



WIND ELECTRIC 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.

Projects of 100 kilowatts or less. 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. A site assessment in compliance with the Focus on Energy Small Wind Site Assessment Policy (focusonenergy.com/windpolicy) must be completed before you apply for an incentive. To learn more about certified site assessments please visit focusonenergy.com/siteassessments.
2. Focus on Energy recommends obtaining at least three bids for your wind electric system from market providers on the [Focus on Energy Full Service Wind Electric System Installation Firms list](http://focusonenergy.com/fullserviceinstallers) (focusonenergy.com/fullserviceinstallers). Wind systems may be self installed.
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 bid from the installation contractor, and a copy of the site assessment.
5. Business owners that target the efficiency of their buildings prior to the installation of a wind electric 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 electricity production changes by more than 20 percent after your incentive 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, including the National Electric Code, and has the appropriate permits and that you have a signed interconnection agreement with your electric provider. 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.

WIND ELECTRIC SYSTEM REQUIREMENTS

1. **Grid-Connected.** The system must be connected to the electric utility distribution grid, but can include a battery back-up system.
2. **New or Remanufactured Equipment.** Equipment, including the wind machine and the tower, can be new or remanufactured. Towers can be used, but must include new hardware and anchors. Remanufacture of the wind turbine must bring the equipment up to like-new specifications, and be done just prior to the installation. Call 888.476.9534 and ask to speak with Focus on Energy's Wind Technical lead about criteria for remanufactured wind equipment. Inverters, controllers and batteries for grid-tied systems with battery backup must be new.
3. **Eligible Turbines.** In order for a new wind system to be eligible for this incentive, the wind machine must be listed below

■ Abundant Renewable Energy 110	■ Endurance E-3120	■ Proven Engineering WT2500	■ Southwest Windpower Whisper 200
■ Abundant Renewable Energy 442	■ Endurance G-3120	■ Proven Engineering WT6000	■ Southwest Windpower Whisper 500
■ Aerostar 6 meter	■ Endurance S-343	■ Proven Engineering WT15000	■ Vestas V-15
■ Bergey Windpower XL.1	■ Gaia-Wind 11kW	■ Skystream 3.7	■ Vestas V-17 (E-17)
■ Bergey Windpower Excel-S	■ Northern Power Systems Northwind 100	■ Southwest Windpower Whisper 100	■ Wind Turbine Industries Jacobs 31-20

Turbines not included on this list may be eligible for Focus incentives. Wind turbines must be in compliance with relevant program incentive and listing policies located at (focusonenergy.com/windpolicy). Contact the Focus on Energy Wind Technical Lead for further information (888.476.9534).
4. **Wind Speed Logger and Anemometer.** A cup anemometer must be mounted on the wind tower one rotor diameter below the hub height of the wind turbine. The anemometer must be installed on at least a four foot boom in the approximate direction of the annual prevailing winds. The use of a nacelle mounted anemometer instead of a tower mounted anemometer is acceptable with pre-approval from Focus on Energy. The anemometer must be connected to a wind speed data logger of the owner's choice.
5. **System Performance Meter.** A kilowatt-hour meter and meter base must be installed between the inverter and the AC circuit breaker for the system.
6. **Two-Year Installation Warranty.** The new wind system or repairs to an existing wind 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. Self-installed systems do not require an installation warranty.
7. **Two-Year Equipment Warranty.** All major system components (new or remanufactured) on new or repaired wind systems must have at least a two-year warranty.
8. **Repairs Are Eligible.** The repair of a non-functioning wind electric system is eligible. The wind system must have a two-year installation warranty and a two-year equipment warranty. Wind systems that malfunctioned due to a lack of maintenance or were previously supported by Focus on Energy are not eligible.

SYSTEM DETAILS Attach Bid

Estimated Installation Date (required)	Estimated Installation/Repair Cost
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DESIGN DETAILS Attach Site Assessment*

<input type="checkbox"/> New System	Name of Site Assessor	Date of Site Assessment	Turbine Manufacturer
<input type="checkbox"/> Repair of Existing System			
Model Number	Rated Turbine Capacity (kW)	Hub Height (feet)	Average hub height wind speed (mph)
Estimated annual electricity produced (kWh/hr)	Site location selected	Prevailing Wind Direction	Source of wind speed data

* All data related to turbine model, tower height, electricity production and the wind resource must be presented in the site assessment. If a proposed system design is not included in the site assessment, an addendum to the site assessment that describes any changes or additions to the site assessment is required. The addendum must be in compliance with the Focus on Energy Small Wind Site Assessment Policy (focusonenergy.com/windpolicy). The original site assessor or a different certified site assessor may provide the addendum and may charge a fee for the service, which can be included in the overall cost of the wind energy system.

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INSTRUCTIONS

All of the information requested on the incentive application must be completed. Most of this information is taken from the required site assessment report, **which must be completed and attached to your application when you apply for an incentive.** Contact Focus on Energy at 800.762.7077 or visit focusonenergy.com/siteassessments for information about renewable energy site assessments.

- **Estimated installed cost:** Enter the anticipated total cost of the system, including all equipment and labor. This information can be found on your project bid, which must be attached.
- **Estimated installation date:** Enter the date you anticipate the system will be installed.
- **Turbine Manufacturer:** Enter the name of the manufacturer of the wind turbine you intend to install (please see System Requirements for a list of eligible wind turbines).
- **Model Number:** Enter the model number of the wind turbine you intend to install.
- **Rated Capacity:** Enter the rated capacity of the turbine at a wind speed of 11m/s in kilowatts
- **Hub height:** Enter the number of feet above the ground of the wind machine hub. The entire rotor must be at least thirty (30) feet above the tree line.*
- **Average hub height wind speed:** Enter the average wind speed at the height of the wind machine hub.
- **Estimated annual electricity produced:** Enter the annual electricity produced, in kilowatt hours, by the proposed system at the selected site. This information should appear on your site assessment.
- **Site location:** Enter the selected site option from the site assessment report (usually 1, 2, or 3).
- **Prevailing wind direction:** Enter the prevailing wind direction at the selected site location.
- **Source of wind speed data:** Enter the name of the wind site assessor and date of assessment.

* Systems with rotors 30 feet above the area tree line may use their Focus on Energy site assessment as the basis for determining the wind resource and estimated turbine productivity. For systems on shorter towers, additional site assessment procedures will be required in order to validate the wind resource available to the turbine. Contact the Focus on Energy Technical Lead for details (888.476.9534)

DETERMINING THE INCENTIVE LEVEL

New Systems

The Focus on Energy uses the following table to determine the cash incentive for the installation of a new wind electric system. The appropriate incentive is multiplied by your system's annual estimated electricity production (in kilowatt hours). 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 wind electric system. To determine if your wind electric system qualifies for the Efficiency First incentive, please complete the worksheet on page 4. The cash incentive for wind electric systems can not exceed the Maximum Cash Incentive or Maximum Cost Share.

Cash Incentive = Annual Estimated Electricity Production × Appropriate Incentive

SYSTEM FOR	RATED TURBINE CAPACITY (kW)	STANDARD INCENTIVE	ENHANCED EFFICIENCY FIRST INCENTIVE	MAXIMUM COST SHARE	MAXIMUM CASH INCENTIVE
For Profit Customer	≤20 kW	Installed system cost ÷ (7700 × rated turbine capacity at 11 m/s)	Installed system cost ÷ (7008 × rated turbine capacity at 11 m/s)	25%	\$35,000
	>20kW - ≤100 kW				\$100,000
Nonprofit or Government Customers	≤20 kW	Installed system cost ÷ (5500 × rated turbine capacity at 11 m/s)	Installed system cost ÷ (5005 × rated turbine capacity at 11 m/s)	35%	\$35,000
	>20kW - ≤100 kW				\$100,000

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

Repairs

Focus on Energy may fund the repair of non-functioning wind turbines. To apply for wind turbine repair funding, complete this application and provide a repair cost estimate with a detailed cost breakout. All wind turbine projects must have a two-year installation warranty and a two year equipment warranty. Wind energy systems that malfunction due to a lack of maintenance or were previously supported by Focus on Energy are not eligible for additional funding. The method by which a cash incentive for a repair on an existing wind system is calculated is identical to the incentive calculation for a new wind system (see above).

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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.
- 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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