



# 2020 SUMMARY OF SERVICES AND INCENTIVES FOR BUSINESSES

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Please refer to the **HVAC/PLUMBING INCENTIVE CATALOG** for these incentives

HEATING SYSTEMS		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Modulating Hot Water Boiler ≥90% AFUE, <300 MBh Input		\$3/MBh Boiler Input	\$3/MBh Boiler Input
Near Condensing Hot Water Boiler ≥85% Thermal Efficiency, ≥300 MBh Input		\$1/MBh Boiler Input	\$1/MBh Boiler Input
Condensing Hot Water Boiler ≥90% Thermal Efficiency, ≥300 MBh Input		\$3/MBh Boiler Input	\$3/MBh Boiler Input
Outside Air Reset/Cutout Controls		\$60/Control	Not Eligible
Boiler Combustion Upgrades	Linkageless Controls	\$10/Boiler HP (Limited to 50% of Invoice Cost)	Not Eligible
	O <sub>2</sub> Trim Controls	\$5/Boiler HP (Limited to 50% of Invoice Cost)	Not Eligible
	High Turndown Burners	\$10/Boiler HP (Limited to 50% of Invoice Cost)	Not Eligible
Steam Trap Survey (Requires One Repair for Every Five Traps Surveyed)		\$4/Trap Surveyed	Not Eligible
HVAC Steam Trap Repair	<10 psig	\$25/Leak Repaired	Not Eligible
	10-49 psig	\$40/Leak Repaired	
	50-124 psig	\$60/Leak Repaired	
	≥125 psig	\$100/Leak Repaired	
Steam Pipe and Fitting Insulation for Space Heating Systems		\$8/Fitting	Not Eligible
		\$2/Linear Foot of Pipe	Not Eligible
Furnace ≥95% AFUE w/ECM (single speed, multi-speed, or variable speed)		\$220/Furnace	\$180/Furnace
Furnace ≥90% AFUE w/ECM (single speed, multi-speed, or variable speed)		\$100/Furnace	\$80/Furnace
Infrared Heater		\$1.50/MBh	\$1/MBh
Unit Heater ≥90% Thermal Efficiency (based on setpoint temperature)		\$2/MBh	\$1/MBh
Packaged Terminal Heat Pump (PTHP), Refer to HVAC/Plumbing Incentive Catalog for COP and EER to qualify		\$75/PTHP	\$65/PTHP
COOLING SYSTEMS		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
DX Cooling - High Efficiency Packaged Rooftop Units, Split Systems, and HSPF Heat Pump Air Conditioning Equipment (<5.42 tons); Refer to HVAC/Plumbing Incentive Catalog for SEER to qualify		\$50-\$125/A/C Unit based on efficiency	\$25-\$60/A/C Unit based on efficiency
DX Cooling - High Efficiency Packaged Rooftop Units and Split System Air Conditioning Equipment (≥5.42 Tons); Refer to HVAC/Plumbing Incentive Catalog for EER and IEER to qualify		\$25/Ton base plus additional \$5/Ton for each 1.0 IEER over minimum	\$20/Ton base plus additional \$3/Ton for each 1.0 IEER over minimum
Split-System Air Conditioning - Condensing Unit Only; Refer to HVAC/Plumbing Incentive Catalog for EER to qualify		\$20/Ton base plus additional \$5/Ton for each 1.0 EER over minimum	\$15/Ton base plus additional \$3/Ton for each 1.0 EER over minimum
Electric Chiller - Air Cooled (Path A or B - All Sizes) Refer to HVAC/Plumbing Incentive Catalog		\$8+/Ton base plus additional \$125/Ton per 1.0 IPLV over minimum	\$4+/Ton base plus additional \$90/Ton per 1.0 IPLV over minimum
Electric Chiller - Water Cooled (Path A or B - All Sizes) Refer to HVAC/Plumbing Incentive Catalog		\$8+/Ton base plus additional \$125/Ton per 1.0 IPLV over minimum	\$4+/Ton base plus additional \$90/Ton per 1.0 IPLV over minimum

Please refer to the **HVAC/PLUMBING INCENTIVE CATALOG** for these incentives

VENTILATION AND CONTROLS			EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Energy Recovery Ventilator			\$0.75/CFM	\$0.60/CFM
Economizer (Add economizer to existing rooftop unit (RTU))			\$200/RTU	Not Eligible
ECM HVAC Fan Motors	Heating Only		\$25/Motor	Not Eligible
	Cooling Only			
	Occupied Ventilation			
	24/7 Ventilation			
Advanced Rooftop Unit Controllers			\$90/Ton	Not Eligible
Demand Controlled Ventilation for Air Handling Units (If required by code, incentive not applicable)			\$0.20/CFM Outside Air Controlled (Limited to 50% of Project Cost)	\$0.20/CFM Outside Air Controlled (Limited to 50% of Project Cost)
Demand Control Ventilation for Single Zone RTU/AHU			\$350/RTU (Limited to 50% of Project Cost)	\$350/RTU (Limited to 50% of Project Cost)
Guestroom Energy Management Control (must be a lodging business)			\$40/Room	\$40/Room
Smart Thermostat			\$75/T-stat	Not Eligible
Parking Garage Ventilation Controls	Ventilation Controls Only		\$120/System	Not Eligible
	Ventilation Controls with Heating		\$250/System	Not Eligible
Variable Torque VFD Limited to HVAC Pumping or Air Handling (i.e. Fan or Blower) Applications ≤500 HP (System Must Operate a Minimum of 2,000 Hours Annually)			\$35/HP	\$25/HP (Pumping Systems <300,000 BTU/hr; Fan Systems <10 HP)
Modulating Commercial Dryer Controls	≥30 to ≤100 lbs, ≥500 to ≤2,500 loads/year		\$50/Dryer	Not Eligible
	≥30 to ≤100 lbs, ≥2,500 loads/year		\$150/Dryer	Not Eligible
	>100 to ≤250 lbs, ≥500 to ≤2,500 loads/year		\$150/Dryer	Not Eligible
	>100 to ≤250 lbs, >2,500 loads/year		\$350/Dryer	Not Eligible
PLUMBING			EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Water Heaters	Commercial Grade Water Heaters for High Use Applications (Food Service, Lodging, Laundry, Food Sales, Hospitals, Prisons)	K-12 School, Natural Gas (NG) Storage ≥90% Thermal Efficiency	\$200/Water Heater	\$100/Water Heater
		NG Storage NG Tankless Heat Pump Storage	\$400/Water Heater	\$200/Water Heater
	Residential Type Energy Efficient Water Heaters	NG Storage (≥0.68 UEF)	\$50/Water Heater	\$50/Water Heater
BUILDING ENVELOPE			EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Truck Loading Dock Seals	Dock Door Seals		\$150/Door sealed	Not Eligible
	Leveler Ramp Pit External Seals		\$75/Ramp Pit Sealed	\$75/Ramp Pit Sealed
Spring-Loaded Overhead Door Hinges			\$80/door	\$80/door

Please refer to the **LIGHTING INCENTIVE CATALOG** for these incentives

INTERIOR FIXTURES AND LAMPS		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
LED 1' x 4' High Performance Troffers		\$5/Fixture	Eligible under LPD
LED 2' x 4' High Performance Troffers		\$5-\$18/Fixture	Eligible under LPD
LED 2' x 2' High Performance Troffers		\$8-\$16/Fixture	Eligible under LPD
LED Linear Ambient Replacing 1 or 2 T5/T8/T12 Lamps in Cross Section		\$1.50/Linear Foot	Eligible under LPD
LED Linear Ambient Replacing 3 or 4 T5/T8/T12 Lamps in Cross Section		\$3/Linear Foot	Eligible under LPD
LED 4 Foot Retrofit Fixture Replacing 8 Foot T8 or T12 (Including HO)		\$7.50-\$20/Fixture	Not Eligible
LED High and Low Bay Lighting		\$30-\$80/Fixture	Eligible under LPD
LED Interior Downlights		\$0.13/Watt Reduced	Eligible under LPD
LED Track/Mono/Accent Fixtures		\$0.10/Watt Reduced	Eligible under LPD
LED Stairwell/Passageway Fixture		\$20/Fixture	Eligible under LPD
LED Interior Signage		\$0.20/Watt Reduced	Eligible under LPD
LED Omnidirectional or Decorative Lamp		\$1-\$3/Lamp (Limited to 50% of Product Cost)	Eligible under LPD
LED Directional Lamp (Replacing Incandescent or CFL)		\$1-\$5/Lamp (Limited to 50% of Product Cost)	Eligible under LPD
LED High/Low Bay Mogul Screw-Base (E39) Lamp		\$0.10/Watt Reduced	Eligible under LPD
LED Four Pin-Based Lamp (Replacing CFL)		\$0.10/Watt Reduced	Eligible under LPD
LED 4 Foot T8 Lamp, Utilizing Existing Ballast (UL Type A)		\$1.25/Lamp (Limited to 50% of Product Cost)	Eligible under LPD
LED 4 Foot T8 Lamp, Direct Wire or w/ External Driver (UL Types B and C)		\$1.50/Lamp (Limited to 50% of Product Cost)	Eligible under LPD
LED 4 Foot T5/T5HO Lamp (UL Types A, B, C)		\$1.50-\$3/Lamp (Limited to 50% of Product Cost)	Eligible under LPD
LED 2 Foot T8 Lamp (UL Types A, B, C)		\$1-\$1.50/Lamp (Limited to 50% of Product Cost)	Eligible under LPD
LED U-Bend Lamp (UL Types A, B, C)		\$1.50-\$2/Lamp (Limited to 50% of Product Cost)	Eligible under LPD
LED 8 Foot T8 Lamp (UL Types A, B, C)		\$3-\$4/Lamp (Limited to 50% of Product Cost)	Eligible under LPD
Lighting Power Density (LPD) better than code requirements		Not Eligible	\$0.04/kWh Reduced
EXTERIOR FIXTURES AND LAMPS		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Outdoor Pole-Mounted Outdoor Decorative Area & Post-Top Parking Garage & Canopy/Soffit Outdoor Wall-Mounted Outdoor Flood & Spot Bollards	Outdoor – Low Output	\$15/Fixture	\$10/Fixture
	Outdoor – Mid Output	\$25/Fixture	\$20/Fixture
	Outdoor – High Output	\$50/Fixture	\$50/Fixture
	Outdoor – Very High Output	\$120/Fixture	\$100/Fixture

Please refer to the **LIGHTING INCENTIVE CATALOG** for these incentives

<b>EXTERIOR FIXTURES AND LAMPS</b>	<b>EXISTING BUILDING INCENTIVE</b>	<b>NEW CONSTRUCTION INCENTIVE</b>
Exterior LED Downlights (Replacing or instead of Incandescent, CFL or HID fixture)	\$0.13/Watt Reduced	\$0.10/Watt Reduced
Exterior LED Linear Ambient Replacing/Instead of 1 or 2 T5/T8/T12 Lamps in Cross Section	\$2/Linear Foot	\$1/Linear Foot
Exterior LED Linear Ambient Replacing/Instead of 3 or 4 T5/T8/T12 Lamps in Cross Section	\$5/Linear Foot	\$3/Linear Foot
4' 2-lamp TLED <24W replacing 8' 1-lamp T8 or T12 (24 Hour or 12 Hour)	\$10/Fixture	Not Eligible
4' 2-lamp TLED <24W replacing 8' 1-lamp T8HO or T12HO (24 Hour or 12 Hour)	\$10/Fixture	Not Eligible
4' 4-lamp TLED <24W replacing 8' 2-lamp T8 or T12 (24 Hour or 12 Hour)	\$12.50/Fixture	Not Eligible
4' 4-lamp TLED <24W replacing 8' 2-lamp T8HO or T12HO (24 Hour or 12 Hour)	\$12.50/Fixture	Not Eligible
4' 2-lamp TLED <24W replacing 8' 2-lamp T8 or T12 (24 Hour or 12 Hour)	\$22.50/Fixture	Not Eligible
4' 2-lamp TLED <24W replacing 8' 2-lamp T8HO or T12HO (24 Hour or 12 Hour)	\$22.50/Fixture	Not Eligible
LED Porch Fixtures, Replacing 60-100W Incandescent	\$8/Fixture	\$4/Fixture
Exterior LED Signage	\$0.20/Watt Reduced	Not Eligible
Exterior LED Mogul Screw-Base (E39) replacing existing E39 base lamp	\$0.15/Watt Reduced	Not Eligible
Exterior LED Omnidirectional or Decorative Lamp	\$1-\$3/Lamp (Limited to 50% of Product Cost)	\$1-\$3/Lamp (Limited to 50% of Product Cost)
Exterior LED Directional Lamp (Replacing Incandescent)	\$1-\$5/Lamp (Limited to 50% of Product Cost)	Not Eligible
Exterior LED Directional Lamp (Replacing CFL)	\$1-\$1.75/Lamp (Limited to 50% of Product Cost)	\$0.40-\$0.90/Lamp (Limited to 50% of Product Cost)
24 Hour, LED Replacement of 4' T8 or T12 Lamp w/External Driver (UL Type C)	\$2/Lamp	Not Eligible
24 Hour, LED Replacement of 4' T8 or T12 Lamp, Direct Wire (UL Type B)	\$2/Lamp	Not Eligible
24 Hour, LED Replacement of 4' T8 Lamp Utilizing Existing Ballast (UL Type A)	\$1.50/Lamp	Not Eligible
Dusk to Dawn, LED Replacement of 4' T8 or T12 Lamp w/External Driver (UL Type C)	\$2/Lamp	Not Eligible
Dusk to Dawn, LED Replacement of 4' T8 or T12 Lamp, Direct Wire (UL Type B)	\$2/Lamp	Not Eligible
Dusk to Dawn, LED Replacement of 4' T8 Lamp Utilizing Existing Ballast (UL Type A)	\$1.50/Lamp	Not Eligible
<b>LIGHTING CONTROLS</b>	<b>EXISTING BUILDING INCENTIVE</b>	<b>NEW CONSTRUCTION INCENTIVE</b>
Daylighting Controls	\$0.05/Watt Controlled	Not Eligible
High Bay Occupancy Sensor Control (On/Off or Bi-Level)	\$10/Controlled Fixture	Not Eligible
Non-High Bay Occupancy/Vacancy Sensor	\$0.05/Watt Controlled	Not Eligible

Please refer to the **COMMERCIAL REFRIGERATION INCENTIVE CATALOG** for these incentives

NON SELF-CONTAINED EQUIPMENT		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Efficient Reach-In Case Door:	No-Heat Cooler	\$7/Door	Not Eligible
	Low-Heat Freezer	\$35/Door	Not Eligible
	No-Heat Freezer	\$80/Door	Not Eligible
Walk-In Freezer or Cooler: ECM Evaporator Fan Motors (Replacing Shaded Pole or PSC Motors)		\$25/ECM Motor <1/20th HP	Not Eligible
		\$50/ECM Motor 1/20th HP <1 HP	Not Eligible
Reach-In Freezer or Cooler Case Evaporator Fan Motors (Replacing Shaded Pole or PSC Motors)		\$25/ECM Motor	Not Eligible
ECM or Permanent Magnet Synchronous Motor, Cooler/Freezer Case		\$25/ECM Motor	Not Eligible
ECM Compressor Fan Motor		\$25/ECM Motor	Not Eligible
ECM Condenser or Condensing Unit Fan Motor		\$25/ECM Motor	Not Eligible
LED Horizontal Case Lighting		\$3/Linear Foot of Lamps	Not Eligible
LED Vertical Case Lighting		\$15/Fixture	Not Eligible
Open Multideck Case with Efficient Reach-In Cases with Doors		\$80/Linear Foot	\$55/Linear Foot
Open Refrigerated Cases with Doors		\$60/Linear Foot	\$40/Linear Foot
Night Curtains for Open Coolers		\$7/Linear Foot	\$5/Linear Foot
Strip Curtains for Walk-In Coolers and Freezers		\$5/Linear Foot	Not Eligible
REFRIGERATION CONTROLS		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Anti-sweat Heater Control (Freezer and Cooler Case)	Low-Heat and No-Heat Doors	\$25/Door	Not Eligible
	Standard Doors	\$25/Door	Not Eligible
Evaporator Fan Motor Controls (Walk-In/Reach-In Coolers and Freezers)		\$15/Motor	\$10/Motor
Freezer Demand Defrost Controls		\$15/kW Controlled	\$10/kW Controlled
Occupancy Sensor for LED Reach-In Case Lighting		\$4/Door	Not Eligible
Floating Head Pressure Controls		\$15/HP	Not Eligible

Please refer to the **PROCESS SYSTEMS INCENTIVE CATALOG** for these incentives

COMPRESSED AIR AND VACUUM		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Compressed Air Leak Survey and Repair		\$4/HP	Not Eligible
VSD Compressor Replacing Non-VSD Compressor		\$40/HP	\$40/HP
VSD Vacuum Pumps (<30HP, Variable or Constant Torque)		\$30-\$40/HP	\$30-\$40/HP
Cycling or VFD-Controlled Refrigerated Air Dryer		\$0.50/CFM Dryer Capacity	\$0.50/CFM Dryer Capacity
Dewpoint Demand Controls for Desiccant Dryers		\$2/CFM Dryer Capacity	\$2/CFM Dryer Capacity
No Air-Loss Condensate Drains		\$80/Drain	\$80/Drain
Pressure/Flow Controllers (System Horsepower Must Be $\geq$ 50 HP)		\$8/HP	\$8/HP
Compressed Air Mist Eliminators (System Horsepower Must Be $\geq$ 50 HP)		\$4/HP	\$4/HP
Air-Entraining Nozzles		\$8/Nozzle	\$8/Nozzle
Compressed Air Heat Recovery (To Offset Space Heating Provided by Natural Gas Fired Equipment Only)		\$50/HP (Limited to 50% of Project Cost)	\$50/HP (Limited to 50% of Project Cost)
Vacuum Pump Heat Recovery		\$50/HP (Limited to 50% of Project Cost)	\$50/HP (Limited to 50% of Project Cost)
Compressed Air Process Load Shifting (Pre-Inspection and Reservation Code Required)		\$200/Compressor HP Shifted (Limited to 50% of Project Cost)	Not Eligible
STEAM SYSTEMS		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Process Steam Trap Survey (Requires One Repair for Every Five Traps Surveyed)		\$4/Trap Surveyed	Not Eligible
Process Steam Trap Repair	<10 psig	\$25/Leak Repaired	Not Eligible
	10-49 psig	\$40/Leak Repaired	
	50-124 psig	\$60/Leak Repaired	
	125-225 psig	\$100/Leak Repaired	
	>225 psig	\$160/Leak Repaired	
Boiler Combustion Upgrades	Linkageless Controls	\$10 /Boiler HP (Limited to 50% of Invoice Cost)	Not Eligible
	O <sub>2</sub> Trim Controls	\$5 /Boiler HP (Limited to 50% of Invoice Cost)	Not Eligible
	High Turndown Burners	\$10 /Boiler HP (Limited to 50% of Invoice Cost)	Not Eligible
VARIABLE FREQUENCY DRIVE		EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
Variable Torque VFD Limited to Process Pumping or Air Handling (i.e. Fan or Blower) Applications $\leq$ 500 HP (System Must Operate a Minimum of 2,000 Hours Annually)		\$35/HP	\$25/HP
Constant Torque VFD Limited to Constant Torque Equipment (ex. Conveyors, Positive Displacement Pumps, Extruders, Mixers, Crushers/Shredders) $\leq$ 500HP (System Must Operate a Minimum of 2,000 Hours Annually)		\$30/HP	Not Eligible

Please refer to the **PROCESS SYSTEMS INCENTIVE CATALOG** for these incentives

DATA CENTER AND TELECOM FACILITIES	EXISTING BUILDING INCENTIVE	NEW CONSTRUCTION INCENTIVE
15 SEER Split System, ≤ 5.4 tons, Data Center/Telecom	\$150/Ton	\$100/Ton
16 SEER Split System, ≤ 5.4 tons, Data Center/Telecom	\$200/Ton	\$150/Ton
17 SEER Split System, ≤ 5.4 tons, Data Center/Telecom	\$250/Ton	\$175/Ton
18 SEER Split System, ≤ 5.4 tons, Data Center/Telecom	\$300/Ton	\$200/Ton
15 SEER Single Package, ≤ 5.4 tons, Data Center/Telecom	\$150/Ton	\$75/Ton
16 SEER Single Package, ≤ 5.4 tons, Data Center/Telecom	\$200/Ton	\$100/Ton
17 SEER Single Package, ≤ 5.4 tons, Data Center/Telecom	\$250/Ton	\$125/Ton
18 SEER Single Package, ≤ 5.4 tons, Data Center/Telecom	\$300/Ton	\$150/Ton
Air Side Economizer, Data Center/Telecom	\$100/Ton	Not Eligible
Energy-Efficient Drycooler, Data Center/Telecom	\$80/Ton	Not Eligible
Efficient UPS	\$20/kW	Not Eligible
Efficient Rectifier	\$20/kW	Not Eligible

## Unsure which catalog to use?

For current program information and participation requirements, visit [focusonenergy.com/catalogs](https://focusonenergy.com/catalogs) for current incentive catalogs and application collateral.

### 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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