



Home Performance with ENERGY STAR® Cash-Back Reward Specifications For Work Completed January 1, 2012 to March 31, 2012

Questions about eligibility and cash-back rewards should be addressed to Program Staff for clarification prior to installation/implementation. Changes, additions, and/or clarifications to this document will be made as situations require.

QUALIFYING PROJECT

- Participating utility
 - Homes must be heated with natural gas from a participating gas utility or be heated with more than 50% electric heat from a participating electric utility to be eligible for Cash-Back Rewards on Building Shell measures.
 - Homes heated primarily with oil or LP are not eligible to receive Cash-Back Rewards on Building Shell measures.
 - Homes primarily heated with a ground source or air source heat pump with a participating electric utility are considered more than 50% electric heat.
- Single family home
- 1-3 unit rental building
- Condos/Townhouses must meet all four of the following conditions to participate in the Home Performance with ENERGY STAR Program. If any one of the four items is not met, refer the project to the Apartment and Condo Efficiency Services Program.
 1. Individually owned units.
 2. Basements separated by foundation walls.
 3. Individual heating and cooling equipment.
 4. Individual entrances and no shared hallways.
- Mixed-use residential/commercial buildings
 - Home Performance with ENERGY STAR applies if the building falls under the Wisconsin Uniform Dwelling Code (1 and 2 units).
 - Home Performance with ENERGY STAR applies if the combined number of commercial and residential units equals two or three.
 - Rewards apply only to the residential portion of a mixed use building unless the component is shared for example a common water heater.
- Consultant or Performance Contractor in good standing with Focus on Energy's Home Performance with ENERGY STAR Program and performs pre and post assessment or rating.

CUSTOMER REWARDS INSTRUCTIONS AND DESCRIPTIONS

All installations must meet Performance Standards and function as intended. Poorly or incorrectly installed materials, even if done by a home-owner do-it-yourselfer, will not be eligible for rewards. To the extent that such Wisconsin laws or regulations differ from these requirements, Wisconsin laws or regulations shall govern.

BUILDING SHELL

Air Sealing – 400 cfm reduction

- Air infiltration reduced by a minimum of 400 CFM50 or 25% of the pre CFM50 leakage rate.
- Pre test and post test CFM50 numbers are required.
- Air Sealing – 400 cfm reduction Reward \$75.

Air Sealing – 1000 cfm reduction

- Air infiltration reduced by a minimum of 1000 CFM50.
- Pre test and post test CFM50 numbers are required.
- Air Sealing – 1000 cfm reduction Reward \$125.

Air Sealing – 1600 cfm reduction

- Air infiltration reduced by a minimum of 1600 CFM50.
- Pre test and post test CFM50 numbers are required.
- Air Sealing – 1600 cfm reduction Reward \$175.

Attic Insulation

- Air sealing required prior to attic insulation if recommended.
- Open Floor: Install to R-40, R-50 recommended in northern half of Wisconsin.
- Closed Floor: Fill entire cavity, dense pack preferred method.
- Only one attic Reward will be paid per building.
- Attic Insulation Reward \$100 or installed cost, whichever is lower.

Floor Insulation

- Spray foam or foam board; R-10 minimum.
- Fiberglass R-19 exposed must be covered with air barrier.
- A minimum of 25 square feet must be installed.
- Insulation installed over conditioned spaces (as per HUD) is not eligible for Rewards.
- Floor Insulation Reward \$75 or installed cost, whichever is lower.

Foundation – Exterior Insulation

- Rigid extruded polystyrene R-5 minimum or
- Rigid fiberglass board 1" minimum.
- Insulation should extend at least 6" below grade and cover as much above grade foundation as feasible.
- Foundation – Exterior Insulation Reward \$150 or installed cost, whichever is lower.

Foundation – Interior Insulation

- Rigid foam board R-5 minimum or
- Fiberglass R-13 or
- Spray foam R-7.
- Air sealing must be performed before batting or roll insulation is installed.
- 6 mil or greater ground barrier is required in crawlspaces.
- Foundation - Interior Insulation Reward \$200 or installed cost, whichever is lower.

Knee-Wall Insulation

- Knee-Wall: R-13 minimum fiberglass with exposed fiberglass to be covered with air-barrier material such as TyVek or TyPar.
- Spray foam R-10.
- Knee-Wall cavities are not considered sidewall cavities.
- Knee-Wall Insulation Reward \$100 or installed cost, whichever is lower.

Sidewall – Cavity Insulation

- Closed Cavity: R-13 dense pack preferred method or injected foam.
- Open Cavity: R-13 with air barrier and vapor retarder.
- Sidewall – Cavity Insulation Reward \$200 or installed cost, whichever is lower.

Sidewall – Rigid Foam Insulation R3 – R4

- Insulation installed must be extruded or expanded polystyrene.
- The existing wall cavity must be insulated.
- A minimum of 700 square feet of continuous insulation must be installed.
- Sidewall – Foam Insulation R3-R4 Reward \$100 or installed cost, whichever is lower.

Sidewall – Rigid Foam Insulation R5 or greater

- Insulation installed must be extruded or expanded polystyrene.
- The existing wall cavity must be insulated.
- A minimum of 700 square feet of continuous insulation must be installed.
- Reward \$150 or installed cost, whichever is lower.

Sill Box Insulation

- Spray foam R-10 or foam board or
- Fiberglass R-13 with Kraft or foil facing.
- Area must be air sealed prior to insulation installed.
- Sill Box Insulation Reward \$50 or installed cost, whichever is lower.

ADDITIONAL REWARDS

Completion Reward

- Three recommended complete shell insulation measures in addition to air sealing if applicable. OR
- Two recommended complete shell insulation measures and one major mechanical measure in addition to air sealing if applicable.
- Air sealing if applicable is defined as a CFM50 value less than 0.5 CFM50/sq ft of floor area including basement at post assessment. The home is not eligible for an air sealing reward if claiming this exemption. This definition does imply that air sealing should not be recommended or will not be rewarded if the air sealing reduction requirements are achieved.
- Major mechanical is defined as a qualifying furnace, boiler, or water heater.
- Completion Bonus Reward \$300.

Completion – LP/Oil/Wood Reward

- Home must be in Focus-eligible electric territory.
- Three recommended complete shell insulation measures in addition to air sealing if applicable. OR
- Two recommended complete shell insulation measures and one major mechanical measure in addition to air sealing if applicable.
- Air sealing if applicable is defined as a CFM50 value less than 0.5 CFM50/sq ft of floor area including basement at post assessment.
- Major mechanical is defined as a qualifying furnace, boiler, or water heater.

- No Rewards will be paid for actual building-shell measures.
- Rewards are available for electric measures.
- Completion Bonus Reward \$300.

New Customer Referral

- Submit Customer Referral Reward with a customer reward form of the referring customer.
- Referral Reward available to customers completing installation of measures.
- Available for new customers only.
- Not available if the referred customer was previously referred.
- New Customer Referral Reward \$50.

MECHANICAL SYSTEMS

Chimney Liner, Furnace, or Boiler

- This Reward is only paid if the liner was installed to correct an existing furnace or boiler drafting problem that failed the draft test.
- The problem must be documented in the Combustion Safety Testing Form.
- If the furnace or boiler does not fail the draft test at the time of the pre-assessment, this reward **may not** be applied for after the initial post-assessment.
- If the furnace or boiler fails the draft test at the post-assessment as a result of air sealing the house, the consultant must attach the Post Combustion Safety Disclosure form to the Customer Reward form when submitting the reward application. If the safety disclosure recommendation is to install a chimney liner, the consultant may then **re-submit** the customer reward form on behalf of the customer after that work is completed. Only **one Provider Reward** may be submitted and paid. It would be the consultant's responsibility to verify the chimney liner. As a reminder, an atmospherically vented furnace or boiler with a chimney liner is still atmospherically vented and as such should be combustion safety tested.
- Chimney Liner, Furnace or Boiler Reward \$50 or installed cost, whichever is lower.

Flue Closure with new Furnace or Boiler

- This Reward is available only through a Home Performance with ENERGY STAR completed assessment or rating.
- The Reward is only available to correct an existing furnace or boiler that failed any combustion safety tests.
- The problem must be documented in the Combustion Safety Testing Form.
- If the furnace or boiler does not fail the combustion safety test at the time of the pre-assessment, this reward **may not** be applied for after the initial post-assessment.
- If the furnace or boiler fails the combustion safety test at the post-assessment as a result of air sealing the house, the consultant must attach the Post Combustion Safety Disclosure form to the Customer Reward form when submitting the reward application. If the safety disclosure recommendation is to replace the unit and close the flue, the consultant may then **re-submit** the customer reward form on behalf of the customer after that work is completed. Only **one Provider Reward** may be submitted and paid. It would be the consultant's responsibility to verify the equipment and flue closure.
- Only available with installation of furnace or boiler that qualifies for the Furnace or Boiler Reward.
- An additional Furnace or Boiler Reward is available.
- Flue cannot be used by any other combustion appliances.
- Flue must be closed at time of furnace or boiler installation.
- A chimney liner installation does not qualify for this Reward.
- All interior openings must be properly sealed using a metal plug and caulk or mortar.
- If physically possible, chimney must be capped at exterior.
- Chimney may be removed.
- Flue Closure with new Furnace or Boiler Reward \$250 or installed cost, whichever is lower.

Furnace

- This Reward is available for natural gas, LP, or oil-fired qualifying furnaces.
- Qualified model must:
 1. Have an AFUE of 90% or greater.
 2. Have at least two stages of heat output.
 3. Have a variable-speed motor (furnaces with PSC motors are not eligible).
 4. Be a sealed-combustion unit.
 5. Primary use must be for heating the home's living space.
- Equipment eligibility is based on the AHRI database (ahridirectory.org) and other reliable sources.
- This Reward is only available for pre-qualified models. A list of qualified equipment can be found at focusenergy.com/hvac or by calling Program Staff.
- Chimney liners must be installed where a high-efficiency gas furnace replaces an atmospherically drafted furnace and only a water heater remains vented through the chimney.
- Air Handlers are not eligible for this Reward.
- Furnace Reward \$150 or installed cost, whichever is lower.

Hot-Water Boiler (<300 MBH)

- Only available for natural gas boilers <300 MBH.
- Qualified model must:
 1. Have an AFUE of 90% or greater.
 2. Have a modulating burner.
 3. Include an outdoor-air reset control (integrated or added to the system).
 4. Be a sealed-combustion unit.
 5. Primary use must be for space heating the home's living space.
- Equipment eligibility is based on the AHRI database (ahridirectory.org) and other reliable sources.
- This Reward is only available for pre-qualified models. A list of qualified equipment can be found at focusenergy.com/hvac or by calling Program Staff.
- Chimney-liners must be installed where a high-efficiency boiler replaces an atmospherically drafted boiler and only a water heater remains vented through the chimney.
- Hot-Water Boiler (<300 MBH) Reward \$400 or installed cost, whichever is lower.

Air Conditioner or Air-Source Heat Pump

- Qualified **central air conditioner, air-source heat pump**, system must:
 1. Be installed at the same time as a furnace that qualifies for the Focus on Energy Furnace Reward.
***Reward is not available with furnaces that were previously installed.**
***Reward is not available for installations with air handlers.**
 2. Be 15 SEER or greater, considering the evaporator coil, condenser coil, and furnace fan motor.
 3. Include a thermal expansion valve (TXV) or electronic expansion valve (EXV/EEV).
 4. Replace both the evaporator and condenser coils units.
 5. Achieve proper refrigerant charge and airflow (see focusenergy.com/hvac for protocol).
 6. Meet the manufacturer's specifications for refrigerant line diameters.
- The condenser model and serial number, evaporator model and serial number, and AHRI reference number are required.
- Equipment eligibility is based on the AHRI database (ahridirectory.org) and other reliable sources. For assistance, please call Program Staff.
- Air Conditioner or Air Source Heat Pump Reward \$100 or installed cost, whichever is lower

WATER HEATING

Chimney Liner, Water Heater

- This Reward is only paid if the liner was installed to correct an existing water heater drafting problem that failed the draft test.
- The problem must be documented in the Combustion Safety Testing Form.
- If the water heater does not fail the draft test at the time of the pre-assessment, this reward **may not** be applied for after the initial post-assessment.
- If the water heater fails the draft test at the post-assessment as a result of air sealing the house, the consultant must attach the Post Combustion Safety Disclosure form to the Customer Reward form when submitting the reward application. If the safety disclosure recommendation is to install a chimney liner, the consultant may then **re-submit** the customer reward form on behalf of the customer after that work is completed. Only **one Provider Reward** may be submitted and paid. It would be the consultant's responsibility to verify the chimney liner. As a reminder, an atmospherically vented water heater with a chimney liner is still atmospherically vented and as such should be combustion safety tested.
- Chimney Liner, Water Heater Reward \$50 or installed cost, whichever is lower.

Flue Closure with new Power- vented Water Heater

- This Reward is available only through Home Performance with ENERGY STAR completed assessment or rating.
- The Reward is only available to correct an existing water heater drafting problem that failed any combustion safety test.
- The problem must be documented in the Combustion Safety Testing Form.
- If the water heater does not fail the combustion safety test at the time of the pre-assessment, this reward **may not** be applied for after the initial post-assessment.
- If the water heater fails the combustion safety test at the post-assessment as a result of air sealing the house, the consultant must attach the Post Combustion Safety Disclosure form to the Customer Reward form when submitting the reward application. If the safety disclosure recommendation is to replace the unit and close the flue, the consultant may **re-submit** the customer reward form on behalf of the customer after that work is completed. Only **one Provider Reward** may be submitted and paid. It would be the consultant's responsibility to verify the equipment and flue closure.
- Only available with installation of water heater that qualifies for Power-vented, Natural Gas Reward.
- An additional Power-vented, Natural Gas, Water Heater Reward is available.
- Flue cannot be used by any other combustion appliances.
- Flue must be closed at time of water heater installation.
- A chimney liner installation does not qualify for this Reward.
- All interior openings must be properly sealed using a metal plug and caulk or mortar
- If physically possible, chimney must be capped at exterior.
- Chimney may be removed.
- Flue Closure – new Power-vented Water Heater Reward \$250 or installed cost, whichever is lower.

Fuel Conversion

- Must install a water heater that meets power-venting, and energy factor or thermal efficiency criteria.
- Customer must receive electrical services from participating electrical utility.
- New water heater may be natural gas or LP.
- Documentation of brand name and model number of old, electric water heater is required.
- May be combined with Power-Vented Water Heater Reward.
- Fuel Conversion Reward \$250 or installed cost, whichever is lower.

Power-vented, Natural Gas, Energy Factor of 0.64 - 0.79

- Qualified model must be a power-vented water heater.
- Water heater must be whole-house units and not point of use units.
- Replacing a natural or atmospherically vented water heater may also qualify for Fuel Closure Reward.
- Replacing an electric water heater may also qualify for Flue Conversion Reward.
- Power-vented, Natural Gas, Energy Factor of 0.64 - 0.79 Reward \$50 or installed cost, whichever is lower.

Power-vented, Natural Gas, Energy Factor of 0.80 or greater

- Qualified model must be power-vented water heater.
- Water heater must be whole-house units and not point-of-use units.
- Replacing a natural or atmospherically vented water heater may also qualify for Fuel Closure Reward.
- Replacing an electric water heater may also qualify for Flue Conversion Reward.
- Power-vented, Natural Gas, Energy Factor of 0.80 or greater Reward \$100 or installed cost, whichever is lower.

Power-vented, Natural Gas, Condensing, Thermal Efficiency of 90% or greater

- Qualified model must be a power-vented water heater.
- Water heater must be whole-house units and not point-of-use units.
- Replacing a natural or atmospherically vented water heater may also qualify for Fuel Closure Reward.
- Replacing an electric water heater may also qualify for Flue Conversion Reward.
- Power-vented, Natural Gas, Condensing, Thermal Efficiency of 90% or greater Reward \$150 or installed cost, whichever is lower.

Indirect, Natural Gas

- Water heater must be installed on a boiler that qualifies for the Hot-Water Boiler (<300 MBH) Reward.
- If the boiler does not qualify, the indirect water heater does not qualify.
- Customers may only receive one Indirect Water Heater Reward through Focus on Energy.
- If replacing an electric water heater, you may also qualify for Water Heater Fuel Conversion Reward.
- Indirect, Natural Gas Reward \$150 or installed cost, whichever is lower.

Electric, Energy Factor of 0.93 or greater

- Focus on Energy Reward is limited to customers who **do not have natural gas service available** in their area. *Focus on Energy will verify that natural gas service is not available before Reward is processed.*
- Must be whole-house water heater. Point-of-use units are not eligible.
- Must be a tank-type water heater. Electric tankless units are not eligible.
- Electric, Energy Factor of 0.93 or greater Reward \$50 or installed cost, whichever is lower.

VENTILATION

Exhaust Fan – ENERGY STAR

- Exhaust fan must be listed on *ENERGY STAR Ventilating Fans Product List* available at: energystar.gov/index.cfm?fuseaction=find_a_product.showProductGroup&pgw_code=VF
- Exhaust fan must vent to the exterior.
- Ventilation must follow ASHRAE requirements.
- Exhaust Fan - ENERGY STAR Reward \$50 or installed cost, whichever is lower.

Exhaust Fan – Other

- Inline, ERV, HRV, or rated for continuous flow ventilation.
- Exhaust fan must vent to the exterior.
- Ventilation must follow ASHRAE requirements.
- Exhaust Fan – Other Reward \$25 or installed cost, whichever is lower.

RENEWABLE

Efficiency First Guidelines

- Homeowners must complete 3 energy efficiency measures from the following list:
 - Attic Insulation
 - Sidewall Insulation
 - Sill Box Insulation
 - Foundation Insulation
 - Air sealing
 - Heating equipment including boilers or furnaces
 - Hot water heating equipment
 - Central air conditioner
- Consultant must complete a post assessment prior to homeowner submittal for incentive payment on the renewable system.
- If less than 3 energy efficiency measures were recommended, the homeowner is eligible for the Efficiency First Reward by following the consultant's recommendations and completing the post assessment.
- If there are no energy efficiency measures recommended, the consultant should report that when entering submitting the application.
- A renewable energy project will not qualify for a Efficiency First Reward if it is started prior to the pre assessment.
- Submittal for payment on the renewable project must be within 60 days of system commissioning, therefore the post assessment needs to occur prior to the submission.
- The consultant should alert homeowner that they must request the post assessment before submitting for renewable.
- A home does not require a rating to qualify for Efficiency First Reward, but the rating may be used later to determine savings.

Solar Electric

- Homeowners that target efficiency of their buildings prior to installation of a solar electric system may be eligible for an enhanced Efficiency First Reward.
- A Solar Electric Site Assessment is recommended.
- Solar Electric Reward \$/kW double the standard offer.

Solar Water Heating

- Homeowners that target efficiency of their buildings prior to installation of a solar water heating system may be eligible for an enhanced Efficiency First Reward.
- A Solar Water Heating Site Assessment is recommended.
- Solar Water Heating Reward \$/panel double the standard offer.

Wind Electric

- Homeowners that target efficiency of their buildings prior to installation of a wind electric system may be eligible for an enhanced Efficiency First Reward.
- A Small Wind Site Assessment is recommended.
- Wind Electric Reward \$/turbine double the standard offer.

PROVIDER REWARDS INSTRUCTIONS AND DESCRIPTIONS

Performance Testing Pre/Post Blower Door Only

- Pre assessment blower door test.
- Post assessment blower door test.
- Customer must implement one measure and receive a reward.
- This reward is available to the provider for customers with a participating electric utility and receiving a **Completion – LP/Oil/ Wood Reward.**

- Consultants eligible.
- Performance Contractors eligible.
- Performance Testing Pre/Post Blower Door Only Reward \$100.

Performance Testing Pre/Post Blower Door and Combustion Safety

- Pre assessment blower door test.
- Post assessment blower door test.
- Pre assessment combustion safety test.
- Post assessment combustion safety test.
- Customer must implement one measure and receive a reward.
- This reward is available to the provider for customers with a participating electric utility and receiving a **Completion – LP/Oil/ Wood Reward.**
- Consultants eligible.
- Performance Contractors eligible.
- Performance Testing Pre/Post Blower Door and Combustion Safety Reward \$150.

Home Performance Rating

- In addition to Performance Testing.
- Use of approved modeling software.
- Customer must implement one measure and receive a reward.
- Consultants eligible.
- Home Performance Rating Reward \$50.

Air Sealing 400 cfm Reduction

- Pre assessment blower door test.
- Post assessment blower door test.
- Reduce by 400 cfm or 25% of pre assessment test.
- Performance Contractors eligible.
- Installing Trade Allies eligible.
- Air Sealing 400 cfm Reduction Reward \$75.

Air Sealing 1000 cfm Reduction

- Pre assessment blower door test.
- Post assessment blower door test.
- Reduce by 1000 cfm.
- Performance Contractors eligible.
- Installing Trade Allies eligible.
- Air Sealing 1000 cfm Reduction Reward \$100.

Air Sealing 1600 cfm Reduction

- Pre assessment blower door test.
- Post assessment blower door test.
- Reduce by 1600 cfm.
- Performance Contractors eligible.
- Installing Trade Allies eligible.
- Air Sealing 1600 cfm Reduction Reward \$125.

Facilitation

- Homeowner must complete and receive a reward for at least one recommend measure.
- A brief documentation including date, person receiving facilitation, and facilitation activities must be submitted.
- Qualifiers
 - Consultant mentors, instructs, and helps homeowner perform self-install measures that are eligible for cash-back rewards. This is above and beyond sending the written report. Facilitation involves moving the project along and may be by phone, internet, or in person.
 - Consultant mentors Installing Trade Ally and on installation “best practices” for that home. This is above and beyond sending the written report. Mentoring involves moving the project along and may be by phone, internet, or in person.
 - The Ally or third party contractor contacts the Consultant about work specifications, clarifications, and/or best practices.
- Disqualifiers
 - Consultant completes work by himself.
 - Installing Trade Ally refers job to Consultant, and all work is done by that Installing Trade Ally without further communications or questions about the job.
 - Consultant refers job to Installing Trade Ally and all work is done by that Installing Trade Ally without further communications or questions about the job.
 - Facilitation occurs on date of pre or post assessment.
- Only one qualifying facilitation reward per project.
- Consultant eligible.
- Facilitation Reward \$75.

Program Ally – Installing and Referring Training

- Provided by Consultant to new Program Ally – Installing and/or Referring.
- Training must be for an HP eligible house.
- One assessment/rating provided per new Referring Ally.
- Two assessments/ratings provided per new Installing Ally.
 - First house may to be of Ally’s choosing.
 - Second house must be an HP project where homeowner is a customer of Ally and cash-back reward eligible work will be performed.
- Ally must be in good standing before Evaluation reward will be paid to Consultant.
 - Program Ally – Installing/Referring Agreement signed and completed, with Partnering Consultant listed and verified.
 - Completed Introductory Webinar and quiz and recorded in HP Program database.
 - For Installing Ally, attended Residential Energy Installer Retrofit Clinic.
 - There will be cases where the Ally receives the free assessment/rating before all requirements are fulfilled. HP Program will hold the invoice and pay upon verification of compliance.
- Key employee(s) of Ally must be present during entire assessment process.
- Assessment/Rating must include Combustion Safety testing in at least one of the units.
- Consultant must submit invoice for services to Focus on Energy in amount not to exceed \$400 which includes the costs for post-testing services.
- Program Ally – Installing/Referring Training Reward \$400.

Program Ally – Installing/Referring Ally Referrals

- Ally refers their customer to a Consultant.
- Homeowner must complete a pre assessment.
- There is no limit on the number of Ally Referrals a Ally may earn.
- The Consultant submits the application on behalf of the Ally.
- Only one Referral Reward per building.
- A Referral Reward cannot be from one Consultant to another Consultant.

- There is no Referral Reward for a Ally's free assessment.
- Program Ally – Installing/Referring Ally Referral Reward \$75.

INVOICE REQUIREMENTS

- Reward applications will not be processed if invoice requirements are not followed.
- Cash Back Rewards for a measure can not exceed the cost of materials and labor for contractor installs or cost of materials for customer installs.
- Customer installs must include:
 1. A copy of the receipt
 2. Materials highlighted and noted by measure
- Contractor invoice submitted by Consultant for rewards:
 1. Invoice itemized according to individual reward measures
 2. Invoice non-itemized with reasonable cost or percentage estimates per measure written on the submitted copy
 3. Bid, Estimate, or Proposal:
 - a. Initialed that this is an paid invoice (or payment arrangements)
 - b. Itemized
 - c. Non-itemized with reasonable cost or percentage estimates per measure written on the submitted copy
- Air Sealing Rewards may be submitted without an invoice itemizing air sealing when other measures accomplish the reduction, unless the reward amounts exceed the installation cost.
- Air Sealing as the only implemented building shell measure requires an invoice.
- Consultant is required to verify installation.
- Depending on measure pre and/or post conditions must be listed:
 - Pre/Post Rvalue.
 - Insulation Square footage Manufacturer and model number (e.g. ventilation fans, HVAC and DHW equipment).

ADDITIONAL INSTRUCTIONS AND DESCRIPTIONS

ADDITIONAL GUIDANCE

Additional Cash-Back Rewards for measures not previously applied for are available to the homeowner if a second post assessment is conducted. There are no provider rewards available for the second post assessment.

A change in consultants between the pre and post assessments is allowable if the pre assessment consultant and the homeowner agree to the arrangement or as determined acceptable by the Program Manager in response to a homeowner request due to unusual circumstances. The post assessment consultant would receive the provider reward.

Cash-Back rewards are only available after the post assessment, with the only exception being a verified installation of a measure that is also available through another Focus on Energy program, for example a hot water boiler that is available through Efficient Heating and Cooling.

A change in ownership of the home between the pre and post assessment requires the previous owner's consent.

The time limit between a pre and post assessment is two years. A one-year extension maybe granted with Program approval prior to the expiration of the two-year time limit. If the two-year time limit expires, a new pre assessment is required.

- This is a new Program requirement for 2011.
- Pre assessments for 2007 and 2008 will have until 12/31/2011 to complete a post assessment unless granted a one year extension.
- Post cards will be sent to the 2007 and 2008 pre assessments informing them of the time limit.
- Post cards will be sent out in approximately six-month intervals reminding the homeowner of the two year requirement.

TWO AND THREE UNIT RESIDENTIAL RENTAL BUILDINGS

- *Building*, as used in this context refers to the entire structure whereas *units* refer to individually identified residences within the building or single family structures.
- Eligibility is extended to two and three-unit buildings. This includes the entire building, or a combination of units within the building.
- Every residential unit within an eligible building is eligible for cash-back rewards, regardless of separate meter, account, or address.
- Rental Housing Energy Evaluation Program (RHEEP) is currently operating in only WPS Territory (WPS natural gas residential customers only) and City of La Crosse (Xcel natural gas residential customers). RHEEP has different incentives and process than the Home Performance rewards below. Please contact Program Staff for additional information about RHEEP.
- Measures and customer rewards for 2 and 3 unit buildings are the same as standard Home Performance rewards except for the measures listed below.

| Building Shell | | |
|--|-------------------------------------|-------------------------------------|
| Measure | Duplex | Triplex |
| Air Sealing – 400 cfm | \$125/Test | \$125/Test |
| Air Sealing – 1000 cfm | \$175/Test | \$175/Test |
| Air Sealing – 1600 cfm | \$225/Test | \$225/Test |
| Attic Insulation | \$150/stacked \$300/side by side | \$150/stacked \$450/side by side |
| Floor Insulation | \$125/stacked \$250/side by side | \$125/stacked \$375/side by side |
| Foundation – Exterior | \$240/stacked \$360/side by side | \$240/stacked \$480/side by side |
| Foundation – Interior | \$300/stacked \$450/side by side | \$300/stacked \$600/side by side |
| Knee-wall Insulation | \$125 | \$125 |
| Sidewall – R= 3-4 | \$320/stacked \$240/side by side | \$480/stacked \$320/side by side |
| Sidewall – R= 5 or greater (Min. 700 square feet) | \$480/stacked \$360/side by side | \$720/stacked \$480/side by side |
| Sidewall – Cavity | \$600/stacked \$450/side by side | \$900/stacked \$600/side by side |
| Sill Box | \$75/stacked \$150/side by side | \$75/stacked \$225/side by side |

- Number of units
 - Preliminary Evaluation Report required for each unit.
 - One Assessment Field Data Collection form, or one RESNET rating form per building is required, but it is highly recommended to use a format that allows accurate compilation of various unit and building components, as complexity increases with multiple units.

- Number of mechanical systems requiring Combustion Safety Testing.
 - Each set of tests requires a separate Combustion Safety Testing form.
 - Combustion Safety test set is one heating unit and one water heater = \$50.00.
 - Additional set is one heating unit and/or water heater = \$50.00.
- Number of air-leakage tests.
 - Air leakage tests can be multiple or one combined test based upon building complexity.
 - For every blower door post-test Consultant reward = \$100.00.
- Home Performance Ratings.
- Each residential building post rating = \$50.00.

ELIGIBLE MEASURES FOR THE WPS INCREASED REWARDS PROGRAM

- Qualifying customers must complete three recommended insulation, air sealing, and/or combustion safety measures within six months of the initial assessment to be eligible for WPS Bonus Rewards.
- Any of the Building Shell measures listed on the Cash-Back Reward Summary (includes insulation and air sealing).
- Flue closure with new furnace or boiler (combustion safety).
- Flue closure with new power vented water heater (combustion safety).
- If three of those measures are implemented, then any applicable Focus and WPS rewards are payable.
- Cash-Back Rewards cannot exceed installed cost and/or \$3000 per household.

AFFORDABLE HOUSING

Please contact Program Staff about program and process.

Customer Signature:

Certification: The following certifications are required in order for this form to substitute for the IRS form W-9. Under penalty of perjury, I certify that:

1. The number shown on this form is the correct taxpayer identification number.
2. 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.
3. I am a U.S. citizen (includes a U.S. resident alien).

I, the undersigned, agree that the stated energy-efficient measure(s) was (were) installed at the project site address listed above as part of the Focus on Energy program offering and that I am authorized to sign this application. 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.

This is a Focus on Energy program application for use by eligible applicants ("Applicant"). Shaw Environmental and Infrastructure, Inc. is the Program Administrator for Focus on Energy ("Program Administrator") and bound by contract to Statewide Energy Efficiency and Renewable Administration, Inc. ("SEERA"). The Program Administrator, Focus on Energy and the Applicant may be individually referred to herein as a "Party" and collectively as the "Parties".

Section 1. Incentive Offer: This Application covers products purchased and installed between January 1, 2012 and March 31, 2012. Applications must be postmarked within 30 calendar days of installation and no later than March 31, 2012. Applicants should maintain a copy of this application for their personal records. Incomplete applications will be returned and will not be processed. This application must have complete information and be submitted with proof of purchase such as invoices that clearly itemize the product(s) and/or services(s) received. Purchase orders, proposals and quotes are not considered proof of purchase.

Section 2. Marketing: The Applicant shall not use Program Administrator's or SEERA's corporate name, logo, identity, any affiliation, or any related logo including the "Focus on Energy" name, logo, or identity, for any marketing, advertising or solicitation without prior written consent of Focus on Energy. Such written consent may be withheld in Focus on Energy's sole discretion. When referencing Focus on Energy involvement with any project, the Applicant shall collaborate with Focus on Energy to prepare any press release and to plan for any news conference and agrees to provide Focus on Energy, for its written approval prior to publication, a written copy of any advertisements or promotional material regarding this program prior to publishing any such advertisements or promotional material. Focus on Energy reserves the right to publicize the Applicant's participation in the Focus on Energy program unless a written request is submitted to focusonenergy.marketing@shawgrp.com.

Section 3. Program Discretion: Rewards are available on a first-come, first-served basis. This offer is subject to change or termination without notice at the discretion of Focus on Energy. 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. Focus on Energy excludes internal labor (i.e. non-contracted labor) for private companies or individuals when calculating total project costs.

Applicants who are served by a participating electric provider but not a participating natural gas provider will only qualify for incentives for electric technologies. Applicants who are served by a participating natural gas provider but not a participating electric provider will only qualify for incentives for natural gas technologies. Applicants who have both a qualifying electric provider and a qualifying natural gas provider will qualify for incentives on both electric and natural gas technologies. Applicants who use Liquid Propane (LP) or other non-qualifying fuels will not qualify for incentives for any gas technologies.

Focus on Energy reserves the right to change or discontinue this program at any time without notice. Focus on Energy also reserves the right to withhold incentive payment until identified problems with a project are resolved and to withhold or terminate an incentive payment due to any party's failure to follow any and all applicable terms and conditions, rules, or procedures. The acceptance of incentive applications and qualification of systems is determined solely by Focus on Energy and acceptance of this application does not guarantee payment of an incentive. In the event that SEERA terminates, for any cause, Program Administrator's contract with SEERA, which terminates Program Administrator's right to act as Program Administrator of the Focus on Energy Program, responsibility for this Application shall be transferred to the new Program Administrator.

Section 4. Disclaimers, Representations, and Warranties: Focus on Energy, the Program Administrator, and SEERA (collectively for this section "Focus on Energy") do not endorse any particular trade ally, manufacturer, product, system, or design by offering an incentive. Focus on Energy is not responsible for any tax liability imposed on the recipient as a result of the payment of incentives. Focus on Energy makes no representation or warranty, and assumes 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 disclaims any such

representations, warranties, and liability, including, but not limited to, any implied warranties of merchantability or fitness for a particular purpose. Focus on Energy does not guarantee that installation and operation of incentivized measures will result in reduced energy usage or in cost savings. Focus on Energy is not responsible for the proper disposal/recycling of any waste generated as a result of this project. Focus on Energy 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.

Section 5. Monitoring, Verification, Record Keeping, and Right to Inspect: Focus on Energy evaluates program efficacy by monitoring energy use/production prior to and after installation of your energy efficiency or renewable energy project. Focus on Energy, and its designated representatives, shall have the right to monitor energy use/production prior to and after installation of the project or to perform an inspection of project records or the project itself to evaluate program efficacy for a period of two (2) years from the date of incentive payment. The Applicant's signature on this application provides Focus on Energy approval to obtain energy data directly from your electric and/or natural gas provider(s). The Applicant and its subcontractors shall maintain accurate records of the project work (e.g., installation records, invoices, and maintenance information) that is performed hereunder for a period of two (2) years from the date of incentive payment.

Section 6. Indemnification: Applicants agree to protect, indemnify, defend and hold harmless Focus on Energy, Program Administrator, SEERA, 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 program, design, consulting, product, system, equipment, or appliance. The Applicant agrees that such obligations under this section shall survive any expiration or termination of this Application and shall not be limited by any enumeration herein of required insurance coverage. To the maximum extent permitted by law, the Applicant agrees to limit Program Administrator's liability to the Applicant for any reason to the total amount of the payments identified in this Agreement. This limitation shall apply regardless of the cause of action or legal theory pled or asserted. Applicant hereby expressly waives the right to specifically enforce this Application.

Section 7. 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, in Focus on Energy's sole discretion, to have been acquired on the basis of fraudulent or misrepresented information must be fully returned to the Focus on Energy program. Should the Applicant or its representative apply for and receive duplicate payment, Focus on Energy reserves the right to recover payments made in excess of the entitled Reward. This section shall not limit other remedies that may be available for the filing of false or fraudulent applications.

Section 8: Miscellaneous: (1). Governing Law. This Application shall be governed, construed and enforced in accordance with the internal laws of the State of Wisconsin, without regard to any law of conflicts that may direct the application of the laws of another jurisdiction. The Applicant irrevocably submits to the original jurisdiction of the state and federal courts sitting in Madison, Wisconsin with regard to any controversy in any way relating to the execution, delivery or performance of this Application that is not resolved by Arbitration. Suits, claims or actions founded upon such controversies shall be brought or filed exclusively in such courts and nowhere else. The exclusive venue for any dispute or controversy arising under this Agreement shall be the Dane County, Wisconsin Circuit Court or the Federal District Court for the Western District of Wisconsin.

(2) Compliance with Applicable Laws. The Applicant shall at all times comply with and observe all federal and Wisconsin state laws and published circulars, local laws, ordinances, rules and regulations which are in effect during the period of this Application and which in any manner affect the performance of this Agreement. This Application shall be construed and enforced, in accordance with the laws of the State of Wisconsin and the laws of the United States. All references to statutes or regulations contained in this Application shall be construed to include successors thereto.

(3). Assignment. Focus on Energy may assign, transfer or convey this Application or any of Focus on Energy's rights, obligations, interests or responsibilities hereunder, in whole or in part, without the consent of the Applicant.

(4). Severability. If any provision of this Application is illegal, invalid, or unenforceable under present or future laws effective during the term of this Application, that provision shall be fully severable and this Application shall be construed and enforced as if the illegal, invalid, or unenforceable provision had never comprised a part of this Application. The remaining provisions of this Application shall remain in full force and effect and shall not be affected by the illegal, invalid, or unenforceable provision or by its severance. Furthermore, in lieu of such illegal, invalid, or unenforceable provision, this Application shall be reformed to include as a part of this Application a provision as similar in terms to the illegal, invalid, or unenforceable provision as may be possible and still be legal, valid, or enforceable.

(5). Risk of Loss. Focus on Energy and Program Administrator at no time assumes risk of loss for any personal property of the Applicant.

(6). Waiver. Failure or delay on the part of either party to exercise any right, power, privilege or remedy hereunder shall not constitute a waiver thereof. A waiver of any default shall not operate as a waiver of any other default or of the same type of default on a future occasion.