

Focus on Energy – Business Programs Summary of Services and Incentives August 2010

OVERVIEW

Focus on Energy Business Programs' goals are to educate Wisconsin's farmers, businesses, industry, schools and state/local governments about energy efficiency's and renewable energy'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

EFFICIENCY INCENTIVES SUMMARY

Focus on Energy Business Programs offer both custom and prescriptive incentives for efficiency projects. These incentives are designed to motivate customers to upgrade equipment selections, or implement energy efficiency projects that they would not have done otherwise.

- The custom incentive structure for efficiency improvements has two tiers. The Tier 1 incentive level is for projects that involve proven technologies that do not quite fit into 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 or 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 measures. Customer completes the project and then submits a standard application form for the incentive. Projects must be one for one replacements or substitutions for specified equipment as specified on the application form.
- Focus on Energy only offers incentives for customers of qualifying electric and natural gas providers. Other sources (such as propane and district steam) do not qualify for gas measures.

1. Custom

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

- Tier 1 technologies/projects - \$0.03/kWh, \$100/peak kW* and \$0.30/therm
 - Tier 2 technologies/projects - \$0.045/kWh, \$150/peak kW* and \$0.45/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 those with less than a four year payback for industrial customers, and less than a ten year payback for most other customers.
- Custom incentives are limited to no more than 30% 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 calendar year is \$500,000.
- Customers must work with a Focus on Energy Advisor prior to project initiation (ordering equipment or processing purchase orders) 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 July 1, 2010 and December 31, 2010. 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.

RENEWABLE ENERGY INCENTIVES SUMMARY

Focus on Energy Business Programs offers both incentives for renewable energy projects. There are also two tiers of incentives available for certain renewable technologies, the higher levels of Tier 2 in this case are designed to reward those customers who meet a prescribed level of efficiency first, either through participation in a specified Focus program or by achieving an energy usage benchmark set by the program. Details on these higher incentives are found on the applications for those select technologies.

For specific incentive levels for both energy efficiency and renewable energy projects, please see the charts that follow.

ENERGY EFFICIENCY PRESCRIPTIVE INCENTIVES (Incentives may be subject to change.)

HVAC	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
*Modulating Hot Water Boiler - $\geq 90\%$ AFUE, <175 MBh input	\$200	\$200
*Modulating Hot Water Boiler - $\geq 90\%$ AFUE, 175MBh input to <300MBh input	\$250	\$250
Modulating Hot Water Boiler - $\geq 85\%$ thermal efficiency, 300-1000 MBh input Bonus: \$0.10/MBh for each 1% thermal efficiency over 85% up to 89%	\$0.60/MBh boiler input+ bonus	\$0.60/MBh boiler input+ bonus
Modulating Hot Water Boiler - $\geq 90\%$ thermal efficiency, 300-1000 MBh input Bonus: \$0.15/MBh for each 1% thermal efficiency over 90%	\$1.50/MBh boiler input + bonus	\$1.50/MBh boiler input + bonus
Boiler Controls Outside Air Reset/Cutout Controls	\$75	Not Eligible
*Furnace - $\geq 90\%$ AFUE w/ECM	\$150	\$150
Infrared Heater	\$1.00/MBh	\$0.50/MBh
Unit Heater $>90\%$ thermal efficiency	\$2.50/MBh input	\$1.25/MBh input
PTHP (Packaged Terminal Heat Pump) – Standard Efficiency <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 $\geq 13,000$ BTU/hr; ≥ 8.13 EER and ≥ 2.56 COP	\$100	\$100
PTHP (Packaged Terminal Heat Pump) – High Efficiency <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 $\geq 13,000$ BTU/hr; ≥ 9.8 EER and ≥ 3.1 COP	\$150	\$150
Energy Recovery Ventilator (for standard HVAC applications only)	\$0.75/CFM	\$0.75/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 INCENTIVE	NEW CONSTRUCTION INCENTIVE
Air cooled (all sizes)	Based on size & efficiency – see incentive form	Based on size & efficiency – see incentive form
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 (Customer must have both a participating electric and natural gas utility.)	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
New Closed Loop Systems (closed loop heat exchanger system with one or more heat pumps, ≤ 75 tons combined capacity)	EER ≥ 14.0 and COP ≥ 3.30	\$125/ton
	EER ≥ 15.0 and COP ≥ 3.40	\$150/ton
	EER ≥ 16.0 and COP ≥ 3.50	\$175/ton

Boiler Combustion Management System	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Applies to forced draft boilers. Total incentive amount is capped at 30% of project cost.	Linkageless Controls	Not Eligible
	O ₂ Trim Bonus	Not Eligible

Lighting for Agriculture Facilities	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
CFL – up to 32 Watts (Replacing 100W or less incandescent)	\$2/bulb (Limited to 50% of product cost up to \$2/bulb)	Not Eligible
Cold Cathode Lamps (Replacing 100W or less incandescent)	\$2/bulb	Not Eligible
High Wattage CFL Lamps – 33-115 Watts (replacing 100W or greater incandescent)	\$5/bulb	Not Eligible
CFL Reflector Flood Lamps – up to 30 Watts (replacing 100W or less incandescent)	\$4/bulb	Not Eligible
Fixture Mounted Occupancy Sensor (Non-High Bay Applications)	\$5/Sensor	Not Eligible
Wall Mounted Occupancy Sensor (Non-High Bay Applications)	\$7.50/Sensor	Not Eligible
Ceiling Mounted Occupancy Sensor (Non-High Bay Applications)	\$15/Sensor	Not Eligible
Daylighting Stepped Control (minimum two lighting levels, not including off)	\$175/kW Controlled	\$175kW Controlled
Daylighting Continuous Dimming Control	\$275/kW Controlled	\$275/kW Controlled
High Performance T8 4' 1L System (replacing standard 4' T8 or T12)	\$2/Fixture	\$2/Fixture
High Performance T8 4' 2L System (replacing standard 4' T8 or T12T8)	\$3/Fixture	\$3/Fixture
High Performance T8 4' 3L System (replacing standard 4' T8 or T12)	\$4/Fixture	\$4/Fixture
High Performance T8 4' 4L System (replacing standard 4' T8 or T12)	\$5/Fixture	\$5/Fixture
Replace or retrofit 8' 2-lamp T12 with 2-4" HPT8 or reduced wattage lamp	\$10/Fixture	Not Eligible
Replace or retrofit 8' 2-lamp T12 with 4-4' HPT8 or reduced wattage lamp	\$10/Fixture	Not Eligible
Replace or retrofit 8' 1-lamp T12HO with 2-4" HPT8 or reduced wattage lamp	\$10/Fixture	Not Eligible
Replace or retrofit 8' 2-lamp T12HO with 4-4' HPT8 or reduced wattage lamp	\$20/Fixture	Not Eligible
Replace or retrofit 8' 2-lamp T12HVO with 4-4' HPT8 or reduced wattage lamp	\$40/Fixture	Not Eligible
Pulse Start Metal Halide - Gasketed Fixture – 320W (replacing 400W HID fixture)	\$25/Fixture	Not Eligible
Pulse Start Metal Halide – Gasketed Fixture - 320W (replacing 400W HID fixture) and suitable for wet locations	\$25/Fixture	\$25/Fixture
High Ceiling Fluorescent ≤ 155 watts (replacing 250-399W HID)	\$25/Fixture	\$25/Fixture
High Ceiling Fluorescent ≤ 250 watts (replacing 400-999W HID or equivalent)	\$50/Fixture	\$50/Fixture
High Ceiling Fluorescent ≤ 365 watts (replacing 400-999W HID) w/ 8L T8	\$25/Fixture	\$25/Fixture
High Ceiling Fluorescent less than 250 watts (replacing 400-999W HID)	\$50/Fixture	\$50/Fixture
High Bay Occupancy Based Control Adder	\$15/Controlled Fixture	\$15/Controlled Fixture
300W Induction replacing 400W HID fixtures/components (Electrodeless Lighting)	\$40/Fixture	\$40 Fixture

Lighting for Existing Buildings (Non-Agriculture)	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
CFL – up to 32 Watts (Replacing 100W or less incandescent)	\$2/bulb (Limited to 50% of product cost up to \$2/bulb)	Not Eligible
Cold Cathode Lamps (Replacing 100W or less incandescent)	\$2/bulb	Not Eligible
High Wattage CFL Lamps – 33-115 Watts (replacing 100W or greater incandescent)	\$5/bulb	Not Eligible
CFL Reflector Flood Lamps – up to 30 Watts (replacing 100W or less incandescent)	\$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 incandescent)	\$30/unit	\$30/unit
Ceramic Metal Halide complete hardwired fixture (CMH) – 20-100 Watts (replacing incandescent)	\$50/Fixture	\$50/Fixture
CMH Integral Ballast Lamps - ≤25 Watts (retrofit existing 70-100W incandescent flood or spot lamps)	\$15/Fixture	Not Eligible
Controls - Wall Mounted Occupancy Sensors (non-high bay applications)	\$7.50/Sensor	Not Eligible
Controls -Ceiling Mounted Occupancy Sensors (non-high bay applications)	\$15/Sensor	Not Eligible
Controls - Fixture Mounted Occupancy Sensors (non-high bay applications)	\$5/Sensor	Not Eligible
Daylighting Stepped Control for T5 or T8 lighting (minimum two lighting levels, not including off)	\$175/kW Controlled	\$175/kW Controlled
Daylighting Continuous Dimming Control for T5 or T8 Lighting	\$275/kW Controlled	\$275/kW Controlled
High Efficiency, Low Glare 2'x4' Recessed 2 lamp 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)	\$2/Fixture	\$2/Fixture
*High Performance T8 4' 2L System (replacing standard T8/T12)	\$3/Fixture	\$3/Fixture
*High Performance T8 4' 3L System (replacing standard T8/T12)	\$4/Fixture	\$4/Fixture
*High Performance T8 4' 4L System (replacing standard T8/T12)	\$5/Fixture	\$5/Fixture
*Reduced Wattage T8 System-25W or 28W straight or u-shaped) 4' 1L System (replacing standard T8/T12)	\$2/Fixture	\$2/Fixture
*Reduced Wattage T8 System-25W or 28W (straight or U-shaped) 4' 2L System (replacing standard T8/T12)	\$3/Fixture	\$3/Fixture
*Reduced Wattage T8 System-25W or,28W- (straight or U-shaped) 4' 3L System (replacing standard T8/T12)	\$4/Fixture	\$4/Fixture
*Reduced Wattage T8 System-25W or 28W- (straight or U-shaped) 4' 4L System (replacing standard T8/T12)	\$5/Fixture	\$5/Fixture
* Relamp existing 4' 32W T8 lamp with 25W or 28W T8 lamp	\$0.50/Lamp	Not Eligible
Relamp existing 8' 59W T8 lamp with 54W 8' T8 lamp	\$0.50/Lamp	Not Eligible
*HP T8 or RW T8 4' w/ 2L or 4L System (replacing 8' 2L T12s)	\$10/Fixture	Not Eligible
*HPT8 or RW T8 4' 2L System (replacing 8'1L T12HO)	\$10/Fixture	Not Eligible
*HPT8 or RW T8 4' 4L System (replacing 8' 2L T12HO)	\$20/Fixture	Not Eligible
*HPT8 or RW T8 4' 4L System (replacing 8' 2L T12VHO)	\$40/Fixture	Not Eligible
Pulse Start Metal Halide (PSMH) – 320W (replacing 400W HID fixture)	\$25/Fixture Replaced	Not Eligible
320W Electronic Ballast and Pulse-Start or Ceramic Metal Halide lamp (replacing 400W HID fixture/components)	\$50/Fixture Replaced	\$50/Fixture
750W Pulse Start Metal Halide (replacing 1000W HID fixture/components)	\$50/Fixture Replaced	\$50/Fixture
High/Low HID Control	\$20/Controlled Fixture	\$20/Controlled Fixture
High Bay Fluorescent ≤155W Total Fixture Watts (replacing 250-399W HID)	\$25/Fixture	\$25/Fixture
High Bay Fluorescent ≤365W Total Fixture Watts (replacing 400-999W HID)	\$25/Fixture	\$25/Fixture
High Bay Fluorescent ≤250W Total Fixture Watts (replacing 400-999W HID)	\$50/Fixture	\$50/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)	\$100/Fixture	\$100/Fixture
High Bay Occupancy Based Control	\$15/Controlled Fixture	\$15/Controlled Fixture

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

Information Systems	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
PC Network Energy Management (limited to 50% of the project cost)	\$6/PC controlled	\$6/PC controlled
Server Virtualization (limited to 50% of the project cost)	\$250 per server removed and recycled	\$250 per server removed and recycled
Thin Client Conversion – program limited to 20 projects in 2010 (limited to 50% of the project cost)	\$60 per PC removed and recycled	\$60 per PC removed and recycled

Variable Frequency Drive (VFDs)	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
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)	<p>Lesser of \$40/HP or 30% of total project cost</p> <p>Limit of 500 HP applies.</p>	<p>Lesser of \$30/HP or 30% of total project cost</p> <p>For HVAC: Pump system must be <30 HP; Fan system must be < 10 HP.</p>

Compressed Air System Audit	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
System Audit	<p>Lesser of the following:</p> <p>1) \$4/HP</p> <p>2) 50% of audit cost</p> <p>3) \$7,500 maximum</p>	Not Eligible

Air Compressor Equipped with Variable Speed Drive	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Air Compressor with VSD (variable speed rotary vane compressor or variable speed screw compressor)	\$55/ nominal HP of VSD Compressor	\$55/ nominal HP of VSD Compressor

Energy Efficient Repulper Rotor and Pressure Screen Rotor	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Energy Efficient Repulper Rotor	\$50/HP	\$50/HP
Extraction Plate	\$15/HP	\$15/HP
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 INCENTIVE	NEW CONSTRUCTION INCENTIVE
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 INCENTIVE	NEW CONSTRUCTION INCENTIVE
Radiant Heater Bands	Lesser of \$75/kW or 50% of project costs	Lesser of \$75/kW or 50% of project costs

Energy Efficient Radiant Tube Inserts for Heat Treating	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Energy Efficient Radiant Tube Inserts	\$100/insert	\$100/insert

Commercial Refrigeration		RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
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 ECM Evaporator Fan Motors (replacing shaded pole or PSC motors)		\$30/ECM motor	\$30/ECM motor
		\$15/PSC motor	\$15/PSC motor
Night Curtains for Open Coolers		\$9/linear foot	\$9/linear foot
Beverage Cooler Controls		\$50/cooler	\$50/cooler
Walk-in Freezer or Cooler: ECM Evaporator Fan Motors Replacing Shaded Pole or PSC Motors		\$30/ECM motor <1/20 th hp	Not Eligible
		\$60/ECM motor ≥1/20 th hp	Not Eligible
		\$40/ECM motor >1/10 th hp	Not Eligible

Specialty Measures (Commercial)		RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE	
LODGING	Guestroom Energy Management Control	\$75/room	\$75/room	
WATER HEATERS	Residential Type Energy Efficient Water Heaters (Does not apply to water heaters used in dairy farm milk houses – see Dairy & Livestock section)	Power-Vented Natural Gas (Energy Factor .64 to.79)	\$50/Water Heater	\$50/Water Heater
		Power -Vented Natural Gas (Energy Factor ≥0.80)	\$100/Water Heater	\$100/Water Heater
		Power-vented Natural Gas (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
VENDING	Vending Machine Controls	\$15/snack machine controlled \$60/cold beverage machine controlled	\$15/snack machine controlled \$60/cold beverage machine controlled	
	ENERGY STAR® Vending Machines	\$100/machine	\$100/machine	
TRUCK LOADING DOCKS	Truck Loading Dock Seals	Dock Door Seals	\$200 per Door Sealed	Not Eligible
		Leveler Ramp Pit External Seals	\$100 per Ramp Pit Sealed	\$100 per Ramp Pit Sealed
	LED Dock Light Fixture		\$25/Fixture	\$25/Fixture

Food Service		RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
*ENERGY STAR Steamers: 3-4 pans (Electric)		\$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
*ENERGY STAR Griddles: Electric		\$65/Linear Foot	\$65/Linear Foot
*ENERGY STAR Griddles: Gas		\$35/Linear Foot	\$35/Linear Foot
*ENERGY STAR 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/compartments	\$500/compartments
*ENERGY STAR Hot Holding Cabinets		\$300/cabinet	\$300/cabinet
*ENERGY STAR Commercial Solid Door and Glass Door Refrigerators and Freezers – Note: Incentive is based on the internal volume as reported on the ENERGY STAR qualifying list		\$50 per unit less than 15 cubic feet	\$50 per unit less than 15 cubic feet
		\$75 per unit from 15-29 cubic feet	\$75 per unit from 15-29 cubic feet
		\$150 per unit for 30-49 cubic feet	\$150 per unit for 30-49 cubic feet
		\$200 per unit for ≥ cubic feet	\$200 per unit ≥ 50 cubic feet
*Kitchen Hood Ventilation Controls, Temperature Sensing Only (not to exceed 50% of total project cost)	New Ventilation System:		
	Exhaust fan only	\$200/hp	\$200/hp
	Bonus for controlling make-up-air unit fan	\$50/hp BONUS	\$50/hp BONUS
	Adding Controls to Existing Ventilation System:		
	Exhaust fan only	\$250/hp	Not Eligible
*Kitchen Hood Ventilation Controls, Temperature & Optical Sensing (not to exceed 50% of total project cost)	New Ventilation System:		
	Exhaust fan only	\$600/hp	\$600/hp
	Bonus for controlling make-up-air unit fan	\$80/hp BONUS	\$80/hp BONUS
	Adding Controls to Existing Ventilation System:		
	Exhaust fan only	\$700/hp	Not Eligible
*ENERGY STAR Ice Machines (air-cooled only) (Flake, nugget and water-cooled machines do not qualify for this incentive.)	<300 lbs per day	\$50/unit	\$50/unit
	300 – 499 lbs per day	\$75/unit	\$75/unit
	500-999 lbs per day	\$125/ unit	\$125/ unit
	≥ 1000 lbs per day	\$200/unit	\$200/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.

Agricultural Irrigation Systems	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Pump Motor Horsepower Reduction (up to 30% of project cost)	\$65/HP Reduced	Not Eligible

Dairy & Livestock	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Low-Energy Livestock Waterer - minimum 2-inch insulation and heating element maximum of 250 Watts (qualified farm)	\$50	\$50
Exhaust Fan (qualified farm)	\$2/blade inch	\$2/blade inch
Circulation Fan	\$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
	All other water heating sources (e.g. LP, oil, wood, etc)	\$200
Variable Frequency Drive (limited to 30% of the total project cost and subject to application requirements)	\$50/hp	\$50/hp
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 INCENTIVE	NEW CONSTRUCTION INCENTIVE
IR Rated Poly film (Natural Gas only)	\$0.03 per square foot of floor area	\$0.03 per square foot of floor area
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
Exhaust Fan	\$2 per blade inch	\$2 per blade inch
Triple Polycarbonate Glazing (8 mm thickness and minimum 10 year life)	\$0.07 per square foot	\$0.07 per square foot
Unit Heater (natural gas only)	\$2.50 per input MBh	\$1.25 per input MBh
Thermal Curtain (natural gas only)	\$0.25 per square foot	\$0.25 per square foot
Under-Bench Heat Distribution System	\$0.20 per square foot	\$0.20 per square foot

RENEWABLE ENERGY INCENTIVES (*Incentives may be subject to change.*)

Renewable Energy Site Assessment (<i>Required to qualify for wind system incentives</i>)	INCENTIVE
Solar electric (PV); solar hot water	\$100
Wind Offered as a reimbursement upon system installation (cost of the assessment is added to the installation incentive check). Travel costs are not included.	100%

Solar Electric	TIER 1 INCENTIVE	TIER 2 INCENTIVE
Solar electric (PV)	\$1 per kWh; not to exceed 25% of job cost; cap of \$50,000	\$1.25 per kWh; not to exceed 25% of job cost; cap of \$50,000
Solar electric (PV) for Nonprofits	\$1.50 per kWh; not to exceed 35% of job cost; cap of \$75,000	\$1.75 per kWh; not to exceed 35% of job cost; cap of \$75,000

Solar Hot Water	TIER 1 INCENTIVE	TIER 2 INCENTIVE
Up to 250 therms	\$18 per therm; not to exceed 25% of job cost; cap of \$2,500	\$20 per therm; not to exceed 25% of job cost; cap of \$2,750
250 therms up to 2,500 therms	\$9 per therm; not to exceed 25% of job cost; cap of \$22,500	\$10 per therm; not to exceed 25% of job cost; cap of \$25,000
2,500 therms to 5,000 therms	\$7.20 per therm; not to exceed 25% of job cost; cap of \$36,000	\$8 per therm; not to exceed 25% of job cost; cap of \$40,000
Over 5,000 therms	\$5.40 per therm; not to exceed 25% of job cost; cap of \$50,000	\$6 per therm; not to exceed 25% of job cost; cap of \$50,000
Repairs	50% of repair cost; not to exceed \$1,500	50% of repair cost; not to exceed \$1,500
Solar Hot Water for Nonprofits	Rate above + add'l \$4.50 per therm; not to exceed 35% of job cost; cap above + add'l 20%	Rate above + add'l \$5 per therm; not to exceed 35% of job cost; cap above + add'l 20%

Wind	TIER 1 INCENTIVE	TIER 2 INCENTIVE
20 kW or less, new system installation or repair of existing system	Estimated annual kWh x Tier 1 formula below; not to exceed 25% of job cost; cap of \$35,000	Estimated annual kWh x Tier 2 formula below; not to exceed 25% of job cost; cap of \$35,000
Over 20 kW, new system or repair of existing system	Estimated annual kWh x Tier 1 formula below; not to exceed 25% of job cost; cap of \$100,000	Estimated annual kWh x Tier 2 formula below; not to exceed 25% of job cost; cap of \$100,000
Wind for Nonprofits	As noted above, but not to exceed 35% of job cost	As noted above, but not to exceed 35% of job cost

Tier 1 Calculation = (estimated wind energy system installed cost x max % cost share)/(turbine capacity at 11 m/s in kW x 1925)

Tier 2 Calculation = (estimated wind energy system installed cost x max % cost share)/(turbine capacity at 11 m/s in kW x 1752)

Biomass	INCENTIVE
1,000 therms or less	\$3 per therm; not to exceed 25% of job cost; cap of \$3,000
1,001 to 3,000 therms	\$2.50 per therm; not to exceed 25% of job cost; cap of \$7,500
3,001 to 5,000 therms	\$2 per therm; not to exceed 25% of job cost; cap of \$10,000
Over 5,000 therms for non-Schools & Government facilities	Calculated using formula below*; not to exceed 25% of job cost; cap of \$250,000
Over 5,000 therms for Schools & Government facilities	Calculated using formula below**; not to exceed 25% of job cost; cap of \$250,000

* > 5,000 therm/yr incentive calc = $9,150 \times (\text{rated capacity in kW} \times \text{capacity factor})^{0.63} + \$50 \times (\text{therms saved from biomass per year})^{0.63}$

** >5,000 therm/yr incentive calc (S&G)= $9,150 \times (\text{rated capacity in kW} \times \text{capacity factor})^{0.63} + \$3 \times \text{therms saved from biomass per year}$

Biogas	REWARD
Combined heat and power	Calculated using formula below; not to exceed 25% of job cost; cap of \$250,000

* 5,000+ therm formula = $9,150 \times (\text{rated capacity in kW} \times \text{capacity factor})^{0.63} + \$50 \times (\text{therms saved from biogas per year})^{0.63}$

Updated: August 3, 2010