



FOCUS ON UPGRADES

Planning equipment upgrades? Enhance the efficiency of your building and save money on your utility bills for years to come. Focus on Energy can help build your facility's energy efficiency strategy. Check out the following frequently asked questions listed below to assist you in the planning phase of your next project.

Q HOW DO I MAKE THE MOST OF THE FOCUS ON ENERGY PROGRAM?

- Start talking with your Energy Advisor while in the planning phase of your project to incorporate energy efficiency and allow plenty of time for preapproval. Take advantage of their third party, technical expertise in order to maximize your energy savings and the return on your investment.

Q WHO DO I CONTACT FIRST?

- Work with your Energy Advisor to ensure you pick qualifying equipment that allows for the most energy savings for your facility.
- Find your Energy Advisor's contact information on the map located on the back page.

Q WHAT IS A CUSTOM INCENTIVE PROJECT?

- Custom incentives are eligible for projects that have savings above and beyond a prescriptive one-for-one equipment replacement. They are based on estimated first year energy savings associated with a project/ technology. Work with your Energy Advisor to receive pre-approval prior to installation.
- For example: You are replacing your boiler and controls. There is a prescriptive incentive for the boiler, however modulating the hot water temperature for the controls is a custom incentive. This proactive control strategy will allow you to realize greater savings and a larger incentive by processing the application as a custom project. Your Energy Advisor will help determine which projects are custom or prescriptive.

SAMPLE RFP LANGUAGE (Include in your next RFP)

With the assistance of Focus on Energy, the Owner is incorporating qualifying energy-efficient equipment that is eligible for incentives and rebates. The Prime Contractor and all subcontractors shall cooperate in providing and installing specified equipment and any paperwork necessary to complete the incentive process. This shall include itemized invoices indicating date of purchase, size, type, make, model, serial, project assembly identification tag, part number and/or equipment manufacturer (OEM) specification sheets. All information must be delivered to Focus on Energy (and Owner) within 60 days of Project Completion and prior to final payment.

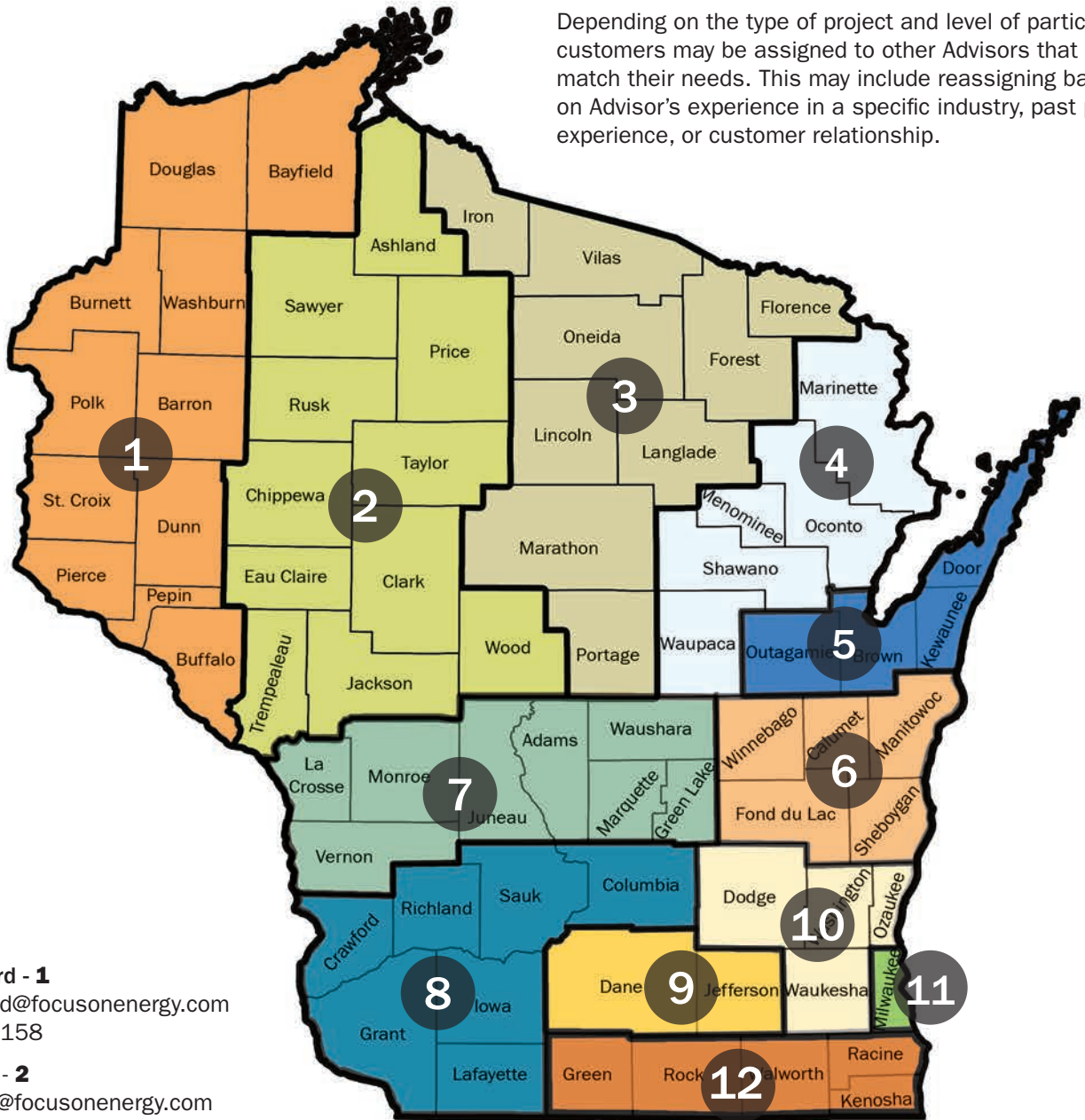
Q HOW CAN I INCLUDE FOCUS ON ENERGY IN THE PLANNING PHASE OF A PROJECT?

- Invite your Energy Advisor to upcoming project planning meetings.
- Include Focus on Energy language in your RFP to ensure your trade ally contractors know you expect them to use qualifying energy efficient equipment. Use the sample language provided on the left or contact your Energy Advisor on appropriate language to include in bid documents.
- Visit focusonenergy.com/AgSG or call **888.947.7828** for additional information.

2018 ENERGY ADVISOR TERRITORY MAP ASSIGNMENTS

Agriculture, Schools and Government

Depending on the type of project and level of participation, customers may be assigned to other Advisors that better match their needs. This may include reassigning based on Advisor's experience in a specific industry, past project experience, or customer relationship.



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Talk to an AgSG Rep today!
Call 888.947.7828

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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Partnering with Wisconsin utilities