REDUCING ENERGY WASTE ACROSS WISCONSIN

For more information, call 800.762.7077 or visit focusonenergy.com

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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HOW TO APPLY

FOCUS ON ENERGY® makes saving energy and money easy for Wisconsin businesses. Use the information below to help guide your way to savings. For electronic copies of the forms visit focusonenergy.com/applications.

BEFORE YOU APPLY:

Verify customer and product eligibility:
- Confirm your gas and/or electric utilities participate in Focus on Energy at focusonenergy.com/utilities.
- Read product requirements, both general and technology-specific, in your equipment’s corresponding incentive catalog.
- Review the Participation Requirements page.
- Review the Terms and Conditions at focusonenergy.com/terms.
- View the qualified product lists at focusonenergy.com/business/qpls.
- Applications for the Multifamily Programs exceeding $10,000, SBP exceeding $15,000 and all other Business Programs exceeding $25,000 not receiving pre-approval may not receive payment if program funds have been exhausted.

Qualifying products must be installed by December 31, 2019.

WHAT YOU’LL NEED:
- Incentive Application & Equipment Incentive Catalog(s)
- Gas & Electric Utility Account Numbers
- Tax ID Number
- FOR SBP CUSTOMERS: A copy of utility bills showing energy consumed in July and August of the most recent year will be required to verify eligibility.
- Invoice showing proof of purchase(s)/installation MUST include:
  - Trade Ally name, address and phone number
  - Itemized list of each product along with manufacturer name, model number, and quantity
  - Itemized purchase price of product/installation
  - Job Site Address
- Reminder: Incentives are capped at 100% of project cost unless otherwise noted.
- Manufacturer specifications (when required) — MUST include:
  - Full model number
  - Energy performance information
  - Additional documentation (when required)

COMPLETE THIS APPLICATION:
- All fields on application are required. Incomplete application(s) cannot be processed.
- Complete SECTION 7 with all product/equipment information. Use the Incentive Product Information Sheet found at focusonenergy.com/applications if you need additional lines. Make sure you use the incentive code that’s right for your facility. Business incentive (AgSG, BIP and LEU) codes are found in dark blue. SBP incentive codes are found in yellow-green. Multifamily incentive codes are found in green.
- Include installation date (date of the last technology installed). If project is new construction, use the occupancy date.
- Complete the catalog-specific Supplemental Data Sheet for applicable measures. An asterisk (*) next to the code indicates when this is needed. Read the measure requirements in your catalog for directions.
- Include the reservation code(s) in SECTION 7 when applicable.
- The customer must sign and date SECTION 8.
- Ensure supporting documents are attached, including itemized invoice(s) and manufacturer specification sheets.
- FOR SMALL BUSINESS PROGRAM CUSTOMERS: A copy of utility bills showing energy consumed in July and August of the most recent year will be required to verify eligibility.
- Make a copy of the application and supporting documents for your records.

SUBMIT YOUR APPLICATION:

Mail, fax, or email your application and all supporting documentation. Applications must be submitted within 60 calendar days of completed project installation, unless otherwise noted.

AGRICULTURE, SCHOOLS AND GOVERNMENT (AgSG) PROGRAM
MAIL: Focus on Energy AgSG
725 W. Park Avenue
Chippewa Falls, WI 54729
FAX: 608.663.0267
E-MAIL: AgSGapps@focusonenergy.com

BUSINESS INCENTIVE PROGRAM (BIP)
MAIL: Focus on Energy BIP
12075 Corporate Parkway, Suite 100
Mequon, WI 53092
FAX: 262.240.0825
E-MAIL: BIPapps@focusonenergy.com

LARGE ENERGY USERS (LEU) PROGRAM
MAIL: Focus on Energy LEU
440 Science Drive, Suite 203
Madison, WI 53711
FAX: 608.819.9051
E-MAIL: LEUapps@focusonenergy.com

SMALL BUSINESS PROGRAM (SBP)
MAIL: Focus on Energy SBP
12075 Corporate Parkway, Suite 100
Mequon, WI 53092
FAX: 262.240.0825
E-MAIL: SBPapps@focusonenergy.com

MULTIFAMILY ENERGY SAVINGS PROGRAM (MESP)
MAIL: Focus on Energy MESP
12075 Corporate Parkway, Suite 100
Mequon, WI 53092
FAX: 262.240.0825
E-MAIL: MESPapps@focusonenergy.com
MULTIFAMILY ENERGY SAVINGS PROGRAM (MESP)
Qualifying customers include residential properties with four or more dwelling units under one roof. Typical facilities include:

- Apartments/condominium buildings
- Senior living facilities including assisted living and residential care apartment complexes (RCAC)
- Student housing
- Rooming houses containing 4+ bedrooms
- Housing authorities

INCENTIVES FOR BUSINESSINES

AGRICULTURE, SCHOOLS AND GOVERNMENT (AgSG) PROGRAM
Qualifying customers are agriculture producers, school facilities and governments. Typical facility types include:

- Agriculture producers - e.g. dairy farms, livestock, greenhouses, crop farming, aquacare
- School facilities - e.g. public and private K-12, churches if associated with a school, technical colleges, small colleges and universities
- Government - e.g. federal/state, municipal/county, small wastewater treatment, tribes

BUSINESS INCENTIVE PROGRAM (BIP)
Qualifying customers are commercial and industrial businesses that do not fall under AgSG or LEU programs. SBP eligible customers may apply for BIP incentives if no SBP specific measure is available. Typical facility types include:

- Commercial facilities - e.g. banks, hotels, offices
- Midsize industrial facilities - e.g. manufacturing, breweries, processors of raw agricultural products into intermediary or final products
- Midsize healthcare facilities - e.g. nursing homes/skilled nursing, community-based residential facilities (CBRF), community hospitals
- Retail and grocery stores
- Restaurants

LARGE ENERGY USERS (LEU) PROGRAM
Qualifying customers have incurred monthly energy demand of at least 1,000 kW of electricity or 100,000 Therms of natural gas at least once in the last 12 months and were billed at least $60,000 by their energy utility. Typical facility types include:

- Large industrial facilities - e.g. paper mills, food processors, foundries
- Large healthcare - e.g. large hospitals, large healthcare systems including VA hospitals
- School and government facilities - e.g. UW universities, large private universities, Fort McCoy
- Large publicly-owned wastewater treatment plants - e.g. Milwaukee Metropolitan Sewerage District

SMALL BUSINESS PROGRAM (SBP)
Qualifying customers have an average consumption of 40,000 kWh or less during the months of July and August of the most recent year. Where multiple buildings, utility meters or utility accounts exist on a site, the entire campus shall collectively adhere to this requirement. Eligible customer types include commercial and industrial businesses who operate 9 or fewer locations. AgSG, LEU and MESP customers do not qualify. Typical facility types include:

- Churches not associated with a school
- Small hotels/motels
- Restaurants
- Laundromats
- Small offices
- Storage facilities
- Convenience stores/gas stations

MIXED USE FACILITIES
Qualifying mixed use facilities are buildings which qualify for more than one program in the same building. These buildings should work with the programs listed above based on the individual space type being upgraded. For example, an apartment building which contains retail space below the residential units is considered mixed use. The retail space may work with SBP or BIP based on the qualifications of that space, while the residential area should work with MESP. Call 800.762.7077 if you are unsure which program(s) is right for you.
INCENTIVE APPLICATION

PLEASE COMPLETE ALL SECTIONS. INCOMPLETE APPLICATIONS CANNOT BE PROCESSED AND WILL DELAY PAYMENT OF INCENTIVES. APPLICATIONS MUST BE SUBMITTED WITHIN 60 DAYS OF COMPLETED PROJECT INSTALLATION. FOR AN ELECTRONIC COPY OF THIS FORM, VISIT FOCUSONENERGY.COM/APPLICATIONS.

FOR PROJECTS COMPLETED BY 12/31/19

ACCOUNT AND CUSTOMER INFORMATION

TAX IDENTIFICATION NUMBER (Check one.)
☐ FEIN or ☐ SSN
FEIN OR SOCIAL SECURITY NUMBER

BUSINESS CLASSIFICATION OF CUSTOMER
(Check one. Required for all businesses, including non-profits.)
☐ Sole Proprietorship  ☐ Individual  ☐ Single-Member LLC
☐ C Corporation  ☐ S Corporation  ☐ Partnership
☐ Limited Liability Corporation Classification C, S, P
(C = C corporation, S = S corporation, P = partnership)
☐ Other

OWNER NAME (REQUIRED IF SSN IS USED AS TAX IDENTIFICATION NUMBER)

COMPANY NAME

LEGAL ADDRESS (AS SHOWN ON COMPANY W-9)

CITY  STATE  ZIP

How did you hear about us? (Check all that apply.)
☐ Utility  ☐ Trade Ally  ☐ Energy Advisor  ☐ Internet  ☐ E-mail
☐ Trade Show/Event  ☐ Direct Mail  ☐ Other:

WHO DID YOU WORK WITH FROM FOCUS ON ENERGY ON THIS PROJECT? (CONTACT NAME)

JOB SITE INFORMATION
(Refer to your utility bills for account numbers below.)

JOB SITE BUSINESS NAME

ELECTRIC UTILITY AT JOB SITE  ELECTRIC ACCOUNT #

GAS UTILITY AT JOB SITE  GAS ACCOUNT #
☐ Job Site Address is same as Legal Address
☐ Job Site Address is different (complete below.)

JOB SITE ADDRESS

CITY  STATE  ZIP

CUSTOMER CONTACT INFORMATION

JOB SITE CUSTOMER CONTACT NAME

PRIMARY PHONE #  E-MAIL ADDRESS

If Focus on Energy has a question about this application, we should contact:
☐ Customer  ☐ Trade Ally  ☐ Other

TRADE ALLY INFORMATION

TRADE ALLY CONTACT NAME

PRIMARY PHONE #  E-MAIL ADDRESS

TRADE ALLY COMPANY NAME

ADDRESS

CITY  STATE  ZIP

BUSINESS PAYMENT INFORMATION

Make incentive check payable to:
☐ Customer  ☐ Trade Ally  ☐ Other Payee

For Other Payee, specify relationship to utility account holder:
☐ Tenant  ☐ Building Owner  ☐ Other (specify)

If a Trade Ally or Other Payee is receiving the incentive payment, provide the Tax Identification Number. To receive payment, a Trade Ally must be registered. Payee is responsible for any associated tax consequences.

TAX IDENTIFICATION NUMBER (Check one.)
☐ FEIN or ☐ SSN
FEIN OR SOCIAL SECURITY NUMBER

BUSINESS CLASSIFICATION OF OTHER PAYEE
(Check one. Required for all businesses, including non-profits.)
☐ Sole Proprietorship  ☐ Individual  ☐ Single-Member LLC
☐ C Corporation  ☐ S Corporation  ☐ Partnership
☐ Limited Liability Corporation Classification C, S, P
(C = C corporation, S = S corporation, P = partnership)
☐ Other

Mail check to:
☐ Customer Address  ☐ Job Site Address  ☐ Trade Ally Address
☐ Other Payee or Alternate Address (complete below.)

COMPANY NAME

ADDRESS

CITY  STATE  ZIP

ATTENTION TO (OPTIONAL)
BUSINESS PROPERTY TYPE
☒ Existing Building ☐ New Construction
(Select one only. If applying for both existing and new construction equipment incentives please complete two separate applications).

Select one (1) property type that best describes your business:
☒ Agriculture Producer
☒ Dairy
☐ Other: ____________________________
☐ Education
☐ Grocery/Convenience Store
☐ Financial Institution
☐ Food Service
☒ Government
☐ County
☐ Federal/State
☐ Municipal
☐ Native American
☐ Healthcare
☐ Clinic
☐ Hospital
☐ Skilled Nursing
☐ Other: ____________________________
☒ Hotels & Lodging
☒ Manufacturing (product):
☐ Multifamily
☐ Apartment
☐ Condominium
☐ Mixed Use
☐ Number of Units: ______
☐ Number of Buildings: ______
☒ Office
☐ Religious Worship
☐ With K+ Daily Education
☐ No K+ Daily Education
☐ Retail
☐ Vehicles Sales/Service
☐ Water/Wastewater
☐ Other: ____________________________

INCENTIVE PRODUCT INFORMATION
Refer to:
• Applicable incentive catalog at focusonenergy.com/applications for incentive codes, incentive per unit and product eligibility requirements.
• focusonenergy.com/business/qpls for qualified products lists.
• Invoice showing proof of purchase for Manufacturer and Model Number.
• Incentive Product Information Sheet at focusonenergy.com/applications if additional lines are needed.

Manufacturer Specifications Attached (if applicable): Yes ☐
RESERVATION CODE(S) (if applicable):
Subtotal from Incentive Product Information Sheet (if applicable) $ __________

Itemized Invoice(s) Attached: Yes ☐
INSTALLATION DATE: / / INCENTIVE TOTAL* $ __________

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:
• The number shown on this form is the correct taxpayer identification number.
• 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.
• I am a U.S. citizen (includes a U.S. resident alien).

I agree that the stated energy-efficient measure(s) was (were) installed at the job site address listed above as part of the FOCUS ON ENERGY® Program. I have read and agree to the provisions set forth herein and to the Terms and Conditions posted at focusonenergy.com/terms. I understand that Focus on Energy may revise these Terms and Conditions at any time and I will not be notified in the event changes are made. To the best of my knowledge, the statements made on this application are complete, true and correct, and I have submitted the appropriate supporting documentation to receive an incentive. The Internal Revenue Service does not require my consent to any provision of this document other than the certifications required to avoid backup withholding.

If Other Payee is indicated in Section 5, I, the Customer, attest I am the ratepayer (utility account holder) for the site(s) listed in Section 2 and I assign the right to participate in and receive incentives from the Focus on Energy Program to the Other Payee identified in Section 5.

Select the program for which you are applying (check one):
☒ Agriculture, Schools and Government Program AgSGapps@focusonenergy.com
☒ Business Incentive Program BIAppps@focusonenergy.com
☒ Large Energy Users Program LEUAppss@focusonenergy.com
☒ Multifamily Energy Savings Program MESPapps@focusonenergy.com
☒ Small Business Program SBPapps@focusonenergy.com

See the How to Apply page for mailing addresses and fax numbers.

*Incentive total may be adjusted based on project caps. See measure requirements and Terms and Conditions for more information.
General Terms and Conditions
Review the FOCUS ON ENERGY® Terms and Conditions at focusonenergy.com/terms or call 800.762.7077 to request a copy.

Prescriptive Incentives
AgSG, BIP and LEU Programs (collectively, “Business Programs”) and the SBP: Any project with an expected incentive exceeding $25,000 ($15,000 for Small Business Program) requires pre-approval BEFORE project initiation or equipment purchase to guarantee fund availability. Projects not receiving pre-approval will be subject to funding availability. Projects with expected incentives of $10,000 or more may request pre-approval. Check the Focus on Energy website at focusonenergy.com/business or call 800.762.7077 for more information.

MESP: Any project with an expected incentive exceeding $10,000 requires pre-approval BEFORE project initiation or equipment purchase to guarantee fund availability. Projects not receiving pre-approval will be subject to funding availability. Check the Focus on Energy website at focusonenergy.com/multifamily or call 866.486.0832 for more information.

For all prescriptive incentives, the incentive cannot exceed the cost of the product (including any external labor) unless otherwise noted in measure requirements.

Custom Incentives
If your project does not fit the descriptions on this prescriptive incentive application form, it may qualify for a custom incentive. This requires pre-approval prior to initiating project by ordering equipment or issuing purchase orders. For Business Programs, direct inquiries to 800.762.7077 or visit focusonenergy.com/business. For Multifamily Programs, direct inquiries to 866.486.0832 or visit focusonenergy.com/multifamily.

Incentive Limits
Business Programs and MESP: Incentives are limited to $500,000 per customer per calendar year for all Focus on Energy incentives (prescriptive and custom).

SBP: Incentives are limited to $15,000 per site and $30,000 per customer per calendar year. If customers participate in other programs in addition to the SBP, incentives received through the SBP count towards annual incentive limits.

Depending on your business tax classification, you may receive IRS form 1099 for incentives totaling over $600 in a calendar year.

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. Trade Allies who have signed an agreement with Focus on Energy are allowed to enjoy certain program benefits, one of which is to receive direct payment of incentives at the Trade Ally’s request. Incentives can only be paid directly to a registered Trade Ally who has a W-9 on file with Focus on Energy. For more information on becoming a registered trade ally, visit focusonenergy.com/tradeally.

The Federal Employer Identification Number (FEIN) and Business Classification of the Trade Ally is required if you received your incentive as a credit on your invoice, whereby the incentive is paid directly to the Trade Ally. In this scenario, the credit must be clearly labeled as the Focus on Energy incentive 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 incentive is being paid to you the customer, enter the information of the Trade Ally who installed your equipment in Section 4: Trade Ally Information. If the equipment was self-installed, enter the information of the Trade Ally from whom you purchased the equipment.

Focus on Energy Information
Focus on Energy works with eligible Wisconsin residents and businesses to install cost-effective energy efficiency and renewable energy projects. Focus on Energy information, resources and financial incentives help to implement projects that otherwise would not get completed, or to complete projects sooner than scheduled. Its efforts 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.

Assignment of Incentives to Other Payee
The Customer for the project site listed on the application may assign their right to participate and receive incentives to Other Payee. The Customer must sign Section 8 and identify the Other Payee in Section 5.
Find the FOCUS ON ENERGY® equipment incentives you need in one of the incentive catalogs or applications pictured. All catalogs and applications are available at focusonenergy.com/applications. For custom incentives, visit focusonenergy.com/custom to get started. Still need help? Call us at 800.762.7077 and we will find the correct resources for your needs.

AGRIBUSINESS
- Dairy & Livestock Equipment
- Agribusiness Lighting
- Agribusiness Ventilation
- Agribusiness VFDs and Compressed Air
- Grain Dryers & Irrigation Systems
- Greenhouses

COMMERCIAL KITCHEN EQUIPMENT
- Cooking Equipment
- Commercial Kitchen Ventilation Equipment
- Washing Equipment

COMMERCIAL REFRIGERATION
- Case Lighting
- Commercial Refrigerators
- Commercial Freezers
- Commercial Ice Machines
- Electronically Commutated Motors
- Energy-Efficient Doors
- Non Self-Contained Controls
- Open Case Modifications
- Self-Contained Controls
- Vending Machines

HVAC/PLUMBING
- Aerators and Showerheads
- Air Sealing
- Boilers
- Boiler Controls and Burners
- Chillers
- Direct Expansion Systems
- Dock Seals and Hinges
- Express Building Tune-Up
- Forced Air and Radiant Heat
- Insulation (pipe and building)
- Steam Systems
- Variable Frequency Drives for HVAC
- Ventilation Upgrades and Controls
- Water Heaters

LIGHTING
- Daylight Controls
- Exterior Area Fixtures
- Exterior Controls
- High Bay and Low Bay
- High Bay Controls
- Interior and Exterior Replacement Lamps
- Linear Ambient
- Networked Lighting Controls
- New Construction
- Non High Bay Controls
- Other Interior and Exterior Fixtures

PROCESS SYSTEMS
- Air Compressors
- Accessories/Ancillary Equipment
- Compressed Air Load Shifting
- Compressed Air Survey Leak and Repair
- Data Center and Telecom Facilities
- Heat Recovery
- Heat Treating
- Plastics
- Process Exhaust Filtration
- Pulp and Paper
- Pumps and Fans (Variable and Constant Torque)
- Steam Trap Maintenance and Replacement
- Variable Frequency Drives for Process

NEW CONSTRUCTION
Interested in NEW CONSTRUCTION incentives? Every catalog can be used to apply for new construction. Look for the YES under the NC column in the measure tables to find qualifying equipment. “New construction” includes new stand-alone facilities, additions to existing facilities, gut/rehab of existing facilities, and major renovations due to a change in use of the space (e.g., warehouse to office).

Qualifying Focus on Energy Trade Allies can also utilize the following offerings:
- Exterior Lighting Optimization (ELO)
- Retrocomissioning (RCx)

Contact 800.762.7077 or visit focusonenergy.com/trade-allies to become a registered Trade Ally or find one for your needs.

Photos used in catalogs are purchased stock images and are for illustrative purposes only. Photos are not intended to promote the manufacturer’s product shown, nor are they intended to discourage the use of manufacturer’s products which weren’t chosen for the catalog.

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COOKING EQUIPMENT
General Requirements: Incentives are available for the installation of energy-efficient steam cookers which meet the requirements as described in the section below. Equipment model must be on the list of qualified products to qualify for an incentive. Qualified product lists can be found at focusonenergy.com/business/qpls. Invoice must indicate equipment manufacturer and model number. Equipment costs must be itemized separately on invoice. Incentive cost may not exceed purchase price of the product.

Requirements:
• Equipment must be on the ENERGY STAR® qualified product list as a commercial steam cooker.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Steam Cooker, ENERGY STAR</td>
<td>K4710</td>
<td>$120</td>
<td>Pan</td>
<td>YES</td>
</tr>
<tr>
<td>Natural Gas Steam Cooker, ENERGY STAR</td>
<td>K4711</td>
<td>$120</td>
<td>Pan</td>
<td>YES</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Steam Cooker, ENERGY STAR</td>
<td>S-K4710</td>
<td>$150</td>
<td>Pan</td>
<td>NO</td>
</tr>
<tr>
<td>Natural Gas Steam Cooker, ENERGY STAR</td>
<td>S-K4711</td>
<td>$150</td>
<td>Pan</td>
<td>NO</td>
</tr>
</tbody>
</table>
**FRYERS**

**General Requirements:** Incentives are available for the installation of energy-efficient fryers which meet the requirements as described in the section below. Equipment model must be on the list of qualified products to qualify for an incentive. Qualified product lists can be found at focusonenergy.com/business/qpl. Invoice must indicate equipment manufacturer and model number. Equipment costs must be itemized separately on invoice. Incentive cost may not exceed purchase price of the product.

**Requirements:**
- Equipment must be on the ENERGY STAR qualified product list as a commercial fryer.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Fryer, ENERGY STAR</td>
<td>K2337</td>
<td>$120</td>
<td>Fry Pot</td>
<td>YES</td>
</tr>
<tr>
<td>Natural Gas Fryer, ENERGY STAR</td>
<td>K2338</td>
<td>$250</td>
<td>Fry Pot</td>
<td>YES</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Fryer, ENERGY STAR</td>
<td>S-K2337</td>
<td>$120</td>
<td>Fry Pot</td>
<td>NO</td>
</tr>
<tr>
<td>Natural Gas Fryer, ENERGY STAR</td>
<td>S-K2338</td>
<td>$400</td>
<td>Fry Pot</td>
<td>NO</td>
</tr>
</tbody>
</table>
**GRIDDLES**

**General Requirements:** Incentives are available for the installation of energy-efficient griddles which meet the requirements as described in the section below. Equipment model must be on the list of qualified products to qualify for an incentive. Qualified product lists can be found at focusonenergy.com/business/qpls. Invoice must indicate equipment manufacturer and model number. Equipment costs must be itemized separately on invoice. Incentive cost may not exceed purchase price of the product.

**Requirements:**
- Equipment must be on the ENERGY STAR qualified product list as a commercial griddle.
- Incentives are based on the width of the griddle as measured by linear foot.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Griddle, ENERGY STAR</td>
<td>K2371</td>
<td>$50</td>
<td>Linear Foot</td>
<td>YES</td>
</tr>
<tr>
<td>Natural Gas Griddle, ENERGY STAR</td>
<td>K2372</td>
<td>$30</td>
<td>Linear Foot</td>
<td>YES</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Griddle, ENERGY STAR</td>
<td>S-K2371</td>
<td>$50</td>
<td>Linear Foot</td>
<td>NO</td>
</tr>
<tr>
<td>Natural Gas Griddle, ENERGY STAR</td>
<td>S-K2372</td>
<td>$60</td>
<td>Linear Foot</td>
<td>NO</td>
</tr>
</tbody>
</table>

**PRO TIP**
Measure the width of the griddle by measuring from right to left. Some griddles will have a greater depth than width, however, always use the width when applying for incentives.
**HOT FOOD HOLDING CABINETS**

**General Requirements:** Incentives are available for the installation of energy-efficient hot food holding cabinets which meet the requirements as described in the section below. Equipment model must be on the list of qualified products to qualify for an incentive. Qualified product lists can be found at focusonenergy.com/business/qpls. Invoice must indicate equipment manufacturer and model number. Equipment costs must be itemized separately on invoice. Incentive cost may not exceed purchase price of the product.

**Requirements:**
- Equipment must be on the ENERGY STAR qualified product list as a hot food holding cabinet.
- Incentives are based on the internal volume (cu. ft.) as reported on the ENERGY STAR qualified product list.

### BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hot Food Holding Cabinet, &lt;13 cu. ft., ENERGY STAR</td>
<td>K2678</td>
<td>$160</td>
<td>Cabinet</td>
<td>YES</td>
</tr>
<tr>
<td>Hot Food Holding Cabinet, 13-27 cu. ft., ENERGY STAR</td>
<td>K2677</td>
<td>$160</td>
<td>Cabinet</td>
<td>YES</td>
</tr>
<tr>
<td>Hot Food Holding Cabinet, ≥28 cu. ft., ENERGY STAR</td>
<td>K2679</td>
<td>$160</td>
<td>Cabinet</td>
<td>YES</td>
</tr>
</tbody>
</table>

### SMALL BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hot Food Holding Cabinet, &lt;13 cu. ft., ENERGY STAR</td>
<td>S-K2678</td>
<td>$200</td>
<td>Cabinet</td>
<td>NO</td>
</tr>
<tr>
<td>Hot Food Holding Cabinet, 13-27 cu. ft., ENERGY STAR</td>
<td>S-K2677</td>
<td>$225</td>
<td>Cabinet</td>
<td>NO</td>
</tr>
<tr>
<td>Hot Food Holding Cabinet, ≥28 cu. ft., ENERGY STAR</td>
<td>S-K2679</td>
<td>$225</td>
<td>Cabinet</td>
<td>NO</td>
</tr>
</tbody>
</table>
**COMMERCIAL OVENS**

**General Requirements:** Incentives are available for the installation of energy-efficient ovens which meet the requirements as described in each of the sections below. Equipment model must be on the list of qualified products to qualify for an incentive. Qualified product lists can be found at focusonenergy.com/business/qpls. Invoice must indicate equipment manufacturer and model number. Equipment costs must be itemized separately on invoice. Incentive cost may not exceed purchase price of the product.

### CONVECTION OVENS

**Requirements:**
- Equipment must be on the ENERGY STAR qualified product list as a commercial oven and designated as a convection oven.
- Incentives are for full-size ovens. Incentives are not available for half-size ovens. Double compartment ovens are considered two full-size ovens.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Convection Oven, ENERGY STAR</td>
<td>K2485</td>
<td>$160</td>
<td>Full-Size Oven</td>
<td>YES</td>
</tr>
<tr>
<td>Natural Gas Convection Oven, ENERGY STAR</td>
<td>K2486</td>
<td>$160</td>
<td>Full-Size Oven</td>
<td>YES</td>
</tr>
</tbody>
</table>

### BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Convection Oven, ENERGY STAR</td>
<td>K2485</td>
<td>$160</td>
<td>Full-Size Oven</td>
<td>YES</td>
</tr>
<tr>
<td>Natural Gas Convection Oven, ENERGY STAR</td>
<td>K2486</td>
<td>$160</td>
<td>Full-Size Oven</td>
<td>YES</td>
</tr>
</tbody>
</table>

### SMALL BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Convection Oven, ENERGY STAR</td>
<td>S-K2485</td>
<td>$300</td>
<td>Full-Size Oven</td>
<td>NO</td>
</tr>
<tr>
<td>Natural Gas Convection Oven, ENERGY STAR</td>
<td>S-K2486</td>
<td>$300</td>
<td>Full-Size Oven</td>
<td>NO</td>
</tr>
</tbody>
</table>

### COMBINATION OVENS

**Requirements:**
- Equipment must be on the ENERGY STAR qualified product list as a commercial oven and designated as a combination oven.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Combination Oven, ENERGY STAR</td>
<td>K3118</td>
<td>$500</td>
<td>Oven</td>
<td>YES</td>
</tr>
<tr>
<td>Natural Gas Combination Oven, ENERGY STAR</td>
<td>K3119</td>
<td>$300</td>
<td>Oven</td>
<td>YES</td>
</tr>
</tbody>
</table>

### BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Combination Oven, ENERGY STAR</td>
<td>K3118</td>
<td>$500</td>
<td>Oven</td>
<td>YES</td>
</tr>
<tr>
<td>Natural Gas Combination Oven, ENERGY STAR</td>
<td>K3119</td>
<td>$300</td>
<td>Oven</td>
<td>YES</td>
</tr>
</tbody>
</table>

### SMALL BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Combination Oven, ENERGY STAR</td>
<td>S-K3118</td>
<td>$700</td>
<td>Oven</td>
<td>NO</td>
</tr>
<tr>
<td>Natural Gas Combination Oven, ENERGY STAR</td>
<td>S-K3119</td>
<td>$600</td>
<td>Oven</td>
<td>NO</td>
</tr>
</tbody>
</table>

**NC = New Construction Eligible?**
Requirements:

- Equipment must be on the ENERGY STAR qualified product list as a commercial oven and designated as a rack oven.

### BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rack Oven, Single Rack, ENERGY STAR</td>
<td>K2488</td>
<td>$300</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Rack Oven, Double Rack, ENERGY STAR</td>
<td>K2487</td>
<td>$500</td>
<td>Unit</td>
<td>YES</td>
</tr>
</tbody>
</table>

**NC = New Construction Eligible?**

### SMALL BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rack Oven, Single Rack, ENERGY STAR</td>
<td>S-K2488</td>
<td>$600</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Rack Oven, Double Rack, ENERGY STAR</td>
<td>S-K2487</td>
<td>$1000</td>
<td>Unit</td>
<td>NO</td>
</tr>
</tbody>
</table>

**NC = New Construction Eligible?**
BROILERS

General Requirements: Incentives are available for the installation of energy-efficient infrared salamander broilers which meet the requirements as described in the section below. Invoice must indicate equipment manufacturer and model number. Equipment costs must be itemized separately on invoice. Incentive cost may not exceed purchase price of the product.

INFRARED SALAMANDER BROILERS

Requirements:
- Must have infrared burner.
- Must replace (or be installed instead of) a natural gas non-infrared salamander broiler.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Natural Gas Infrared Salamander Broiler</td>
<td>K4359</td>
<td>$300</td>
<td>Broiler</td>
<td>YES</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Natural Gas Infrared Salamander Broiler</td>
<td>S-K4359</td>
<td>$550</td>
<td>Broiler</td>
<td>NO</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?
REDUCING ENERGY WASTE ACROSS WISCONSIN

For more information, call or visit focusonenergy.com

NEED HELP?
CALL
800.762.7077
WASHING EQUIPMENT
COMMERCIAL DISHWASHERS

General Requirements: Incentives are available for the installation of energy-efficient dishwashers which meet the requirements as described in each of the sections below. Equipment model must be on the list of qualified products to qualify for an incentive. Qualified product lists can be found at focusonenergy.com/business/qpls. Invoice must indicate equipment manufacturer and model number. Equipment costs must be itemized separately on invoice. Incentive cost may not exceed purchase price of the product.

LOW TEMPERATURE DISHWASHERS

Requirements:
- Equipment must be on the ENERGY STAR qualified product list as a commercial dishwasher.
- Fuel type of water heater must accurately match measure description to qualify for incentive. If uncertain, please check with on-site facility/maintenance staff.
- Flight machines are not included in the Focus on Energy offering.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under-Counter Unit, Electric Water Heater</td>
<td>K2298</td>
<td>$40</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Under-Counter Unit, Natural Gas Water Heater</td>
<td>K2299</td>
<td>$40</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Door Type Unit, Electric Water Heater</td>
<td>K2280</td>
<td>$250</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Door Type Unit, Natural Gas Water Heater</td>
<td>K2293</td>
<td>$250</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Pot, Pan and Utensil Unit, Electric Water Heater</td>
<td>K3139</td>
<td>$250</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Pot, Pan and Utensil Unit, Natural Gas Water Heater</td>
<td>K3140</td>
<td>$250</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Single-Tank Conveyor Unit, Electric Water Heater</td>
<td>K2296</td>
<td>$250</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Single-Tank Conveyor Unit, Natural Gas Water Heater</td>
<td>K2297</td>
<td>$250</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Multi-Tank Conveyor Unit, Electric Water Heater</td>
<td>K2294</td>
<td>$400</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Multi-Tank Conveyor Unit, Natural Gas Water Heater</td>
<td>K2295</td>
<td>$400</td>
<td>Unit</td>
<td>YES</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under-Counter Unit, Electric Water Heater</td>
<td>S-K2298</td>
<td>$150</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Under-Counter Unit, Natural Gas Water Heater</td>
<td>S-K2299</td>
<td>$150</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Door Type Unit, Electric Water Heater</td>
<td>S-K2280</td>
<td>$500</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Door Type Unit, Natural Gas Water Heater</td>
<td>S-K2293</td>
<td>$500</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Pot, Pan and Utensil Unit, Electric Water Heater</td>
<td>S-K3139</td>
<td>$500</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Pot, Pan and Utensil Unit, Natural Gas Water Heater</td>
<td>S-K3140</td>
<td>$500</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Single-Tank Conveyor Unit, Electric Water Heater</td>
<td>S-K2296</td>
<td>$500</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Single-Tank Conveyor Unit, Natural Gas Water Heater</td>
<td>S-K2297</td>
<td>$500</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Multi-Tank Conveyor Unit, Electric Water Heater</td>
<td>S-K2294</td>
<td>$600</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Multi-Tank Conveyor Unit, Natural Gas Water Heater</td>
<td>S-K2295</td>
<td>$600</td>
<td>Unit</td>
<td>NO</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?
HIGH TEMPERATURE DISHWASHERS

Requirements:

- Equipment must be on the ENERGY STAR qualified product list as a commercial dishwasher.
- Fuel type of water heater and booster heater must accurately match measure description to qualify for incentive. If uncertain, please check with on-site facility/maintenance staff.
- Flight machines are not included in the Focus on Energy offering.

### BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under-Counter Unit, Electric Water Heat &amp; Electric Booster</td>
<td>K2287</td>
<td>$200</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Under-Counter Unit, Natural Gas Water Heat &amp; Electric Booster</td>
<td>K2288</td>
<td>$200</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Under-Counter Unit, Natural Gas Water Heat &amp; Natural Gas Booster</td>
<td>K2292</td>
<td>$200</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Door Type Unit, Electric Water Heat &amp; Electric Booster</td>
<td>K2281</td>
<td>$350</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Door Type Unit, Natural Gas Water Heater &amp; Electric Booster</td>
<td>K2282</td>
<td>$350</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Door Type Unit, Natural Gas Water Heater &amp; Natural Gas Booster</td>
<td>K2289</td>
<td>$350</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Pot, Pan and Utensil Unit, Electric Water Heater &amp; Electric Booster</td>
<td>K3136</td>
<td>$350</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Pot, Pan and Utensil Unit, Natural Gas Water Heater &amp; Electric Booster</td>
<td>K3137</td>
<td>$350</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Pot, Pan and Utensil Unit, Natural Gas Water Heater &amp; Natural Gas Booster</td>
<td>K3138</td>
<td>$350</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Single-Tank Conveyor Unit, Electric Water Heater &amp; Electric Booster</td>
<td>K2285</td>
<td>$500</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Single-Tank Conveyor Unit, Natural Gas Water Heater &amp; Electric Booster</td>
<td>K2286</td>
<td>$500</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Single-Tank Conveyor Unit, Natural Gas Water Heater &amp; Natural Gas Booster</td>
<td>K2291</td>
<td>$500</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Multi-Tank Conveyor Unit, Electric Water Heater &amp; Electric Booster</td>
<td>K2283</td>
<td>$800</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Multi-Tank Conveyor Unit, Natural Gas Water Heater &amp; Electric Booster</td>
<td>K2284</td>
<td>$800</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Multi-Tank Conveyor Unit, Natural Gas Water Heater &amp; Natural Gas Booster</td>
<td>K2290</td>
<td>$800</td>
<td>Unit</td>
<td>YES</td>
</tr>
</tbody>
</table>

### SMALL BUSINESS INCENTIVES

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under-Counter Unit, Electric Water Heat &amp; Electric Booster</td>
<td>S-K2287</td>
<td>$250</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Under-Counter Unit, Natural Gas Water Heat &amp; Electric Booster</td>
<td>S-K2288</td>
<td>$250</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Under-Counter Unit, Natural Gas Water Heat &amp; Natural Gas Booster</td>
<td>S-K2292</td>
<td>$250</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Door Type Unit, Electric Water Heat &amp; Electric Booster</td>
<td>S-K2281</td>
<td>$600</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Door Type Unit, Natural Gas Water Heater &amp; Electric Booster</td>
<td>S-K2282</td>
<td>$600</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Door Type Unit, Natural Gas Water Heater &amp; Natural Gas Booster</td>
<td>S-K2289</td>
<td>$600</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Pot, Pan and Utensil Unit, Electric Water Heater &amp; Electric Booster</td>
<td>S-K3136</td>
<td>$350</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Pot, Pan and Utensil Unit, Natural Gas Water Heater &amp; Electric Booster</td>
<td>S-K3137</td>
<td>$350</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Pot, Pan and Utensil Unit, Natural Gas Water Heater &amp; Natural Gas Booster</td>
<td>S-K3138</td>
<td>$350</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Single-Tank Conveyor Unit, Electric Water Heater &amp; Electric Booster</td>
<td>S-K2285</td>
<td>$700</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Single-Tank Conveyor Unit, Natural Gas Water Heater &amp; Electric Booster</td>
<td>S-K2286</td>
<td>$700</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Single-Tank Conveyor Unit, Natural Gas Water Heater &amp; Natural Gas Booster</td>
<td>S-K2291</td>
<td>$700</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Multi-Tank Conveyor Unit, Electric Water Heater &amp; Electric Booster</td>
<td>S-K2283</td>
<td>$1000</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Multi-Tank Conveyor Unit, Natural Gas Water Heater &amp; Electric Booster</td>
<td>S-K2284</td>
<td>$1000</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Multi-Tank Conveyor Unit, Natural Gas Water Heater &amp; Natural Gas Booster</td>
<td>S-K2290</td>
<td>$1000</td>
<td>Unit</td>
<td>NO</td>
</tr>
</tbody>
</table>

NC = New Construction Eligible?
General Requirements: Incentives are available for the installation of energy-efficient pre-rinse sprayers which meet the requirements as described in the section below. Equipment model must be on the list of qualified products to qualify for an incentive. Qualified product lists can be found at focusonenergy.com/business/qpls. Invoice must indicate equipment manufacturer and model number. Equipment costs must be itemized separately on invoice. Incentive cost may not exceed purchase price of the product.

Requirements:
- Equipment must be on the Consortium for Energy Efficiency (CEE) qualified product list and be rated Tier II as a commercial kitchen pre-rinse spray valve.

**BUSINESS INCENTIVES**

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-Rinse Spray Valve, CEE Tier II, Electric Water Heater</td>
<td>K2494</td>
<td>$25</td>
<td>Unit</td>
<td>YES</td>
</tr>
<tr>
<td>Pre-Rinse Spray Valve, CEE Tier II, Gas Water Heater</td>
<td>K2495</td>
<td>$25</td>
<td>Unit</td>
<td>YES</td>
</tr>
</tbody>
</table>

**SMALL BUSINESS INCENTIVES**

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-Rinse Spray Valve, CEE Tier II, Electric Water Heater</td>
<td>S-K2494</td>
<td>$25</td>
<td>Unit</td>
<td>NO</td>
</tr>
<tr>
<td>Pre-Rinse Spray Valve, CEE Tier II, Gas Water Heater</td>
<td>S-K2495</td>
<td>$25</td>
<td>Unit</td>
<td>NO</td>
</tr>
</tbody>
</table>

If you are purchasing a high-efficiency dishwasher, you may want to consider installing a high-efficiency pre-rinse spray valve. A high-pressure, low-volume pre-rinse spray valve can reduce your electric or gas bill depending on your water heating type and may help save on your water and sewer bill as well. It is also an easy way to qualify for our multiple equipment bonus.
REDUCING ENERGY WASTE ACROSS WISCONSIN

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CALL
800.762.7077
VENTILATION EQUIPMENT
VENTILATION EQUIPMENT

General Requirements: Incentives are available for the installation of kitchen hood ventilation controls which meet the requirements as described below. Equipment model must be on the list of qualified products to qualify for an incentive. Qualified product lists can be found at focusonenergy.com/business/qpls. Invoice must indicate equipment manufacturer and model number. Equipment costs must be itemized separately on invoice. Incentive may not exceed 50% of the purchase price.

DEMAND CONTROLLED KITCHEN VENTILATION SYSTEMS

Requirements:

- Temperature Sensing and Temperature & Optical Sensing measures require both an eligible electric utility and an eligible natural gas utility to qualify. Customers with only an eligible electric utility or an eligible natural gas utility may qualify for custom incentives.
- Equipment must be on the Focus on Energy qualified product list.
- Equipment must reduce fan energy consumption by slowing down the exhaust fans during idle or non-cooking periods when full-speed ventilation is not needed.
- To receive a higher incentive, a sensing device such as an infrared beam or optical sensor used to detect the presence of smoke or cooking effluent must be used in addition to the duct temperature sensor.
- To receive bonus, MAU fan must be controlled in addition to exhaust fan. The control system must modulate the speed of the fan motor based on inputs from a temperature sensor mounted in either the exhaust duct or the hood itself. Bonus incentive is based on the size of the MAU fan motor. Use the bonus code in the table below in addition to the exhaust fan measure code to receive the bonus incentive.
- Both MAU Fan bonus measures require an eligible electric utility to qualify.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Temperature Sensing Controlling Exhaust Fan</td>
<td>K2623</td>
<td>$200</td>
<td>HP Controlled</td>
<td>NO</td>
</tr>
<tr>
<td>MAU Fan – Bonus When Coupled with (K2623)</td>
<td>K2621</td>
<td>$40</td>
<td>HP Controlled</td>
<td>NO</td>
</tr>
<tr>
<td>Temperature &amp; Optical Sensing Controlling Exhaust Fan</td>
<td>K2627</td>
<td>$600</td>
<td>HP Controlled</td>
<td>NO</td>
</tr>
<tr>
<td>MAU Fan – Bonus When Coupled with (K2627)</td>
<td>K2625</td>
<td>$80</td>
<td>HP Controlled</td>
<td>NO</td>
</tr>
</tbody>
</table>

If a new kitchen hood is not an option, consider installing controls on your existing hood to have it operate more efficiently.
REDUCING ENERGY WASTE ACROSS WISCONSIN

For more information, call or visit focusonenergy.com

NEED HELP?
CALL 800.762.7077
MULTIPLE EQUIPMENT BONUS
BONUSES

**General Requirements:** Bonus is for purchasing more than one type of qualifying commercial kitchen equipment (e.g., a steam cooker and a hot food holding cabinet). Multiple equipment of the same type will not meet the requirement (e.g., two ovens or three fryers). This incentive is in addition to the incentive that is being applied for.

### MULTIPLE EQUIPMENT BONUSES

**Requirements:**
- Applicable only when applying for various types of qualifying commercial kitchen equipment on a single application.
- To qualify for the bonus, all incentives must be from the Commercial Kitchen Catalog. HVAC, lighting, etc. will not count towards measures to receive the bonus.

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bonus, Food Service Multiple Equipment, 2 Types</td>
<td>K2223</td>
<td>$100</td>
<td>-</td>
<td>NO</td>
</tr>
<tr>
<td>Bonus, Food Service Multiple Equipment, 3 Types</td>
<td>K2224</td>
<td>$300</td>
<td>-</td>
<td>NO</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Measure Description</th>
<th>Code</th>
<th>Incentive</th>
<th>Unit</th>
<th>NC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bonus, Food Service Multiple Equipment, 2 Types</td>
<td>S-K2223</td>
<td>$100</td>
<td>-</td>
<td>NO</td>
</tr>
<tr>
<td>Bonus, Food Service Multiple Equipment, 3 Types</td>
<td>S-K2224</td>
<td>$300</td>
<td>-</td>
<td>NO</td>
</tr>
</tbody>
</table>
Focus on Energy requires a copy of your itemized invoice to process incentives. Use this example to help guide you through our invoice requirements. Only registered Trade Allies can receive incentive payments on behalf of their customers. If submitting a purchase order, submit an invoice as well. Purchase orders alone are not sufficient documentation.

**SAMPLE INVOICE**

John Sample Corporation
123 Save Energy Way
Anytown, WI 53590

XYZ HVAC CONTRACTOR
111 HVAC Expert Rd
Anytown, WI 53523
(555) 555-1212

---

**TRADE ALLY NAME AND ADDRESS**

**CUSTOMER NAME AND ADDRESS**

**INVOICE DATE AND NUMBER**

<table>
<thead>
<tr>
<th>QUANTITY SHIPPED</th>
<th>MANUFACTURER OR BRAND</th>
<th>MODEL #</th>
<th>DESCRIPTION</th>
<th>EXTENDED PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ABC Brand</td>
<td>XYZ123000-17</td>
<td>3 Ton Rooftop Unit</td>
<td>$2,733.00</td>
</tr>
<tr>
<td>1</td>
<td>ABC Brand</td>
<td>X71DPP-60D135-0</td>
<td>Natural Gas Boiler – 150,000 BTU, 95% efficient</td>
<td>$4,685.00</td>
</tr>
</tbody>
</table>

**SPECIFY THE QUANTITY FOR EACH**

- **IDENTIFY MANUFACTURER AND MODEL NUMBERS**

**INVOICE DATE**

- Date: 1/1/2019

**INVOICE #**

- Invoice # 00001

---

If you are a Focus on Energy registered Trade Ally receiving the incentive, you must show the credit to the customer on your invoice.

**Focus on Energy Incentive**

- $250.00

**Subtotal**

- $7,168.00

**Sales Tax**

- $394.24

**TOTAL AMOUNT DUE**

- $7,562.24

Thank you for your business!
Glossary

Acronyms, abbreviations, and technical terms used throughout this catalog are defined below.

Acronyms and Abbreviations

- AgSG: Agriculture, Schools and Government Program
- BIP: Business Incentive Program
- CEE: Consortium for Energy Efficiency
- ES: ENERGY STAR®
- Ft: Foot or Feet
- HVAC: Heating, Ventilation and Air Conditioning
- kW: Kilowatts
- kWh: Kilowatt-hours
- LEU: Large Energy Users Program
- MAU: Make-up Air Unit
- MESG: Multifamily Energy Savings Program
- QPL: Qualified products list
- SBP: Small Business Program

Glossary Terms

- Consortium for Energy Efficiency (CEE): CEE is the U.S. and Canadian consortium of gas and electric efficiency program administrators. CEE works together to accelerate the development and availability of energy-efficient products and services for lasting public benefits.
- Convection Oven: Cooking appliance that uses heat and circulated air to cook food evenly.
- Combination Oven: Cooking appliance that can be used as a steam cooker, convection oven or both simultaneously. See Steam Cooker and Convection Oven sections.
- Energy Star®: A U.S. Environmental Protection Agency (EPA) voluntary program that helps businesses and individuals save money and protect our climate through superior energy efficiency.
- Fryer: Cooking appliance used to prepare deep-fried foods.
- Griddle: Flat cooking device used to cook a variety of foods directly with heat.
- Hot Food Holding Cabinet: Cooked food storage device designed to keep hot food safe and edible over periods of time.
- High Temperature Dishwasher: Dishwashing machine designed to utilize a water heater booster to increase the temperature of the water and decrease the time needed to clean dishes.
- Kilowatt (kW): 1000 watts
- Kilowatt Hour (kWh): A unit of measurement for electrical energy usage. One kilowatt hour equals 1000 watts of energy used for one hour.
- Kitchen Hood Ventilation Controls: Controls that regulate the kitchen hood ventilation fan operation and speed by sensing heat, smoke, food effluent or a combination of these.
- Job Site: The physical location and address where the measures were installed.
- Low Temperature Dishwasher: Dishwashing machine designed to clean dishes as opposed to cleaning by hand. No water heater booster is attached or necessary.
- Pre-Rinse Spray Valve: Device attached near the sink to assist with pre-cleaning of dishes and utensils.
- Rack Oven: Cooking appliance that uses radiant heat. Typically associated with baking and roasting.
- Make-Up Air Unit: Device used to replace air removed from a space through ventilation with fresh and conditioned outside air.
- Steam Cooker: Cooking appliance used to prepare various types of food with steam as opposed to a hot surface or flame.

Sources: Terms defined in the Glossary were referenced from the following sources:

energy.gov
energystar.gov
energy.ca.gov
focusonenergy.com