



**focus on energy**<sup>sm</sup>

Partnering with Wisconsin utilities

# 2018

BUSINESS PROGRAMS



# COMMERCIAL KITCHEN EQUIPMENT

## REDUCING ENERGY WASTE ACROSS WISCONSIN

For more information,  
call 800.762.7077  
or visit [focusonenergy.com](http://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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# TABLE OF CONTENTS

HOW TO APPLY .....	4
INCENTIVE APPLICATION .....	5
PROGRAM DESCRIPTIONS AND SUBMITTAL INFORMATION .....	7
PARTICIPATION REQUIREMENTS .....	8
CATALOG GUIDE .....	9
SAMPLE INVOICES .....	36
PROGRAM DESCRIPTIONS WITH EXAMPLES .....	38
GLOSSARY .....	39

COOKING EQUIPMENT .....	10
STEAM COOKERS .....	12
FRYERS .....	13
GRIDDLES .....	14
HOT FOOD HOLDING CABINETS .....	15
COMMERCIAL OVENS .....	16
INFRARED SALAMANDER BROILERS .....	18

WASHING EQUIPMENT .....	22
COMMERCIAL DISHWASHERS .....	24
PRE-RINSE SPRAY VALVES .....	26

VENTILATION EQUIPMENT .....	28
VENTILATION EQUIPMENT .....	30

MULTIPLE EQUIPMENT BONUS .....	32
BONUSES .....	34





# 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](http://focusonenergy.com/applications).

## NEED HELP?

CALL  
800.762.7077

### STEP 1

#### BEFORE YOU APPLY:

##### Verify customer and product eligibility:

- Confirm your gas and/or electric utilities participate in Focus on Energy at [focusonenergy.com/utilities](http://focusonenergy.com/utilities).
- Read product requirements, both general and technology-specific, in your equipment's corresponding incentive catalog.
- Review the Participation Requirements on page 8.
- Review the Terms and Conditions at [focusonenergy.com/terms](http://focusonenergy.com/terms).
- View the qualified product lists at [focusonenergy.com/business/qpls](http://focusonenergy.com/business/qpls).
- Applications for the Multifamily Programs exceeding \$10,000, Small Business Program 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.
- Need help? Call us at 800.762.7077.

**Purchase and install your qualifying products by December 31, 2018.**

### STEP 2

#### WHAT YOU'LL NEED:

- Incentive Application & Equipment Incentive Catalog(s)
  - Gas & Electric Utility Account Numbers
  - Tax ID Number
  - FOR SMALL BUSINESS PROGRAM CUSTOMERS: A copy of 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: AgSG, BIP, SBP, MESP, and MNC incentives are capped at 100% of project cost unless otherwise noted. LEU incentives are capped at 50% of project cost unless otherwise noted.**
- Manufacturer specifications (when required) – **MUST include:**
    - Full model number
    - Energy performance information
  - Additional documentation (as required)

### STEP 3

#### COMPLETE THIS APPLICATION:

- All fields on application are required. If not complete, application(s) cannot be processed.
- Complete SECTION 7 with all product/equipment information. Use the Incentive Product Information Sheet found at [focusonenergy.com/applications](http://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 darker blue. Small Business Program incentive codes are found in lighter blue. Multifamily incentive codes are found in green.**
- Include installation date (date of the last technology installed). If project is new construction, please 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.
- 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 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.

### STEP 4

#### 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. Please retain a copy of the application for your records.

**Don't know where to send it?** Refer to Page 7 for program descriptions and submittal information.

**NEW CONSTRUCTION ELIGIBLE** Working on a new construction project? Look for YES in the NC column of each table to find which incentives are available for new construction.

**SUPPLEMENTAL DATA SHEET NEEDED** If you see the \* symbol next to the code, this means additional information is needed on the catalog-specific Supplemental Data Sheet. Be sure to read the measure requirements in your catalog for directions.





## SECTION 1

## 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) \_\_\_\_\_

## SECTION 2

## JOB SITE INFORMATION

(Please 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 \_\_\_\_\_

## SECTION 3

## 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

## SECTION 4

## TRADE ALLY INFORMATION



TRADE ALLY CONTACT NAME \_\_\_\_\_

PRIMARY PHONE # \_\_\_\_\_ E-MAIL ADDRESS \_\_\_\_\_

TRADE ALLY COMPANY NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

# 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](http://FOCUSONENERGY.COM/APPLICATIONS).

FOR PROJECTS COMPLETED BY 12/31/18

## SECTION 5

## BUSINESS PAYMENT INFORMATION

Make incentive check payable to:

- ☐ Customer   ☐ Trade Ally   ☐ Third Party / Other Payee

For Third Party, please specify relationship to utility account holder:

- ☐ Tenant   ☐ Building Owner   ☐ Other (specify) \_\_\_\_\_

If a Trade Ally or Third Party is receiving the incentive payment, please provide the Tax Identification Number. To receive payment, a Trade Ally must be registered. Please note: Payee understands that they are responsible for any associated tax consequences.

## TAX IDENTIFICATION NUMBER (Check one.)

☐ FEIN **or** ☐ SSN \_\_\_\_\_  
FEIN OR SOCIAL SECURITY NUMBER

## BUSINESS CLASSIFICATION OF THIRD PARTY/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  
☐ Third Party or Alternate Address (complete below.)

COMPANY NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

ATTENTION TO (OPTIONAL) \_\_\_\_\_



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## SECTION 6

## 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:

- |   |   |  |   |
|---|---|--|---|
| <input type="radio"/> Agriculture Producer<br><input type="radio"/> Dairy<br><input type="radio"/> Other: _____   | <input type="radio"/> Government<br><input type="radio"/> Federal/State<br><input type="radio"/> Municipal/County<br><input type="radio"/> Native American                        | <input type="radio"/> Hotels & Lodging<br><input type="radio"/> Manufacturing (product): _____   | <input type="radio"/> Religious Worship<br><input type="radio"/> Retail<br><input type="radio"/> Water/Wastewater |
| <input type="radio"/> Education<br><input type="radio"/> Grocery/Convenience Store<br><input type="radio"/> Financial Institution<br><input type="radio"/> Food Service | <input type="radio"/> Healthcare<br><input type="radio"/> Clinic<br><input type="radio"/> Hospital<br><input type="radio"/> Skilled Nursing<br><input type="radio"/> Other: _____ | <input type="radio"/> Multifamily<br><input type="radio"/> Apartment<br><input type="radio"/> Condominium<br><input type="radio"/> Mixed Use<br>Number of Units: _____<br>Number of Buildings: _____ | <input type="radio"/> Other: _____  |

## SECTION 7

## INCENTIVE PRODUCT INFORMATION

Please refer to:

- **Applicable incentive catalog at [focusonenergy.com/applications](https://focusonenergy.com/applications)** for incentive codes, incentive per unit and product eligibility requirements.
- **[focusonenergy.com/business/qpls](https://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](https://focusonenergy.com/applications)** if you need additional lines in the table below.

INCENTIVE CODE	MANUFACTURER NAME	MODEL #	UNIT MEASURE	# OF UNITS (A)	INCENTIVE PER UNIT (B)	TOTAL INCENTIVE (A X B)
L3111 (example)	STARK LIGHTING	LED5VZP	Fixture	10	\$ 25.00	\$ 250.00
					\$	\$
					\$	\$
					\$	\$
					\$	\$
					\$	\$
Manufacturer Specifications Attached (if applicable):		Yes <input type="radio"/>	RESERVATION CODE(S) (if applicable):		Subtotal from Incentive Product Information Sheet (if applicable)	\$
Itemized Invoice(s) Attached:		Yes <input type="radio"/>	INSTALLATION DATE:    /    /		INCENTIVE TOTAL *	\$

## SECTION 8

## 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](https://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 your consent to any provision of this document other than the certifications required to avoid backup withholding.

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 Third Party identified in Section 5 (if applicable).

(Please use blue or black ink in the signature box below.)

## NEED HELP?

CALL  
800.762.7077

CUSTOMER SIGNATURE

NAME (PRINT)

DATE

SIGN  
HERE

Please select the program  
for which you are applying  
(check one):

- |   |   |   |
|---|---|---|
| <input type="radio"/> Agriculture, Schools and Government Program<br>AgSGapps@focusonenergy.com | <input type="radio"/> Large Energy Users Program<br>LEUapps@focusonenergy.com         | <input type="radio"/> Small Business Program<br>SBPapps@focusonenergy.com               |
| <input type="radio"/> Business Incentive Program<br>BIPapps@focusonenergy.com                   | <input type="radio"/> Multifamily Energy Savings Program<br>MESapps@focusonenergy.com | <input type="radio"/> Multifamily New Construction Program<br>MNCapps@focusonenergy.com |



Please see the Program Descriptions and Submittal Information 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.

# PROGRAM DESCRIPTIONS AND SUBMITTAL INFORMATION

Submit your completed application to the program that best describes your business. Refer to the Program Descriptions with Examples page for more detailed program information.

## NEED HELP?

CALL

800.762.7077

### INCENTIVES FOR BUSINESSES

Measure Description	Code	Incentive	Unit	NC
DLC Listed LED 2X4 Troffer	L3111	\$25	Fixture	YES
ECM Evaporator Fan Motor, Walk-in Cooler, <1/20HP	R2308	\$25	Motor	NO
Hot Water Boiler <300 MBH	H2218	\$3	MBH	YES
NC = New Construction Eligible?				

#### AGRICULTURE, SCHOOLS AND GOVERNMENT (AgSG) PROGRAM

Qualifying customers include agricultural producers, tribes, federal facilities, municipal and county government buildings, K-12 schools, colleges, universities, and wastewater facilities. School and Government facilities that fall under LEU should apply to the LEU 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)

Qualifying customers include but are not limited to commercial and industrial businesses, small to midsize healthcare facilities and hospitality businesses. Businesses that do not fall under AgSG or LEU programs should apply to BIP. Small Business Program eligible customers may apply for BIP incentives if no Small Business Program specific measure is available.

**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

Qualifying customers consistently have energy utility bills over \$60,000 per month. Typical Large Energy Users include paper and pulp, food processing, foundries, large hospitals, etc.

**MAIL:** Focus on Energy LEU  
440 Science Drive, Suite 203  
Madison, WI 53711

**FAX:** 608.819.9051

**E-MAIL:** LEUapps@focusonenergy.com

### INCENTIVES FOR SMALL BUSINESSES

Measure Description	Code	Incentive	Unit	NC
2 Lamp HPT8 or RWT8 Troffer	S-L2704	\$20	Fixture	NO
DLC Listed LED 2X4 Troffer	S-L3111	\$30	Fixture	NO
NC = New Construction Eligible?				

#### SMALL BUSINESS PROGRAM (SBP)

Qualifying customers include businesses with an average monthly usage of 40,000 kWh or less in July and August. Eligible customer types include commercial and industrial businesses who operate 9 or fewer locations. AgSG, LEU and MESP customers do not qualify.

**MAIL:** Focus on Energy SBP  
12075 Corporate Parkway, Suite 100  
Mequon, WI 53092

**FAX:** 262.240.0825

**E-MAIL:** SBPapps@focusonenergy.com

### INCENTIVES FOR MULTIFAMILY PROPERTIES

Measure Description	Code	Incentive	Unit	NC
DLC Listed LED 2x4 Troffer	M-L3111	\$25	Fixture	YES
Faucet Aerators, 1.5 gpm, Bathroom, Electric	M-P4392	\$2	Aerator	YES
Hot Water Boiler <300 MBH	M-H2743	\$500	Boiler	YES
NC = New Construction Eligible?				

#### MULTIFAMILY ENERGY SAVINGS PROGRAM (MESP) AND MULTIFAMILY NEW CONSTRUCTION PROGRAM (MNC)

Qualifying customers include residential properties with four or more dwelling units, including apartments, condominiums, student housing and mixed use buildings.

**MAIL:** Focus on Energy MESP  
12075 Corporate Parkway, Suite 100  
Mequon, WI 53092

**FAX:** 262.240.0825

**E-MAIL:** MESPapps@focusonenergy.com  
MNCapps@focusonenergy.com





# PARTICIPATION REQUIREMENTS

Before you start your project, please make sure you are familiar with participation requirements, program information and Terms and Conditions.

**NEED HELP?**

CALL

800.762.7077

## INFORMATION AND REQUIREMENTS

### General Terms and Conditions

Review Focus on Energy's Terms and Conditions at [focusonenergy.com/terms](http://focusonenergy.com/terms) or call 800.762.7077 to request a copy be provided to you.

### Prescriptive Incentives

Agriculture, Schools and Government Program, Business Incentive Program, and Large Energy Users Program (collectively, "Business Programs") and the Small Business Program: 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](http://focusonenergy.com/business) or call 800.762.7077 for more information.

Multifamily Energy Savings Program and Multifamily New Construction Program: 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](http://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).

### 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](http://focusonenergy.com/business). For Multifamily Programs, direct inquiries to **866.486.0832** or visit [focusonenergy.com/multifamily](http://focusonenergy.com/multifamily).

### Incentive Limits

Agriculture, Schools and Government Program, Business Incentive Program, Multifamily Energy Savings Program and Multifamily New Construction Program: Incentives are limited to \$200,000 per project and \$400,000 per customer per calendar year for all Focus on Energy incentives (prescriptive and custom). Large Energy Users Program: Incentives are limited to \$300,000 per project, \$500,000 per customer per calendar year, and 50% of a project's cost for all Focus on Energy incentives (prescriptive and custom). Depending on your business tax classification, you may receive IRS Form 1099 for incentives totaling over \$600 in a calendar year.

Small Business Program: Incentives are limited to \$15,000 per site and \$30,000 per customer per calendar year specific to Small Business Program incentives only. Should customers participate in the Business Incentive Program in addition to the Small Business Program, incentives received through the Small Business Program count towards specified incentive caps for the Business Incentive Program. 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 Trade Ally if the Trade Ally has completed and submitted a Trade Ally Application.

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, please enter the information of the Trade Ally who installed your equipment in Section 4: Trade Ally Information. If the equipment was self-installed, please 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 a Third Party or Other Payee

The Customer for the project site listed on the application may assign their right to participate and receive incentives to a Third Party. The Customer must sign Section 8 and identify the Third Party in Section 5.

# CATALOG GUIDE

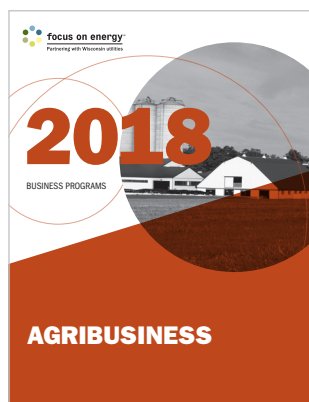
Find the Focus on Energy equipment incentives you need in one of the incentive catalogs or applications pictured. All catalogs and applications are available at [focusonenergy.com/applications](http://focusonenergy.com/applications). For custom incentives, visit [focusonenergy.com/custom](http://focusonenergy.com/custom) to get started. Still need help? Call us at 800.762.7077, and we will find the correct resource for your needs.

## NEED HELP?

CALL  
800.762.7077

### AGRIBUSINESS

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



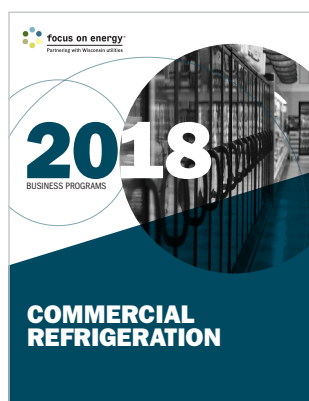
### COMMERCIAL KITCHEN EQUIPMENT

- Cooking Equipment
- Commercial Kitchen Ventilation Equipment
- Washing Equipment



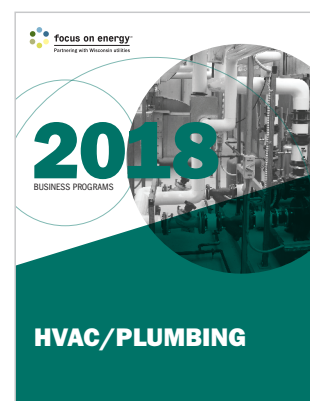
### COMMERCIAL REFRIGERATION

- 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

- Appliances
- Aerators and Showerheads
- 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



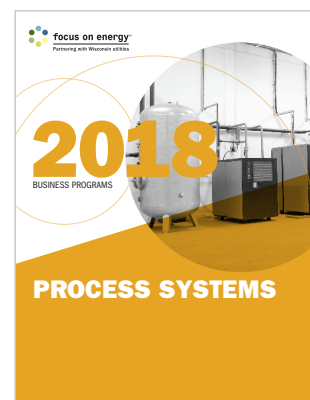
### LIGHTING

- Daylight Controls
- Exterior Flood
- Exterior Controls
- Fuel and High Canopy
- High Bay and Low Bay
- High Bay Controls
- Linear Fluorescent
- Non High Bay Controls
- Other Interior and Exterior Fixtures
- Parking Garage and Low-Canopy
- Pole-Mounted
- Replacement Lamps
- Wall-Mounted



### PROCESS SYSTEMS

- Air Compressors
- Accessories/Ancillary Equipment
- Compressed Air Load Shifting
- Compressed Air Survey Leak and Repair
- Heat Recovery
- Heat Treating
- Plastics
- Process Exhaust Filtration
- Pulp and Paper
- Steam Trap Maintenance and Replacement
- Pumps and Fans (Variable and Constant Torque)
- 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 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:

- Common Area Lighting Package (CALP)
- Exterior Lighting Optimization (ELO)
- Retrocommissioning (RCx)

Contact **800.762.7077** or visit [focusonenergy.com/trade-allies](http://focusonenergy.com/trade-allies) to become a registered Trade Ally or find one for your needs.

## REDUCING ENERGY WASTE ACROSS WISCONSIN

For more information, call  
or visit [focusonenergy.com](http://focusonenergy.com)

**NEED HELP?**

CALL  
800.762.7077







# COOKING EQUIPMENT



# STEAM COOKERS

**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](http://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.



## STEAM COOKERS

### Requirements:

- Equipment must be on the ENERGY STAR® qualified product list as a commercial steam cooker.
- Incentives are available on 3-, 4-, 5- and 6-pan models.
- Gas steam cookers are only eligible for incentives on 5- and 6-pan models.

BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Electric Steam Cooker, 3 Pan, ENERGY STAR	K2549	\$350	Unit	YES
Electric Steam Cooker, 4 Pan, ENERGY STAR	K2550	\$500	Unit	YES
Electric Steam Cooker, 5 Pan, ENERGY STAR	K2551	\$600	Unit	YES
Electric Steam Cooker, 6 Pan, ENERGY STAR	K2553	\$700	Unit	YES
Natural Gas Steam Cooker, 5 Pan, ENERGY STAR	K2552	\$600	Unit	YES
Natural Gas Steam Cooker, 6 Pan, ENERGY STAR	K2554	\$700	Unit	YES
NC = New Construction Eligible?				

SMALL BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Electric Steam Cooker, 3 Pan, ENERGY STAR	S-K2549	\$450	Unit	NO
Electric Steam Cooker, 4 Pan, ENERGY STAR	S-K2550	\$600	Unit	NO
Electric Steam Cooker, 5 Pan, ENERGY STAR	S-K2551	\$700	Unit	NO
Electric Steam Cooker, 6 Pan, ENERGY STAR	S-K2553	\$900	Unit	NO
Natural Gas Steam Cooker, 5 Pan, ENERGY STAR	S-K2552	\$700	Unit	NO
Natural Gas Steam Cooker, 6 Pan, ENERGY STAR	S-K2554	\$900	Unit	NO
NC = New Construction Eligible?				



# 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](http://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.



## FRYERS

### Requirements:

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

BUSINESS INCENTIVES					
Measure Description		Code	Incentive	Unit	NC
Electric Fryer, ENERGY STAR		K2337	\$120	Fry Pot	YES
Natural Gas Fryer, ENERGY STAR		K2338	\$250	Fry Pot	YES
NC = New Construction Eligible?					
Small BUSINESS INCENTIVES					
Measure Description		Code	Incentive	Unit	NC
Electric Fryer, ENERGY STAR		S-K2337	\$120	Fry Pot	NO
Natural Gas Fryer, ENERGY STAR		S-K2338	\$400	Fry Pot	NO
NC = New Construction Eligible?					





# 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](https://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.



## GRIDDLES

### 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.

BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Electric Griddle, ENERGY STAR	K2371	\$50	Linear Foot	YES
Natural Gas Griddle, ENERGY STAR	K2372	\$30	Linear Foot	YES
NC = New Construction Eligible?				
SMALL BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Electric Griddle, ENERGY STAR	S-K2371	\$50	Linear Foot	NO
Natural Gas Griddle, ENERGY STAR	S-K2372	\$60	Linear Foot	NO
NC = New Construction Eligible?				

## 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](http://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.



## HOT FOOD HOLDING CABINETS

### 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				
Measure Description	Code	Incentive	Unit	NC
Hot Food Holding Cabinet, <13 cu. ft., ENERGY STAR	K2678	\$160	Cabinet	YES
Hot Food Holding Cabinet, 13-27 cu. ft., ENERGY STAR	K2677	\$160	Cabinet	YES
Hot Food Holding Cabinet, ≥28 cu. ft., ENERGY STAR	K2679	\$160	Cabinet	YES
NC = New Construction Eligible?				
SMALL BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Hot Food Holding Cabinet, <13 cu. ft., ENERGY STAR	S-K2678	\$200	Cabinet	NO
Hot Food Holding Cabinet, 13-27 cu. ft., ENERGY STAR	S-K2677	\$225	Cabinet	NO
Hot Food Holding Cabinet, ≥28 cu. ft., ENERGY STAR	S-K2679	\$225	Cabinet	NO
NC = New Construction Eligible?				



# 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](http://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.

BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Electric Convection Oven, ENERGY STAR	K2485	\$160	Full-Size Oven	YES
Natural Gas Convection Oven, ENERGY STAR	K2486	\$160	Full-Size Oven	YES
NC = New Construction Eligible?				

SMALL BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Electric Convection Oven, ENERGY STAR	S-K2485	\$300	Full-Size Oven	NO
Natural Gas Convection Oven, ENERGY STAR	S-K2486	\$300	Full-Size Oven	NO
NC = New Construction Eligible?				



## COMBINATION OVENS

### Requirements:

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

BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Electric Combination Oven, ENERGY STAR	K3118	\$500	Oven	YES
Natural Gas Combination Oven, ENERGY STAR	K3119	\$300	Oven	YES
NC = New Construction Eligible?				

SMALL BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Electric Combination Oven, ENERGY STAR	S-K3118	\$700	Oven	NO
Natural Gas Combination Oven, ENERGY STAR	S-K3119	\$600	Oven	NO
NC = New Construction Eligible?				





## RACK OVENS

### Requirements:

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

BUSINESS INCENTIVES					
Measure	Description	Code	Incentive	Unit	NC
Rack Oven, Single Rack, ENERGY STAR		K2488	\$300	Unit	YES
Rack Oven, Double Rack, ENERGY STAR		K2487	\$500	Unit	YES
NC = New Construction Eligible?					

SMALL BUSINESS INCENTIVES					
Measure	Description	Code	Incentive	Unit	NC
Rack Oven, Single Rack, ENERGY STAR		S-K2488	\$600	Unit	NO
Rack Oven, Double Rack, ENERGY STAR		S-K2487	\$1000	Unit	NO
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.

BUSINESS INCENTIVES					
Measure Description		Code	Incentive	Unit	NC
Natural Gas Infrared Salamander Broiler		K4359	\$300	Broiler	YES
NC = New Construction Eligible?					
SMALL BUSINESS INCENTIVES					
Measure Description		Code	Incentive	Unit	NC
Natural Gas Infrared Salamander Broiler		S-K4359	\$550	Broiler	NO
NC = New Construction Eligible?					

## NOTES

## NOTES



## NOTES

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# 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](http://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.



## 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				
Measure Description	Code	Incentive	Unit	NC
Under-Counter Unit, Electric Water Heat & Electric Booster	K2287	\$200	Unit	YES
Under-Counter Unit, Natural Gas Water Heat & Electric Booster	K2288	\$200	Unit	YES
Under-Counter Unit, Natural Gas Water Heat & Natural Gas Booster	K2292	\$200	Unit	YES
Door Type Unit, Electric Water Heat & Electric Booster	K2281	\$350	Unit	YES
Door Type Unit, Natural Gas Water Heater & Electric Booster	K2282	\$350	Unit	YES
Door Type Unit, Natural Gas Water Heater & Natural Gas Booster	K2289	\$350	Unit	YES
Pot, Pan and Utensil Unit, Electric Water Heater & Electric Booster	K3136	\$350	Unit	YES
Pot, Pan and Utensil Unit, Natural Gas Water Heater & Electric Booster	K3137	\$350	Unit	YES
Pot, Pan and Utensil Unit, Natural Gas Water Heater & Natural Gas Booster	K3138	\$350	Unit	YES
Single-Tank Conveyor Unit, Electric Water Heater & Electric Booster	K2285	\$500	Unit	YES
Single-Tank Conveyor Unit, Natural Gas Water Heater & Electric Booster	K2286	\$500	Unit	YES
Single-Tank Conveyor Unit, Natural Gas Water Heater & Natural Gas Booster	K2291	\$500	Unit	YES
Multi-Tank Conveyor Unit, Electric Water Heater & Electric Booster	K2283	\$800	Unit	YES
Multi-Tank Conveyor Unit, Natural Gas Water Heater & Electric Booster	K2284	\$800	Unit	YES
Multi-Tank Conveyor Unit, Natural Gas Water Heater & Natural Gas Booster	K2290	\$800	Unit	YES
NC = New Construction Eligible?				

SMALL BUSINESS INCENTIVES					
Measure	Description	Code	Incentive	Unit	NC
	Under-Counter Unit, Electric Water Heat & Electric Booster	S-K2287	\$250	Unit	NO
	Under-Counter Unit, Natural Gas Water Heat & Electric Booster	S-K2288	\$250	Unit	NO
	Under-Counter Unit, Natural Gas Water Heat & Natural Gas Booster	S-K2292	\$250	Unit	NO
	Door Type Unit, Electric Water Heat & Electric Booster	S-K2281	\$600	Unit	NO
	Door Type Unit, Natural Gas Water Heater & Electric Booster	S-K2282	\$600	Unit	NO
	Door Type Unit, Natural Gas Water Heater & Natural Gas Booster	S-K2289	\$600	Unit	NO
	Pot, Pan and Utensil Unit, Electric Water Heater & Electric Booster	S-K3136	\$350	Unit	NO
	Pot, Pan and Utensil Unit, Natural Gas Water Heater & Electric Booster	S-K3137	\$350	Unit	NO
	Pot, Pan and Utensil Unit, Natural Gas Water Heater & Natural Gas Booster	S-K3138	\$350	Unit	NO
	Single-Tank Conveyor Unit, Electric Water Heater & Electric Booster	S-K2285	\$700	Unit	NO
	Single-Tank Conveyor Unit, Natural Gas Water Heater & Electric Booster	S-K2286	\$700	Unit	NO
	Single-Tank Conveyor Unit, Natural Gas Water Heater & Natural Gas Booster	S-K2291	\$700	Unit	NO
	Multi-Tank Conveyor Unit, Electric Water Heater & Electric Booster	S-K2283	\$1000	Unit	NO
	Multi-Tank Conveyor Unit, Natural Gas Water Heater & Electric Booster	S-K2284	\$1000	Unit	NO
	Multi-Tank Conveyor Unit, Natural Gas Water Heater & Natural Gas Booster	S-K2290	\$1000	Unit	NO
NC = New Construction Eligible?					



## 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.

BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Under-Counter Unit, Electric Water Heater	K2298	\$40	Unit	YES
Under-Counter Unit, Natural Gas Water Heater	K2299	\$40	Unit	YES
Door Type Unit, Electric Water Heater	K2280	\$250	Unit	YES
Door Type Unit, Natural Gas Water Heater	K2293	\$250	Unit	YES
Pot, Pan and Utensil Unit, Electric Water Heater	K3139	\$250	Unit	YES
Pot, Pan and Utensil Unit, Natural Gas Water Heater	K3140	\$250	Unit	YES
Single-Tank Conveyor Unit, Electric Water Heater	K2296	\$250	Unit	YES
Single-Tank Conveyor Unit, Natural Gas Water Heater	K2297	\$250	Unit	YES
Multi-Tank Conveyor Unit, Electric Water Heater	K2294	\$400	Unit	YES
Multi-Tank Conveyor Unit, Natural Gas Water Heater	K2295	\$400	Unit	YES
NC = New Construction Eligible?				

SMALL BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Under-Counter Unit, Electric Water Heater	S-K2298	\$150	Unit	NO
Under-Counter Unit, Natural Gas Water Heater	S-K2299	\$150	Unit	NO
Door Type Unit, Electric Water Heater	S-K2280	\$500	Unit	NO
Door Type Unit, Natural Gas Water Heater	S-K2293	\$500	Unit	NO
Pot, Pan and Utensil Unit, Electric Water Heater	S-K3139	\$500	Unit	NO
Pot, Pan and Utensil Unit, Natural Gas Water Heater	S-K3140	\$500	Unit	NO
Single-Tank Conveyor Unit, Electric Water Heater	S-K2296	\$500	Unit	NO
Single-Tank Conveyor Unit, Natural Gas Water Heater	S-K2297	\$500	Unit	NO
Multi-Tank Conveyor Unit, Electric Water Heater	S-K2294	\$600	Unit	NO
Multi-Tank Conveyor Unit, Natural Gas Water Heater	S-K2295	\$600	Unit	NO
NC = New Construction Eligible?				



# PRE-RINSE SPRAY VALVES

**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](https://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.



## PRE-RINSE SPRAY VALVES

### 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				
Measure Description	Code	Incentive	Unit	NC
Pre-Rinse Spray Valve, CEE Tier II, Electric Water Heater	K2494	\$25	Unit	YES
Pre-Rinse Spray Valve, CEE Tier II, Gas Water Heater	K2495	\$25	Unit	YES
NC = New Construction Eligible?				

SMALL BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Pre-Rinse Spray Valve, CEE Tier II, Electric Water Heater	S-K2494	\$25	Unit	NO
Pre-Rinse Spray Valve, CEE Tier II, Gas Water Heater	S-K2495	\$25	Unit	NO
NC = New Construction Eligible?				

## PRO TIP

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.



## NOTES

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# VENTILATION EQUIPMENT

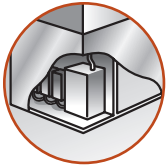
VENTILATION EQUIPMENT





# 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](http://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.

BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Temperature Sensing Controlling Exhaust Fan	K2623	\$200	HP Controlled	YES
MAU Fan – Bonus When Coupled with (K2623)	K2621	\$40	HP Controlled	YES
Temperature & Optical Sensing Controlling Exhaust Fan	K2627	\$600	HP Controlled	YES
MAU Fan – Bonus When Coupled with (K2627)	K2625	\$80	HP Controlled	YES
NC = New Construction Eligible?				

SMALL BUSINESS INCENTIVES				
Measure Description	Code	Incentive	Unit	NC
Temperature Sensing Controlling Exhaust Fan	S-K2623	\$225	HP Controlled	NO
MAU Fan – Bonus When Coupled with (S-K2623)	S-K2621	\$40	HP Controlled	NO
Temperature & Optical Sensing Controlling Exhaust Fan	S-K2627	\$750	HP Controlled	NO
MAU Fan – Bonus When Coupled with (S-K2627)	S-K2625	\$80	HP Controlled	NO
NC = New Construction Eligible?				

## PRO TIP

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

## NOTES

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# MULTIPLE EQUIPMENT BONUS

MULTIPLE EQUIPMENT  
BONUSES





# 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.

BUSINESS INCENTIVES					
Measure Description		Code	Incentive	Unit	NC
Bonus, Food Service Multiple Equipment, 2 Types		K2223	\$100	-	NO
Bonus, Food Service Multiple Equipment, 3 Types		K2224	\$300	-	NO
NC = New Construction Eligible?					
SMALL BUSINESS INCENTIVES					
Measure Description		Code	Incentive	Unit	NC
Bonus, Food Service Multiple Equipment, 2 Types		S-K2223	\$100	-	NO
Bonus, Food Service Multiple Equipment, 3 Types		S-K2224	\$300	-	NO
NC = New Construction Eligible?					

## NOTES

# SAMPLE INVOICE – CUSTOMER RECEIVING INCENTIVE

Focus on Energy requires a copy of your itemized invoice to process customer incentives. Use this example to help guide you through our invoice requirements. If submitting a purchase order, please submit an invoice as well. **Purchase orders alone are not sufficient documentation.**

**NEED HELP?**

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## INVOICE

**INVOICE DATE  
AND NUMBER**

Date: 1/1/2018  
Invoice # 00001

### PROVIDER NAME AND ADDRESS

ABC LIGHTING CONTRACTOR  
111 Lighting Expert Rd  
Anytown, WI 53523  
(555) 555-1212

To

### CUSTOMER NAME AND ADDRESS

John Sample Corporation  
123 Save Energy Way  
Anytown, WI 53590

Ship To

John Sample Corporation  
123 Save Energy Way  
Anytown, WI 53590

INCLUDE JOB SITE INFORMATION (NAME & ADDRESS) IF DIFFERENT FROM ABOVE

QUANTITY SHIPPED	MANUFACTURER OR BRAND	MODEL #	DESCRIPTION	EXTENDED PRICE
5	ABC Brand	XYZ123000-6	150W LED High Bay	\$ 1,200.00
10	ABC Brand	X71DPP-60D135-0	2'x4' LED troffer	\$ 2,500.00
25	ABC Brand	XY-XXLED-15	15W – LED Lamp	\$ 375.00
2	ABC Brand	ZZ-123	Passive infrared sensor	\$ 90.00
8	ABC Brand	XX-XYZLED-123	LED Pole Mounted Exterior Fixture	\$ 3,600.00
2	ABC Brand	YY – 122 – XYZ	LED Wall Pack	\$ 720.00
				<b>INCLUDE ITEM COST</b>

SPECIFY THE  
QUANTITY  
FOR EACH

IDENTIFY  
MANUFACTURER  
AND MODEL  
NUMBERS

INCLUDE A  
DETAILED  
DESCRIPTION

Subtotal

**\$8,485.00**

Sales Tax

**\$466.68**

Total

**\$8,951.68**

**TOTAL AMOUNT DUE**

Thank you for your business!

# SAMPLE INVOICE – TRADE ALLY RECEIVING INCENTIVE

Focus on Energy requires a copy of your itemized invoice to process customer incentives. Use this example to help guide you through our invoice requirements. Only registered Trade Allies can receive incentive payments. If submitting a purchase order, please submit an invoice as well. **Purchase orders alone are not sufficient documentation.**

**NEED HELP?**

CALL  
800.762.7077

## INVOICE

INVOICE DATE  
AND NUMBER

Date: 1/1/2018  
Invoice # 00001

REGISTERED TRADE ALLY  
NAME AND ADDRESS

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

To

CUSTOMER NAME AND ADDRESS

John Sample Corporation  
123 Save Energy Way  
Anytown, WI 53590

Ship To

John Sample Corporation  
123 Save Energy Way  
Anytown, WI 53590

INCLUDE JOB SITE INFORMATION (NAME & ADDRESS) IF DIFFERENT FROM ABOVE

QUANTITY SHIPPED	MANUFACTURER OR BRAND	MODEL #	DESCRIPTION	EXTENDED PRICE
1	ABC Brand	XYZ123000-17	3 Ton Rooftop Unit	\$ 2,733.00
1	ABC Brand	X71DPP-60D135-0	Natural Gas Boiler – 150,000 BTU, 95% efficient	\$ 4,685.00
SPECIFY THE QUANTITY FOR EACH				INCLUDE ITEM COST
	IDENTIFY MANUFACTURER AND MODEL NUMBERS		INCLUDE A DETAILED DESCRIPTION	

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	\$ 7,562.24

TOTAL AMOUNT DUE

Thank you for your business!





# PROGRAM DESCRIPTIONS WITH EXAMPLES

Use the detailed descriptions below to help find the program that's right for you. Still not sure? Call **800.762.7077** and our program staff will help you find the program to meet your needs. You can also visit [focusonenergy.com](https://www.focusonenergy.com) to find savings opportunities specific to your business.

## INCENTIVES FOR BUSINESS

### AGRICULTURE, SCHOOLS AND GOVERNMENT (AgSG) PROGRAM

Facility types include:

AGRICULTURE PRODUCERS	SCHOOL FACILITIES	GOVERNMENT
Dairy Farms	Public and Private K-12	Federal/State
Livestock	Churches if associated with a school	Municipal/County
Greenhouses	Technical Colleges	Wastewater Treatment (Non-LEU)
Crop Farming	2 Year UW Colleges	Tribes
Aquacare	Small Colleges & Universities (non-LEU)	

Agriculture producers are businesses engaged in growing and producing products such as grain, livestock, milk, poultry, fruits, vegetables, bees and honey, fish, shellfish, etc.

### BUSINESS INCENTIVE PROGRAM (BIP)

Qualifying customers are commercial and industrial businesses that do not fall under AgSG or LEU programs. 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 4-year universities, large private universities, Fort McCoy
- Large publicly-owned wastewater treatment plants - e.g. Milwaukee Metropolitan Sewerage District

## INCENTIVES FOR SMALL BUSINESS

### 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:

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

## INCENTIVES FOR MULTIFAMILY PROPERTIES

### MULTIFAMILY ENERGY SAVINGS PROGRAM (MESP) AND MULTIFAMILY NEW CONSTRUCTION PROGRAM (MNC)

Qualifying customers own/manage residential properties which include:

- Apartments/condominiums buildings with 4 or more units under one roof
- Senior living facilities including assisted living and residential care apartment complexes (RCAC)
- Student housing
- Rooming houses containing 4+ bedrooms
- Housing authorities

## MIXED USE FACILITIES

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.

# GLOSSARY

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

## NEED HELP?

CALL  
800.762.7077



### ACRONYMS AND ABBREVIATIONS

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

### 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

