



Instant Discounts WATER HEATING & HVAC

COMMERCIAL PROJECT GUIDE

1 Verify Equipment Eligibility

- Contact your contractor. Have the project details on hand, including name, equipment installation address, building type, and product type.
 - Qualifying equipment must be installed at a location receiving electric or natural gas service from a FOCUS ON ENERGY® utility.
 - New construction and replacement projects are eligible.

2 Select Eligible Equipment

- Work with your contractor to select equipment that qualifies for instant discounts.
- Your contractor will confirm the instant discount available for the selected equipment.

3 Purchase Equipment & Receive Instant Discount

- Provide the following information at time of purchase:

Project Information

- Customer name.
- Installation address.
- Customer utility provider.
- Project type (retrofit or new construction).
- Building type.
- Existing system fuel type.

Sales Information

- Contractor name.
- Equipment make, model, and serial number.
- Equipment purchase date.
- Equipment cost.
- Your instant discount will appear as a negative line item on your invoice.

Learn more at focusonenergy.com/instantdiscounts



HVAC Eligibility Requirements & Instant Discounts

Equipment Type	Efficiency Requirement	Eligible Size	Heating Fuel	Instant Discount (per unit)	Building Type
Heat Pump Tier 1	15.2 SEER2, 8.1 HSPF2	< 65,000 Btuh (< 5.4 tons)	Natural gas & all electric	\$400	Commercial, Multifamily
			Propane/other*	\$100	
Heat Pump Tier 2	15.2 SEER2, 8.5 HSPF2	< 65,000 Btuh (< 5.4 tons)	Natural gas & all electric	\$500	Commercial, Multifamily
			Propane/other*	\$100	
Heat Pump Tier 3	16.0 SEER2, 9.0 HSPF2	< 65,000 Btuh (< 5.4 tons)	Natural gas & all electric	\$600	Commercial, Multifamily
			Propane/other*	\$150	
Heat Pump Tier 4	16.0 SEER2, 10.0 HSPF2	< 65,000 Btuh (< 5.4 tons)	Natural gas & all electric	\$700	Commercial, Multifamily
			Propane/other*	\$150	
Furnace	≥95% AFUE	<300,000 Btuh	Natural gas	\$100	Commercial, Multifamily
Boiler - Space Heating	≥90% AFUE	<300,000 Btuh	Natural gas	\$300	Commercial, Multifamily
	≥95% AFUE	<300,000 Btuh	Natural gas	\$350	
Boiler - Combination**	≥95% AFUE	<300,000 Btuh	Natural gas	\$450	Multifamily (in unit)
Smart Thermostat	See the Instant Discounts qualified products list for eligible models.		Natural gas & all electric	\$50	Commercial, Multifamily

*Customers who heat with propane or another heating fuel will receive ONLY the “Propane/other” discount amount.

**Combi-boilers installed in commercial application will be eligible for standard boiler discounts.

Water Heater Eligibility Requirements & Instant Discounts

Equipment Type	Efficiency Requirement	Eligible Size	Instant Discount (per unit)	Building Type
Heat Pump Water Heater	≥2.0 COP	–	\$300	Commercial, Multifamily (shared)
Indirect Water Heater	Boiler w/ AFUE ≥90%	Boiler capacity <300,000 Btuh	\$200	Commercial, Multifamily (shared)
	Boiler w/ TE ≥90%	Boiler capacity ≥300,000 Btuh	\$200	
Tankless Water Heater	≥0.87 UEF	<200,000 Btuh	\$100	Multifamily (in unit)
	≥0.87 UEF	<200,000 Btuh	\$2.50/MBH	Commercial, Multifamily (shared)
	≥0.90 TE	>200,000 Btuh	\$2.50/MBH	Commercial, Multifamily (shared)
Storage Water Heater	≥0.90 TE	>75,000 Btuh	\$2.50/MBH	Commercial, Multifamily (shared)
Domestic Hot Water Boiler (Volume Water Heater)	≥0.90 TE	≥300,000 Btuh	\$2.50/MBH	Commercial, Multifamily (shared)

REDUCING ENERGY WASTE ACROSS WISCONSIN

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