

BUSINESS OFFERINGS

COMPRESSED AIR ENERGY CHALLENGE GUIDE



OVERVIEW

NEED HELP? CALL 800.762.7077



What is the Compressed Air Energy Challenge?

FOCUS ON ENERGY® is challenging your manufacturing facility to reduce compressed air energy use by up to 30% by the end of 2025. Start today to take advantage of:

Extra benefits to your service provider for making same-day compressed air leak repairs.

Enhanced incentives on your next compressed air retrofit project.

Energy experts ready to make facility-specific recommendations, help submit paperwork, and track energy-saving progress.

Why Take the Compressed Air Energy Challenge?

- Even well-maintained compressed air systems require enormous amounts of energy: electricity can be over three-fourths of a compressed air system's cost over ten years.
- Small repairs can have an immediate impact on your energy bill: a single compressed air leak can waste thousands of dollars each year.
- Planning compressed air projects, right-sizing systems and ancillary equipment, and tackling low-cost measures like reducing operating pressure can improve the productivity of your facility.

Who is Eligible for Compressed Air Energy Challenge Benefits?

- Additional benefits through the Compressed Air Energy Challenge are available to small and mid-sized industrial customers.
- Industrial customers designated as Large Energy Users, schools, government, multifamily, and agriculture customers are not eligible for On the Spot incentives or enhanced retrofit incentives. These customers should refer to the **Process Systems Catalog** for available compressed air incentives.
- Eligible facilities must be served by a Focus on Energy participating utility. See if your utility participates by visiting focusonenergy.com/utilities.

GET STARTED WITH A LEAK SURVEY

Before You Begin: Determine Leak Repair Eligibility

The Compressed Air Energy Challenge provides two paths for identifying and repairing leaks. Use the table below to determine your facility's eligibility and incentive structure.

	ON THE SPOT LEAK REPAIRS	STANDARD INCENTIVE
WHO IS ELIGIBLE?	Customers as defined on page 2 with up to 300 horsepower (hp) of connected compressed air, per utility meter.	Any customer eligible for compressed air incentives outlined in the Process Systems Catalog .
INCENTIVE STRUCTURE	\$100 per leak repaired. Capped at 100% of survey and repair cost.	\$5 per hp. Capped at 100% of survey and repair cost. Maximum annual incentive of \$5,000.
REPAIR REQUIREMENTS	50% of identified leaks must be repaired same day.	One leak for every five hp of compressed air.
WHO GETS PAID?	Trade Ally.	Customer or Trade Ally.

Understanding On the Spot Leak Repairs

On the Spot leak repairs are ideal for small to midsize manufacturers who want to make the most of their compressed air Trade Ally's time.

- ✓ Trade Ally technicians use ultrasonic or acoustic devices to locate compressed air leaks throughout your facility.
- ✓ Leak repairs are made during the same day as your Trade Ally's visit.
- ✓ Trade Allies are paid directly for repairing at least 50% of the leaks identified.
- ✓ Your Trade Ally will notify you of any leaks costing more than \$100 to repair and may schedule a time to return to fix the leaks.

NEED A TRADE ALLY?

To locate a compressed air Trade Ally, visit focusenergy.com/trade-allies, enter your ZIP code, and search under **Business** for compressed air services.

REMINDER

On the Spot repairs are available to customers meeting the eligibility outlined on page 2 with up to 300 hp of connected compressed air. All other customers should refer to the standard compressed air leak repair incentive.

TAKE ADVANTAGE OF FINANCIAL INCENTIVES



Make Repairs to Unlock Additional Incentives

- Upon submitting a compressed air leak survey and repair application, eligible customers will receive a coupon for 20% in additional incentives to put towards a compressed air retrofit project.
- The additional 20% applies to prescriptive and custom compressed air base incentives and cannot be combined with any other special offering.

Eligible Prescriptive Incentives

- Complete prescriptive incentive requirements can be found in the **Process Systems Catalog**.
- Unless noted, prescriptive incentives do not require preapproval.

COMPRESSED AIR AND VACUUM	EQUIPMENT UPGRADES AND RETROFITS	NEW CONSTRUCTION AND MAJOR RENOVATIONS
VSD Compressor	\$50.00/HP	\$50.00/HP
VSD Vacuum Pumps	\$35.00-\$40.00/HP	\$35.00-\$40.00/HP
Cycling or VFD-Controlled Refrigerated Air Dryer	\$1.25/CFM	\$1.25/CFM
Dewpoint Demand Controls for Desiccant Dryers	\$2.50/CFM	\$2.50/CFM
Efficient Desiccant Compressed Air Dryers	\$2.00/CFM	\$2.00/CFM
No Air-Loss Condensate Drains	\$100.00/Drain	\$100.00/Drain
Pressure/Flow Controllers	\$10.00/HP	\$10.00/HP
Compressed Air Mist Eliminators	\$5.00/HP	\$5.00/HP
Compressed Air Storage	\$20.00/HP	\$20.00/HP
Air-Entraining Nozzles	\$12.00/Nozzle	\$12.00/Nozzle
Compressed Air Heat Recovery	\$60.00/HP (Limited to 50% of project cost)	\$60.00/HP (Limited to 50% of project cost)
Vacuum Pump Heat Recovery	\$60.00/HP (Limited to 50% of project cost)	\$60.00/HP (Limited to 50% of project cost)
Compressed Air Process Load Shifting (Pre-approval is required)	\$200.00/Compressor HP Shifted (Limited to 50% of project cost)	Not Eligible

Eligible Custom Incentives

- Custom incentives are available for measures not covered in an incentive catalog. See the **Custom Incentive Guide** for complete details and application.
- Custom incentives are calculated by estimated first year savings and payback limits, detailed in the table below.

ENERGY EFFICIENCY (1-10 YEAR PAYBACK)	INCENTIVE LIMIT PER PROJECT
\$100.00 per peak kW*.	The lesser of \$300,000, 50% of project cost, or capped at a one-year payback.
\$0.05 per kWh saved.	
\$0.95 per therm saved.	
LOW PAYBACK (LESS THAN 1 YEAR PAYBACK)	INCENTIVE LIMIT PER PROJECT
\$0.02 per kWh saved.	The lesser of \$20,000 or 100% of project cost, OR the lesser of \$200,000 or 50% of project cost.
\$0.20 per therm saved.	

***Peak kW reduction is determined by the average kW load reduction or generation occurring between 2 p.m. and 6 p.m. on weekdays during June, July, August, and September**

Example Custom Compressed Air Projects

- Compressed air controls.
- Strategic load management.
- Distribution improvements including valves and piping.
- Compressed air humidification systems.
- Non-one-for-one or like-for-like equipment retrofits.
- Measures outside of the prescriptive scope, such as:
 - Heat recovery.
 - Load shifting.
 - Storage.
 - Air drying strategies.

Project Assessment Incentives

- Project Assessment Incentives (PAI) can be used to offset the cost of investigating a system improvement when the most efficient course of action is unknown. See the **Project Assessment Incentive Guide** for complete details and application.
- Comprehensive compressed air system studies can be conducted to determine baseline operating parameters to determine optimal equipment and control strategies. PAIs are expected to result in a qualifying custom project.
- Focus on Energy will provide incentives equal to the lesser of \$15,000, 50% of project cost, or 20% of estimated annual energy savings.

REMINDER

All custom projects and PAIs require preapproval prior to beginning work or issuing purchase orders. Contact your Energy Advisor before starting a project to obtain preapproval.

COMPRESSED AIR CHALLENGE ROADMAP

Follow this roadmap to reduce your facility's compressed air use by up to 30% by 2025.



1

Optimize Your System

Start your compressed air savings journey with a leak survey.

2



Make Repairs to Unlock Additional Incentives

Upon repairing your compressed air leaks, receive a coupon for an additional 20% in incentives to put towards your next compressed air retrofit project.

3



Evaluate Your System

Work with your Energy Advisor to identify your next compressed air project or explore even deeper opportunities through a Project Assessment Incentive.

4



Install and Save!

Implement your energy-saving project, apply for incentives, and see the savings on your utility bill.

Measure Success

You reached the finish line, but your energy-saving journey doesn't stop here! Work with your Energy Advisor to learn how much compressed air energy you have saved and continue identifying new opportunities. Be sure to complete leak surveys annually to keep your system in shape.



focus on energy[®]

Partnering with Wisconsin utilities

PARTICIPATION REQUIREMENTS

NEED HELP? Call 800.762.7077



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

INFORMATION AND REQUIREMENTS

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.

Incentive Limits

Incentives are limited to \$300,000 per project and \$400,000 per customer per calendar year 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.

ABOUT FOCUS ON ENERGY

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.

**For more information,
call 800.762.7077
or visit [focusonenergy.com](https://www.focusonenergy.com)**

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.

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