



focus on energysm

Partnering with Wisconsin utilities

2018 Program Updates

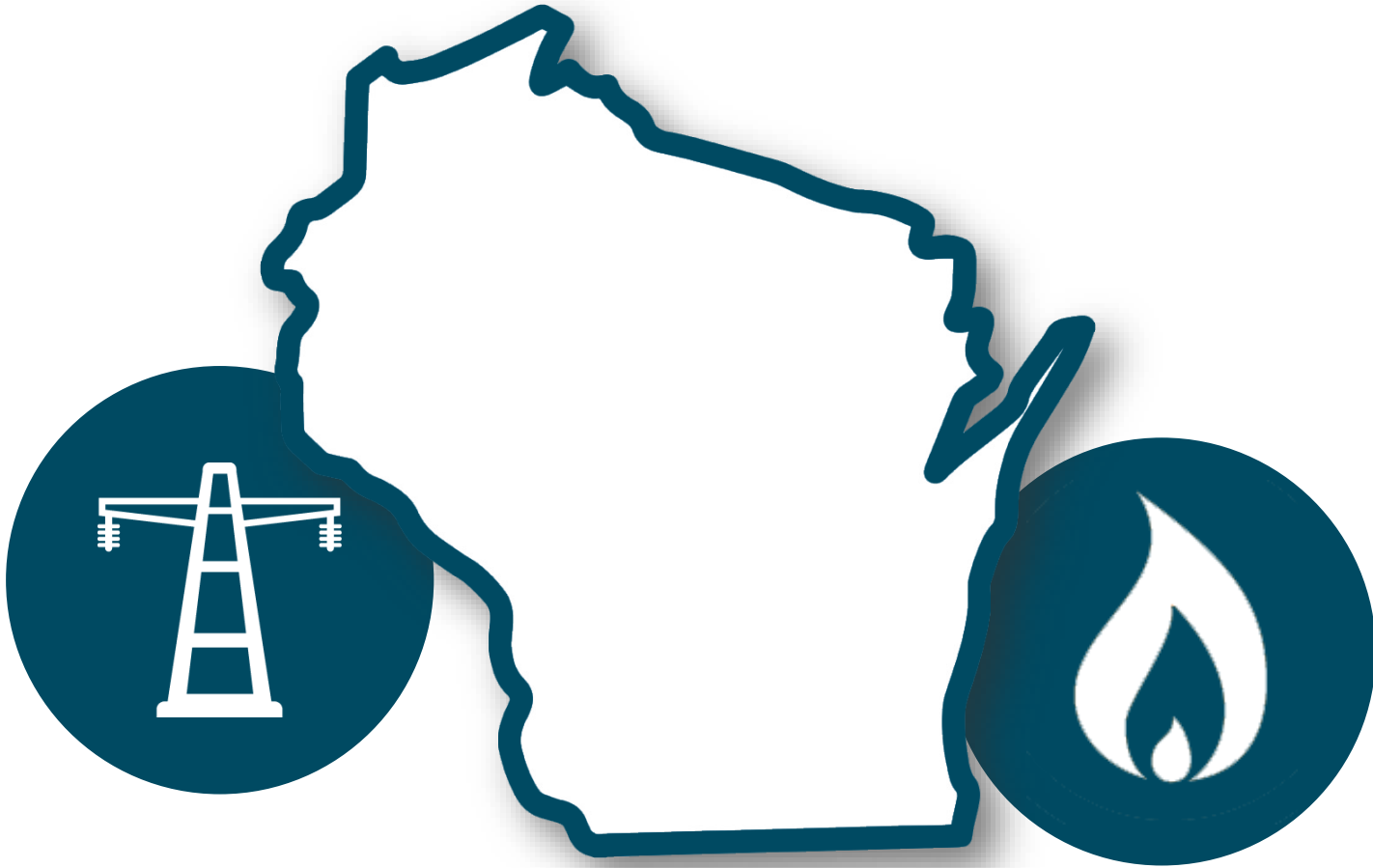
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OVERVIEW

- Focus on Energy Overview
- Incentive Offerings
- 2018 Special Offerings
 - Comprehensive Lighting Initiative
 - Boiler Tune-Ups
 - Delivering Energy Efficiency Together
 - Express Building Tune-Up
 - Retrocommissioning (RCx)
- Focus on Equipment Upgrades



What is Focus on Energy?



What does Focus on Energy do?



Assists Wisconsin residents and businesses in identifying and implementing energy efficiency projects



Offers unbiased information and technical assistance to participating utilities' electric and/or natural gas customers



Provides financial incentives for energy saving projects that would not otherwise occur

Focus on Energy Programs

RESIDENTIAL PROGRAMS

- Appliance Marketplace
- Appliance Recycling
- Home Performance with ENERGY STAR®
- New Homes
- Retail Products
- Simple Energy Efficiency

BUSINESS PROGRAMS

- Agriculture, Schools & Government (AgSG)
- Business Incentive
- Design Assistance
- Large Energy Users
- Multifamily Properties
- Small Business

2018 Energy Advisor Territory Map

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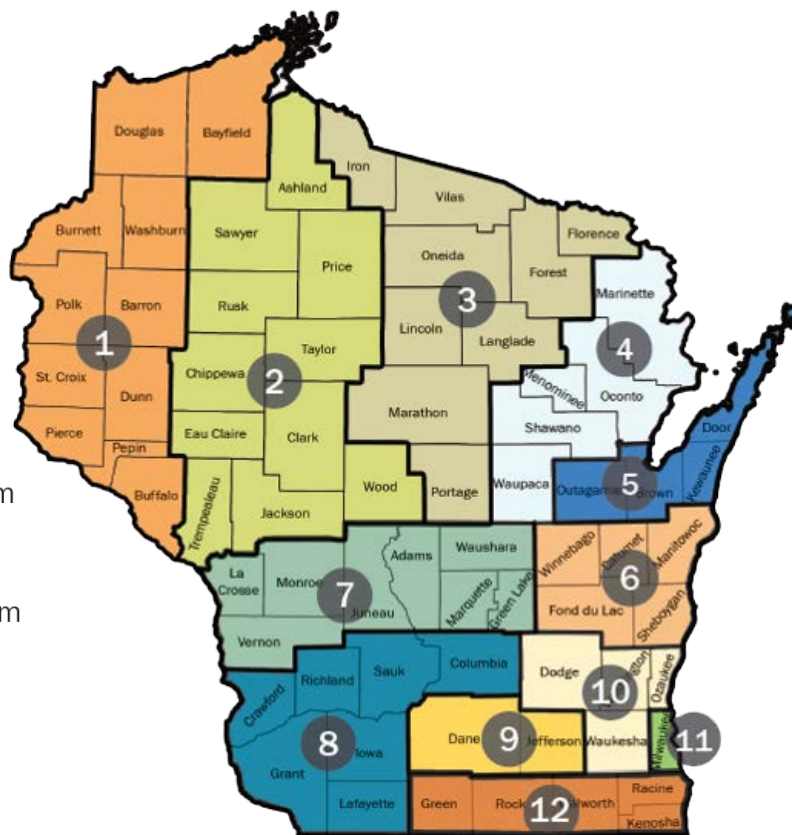
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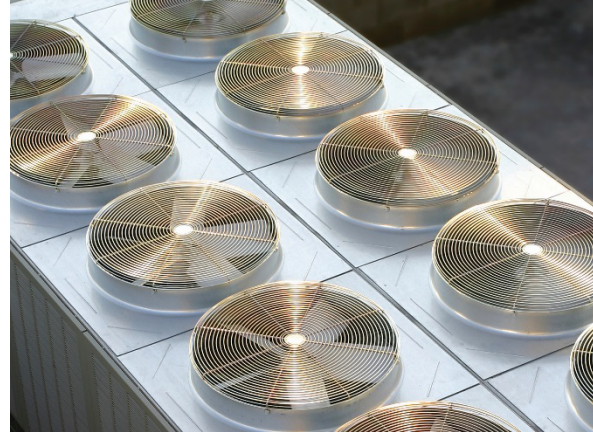
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Talk to an AgSG Rep today!
Call 888.947.7828

Prescriptive Incentives



- Specific dollar amounts for completing a qualifying energy efficiency measure
- Direct one-for-one replacement for commonly installed equipment.
- Technology qualifications and incentive amounts are found on the application forms
- Visit **[focusonenergy.com/ applications](https://focusonenergy.com/applications)** to ensure you are using the most current incentive application

Custom Incentives

- Based on estimated first year energy savings associated with a project/ technology
- Customers must receive pre-approval by working with a Focus on Energy Advisor



2018 Incentive Bonuses

- Custom Incentives
 - \$0.03 per kWh saved
 - \$100 per peak kW reduced
 - \$0.80 per Therm saved
 - Projects limited to a 1.5-10 year payback window based on energy savings
 - Incentive amount is limited to 50% of the estimated project cost





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2018 Special Offerings

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Comprehensive Lighting Initiative

- All AgSG customers eligible
- Lighting projects including LED technology and lighting controls are eligible
- Must retrofit a minimum of 50,000 ft² or 75% of a building
- Incentive is \$0.07 kWh with bonus of \$0.03/kWh when saving 60% or more compared to baseline (kWh) usage
- For interior lights only



Boiler Tune-Ups

- Trade Ally must perform before and after combustion efficiency tests for each boiler tune-up
- Separate application required for each unique job site
- Incentive = \$0.05/MBh





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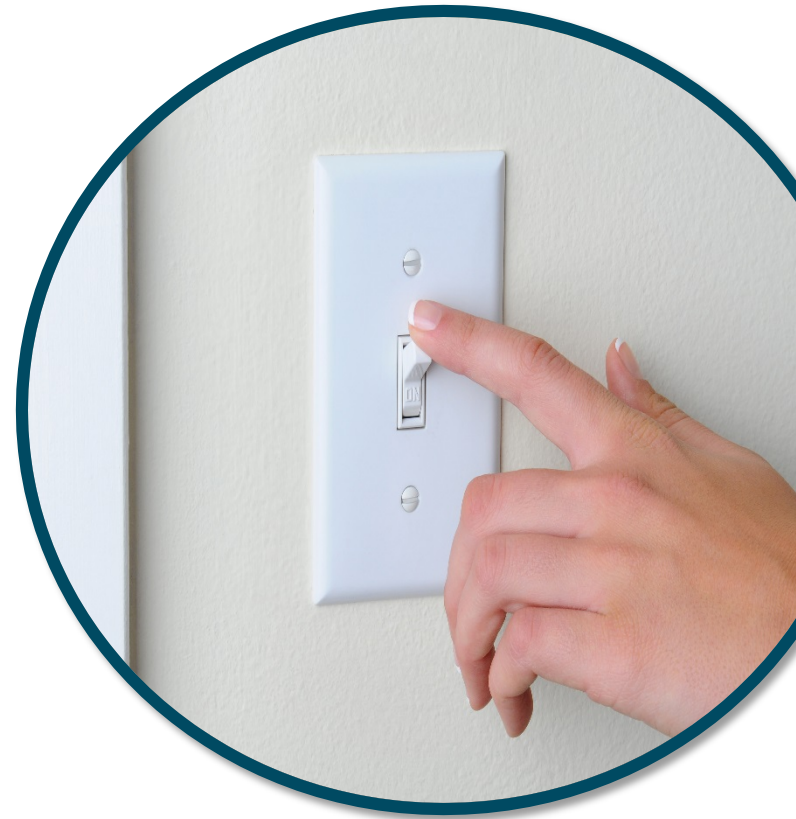
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Delivering Energy Efficiency Together (DEET)

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What is DEET?

- An incentive initiative that **Delivers** rewards for **Energy Efficient** behavior changes that reduce energy use in participating schools
- An opportunity for faculty, staff, students and community members to all work **Together** toward the common goal of energy efficiency



Who Can Participate in DEET?

- Public and Private K-12 school districts served by participating utilities in Focus on Energy
 - Visit focusonenergy.com/utilities to find a list of eligible utilities
- Eligible buildings must not have:
 - Completed major renovations or energy upgrades in the last year **OR**
 - Planned for major renovations or energy upgrades within the next year



How to Enroll

- Contact your Energy Advisor to get started
- There are three opportunities to enroll each year:
 - January 15
 - May 15
 - September 15
- Applications must be submitted prior to the start dates listed above
- Visit **focusonenergy.com/DEET** to download an application



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Express Building Tune-Up (EBTU)

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Getting Started...

- Work with your Trade Ally to assess your building systems
- Trade Ally will conduct a facility walk-through to determine which measures will benefit your equipment and systems operation
- Adjustments made immediately on-site or within days of the appointment
- Measures can only be applied for once every five years



Current Available Measures

- Chiller Plant Setpoint Adjustment
- Hot Water Supply Reset
- Outside Air Intake Optimization
- Economizer Optimization
- VFD Fan Motor Control Restoration
- VFD Pump Control Restoration
- Valve Repair
- Supply Air Temperature Reset
- Schedule Optimization
- Boiler Tune-Up
- Chiller Tune-Up

More to be added in future

(New measure ideas are encouraged for submission!)





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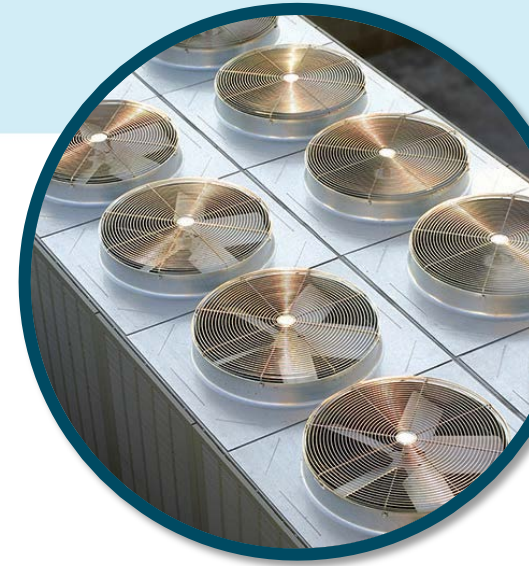
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Retrocommissioning (RCx)

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Retrocommissioning (RCx)

- Facility must be >50,000 ft²
- Building must be at least 5 years old**
- Building measures/equipment must have been installed for at least 5 years
- Facilities <50,000 ft² may be eligible for the Express Building Tune-Up (EBTU) offering
- Comprehensive look at building systems during audit to identify RCx measures



***Based on issuance date of occupancy permit if proof required.*

RCx Enrollment Process

Enrollment Process

- 1 Choose an RSP.
- 2 Complete the RCx Enrollment application (pg. 2-3).
- 3 After enrollment, complete the RCx audit within six months of approval.
- 4 Submit the estimated savings workbook, audit report and audit invoice to Focus on Energy. See last page for submittal information.
- 5 Focus on Energy will review and approve the workbook. Audit phase payment will be sent upon receiving signed incentive agreement from the customer.
- 6 Implement chosen RCx measures within 180 days.
- 7 Resubmit workbook with savings verification and contractor invoice.
- 8 Focus on Energy will review and approve the final workbook. Implementation phase payment will be sent upon receiving signed project completion notice from the customer.

AUDIT
PHASE

IMPLEMENTATION
PHASE

AUDIT PHASE

\$0.02/kWh + \$0.30/Therms
Up to 50% of audit cost

IMPLEMENTATION PHASE

\$0.03/kWh + \$0.40/Therms
Up to 75% of total RCx costs



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Focus on Equipment Upgrades

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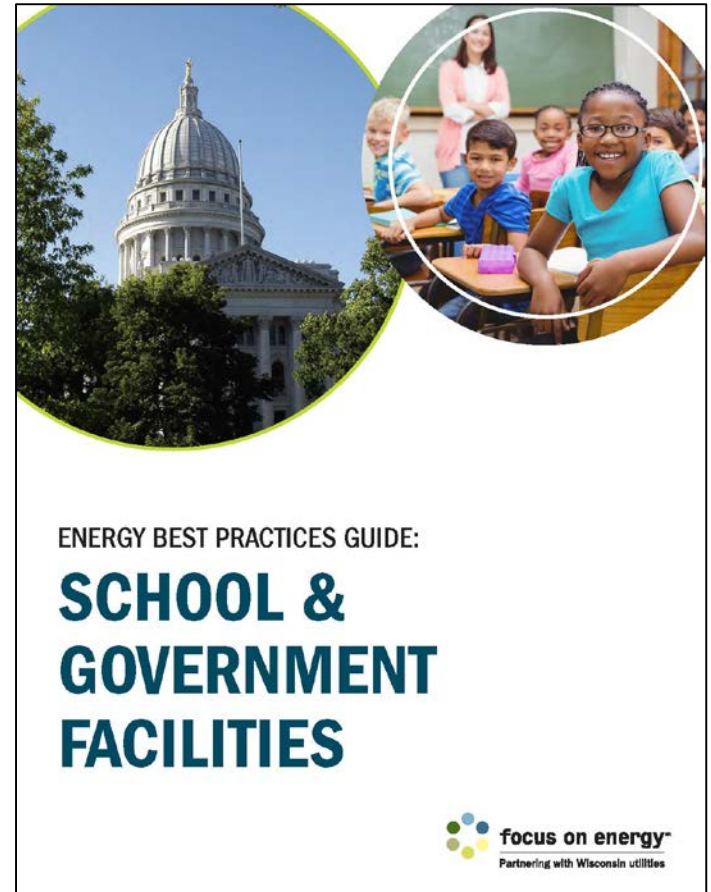
Maximize Focus on the Energy Program

- Start talking with your Energy Advisor while in the planning phase of your project
- Invite your Energy Advisor to upcoming project planning meetings
- Include Focus on Energy language in your RFP to ensure your trade ally contractors use qualifying energy efficient equipment



Energy Practices Guide

- Outline the basic steps in building an energy management program
- Provide general best practices and recommendations
- Visit **focusonenergy.com/guidebooks** to download your ***FREE*** copy today!



Questions ?



Focus on Energy's Agriculture, Schools and Government Program

To speak with an AgSG Rep,
call **888.947.7828** or email

AgSGapps@focusonenergy.com