

# FOCUS ON ENERGY RENEWABLE ENERGY LOAN PROGRAM



## FREQUENTLY ASKED QUESTIONS | BORROWERS

### WHAT IS THE FOCUS ON ENERGY RENEWABLE ENERGY LOAN PROGRAM?

Focus on Energy is currently piloting a Renewable Energy Loan Program designed to encourage renewable energy production within Wisconsin. The renewable energy loans are disbursed by Focus on Energy in partnership with private lenders. Focus provides up to 50% of the loan funds for a qualified renewable energy project at zero percent, and the partner lender provides the remaining funds at market rates. Focus on Energy is not a lender; Focus provides technical approval for the project and relies on the Partner Lender to provide credit approval. The program is open to any individual or organization in Wisconsin that is a customer of a participating utility in Focus on Energy. Loans may be issued for renewable energy projects ranging in size from small residential or farm systems to large industrial-scale systems.

### WHAT TECHNOLOGIES CAN BE FINANCED?

For residential and small business borrowers, new geothermal and solar electric projects are eligible. For commercial and industrial borrowers, new geothermal, solar, wind, biogas, biomass, and solar hot water projects in Wisconsin are eligible. Focus on Energy loan funds may not be used to refinance an existing loan or be applied to existing renewable energy facilities. Focus on Energy loans may only be used to finance qualified renewable energy projects. The cost of home or building repairs and/or additional or complementary construction work shall not be taken into account when calculating the amount of Focus on Energy renewable energy loan.

### CAN LOANS BE PAIRED WITH TRADITIONAL INCENTIVES FROM FOCUS ON ENERGY?

Yes. Loans do not count towards Focus on Energy's annual incentive caps.

### WHICH LENDERS CAN I WORK WITH?

Borrowers can use their own financial institution in partnership with the Focus on Energy renewable energy loans. Any regulated bank, thrift, credit union, or Community Development Financial Institution in Wisconsin is eligible to participate as a Partner Lender.

### HOW CAN A BORROWER APPLY FOR THE RENEWABLE ENERGY LOAN PROGRAM?

There are two different applications, based on the size of the system being installed and the type of customer applying. There is one application for residential and small business customers interested in a renewable energy loan of \$50,000 or less and one for commercial and industrial customers interested in a renewable energy loan of over \$50,000 and up to \$500,000. Residential and small business borrowers must complete a Reservation Application. Commercial and industrial borrowers must complete a Technical Loan Application. In both cases, the application provides information to help determine the project's potential for success and to make sure it meets Focus on Energy's technical requirements. Once the application is approved by Focus on Energy, and the borrower has received credit approval from his or her lender, then Focus on Energy will work with the lender to structure a financing package that includes Focus on Energy funds and a matching (or greater) amount of lender funds.

Focus on Energy loans are provided until the funds for that lending period are gone. Applications are available by contacting Focus on Energy or visiting the website <https://focusonenergy.com/business/renewable-energy>.

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## WHAT ARE THE REPORTING REQUIREMENTS FOR BORROWERS IN THE LOAN PROGRAM?

Focus on Energy does not require reporting from borrowers. Once the project has been completed, Focus on Energy staff will do a site visit to confirm installation.

## WHAT IS THE DIFFERENCE BETWEEN RENEWABLE INCENTIVES AND THE RENEWABLE ENERGY LOAN FUND?

Renewable incentives are cash back incentives on qualifying renewable energy technologies, while the Renewable Loan Fund provides a low interest financing opportunities. The table below outlines the key aspects of the loans available for each customer type.

	RENEWABLE INCENTIVES & LOAN FUND: RESIDENTIAL & SMALL BUSINESS	RENEWABLE LOAN FUND: COMMERCIAL & INDUSTRIAL
Who is it for?	Homeowners & Small Businesses	Commercial & Industrial Businesses
What technologies are eligible?	Solar Electric or Geothermal	Biogas, Biomass, Geothermal, Solar Electric, Solar Thermal or Wind
How do I participate?	Customers must reserve incentive and/or loan funds by submitting a Reservation Application. For the loan, once the borrower has received approval from Focus on Energy and credit approval from his or her lender, then Focus on Energy will work with lender to structure a financing package that includes Focus on Energy funds and a matching (or greater) amount of lender funds.	Customers will complete the Technical Application. Once approved by Focus on Energy, and the borrower has received credit approval from his or her lender, Focus on Energy will work with lender to structure a financing package that includes Focus on Energy funds and a matching (or greater) amount of lender funds.
How much is available?	Incentives: \$300-\$2,400 depending on technology  Loan: Up to 50% of the total renewable energy project loan, up to \$50,000	Loan: Up to 50% of the total renewable energy project loan, from over \$50,000 to \$500,000

**VISIT [FOCUSONENERGY.COM](http://FOCUSONENERGY.COM) OR CALL 800.762.7077  
FOR INFORMATION, RESOURCES, AND PROGRAM APPLICATIONS.**

..... Saving Energy and Money For Wisconsin .....

Focus on Energy, Wisconsin utilities' statewide program for energy efficiency and renewable energy, helps eligible residents and businesses save energy and money while protecting the environment. Focus on Energy information, resources and financial incentives help to implement energy efficiency and renewable energy projects that otherwise would not be completed.  
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