

Focus on Energy – Business Programs

Summary of Services and Incentives

July 2009

OVERVIEW

Focus on Energy Business Programs' goals are to educate Wisconsin's farmers, businesses, industry, schools and local governments about energy efficiency's business-related benefits and to provide implementation assistance. We help them:

- Manage rising energy costs
- Improve productivity, including quality improvements, modernization or capacity additions
- Implement energy-related best practices
- Enhance operational and worker productivity, safety and comfort
- Reduce operating and maintenance cost

PROGRAM INCENTIVES SUMMARY

Focus on Energy Business Programs offer both custom and prescriptive incentives for projects. These incentives are designed to motivate customers to upgrade equipment selections, or implement energy efficiency projects that they would not have done otherwise.

- The custom incentive structure has two tiers. The Tier 1 incentive level is for projects that involve proven technologies that do not quite fit into the Focus prescriptive incentive offerings. Business Programs reserves higher dollar amounts for Tier 2 technologies/projects. Tier 2 technologies/projects have either tougher customer economies (e.g. simple payback periods greater than three years) or where the technology or project has more perceived risk to a customer (e.g. newer technology to the market or Wisconsin).
- The Focus on Energy prescriptive incentives offers a set dollar amount for specific energy efficiency measures. Customer completes the project and then submits a standard application form for the incentive. Projects must be one for one replacements or substitutions for specified equipment as specified on the application form.

1. Custom

Custom incentive levels are calculated based on estimated first year energy savings associated with a project/technology.

- Tier 1 technologies/projects - \$0.04/kWh, \$125/peak kW* and \$0.40/therm
 - Tier 2 technologies/projects - \$0.06/kWh, \$200/peak kW* and \$0.60/therm
- *Peak kW is determined by the average kW load reduction occurring between 1PM and 4PM on weekdays during June, July and August.

Other custom Incentive requirements:

- Custom incentives will not be provided for projects falling under a 1.5 year payback without special approval.
- Based on project type, technology and situation, projects may be limited to those with less than a four year payback for industrial customers, and less than a ten year payback for most other customers.
- Custom incentives are limited to no more than 30% of a project's cost without special approval.
- The maximum incentive for a custom project is \$250,000.
- The maximum incentive an individual customer may receive per calendar year is \$500,000.
- Customers must work with a Focus on Energy Advisor prior to project initiation (ordering equipment) to apply for custom incentives. Grant approval will be contingent upon receipt of necessary documentation, such as energy savings calculations and an indication that funds are needed to get the project implemented.

2. Prescriptive

The following prescriptive incentives are available for products purchased and installed between July 1, 2009 and December 31, 2009. Incentives are subject to change or termination without notice. Visit focusonenergy.com/business/incentives for the most up to date information.

- Customers of a participating electric utility will be eligible for electric technology incentives only
- Customers of a participating natural gas utility will be eligible for gas savings technology incentives only
- Customers who have both a participating electric and a participating gas utility will qualify for all technology incentives.
- Most prescriptive incentive applications must be submitted to Focus on Energy within 30 calendar days of project installation. Please check the specific incentive application's terms & conditions for details.

Prescriptive Incentives (Gas measures are shaded.)

HVAC	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
*Modulating Hot Water Boiler - ≥90% AFUE, <175 MBh input	\$200	\$200
*Modulating Hot Water Boiler - ≥90% AFUE, 175MBh input up to 300MBh input	\$250	\$250
Modulating Hot Water Boiler - ≥85% thermal efficiency, 300-1000 MBh input Bonus: \$0.10/MBh for each 1% thermal efficiency over 85% up to 89%	\$0.60/MBh boiler input+ bonus	\$0.60/MBh boiler input+ bonus
Modulating Hot Water Boiler - ≥90% thermal efficiency, 300-1000 MBh input Bonus: \$0.15/MBh for each 1% thermal efficiency over 90%	\$1.50/MBh boiler input + bonus	\$1.50/MBh boiler input + bonus
Boiler Controls Outside Air Reset/Cutout Controls	\$75	Not Eligible
*Furnace - ≥90% AFUE w/ECM	\$150	\$150
Infrared Heater	\$1.00/MBh	\$0.50/MBh
Rooftop/Unitary A/C <65 MBh, ≥14.0SEER or ≥11.6 EER	\$60/ton + bonus	\$60/ton + bonus
Rooftop/Unitary/Spit System A/C 65-134 MBh, ≥11.5 EER	\$60/ton + bonus	\$60/ton + bonus
Rooftop/Unitary/Spit System A/C 135-239 MBh, ≥11.5 EER	\$60/ton + bonus	\$60/ton + bonus
Rooftop/Unitary/Spit System A/C 240-759 MBh, ≥10.5 EER	\$60/ton + bonus	\$60/ton + bonus
Rooftop A/C/Unitary Bonus for each 0.1 SEER over designated SEER	\$2.27/ton/0.1SEER	\$2.27/ton/0.1 SEER
Rooftop A/C Bonus for each 0.1 EER over designated EER	\$2/ton/0.1 EER	\$2/ton/0.1 EER
PTAC (Packaged Terminal A/C) <8,000 BTU/hr; ≥12.1 EER 8000-9999 BTU/hr; ≥11.5 EER 10,000-12,999 BTU/hr; ≥10.9 EER ≥13,000 BTU/hr; ≥9.8 EER	\$50	\$50
PTHP (Packaged Terminal Heat Pump) <8000 BTU/hr; ≥12.1 EER and ≥3.4 COP 8000-9999 BTU/hr; ≥11.5 EER and ≥3.2 COP 10,000-12,999 BTU/hr; ≥10.9 EER and ≥3.1 COP ≥13,000 BTU/hr; ≥9.8 EER and ≥3.1 COP	\$75	\$75
Energy Recovery Ventilator (for standard HVAC applications only)	\$1.25/CFM	\$1.25/CFM
Split System A/C <65 MBh – 14 SEER	\$100	\$100
Split System A/C <65 MBh – 15 SEER	\$150	\$150
Split System A/C <65 MBh – 16+ SEER	\$200	\$200

*Go to www.focusonenergy.com/hvac for qualifying equipment.

Electric Chiller	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Air cooled (all sizes)	Based on size & efficiency – see incentive form	\$20/ton (≤1.2 kW per ton)
Water cooled (all sizes)	Based on size & efficiency – see incentive form	Based on size & efficiency – see incentive form

Commercial Ground Source Heat Pump (Geothermal) Heating and Cooling System <i>(Customer must have both a participating electric and natural gas utility.)</i>		RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
New Closed Loop Systems (closed loop heat exchanger system with one or more heat pumps, ≤75 tons combined capacity)	EER 14.0 to 14.99 and COP 3.30+	\$125/ton	\$125/ton
	EER 15.0 to 15.99 and COP 3.40+	\$150/ton	\$150/ton
	EER 16.0+ and COP 3.5+	\$175/ton	\$175/ton

Heating & Cooling System Tune-Up		RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Natural Gas Space Heating Equipment		\$100/unit	Not Eligible
Steam Trap Survey Incentive		\$15/trap surveyed ≤ 15psig \$25/trap surveyed >15psig	Not Eligible
Leaking Steam Trap Repair/Replacement Incentive		\$50/steam trap <50 psig \$100/steam trap 50-125 psig \$150/steam trap 126-225 psig \$200/steam trap >225 psig	Not Eligible
Cooling Service		Lesser of \$2/ton, 50% of service cost	Not Eligible

Boiler Combustion Management System		RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Applies to forced draft boilers. Total incentive amount is capped at 30% of project cost.	Linkageless Controls	\$12/boiler HP (output)	Not Eligible
	O ₂ Trim Bonus	\$5/boiler HP (output)	Not Eligible

Lighting (Non-Agriculture)		RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
CFL – up to 32 Watts (Replacing 100W or less incandescent)		\$2/bulb (Limited to 50% of product cost up to \$2/bulb)	Not Eligible
Cold Cathode Lamps (Replacing 100W or less incandescent)		\$2/bulb	Not Eligible
High Wattage CFL Lamps – 33-115 Watts (replacing 100W or greater incandescent)		\$5/bulb	Not Eligible
CFL Reflector Flood Lamps – up to 30 Watts (replacing 100W or less incandescent)		\$4/bulb	Not Eligible
CFL Fixtures – permanently wired new fixture containing pin-based CFL (replacing incandescent fixtures)		\$20/Fixture	Not Eligible
LED Recessed Downlights ≤ 18 Watts (replacing 60-100W incandescent)		\$30/unit	\$30/unit
Ceramic Metal Halide complete hardwired fixture (CMH) – 20-100 Watts (replacing incandescent)		\$50/Fixture	\$50/Fixture
CMH Integral Ballast Lamps - ≤25 Watts (retrofit existing 70-100W incandescent flood or spot lamps)		\$15/Fixture	Not Eligible
Occupancy Sensors – Wall Mounted (Non-High Bay Applications)		\$15/Sensor	Not Eligible
Occupancy Sensors – Ceiling Mounted (Non-High Bay Applications)		\$30/Sensor	Not Eligible
High Efficiency 2 Lamp F28T5 or HPT8 Recessed 2'x4' Fixture or Retrofit Module (replacing 3 or 4 lamp F32T8 or F40T12)		\$10/Fixture	\$10/Fixture
*High Performance T8 (HPT8) 4' 1L System (replacing standard T8/T12)		\$4/Fixture	\$4/Fixture
*High Performance T8) 4' 2L System (replacing standard T8/T12)		\$6/Fixture	\$6/Fixture
*High Performance T8 (4' 3L System (replacing standard T8/T12)		\$8/Fixture	\$8/Fixture
*High Performance T8 4' 4L System (replacing standard T8/T12)		\$10/Fixture	\$10/Fixture
*High Performance T8 (4' 4L Conversion Kit replacing 8' 2L T12s		\$10/Fixture	Not Eligible
*High Performance T8) 4' 4L Conversion Kit replacing 8' 2L T12s HO/VHO		\$20/Fixture	Not Eligible
*Low Watt T8 System-25W, 28W, 30W -4' 1L System (replacing standard T8/T12)		\$3/Fixture	Not Eligible
*Low Watt T8 System-25W, 28W, 30W-4' 2L System (replacing standard T8/T12)		\$5/Fixture	Not Eligible
*Low Watt T8 System-25W, 28W, 30W -4' 3L System (replacing standard T8/T12)		\$7/Fixture	Not Eligible
*Low Watt T8 System-25W, 28W, 30W -4' 4L System (replacing standard T8/T12)		\$9/Fixture	Not Eligible
Low Watt 4' T8 Lamp Only- 25W, 28W or 30WT8 Straight or ULamp (replacing 4' 32W T8). Low Watt 8' T8 Lamp Only- 54W (replacing 8' 59W T8)		\$0.50/Lamp	Not Eligible
Pulse Start Metal Halide (PSMH) – 320W (replacing 400W HID fixture)		\$25/Fixture	Not Eligible
320W Electronic Ballast and Pulse-Start or Ceramic Metal Halide lamp (replacing 400W HID fixture/components)		\$50/Fixture	\$50/Fixture

Lighting (Non-Agriculture)	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
750W Pulse Start Metal Halide (replacing 1000W HID fixture/components)	\$50/Fixture	\$50/Fixture
High/Low HID Control Adder	\$20/Controlled Fixture	\$20/Controlled Fixture
High Bay Fluorescent ≤155W Total Fixture Watts (replacing 250-399W HID)	\$40/Fixture	\$40/Fixture
High Bay Fluorescent ≤365W Total Fixture Watts (replacing 400-999W HID)	\$40/Fixture	\$40/Fixture
High Bay Fluorescent ≤250W Total Fixture Watts (replacing 400-999W HID)	\$60/Fixture	\$60/Fixture
High Bay Fluorescent ≤800W Total Fixture Watts (replacing 1000W HID)	\$50/Fixture	\$50/Fixture
High Bay Fluorescent ≤500W Total Fixture Watts (replacing 1000W HID)	\$120/Fixture	\$120/Fixture
High Bay Occupancy Based Control Adder	\$30/Controlled Fixture	\$30/Controlled Fixture
High Bay Multilevel Lighting Control for Multi-purpose Rooms	\$30/Controlled Fixture	\$30/Controlled Fixture
Daylighting Stepped Control for T5 or T8 lighting	Not Eligible	\$175/kW controlled
Daylighting Dimming Control for T5 or T8 lighting	Not Eligible	\$275/kW controlled

*Go to www.focusonenergy.com/businesslighting for qualifying equipment.

Variable Frequency Drive (VFDs)	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
VFD (limited to pumping or air handling (i.e., fan or blower) applications up to 500HP. (System must operate a minimum of 2000 hours annually)	Lesser of \$50/HP or 30% of total project cost L limit of 500 HP applies.	Lesser of \$50/HP or 30% of total project cost For HVAC: Pump system must be <30 HP; Fan system must be < 10 HP.
VFD BONUS - Receive an additional \$10 per horsepower if you submit one week of measured power (kW) reading for each pump, fan, or lower motor before and after the VFD is installed	Bonus \$10/HP	Not Eligible

3-Phase Electric Motor – Based on Horsepower (HP)	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Qualifying motors must be three-phase, AC, 1-200 hp, open drip-proof (ODP) or totally enclosed fan-cooled (TEFC) units with nominal speeds of 1200, 1800 or 3600 rpm.	1 HP – 5 HP	\$5/HP
	7.5 HP – 25 HP	\$4/HP
	30 HP – 75HP	\$3/HP
	100 HP – 200 HP	\$2/HP

Compressed Air System Audit	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
System Audit	Lesser of the following: 1) \$4/HP 2) 50% of audit cost 3) \$7500 maximum	Not Eligible

Compressed Air Leak Survey	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Leak Survey Incentive	Lesser of the following: 1) \$3/HP or \$500 per system, whichever is larger 2) 75% of survey cost 3) \$3000 maximum	Not Eligible
Leak Repair Incentive: repair of severe or moderate leaks within 90 days of the leak survey.	Incentive is equal to the Leak Survey Incentive	Not Eligible

Air Compressor Equipped with Variable Speed Drive	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Air Compressor with VSD (variable speed rotary vane compressor or variable speed screw compressor)	\$70/ nominal HP of VSD Compressor	\$70/ nominal HP of VSD Compressor

Food Service		RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
*ENERGY STAR Steamers: 3-4 pans (Electric)		\$100/pan	\$100/pan
*ENERGY STAR Steamers: 5-6 pan (Gas or electric)		\$100/ pan	\$100/ pan
*ENERGY STAR Fryers: Electric		\$150/frypot	\$150/frypot
*ENERGY STAR Fryers: Gas		\$300/frypot	\$300/frypot
*Large Vat Fryers: Electric		\$150/frypot	\$150/frypot
*Large Vat Fryers: Gas		\$300/frypot	\$300/frypot
*Griddles: Electric		\$200/griddle	\$200/griddle
*Griddles: Gas		\$100/griddle	\$100/griddle
*Convection Ovens: Electric or Gas		\$200/cavity	\$200/cavity
*Combination Ovens: Electric		\$1000/oven	\$1000/oven
*Combination Ovens: Gas		\$400/oven	\$400/oven
*Rack Ovens		\$500/compartament	\$500/compartament
*ENERGY STAR Hot Holding Cabinets		\$300/cabinet	\$300/cabinet
*ENERGY STAR Commercial Refrigerators and Freezers Bonus: CEE Tier 2 Efficiency bonus (Refer to www.cee1.org) +\$100/unit		\$75/unit + Bonus	\$75/unit + Bonus
*Kitchen Hood Ventilation Controls, Temperature Sensing Only (not to exceed 50% of total project cost)	New Ventilation System:		
	Exhaust fan only	\$200/hp	\$600/hp
	Bonus for controlling make-up-air unit fan	\$50/hp BONUS	\$80/hp BONUS
	Adding Controls to Existing Ventilation System:		
	Exhaust fan only	\$250/hp	Not Eligible
*Kitchen Hood Ventilation Controls, Temperature & Optical Sensing (not to exceed 50% of total project cost)	Bonus for controlling make-up-air unit fan	\$50/hp BONUS	Not Eligible
	New Ventilation System:		
	Exhaust fan only	\$600/hp	\$600/hp
	Bonus for controlling make-up-air unit fan	\$80/hp BONUS	\$80/hp BONUS
	Adding Controls to Existing Ventilation System:		
*Ice Machines (air- or water-cooled): (Flake and nugget machines do not qualify for this incentive.)	Exhaust fan only	\$700/hp	Not Eligible
	Bonus for controlling make-up-air unit fan	\$100/hp BONUS	Not Eligible
	<500 lbs per day	\$100/unit	\$100/unit
	500 – 1000 lbs per day	\$200/unit	\$200/unit
	>1000 lbs per day	\$400/ unit	\$400/ unit
ENERGY STAR Commercial Dishwashers	Bonus for ENERGY STAR qualified Ice Machines (air-cooled only)	+\$50/unit BONUS ≤1000 lbs per day	+\$50/unit Bonus ≤1000 lbs per day
		+\$100/unit BONUS >1000 lbs per day	+\$100/unit BONUS >1000 lbs per day
	High Temperature	\$250/Undercounter Unit \$450/Door Type Unit \$600/Single Tank Conveyor Unit \$1000/Multi Tank Conveyor Unit	\$250/Undercounter Unit \$450/Door Type Unit \$600/Single Tank Conveyor Unit \$1000/Multi Tank Conveyor Unit
		\$50/Undercounter Unit \$300/Door Type Unit \$300/Single Tank Conveyor Unit \$500/Multi Tank Conveyor Unit	\$50/Undercounter Unit \$300/Door Type Unit \$300/Single Tank Conveyor Unit \$500/Multi Tank Conveyor Unit
	Low Temperature		
BONUS: Multiple Equipment Bonus: purchase more than one type of qualifying equipment (i.e. Steamer and a Hot Holding Cabinet)		2 types: \$100 3 types: \$300	2 types: \$100 3 types: \$300

*Go to www.focusonenergy.com/foodserviceincentives for qualifying equipment.

Commercial Refrigeration		RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Anti Sweat Heater Control (Freezer and Cooler Case)		\$40/door	\$40/door
Efficient Reach-In Case Door	Low-Heat Freezer Case Door	\$50/door	\$50/door
	No-Heat Freezer Case Door	\$100/door	\$100/door
	No-Heat Cooler Case Door	\$10/door	\$10/door
LED Lighting in Reach-in Freezer or Cooler Case		\$25/door	\$25/door
Occupancy Sensors for LED Lighting in Reach-In Cases		\$10/door	\$10/door
Reach-in Freezer or Cooler Case Efficient Fan Motors (replacing shaded pole motors)		\$30/ECM motor	\$30/ECM motor
		\$15/PSC motor	\$15/PSC motor
Night Curtains for Open Coolers		\$9/linear foot	\$9/linear foot
Beverage Cooler Controls		\$60/cooler	\$60/cooler
Walk-in Freezer or Cooler: ECM Evaporator Fan Motors Replacing Shaded Pole or PSC Motors		\$30/ECM motor <1/20 th hp	Not Eligible
		\$60/ECM motor ≥1/10 th hp	Not Eligible
		\$40/ECM motor >1/10 th hp	Not Eligible

Specialty Measures (Commercial)			RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
LODGING	Guestroom Energy Management Control		\$75/room	\$75/room
ALL MARKETS	ENERGY STAR® Vending Machines		\$100/machine	\$100/machine
	Vending Machine Controls		\$15/snack machine controlled	\$15/snack machine controlled
			\$60/cold beverage machine controlled	\$60/cold beverage machine controlled
	PC Network Energy Management		\$6/PC controlled	\$6/PC controlled
	Residential Type Energy Efficient Water Heaters (Does not apply to water heaters used in dairy farm milk houses – see Dairy & Livestock section)	Power-Vented Natural Gas (Energy Factor .64 to .79)	\$50/Water Heater	\$50/Water Heater
		Power -Vented Natural Gas Tankless (Energy Factor ≥0.80)	\$100/Water Heater	\$100/Water Heater
		Natural Gas Condensing (Thermal Efficiency rating ≥90%)	\$150/Water Heater	\$150/Water Heater
		Indirect Water Heater Integrated with ≥90% AFUE Modulating Boiler	\$200/Water Heater	\$200/Water Heater
		Electric Tank-type Water Heater (Energy Factor ≥0.93)	\$50/Water Heater	\$50/Water Heater
	Residential-Type Water Heater Fuel Conversion		\$250/Water Heater	\$250/Water Heater

Agriculture Lighting		RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
CFL – up to 32 Watts (Replacing 100W or less incandescent)		\$2/bulb (Limited to 50% of product cost up to \$2/bulb)	Not Eligible
Cold Cathode Lamps (Replacing 100W or less incandescent)		\$2/bulb	Not Eligible
High Wattage CFL Lamps – 33-115 Watts (replacing 100W or greater incandescent)		\$5/bulb	Not Eligible
CFL Reflector Flood Lamps – up to 30 Watts (replacing 100W or less incandescent)		\$4/bulb	Not Eligible

Agriculture Lighting	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Occupancy Sensors – Wall Mounted (Non-High Bay Applications)	\$15/Sensor	Not Eligible
Occupancy Sensors – Ceiling Mounted (Non-High Bay Applications)	\$30/Sensor	Not Eligible
*High Performance T8 (HPT8) 4' 1L System (replacing standard T8/T12)	\$4/Fixture	\$4/Fixture
*High Performance T8 4' 2L System (replacing standard T8/T12)	\$6/Fixture	\$6/Fixture
*High Performance T8 4' 3L System (replacing standard T8/T12)	\$8/Fixture	\$8/Fixture
*High Performance T8 4' 4L System (replacing standard T8/T12)	\$10/Fixture	\$10/Fixture
Pulse Start Metal Halide (PSMH) – 320W (replacing 400W HID fixture)	\$25/Fixture	Not Eligible
Induction – 300W (replacing 400W HID)	\$40/Fixture	\$40/Fixture
High Bay Fluorescent (replacing 250-399W HID)	\$40/Fixture	\$40/Fixture
High Bay Fluorescent (replacing 400-999W HID)	\$60/Fixture	\$60/Fixture
High Bay Occupancy Based Control Adder	\$30/Controlled Fixture	\$30/Controlled Fixture

Dairy & Livestock	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Low-Energy Livestock Waterer - minimum 2-inch insulation and heating element maximum of 250 Watts (qualified farm)	\$50	\$50
Ventilation Fan (qualified farm)	\$2/blade inch	\$2/blade inch
High Volume Low Speed Fan (qualified farm)	\$1,500	\$1,500
Milk Pre-cooler (dairy farm, parlor, milk house)	\$750	\$750
Heat Recovery Tank (dairy farm, parlor, milk house)	Water must be heated by electric or natural gas	\$500
	All other water heating sources (e.g. LP, oil, wood, etc)	\$200
Variable Speed Controller for Vacuum Pump (dairy farm, parlor, milk house)	\$750	\$750
Scroll Compressor Replacement (dairy farm, parlor, milk house)	\$250	\$250
In-floor Radiant Heating System (dairy farm, parlor, milk house)	\$250	\$250
Electric to Non-Electric Commercial Water Heater (dairy farm milk house)	Lesser of \$1500 or 50% of cost of unit	Lesser of \$1500 or cost of unit
Electric to Electric Commercial Water Heater (dairy farm milk house)	\$250	\$250
Natural Gas to Natural Gas Commercial Water Heater (dairy farm milk house)	\$250	\$250

Greenhouse	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
IR Rated Poly film (Natural Gas only)	\$0.03 per square foot of floor area	\$0.03 per square foot of floor area
Power Vented Unit Heater (Natural Gas only)	\$125 per unit	\$125 per unit
Greenhouse Climate Controls (Natural Gas only)	\$0.03 per square foot of floor area controlled	\$0.03 per square foot of floor area controlled
Horizontal Air Flow Fan	\$50 per fan	\$50 per fan
Exhaust Fan	\$2 per blade inch	\$2 per blade inch
Triple Polycarbonate Glazing	8 mm double wall polycarbonate replaced with triply polycarbonate	Sidewalls Only \$.02 sq ft Roof Only \$.04 sq ft Sidewalls & Roof \$.05 sq ft
Triple Polycarbonate Glazing	Single pane glass replaced with triple polycarbonate	Sidewalls Only \$.08 sq ft Roof Only \$.18 sq ft Sidewalls & Roof \$.25 sq ft
Triple Polycarbonate Glazing	Double pane glass replaced with triple polycarbonate	Sidewalls Only \$.02 sq ft Roof Only \$.05 sq ft Sidewalls & Roof \$.07 sq ft

Energy Efficient Repulper Rotor and Extraction Plate	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Energy Efficient Repulper Rotor	\$50/HP	\$50/HP
Extraction Plate	\$15/HP	\$15/HP

Pressure Screen Rotor	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Pressure Screen Rotor	Lesser of \$70/HP or 50% of installed costs	Lesser of \$70/HP or 50% of installed costs

Pump System Study Incentive For Pulp & Paper	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Pump System Study (Application for Study must be approved by Focus before submitting purchase order)	Lesser of \$5/HP, study cost estimate or \$10,000	Does Not Apply Must have existing pumps

Energy Efficient Radiant Heater Bands for Plastics	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Radiant Heater Bands	Lesser of \$50/kW or 50% of project costs	Lesser of \$75/kW or 50% of project costs

Energy Efficient Radiant Tube Inserts for Heat Treating	RETROFIT INCENTIVE	NEW CONSTRUCTION INCENTIVE
Energy Efficient Radiant Tube Inserts	Lesser of \$100/insert or 50% of installed costs	Lesser of \$100/insert or 50% of installed costs

Updated: June 1, 2009