

2024 BUSINESS OFFERINGS

SCHOOLS & GOVERNMENT UTILITY BILL VERIFIED SAVINGS OFFERING



HOW TO APPLY

NEED HELP? Call 800.762.7077



FOCUS ON ENERGY® encourages school and government customers to participate in the Utility Bill Verified Savings offering in 2024. This offering is available to select customers seeking financial support to reduce energy usage in their buildings throughout the calendar year. Energy reduction cannot be attributed to installing new capital equipment eligible through prescriptive and custom incentives. Instead, participants can achieve energy reduction through other methods, such as:

- Hiring an Energy Manager.
- Applying analytics software for energy reduction.
- Utilizing a real-time energy monitoring device.
- Training staff.
- Implementing behavioral initiatives.

Enrollment is competitive. Focus on Energy will choose applicants based on their plans to save energy throughout 2024.

WHY PARTICIPATE?

Besides saving energy in your facilities, Focus on Energy will support you throughout the process with regular check-ins, training support, and strategies for energy savings. You will also receive an incentive for the energy you save throughout 2024.

Paid incentives will be determined at the beginning of 2025. Your savings for the year 2024 is calculated and weather normalized through ENERGY STAR Portfolio Manager®.

$$\text{Incentive} = \$0.006 \times \text{Building Square Footage} \times \text{Energy Use Intensity Savings.}$$

example 1

BUILDING DETAILS:

Site: 300,000 ft.² High School

Reduced EUI: 5.7 points
(72.3 kBtu/ft.² Year 1 - 66.6 kBtu/ft.² Year 2)

Incentive = $\$0.006 \times 300,000 \times 5.7 = \$10,260$

Energy Savings: 500,000 kWh*

Reduced Energy: \$50,000 during the year**

example 2

BUILDING DETAILS:

Site: 80,000 ft.² Elementary School

Reduced EUI: 4.2 points
(59.8 kBtu/ft.² Year 1 - 55.6 kBtu/ft.² Year 2)

Incentive = $\$0.006 \times 80,000 \times 4.2 = \$2,016$

Energy Savings: 98,500 kWh*

Reduced Energy: \$9,850 during the year**

*Assuming 100% electric savings.

**Utility rates are estimated at \$0.10/kWh. Utility rates will vary, and additional charges may cause these savings not to be realized.

ENERGY USE INTENSITY (EUI)

ENERGY STAR Portfolio Manager® expresses EUI as energy per square foot per year. To calculate EUI, divide the total energy consumed by the building in one year (measured in kBtu) by the facility's gross square footage. Focus on Energy is using ENERGY STAR Weather Normalized Site Energy Usage Index, which is reported by calendar year.

UTILITY BILL VERIFIED SAVINGS REQUIREMENTS

section 1

BEFORE YOU APPLY

- Confirm your gas and/or electric utility participates in Focus on Energy at focusonenergy.com/utilities.
- Contact your Focus on Energy Advisor for assistance. If you do not know who your Energy Advisor is, visit focusonenergy.com/ea-map.

section 2

WHAT YOU'LL NEED

- Utility Bill Verified Savings enrollment application.
- Identified Energy Champion.
 - Energy Champion – Individual responsible for the success of this offering at the facility. This individual is responsible for coordinating with their Focus on Energy team and ensuring ENERGY STAR Portfolio Manager is updated.
- Plan to achieve energy savings throughout the year.

section 3

TIMELINE AND EXPECTATIONS

- Customer is expected to enter historical building data into ENERGY STAR Portfolio Manager by February 28, 2024 and share the account information with Focus on Energy.
- Energy Advisor will meet with the customer and energy teams (if applicable) monthly.
- Energy Advisor will share non-weather normalized EUI progress reports with customer quarterly to evaluate progress.
- After calculating the 2024 Weather Normalized Site EUI by ENERGY STAR Portfolio Manager in early 2025, an incentive will be determined and Completion Notice (CN) sent to the customer with the official incentive amount.
- Upon receipt of signed CN, incentive is processed and paid within 6-8 weeks.

Submit your completed enrollment application to business@focusonenergy.com or to your Energy Advisor.



UTILITY BILL VERIFIED SAVINGS ENROLLMENT APPLICATION



Enrollment is competitive and limited to customers with the best plan to save energy for the year. Complete all sections. Incomplete applications cannot be processed and will delay payment of incentives. Applications must be submitted no later than **December 29, 2023**.

section 1

ACCOUNT AND CUSTOMER INFORMATION

Tax Identification Number (Check one) ☐ FEIN or ☐ SSN

If you use a Social Security Number (SSN) as your Tax Identification Number, **do not provide it below**. You will be contacted by the Program via email to provide a copy of your W-9 using a secure online portal, if it is not already on file. **You must list an email address in Section 3.**

FEIN

TAX CLASSIFICATION OF CUSTOMER

(Check one. Required for all businesses, including non-profits.)

- ☐ Sole Proprietorship ☐ S Corporation ☐ Partnership
☐ C Corporation ☐ LLC - S Corp ☐ LLC - Partnership
☐ LLC - C Corp ☐ Single-Member LLC
☐ 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

WHO DID YOU WORK WITH FROM FOCUS ON ENERGY? (CONTACT NAME)

section 2

PARTICIPATING SITE INFORMATION

(Refer to your utility bills for account numbers below.)

PARTICIPATING SITE ADDRESS

CITY STATE ZIP

ELECTRIC UTILITY AT JOB SITE ELECTRIC ACCOUNT #

GAS UTILITY AT JOB SITE GAS ACCOUNT #

- ☐ PARTICIPATING SITE ADDRESS IS SAME AS LEGAL ADDRESS
☐ PARTICIPATING SITE ADDRESS IS DIFFERENT (COMPLETE BELOW)

OTHER ENERGY USED

APPROXIMATE ANNUAL KWH

APPROXIMATE ANNUAL THERMS

section 3

CUSTOMER CONTACT INFORMATION

NAME TITLE

PRIMARY PHONE # EMAIL ADDRESS

☐ I opt in to receive program updates via text message.
Preferred method of contact: ☐ Call ☐ Email ☐ Text

If Focus on Energy has a question about this application, we should contact: ☐ Customer ☐ Trade Ally ☐ Other _____

section 4

BUSINESS PAYMENT INFORMATION

Payee is responsible for any associated tax consequences.

Mail check to: ☐ Customer Legal Address ☐ Participating Site Address
☐ Alternate Address (complete below)

COMPANY NAME

ALTERNATE ADDRESS

CITY STATE ZIP

ATTENTION TO (OPTIONAL)

section 5

ENERGY SAVINGS PLAN

Explain your plan to achieve measurable energy savings without capital expenditures throughout 2024 (attach a separate document if necessary).

By signing this agreement, I demonstrate my alignment with the objectives of this offering, and I pledge to support the efforts at this site. By signing this agreement, I also provide my permission for my electric and gas utility(ies) to share my energy data directly with Focus on Energy.

CUSTOMER SIGNATURE

NAME (PRINT)

DATE

SIGN
HERE
←

PARTICIPATION REQUIREMENTS

NEED HELP? Call 800.762.7077



Use the eligibility requirements below to see if your business qualifies for program incentives. You can also visit **focusonenergy.com** to find savings opportunities specific to your business.

CUSTOMER ELIGIBILITY

Incentives included in this catalog are available to all nonresidential customers (agriculture, commercial, government, industrial, multifamily, and schools) located in a participating utility territory.

To see if your utility participates, go to **focusonenergy.com/utilities**.

Typical facility types include:

- ▶ School facilities (e.g., public and private K-12, technical colleges, colleges, universities).
- ▶ Commercial facilities (e.g., banks, hotels, offices, convenience stores/gas stations, manufacturing, breweries, restaurants).
- ▶ Healthcare facilities (e.g., nursing homes/skilled nursing, Community-Based Residential Facilities (CBRF), hospitals).
- ▶ Common areas of multifamily residential properties with four or more dwelling units under one roof (e.g., apartment/condominium buildings, student housing, assisted living, and Residential Care Apartment Complexes [RCAC]). Multifamily properties may also refer to **focusonenergy.com/multifamily** for available incentives and offerings for common areas and individual units.

CUSTOM INCENTIVES

Does your project not fit in one of our prescriptive offers? Custom project incentives are calculated on a case-by-case basis for non-standard technologies and are based on estimated first-year energy savings. Whether you operate a large industrial facility, a chain store or franchise, an office, school or municipal building, a farm, or anything in between, we can show you how to be more energy efficient — and how to save on the cost of making improvements.

Before purchasing equipment or proceeding with upgrades, you must contact an Energy Advisor from Focus on Energy. Your Energy Advisor will help you determine if your project qualifies for a Focus on Energy custom incentive and will help you obtain necessary pre-approval. Refer to the blue 'Custom Project Idea' boxes throughout the catalog for ideas.

To get started with your custom project, download and complete the Custom Incentive Guide at

focusonenergy.com/business/equipment-replacement.

INFORMATION AND REQUIREMENTS

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

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 the business tax classification of the payee, the entity receiving the incentive payment 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 registered Trade Ally who has a W-9 on file with Focus on Energy. For more information on becoming a registered Trade Ally, visit **focusonenergy.com/tradeally**.

The Federal Employer Identification Number (FEIN) and Tax Classification of the Trade Ally is required IF 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 on the Customer's invoice.

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, enter the information of the Trade Ally who installed your equipment in Section 4: Trade Ally Information. If the equipment was self-installed, enter the information of the Trade Ally from whom you purchased the equipment.

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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