2020 PROGRAM UPDATES:
SUPPLEMENTAL INFORMATION

See 2020 FOCUS ON ENERGY® Program Updates for overall Program updates.

Business

General updates

- Annual customer incentive cap will be $400,000
- Per project cap of $300,000
- Midstream - work directly with distributors to incentivize selected high efficiency equipment at the point of sale, including high efficiency circulation pumps, heat pump water heaters, ductless mini-splits, and commercial kitchen equipment.
- Discontinued Commercial Kitchen Equipment Catalog – all measures moving to Midstream
- Small businesses will be eligible for an online assessment and free energy-saving pack starting March 1
- Multifamily building owners and developers will be eligible for business incentives

Incentive Catalog updates

- General
  - Separate table for New Construction measures and incentives
  - Single submission mailing address and email for all business customers
- Lighting Catalog
  - Modified Lighting Power Density (LPD) incentive to $0.04/kWh Reduced
  - Discontinued separate in-unit lighting measures for multifamily properties
  - Discontinued Networked Lighting Controls; will launch a revised offering Q2
- HVAC & Plumbing Catalog
  - Added Modulating Commercial Dryer Controls
  - Updated requirements for water heaters
  - Discontinued Communicating Thermostat incentives
  - Discontinued the Express Building Tune-up (EBTU) incentives; will launch a revised offering mid-2020
  - Discontinued multifamily building envelope measures; can apply for custom incentives
- Commercial Refrigeration Catalog
  - Refrigerators and freezers removed from catalog – moving to Midstream
  - Discontinued Vending Machine Controls incentives
- Process Systems Catalog
  - Discontinued Radiant Tube Insert incentives; can apply for custom incentives
- Agribusiness Catalog
  - Added swine farrowing crate heaters and grain dryer tune-ups
  - Updated requirements for ventilation and circulation fans and modified incentive to $/fan
  - Simplification of water heater incentives
  - Modified Irrigation Well Pump VFD operating hour requirement
  - Discontinued multiple equipment bonus

New Construction

- Single path of entry for all business new construction projects
- Incentive rate structure updated to MMBtu saved for whole building modeling opportunities
- New option for participation – Energy Design Review

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Residential

• Midstream – work directly with distributors to incentivize selected high efficiency equipment at the point of sale including high efficiency circulation pumps, heat pump water heaters, and ductless mini-splits, and commercial kitchen equipment.

• Appliance recycling cash incentive discontinued. Focus on Energy will continue to offer free pick up and recycling of working refrigerators and freezers.

• Heating and cooling equipment incentive changes:
  • Furnace incentives will now be tiered as follows:
    • 95% single- or multi-stage: $50 (Tier 1) and $350 (Tier 2)
    • 96% single- or multi-stage: $100 (Tier 1) and $450 (Tier 2)
    • 97%+ multi-stage: $150 (Tier 1) and $550 (Tier 2)
  • Propane furnace incentives discontinued
  • Added $100 incentive for packaged terminal heat pumps
  • Furnace/AC combo incentive will be an additional $50 when installed at the same time as a qualified furnace (Tier 1 and 2).
  • ECM replacement incentive will be $50 (Tier 1 and 2)
  • Smart thermostat incentive will be a $50 stand-alone incentive (Tier 1 and 2). There will no longer be a larger incentive when installed along with other eligible equipment.
  • There will no longer be a distinction between individual multifamily units and single family homes. All qualifying HVAC technologies used for individual multifamily units are eligible for residential heating and cooling incentives. HVAC technologies used as a central heating source for common areas will qualify for incentives through business solutions.

• Insulation and air sealing incentive changes (effective April 1, 2020):
  • Air sealing incentives will be $500 (Tier 1) and $800 (Tier 2)
  • Attic insulation incentives will be $400 (Tier 1) and $500 (Tier 2)
  • Multifamily buildings, including individual unit owners, are eligible for residential insulation and air sealing incentives, with incentives based on project square footage
    • Multifamily air sealing incentive: $0.20 per square foot
    • Multifamily attic insulation incentive: $0.50 per square foot (R-11 or less existing) or $0.20 (R-12 to R-19 existing)
    • Multifamily wall insulation incentive: $0.80 per square foot
  • To receive incentives for projects completed on or before March 31, 2020:
    • Work must be completed on or before March 31
    • Post-test (if applicable) must be completed on or before April 17
    • Application must be submitted on or before May 31
    • All incomplete applications must be resolved on or before June 30

Renewables

• Geothermal heat pump systems are no longer considered a renewable energy technology; incentives are available through the Business and Residential offerings.

• All solar PV projects will fall under prescriptive Renewable Rewards

### Residential Customer Solar PV Incentives

<table>
<thead>
<tr>
<th>Incentive</th>
<th>Max Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td>$300 per kW (DC)</td>
<td>$1,500</td>
</tr>
</tbody>
</table>

### Business Customer Solar PV Incentives

<table>
<thead>
<tr>
<th>System Size in kW (DC)</th>
<th>Incentive</th>
<th>Max Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to 5 kW</td>
<td>$1,500</td>
<td>$1,500</td>
</tr>
<tr>
<td>5 - 10 kW</td>
<td>$1,500 + $200 per kW above 5 kW</td>
<td>$2,500</td>
</tr>
<tr>
<td>10 - 100 kW</td>
<td>$2,500 + $150 per kW above 10 kW</td>
<td>$16,000</td>
</tr>
<tr>
<td>100 - 300 kW</td>
<td>$16,000 + $120 per kW above 100 kW</td>
<td>$40,000</td>
</tr>
<tr>
<td>300 - 500 kW</td>
<td>$40,000 + $100 per kW above 300 kW</td>
<td>$60,000</td>
</tr>
</tbody>
</table>

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Renewables (continued)

Solar PV

- Enhanced incentives for rural residential customers and Agricultural Producers
  - Rural residential customers will receive up to a $500 bonus for installing a system
  - Agricultural Producers (Business customers) will qualify for an incentive match up to $10,000

- A Reservation system will be put in place for all projects
  - Residential customer projects will have three (3) months to complete
  - Business customer projects will have six (6) months to complete
  - There will not be a down payment requirement to reserve funding
  - Projects without a proposed completion date will be moved to the back of the queue
  - All Reservations and Applications will be completed through the online form. If a customer or Trade Ally is unable to use the online version, the Program will provide them with a PDF version upon request, but it will not be available on the website.

- Azimuth rules: All projects within 90 degrees of due South (Compass Direction of 90 to 270 degrees) will be eligible for incentives and will receive the same incentive amount, regardless of azimuth.