



VARIABLE FREQUENCY DRIVE (VFD) INCENTIVE APPLICATION FOR BUSINESSES

Incentives subject to change. Please visit focusonenergy.com/incentives/business to ensure most current form. New Construction Existing Building

SECTION 1: CUSTOMER LEGAL INFORMATION (as shown on your income tax return)

Company Legal Name	Tax Identification Number—complete only one (must be 9 digits) FEIN #: _____ - _____ - _____ OR SS #: _____ - _____ - _____		
Legal Mailing Address	City	State	ZIP Code
Business Classification of Customer (Check ONE. Required for all businesses, including non-profits) <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor/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)			
Mail 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 (where equipment was installed or service performed)

Job Site Name		Project Contact Name	
Job Site Street Address (physical location)		Project Contact Email	
City	State WI	ZIP Code	Project Contact Telephone
Electricity Provider at Job Site	Natural Gas Provider at Job Site	Project Installation/Service Date	
Select the building type that represents where equipment was installed or service was performed (check ONE): <input type="checkbox"/> Industrial (manufacturing, food processing, paper mill, etc.) <input type="checkbox"/> Commercial (retail office, bar/restaurant, lodging, healthcare, auto/truck sales & repair, etc.) <input type="checkbox"/> Schools & Government (public/private schools, government buildings, municipalities, etc.) <input type="checkbox"/> Agribusiness (farms, greenhouses, aquaculture, etc.)		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 only one if receiving payment (must be 9 digits) FEIN #: _____ - _____ - _____ OR SS #: _____ - _____ - _____		
Trade Ally Street Address	City	State	ZIP Code
Trade Ally Contact Name	Contact Telephone	Contact Email	
Business Classification of Trade Ally (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 (Read and Sign)

Certification: The following certifications are required in order for this form to substitute for the IRS form W9
Under penalties 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) completed or 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
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Return signed, completed form and ITEMIZED invoice within 45 days of installation (but no later than July 31, 2011) 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@focusonenergy.com

Fax: 608.237.2147

Questions: Call 800.762.7077



VARIABLE FREQUENCY DRIVE (VFD) INCENTIVE APPLICATION FOR BUSINESSES

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VFD FOR EXISTING BUILDINGS — QUALIFY YOUR EQUIPMENT / CALCULATE INCENTIVE

You may claim an incentive of **\$40 per horsepower up to a maximum of 30 percent of the total project cost** on new, installed variable frequency drives that meet the following requirements:

- Internal labor costs cannot be included in project costs (see definition of Internal Labor in the Terms & Conditions).
- Used in conjunction with pumping or air handling (i.e., fan or blower) application.
- The pump or air handling system must operate a minimum of 2,000 hours annually.
- The pump or air handling system may not exceed 500 horsepower.
- Redundant or back-up units do not qualify. Routine replacement of existing VFDs do not qualify.
- VFD speed must be automatically controlled by differential pressure, flow, temperature, or other variable signal. Units installed only to allow soft starts are not eligible.
- The system controlled must have significant load diversity that will result in savings through motor speed variation.
- VFDs added to chillers and air compressors do not qualify for this incentive. Refer to Custom Incentives section on Program Information and Requirements page.
- **For New Construction HVAC applications please use page 3.**

Variable frequency drives may not be beneficial in pump systems where static head makes up a large portion of the total system head. It is also important that the load on the system vary over time to take advantage of the savings that a VFD can provide. Be sure to understand these aspects of your system and discuss them with the equipment vendor in advance of applying VFD technology.

Enter the information for **each** new variable frequency drive that you are claiming an incentive on in the table below. Attach additional applications for different installation addresses and if you are claiming incentives on more than three variable frequency drives.

Existing Building VFD Application	Controls before VFD	Manufacturer & Model	Equipment Operating Hours (2,000 hr/yr min)	HP Controlled by VFD	Quantity	SUBTOTAL (Qty x HP x \$40)
Check one: <input type="checkbox"/> Chilled Water Distribution Pump <input type="checkbox"/> HVAC Heating Pump <input type="checkbox"/> Process Pump <input type="checkbox"/> Pool Pump <input type="checkbox"/> Boiler Draft Fan <input type="checkbox"/> Cooling Tower Fan <input type="checkbox"/> HVAC Fan <input type="checkbox"/> Process Fan <input type="checkbox"/> Other: _____	Check one: <input type="checkbox"/> Outlet Control Valve <input type="checkbox"/> Bypass Valve <input type="checkbox"/> Discharge Damper <input type="checkbox"/> Inlet Guide Vanes <input type="checkbox"/> On/off <input type="checkbox"/> Other: _____					
Check one: <input type="checkbox"/> Chilled Water Distribution Pump <input type="checkbox"/> HVAC Heating Pump <input type="checkbox"/> Process Pump <input type="checkbox"/> Pool Pump <input type="checkbox"/> Boiler Draft Fan <input type="checkbox"/> Cooling Tower Fan <input type="checkbox"/> HVAC Fan <input type="checkbox"/> Process Fan <input type="checkbox"/> Other: _____	Check one: <input type="checkbox"/> Outlet Control Valve <input type="checkbox"/> Bypass Valve <input type="checkbox"/> Discharge Damper <input type="checkbox"/> Inlet Guide Vanes <input type="checkbox"/> On/off <input type="checkbox"/> Other: _____					
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Subtotal of Chart Above =						
VFD Project Cost = \$ _____ x 30% =						
TOTAL INCENTIVE REQUESTED FOR EXISTING BUILDINGS (lesser of above):						\$

Return signed, completed form and ITEMIZED invoice within 30 days of installation (but no later than June 30, 2011) 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@focusonenergy.com

Fax: 608.237.2147

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VFD FOR NEW CONSTRUCTION – QUALIFY YOUR EQUIPMENT / CALCULATE INCENTIVE

You may claim an incentive of \$30 per horsepower up to a maximum of 30 percent of the total project cost on new, installed variable frequency drives that meet the following requirements:

- Used in conjunction with pumping or air handling (i.e., fan or blower) application.
- The pump or air handling system must operate a minimum of 2,000 hours annually.
- The pump or air handling system may not exceed 500 horsepower for industrial process applications.
- For HVAC applications:
 - The pump system must be less than (not including) 30hp.
 - The fan system must be less than (not including) 10hp.
- Redundant or back-up units do not qualify.
- VFD speed must be automatically controlled by differential pressure, flow, temperature, or other variable signal. Units installed only to allow soft starts are not eligible.
- The system controlled must have significant load diversity that will result in savings through motor speed variation.
- VFDs added to chillers and air compressors do not qualify for this incentive. Refer to Custom Incentives section on Program Information and Requirements page.

Variable frequency drives may not be beneficial in pump systems where static head makes up a large portion of the total system head. It is also important that the load on the system vary over time to take advantage of the savings that a VFD can provide. Be sure to understand these aspects of your system and discuss them with the equipment vendor in advance of applying VFD technology.

Enter the information for **each** new variable frequency drive that you are claiming an incentive on in the table below. Attach additional applications for different installation addresses and if you are claiming incentives on more than three variable frequency drives.

New Construction VFD Application	Controls before VFD	Manufacturer & Model	Equipment Operating Hours (2,000 hr/yr min)	HP Controlled by VFD	Quantity	SUBTOTAL (Qty x HP x \$30)
Check one: <input type="checkbox"/> Chilled Water Distribution Pump <input type="checkbox"/> HVAC Heating Pump <input type="checkbox"/> Process Pump <input type="checkbox"/> Pool Pump <input type="checkbox"/> Boiler Draft Fan <input type="checkbox"/> Cooling Tower Fan <input type="checkbox"/> HVAC Fan <input type="checkbox"/> Process Fan <input type="checkbox"/> Other: _____	Check one: <input type="checkbox"/> Outlet Control Valve <input type="checkbox"/> Bypass Valve <input type="checkbox"/> Discharge Damper <input type="checkbox"/> Inlet Guide Vanes <input type="checkbox"/> On/off <input type="checkbox"/> Other: _____					
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Subtotal of Chart Above =						
VFD Project Cost = \$ _____ x 30% =						
TOTAL INCENTIVE REQUESTED FOR NEW CONSTRUCTION (lesser of above):						\$

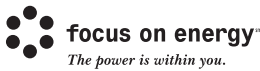
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PROGRAM INFORMATION AND REQUIREMENTS

INCENTIVES

Cash incentives are limited to \$250,000 per project and \$500,000 per customer in a calendar year for all Focus on Energy incentives (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 incentive exceeding \$25,000 must receive written approval BEFORE project initiation or equipment purchase. Check the Focus on Energy website at focusonenergy.com/incentives/business or call 800.762.7077, then press #2 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, then press #2 for Business Programs, or visit focusonenergy.com.

TERMS & CONDITIONS

- 1. Incentive Offer:** This application covers products installed/service performed between January 1, 2011 and June 30, 2011. Applications must be postmarked within 45 calendar days of project installation **but no later than July 31, 2011**, unless an earlier date is specified by a Focus on Energy promotion. Applications received beyond the 45 days or after July 31, 2011 will not be accepted. Please keep a copy for your records. Incomplete applications will be returned.
- 2. Proof of Purchase:** This application must have complete information and be submitted with an invoice itemizing the product(s) and/or service(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 are provided at focusonenergy.com/sampleinvoice.
- 3. Compliance:**
 - a. All projects are expected to comply with federal, state and local codes.
 - b. All equipment must be new. Used or rebuilt equipment is not eligible for incentives without 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.
 - c. Equipment must meet specification requirements and be purchased and operating prior to submitting an incentive application form.
 - d. 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.
- 4. 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.
- 5. Publicity:** Focus on Energy reserves the right to publicize the customer's participation in this program, unless specifically request otherwise in writing. Requests should be emailed 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.
- 6. 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.
- 7. Internal Labor:** Focus on Energy excludes internal labor (i.e. non-contracted labor) for private companies or individuals when calculating total project costs.
- 8. Disclaimers:** Focus on Energy, the program administrator, the State of Wisconsin, and participating utilities
 - a. do not endorse any particular trade ally, manufacturer, product, labor or system design by offering this program;
 - b. will not be responsible for any tax liability imposed on the customer as a result of the payment of incentives;
 - c. 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.
 - d. do not guarantee that installation and operation of energy-efficient equipment will result in reduced usage or in cost savings.
 - e. is not responsible for the proper disposal/recycling of any waste generated as a result of this project; and
 - f. 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.
- 9. 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.
- 10. 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 arising from any design, consulting, product, system, equipment, or appliance.
- 11. 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.
- 12. 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 is the company who provided/installed the equipment for your project or performed the service for which you are 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 program 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 ally (example, equipment was purchased from one ally but installed by another ally) and the incentive is being paid to you the customer, please enter the information of the ally who installed your equipment in Section 4: Trade /Program Ally Information. If the equipment was self-installed, please enter the information of the 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 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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