

FOCUS ON ENERGY[®] REQUEST FOR PROPOSALS

Business Customer Competitive Incentive RFP

For Projects Completing by: 11/30/2027

Submissions Due: 3/13/2026

Award Notification Date: 4/10/2026*

Proposal Template

RFP Release Date: 11/19/2025

ELIGIBILITY REQUIREMENTS

Focus on Energy is accepting proposals for Business Customers as part of a Competitive Incentive Request for Proposals (RFP). This RFP is available to customers seeking additional financial support above standard Focus on Energy incentives to complete energy-saving projects by November 30, 2027. Applicants should work directly with a Focus on Energy Advisor to submit a response to this RFP. To be connected to an Energy Advisor, please send an email to business@focusonenergy.com.

Customer Eligibility Requirements

- Project site must be served by a participating Focus on Energy utility.
- Project site must be a Commercial, Industrial, Schools, Government, or Agricultural business.

Project Eligibility Requirements

- Requested incentive cannot exceed 100% of the total project cost.
- Net energy savings must be **at least 50,000 lifecycle (LC) MMBtu**. Work with your Energy Advisor to confirm the LC MMBtu for your application. The energy savings can be electric, natural gas, or a combination of both. The net savings should consider any increases in energy consumption, such as increased pumping or other new ancillary equipment use.
- The following projects are **ineligible** for this offer:
 - Retrocommissioning and Solar PV projects.
 - Projects already preapproved or submitted for preapproval review to Focus on Energy.
- Multiple projects may be submitted together on one RFP application. Focus on Energy reserves the right to deny single projects submitted as part of a larger application and can consider the combined savings of all projects. The incentive will be paid upon completion of all approved projects.
- A project approved to receive an incentive through the RFP process may not receive any other special offers or bonus incentives from Focus on Energy.
- Project must be completed with all completion paperwork submitted to Focus on Energy no later than November 30, 2027.
 - Completion paperwork will include a signed Project Completion Notice and final invoices.

SCORING AND SUBMISSION CHECKLIST

Projects will be scored relative to other submissions and Focus on Energy's program objectives using the following categories.

Cost Effectiveness (50 points)

Cost effectiveness is calculated by dividing the requested incentive amount by the LC MMBtu. Priority will be given to 2026 projects scoring \$1.25/LC MMBtu or lower and 2027 projects scoring \$0.75/LC MMBtu or lower. For projects eligible for prescriptive rebates, Focus on Energy's default savings will be used for determining cost-effectiveness; actual achieved savings may vary. The estimated useful life (EUL) of your project will be determined using Focus on Energy's technical reference manual. Your Energy Advisor will support calculation and confirmation of LC MMBtu.

Savings Potential (25 points)

Savings potential is the amount of expected energy savings. Priority will be given to projects delivering higher energy savings.

Project Completion Timing (10 points)

Priority is given to projects completing closer to the RFP release date.

Focus on Energy Incentive Impact (15 Points)

Points in this section are awarded based on the responses to the **Program Impact Questionnaire**. Focus on Energy uses its funding to support energy efficiency projects that are unlikely to happen without its assistance. Priority will be given to projects demonstrating a clear and well-explained need for the additional incentive.

Your submittal must contain the following items. Incomplete applications may be disqualified.

- Customer and Project Information Form.
- Program Impact Questionnaire.
- Supporting Documentation:
 - Calculation of energy savings, including assumptions (Excel format preferred).
 - Project cost estimate (include vendor proposals/quotes if available).
 - Signed Utility Release Form OR 12 months of utility billing history.
- Submit all required paperwork to business@focusonenergy.com or to your Energy Advisor.

CUSTOMER AND PROJECT INFORMATION

Complete the information below, including signature by an authorized company representative.

Applicant (Customer)	Applicant's (Customer) Name		Tax Identification Number (9-digit FEIN)**		
	Tax Classification	<input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Other <input type="checkbox"/> LLC – Classification - ____ (C – Corp, S – S Corp, P – Partnership) <input type="checkbox"/> Other - _____			
		Site Address			
		City		State	ZIP
		Electric Provider		Electric Acct. #s	
	Natural Gas Provider		Natural Gas Acct. #s		
	Customer Primary Contact	Name			
Phone		Email			
Technology	<input type="checkbox"/> Lighting <input type="checkbox"/> Heat Recovery <input type="checkbox"/> HVAC <input type="checkbox"/> Process <input type="checkbox"/> Compressed Air <input type="checkbox"/> Other _____				
Description of Scope of Work (attach separate document if necessary)					

**If using a Social Security Number (SSN) as your Tax Identification Number, do not provide it on the form. A program representative will contact you to provide a copy of your W-9 via a secure portal, if not already on file.

Vendor/Trade Ally Information (Optional)

Contractor Name		
Address	City	State and ZIP
Phone	Email	

Project Energy Savings (completed by Energy Advisor)	<i>Electric</i>	a) Current electric usage (base usage) (kWh/yr)	
		b) Estimated electric usage after completing project (kWh/yr)	
		c) Annual Electric savings or penalty (a – b) (kWh)	
	<i>Natural Gas</i>	d) Current natural gas usage (base usage) (therms/yr)	
		e) Estimated natural gas usage after completing project (therms/yr)	
		f) Annual Gas savings or penalty (d – e) (Therms)	
	<i>Total</i>	g) Electric MMBtu Equivalent (c x 0.003412)	
		h) Natural Gas MMBtu Equivalent (f x 0.10)	
		i) Total Annual MMBtu Savings (g+h)	
		j) Estimated Useful Life – Based on Focus on Energy's TRM	
		k) Total LC MMBtu (i x j) (Must exceed 50,000 LC MMBtu to qualify)	
Project and Incentive Summary	Total Requested Incentive (\$)		
	Total Project Cost (\$)		
	% of Project Cost Covered (<i>Total Requested Incentive/Total Project Cost</i>)		
	Estimated Completion Date:		

	If awarded the requested incentive, I expect to receive more than \$400,000 from Focus on Energy in the year this project is completing. <input type="checkbox"/> Yes <input type="checkbox"/> No
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PROGRAM IMPACT QUESTIONNAIRE

This offering is intended for energy efficiency projects requiring funding support beyond standard Focus on Energy rebates and incentives. Focus on Energy retains the right to fund only projects deemed to need funding assistance and have a high likelihood of completion. Answer each of the following questions as completely as possible. The respondent should be a company decision-maker. If needed, a Focus on Energy representative may call the respondent to follow up on the information provided.

1. Please describe why the requested incentive is necessary for the project to move forward by the indicated completion date?

2. Please describe the likelihood of this project moving forward by the indicated completion date.

- a. Without the Incentive. Check one of the following:

0% 25% 50% 75% 100%

- b. With the Requested Incentive. Check one of the following:

0% 25% 50% 75% 100%

3. Are there benefits beyond energy savings derived from this project (e.g., employee comfort, improve product quality, increased production throughput,etc)? Yes No

If yes, explain below:

Authorized Customer Decision Maker	Name and Title	
	Signature	Date
	If Focus on Energy rejects my proposal, I am open to receiving a counteroffer for a lesser incentive amount. <input type="checkbox"/> Yes <input type="checkbox"/> No	