

FOCUS ON ENERGY[®]

REQUEST FOR PROPOSALS

Combined Heat and Power for Businesses

For Project Completing by: 11/30/2027

Submissions Due: 10/31/2026

Award Notification Date: 11/14/2025*

RFP Release: 12/15/2025

ELIGIBILITY REQUIREMENTS

Focus on Energy is accepting proposals from business customers in need of additional financial support to complete natural gas-fueled combined heat and power (NG-CHP) projects by November 30, 2027. Applicants should work directly with a Focus on Energy Advisor to submit a response to this RFP. To be put in touch with an Energy Advisor, send an email to business@focusonenergy.com or call 800.762.7077.

Customer Eligibility Requirements

- Project site must receive electricity and natural gas service from a Focus on Energy [participating utility](#).
- Project site must be a business within the Commercial, Industrial, Schools, Government, Agricultural, or Multifamily sector.

Project Eligibility Requirements

- Technologies may include, but are not limited to, reciprocating engines, combustion turbines, backpressure steam turbines, heat recovery steam generators, microturbines, or other approaches to waste-heat-to-power, provided the heat generated uses natural gas.
 - Projects involving heat generated using biogas or biomass are eligible through Focus on Energy's [Custom Incentives](#).
 - Projects involving heat generated using coal, propane, fuel oil, or another non-natural gas fossil fuel are ineligible for incentives.
- Requested incentive cannot exceed 100% of the total project cost.
- Projects must result in a net energy savings (MMBtu) or reduce energy costs at the project site.
- The NG-CHP system must operate at least 6,500 hours per year.
- Applicants must account for any increase in natural gas or electric consumption, including from ancillary equipment or process changes, in their energy or cost savings projections.
- Projects already pre-approved by Focus on Energy are not eligible.
- This offer cannot be combined with any other special offerings or bonuses.
- Project must be completed, and all completion paperwork received, no later than November 30, 2027.
 - *Completion paperwork includes a signed Project Completion Notice, final invoices, and a site visit confirming the project has been completed.*

CUSTOMER AND PROJECT INFORMATION

Provide the requested information below.

Customer Information	Business 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) Indicate if Other - _____		
	Legal Address			
	City		State	Zip
Jobsite Information	Jobsite Address			
	City		State	Zip
	Electric Utility		Electric Account Number(s)	
	Gas Utility		Gas Account Number(s)	
Contact Information	Primary Contact Name			
	Phone		Email	
Trade Ally Information <i>(Optional)</i>	Trade Ally Business Name		Contact Name	
	Phone		Email	
Scope of Work <i>(attach separate document if necessary)</i>				

Project Energy Savings <i>(to be completed by Energy Advisor)</i>	<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 increase (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 increase (d – e) (Therms)		
	<i>Total Energy Saved (MMBtu)</i>	g) Electric MMBtu Equivalent (c x 0.003412)		
		h) Natural Gas MMBtu Equivalent (f x 0.10)		
		i) Net Annual MMBtu Impact (g+h)		
Project and Incentive Summary	Total Requested Incentive (\$)			
	Total Estimated Annual Cost Savings (\$)			
	Total Project Cost (\$) ¹			
	% of Project Cost Covered <i>(Total 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 complete.		<input type="checkbox"/> Yes	<input type="checkbox"/> No
	If Focus on Energy rejects my original proposal, I request an incentive counteroffer be sent for consideration.		<input type="checkbox"/> Yes	<input type="checkbox"/> No
If awarded, the requested incentive:				

¹ Eligible project costs generally include all purchased or contracted equipment, materials, and labor required for installation and startup of the proposed energy efficiency project. Costs associated with internal labor or previously owned equipment or materials obtained from a customer's inventory are not eligible. Contact your Energy Advisor for clarification on project cost requirements.

SUBMISSION CHECKLIST & SIGNATURE

Submission Checklist

Your submittal must contain the items below. Incomplete applications may be delayed in approval or disqualified.

- Customer and Project Information form.
- Program Impact Questionnaire.
- Supporting Documentation:
 - Clear calculation of energy impact and cost savings (Excel format preferred).
 - Project cost estimate (include vendor proposals/quotes if available).
 - Signed Utility Release Form OR 12 months of utility billing history.

Signature and Acknowledgement

- I agree to participate in up to two interviews with a Focus on Energy representative regarding this project.
- I agree to share energy production and consumption data for up to 12 months after project completion.

Authorized Signature

Date

Printed Name

Submit this application with any required paperwork to business@focusonenergy.com or directly to your Energy Advisor.