

**This application covers products installed and services performed between July 1, 2011 and December 31, 2011.** Applications must be postmarked within 45 calendar days of project installation, but **no later than December 31, 2011**, unless an earlier date is specified by a Focus on Energy promotion. Focus incentives are subject to change. Please visit [focusonenergy.com/incentives/business](http://focusonenergy.com/incentives/business) to ensure you are using the most current form. **Questions: Call 800.762.7077**

## SECTION 1: CUSTOMER LEGAL INFORMATION

Farm Legal Name:		Tax Identification Number (Complete <b>ONE</b> only, must be 9 digits): FEIN #: _____ - _____ - _____ <b>OR</b> SSN: _____ - _____ - _____		
Legal Mailing Address:		City:	State:	Zip Code:
Business Classification of Farm (Check <b>ONE</b> only): <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietorship-Individual <input type="checkbox"/> LLC <input type="checkbox"/> Other _____				

## SECTION 2: PAYMENT INFORMATION

Business Classification of Customer (Check <b>ONE</b> only. Required for all businesses, including non-profits): <input type="checkbox"/> Farm Name <input type="checkbox"/> Farm Owner's Legal Name (Only if Sole Proprietor) <input type="checkbox"/> Trade Ally (Complete Section 4)	
Attention To:	Social Security Number of Business Owner (only if Sole Proprietor AND no Federal Tax ID): _____ - _____ - _____

## SECTION 3: FARM INFORMATION (Where equipment was installed)

Farm Name:		Farm Contact Name:		
Farm Street Address (physical location):		Farm Contact Phone:		
City:	State: <b>WI</b>	Zip Code:	Farm Contact E-mail:	
Electric Provider at Farm:	<input type="checkbox"/> 3 Phase <input type="checkbox"/> 1 Phase	Electric Provider Primary Acct #:		
Natural Gas Provider at Farm:	Natural Gas Provider Primary Acct #:			
Project Installation/Service Date:	Dairy-Milking Herd Size:	Total Daily Herd Milk Production:	Livestock Herd Size:	

## SECTION 4: TRADE ALLY INFORMATION (See Trade Ally information section on the Program Information and Requirements page)

Trade Ally Legal Name:		Tax Identification Number (complete <b>ONE</b> only if receiving payment - must be 9 digits): FEIN #: _____ - _____ - _____ <b>OR</b> SSN: _____ - _____ - _____		
Trade Ally Street Address:		City:	State:	Zip Code:
Trade Ally Contact Name:		Contact Telephone:	Contact E-mail:	
Business Classification of Trade Ally (Check <b>ONE</b> only): <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietorship-Individual <input type="checkbox"/> LLC <input type="checkbox"/> Other _____				

## SECTION 5: ADDITIONAL TRADE ALLIES (Trade Ally please fill in company info and equipment installed)

Company Name:	Contact Name:	Contact Phone:	Equipment Installed: <input type="checkbox"/> Water Heater <input type="checkbox"/> Fans <input type="checkbox"/> Other: _____
Company Name:	Contact Name:	Contact Phone:	Equipment Installed: <input type="checkbox"/> Water Heater <input type="checkbox"/> Fans <input type="checkbox"/> Other: _____

## SECTION 5: CUSTOMER SIGNATURE (Please Read & Sign)

**Certification: The following certifications are required in order for this form to substitute for the IRS form W-9.** Under penalty of perjury, I certify that:

- The number shown on this form is the correct taxpayer identification number.
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the IRS that I am subject to backup withholding as a result of a failure to report all interest or dividends or (c) the IRS has notified me that I am no longer subject to backup withholding.
- I am a U.S. citizen (includes a U.S. resident alien).

The undersigned agrees that the stated energy-efficient measure(s) was (were) installed at the job site address listed above as part of the Focus on Energy Program. I have read and agree to the Terms & Conditions within this application. To the best of my knowledge, the statements made on this application are complete, true and correct, and I have submitted the appropriate supporting documentation to receive an incentive.  **Itemized Invoice Attached**

Customer Signature:	Customer Name (Print):	Date:
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**FORM SUBMITTAL - Return signed, completed form to: Mail:** Focus on Energy Incentives, 440 Science Drive, Suite 400, Madison WI 53711  
**Email:** [agribusiness@focusonenergy.com](mailto:agribusiness@focusonenergy.com) **Fax:** 608.233.7262 **Questions:** Call 800.762.7077

## DAIRY AND LIVESTOCK INCENTIVE REQUIREMENTS

### Exhaust Fan

- 36" fans: ≥ 17.1 cfm/Watt performance at 0.10 static pressure.
- Fans 48" or larger: ≥ 20.3 cfm/Watt performance at 0.10 static pressure.

### Circulation Fan

- See qualifying circulation fan list at [focusonenergy.com/agfans](http://focusonenergy.com/agfans).
- To qualify for prescriptive incentives, all exhaust and circulation fans must undergo third party testing and be rated through BESS Labs or AMCA Labs.

### High Volume Low Speed Fans

- Minimum 20 ft. diameter. Less than 20 ft. contact Focus on Energy for custom incentives.

### Water Heaters for Dairy Milk Houses

- Gas Water Heater and Hot Water Storage Vessel:** Natural gas or propane replacing electric or natural gas only (as rated by AHRI) – 80 percent or greater thermal efficiency water heater (any size), 74 to 80 gallon capacity – 989 BTU per hour losses or less, 81 to 99 gallon capacity – 1107 BTU per hour losses or less, 100 gallons and over – 1084 BTU per hour losses or less.
- Electric Tank-Type Water Heaters:** Commercial or agricultural designated tank-type units with GAMA Energy Factor of 90% or greater.

### Tankless Water Heaters

- Natural gas or propane fueled tankless units used as a *direct water heating system* (lacks post water heating storage) must have a thermal efficiency of ≥ 80%. Tankless units installed with a Hot Water Storage Vessel (indirect water heating system) must meet the qualifications of the **Gas Water Heater and Hot Water Storage Vessel** requirements above.

### Incentive Maximum

- \$5,000 per location per form submittal. For larger incentives contact the Ag Program at the number below.

## INCENTIVES FOR ALL QUALIFIED FARMS

Equipment Installed		Quantity Installed	Incentive per Unit	Subtotal
<b>Low-energy Livestock Waterer</b> (Minimum 2-inch insulation and heating element maximum of 250 Watts).			\$50	
<b>Exhaust Fan</b>	Fan Brand _____ Fan Model _____ <input type="checkbox"/> 36 in. <input type="checkbox"/> ≥48 in. <input type="checkbox"/> Other _____ in.		\$2/blade inch	
	Motor Brand _____ Motor Model _____			
<b>Circulation Fan</b>	Fan Brand _____ Fan Model _____ <input type="checkbox"/> ≥48 in. <input type="checkbox"/> Other _____ in.		\$2/blade inch	
	Motor Brand _____ Motor Model _____			
<b>High Volume Low Speed Fan</b>	Brand _____ Model _____		\$1500	

## INCENTIVES FOR DAIRY FARMS, PARLORS AND MILK HOUSES

Milk House Equipment Installed		Quantity Installed	Incentive per Unit	Subtotal
<b>Milk Pre-cooler</b> (Limit one incentive per farm).	Make _____ Model _____		\$750	
<b>Heat Recovery Tank</b> (No heating element) Water must be heated by electric or natural gas. No LP allowed. Refrigeration compressor must have accumulator pump down.			\$500	
<b>Heat Recovery Tank</b> (No heating element) All other water heating sources (e.g. LP, oil, wood, etc.). Refrigeration compressor must have accumulator pump down.			\$200	
<b>Variable Speed Controller for Vacuum Pump</b> (Limit one incentive per farm).			\$750	
<b>Scroll Compressor Replacement</b> (Replacing failed reciprocating unit).			\$250	
<b>Milk Pasteurization System</b> (Replacement of electric heated milk pasteurization systems).		Custom Incentive Call 800.762.7077 for details.		
<b>Variable Speed Milk Pump.</b>		Custom Incentive Call 800.762.7077 for details.		

## INCENTIVES FOR DAIRY FARMS, PARLORS AND MILK HOUSES (Continued)

Water Heaters for Dairy Farm Milk Houses (For other water heaters contact Focus on Energy.)		Quantity Installed	Incentive per Unit	Subtotal
<b>Electric to Non Electric Commercial Water Heater</b> (Dual thermostat required on new installations)	Brand _____ Model # _____ Age of replaced unit: _____		50% up to \$1,500	
<b>Electric to Electric Commercial Water Heater</b> (Dual thermostat required on new installations)	Brand _____ Model # _____ Age of replaced unit: _____		\$250	
<b>Natural Gas to Natural Gas Commercial Water Heater</b> (Dual thermostat required on new installations)	Brand _____ Model # _____ Age of replaced unit: _____		\$250	

## VARIABLE FREQUENCY DRIVES (For all qualified farms)

You may claim an incentive of **\$40 per horsepower up to a maximum of 30 percent of the total project cost** on new, installed variable frequency drives that meet the following requirements:

- Used in conjunction with pumping or air handling (i.e., fan or blower) application.
- The pump or air handling system must operate a minimum of 2,000 hours annually.
- The pump or air handling system may not exceed 500 horsepower.
- Redundant or back-up units do not qualify. Routine replacement of existing VFDs do not qualify.
- VFD speed must be automatically controlled by differential pressure, flow, temperature, or other variable signal.
- The system controlled must have significant load diversity that will result in savings through motor speed variation.
- VFDs added to chillers and air compressors do not qualify for this incentive. Refer to Custom Incentives section on Program Information and Requirements page.
- For New Construction HVAC applications, pump system must be less than 30hp and fan system must be less than 10hp.

Variable frequency drives may not be beneficial in pump systems where static head makes up a large portion of the total system head. It is also important that the load on the system vary over time to take advantage of the savings that a VFD can provide. Be sure to understand these aspects of your system and discuss them with the equipment vendor in advance of applying VFD technology.

## QUALIFY YOUR EQUIPMENT/CALCULATE INCENTIVE

Enter the information for **each** new variable frequency drive that you are claiming an incentive on in the table below. Attach additional applications for different installation addresses and if you are claiming incentives on more than two variable frequency drives. (Not for variable speed milk pump.)

VFD Application	Controls Before VFD	Manufacturer and Model	Equipment Operating Hours (2,000 hr/yr min)	HP Controlled by VFD (500 hp max)	Quantity	Subtotal (Qty x HP x \$40)
<b>Check one:</b> <input type="checkbox"/> Primary Use Water System Pump or Well Pump <input type="checkbox"/> Second Use Water System Pump <input type="checkbox"/> Manure Transfer Pump <input type="checkbox"/> HVAC Pump <input type="checkbox"/> Fan <input type="checkbox"/> Other: _____	<b>Check one:</b> <input type="checkbox"/> Outlet Control Valve <input type="checkbox"/> Bypass Valve <input type="checkbox"/> Discharge Damper <input type="checkbox"/> Inlet Guide Vanes <input type="checkbox"/> On/Off <input type="checkbox"/> Other: _____	Manufacturer: _____  Model: _____  Motor Make: _____  Motor Model: _____				
<b>Check one:</b> <input type="checkbox"/> Primary Use Water System Pump or Well Pump <input type="checkbox"/> Second Use Water System Pump <input type="checkbox"/> Manure Transfer Pump <input type="checkbox"/> HVAC Pump <input type="checkbox"/> Fan <input type="checkbox"/> Other: _____	<b>Check one:</b> <input type="checkbox"/> Outlet Control Valve <input type="checkbox"/> Bypass Valve <input type="checkbox"/> Discharge Damper <input type="checkbox"/> Inlet Guide Vanes <input type="checkbox"/> On/Off <input type="checkbox"/> Other: _____	Manufacturer: _____  Model: _____  Motor Make: _____  Motor Model: _____				

**A. Subtotal of Chart Above = \$**

**B. Total Project Cost = \$ \_\_\_\_\_ x 30% = \$**

**TOTAL INCENTIVE REQUESTED**  
(lesser of A or B) **\$**

## PROGRAM INFORMATION AND REQUIREMENTS

### INCENTIVES

Cash incentives are limited to \$250,000 per project and \$500,000 per customer per calendar year for all Focus on Energy rewards (prescriptive and custom). Payments are usually made within 8-10 weeks from the date that all completed paperwork is received. Depending on your business tax classification, you may receive IRS Form 1099 for incentives totaling over \$600 in a calendar year.

### PRESCRIPTIVE INCENTIVES

Any project with an expected reward exceeding \$25,000 must receive written approval BEFORE project initiation or equipment purchase. Check the Focus on Energy Web site at [focusonenergy.com/incentives/business](http://focusonenergy.com/incentives/business) or call 800.762.7077 for more information.

### CUSTOM INCENTIVES

If your project does not fit the descriptions on this prescriptive incentive application form, it may qualify for a custom incentive which requires approval prior to project initiation and ordering equipment or issuing purchase orders. Direct inquiries to 800.762.7077 or visit [focusonenergy.com/incentives/business](http://focusonenergy.com/incentives/business).

### TERMS AND CONDITIONS

- Incentive Offer:** This application covers products installed and services performed between July 1, 2011 and December 31, 2011. Applications must be postmarked within 45 calendar days of project installation but no later than December 31, 2011 unless an earlier date is specified by a Focus on Energy promotion. Applications received beyond the 45 days or after December 31, 2011 will not be accepted. Please keep a copy for your records. Incomplete applications will be returned.
- Proof of Purchase:** This application must have complete information and be submitted with an invoice itemizing the product(s) and/or services(s) received. Purchase orders, proposals and quotes are not considered proof of purchase. See the requirements section of this application for more details. Sample invoices can be found at [focusonenergy.com/sampleinvoice](http://focusonenergy.com/sampleinvoice).
- Compliance:**
  - All projects are expected to comply with federal, state and local codes.
  - All equipment must be new. Used or rebuilt equipment is not eligible for rewards with pre-approval. Leased equipment must receive pre-approval BEFORE project initiation or entering into the equipment lease. Replaced equipment must be removed and not reused elsewhere.
  - Equipment must meet specification requirements and be purchased and operating prior to submitting a reward application form.
  - The customer is required to maintain accurate records of the project work including but not limited to installation records, invoices and maintenance information for a period of two (2) years from the date the incentive was paid. Focus on Energy reserves the right to inspect such project records for a period of two (2) years from the date of the incentive being paid.
- Payment:** Focus on Energy reserves the right to a full recovery of any incentive payments if Focus determines that the customer has misrepresented information on the project or is ineligible. Should the customer or its representative apply for and receive duplicate payment, Focus reserves the right to recover payments made in excess of the entitled incentive.
- Publicity:** Focus on Energy reserves the right to publicize customer's participation in this program, unless specifically requested otherwise in writing. Requests should be e-mailed to [bpforms@focusonenergy.com](mailto:bpforms@focusonenergy.com). Customers or trade allies may not use the Focus on Energy name or logo in any marketing, advertising or promotional materials without prior written permission. When referencing Focus involvement with any project, customers shall collaborate with Focus marketing staff to prepare any press release and to plan for any news conference and agrees to provide Focus, for its prior written approval, a written copy of any advertisements or promotional material regarding this program prior to publishing any such advertisements or promotional material. Focus reserves the right to deny use of the Focus on Energy name and logo.
- Program Discretion:** Incentives are available on a first-come, first-served basis. This offer is subject to change or termination without notice at the discretion of the Focus on Energy Program. Some Focus participating electric and/or natural gas providers have incentive programs outside of Focus on Energy. Customers of these providers might not qualify for incentives from both programs. These customers should check with their electric and/or natural gas provider to verify eligibility for dual incentives in order to comply with program rules.
- Internal Labor:** Focus on Energy excludes internal labor (i.e. non-contracted labor) for private companies or individuals when calculating total project costs.
- Disclaimers:** Focus on Energy, the program administrator, the State of Wisconsin, and participating utilities:
  - Do not endorse any particular ally, manufacturer, product, or system design by offering this program;
  - Will not be responsible for any tax liability imposed on the customer as a result of the payment of incentives;
  - Make no representation or warranty, and assume no liability with respect to the quality, safety, performance, or other aspect of any design, consulting, product, system, equipment, or appliance installed or received and expressly disclaim any such representations, warranties, and liability, including, but not limited to, any implied warranties of merchantability or fitness for a particular purpose. Please contact your trade ally for detailed manufacturer equipment warranties.
  - Do not guarantee that installation and operation of energy-efficient equipment will result in reduced usage or in cost savings.
  - Is not responsible for the proper disposal/recycling of any waste generated as a result of this project; and
  - Is not liable for any damages, including any incidental or consequential damages, arising out of the operation or malfunction of the products, equipment or appliances, or the installation thereof.
- Monitoring and Verification:** Focus on Energy evaluates program efficacy by monitoring energy use/production prior to and after installation of your energy efficiency or renewable energy project. Program staff may conduct this monitoring or perform an inspection of the facility to survey the installed projects for a period of two (2) years from the date of the incentive being paid. Your signature on this application provides Focus on Energy approval to obtain energy data directly from your electric and/or natural gas provider(s). Any customer receiving an incentive may be contacted by an evaluator to verify service/equipment installation or be asked to complete a customer survey.
- Indemnification:** Signatory(ies) and applicant(s) shall indemnify the Focus on Energy program, its administrator, the State of Wisconsin, and participating utilities, their respective affiliates, subsidiaries, parent companies, officers, directors, agents, and employees against all losses, damages, expenses, fees, costs and liability rising from any design, consulting, product, system, equipment, or appliance.
- Utility Eligibility:** Customers who are served by a participating electric provider but not a participating natural gas provider will only qualify for incentives for electric technologies. Customers who are served by a participating natural gas provider but not a participating electric provider will only qualify for incentives for natural gas technologies. Customers who have both a qualifying electric provider and a qualifying natural gas provider will qualify for incentives on both electric and natural gas technologies. Customers who use propane or other non-qualifying fuels will not qualify for incentives for any gas technologies.
- Misrepresentation:** Making false statements on any Focus on Energy incentive application is punishable by law. Any person who knowingly files an application containing any materially false information or who purposely and misleadingly conceals information commits a fraudulent act that subjects such person to criminal and civil penalties. Any and all funds determined to have been acquired on the basis of fraudulent information must be returned to the Focus on Energy program. This section shall not limit other remedies that may be available for the filing of false or fraudulent applications, including, but not limited to, referral to law enforcement authorities.

### 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. Program allies are trade allies who have signed an agreement with Focus on Energy which allows them to enjoy certain program benefits, one of which is to receive direct payment of incentives at your request. Incentives can only be paid directly to an ally if they have completed and submitted a Program Ally Application.

The FEIN and Business Classification of the trade ally is required IF you received your incentive as a credit on your invoice, whereby the incentive is paid directly to the program ally. In this scenario, the credit must be clearly labeled as the Focus on Energy incentive and deducted from the amount due.

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

Focus on Energy works with eligible Wisconsin residents and businesses to install cost effective energy efficiency and renewable energy projects. Focus information, resources and financial incentives help to implement projects that otherwise would not get completed, or to complete projects sooner than scheduled. Its efforts to 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.