Attention to	Social Sec. # of Business Owner (only if Sole Proprietor AND no Federal Tax ID)

SECTION 3: JOB SITE INFORMATION (where equipment was installed or service performed)

Job Site Name		Project Contact Name	
Job Site Street Address (physical location)		Project Contact Telephone	
City	State WI	ZIP Code	Project Contact Email
Electricity Provider at Job Site	Natural Gas Provider at Job Site	Installation/Service Date	

Type of business where equipment was installed or service performed (Check ONE):

Office Food Processing Educational Facility Dairy & Livestock Warehouse
 Retail Pulp & Paper Government Facility Horticulture & Crops Health Care Facility (Inpatient)
 Restaurant Plastics Place of Worship (no School) Health Care Facility (Outpatient)
 Grocery Metal Casting Place of Worship w/ School (Specify Grades: _____) Multi-Family Building _____ # Bldgs, _____ Total # Units
 Lodging Other Manufacturing (Specify: _____) Other (Specify: _____)

SECTION 4: MARKET PROVIDER INFORMATION (equipment provider/installer or service provider) **Note:** In order to pay Market Provider, invoice must have "Focus on Energy" incentive clearly indicated and deducted from customer's amount due and Market Provider must provide Federal Tax ID # or Social Security # below.

Market Provider Name		FEIN or Social Security # of Market Provider (if receiving payment)	
Market Provider Street Address		City	State
			ZIP Code
Market Provider Contact Name	Contact Telephone	Contact Email	
Business Classification of Market Provider (Check ONE): <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor/Individual <input type="checkbox"/> LLC <input type="checkbox"/> Other: _____			

SECTION 5: CUSTOMER SIGNATURE

Certification: The following certifications are required in order for this form to substitute for the IRS form W-9:

- 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 correct, and I have submitted the appropriate supporting documentation to receive an incentive. **Itemized Invoice Attached**

Customer Signature	Customer Name (Print)	Date

FORM SUBMITTAL: Return signed, completed form and ITEMIZED invoice within 30 calendar days of installation to:

Mail: Focus on Energy, Business Programs Incentives, 431 Charmany Drive, Madison, WI 53719.

Email: Applications and invoices can be scanned and emailed to BPforms@weccusa.org.

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INSTRUCTIONS FOR COMPLETING THIS FORM – PLEASE READ

- The specifications for eligible equipment are listed within each lighting technology on this form. **If the technology you are installing is specified differently than how it is listed on this form, please call to verify eligibility.** Custom incentives are available for many technologies not listed. Some technologies require additional information that must be filled in under “Specifications and Required Information” column. **Replacements are one for one unless specified.**
- This form must accompany an **itemized** invoice with quantity, manufacturer, model number, date and cost for each piece of equipment for which an incentive is expected. High Performance T8 and Low Watt T8 systems require manufacturer and model number for ballast and lamps to appear on invoice. Incomplete applications or invoices will significantly delay processing of incentive. Replaced equipment must be removed from service.
- Outdoor lighting projects are NOT eligible for prescriptive incentives, but may be eligible for custom incentives. **ALL CUSTOM INCENTIVES MUST BE APPROVED BY Focus on Energy PRIOR TO EQUIPMENT PURCHASE.**
- Post installation light levels are expected to meet current IESNA recommendations and comply with all applicable electrical, safety and energy codes. Fixtures must be UL listed.
- **Dairy and Livestock Lighting Incentive Requirements:** All fixtures installed in animal housing or milk house area must conform to National Electric Code 547 (i.e. wet location, sealed and gasketed fixtures).

LIGHTING TECHNOLOGIES – THIS FORM IS USED FOR EXISTING BUILDINGS ONLY. Please fill in blanks for all items you are requesting an incentive for.

INCANDESCENT REPLACEMENTS

One for one replacements only. Rebated bulbs may not be used for resale or giveaway type promotions. Custom incentives may be available for projects that do not meet the specific applications on this form. Please call 800.762.7077 for information before beginning your project.

Equipment Type	Specifications and Required Information	Incentive	Quantity	Total
Compact Fluorescent Lamp (CFL) or Cold Cathode				
Replace incandescent lamps with CFL or cold cathode screw-in lamps and/or permanently wired fixtures with pin based CFL lamps.				
CFL Lamps	Replace 100W or less incandescent with CFL up to 32 Watts. Screw base only.	\$2/Bulb <small>Limited to 50% of product cost up to \$2/bulb</small>		
Cold Cathode Lamps	Replace 100W or less incandescent lamp with screw base cold cathode lamps.	\$2/Bulb		
High Wattage CFL Lamps	Replace a greater than 100W incandescent lamp with CFL from 33-115 Watts. Medium Edison screw base CFLs only.	\$5/Bulb		
CFL Reflector Flood Lamps	Replace 100W or less incandescent with CFL flood lamps with integrated reflector up to 30 Watts. Screw base CFLs only.	\$4/Bulb		
CFL Fixtures	Replace incandescent fixtures with permanently-wired new fixtures containing pin-based CFL lamps.	\$20/Fixture		

ENERGY STAR® Qualified LED Downlights



Incentive is for complete replacement luminaire unit including housing trim, reflector, lens, heat sink, driver and light source. Must appear on ENERGY STAR SSL qualified products list or provide documentation (LM-79, LM-80 test report) that product meets ENERGY STAR eligibility criteria. Please see focusonenergy.com/incentives/business/lighting.aspx for more information.

LED Recessed Downlights	Replace 60-100W incandescent with ENERGY STAR qualified LED recessed downlight ≤ 18 Watts.	\$30/unit		
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Low Wattage Ceramic Metal Halide (CMH)

Replace incandescent fixtures or lamps with ceramic metal halide (CMH) fixtures or screw in lamps as listed below. May replace more than one incandescent with one CMH fixture. Total CMH wattage must be lower than existing total incandescent wattage to qualify.

CMH Fixtures 20-100 Watts	Incentive is for complete hardwired fixtures containing qualified CMH lamp and ballast. _____ Incandescent Wattage Removed	\$50/Fixture		
CMH Integral Ballast Lamps	Retrofit existing 70-100W incandescent flood or spot lamps with ≤ 25W Ceramic Metal Halide reflector lamp with integrated ballast.	\$15/Lamp		

Occupancy Sensors- Wall or Ceiling Mounted (Non-High Bay Applications) – see page 4 for High Bay Controls

Ultrasonic or Passive Infrared sensor controlling non-high bay fixture types. Rapid or programmed start ballasts are recommended for fluorescent fixtures to extend lamp life. Socket based and fixture mounted occupancy sensors do not qualify. Please indicate wattage controlled per sensor in space provided.

Wall Mounted	Quantity of sensors controlling 200W or less each _____ Quantity of sensors controlling over 200W each _____	\$15/Sensor		
Ceiling Mounted	Quantity of sensors controlling 500W or less each _____ Quantity of sensors controlling 501-1000W each _____ Quantity of sensors controlling over 1000W _____	\$30/Sensor		

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LINEAR FLUORESCENT LIGHTING INCENTIVES FOR 1-FOR-1 REPLACEMENT

Type	Specifications and Required Information	Incentive	Quantity	Total
High Efficiency/Low Glare 2' x 4' recessed fixture replacing existing 3 or 4 lamp T12 or standard T8 fixture. Specular reflector kits are not eligible for this incentive, but may qualify for custom incentive. Please verify approved product list at focusonenergy.com/businesslighting or call for preapproval.				
<ul style="list-style-type: none"> ■ Fixture efficiency must be 80% or greater. ■ T8 lamps and ballast must be listed on CEE High Performance T8 list to qualify. ■ Must be a new fixture or retrofit module incorporating advanced lighting distribution and glare control optics. ■ T5 fixtures must contain 2 F28T5 lamps (T5HO are not eligible, but may qualify for custom incentive). 	Replace 3 or 4 lamp F32T8 or F40T12 2X4 fixture with a new <input type="checkbox"/> 2 lamp F28T5 recessed indirect fixture Model # _____ <input type="checkbox"/> 2 lamp F28T5 recessed indirect retrofit module Model # _____ <input type="checkbox"/> 2 lamp HPT8 high efficiency fixture Model # _____ <input type="checkbox"/> 2 lamp HPT8 high efficiency retrofit module Model # _____	\$10/fixture		

High Performance T8 (HPT8) System

Replace standard T12 or T8 systems with high performance T8 systems containing high lumen, long life F32T8 lamps (minimum ≥ 3100 initial lumens, 24,000 hour rated life) from CEE High Performance T8 list AND either of the following: A low ballast factor electronic ballast ($\leq .78$ Ballast Factor), **OR** approved ballast from the "CEE High Performance T8" qualified product list. For a list of CEE approved ballasts and lamps go to www.focusonenergy.com/businesslighting.
Both ballast & lamp must meet these guidelines or system will not qualify for ANY incentive. Please call with any questions prior to initiating project.

4' 1 Lamp HPT8 System	1L HPT8 ballast & lamps from approved list Ballast Model # _____ Lamp Model # _____	\$4/Fixture		
4' 2 Lamp HPT8 System	2L HPT8 ballast & lamps from approved list Ballast Model # _____ Lamp Model # _____	\$6/Fixture		
4' 3 Lamp HPT8 System	3L HPT8 ballast & lamps from approved list Ballast Model # _____ Lamp Model # _____	\$8/Fixture		
4' 4 Lamp HPT8 System	4L HPT8 ballast & lamps from approved list Ballast Model # _____ Lamp Model # _____	\$10/Fixture		
4' 4 Lamp HPT8 System (8' T12 2 Lamp Replacement)	Replace 8'T12 2 lamp fixture or components with 4-4'HPT8 lamps and one HPT8 ballast from CEE HPT8 list Ballast Model # _____ Lamp Model # _____	\$10/Fixture		
4' 4 Lamp HPT8 System (8' T12 HO / VHO 2 Lamp Replacement)	Replace 8'T12 2 lamp HO or VHO fixture or components with 4-4'HPT8 lamps and one HPT8 ballast from CEE HPT8 list Ballast Model # _____ Lamp Model # _____	\$20/Fixture		

Low Watt T8 Systems or Low Watt T8 Relamp

Replace standard T12 or T8 systems with 4' 25W, 28W, 30W T8, (or 29W or 30W T8 U lamps) paired with approved ballast **OR**, relamp existing T8 fixtures with low Watt T8 lamps listed below. View complete list of qualified ballasts at www.focusonenergy.com/businesslighting. Ballast must be from approved list or will not qualify for system incentive. NOTE: Low Watt T8 compatibility varies; consult manufacturer's literature before specifying products. System performance varies based on lamp or ballast components. Focus on Energy recommends testing compatibility before proceeding to replace 32W lamps with any reduced wattage product.

4' 1 Lamp System	Low Watt lamps paired with ballast from CEE HPT8 list Check lamp wattage used: <input type="checkbox"/> 25W <input type="checkbox"/> 28W <input type="checkbox"/> 30W Ballast Model Number _____	\$3/Fixture		
4' 2 Lamp System	Low Watt lamps paired with ballast from CEE HPT8 list Check lamp wattage used: <input type="checkbox"/> 25W <input type="checkbox"/> 28W <input type="checkbox"/> 30W Ballast Model Number _____	\$5/Fixture		
4' 3 Lamp System	Low Watt lamps paired with ballast from CEE HPT8 list Check lamp wattage used: <input type="checkbox"/> 25W <input type="checkbox"/> 28W <input type="checkbox"/> 30W Ballast Model Number _____	\$7/Fixture		
4' 4 Lamp System	Low Watt lamps paired with ballast from CEE HPT8 list Check lamp wattage used: <input type="checkbox"/> 25W <input type="checkbox"/> 28W <input type="checkbox"/> 30W Ballast Model Number _____	\$9/Fixture		
Low Watt 4' or 8' T8 LAMP ONLY	Replace existing 4' 32W T8 lamps with: <input type="checkbox"/> 25W <input type="checkbox"/> 28W <input type="checkbox"/> 29W <input type="checkbox"/> 30W OR replace existing 8' 59 Watt T8 with <input type="checkbox"/> 54W 8' T8 lamp.	\$0.50/Lamp		

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HIGH BAY LIGHTING

Indoor applications only. Outdoor lighting may be eligible for custom incentive. Contact Focus on Energy for preapproval. Fixture mounting height over 15'.

Equipment Type	Specifications and Required Information	Incentive	Quantity	Total
Pulse Start Metal Halide (PSMH)				
Must be permanently-wired ballast and lamp retrofit or complete new fixture – screw in retrofit lamps do not qualify. Incentive is per fixture replaced.				
320W PSMH	Replace 400W HID fixtures/components with 320W pulse-start metal halide.	\$25/Fixture		
320W ELECTRONIC PSMH / CMH	Replace 400W HID fixtures/components with 320W ELECTRONIC BALLAST and pulse start metal halide or ceramic metal halide (CMH) lamp.	\$50/Fixture		
750W PSMH	Replace 1000W HID fixtures/components with 750W pulse-start metal halide.	\$50/Fixture		
High/Low HID Control Adder	Add occupancy based high/low control to HID fixture listed above. Control costs must be itemized separately on invoice. Incentive may not exceed purchase price.	\$20/Controlled Fixture		

High Bay Fluorescent

Replace high intensity discharge (HID) lamp wattages listed with linear fluorescent high bay fluorescent fixtures in total fixture wattages as shown on line item.
Please read carefully. If fixture configuration is not one for one replacement, or differs from line items please call 800.762.7077 for authorization.
Incentive is per fixture replaced.

250 – 399W (lamp wattage) HID Replacement	High bay fluorescent ≤ 155W total fixture Watts Check One: <input type="checkbox"/> 4 lamp T8 <input type="checkbox"/> 2 lamp T5HO <input type="checkbox"/> Other T8 or T5HO less than 155W (List Wattage) _____	\$40/Fixture		
400 – 999W (lamp wattage) HID Replacement	High bay fluorescent ≤ 365W total fixture Watts Check One: <input type="checkbox"/> 6 lamp T5HO <input type="checkbox"/> 8 lamp T8 <input type="checkbox"/> Other T8 or T5HO less than 365 Watts (list Wattage) _____	\$40/Fixture		
400 – 999W (lamp wattage) HID Replacement	High bay fluorescent ≤ 250W total fixture Watts. Check One: <input type="checkbox"/> 6 lamp T8 <input type="checkbox"/> 4 lamp T5HO <input type="checkbox"/> Other T8 or T5HO less than 250 Watts (list Wattage) _____	\$60/Fixture		
1000W (lamp wattage) HID Replacement	High bay fluorescent ≤ 800W total fixture Watts Check One: <input type="checkbox"/> (two) 6 lamp T5HO <input type="checkbox"/> Other T8 or T5HO between 500W and 800W (list type and Wattage)_____	\$50/Fixture		
1000W (lamp wattage) HID Replacement	High bay fluorescent ≤ 500W total fixture Watts Check One: <input type="checkbox"/> 6 lamp T5HO <input type="checkbox"/> 8 lamp T5HO <input type="checkbox"/> (2) 4 lamp T5HO <input type="checkbox"/> 8 lamp T8 <input type="checkbox"/> 10 lamp T8 <input type="checkbox"/> (2) 6 Lamp T8 <input type="checkbox"/> Other T8 or T5HO less than 500 Watts (list type and Wattage)_____	\$120/Fixture		
High Bay Occupancy Based Control Adder	Add occupancy sensors to high bay fluorescent fixtures listed above. Incentive may NOT be combined with occupancy sensor incentive on page 2. Control costs must be itemized separately on invoice. Incentive may not exceed purchase price. Total Wattage Controlled _____	\$30/Controlled Fixture		
Multilevel Lighting Control for Multi-purpose Rooms (i.e. gyms that also serve as auditoriums.)	Add automated multilevel lighting control system to high bay fluorescent fixtures above. Multilevel lighting control must provide multiple light levels within each fixture in multi-purpose rooms. Incentive may not be combined with any other lighting/daylighting control incentives. Incentive may not exceed purchase price.	\$30/Controlled Fixture		

TOTAL INCENTIVE REQUESTED

Incentives not to exceed cost of the product.

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INCENTIVE LIMIT

Purchase and install qualifying equipment and receive an energy efficiency incentive of up to \$25,000 per project. Incentives exceeding \$25,000 must receive written approval BEFORE project initiation or equipment purchase. There is a maximum limit of \$500,000 per Corporate Tax ID per year for all Focus on Energy incentives (prescriptive and custom).

PRESCRIPTIVE INCENTIVES

Cash incentives are available for a variety of technologies. Check the Focus on Energy Web site at focusonenergy.com/incentives/business or call 800.762.7077, then press #2 for more information. Depending on your business tax classification, the IRS may require you to pay taxes on incentives totalling over \$600 per calendar year.

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 equipment purchase. Direct inquiries to 800.762.7077 then press #2 for Business Programs, or visit focusonenergy.com.

TERMS & CONDITIONS

- Incentive Offer:** This application covers products purchased and installed/service performed between July 1, 2009 and December 31, 2009. Applications must be **submitted within 30 calendar days of project installation** and no later than December 31, 2009. 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 **new equipment** purchased. The invoice must indicate date of purchase, the size, type, make, model, serial number, part number and/or equipment manufacturer (OEM) specification sheets. The signed application and invoices must be sent to Focus on Energy, Business Programs Incentives, 431 Charmany Drive, Madison, WI 53719.
- Compliance:**
 - All projects are expected to comply with federal, state and local codes.
 - All equipment must be new (with the exception of surveys, audits and service buydowns). Used or rebuilt equipment is not eligible for incentives. Existing equipment must be removed.
 - Equipment must meet specification requirements and be purchased and operating prior to submitting an incentive application form.
 - Only one incentive will be granted for each project. Incentives granted to contractors, distributors or other market providers cannot also be claimed by end-use customers.
- Payment:** Once completed paperwork is submitted, incentive payments are made within 6–8 weeks. Incomplete applications will be returned.
- Inspection:** Program staff may conduct an inspection of the facility to survey the installed projects.
- Publicity:** Focus on Energy reserves the right to publicize your participation in this program, unless you specifically request otherwise.
- 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.
- Focus Logo:** Customers or market providers may not use the Focus on Energy name or logo in any marketing, advertising or promotional materials without prior written permission.
- Disclaimers:** Focus on Energy
 - Does not endorse any particular market provider, manufacturer, product, labor 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;
 - Does not expressly or implicitly warrant the performance of installed equipment or contractor's quality of work (contact your contractor for detailed warranties);
 - Is not responsible for the proper disposal/recycling of any waste generated as a result of this project; and
 - Is not liable for any damage caused by the installation of the equipment or for any damage caused by the malfunction of the installed equipment.
- Verification:** Any customer receiving an incentive check may be contacted by an evaluator to verify service/equipment installation or be asked to complete a customer survey.

UTILITY ELIGIBILITY

Incentives for specific technologies are offered by Focus on Energy to business customers including commercial, industrial, state, federal and local governments, agricultural, and schools/institutions with locations in Wisconsin. Customers of a participating electric provider are eligible for electric technology incentives only. Customers of natural gas providers are eligible for gas savings technology incentives only. Customers who have both a participating electric provider and a participating natural gas provider could qualify for all incentives. To determine eligibility, visit the Focus on Energy Web site at focusonenergy.com/utilities.

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 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.

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