

SOLAR WATER HEATING SYSTEM PRE-APPROVAL INCENTIVE APPLICATION FOR BUSINESS

OFFICE USE ONLY
PROJECT ID:

This Incentive Application form is valid from February 1, 2010 to June 30, 2010.

This application must be submitted and approved prior to any equipment being ordered, purchased or installed.

Focus incentives are subject to change. Please visit focusonenergy.com/incentives/business to ensure you are using the most current form.

Initial Application Updated Application

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): <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor/Individual <input type="checkbox"/> LLC <input type="checkbox"/> Other: _____					<input type="checkbox"/> For Profit <input type="checkbox"/> Not for Profit

SECTION 2: PAYMENT INFORMATION

Make Incentive Check Payable to: Company Business Owner's Legal Name (Only if Sole Proprietor) Market Provider

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		
Current space heating fuel type: <input type="checkbox"/> Natural Gas <input type="checkbox"/> Propane <input type="checkbox"/> Oil <input type="checkbox"/> Electric <input type="checkbox"/> Other: _____			Current water heating fuel type: <input type="checkbox"/> Natural Gas <input type="checkbox"/> Propane <input type="checkbox"/> Oil <input type="checkbox"/> Electric <input type="checkbox"/> Other: _____		
What is the predominant use of the building space where equipment will be installed? (Check ONE)					
<input type="checkbox"/> Office	<input type="checkbox"/> Lodging	<input type="checkbox"/> Health Care	<input type="checkbox"/> School (K-12)	<input type="checkbox"/> Place of Worship w/ School	
<input type="checkbox"/> Retail	<input type="checkbox"/> Theater, Arena or Convention Assembly	<input type="checkbox"/> Agricultural	<input type="checkbox"/> College (secondary)	(Specify Grades: _____)	
<input type="checkbox"/> Food Sales	<input type="checkbox"/> Laundromat, Fitness, Entertainment or	<input type="checkbox"/> Industrial	<input type="checkbox"/> Dormitory	<input type="checkbox"/> Other (Specify: _____)	
<input type="checkbox"/> Food Service	Public Services	<input type="checkbox"/> Warehouse	<input type="checkbox"/> Place of Worship		

SECTION 4: MARKET PROVIDER INFORMATION See Market Provider information section on the Program Information and Requirements page

Market Provider Name		Tax Identification Number—complete only one and only if receiving payment (must be 9 digits) FEIN #: _____ - _____ OR SS #: _____ - _____ - _____			
Market Provider Street Address		City	State	ZIP Code	
Lead Installer's Name		Telephone		Email	
Business Classification of Market Provider (only if receiving payment): <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor/Individual <input type="checkbox"/> LLC <input type="checkbox"/> Other: _____					

SECTION 5: OWNER/CONTACT SIGNATURE

I certify that I have performed or reviewed this application and any accompanying documentation, and the information is reasonable and accurate. I further certify the unit(s) is to be installed at the indicated job site address. I have read the terms and conditions associated with this program.

Customer Signature	Customer Name (Print)	Date
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FORM SUBMITTAL: Return signed, completed form to:

Mail: Focus on Energy, Renewable Energy Incentives, 431 Charmany Drive, Madison, WI 53719

Email: Applications and invoices can be scanned and emailed to renewableapplications@focusonenergy.com

Fax: 608.237.2147 **Questions:** Call 800.762.7077

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STEPS TO APPLY

1. Focus on Energy strongly recommends that you arrange for a Solar Water Heating Site Assessment to help determine if a solar water heating system is suitable for your location (focusonenergy.com/siteassessments).
2. Focus on Energy recommends obtaining at least three bids for your solar water heating system from eligible market providers on the [Focus on Energy Full Service Solar Water Heating System Installation Firms list](http://focusonenergy.com/fullserviceinstallers) (focusonenergy.com/fullserviceinstallers).
3. Your market provider must design the system according to the system requirements specified in this application.
4. Complete and email, fax, or mail a signed copy of this application, along with a copy of the itemized bid from the market provider, warranty information, equipment specifications, system diagram, and water heating load calculations to the address at the bottom of the page.
5. Business owners that target the efficiency of their buildings prior to the installation of a solar water heating system may be eligible for the enhanced Efficiency First incentive. Please see the DETERMINING THE INCENTIVE LEVEL section for details.
6. **Do not purchase, order or install any equipment until you have been notified by Focus on Energy that your application is approved! Installation prior to Focus on Energy approval may render your project ineligible for funding.**
7. Within 30 days of receiving a completed application, Focus on Energy will notify you if your application has been approved. You will also receive a Notice of Installation form that you will need to complete and return after your system has been installed.
8. If your system's expected energy savings changes by more than 20 percent after your application is approved, please update the information on the system using a new incentive application and mail it to the address listed below. If the updated incentive application is not approved by Focus on Energy, additional funds may not be awarded.
9. Install the system and ensure installation meets all applicable local, state and national codes, and has the appropriate permits. You have one year to install and submit the completed Notice of Installation.
10. To receive your cash incentive, mail the Notice of Installation to the address at the bottom of this page. The incentive payment may be made to either the system owner or the market provider. If it is made payable to the market provider, the system owner must be credited the amount of the incentive by the market provider, and that credit must appear on the invoice(s) that is submitted to Focus with the Notice of Installation.

SOLAR WATER HEATING SYSTEM REQUIREMENTS

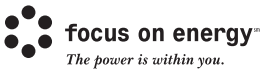
1. **Professional Installation:** Attach itemized bid, warranty information, hot water load calculations & system diagram for all projects. System must be installed to meet System Requirements by a market provider on the Focus on Energy Full Service Solar Hot Water System Installation Firms list (see focusonenergy.com/fullserviceinstallers). Deviations from these requirements must be submitted in writing by the market provider with this application. Product literature, system description and maintenance instructions must be provided to the customer.
2. **Wisconsin Administrative Code:** All systems installed must meet the requirements spelled out by the Wisconsin Department of Commerce for building, plumbing, heating and/or electrical code as it pertains to solar energy systems, as well as conform to any local requirements. System owners must adhere to state code and permit requirements by their local jurisdiction. System Requirements listed in this document are either above code requirements or are listed for clarification purposes. If state code requirements are more stringent than the Focus on Energy program requirements, then the code shall take precedence.
3. **System:** Pool systems are eligible on non-residential property. Unless for heating a pool, the system shall be plumbed to provide domestic or process hot water as its primary function, and it must be a pressurized antifreeze system, a drainback system utilizing antifreeze, or a seasonal pool drainback system without antifreeze. System must be labeled detailing the solar fluid used in the system, including manufacturer, percentage glycol concentration, toxicity & fill date. Any system estimated to save over 5,000 therms/yr shall be installed with monitoring equipment so that the owner may track performance.
4. **Collectors:** Collectors must be rated by the SRCC or an equivalent agency. Collectors must have a five year warranty. Unless for seasonal pool heating, flat plate collectors must have a tempered glass glazing.
5. **Plumbing:**
 - a. **Pressurized Systems:** Solar system piping shall be in accordance with s. Comm 71 and its references to s. Comm 82. All piping between the collectors and the heat exchanger must be copper, stainless steel or black iron and insulated with insulation rated to withstand over 250 degrees Fahrenheit. The balance of system piping may be either copper, stainless steel, black iron or cross-linked polyethylene (Pex) (rated to at least 200 degrees F at 100 pounds per square inch) with insulation rated to withstand 180 degrees F (insulation rated over 200 degrees F is needed for applications sized with space heating, and Pex is not recommended). Exterior insulation must be covered with jacketing capable of withstanding moisture, ultraviolet radiation, and environmental exposure. All fittings, valves and gauges must be copper, bronze, stainless steel, black iron or brass. The solar loop must be fitted with the following components: check valve, pressure relief valve, expansion tank and pressure gauge. The solar fluid must be non-toxic, provide a minimum temperature rating of 320 degrees F, and provide "no slush" or "freeze" conditions to -28 degrees F.
 - b. **Drainback Systems:** Solar system piping shall be in accordance with s. Comm 71 and its references to s. Comm 82. All non-vertical piping must be copper with insulation rated to withstand over 180 degrees F. Vertical piping may be either copper, stainless steel or cross-linked polyethylene (Pex) (rated to at least 200 degrees F at 100 pounds per square inch) with insulation rated to withstand 180 degrees F. Exterior insulation must be covered with jacketing capable of withstanding moisture, ultraviolet radiation and environmental exposure. All piping in the system must have at least a 3/4 inch inside diameter. Sloped piping must be copper, mounted with at least a 1/4 inch drop in slope per foot and supported every 4 feet, unless otherwise specified in the system diagram submitted with this application. All fittings, valves and gauges must be copper, bronze, stainless steel or brass. The solar fluid must be propylene glycol, provide a minimum temperature rating of 320 degrees F, and provide "no slush" or "freeze" conditions to 9 degrees F. Seasonal, public pool heating systems may be installed with the equipment specified by the manufacturer for temperature and climate anticipated.
6. **Collector Mounting:** Collectors must be installed as per manufacturer specifications and applicable building codes for the site.
7. **Balance of System:** A temperature gauge shall be provided to determine the temperature of the upper half of the storage tank. There must be a back-up system for heating water. The hot water piping downstream of a tank-type backup water heater must be fitted with a thermostatic mixing valve (TMV) to limit the maximum temperature for any domestic hot water use to a set point of 120 degrees F (adjustable). The TMV may be installed before the feed to a backup water heater without storage (per manufacturer's specifications).
8. **Performance Testing:** Focus on Energy reserves the right to test most systems prior to payment of the cash incentive. Performance testing will be provided at no cost to the customer and will consist of checking those items set out in the System Requirements. If the system does not pass, the customer and market provider will be notified immediately of the deficiencies and given 30 days to correct deficiencies (and still be eligible for the cash incentive). The second performance test will be at the market provider's expense. Eligibility for the cash incentive after 30 days will be at the discretion of Focus on Energy.
9. **Two-year Installation Warranty.** The system must include at least a two-year installation warranty that covers any defect in the workmanship of the installation at no charge to the owner.
10. **One-year Equipment Warranty.** All major system components must have at least a one-year warranty.

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WATER HEATING LOAD DETAILS Attach water heating load calculations.

Gallon/Day of Service Hot Water Use:	Desired Service Hot Water Temperature	Days / Week Open
Number of Units (if applicable)	Rate of Occupancy (if applicable)	Pool Area (if applicable)
Desired Pool Temperature (if applicable)	Hrs/Day Pool Cover is Used (if applicable)	Pool Makeup Water Ratio (if applicable): %/week

SYSTEM DETAILS All fields must be completed. Attach an itemized bid, warranty information, equipment specifications, and system diagram for all projects.

<input type="checkbox"/> New System <input type="checkbox"/> Repair	Estimated Installation / Repair Date	% Shading from 10 a.m. to 2 p.m. (attach shading diagram if >1%):
Equipment Cost	Labor Cost	Total System Cost
System Type <input type="checkbox"/> Pressurized <input type="checkbox"/> Drainback	System Usage (check all that apply) <input type="checkbox"/> Domestic Hot Water <input type="checkbox"/> Space Heating <input type="checkbox"/> Pool Heating	Racking Type <input type="checkbox"/> Roof Mount <input type="checkbox"/> Ground Mount
Collector Manufacturer	Collector Model	Collector Type <input type="checkbox"/> Flat Plate <input type="checkbox"/> Evacuated Tube
Number of Collectors	Collector Compass Direction (in degrees)	Collector Tilt Angle (in degrees from horizontal)
Solar Storage Tank Manufacturer(s)	Solar Storage Tank Model(s)	Total Volume of Solar Storage Tank(s) (gallons)
Back-up Water Heater <input type="checkbox"/> Existing <input type="checkbox"/> Replacement <input type="checkbox"/> New Construction	Back-up Water Heater Manufacturer & Model	Back-up Water Heater Volume (gallons)

Total System Head (ft):

PUMP #1	Manufacturer	Model Number	Wattage	<input type="checkbox"/> AC <input type="checkbox"/> DC
PUMP #2 (if applicable)	Manufacturer	Model Number	Wattage	<input type="checkbox"/> AC <input type="checkbox"/> DC
PUMP #3 (if applicable)	Manufacturer	Model Number	Wattage	<input type="checkbox"/> AC <input type="checkbox"/> DC
CONTROLLER	Manufacturer	Model Number	Wattage	<input type="checkbox"/> AC <input type="checkbox"/> DC
MONITORING EQUIPMENT (required for systems saving over 5,000 therms/yr)	Manufacturer	Model Number	Web based <input type="checkbox"/> Yes <input type="checkbox"/> No	

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DETERMINING THE INCENTIVE LEVEL

All of the information requested on the incentive application must be completed. Focus on Energy inputs your system details into RETScreen software (available online) to determine a domestic hot water and/or pool heating savings estimate of the solar hot water system. If the system is displacing natural gas, RETScreen's savings estimate is divided by 0.8 to calculate the total energy displaced by your system. If the system is displacing electricity, RETScreen's savings estimate is the total energy displaced by your system. Savings from space heating are not considered.

New Systems

Focus on Energy uses the following table to determine the incentive for new solar water heating systems. The appropriate incentive is multiplied by your system's annual estimate of thermal energy displaced to determine your cash incentive. Focus on Energy offers enhanced Efficiency First incentives to business owners who target the energy efficiency of their business prior to the installation of a solar water heating system. To determine if your system qualified for the Efficiency First incentive, please complete the worksheet on page 4. The cash incentive for solar hot water systems can not exceed the Maximum Cost Share or Maximum Cash Incentive. Focus on Energy will not cost share any system-owner labor costs unless the installation contractor can document payment to the system-owner for the provided services.

SYSTEM FOR	ANNUAL ENERGY DISPLACED	STANDARD INCENTIVE		EFFICIENCY FIRST INCENTIVE		MAXIMUM COST SHARE
		STANDARD INCENTIVE	MAXIMUM STANDARD CASH INCENTIVE	ENHANCED EFFICIENCY FIRST INCENTIVE	MAXIMUM EFFICIENCY FIRST CASH INCENTIVE	
For Profit Customer	≤ 250 Therms	\$18 per therm/yr	\$2,500	\$20 per therm/yr	\$2,750	25%
For Profit Customer	>250 – ≤ 2,500 Therms	\$9 per therm/yr	\$22,500	\$10 per therm/yr	\$25,000	25%
For Profit Customer	>2,500 – ≤ 5,000 Therms	\$7.20 per therm/yr	\$36,000	\$8 per therm/yr	\$40,000	25%
For Profit Customer	>5,000 Therms	\$5.40 per therm/yr	\$50,000	\$6 per therm/yr	\$50,000	25%
Nonprofit or Government Customers	≤ 250 Therms	\$22.50 per therm/yr	\$3,000	\$25 per therm/yr	\$3,300	35%
Nonprofit or Government Customers	>250 – ≤ 2,500 Therms	\$13.50 per therm/yr	\$27,000	\$15 per therm/yr	\$30,000	35%
Nonprofit or Government Customers	>2,500 – ≤ 5,000 Therms	\$11.70 per therm/yr	\$43,200	\$13 per therm/yr	\$48,000	35%
Nonprofit or Government Customers	> 5,000 Therms	\$9.90 per therm/yr	\$60,000	\$11 per therm/yr	\$60,000	35%

* Nonprofit groups must file a federal IRS form 990 or equivalent.

Repairs

The incentive for repairs on existing solar water heating systems is 50% of the repair costs, up to a maximum cash incentive of \$1,500.

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EFFICIENCY FIRST INCENTIVE WORKSHEET FOR RENEWABLE ENERGY SYSTEMS

Energy efficiency is the first step all business owners should take when addressing the electric and/or natural gas consumption of their business. On average, every dollar spent on energy efficiency decreases the cost of the renewable energy system by three to six dollars. Focusing on efficiency first is the most prudent decision a business owner can make from an environmental and financial perspective. Business owners who target the efficiency of their business prior to installing a renewable energy system will also enjoy enhanced Efficiency First incentives from Focus on Energy.

Complete the worksheet below to determine if your renewable energy system qualifies for the Efficiency First incentive. To qualify, the job site of the renewable energy system must fully satisfy the requirements of one of the efficiency tracks listed below by the time the system is installed. This worksheet may be submitted with the incentive application to be preapproved for the Efficiency First incentive or it may be submitted with the Notice of Installation after your system has been installed. Please note that renewable energy systems installed at job sites that do not fully satisfy any of the efficiency tracks listed below, at or before the time of installation, do not qualify for the Efficiency First incentive.

This renewable energy system qualifies for the Efficiency First incentive because the job site satisfies the indicated energy efficiency track:

Focus on Energy Track

- This job site has received incentives from Focus on Energy for implementing energy efficiency measures between January 1, 2008 and the completion date of this renewable energy system that are estimated, by Focus, to save as much energy¹ as the renewable energy system is expected to save on an annual basis.
- Energy advisors are available to assist with these calculations if necessary

ENERGY STAR® Rating, 75+ Track

- The building located at the job site has an ENERGY STAR rating of 75 or greater
- Please include the ENERGY STAR Statement of Performance with the Data Checklist and Facility Summary, to document your building's ENERGY STAR rating
- Energy advisors are available to assist with the rating calculation if necessary

Leadership in Energy Efficient Design (LEED) Track

- The building located at the job site of the renewable energy system has received, or is expected to receive, three Energy and Atmosphere: Optimize Energy Performance points (the two mandatory points plus one additional point) through the LEED version 2 certification program
- Please provide auditable documentation that details the LEED v2 Energy and Atmosphere points your building has received or is expected to receive
- OR-
- The building located at the job site of the renewable energy system has received, or is expected to receive, one Energy and Atmosphere: Optimize Energy Performance point through the LEED version 3 certification program
- Please provide auditable documentation that details the LEED v3 Energy and Atmosphere points your building has received or is expected to receive

I understand that this renewable energy system will not qualify for the Efficiency First incentive because the job site has not satisfied any of the tracks listed above.

¹ Focus on Energy uses the following conversion factors to normalize kilowatt-hours (kWh) and therms to British Thermal Units (BTU) when comparing energy savings due to efficiency measures and energy savings due to renewable measures : 1kWh = 10,000 BTU, 1 therm = 100,000 BTU

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PROGRAM INFORMATION AND REQUIREMENTS

INCENTIVE LIMIT

Cash incentives are limited to \$350,000 per project and \$750,000 per customer in a calendar year for all Focus on Energy incentives.

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 for more information. Depending on your business tax classification, the IRS may require you to pay taxes on incentives totaling over \$600 per calendar year.

TERMS & CONDITIONS

- System Location:** The renewable energy system must be installed on a job site whose owner purchases electricity from an electric provider participating with Focus on Energy for that site. (if the renewable energy system will offset electricity) or purchases natural gas from a participating natural gas provider (if the renewable energy system will offset natural gas) for that site.
- Pre-Approval:** A pre-approval application for a Focus on Energy incentive must be approved by Focus on Energy before any equipment is ordered, purchased or installed. Within 30 days of receiving a complete application, you will be mailed a letter notifying you if your application has been approved. Installation prior to Focus on Energy approval may render your project ineligible for funding.
- One-Year Project Deadline:** The renewable energy system must be installed and the Notice of Installation submitted within one year from the date of approval. Projects that take more than six months to complete must submit a progress report after six months noting substantial progress toward installation, including copies of receipts for equipment or a signed installation contract. If the installation does not meet the one year timeline Focus on Energy may cancel your incentive. You will receive a written warning 30 days before your incentive is cancelled. Requests for extensions beyond the twelve-month period must be submitted in writing to Focus on Energy at the address noted on the bottom of the page.
- Notice of Installation:** The incentive will be paid after the system has been installed and a complete Notice of Installation has been submitted. Dated invoices or receipts for all projects must be submitted with the Notice of Installation. Only costs directly linked to the renewable energy system are eligible. The incentive will be paid within 6–8 weeks of receipt and acceptance of the Notice of Installation.
- System Operation:** The incentive recipient agrees to operate the renewable energy equipment, at the location proposed and as described in the application, for a period of at least three (3) years.
- 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 incentives.
 - Equipment must meet system requirements.
 - 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.
- Publicity:** Focus on Energy reserves the right to publicize your participation in this program, unless you specifically request otherwise in writing. Requests should be emailed to renewableapplications@focusonenergy.com.
- 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 or market provider 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.
- 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. 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 check may be contacted by an evaluator to verify service/equipment installation or be asked to complete a customer survey.
- Additional Terms:** Focus on Energy reserves the right to:
 - Withhold payment until any identified problems with the renewable energy system are resolved.
 - Monitor or evaluate the performance of the system for a period of two (2) years.

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.

MARKET PROVIDER INFORMATION

A market provider represents the company who provided/installed the equipment for your project or performed the service for which you are seeking an incentive. The FEIN and Business Classification of the market provider is required **IF** you received your incentive as a credit on your invoice, whereby the incentive is owed to the market provider. 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 market provider (example, equipment was purchased from one market provider but installed by another market provider) and the incentive is being paid to you the customer, please enter the information of the market provider who installed your equipment in Section 4: Market Provider Information.

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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