

Focus on Energy Cash-Back Rewards are available to Wisconsin apartment property owners and managers and condo residents of participating utilities. **This application covers products purchased and installed between July 1, 2011 and December 31, 2011.** Focus rewards are subject to change. Please visit focusonenergy.com/multifamilyprograms to ensure you are using the most current form.

SECTION 1: CUSTOMER INFORMATION and ADDRESS WHERE EQUIPMENT WAS INSTALLED

Property/Complex Name:	Installation Street Address (physical location):	City, State, Zip Code:
Property Contact:	Contact Phone: _____ Fax: _____	Contact E-mail:
Electric Utility Provider (required):	Electric Utility Primary Acct #:	
Natural Gas Utility Provider (required):	Natural Gas Utility Primary Acct #:	

SECTION 2: BUILDING TYPE - 4 UNITS or GREATER (check all that apply)

_____ #Units Apartment Condominium Mixed Use (commercial and residential) Existing Building New Construction

Please use **ONE** copy of this form per building or an additional spreadsheet that clearly indicates the property name, building, and technology.

SECTION 3: PAYMENT INFORMATION (Required. As shown on federal income tax form.)

Business Classification (Check **ONE** only): Corporation Partnership Sole Proprietorship-Individual LLC

Make Rewards Check Payable to (Check **ONE** only): Corporate Name Business Owner's Legal Name (Sole Proprietor only)
 Ally/Service Provider (See Section 3 under Terms & Conditions for requirements)

Legal Name (as shown on federal income tax form):	Main Contact:	E-mail:	
Mailing Address of Legal Name:	City:	State:	Zip Code:
Federal Tax ID of Payee (Must be 9 digits. Do not list tax exempt number):	OR	Social Security Number of Business Owner (Sole Proprietor Only AND no Federal Tax ID #):	
FED ID #: _____ - _____		SSN: _____ - _____ - _____	

SECTION 4: 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).

The undersigned agrees that the stated energy-efficient measure(s) was/were installed at the address listed above as part of the Focus on Energy Program. I have read and agree to the Terms & Conditions listed on the back of this application. To the best of my knowledge, the statements made on this application are correct, and I have submitted the appropriate supporting documentation to receive a reward.

Representative (Print):	Signature:	Date:
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INSTRUCTIONS FOR COMPLETING THIS FORM

- Purchase and install qualifying technologies and receive an energy efficiency reward of up to \$4,000 per project. Rewards exceeding \$4,000 must receive written approval BEFORE installation.
- **The specifications for eligible equipment are listed within each technology section on this form.** If the technology you are installing is specified differently than how it is listed on this form, please call to verify eligibility. Some technologies require additional information that should be filled in under the "Required Information" column. If your project does not fit the descriptions on this prescriptive reward application form, it may qualify for a custom reward which **requires approval prior to project initiation and/or equipment purchase.** Direct inquiries to 800.762.7077.
- Completed applications must be signed, ITEMIZED and accompanied with an invoice (with manufacturer make and model number for each piece of equipment), postmarked within 30 days of installation. Incomplete applications and applications postmarked after 30 days will be returned to the applicant.
- The final price paid for new equipment must be greater than the reward. New equipment purchased for less than the reward amount will not receive the full reward amount.

FORM SUBMITTAL: Return signed, completed form and ITEMIZED invoice(s) within 30 calendar days of installation and no later than January 30, 2012.

Mail: Focus on Energy ACES Program, ATTN: Wendy Thompson, 15770 W. Cleveland Avenue, New Berlin WI 53151

Email: Applications and invoices may also be scanned and emailed to wthompson@franklinenergy.com **Fax:** 262.786.1487

Questions: Call 800.762.7077

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INSTRUCTIONS AND SPECIFICATIONS

All equipment must be new and installed prior to submitting an incentive application form. **Applications must be received within 30 days of installation and no later than January 30, 2012.** This application must have complete information and be submitted with an invoice itemizing the **new equipment** purchased. See the requirements section of this application for more details. The invoice must indicate date of purchase, the size, type, make, model, serial number, part number and/or equipment manufacturer (OEM) specification sheets. This information is often found on warranty documentation, the invoice and/or on the equipment nameplate.

SPLIT SYSTEM AIR CONDITIONER - Rewards for Split System Air Conditioners in this section available to Existing Building customers only.

- The condenser model and serial number, evaporator model and serial number, and AHRI (Air Conditioning, Heating and Refrigeration Institute) reference number are required for installations.
- System efficiency is based solely on the evaporator and condenser coils; the SEER may not be increased by factoring in the efficiency of a variable speed forced air heating system fan, except where a two-stage air conditioner is installed.
- All efficiency ratings will be verified using the AHRI database (ahridirectory.org).
- Refrigerant line diameters must meet manufacturer's specifications.
- Mini-split/ductless systems and air-source heat pumps that meet these efficiencies also qualify.

New Equipment		Requirements and Required Information	Incentive	Quantity	Subtotal
AIR CONDITIONING and AIR COOLING SYSTEMS	Split System A/C < 65 MBH 14 SEER (5.42 tons) AHRI Ref#: _____	Condenser Model #: _____ Condenser Serial #: _____ Size (tons; 1 ton = 12 MBH): _____	\$100		
	Split System A/C < 65 MBH 15 SEER (5.42 tons) AHRI Ref#: _____	Evaporator Model #: _____ Evaporator Serial #: _____ Existing Furnace Model # Required for two-stage A/C: _____	\$150		
	Split System A/C < 65 MBH 16 SEER (5.42 tons) AHRI Ref#: _____	Replacing Existing A/C? <input type="checkbox"/> Yes <input type="checkbox"/> No Was Existing Operable? <input type="checkbox"/> Yes <input type="checkbox"/> No	\$200		

ENERGY RECOVERY VENTILATOR - Rewards for Energy recovery Ventilators in this section available to Existing Building and New Construction customers.

- Units replacing existing energy recovery ventilators do not qualify.
- Supply airflow is the "leaving supply airflow" as defined in AHRI standard 1060-2005.
- Please provide efficiency of the building's cooling and heating systems. This information will not affect ERV incentive.
- Air-to-air energy recovery ventilators must be third-party tested and qualified by one of two methods:
 - Equipment must be AHRI certified to standard 1060-2005 and bear the AHRI certification symbol for ARI air-to-air energy recovery ventilation equipment certification program based on AHRI 106. The Web site listing AHRI certified air-to-air recovery ventilators is ahridirectory.org/ahriDirector/pages/erv/defaultSearch.aspx
 - Alternatively, qualifying equipment independently tested and reported per ASHRAE standard 84-1991 will be accepted. If you plan to install a model that is not on the pre-qualified list, please call to verify eligibility.
- Area served by Energy Recovery Ventilators must be air conditioned during the periods of June through August, 1:00 p.m. to 4:00 p.m. and heated during the winter. Replacement of existing ERV and use of ERV where required by state code does NOT qualify.

New Equipment		Requirements and Required Information	Incentive	Subtotal
VENTILATION	Energy Recovery Ventilator Must be AHRI certified or independently tested and reported per ASHRAE standard 84-1991 AHRI Ref# (if applicable): _____	Manufacturer: _____ Model #: _____ Heat Exchanger Net Total Efficiency: Summer: _____ Winter: _____ CFM: _____ Cooling System EER ork/ton: _____ Heating System Efficiency %: _____ (or COP if heat pump): _____	\$0.75/cfm	

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MODULATING HOT-WATER BOILER AND GAS FURNACE - Rewards for Modulating Hot-Water Boiler and Gas Furnaces in this section available to Existing Building and New Construction customers.

1. Equipment must be $\geq 90\%$ AFUE and have a sealed-combustion unit. Boilers must modulate their firing rate. Furnaces must automatically vary output by using a variable-speed (not two-speed or multi-speed) blower (ECM/brushless DC motor) and have at least two firing stages. Air handlers are not eligible.
2. Boiler and furnace incentives are only available for equipment used in space heating applications.
3. This incentive is only available for pre-qualified models: for a list of pre-qualified equipment visit focusonenergy.com/incentives/business
4. Chimney liners must be installed where a high efficiency natural gas furnace replaces an atmospherically drafted furnace and only a water heater remains vented through the chimney.

GROUND-SOURCE (GEOTHERMAL) HEAT PUMP - Rewards for Ground-Source (Geothermal) Heat Pumps in this section available to Existing Building customers only.

Qualified system must:

1. Be ≥ 15 EER.
2. Have a minimum COP 3.3 for a closed loop system or COP 3.6 for an open loop system.
3. Air handler must have an ECM.
4. Heat pump must have at least two stages of heat output.
5. Electric heat can not be used for auxiliary or emergency heat.

BOILER CONTROL - Rewards for Boiler Controls in this section available to Existing Building customers only.

1. Outside air temperature boiler reset or cutout control incentive is intended for retrofit projects. New boilers equipped with these controls are not eligible. New boilers not equipped with these controls are eligible for retrofit.
2. Propane (LP) customers are not eligible for these incentives.
3. System must have an outdoor air temperature sensor in a shaded location on the north side of the building.
4. System must be set so that minimum temperature is $< 100\text{F}$ above boiler manufacturer's recommended minimum return temperature (unless unusual circumstances require a higher setting).
5. For controls on multiple boilers to qualify, control strategy must stage the lag boiler(s) only after the first boiler stages(s) fail to maintain the boiler water temperature called for by the reset control.

New Equipment		Requirements and Required Information	Incentive	Quantity	Subtotal
HEATING	Modulating Hot-Water Boiler $\geq 90\%$ AFUE with I/O Reset ≤ 300 MBH See prequalified list	Manufacturer: _____ Model #: _____ Serial #: _____	\$400		
	Variable Speed Gas Furnace $\geq 90\%$ AFUE Electronically commutated motor w/Variable Speed Motor (ECM) and multiple stages of heating See prequalified list	Manufacturer: _____ Model #: _____ Serial #: _____	\$150		
	Ground-Source (Geothermal) Heat Pump Existing Building Only	< 65 MBH	\$250		
CONTROLS	Boiler Control Existing Building Only Outside Air Reset/Cutout Controls	Installed on an Existing Boiler or System ≤ 300 MBH	\$75		

PTHP (PACKAGED TERMINAL HEAT PUMP) - Rewards for PTHP in this section available to Existing Building and New Construction customers.

Must meet both heating and cooling specifications. All efficiency ratings will be verified using the AHRI database (ahridirectory.org). Equipment serial numbers are required. This information is often found on warranty documentation and/or on the equipment nameplate.

New Equipment		Requirements and Required Information	Incentive	Quantity	Subtotal
HEATING and COOLING	Packaged Terminal Heat Pump (PTHP) Standard Efficiency	< 8000 BTU/hr; ≥ 9.45 EER and ≥ 2.72 COP $8000-9999$ BTU/hr; ≥ 9.20 EER and ≥ 2.69 COP $10,000-12,999$ BTU/hr; ≥ 8.77 EER and ≥ 2.64 COP $\geq 13,000$ BTU/hr; ≥ 8.13 EER and ≥ 2.56 COP	\$100		
	Packaged Terminal Heat Pump (PTHP) High Efficiency	$< 8,000$ BTU/hr; ≥ 12.1 EER and ≥ 3.4 COP $8,000-9,999$ BTU/hr; ≥ 11.5 EER and ≥ 3.2 COP $10,000-12,999$ BTU/hr; ≥ 10.9 EER and ≥ 3.1 COP $\geq 13,000$ BTU/hr; ≥ 9.8 EER and ≥ 3.1 COP	\$150		

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APPLIANCES - Rewards for Appliances in this section available to Existing Building and New Construction customers.

- Requires Full Compliance** - All measures must be implemented for an individual unit or a single measure implemented throughout the entire building. The incentive is only available if qualified appliances are ENERGY STAR®. Individually owned condominiums exempt.
- Clothes Washers Common Area may be purchased or leased (5 year lease agreement required).

WATER HEATER – ELECTRIC TANK TYPE - Rewards for Water Heaters - Electric Tank Type in this section available to Existing Building and New Construction customers.

Available only if natural gas is unavailable at the street through a participating utility.

New Equipment		Requirements and Required Information	Incentive	Quantity	Subtotal
APPLIANCES	Clothes Washer - In Unit	ENERGY STAR qualified Existing Water Heater Type: <input type="checkbox"/> Electric <input type="checkbox"/> Gas	\$15/Unit		
	Clothes Washer - Common Area	ENERGY STAR qualified Existing Water Heater Type: <input type="checkbox"/> Electric <input type="checkbox"/> Gas	\$25/Unit		
	Dehumidifier	ENERGY STAR qualified	\$15/Unit		
	Dishwasher				
	Freezer				
	Refrigerator				
WATER HEATING INDIVIDUAL	Natural Gas - Power Vented Tank-type ≥ 0.64 EF	Manufacturer: _____ Model #: _____ Serial #: _____	\$50/Unit		
	Natural Gas - Small - Power Vented Tankless-type Energy Star Qualified ≥ .82 EF	Manufacturer: _____ Model #: _____ Serial #: _____	\$100/Unit		
	Natural Gas - Condensing ≥ 90% Thermal Efficiency	Manufacturer: _____ Model #: _____ Serial #: _____	\$150/Unit		
	Natural Gas - Indirect with Boiler Modulating with I/O Reset 90% or greater	Manufacturer: _____ Model #: _____ Serial #: _____	\$200/Unit		
	Electric Tank-Type	Manufacturer: _____ Model #: _____ Serial #: _____	\$50/Unit		

ITEMIZED INVOICE ATTACHED:

Yes

INSTALLATION DATE:

TOTAL REWARD REQUESTED

(all line items pages 2-4):

\$

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APARTMENT & CONDO EFFICIENCY SERVICES PROGRAM INFORMATION AND REQUIREMENTS

REWARDS LIMIT

Rewards are limited to \$250,000 per project and \$500,000 per customer per calendar year for all Focus on Energy rewards (prescriptive and custom). Payments are usually made within 8-10 weeks from the date that all completed paperwork is received. Depending on your business tax classification, you may receive IRS Form 1099 for incentives totaling over \$600 in a calendar year.

PRESCRIPTIVE REWARDS

Any project with an expected reward exceeding \$4,000 must receive written approval BEFORE project initiation or equipment purchase. Check the Focus on Energy Web site at focusenergy.com/multifamilyprograms or call **800.762.7077** for more information.

CUSTOM REWARDS

If your project does not fit the descriptions on this prescriptive reward application form, it may qualify for a custom reward which requires approval by an energy advisor prior to project initiation and ordering equipment or issuing purchase orders. Direct inquiries to **800.762.7077** or visit focusenergy.com/multifamilyprograms.

TERMS AND CONDITIONS

- Reward Offer:** This application covers products purchased and installed between July 1, 2011 and December 31, 2011. Applications must be received within 30 calendar days of installation and no later than January 30, 2012. Please keep a copy of your records. Incomplete applications will be returned.
- Proof of Purchase:** This application must have complete information and be submitted with an invoice itemizing the product(s) and/or services(s) received. Purchase orders, proposals and quotes are not considered proof of purchase. See the requirements section of this application for more details. Sample invoices can be found at focusenergy.com/sampleinvoice.
- 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 rewards with pre-approval. Leased equipment must receive pre-approval BEFORE project initiation or entering into the equipment lease. Replaced equipment must be removed and not reused elsewhere.
 - Equipment must meet specification requirements and be purchased and operating prior to submitting a reward application form.
 - The customer is required to maintain accurate records of the project work including but not limited to installation records, invoices and maintenance information for a period of two (2) years from the date the incentive was paid. Focus on Energy reserves the right to inspect such project records for a period of two (2) years from the date of the incentive being paid.
 - Only one reward will be granted for each project. Rewards granted to contractors, distributors or other trade ally cannot also be claimed by end-use customers. Invoices must clearly state that the incentive taken by the trade ally is a Focus discount. Rewards paid to We Energies customers will be paid directly to the end-use customer when rewards are offered by both Focus on Energy and We Energies.
- Payment:** Focus on Energy reserves the right to a full recovery of any incentive payments if Focus determines that the customer has misrepresented information on the project or is ineligible. Should the customer or its representative apply for and receive duplicate payment, Focus reserves the right to recover payments made in excess of the entitled Reward.
- Publicity:** Focus on Energy reserves the right to publicize customer's, contractor's and applicant's participation in this program, unless specifically requested otherwise in writing. Requests should be emailed to bpforms@focusenergy.com. Customers or trade allies may not use the Focus on Energy name or logo in any marketing, advertising or promotional materials without prior written permission. When referencing Focus involvement with any project, customers shall collaborate with Focus marketing staff to prepare any press release and to plan for any news conference and agrees to provide Focus, for its prior written approval, a written copy of any advertisements or promotional material regarding this program prior to publishing any such advertisements or promotional material. Focus reserves the right to deny use of the Focus on Energy name and logo.
- 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 the Focus on Energy Program. Some Focus participating electric and/or natural gas providers have incentive programs outside of Focus on Energy. Customers of these providers might not qualify for incentives from both programs. These customers should check with their electric and/or natural gas provider to verify eligibility for dual incentives in order to comply with program rules.
- Internal Labor:** Focus on Energy excludes internal labor (i.e. non-contracted labor) for private companies or individuals when calculating total project costs.
- Disclaimers:** Focus on Energy, the program administrator, the State of Wisconsin, and participating utilities:
 - Do not endorse any particular ally, manufacturer, product, or system design by offering these rewards
 - Will not be responsible for any tax liability imposed on the customer as a result of the payment of rewards
 - Make no representation or warranty, and assume no liability with respect to the quality, safety, performance, or other aspect of any design, consulting, product, system, equipment, or appliance installed or received and expressly disclaim any such representations, warranties, and liability, including, but not limited to, any implied warranties of merchantability or fitness for a particular purpose. Please contact your trade ally for detailed manufacturer equipment warranties
 - Do not guarantee that installation and operation of energy-efficient equipment will result in reduced usage or in cost savings
 - Is not responsible for the proper disposal/recycling of any waste generated as a result of this project
 - 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
- Monitoring and Verification:** Focus on Energy evaluates program efficacy by monitoring energy use/production prior to and after installation of your energy efficiency or renewable energy project. Program staff may conduct this monitoring or perform an inspection of the facility to survey the installed projects for a period of two (2) years from the date of the incentive being paid. Your signature on this application provides Focus on Energy approval to obtain energy data directly from your electric and/or natural gas provider(s). Any customer receiving an incentive may be contacted by an evaluator to verify service/equipment installation or be asked to complete a customer survey.
- Indemnification:** Signatory(ies) and applicant(s) shall indemnify the Focus on Energy program, its administrator, the State of Wisconsin, and participating utilities, their respective affiliates, subsidiaries, parent companies, officers, directors, agents, and employees against all losses, damages, expenses, fees, costs and liability rising from any design, consulting, product, system, equipment, or appliance.
- Utility Eligibility:** Customers who are served by a participating electric provider but not a participating natural gas provider will only qualify for incentives for electric technologies. Customers who are served by a participating natural gas provider but not a participating electric provider will only qualify for incentives for natural gas technologies. Customers who have both a qualifying electric provider and a qualifying natural gas provider will qualify for incentives on both electric and natural gas technologies. Customers who use propane or other non-qualifying fuels will not qualify for incentives for any gas technologies.
- Misrepresentation:** Making false statements on any Focus on Energy incentive application is punishable by law. Any person who knowingly files an application containing any materially false information or who purposely and misleadingly conceals information commits a fraudulent act that subjects such person to criminal and civil penalties. Any and all funds determined to have been acquired on the basis of fraudulent information must be returned to the Focus on Energy program. This section shall not limit other remedies that may be available for the filing of false or fraudulent applications, including, but not limited to, referral to law enforcement authorities.

TRADE ALLY INFORMATION

A trade ally represents the company who provided/installed the equipment for a project or performed the service for which a customer is seeking an incentive. The FEIN and Business Classification of the trade ally is required IF the customer received a reward as a credit on their invoice, whereby the reward is owed to the trade ally. **In this scenario, the credit must be clearly labeled as the Focus on Energy Rewards and deducted from the amount due.**

If your project was completed by more than one trade ally (example, equipment was purchased from one trade ally but installed by another trade ally) and the reward is being paid to you the customer, please enter the information of the trade ally who installed your equipment in Section 3: Payment Information. If the equipment is self-installed, please enter the information of the trade ally from whom the equipment was purchased.

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 rewards help to implement projects that otherwise would not get completed, or to complete projects sooner than scheduled. Its efforts to 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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