

TO: HVAC CONTRACTORS & DISTRIBUTORS
FROM: EFFICIENT HEATING & COOLING PROGRAM
DATE: DECEMBER 22, 2008
RE: CHANGES TO CASH-BACK REWARDS IN 2009

This packet contains updated Cash-Back Reward information for the Focus on Energy HVAC programs. ***Please take time to review this entire packet before continuing to offer Focus on Energy rewards to your customers.***

The enclosed updated materials include:

REVISED PROGRAM GUIDE – This new guide is intended to help you find program materials for the various Focus on Energy HVAC programs, including Residential HVAC, Water Heating, Multi-Family HVAC, and Business HVAC. The contents of this packet will replace your entire existing binder. Please recycle all old materials and replace them with this information.

CASH-BACK REWARD APPLICATIONS – Including revised applications for all Focus on Energy HVAC programs. Applications can now be found under each program's tab.

PARTICIPATING UTILITY LISTS – Numerous new municipal and cooperative utilities have joined Focus on Energy within the last year and for 2009. Remember, each program has a different list of participating utilities. Please review the list for the type of installations you do to make sure you offer rewards to all of your eligible customers. If the list is not found on the reward application, you will find a copy under the program tab in the binder. The most current lists can always be found at focusonenergy.com or by calling 800.762.7077.

REDUCED RATE FINANCING INFORMATION – Unsecured loans remain available to eligible customers of the residential Efficient Heating & Cooling and Home Performance with ENERGY STAR® programs. Information can be found under the Financing tab.

NEW IN 2009 - Residential Water Heaters can now be financed without completing a Home Performance with ENERGY STAR home evaluation.

COOPERATIVE ADVERTISING INFORMATION – Funds are available to contractors who are active in the residential and/or business HVAC programs. Cooperative Advertising Applications for each program can be found under the Cooperative Advertising tab.

PRE-QUALIFIED EQUIPMENT LISTS – For residential-sized furnaces and boilers.

SAVINGS ANALYSIS WORKSHEET - Revised worksheet to help your customers understand the financial savings they will see with new, high efficiency HVAC equipment.

The following pages summarize changes and continuations for the current Focus on Energy HVAC programs. Contact information for each program is listed under the appropriate section. If you have any questions regarding that program, please contact the indicated or call 800.762.7077.