

2023 BUSINESS OFFERINGS

# AGRIBUSINESS



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# HOW TO APPLY

NEED HELP? CALL 800.762.7077



FOCUS ON ENERGY® makes saving energy and money easy for Wisconsin businesses. Use the information below to help guide your way to savings. For electronic copies of the forms, visit [focusonenergy.com/catalogs](https://focusonenergy.com/catalogs).

## step 1

### BEFORE YOU APPLY:

#### Verify customer and product eligibility:

- Confirm your gas and/or electric utilities participate in Focus on Energy at [focusonenergy.com/utilities](https://focusonenergy.com/utilities).
- Read product requirements, both general and technology-specific, in your equipment's corresponding incentive catalog.
- Review the Participation Requirements page.
- Review the Terms and Conditions at [focusonenergy.com/terms](https://focusonenergy.com/terms).
- View the qualified product lists at [focusonenergy.com/qpls](https://focusonenergy.com/qpls).
- Applications exceeding \$10,000 can request preapproval. Requests received on or before December 8, 2023, will be pre-approved at 2023 incentive rates. Applications not preapproved may not receive incentive payment if program funds have been exhausted. Pre-approval is considered complete once an incentive agreement is signed by the customer and returned to Focus on Energy.

**Qualifying products must be installed by December 31, 2023.**

## step 2

### WHAT YOU'LL NEED:

- Incentive Application and Equipment Incentive Catalog(s).
- Gas and electric utility account numbers.
- Tax ID number.
- Invoice **MUST include**:
  - Trade Ally name, address, and phone number.
  - An itemized list of products along with manufacturer name, model number, and quantity.
  - Itemized purchase price of product/installation.
  - Job site address.

**Reminder: Incentives are capped at 100% of equipment cost unless otherwise noted. Equipment cost is the amount paid by the customer for qualifying equipment, excluding any Focus on Energy incentive credit, shipping, and sales tax. Like-for-like equipment replacement due to recall, warranty replacement, etc. is not eligible for an incentive.**

- Manufacturer specifications (when required) — **MUST include**:
  - Full model number.
  - Energy performance information.
- Additional documentation (when required).

## step 3

### COMPLETE THIS APPLICATION:

- All fields on the application are required. Incomplete application(s) cannot be processed.
- Complete SECTION 7 with all product information. Use the Business Incentive Product Information Sheet found at [focusonenergy.com/catalogs](https://focusonenergy.com/catalogs) if you need additional lines.
- Include project completion date (date the last product was installed). If project is new construction, use the occupancy date. Project is considered complete when products are installed and operational.
- Complete the catalog-specific Supplemental Data Sheet for applicable measures. An asterisk (\*) next to the code indicates when this is needed. Read the measure requirements in your catalog for directions.
- **The utility ratepayer** must sign and date SECTION 8.
- Ensure supporting documents are attached, including itemized invoice(s).
- Make a copy of the application and supporting documents for your records.

## step 4

### SUBMIT YOUR APPLICATION:

Mail or email your application and all supporting documentation.

**Applications must be submitted within 60 calendar days of project completion**, no later than January 31, 2024.

**MAIL:** Focus on Energy  
725 W. Park Avenue  
Chippewa Falls, WI 54729

**EMAIL:** [business@focusonenergy.com](mailto:business@focusonenergy.com)

# 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](https://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](https://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).
- ▶ 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](https://focusonenergy.com/multifamily) for available incentives and offerings.

## NEW CONSTRUCTION & MAJOR RENOVATIONS

Qualifying projects are new, stand-alone commercial and industrial facilities, additions to existing facilities, and major renovations due to a change in the use of space (e.g., a warehouse to office).

Available new construction incentives include prescriptive incentives found in this catalog and Whole Building Design incentives found at [focusonenergy.com/newconstruction](https://focusonenergy.com/newconstruction). Reach out to an [Energy Advisor](#) from Focus on Energy to help identify what is best for your project.

## 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](https://focusonenergy.com/business/equipment-replacement).

New Construction & Major Renovations measures and incentives will appear in a [navy blue table](#), while Equipment Upgrades & Retrofits measures and incentives will appear in a [royal blue table](#). If a measure does not have a [navy blue table](#), New Construction & Major Renovations incentives are not offered for that measure.

## 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](https://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](https://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.

### Assignment of Incentives to Other Payee

The Customer for the project site listed on the application may assign their right to participate and receive incentives to Other Payee. The Customer must sign Section 8 and identify the Other Payee in Section 5.

# INCENTIVE APPLICATION

FOR PROJECTS COMPLETED BY 12/31/2023



Complete all sections. Incomplete applications cannot be processed and will delay payment of incentives. **Applications must be submitted within 60 days of completed project installation**, no later than January 31, 2024. For additional copies of this form, visit [focusonenergy.com/catalogs](https://focusonenergy.com/catalogs).

## 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 ☐ Individual ☐ Single-Member LLC  
☐ C Corporation ☐ S Corporation ☐ Partnership  
☐ LLC - C Corp ☐ LLC - S Corp ☐ LLC - Partnership  
☐ 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

### JOB SITE INFORMATION

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

JOB SITE BUSINESS NAME

ELECTRIC UTILITY AT JOB SITE ELECTRIC ACCOUNT #

GAS UTILITY AT JOB SITE GAS ACCOUNT #

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

JOB SITE ADDRESS

CITY STATE ZIP

## section 3

### CUSTOMER CONTACT INFORMATION

JOB SITE CUSTOMER CONTACT NAME

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

### TRADE ALLY INFORMATION

TRADE ALLY CONTACT NAME

PRIMARY PHONE # EMAIL ADDRESS

TRADE ALLY COMPANY NAME

ADDRESS

CITY STATE ZIP

## section 5

### BUSINESS PAYMENT INFORMATION

Payee is responsible for any associated tax consequences.

**Make incentive check payable to:**

- ☐ Customer ☐ Trade Ally ☐ Other Payee

If Other Payee is selected, the relationship to the utility account holder must be identified below:

- ☐ Tenant ☐ Building Owner ☐ Other (specify) \_\_\_\_\_

**For All Payees**

- Mail check to:** ☐ Customer Legal Address ☐ Job Site Address  
☐ Trade Ally Address ☐ Alternate Address

COMPANY NAME

LEGAL ADDRESS (AS SHOWN ON COMPANY W-9)

CITY STATE ZIP

ATTENTION TO (OPTIONAL)

### For Trade Ally and Other Payees

Trade Allies must be registered with the Program and have a current W-9 on file to receive payment.

**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 below.

FEIN

### Tax Classification of Payee

(Check one. Required for all businesses, including nonprofits.)

- ☐ Sole Proprietorship ☐ Individual ☐ Single-Member LLC  
☐ C Corporation ☐ S Corporation ☐ Partnership  
☐ LLC - C Corp ☐ LLC - S Corp ☐ LLC - Partnership  
☐ Other \_\_\_\_\_

### Payee Contact Information

NAME EMAIL ADDRESS

section 6
BUSINESS PROPERTY TYPE

Select one only. If applying for both existing and new construction equipment incentives please complete two separate applications.

Equipment Upgrades & Retrofits New Construction & Major Renovations

Select one (1) property type that best describes your business:

- Agriculture Producer
Dairy - Traditional
Dairy - Robotic
Other:
Education
Financial Institution
Government
Grocery/Convenience Store
Health Services
Hotels & Lodging
Information, Technical & Scientific Services
Manufacturing (product):
Restaurant
Retail
Vehicles Sales/Service
Water/Wastewater
Other:
Multifamily
Office
Religious & Spiritual Organization
With K+ Daily Education
No K+ Daily Education

section 7
INCENTIVE PRODUCT INFORMATION

Refer to:

- Applicable incentive catalog at focusonenergy.com/catalogs for incentive codes, incentive per unit, and product eligibility requirements.
- focusonenergy.com/qpls for qualified products lists.
- Your invoice for Manufacturer and Model Number.
- Business Incentive Product Information Sheet at focusonenergy.com/catalogs if additional lines are needed.

Table with 7 columns: INCENTIVE CODE, MANUFACTURER NAME, MODEL #, UNIT MEASURE, # OF UNITS (A), INCENTIVE PER UNIT (B), REQUESTED INCENTIVE (A X B). Includes example row for STARK LIGHTING and summary rows for Manufacturer Specifications and Itemized Invoice.

section 8
CUSTOMER SIGNATURE

I, the undersigned Customer, agree the stated energy efficiency measure(s) was (were) installed at the job site address listed above as part of the Focus on Energy Program. I have read and agreed to the provisions set forth herein and to the Terms and Conditions posted at focusonenergy.com/terms.

If the Customer is identified as the Payee in Section 5, the following certifications are required for this form to substitute for the Internal Revenue Service (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 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. person.

The IRS does not require my consent to any provision of this document other than the certifications required to avoid backup withholding.

CUSTOMER SIGNATURE NAME (PRINT) DATE

Submit applications and supporting documentation to:

MAIL: Focus on Energy
725 W. Park Avenue
Chippewa Falls, WI 54729

EMAIL: business@focusonenergy.com

\*Incentive may be adjusted based on project caps. See measure requirements and Terms and Conditions for more information.



# FOCUS ON ENERGY LIGHTING POLICIES & DEFAULT SYSTEM WATTAGE TABLES

NEED HELP? Call 800.762.7077



The following lighting policies apply to all lighting projects.

## PRIVATE LABELING GUIDANCE

Focus on Energy requires lighting products to have the brand, model/catalog number(s), specification sheet(s), and invoicing match their respective DesignLights Consortium® (DLC) product listing. For privately labeled products, this means the manufacturer, brand and model under which the product is being sold must have its own DLC listing separate from any other DLC listing(s) for the original equipment manufacturer (OEM). Should a separate listing for the privately labeled equipment not exist on DLC, the product is subject to disqualification. Focus on Energy is a DLC member utility and therefore adheres to DLC's private label policy.

Why? With LED technology advancements and product choices, it has become increasingly common for LED equipment to be rebranded and sold under another manufacturer, model and/or brand. This presents challenges for Utility Programs to verify equipment performance and eligibility as the relationship between the OEM and private labeling entity is not always known.

The Program relies solely on DLC to validate equipment performance. DLC listed performance data (tested and reported) is exclusive to the product listed, including the specific manufacturer, and model of the product listed on DLC. The challenges in managing the large number of rebranded products available and the OEM they correspond with has resulted in the Program needing to rely solely on DLC to verify equipment performance. Any product being rebranded will be required to be DLC listed under the rebranded manufacturer and model to prove equipment performance and to be considered for any incentives.

It is strongly advised Trade Allies and customers independently verify equipment is DLC listed under the manufacturer and model for which it is being bought/sold under. Focus on Energy will not be liable for products which are misrepresented as being DLC listed and/or qualifying for an incentive from Focus on Energy. Please contact your Energy Advisor or Focus on Energy if you need assistance in verifying equipment eligibility.

## DEFAULT SYSTEM WATTAGE TABLES

### FOR COMMON CFL DOWNLIGHTS

Existing Lamp Configuration	Total System Wattage
(1) 13W CFL	16
(1) 26W CFL	31
(1) 32W CFL	35
(1) 42W CFL	46
(1) 36/39W 2G11 CFL	51
(1) 40W 2G11 CFL	48
(1) 55W 2G11 CFL	58
(2) 13W CFL	32
(2) 26W CFL	62
(2) 32W CFL	70
(2) 42W CFL	92

## FIELD ADJUSTABLE LIGHTING OUTPUT GUIDANCE

Field adjustable products allow for the wattage, light level output, or color temperature of the fixture to be modified by means of a switch or fixture setting. Field adjustable products are most common in downlights and troffers.

DLC lists the highest wattage in their technical specifications for field adjustable products. For measures requiring a DLC listing and adherence to a specific wattage limit, Focus on Energy will base equipment eligibility on the wattage stated on the DLC listing.

Field adjustable fixtures where the wattage has been adjusted to be within a qualifying wattage limit for a Focus on Energy incentive, may be accepted should a separate written statement from the customer or Trade Ally be provided with the incentive application. The written statement must clearly identify the quantity of fixtures being applied for where the settings have been adjusted accordingly. This statement must specify which setting is used (by referencing room types or fixture code on the drawings) and include a photo of the fixture or control system demonstrating these settings have been applied. Failing to provide this documentation will result in Focus on Energy referencing the DLC listing for the purpose of determining equipment eligibility.

### FOR COMMON HID SYSTEMS

Existing Lamp Configuration	Total System Wattage
50W HID	65
70W HID	94
100W HID	126
150W HID	179
175W HID	210
250W HID	293
320W HID	356
400W HID	455
1,000W HID	1,079

# 2023 AGRIBUSINESS INCENTIVE CATALOG SUPPLEMENTAL DATA SHEET (SDS)

THIS FORM MUST BE ATTACHED TO COMPLETED INCENTIVE APPLICATION AND SUBMITTED TOGETHER.  
FOR PROJECTS INSTALLED BY 12/31/2023. **NEED HELP? CALL 800.762.7077**

## HOW TO FILL OUT THIS FORM

Refer to the **Agribusiness Incentive Catalog** for measure requirements and information.

**For Tables C and D:** If the new equipment is DesignLights Consortium® (DLC) Solid State Lighting (SSL) Qualified Product List (QPL) listed (TRT V5.1 or higher), use the DLC “Tested Electrical Performance” data for wattage of new equipment. If the DLC tested data is not available and only “Reported Electrical Performance” data is available, use the wattage listed on the specification sheet of the new equipment if the data is more current than the DLC listed family data. If the new equipment is listed under ENERGY STAR®, use the wattage on the ENERGY STAR certification instead of the specification sheet. **Round both Existing Equipment and New Equipment Wattage to the nearest whole number.** For watts reduced measures (Table C), see system wattage table on pg. 7 for ‘rounded wattage of existing equipment’ inputs.

Attach this form to a completed **Incentive Application** and submit together.

## CUSTOMER INFORMATION

JOB SITE BUSINESS NAME

TRADE ALLY NAME

### REMINDER

Exact model numbers and manufacturer of equipment installed must be identified on invoicing and any qualified product list when required.  
For Focus on Energy's Private Label policy, see page 7 of the Agribusiness Incentive Catalog.

## A1 EXISTING GRAIN DRYER — INCENTIVE CODE: AG3386

PAGE 14

EXISTING GRAIN DRYER MAKE AND MODEL #	DRYER TYPE (Check one)
(Example) ABC 123	<input type="checkbox"/> Continuous Cross-Flow (Includes Tower) <input type="checkbox"/> Continuous Flow In-Bin <input type="checkbox"/> Mixed Flow <input type="checkbox"/> Recirculating Cross-Flow Batch <input type="checkbox"/> High Temperature Batch Bin <input type="checkbox"/> Batch Cross-Flow

## A2 PROPOSED GRAIN DRYER PERFORMANCE — INCENTIVE CODE: AG3386

PAGE 14

PROPOSED GRAIN DRYER MAKE AND MODEL #	ACRES OF CORN PLANTED	DRYER TYPE (CONT. CROSS FLOW, BATCH CROSS FLOW, ETC.)	BUSHEL/HR DRYING CAPACITY*	HP OF DRYER FANS	DRYING AIRFLOW (CFM)	PLENUM DRYING TEMP (°F)	BTU/LB H <sub>2</sub> O (IF KNOWN) <sup>2</sup>	ENERGY EFFICIENCY FEATURES OF PROPOSED GRAIN DRYER (SEE PG. 14 FOR COMPLETE LIST)
(Example) XYZ456	1,500	Cont. Cross Flow	1,500	40	67,000	190°F	2,350	Differential Grain Speed, Grain Heat Recovery

## B1 IRRIGATION WELL PUMP HP REDUCTION — INCENTIVE CODE: AG2434

PAGE 15

EQUIP #	ANNUAL MOTOR RUNTIME (HRS)	EXISTING MOTOR HP	EXISTING MOTOR LOAD FACTOR	EXISTING MOTOR EFFICIENCY (% IF KNOWN)	PROPOSED MOTOR HP	PROPOSED MOTOR LOAD FACTOR	PROPOSED MOTOR EFFICIENCY (% IF KNOWN)
(Example) Well 1	700	50	0.75	93%	30	0.0	93.6%

## B2 IRRIGATION WELL PUMP HP REDUCTION — INCENTIVE CODE: AG2434

PAGE 15

APPROXIMATELY HOW OFTEN DOES YOUR WELL PUMP OPERATE TO IRRIGATE CROPS DURING PEAK DEMAND HOURS FROM 2PM-6PM, MONDAY-FRIDAY, DURING JUNE, JULY, AUGUST, SEPTEMBER? (CHECK ONE)
<input type="checkbox"/> >90% of the time <input type="checkbox"/> 50%–90% of the time <input type="checkbox"/> 10%–50% of the time <input type="checkbox"/> <10% of the time

\* Corn drying capacity is at 10% moisture reduction with dryer in full heat mode.

Focus on Energy may adjust total incentive based on project caps.  
See measure requirements and Terms and Conditions for more information.



LOCATION	INCENTIVE CODE	TYPE OF EXISTING EQUIPMENT	(A) ROUNDED WATTAGE OF EXISTING EQUIPMENT PER FIXTURE	(B) QUANTITY OF EXISTING EQUIPMENT	TYPE OF NEW EQUIPMENT	(C) ROUNDED WATTAGE OF NEW EQUIPMENT PER FIXTURE	(D) QUANTITY OF NEW EQUIPMENT*	(E) WATTS REDUCED PER FIXTURE (A - C)	(F) INCENTIVE PER WATT REDUCED (\$/WATT REDUCED)	TOTAL INCENTIVE* (D X E X F)
(Example) Barn	L4354	Mogul Screw- Base	500 2.5x proposed (new construction)	1	200W LED	200	1	300	\$0.10	\$30.00

(A) SQUARE FOOTAGE	(B) HOU (FROM TABLE ON PG. 21)	(C) BASELINE W/FT² (FROM TABLE ON PG. 21)	(D) NEW SYSTEM WATTAGE (W)	(E) NEW SYSTEM W/FT² (D/A)	(F) W/FT² REDUCED (C-E)	(G) KWH REDUCED [(A X B X F) / 1000]	(H) INCENTIVE RATE (KWH/FT² REDUCED)	(I) REQUESTED INCENTIVE* (G X H)
(Example) 22,000	3,968	0.5	8,170	0.37	0.13	11,348	\$0.04	\$453.92

VFD #	VFD APPLICATION	CONTROLS BEFORE VFD	EQUIPMENT OPERATING HOURS	HP CONTROLLED BY VFD	QUANTITY	REQUESTED INCENTIVE* (HP X QTY X \$/HP)
(Example) Pump 1	Irrigation Well Pump	On/Off	700	50	1	\$2,500

APPROXIMATELY HOW OFTEN DOES YOUR WELL PUMP OPERATE TO IRRIGATE CROPS DURING  
 PEAK DEMAND HOURS FROM 2PM-6PM, MONDAY-FRIDAY, DURING JUNE, JULY, AUGUST, SEPTEMBER? (CHECK ONE)

☐ >90% of the time     
 ☐ 50%–90% of the time     
 ☐ 10%–50% of the time     
 ☐ <10% of the time

HOURS AT 100% MOTOR SPEED	HOURS AT 90% MOTOR SPEED	HOURS AT 80% MOTOR SPEED	HOURS AT 70% MOTOR SPEED	HOURS AT 60% MOTOR SPEED	HOURS AT 50% MOTOR SPEED	HOURS AT 40% MOTOR SPEED	HOURS AT 30% MOTOR SPEED	HOURS AT 20% MOTOR SPEED	HOURS AT 10% MOTOR SPEED
Sum of entered hours in each cell should equal the annual operating hours entered above in table E1.									

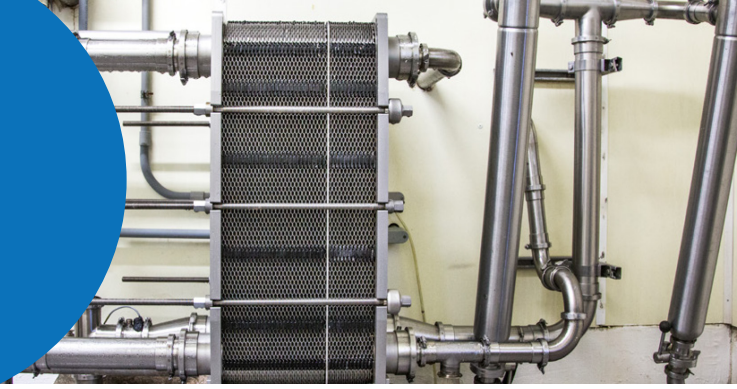
FIRST SHIFT HRS/WEEK	FIRST SHIFT AVERAGE SCFM	SECOND SHIFT HRS/WEEK	SECOND SHIFT AVERAGE SCFM	THIRD SHIFT HRS/WEEK	THIRD SHIFT AVERAGE SCFM	WEEKEND HRS/WEEK	WEEKEND AVERAGE SCFM	TOTAL HOURS	AIR COMPRESSOR OPERATING PSIG
(Example) 40	700	40	625	40	500	16	500	136	100

EQUIPMENT	USE BEFORE	USE AFTER	CONTROL TYPE	RATED SCFM	PSIG AT RATED PRESSURE	NOMINAL HP	IF TRIM COMPRESSOR, HRS OF OPERATION PER WEEK
Example	<input type="checkbox"/> Lead <input checked="" type="checkbox"/> Trim <input type="checkbox"/> Backup <input type="checkbox"/> New Const <input type="checkbox"/> Existing Building w/o Air Compressor	<input checked="" type="checkbox"/> Removed <input type="checkbox"/> Emergency Back Up	<input type="checkbox"/> Load/no load <input checked="" type="checkbox"/> Inlet Modulation <input type="checkbox"/> Other: _____	800	100	150	NA
Old Compressor 1	<input type="checkbox"/> Lead <input type="checkbox"/> Trim <input type="checkbox"/> Backup <input type="checkbox"/> New Const <input type="checkbox"/> Existing Building w/o Air Compressor	<input type="checkbox"/> Removed <input type="checkbox"/> Emergency Back Up	<input type="checkbox"/> Load/no load <input type="checkbox"/> Inlet Modulation <input type="checkbox"/> Other: _____				
Old Compressor 2	<input type="checkbox"/> Lead <input type="checkbox"/> Trim <input type="checkbox"/> Backup <input type="checkbox"/> New Const <input type="checkbox"/> Existing Building w/o Air Compressor	<input type="checkbox"/> Removed <input type="checkbox"/> Emergency Back Up	<input type="checkbox"/> Load/no load <input type="checkbox"/> Inlet Modulation <input type="checkbox"/> Other: _____				
Old Compressor 3	<input type="checkbox"/> Lead <input type="checkbox"/> Trim <input type="checkbox"/> Backup <input type="checkbox"/> New Const <input type="checkbox"/> Existing Building w/o Air Compressor	<input type="checkbox"/> Removed <input type="checkbox"/> Emergency Back Up	<input type="checkbox"/> Load/no load <input type="checkbox"/> Inlet Modulation <input type="checkbox"/> Other: _____				
New VSD Compressor	NA	NA	Variable Speed Drive				

## G DIRECT-FIRED MAKE-UP AIR UNITS — INCENTIVE CODE: H5081

EQUIP #	OUTSIDE AIR FLOW (CFM)	DISCHARGE AIR TEMP (°F)	WEEKDAY START TIME	WEEKDAY END TIME	SATURDAY START TIME	SATURDAY END TIME	SUNDAY START TIME	SUNDAY END TIME
(Example) MAU 1	5,000	65	7:00 AM	10:00 AM	8:00 AM	2:00 PM	Off	Off

# SPECIALTY EQUIPMENT MILKING EQUIPMENT



**NOTE:** Milking equipment incentives are intended for dairy farms that are milking cows. If the dairy operation is milking animals other than cows, contact **800.762.7077** to determine how to proceed.

## MILK PLATE COOLER

### Requirements:

- Select the appropriate plate cooler measure listed below depending on your number of milking cows. Enter number of milking cows in Units column on the Incentive Application for  $\geq 135$  milking cows.
- Limit one incentive per milking operation.
- New plate cooler installations only.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Well Water Plate Heat Exchanger (<135 milking cows)	AG3982	\$400	Plate Cooler
Well Water Plate Heat Exchanger ( $\geq 135$ milking cows)	AG3983	\$3	Milking Cow <sup>1</sup>

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Well Water Plate Heat Exchanger (<135 milking cows)	N-AG3982	\$400	Plate Cooler
Well Water Plate Heat Exchanger ( $\geq 135$ milking cows)	N-AG3983	\$3	Milking Cow <sup>1</sup>

## VARIABLE SPEED CONTROL FOR VACUUM PUMP AND MILK PUMP

### Requirements:

- Select the appropriate measure(s) listed below depending on your number of milking cows. If  $> 2,000$  milking cows, contact your energy advisor as you may be eligible for a custom incentive.
- Enter number of milking cows served by new equipment in Units column on the Incentive Application.
- For robotic milking operations, enter total number of milking cows served by new robot(s) with VSDs. Include quantity of VSDs on invoice if multiple are installed.
- Limit one incentive per milking operation.
- New variable speed control installations only. Redundant or backup units do not qualify.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Variable Speed Control Vacuum Pump , < 500 milking cows (Dairy Farm, Parlor, Milk House)	AG5231	\$7	Milking Cow <sup>1</sup>
Variable Speed Control Vacuum Pump, 500 - 2000 milking cows (Dairy Farm, Parlor, Milk House)	AG5232	\$5	Milking Cow <sup>1</sup>
Variable Speed Control Milk Pump (Dairy Farm, Parlor, Milk House)	AG3988	\$3	Milking Cow <sup>1</sup>

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Variable Speed Control Vacuum Pump , < 500 milking cows (Dairy Farm, Parlor, Milk House)	N-AG5231	\$7	Milking Cow <sup>1</sup>
Variable Speed Control Vacuum Pump, 500 - 2000 milking cows (Dairy Farm, Parlor, Milk House)	N-AG5232	\$5	Milking Cow <sup>1</sup>
Variable Speed Control Milk Pump (Dairy Farm, Parlor, Milk House)	N-AG3988	\$3	Milking Cow <sup>1</sup>

<sup>1</sup>Milking cows includes dry cows, excludes heifers not yet fresh.

## CUSTOM PROJECT IDEA

Talk to your Energy Advisor about custom incentives that may be available for **replacing or expanding plate cooler capacity** to match new herd size.

# COMPRESSOR AND CONDENSER FAN MOTORS

## Requirements:

- Must be used in conjunction with air-cooled condensers and compressors.
- Not eligible for installation in redundant or backup equipment.

## EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
ECM Compressor Head Fan Motor	R2306	\$30	Motor
ECM Condenser/Condensing Unit Fan Motor	R2307	\$30	Motor

## NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
ECM Compressor Head Fan Motor	N-R2306	\$30	Motor
ECM Condenser/Condensing Unit Fan Motor	N-R2307	\$30	Motor

## REMINDER

Applications must be post marked or time-stamped within **60 calendar days** of equipment installation and no later than January 31, 2024.



# OTHER SPECIALTY EQUIPMENT



## LIVESTOCK WATERERS

### Requirements:

- If replacing existing equipment, existing waterer must have heating elements.
- Low-energy waterer must have a maximum combined heating element wattage of 250W.
- Zero-energy waterer must contain no heating elements.
- Verify insulation is adequate for the location waterer is installed.
- Model number of waterer must be listed on the invoice.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Low-Energy Livestock Waterer (Heating Element Maximum of 250W)	AG2660	\$50	Waterer
Zero-Energy Livestock Waterer	AG3018	\$60	Waterer

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Zero-Energy Livestock Waterer	N-AG3018	\$60	Waterer

## PRO TIP

It is recommended to install an equipotential plane around the waterer where livestock drink.

## SWINE FARROWING CRATE HEATER

### Requirements:

- Heaters must be installed in the farrowing crates directly under or over the piglets.
- Heaters must have thermostatic controller that automatically varies the heat output according to the needs of the piglets.
- For replacement or instead of heat lamps or ceramic heaters.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Swine Farrowing Crate Heater, Single	AG4939	\$20	Heater
Swine Farrowing Crate Heater, Double	AG4940	\$40	Heater

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Swine Farrowing Crate Heater, Single	N-AG4939	\$20	Heater
Swine Farrowing Crate Heater, Double	N-AG4940	\$40	Heater

# GRAIN DRYERS



## EFFICIENT GRAIN DRYER

### Requirements:

- **Complete Tables A1-A2 of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.**
  - In the "Acres of Corn Planted" column, enter the number of acres of corn planted that will be dried in the new dryer. For Industrial grain dryers, enter the bushels of corn to be dried per year.
  - In the "Dryer Type" column, enter the type of grain dryer in use ("Continuous Cross Flow" (Includes Tower), "Continuous Flow In-Bin", "Mixed Flow", "Recirculating Cross-Flow Batch", "High Temp Batch Bin", "Batch Cross Flow")
  - In the "Bushels/Hr Drying Capacity" column, enter the observed bushel/hr drying capacity of your grain dryer at 10% moisture reduction in full heat mode (25% to 15%) for corn.
  - In the "Drying Airflow" column, enter the known programmed or total air CFM rating of the heated dryer portion of the grain dryer.
  - In the "Plenum Drying Temp" column, enter the known set temperature of your grain dryer plenum section.
  - In the "BTU/lb H<sub>2</sub>O" column, enter the BTU/lb H<sub>2</sub>O value if known or provided by the Trade Ally.
- All new grain dryers must be permanent installations that use natural gas or propane as the heating source.
- Only corn dryers are eligible.
- Installed replacement grain dryer must be new. Used or rebuilt equipment is not eligible.
- For incentive purposes, 10% moisture content reduction bushels/hour rating in full heat mode of new grain dryer should be used.
- New grain dryer must improve dryer efficiency by 250 BTU/lb H<sub>2</sub>O.
- Equipment not eligible for prescriptive incentives may be eligible for custom incentives.
- For assistance calculating the dryer efficiency or additional support, contact your Energy Advisor.
- **Manufacturer Specification Sheet of proposed grain dryer must be included with Grain Dryer Application.**
- **Dryer must include at least one of these energy-efficient features:**
  - Staged temperature (higher temperature for wettest grain)
  - Grain turners or Inverters (rotate dry grain away from plenum)
  - Differential grain speed (drying column designed to move grain next to plenum faster)
  - Varied width of drying column (narrower at top where wet grain is located)
  - Some type of grain heat recovery features
  - Advanced grain dryer operation controls
- Pre-qualification of proposed equipment is recommended. Call 800.762.7077 before you start your project to ensure equipment is eligible for an incentive.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Efficient Grain Dryer (Natural Gas or Propane)	AG3386*	\$16 per Bushel/hr drying capacity	Wet Bushel/hr at 10% Moisture Content Reduction

\* Supplemental Data Sheet needed

# IRRIGATION SYSTEMS



## IRRIGATION WELL PUMP MOTOR HORSEPOWER REDUCTION

### Requirements:

- **Complete Tables B1 and B2 of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.**
  - For the "Existing Motor Load Factor" column, enter determined motor load factor rating (Measured motor amperage at normal pump operation/motor nameplate full load amperage rating).
  - For the "Existing Motor Efficiency" column, enter existing motor nameplate efficiency rating.
  - For the "Proposed Motor Load Factor" column, enter determined motor load factor rating (Measured motor amperage at normal pump operation/motor nameplate full load amperage rating).
  - For the "Proposed Motor Efficiency" column, enter the proposed motor nameplate efficiency rating.
  - Indicate how often your well pump operates to irrigate crops during peak demand hours from 2 p.m. - 6 p.m. during June, July, August, and September.
- Project cost includes materials and labor to install new nozzle package and new motor.
- To qualify, horsepower reduction projects must consist of both re-nozzling the existing irrigation system and reducing the well pump motor horsepower.
- Must replace all the nozzles on the entire system.
- Must install nozzles that require at least 10% less horsepower at the well pump than the original nozzle package.
- Must replace pump motor and reduce motor horsepower by 10% or more.
- Well pump must be electrically powered, with energy provided by a participating electricity provider.
- This measure does not include the use of VFD control to reduce motor horsepower. See page 33 for VFD measures.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Pump Motor Horsepower Reduction	AG2434*	\$65	Reduced HP

\* Supplemental Data Sheet needed

### CUSTOM PROJECT IDEA

Additional incentives available for **pump assessments** and resulting projects. Visit [focusonenergy.com/assessments](https://focusonenergy.com/assessments) for details.

## VARIABLE TORQUE VFD

### Requirements:

- **Complete Tables E1 and E2 of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.**
  - For the "VFD Application" column, enter "Irrigation Well Pump."
  - For the "Controls Before VFD" column, enter "Outlet Control Valve," "Bypass Valve," "On/Off" or if "Other" then write in description.
  - Indicate how often your well pump operates to irrigate crops during peak demand hours from 2 p.m. - 6 p.m. during June, July, August, and September.
- VFD must be installed on a centrifugal or axial flow pump i.e., a variable torque load used to control a process on your crop farm.
- Redundant or back-up units do not qualify. Routine replacement of existing VFDs do not qualify.
- The equipment controlled by the VFD must operate a minimum of 500 hours annual and individual motors controlled by a VFD may not exceed 500 horsepower. VFDs controlling motors larger than 500 HP or that run <500 hours annually may be eligible for a custom incentive.
- Incentive is based on motor HP controlled by VFD.
- VFD speed must be automatically controlled by differential pressure, flow, temperature, or other variable signal. Units installed only to allow soft starts are not eligible.
- The system controlled must have significant load diversity that will result in savings through motor speed variation.
- VFDs 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.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
VFD, Irrigation Well Pump (≥500 Annual Operating Hours)	AG4949*	\$50	HP

\* Supplemental Data Sheet needed

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
VFD, Irrigation Well Pump (≥500 Annual Operating Hours)	N-AG4949*	\$30	HP

\* Supplemental Data Sheet needed

# INTERIOR LIGHTING



**GENERAL REQUIREMENTS:** All installations are expected to meet current Illuminating Engineering Society of North America (IESNA) recommendations for delivered light level and uniformity. Compliance is the responsibility of the installer. All fixtures installed in animal housing or milk house area must conform to National Electric Code 547 (i.e., wet or damp location gasketed fixtures). Interior fixture incentives are NOT available for new construction if applying for the Lighting Power Density (LPD) incentive. For additional lighting incentive opportunities, see the Focus on Energy Lighting Incentive Catalog at [focusonenergy.com/catalogs](http://focusonenergy.com/catalogs).



## LED HIGH PERFORMANCE TROFFER (1X4 AND 2X4)

### Requirements:

- For 1-for-1 replacement of T12 or standard T8 fluorescent fixtures as noted in measure descriptions.
- 1x4 LED products must be DLC SSL QPL listed (TRT V5.1 or higher) in either the "1X4 Luminaires for Ambient Lighting of Interior Commercial Spaces," "Linear Retrofit Kits for 1X4 Luminaires" or "Integrated Retrofit Kits for 1X4 Luminaires" primary use categories.
- 2x4 LED products must be DSL SSL QPL listed (TRT V5.1 or higher) in either the "2X4 Luminaires for Ambient Lighting of Interior Commercial Spaces," "Linear Retrofit Kits for 2X4 Luminaires" or "Integrated Retrofit Kits for 2X4 Luminaires" primary use categories.
- Other LED configurations may qualify for a custom incentive.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
1X4 or 2X4 LED, ≤43W, replacing 1- or 2-lamp T8 or T12 troffer	L5459	\$4	Fixture
2X4 LED, ≤55W, replacing 3- or 4-lamp T8 or T12 troffer	L3111	\$18	Fixture

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
1X4 or 2X4 LED, ≤43W, replacing 1- or 2-lamp T8 or T12 troffer	N-L5459	\$4	Fixture
2X4 LED, ≤55W, replacing 3- or 4-lamp T8 or T12 troffer	N-L3111	\$18	Fixture



## LED HIGH PERFORMANCE TROFFER (2X2)

### Requirements:

- Must be DLC SSL QPL listed (TRT V5.1 or higher) in either the "2X2 Luminaires for Ambient Lighting of Interior Commercial Spaces," "Linear Retrofit Kits for 2X2 Luminaires" or "Integrated Retrofit Kits for 2X2 Luminaires" primary use categories.
- 2G11 base lamps replaced must have a nominal lamp wattage between 40-55 watts.
- Other LED configurations may qualify for a custom incentive.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
2X2 LED, ≤36W, replacing Fixture with 2 or more T8 or T12 Lamps	L3400	\$7	Fixture
2X2 LED, ≤85W, replacing Fixture with 2 or more 2G11 base Lamps	L3401	\$15	Fixture

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
2X2 LED, ≤36W, replacing Fixture with 2 or more T8 or T12 Lamps	N-L3400	\$7	Fixture
2X2 LED, ≤85W, replacing Fixture with 2 or more 2G11 base Lamps	N-L3401	\$15	Fixture

## CUSTOM PROJECT IDEA

Talk to your Energy Advisor about custom incentives that may be available for **other LED configurations**.





## LED LINEAR AMBIENT FIXTURES

### Requirements:

- Must be DLC SSL QPL listed (TRT V5.1 or higher) in either “Direct Linear Ambient Luminaires,” “Linear Ambient Luminaires w/Indirect component,” “Retrofit Kits for Direct Linear Ambient Luminaires” or “Specialty: Hazardous Direct Linear Ambient Luminaires” primary use categories. Fixtures ENERGY STAR® listed as under cabinet, cove, or linear strip are also eligible, provided they are a linear product and meet the wattage limits in the table below.
- Fixtures which are DLC SSL QPL listed (TRT V5.1 or higher) in the Low-Bay General Application Category or the “Stairwell and Passageway Luminaires” primary use category are also eligible, provided they have a linear profile and meet the W/FT requirements in the table below.
- For replacements, overall LED fixture length must match existing fluorescent fixture length, other LED configurations may qualify for a custom incentive.
- This incentive is for the 1-for-1 replacement of surface mount or suspended linear T5, T8 or T12 fluorescent fixtures.
- Recessed troffers (2X2, 1X4 and 2X4) and LED replacement lamps are not eligible under these incentives.
- Fixtures that use a 2 lamp wide by 2 lamp long configuration (such as four 4-foot lamps to make an 8-foot fixture) should apply for L5445 for 1 or 2 lamp(s) in Cross Section.

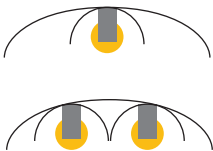
### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
LED Fixture ≤10W/FT Replacing 1- or 2-lamp T5, T8 or T12 Lamp(s) in Cross Section	L5445	\$1	Linear Foot
LED Fixture ≤24W/FT replacing 3- or 4-lamp T8 or T12 Lamps in Cross Section	L5448	\$2.50	Linear Foot

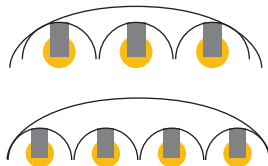
### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
LED Fixture ≤10W/FT Replacing 1- or 2-lamp T5, T8 or T12 Lamp(s) in Cross Section	N-L5445	\$1	Linear Foot
LED Fixture ≤24W/FT replacing 3- or 4-lamp T8 or T12 Lamps in Cross Section	N-L5448	\$2.50	Linear Foot

1 or 2 lamp  
cross section



3 or 4 lamp  
cross section



## LED RETROFIT OF 8 FOOT FIXTURES

### Requirements:

- Retrofit kit must be replacing an 8' fixture housing 8' lamps. The new 4' lamps must be DLC SSL QPL listed (TRT V5.0 or higher) and <24W per lamp.
- 4' Tubular LED (TLED) lamps must be DLC SSL QPL listed (TRT V5.0 or higher) in one of the following primary use categories:
  - Replacement Lamps (“Plug and Play”) (UL Type A)
  - Internal Driver/Line Voltage (UL Type B) Lamps
  - 2-lamp External Driver (UL Type C) Lamps
  - 3-lamp External Driver (UL Type C) Lamps
  - 4-lamp External Driver (UL Type C) Lamps
  - Dual Mode Internal Driver (UL Type A or B)
- Installed equipment must be a complete retrofit kit including, but not limited to, sockets, socket brackets and/or channel covers. Detail must be provided on invoicing and spec sheets.
- 4' TLED lamp only upgrades can be found on page 18 of the Lighting Catalog.
- **UL TYPE B PRODUCTS** – By signing the application, customers agree that necessary steps have been taken to ensure product, luminaire and maintenance safety.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
4' 2-lamp TLED <24W replacing 8' 1-lamp T8 or T12	L4314	\$7.50	Fixture
4' 2-lamp TLED <24W replacing 8' 1-lamp T8HO or T12HO	L4317	\$7.50	Fixture
4' 4-lamp TLED <24W replacing 8' 2-lamp T8 or T12	L4320	\$13	Fixture
4' 4-lamp TLED <24W replacing 8' 2-lamp T8HO or T12HO	L4323	\$15	Fixture
4' 2-lamp TLED <24W replacing 8' 2-lamp T8 or T12	L4326	\$18	Fixture
4' 2-lamp TLED <24W replacing 8' 2-lamp T8HO or T12HO	L4329	\$20	Fixture



## LED HIGH AND LOW BAY LIGHTING

### Requirements:

- Retrofit products must be DLC SSL QPL listed (TRT V5.1 or higher) under the High-Bay or Low-Bay General Application category and be permanently wired or applicable cord and plug.
- New fixtures must be DLC SSL QPL listed (TRT V5.1 or higher) under the High-Bay or Low-Bay General Application category.
- Fixtures for low-bay applications may use products that are DLC SSL QPL listed (TRT V5.1 or higher) in the linear ambient category if they provide sufficient lighting levels and meet the wattage limitations in the table below.
- Must be a 1-for-1 replacement. Incentive is per fixture replaced.
- LEDs replacing existing HID fixtures less than 250W may qualify for a custom incentive.
- Integral ballast screw-based lamp retrofit products are not eligible for this incentive. Refer to page 17 of the Lighting Catalog for High/Low-Bay Mogul Screw-base (E39) LED lamps.
- Long-Day Lighting fixtures for dairy applications are eligible for this incentive.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
≤155W LED, replacing 250W HID	AG4695	\$55	Fixture
≤250W LED, replacing 320-399W HID	AG4696	\$60	Fixture
≤250W LED, replacing 400W HID	AG4697	\$90	Fixture
≤365W LED, replacing 400W HID	AG4698	\$55	Fixture
≤180W LED, replacing 6L T8 or 4L T5HO	AG4701	\$55	Fixture
≤250W LED, replacing 8L T8 or 6L T5HO	AG4702	\$75	Fixture

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
≤155W LED, replacing 250W HID	N-AG4695	\$55	Fixture
≤250W LED, replacing 320-399W HID	N-AG4696	\$60	Fixture
≤180W LED, replacing 6L T8 or 4L T5HO	N-AG4701	\$55	Fixture
≤250W LED, replacing 8L T8 or 6L T5HO	N-AG4702	\$75	Fixture

## CUSTOM PROJECT IDEA

Talk to your Energy Advisor about custom incentives that may be available for **installing DLC-listed fixtures** in a different category than what they are listed (i.e., exterior fixture used in high bay application).



## LED DOWNLIGHTS

### Requirements:

- Complete Table C of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.
- Fixtures must be listed on ENERGY STAR as a "Downlight Recessed," "Downlight Solid State Retrofit," "Downlight Surface Mount," "Ceiling Mount" or "LED Surface Mount Ceiling Retrofit" fixture type and be intended for commercial use. Fixtures that are intended for residential use may be used in multifamily buildings.
- For replacement of incandescent, CFL or HID fixtures in interior applications.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
LED Downlight Fixtures replacing Incandescent, CFL or HID fixture (See system wattage table on pg. 7 for baseline inputs)	L4354*	\$0.11	Watt Reduced

\* Supplemental Data Sheet needed

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
LED Downlight Fixtures replacing Incandescent, CFL or HID fixture (See system wattage table on pg. 7 for baseline inputs)	N-L4354*	\$0.11	Watt Reduced

\* Supplemental Data Sheet needed

## EXAMPLE

### LED Downlights

Use this example when applying for LED Downlights. Reference this table when filling out Supplemental Data Table C.

LOCATION	INCENTIVE CODE	TYPE OF EXISTING EQUIPMENT	(A) ROUNDED WATTAGE OF EXISTING EQUIPMENT PER FIXTURE	(B) QUANTITY OF EXISTING EQUIPMENT	TYPE OF NEW EQUIPMENT	(C) ROUNDED WATTAGE OF NEW EQUIPMENT PER FIXTURE	(D) QUANTITY OF NEW EQUIPMENT	(E) WATTS REDUCED PER FIXTURE (A - C)	(F) INCENTIVE PER WATT REDUCED (\$/WATT REDUCED)	REQUESTED INCENTIVE (D X E X F)
Office	L4354	21 32W CFL	70	5	10W Led Downlight	11	5	59	\$0.11/W Reduced	\$32.45



## LED HIGH AND LOW BAY MOGUL SCREW-BASE (E39) LAMP

### Requirements:

- Complete Table C of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.
- Must be DLC SSL QPL listed (TRT V5.0 or higher) in one of the following primary use categories:
  - Replacement Lamps for High-Bay Luminaires (UL Type B)
  - Replacement Lamps for Low-Bay Luminaires (UL Type B)
  - Replacement Lamps for High-Bay Luminaires (UL Type C)
  - Replacement Lamps for Low-Bay Luminaires (UL Type C)
  - Replacement lamps must be installed in high- or low-bay luminaires only.
- Replacement lamps must be installed in high or low bay luminaires only.
- Interior medium screw-base (E26) lamps may be eligible if E39 option is DLC listed. Contact Focus on Energy for assistance.
- Reference default system wattage table for common HID systems on page 7 for baseline input. Contact Focus on Energy for any system not listed.
- Existing incandescent or high-wattage CFL upgrades are also eligible for this incentive.
- UL TYPE B PRODUCTS – By signing the application, customers agree that necessary steps have been taken to ensure product, luminaire and maintenance safety.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Mogul Screw-Base (E39) replacing existing E39 base lamp	AG4703*	\$0.20	Watts Reduced

\* Supplemental Data Sheet needed

## CUSTOM PROJECT IDEA

Talk to your Energy Advisor about custom incentives that may be available for **redesigning your lighting layout** (not 1-for-1 replacements).



## LED LAMPS

### Requirements:

- Must be DLC SSL QPL Listed (TRT V5.1 or higher) in one of the following:
  - Four-Foot Linear Replacement Lamps General Application Category
  - T5/T5HO Four-Foot-Linear Replacement Lamps General Application Category
  - U-Bend Replacement Lamps General Application Category
  - Two-Foot Linear Replacement Lamps General Application Category
  - Eight-Foot Linear Replacement Lamps General Application Category
- UL Type A, B, and C lamps are eligible.
- LED replacement lamps DLC listed as "Dual Mode Internal Drive (UL Type A or B)" may apply for the measure by which they are installed.
- **UL Type B Products - By signing the application, customers agree that necessary steps have been taken to ensure product, luminaire and maintenance safety.**
- Measures MAY NOT be combined with fixture incentives.
- Measures are not intended for refrigerated display case applications.
- Refer to page 25 of the Lighting Catalog for exterior TLED measures.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
4' or U-Bend TLED ≤24W, replacing 4' or U-Bend T5, T8 or T12 Lamp	L5451	\$1.50	Lamp
4' TLED, replacing 4' T5HO Lamp	L5452	\$3.00	Lamp
2' TLED, replacing 2' T8 or T12 Lamp	L5453	\$1.25	Lamp
8' TLED, replacing 8' T8 or T12 Lamp	L5454	\$3.00	Lamp

**Incentive is limited to 50% of the retail product cost. Product cost is the amount paid by the customer for qualifying equipment, excluding any Focus on Energy incentive credit, shipping and sales tax.**

### REMINDER

Exact model numbers and manufacturer of equipment installed must be identified on invoicing and any qualified product list, when required. For Focus on Energy's Private Label policy, see page 7 of the Agribusiness Incentive Catalog.

### REMINDER

Customers looking for incentives for their new construction project should use the Lighting Power Density (LPD) measure. See page 21 for details.



# INTERIOR NEW CONSTRUCTION LIGHTING POWER DENSITY (LPD) REDUCTION

Incentives are available for new construction and major renovations where Lighting Power Density (LPD) thresholds would apply. Projects participating in this offering are **NOT** eligible for individual interior lighting measures.

## Requirements:

- **Complete Table D of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.**
  - For "Square Footage," enter total square footage of interior space being illuminated.
  - For "Hours of Use (HOU)," use default hours = 3,968.
  - For "Baseline W/ft2," enter Baseline Lighting Power Density (LPD) value from table below based on building description type.
  - For "New System Wattage", enter total wattage for interior lighting solution as defined in IECC 2015.
  - The "New System W/ft2" is: "New System Wattage" / "Square Footage."
  - The "W/ft2 Reduced" is: "Baseline W/ft2" - "New System W/ft2."
  - The "kWh Reduced" is: ("Square Footage" x "HOU" x "W/ft2 Reduced") / 1000.
  - The "Incentive Rate" is: \$0.04/kWh Reduced.
  - The "Requested Incentive" is: "kWh Reduced" x "Incentive Rate."
- Incentives are based on Lighting Power Density (LPD) Baseline values provided in the table below (sources cited).
- Lighting levels should meet the recommendations stated on page 6 in Focus on Energy's Energy Efficiency Best Practices Guide: Agriculture.
- If your Building Type Baseline LPD is not listed in the LPD table below, contact an Energy Advisor for assistance.
- Upon project completion, the following must be included in addition to standard application requirements:
  - Documentation to verify square footage as-built (COMcheck or professional floorplan with dimensions).
  - Documentation to verify total connected wattage as-built (COMcheck or professional lighting layout indicating where fixtures are installed PLUS fixture cut sheets for all installed fixtures).

## NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Lighting Power Density (LPD) better than code requirements	N-L4948	\$0.04	kWh Reduced

BUILDING TYPE DESCRIPTION	BASLINE LPD (W/FT <sup>2</sup> )
Non-Dairy Livestock Housing, Holding Area, Machine Storage	0.21 <sup>1</sup>
Free Stall, Tie Stall Feed Alley, Milking Parlor, Milk Room, General Animal Care Area, Utility Room, Loading and Storage Areas, Restroom	0.5 <sup>2</sup>
Operator's Pit (at udder), Office Area at Desk Top, Farm Shop/Repair Area	0.82 <sup>3</sup>
Manual Wash Sink, Treatment or Surgery Area	1.19 <sup>4</sup>

<sup>1</sup> Based on IECC 2015 LPD for Parking Garages. Table C405.4.2 (1) (Interior Lighting Power Allowances: Building Area Method)

<sup>2</sup> Based on Historical Focus on Energy Agricultural Lighting projects, 1.3M ft<sup>2</sup> in 2017.

<sup>3</sup> Based on IECC 2015 LPD for Offices. Table C405.4.2 (1) (Interior Lighting Power Allowances: Building Area Method)

<sup>4</sup> Based on IECC 2015 LPD for Workshops. Table C405.4.2 (1) (Interior Lighting Power Allowances: Building Area Method)

## NEED HELP?

Call **800.762.7077** for assistance.

# EXTERIOR LIGHTING



**GENERAL REQUIREMENTS:** Incentives are available for replacing or retrofitting existing high intensity discharge (HID) fixtures with light emitting diode (LED) fixtures as described in each of the sections below. Existing fixture operation must be dusk-to-dawn (4,380 annual hours) unless otherwise noted. **Manufacturer and model number(s) are required. Product categories listed below do not imply equivalence – all installations are expected to meet current IESNA recommendations for delivered light level and uniformity. Compliance is the responsibility of the installer.**

For additional lighting incentive opportunities not shown below, see the Focus on Energy Lighting catalog at [focusonenergy.com/catalogs](http://focusonenergy.com/catalogs).



## EXTERIOR LED AREA FIXTURES & RETROFIT KITS

### Requirements:

- **Must be DLC SSL QPL listed (TRT V5.1 or higher) in an "Outdoor" General Application category.**
- Must be permanently wired. Integral ballast screw-based lamp retrofit products of any technology are not eligible for these incentives. Refer to page 24 of the Lighting Catalog for Exterior Mogul Screw-base (E39) LED lamps.
- Stadium lighting is not eligible for prescriptive incentives. Contact your Energy Advisor to determine eligibility for a custom incentive.
- **Customers applying for municipal roadway lighting MUST submit a copy of utility bill verifying customer is on a utility rate for customer owned street lights. Utility owned street lights are not eligible for incentives.**
- Low/Mid/High/Very High output for incentive eligibility is based on the text in the "General Application" field under the "Product Categorization" heading of the DLC listing for the specific product that was installed. Do not use "Reported Light Output" or "Tested Light Output" from "Product Overview" heading of the DLC listing or the manufacturer spec sheet lumens to determine the light output level for the incentive. Occasionally products may be listed in a General Application that doesn't quite match it's lumen output in order to keep related fixtures (e.g., same general model but different color temperatures) all within the same General Application.
- For stairwell/passageway fixtures, see page 16 of the Lighting Catalog for specific offering.
- **Fixtures equipped with light shields to prevent light from leaving the property can be considered eligible, even if not DLC listed, if the equivalent fixture without the shield is DLC listed.**
- For fixtures with field adjustable lighting output, refer to Field Adjustable Lighting Output Guidance on page 7 for additional requirements.
- **For new construction fixtures with networked lighting controls, controls must be DLC NLC QPL listed (NLC5 or higher).**

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	General Application Category	Code	Incentive	Unit
<b>Area Fixtures &amp; Retrofit Kits:</b>	DLC Category: Outdoor – Low Output	L4280	\$18	Fixture
• Outdoor Pole-Mounted	DLC Category: Outdoor – Mid Output	L4281	\$30	Fixture
• Outdoor Decorative Area & Post-Top	DLC Category: Outdoor – High Output	L4282	\$60	Fixture
• Parking Garage & Canopy/Soffit	DLC Category: Outdoor – Very High Output	L4283	\$150	Fixture
• Outdoor Wall-Mounted				
• Outdoor Flood & Spot				
• Bollards				

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	General Application Category	Code	Incentive	Unit
<b>Area Fixtures &amp; Retrofit Kits:</b>	DLC Category: Outdoor – Low Output	N-L4280	\$10	Fixture
• Outdoor Pole-Mounted	DLC Category: Outdoor – Mid Output	N-L4281	\$20	Fixture
• Outdoor Decorative Area & Post-Top	DLC Category: Outdoor – High Output	N-L4282	\$50	Fixture
• Parking Garage & Canopy/Soffit	DLC Category: Outdoor – Very High Output	N-L4283	\$120	Fixture
• Outdoor Wall-Mounted				
• Outdoor Flood & Spot				
• Bollards				

## REMINDER

Exact model numbers and manufacturer of equipment installed must be identified on invoicing and any qualified product list, when required. For Focus on Energy's Private Label policy, see page 7 of the Agribusiness Incentive Catalog.

## CUSTOM PROJECT IDEA

Talk to your Energy Advisor about custom incentives that may be available for **redesigning your lighting layout** (not 1-for-1 replacements).



## EXTERIOR LED DOWNLIGHTS

### Requirements:

- Complete Table C of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.
- Fixture must be listed on ENERGY STAR as a "Downlight Recessed," "Downlight Solid State Retrofit" or "Downlight Surface Mount" fixture type and be intended for commercial use.
- For replacement of incandescent, CFL or HID fixtures in exterior applications.
- For new construction applications, use the proposed LED fixture wattage times 2.5 for the baseline.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
LED Downlight Fixtures replacing Incandescent, CFL or HID fixture (See system wattage table on pg. 7 for baseline inputs)	L4356*	\$0.11	Watt Reduced

\* Supplemental Data Sheet needed

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
LED Downlight Fixtures instead of incandescent, CFL or HID fixture	N-L4356*	\$0.10	Watt Reduced

\* Supplemental Data Sheet needed

## EXAMPLE

### LED Downlights

Use this example when applying for LED Downlights. Reference this table when filling out Supplemental Data Table C.

LOCATION	INCENTIVE CODE	TYPE OF EXISTING EQUIPMENT	(A) ROUNDED WATTAGE OF EXISTING EQUIPMENT PER FIXTURE	(B) QUANTITY OF EXISTING EQUIPMENT	TYPE OF NEW EQUIPMENT	(C) ROUNDED WATTAGE OF NEW EQUIPMENT PER FIXTURE	(D) QUANTITY OF NEW EQUIPMENT	(E) WATTS REDUCED PER FIXTURE (A - C)	(F) INCENTIVE PER WATT REDUCED (\$/WATT REDUCED)	REQUESTED INCENTIVE (D X E X F)
Office	L4356	21 32W CFL	70	5	10W Led Downlight	11	5	59	\$0.11/W Reduced	\$32.45



## EXTERIOR LED LINEAR AMBIENT FIXTURES

### Requirements:

- Must be DLC SSL QPL listed (TRT V5.1 or higher) in either "Direct Linear Ambient Luminaires," "Linear Ambient Luminaires w/Indirect component," "Retrofit Kits for Direct Linear Ambient Luminaires" or "Specialty: Hazardous Direct Linear Ambient Luminaires" primary use categories. Fixtures ENERGY STAR listed as "Outdoor Ceiling Mount" may also be eligible. Contact Focus on Energy for details.
- This incentive is for the 1-for-1 replacement of surface mount or suspended linear T5, T8 or T12 fluorescent fixtures.
- Overall LED fixture length must match existing fluorescent fixture length; other LED configurations may qualify for a custom incentive.
- Fixtures that use a 2 lamp wide by 2 lamp long configuration (such as four 4-foot lamps to make an 8-foot fixture) should apply for L5447 or L5446 for 1 or 2 lamp(s) in Cross Section.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
LED Fixture ≤10W/FT replacing 1- or 2-lamp T5, T8 or T12 Lamp(s) in Cross Section	24 Hour: L5447 Dusk to Dawn: L5446	\$2	Linear Foot
LED Fixture ≤24W/FT instead of 3- or 4-lamp T8 or T12 Lamps in Cross Section	24 Hour: L5450 Dusk to Dawn: L5449	\$5	Linear Foot

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
LED Fixture ≤10W/FT instead of 1- or 2-lamp T8 or T12 Lamp(s) in Cross Section	24 Hour: N-L5447 Dusk to Dawn: N-L5446	\$1	Linear Foot
LED Fixture ≤24W/FT instead of 3- or 4-lamp T8 or T12 Lamps in Cross Section	24 Hour: N-L5450 Dusk to Dawn: N-L5449	\$3	Linear Foot



## LED RETROFIT OF EXTERIOR 8 FOOT FIXTURES

### Requirements:

- Retrofit kit must be replacing an 8' fixture housing 8' lamps. The new 4' lamps must be DLC listed and <24W per lamp.
- 4' Tubular LED (TLED) lamps must be DLC SSL QPL listed (TRT V5.1 or higher) in one of the following primary use categories:
  - Replacement Lamps ("Plug and Play") (UL Type A)
  - Internal Driver/Line Voltage (UL Type B) Lamps
  - 2-lamp External Driver (UL Type C) Lamps
  - 3-lamp External Driver (UL Type C) Lamps
  - 4-lamp External Driver (UL Type C) Lamps
  - Dual Mode Internal Driver (UL Type A or B)
- Installed equipment must be a complete retrofit kit including, but not limited to sockets, socket brackets and/or channel covers. Detail must be provided on invoicing and spec sheets.
- 4' TLED lamp exterior upgrades can be found on page 25 of the Lighting Catalog.
- **UL TYPE B PRODUCTS** – By signing the application, customers agree that necessary steps have been taken to ensure product, luminaire and maintenance safety.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
4' 2-lamp TLED <24W replacing 8' 1-lamp T8 or T12	24 Hour: L4316 Dusk to Dawn: L4315	\$10	Fixture
4' 2-lamp TLED <24W replacing 8' 1-lamp T8HO or T12HO	24 Hour: L4319 Dusk to Dawn: L4318	\$10	Fixture
4' 4-lamp TLED <24W replacing 8' 2-lamp T8 or T12	24 Hour: L4322 Dusk to Dawn: L4321	\$12.50	Fixture
4' 4-lamp TLED <24W replacing 8' 2-lamp T8HO or T12HO	24 Hour: L4325 Dusk to Dawn: L4324	\$12.50	Fixture
4' 2-lamp TLED <24W replacing 8' 2-lamp T8 or T12	24 Hour: L4328 Dusk to Dawn: L4327	\$22.50	Fixture
4' 2-lamp TLED <24W replacing 8' 2-lamp T8HO or T12HO	24 Hour: L4331 Dusk to Dawn: L4330	\$22.50	Fixture



## EXTERIOR LED MOGUL SCREW-BASE (E39) LAMP

### Requirements:

- Complete Table C of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.
- Must be DLC SSL QPL listed (TRT V5.1 or higher) in one the following exterior primary use categories:

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	General Application Category
Replacement Lamps	Outdoor Pole/Arm-Mounted Area and Roadway Luminaires UL Type B
	UL Type C
	Outdoor Pole/Arm-Mounted Decorative Luminaires UL Type B
	UL Type C
	Outdoor Full-Cutoff Wall-Mounted Area Luminaires UL Type B
	UL Type C
	Parking Garage Luminaires UL Type B
	UL Type C
	Fuel Pump Canopy Luminaires UL Type B

### Requirements:

- Exterior medium screw-base (E26) lamps may be eligible for L3963 if E39 option is DLC listed or may be eligible for a custom incentive if no E39 option is available. Contact Focus on Energy for assistance.
- Existing incandescent or high-wattage CFL upgrades are also eligible for this incentive.
- Reference default system wattage table for common HID systems on page 7 for baseline input. Contact Focus on Energy for any system not listed.
- **UL TYPE B PRODUCTS** – By signing the application, customers agree that necessary steps have been taken to ensure product, luminaire and maintenance safety.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Mogul Screw-in Base (E39) replacing existing E39 base lamp	L3963*	\$0.15	Watts Reduced

\* Supplemental Data Sheet needed



## LED LAMPS

### Requirements:

- Must be DLC SSL QPL listed (TRT V5.0 or higher) in one of the following:
  - Four-Foot Linear Replacement Lamps General Application Category
  - T5/T5HO Four-Foot-Linear Replacement Lamps General Application Category
  - U-Bend Replacement Lamps General Application Category
  - Eight-Foot Linear Replacement Lamps General Application Category
- UL Type A, B, and C lamps are eligible.
- LED replacement lamps DLC listed as "Dual Mode Internal Drive (UL Type A or B)" may apply for the measure by which they are installed.
- **UL Type B Products - By signing the application, customers agree that necessary steps have been taken to ensure product, luminaire and maintenance safety.**
- Measures MAY NOT be combined with fixture incentives.
- Measures are not intended for refrigerated display case applications.
- Refer to page 18 of the Lighting Catalog for interior TLED measures.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
4' or U-Bend TLED ≤24W, replacing 4' or U-Bend T5, T8 or T12 Lamp	24 Hour: L5455 Dusk to Dawn: L4352	\$1.50	Lamp
8' TLED, replacing 8' T8 or T12 Lamp	24 Hour: 5457 Dusk to Dawn: 5458	\$3	Lamp

Incentive is limited to 50% of the retail product cost. Product cost is the amount paid by the customer for qualifying equipment, excluding any Focus on Energy incentive credit, shipping and sales tax.

# HORTICULTURAL LIGHTING



## GENERAL REQUIREMENTS:

- Non-stacked indoor farms and supplemented greenhouses are eligible for incentives. Vertical farming may qualify for custom incentives. Contact your Energy Advisor for additional information.
  - Non-stacked indoor farm: An indoor farming facility, such as a warehouse or other building, with only one layer of plants where there is no significant source of light besides electric lighting fixtures.
  - Supplemented greenhouse: Greenhouse using electric lighting to extend the hours of daylight, increase low levels of sunlight on cloudy days or disrupt periods of darkness to alter plant growth.
- New fixtures must be DLC listed in the Horticultural Lighting category or meet the following requirements:
  - Photosynthetic Photon Efficacy (PPE)  $\geq 2.2 \mu\text{mol/J}$ .
  - Minimum warranty of five years.
  - Appropriate horticultural lighting designation by OSHA Nationally Recognized Testing Laboratories or Safety Compliance and Consulting Corporation.

## HORTICULTURAL FIXTURE UPGRADE

### Requirements:

- 1-for-1 fixture replacements at existing buildings only.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
<700W LED replacing 1000W HID, Non-Stacked Indoor Farm	AG5024	\$120	Fixture
<400W LED replacing 600W HID, Non-Stacked Indoor Farm	AG5025	\$80	Fixture
<700W LED replacing 1000W HID, Supplemented Greenhouse	AG5026	\$80	Fixture
<400W LED replacing 600W HID, Supplemented Greenhouse	AG5027	\$60	Fixture
<250W LED replacing 400W HID, Supplemented Greenhouse	AG5028	\$50	Fixture

## HORTICULTURAL GROW LIGHT SYSTEM

### Requirements:

- **Pre-approval is required. Call 800.762.7077 before you start your project. Pre-approval is considered complete once an incentive agreement is signed by the customer and returned to Focus on Energy.**
- Documentation required for pre-approval:
  - Two lighting design options, including a non-LED (such as fluorescent or HID) and LED option.
  - Both systems must yield equivalent Photosynthetic Photon Flux Density (PPFD).
  - System comparison must result in at least a 30% reduction in kWh to qualify.
  - Completion of Horticultural Lighting Workbook. A copy can be downloaded at [focusonenergy.com/agribusiness](https://focusonenergy.com/agribusiness).



### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Grow Light System, Non-Stacked Indoor Farm	AG5032	\$0.06	kWh saved
Grow Light System, Supplemented Greenhouse	AG5033	\$0.06	kWh saved

Incentive is limited to 50% of the project cost, including equipment and external labor.

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Grow Light System, Non-Stacked Indoor Farm	N-AG5032	\$0.06	kWh saved
Grow Light System, Supplemented Greenhouse	N-AG5033	\$0.06	kWh saved

Incentive is limited to 50% of the project cost, including equipment and external labor.



# FANS



## HIGH-VOLUME LOW-SPEED FAN

### Requirements:

- Enter diameter (in feet) in Units column on the Incentive Application.
  - If installing multiple fans, enter number of fans and fan diameter (in feet). For example, 5 fans x 16 feet each.
- Minimum 16 feet fan diameter. For fans less than 16 feet, contact Focus on Energy at 800.762.7077 for more information.
- Submit fan specification sheet with application.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
High-Volume Low-Speed (HVLS) Fan	AG3998	\$50	Fan Diameter (feet)

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
High-Volume Low-Speed (HVLS) Fan	N-AG3998	\$50	Fan Diameter (feet)

## VENTILATION/EXHAUST FAN — DAIRY APPLICATION

### Requirements:

- Variable speed must be automatically controlled by temperature.
- Variable speed fans are not eligible for other variable frequency drive incentives.
- Full fan model number and fan diameter must be included on invoice.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Ventilation/Exhaust Fan, Dairy, $\geq 48$ " with Variable Speed	AG5089	\$250	Fan

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Ventilation/Exhaust Fan, Dairy, $\geq 48$ " with Variable Speed	N-AG5089	\$250	Fan

## VENTILATION/EXHAUST FAN — OTHER APPLICATION (NON-DAIRY)

### Requirements:

- **Product must meet the performance requirements below.**
  - 36 to 47 inch fans must be greater than or equal to 17.0 cfm/watt at 0.10 inches of static pressure.
  - $\geq 48$  inch fans must be greater than or equal to 21.0 cfm/watt at 0.10 inches of static pressure.
  - Variable speed fans do not have a minimum performance requirement.
- **Test report must be included with Fan Application for MMIDs AG5093 and AG5094 to verify performance. Acceptable test report sources include Bio-Environmental and Structural Systems (BESS) labs, an accredited Air Movement and Control Association (AMCA) testing facility or other third party lab in accordance with AMCA/ANSI 210 or 230 test procedures.**
- Must operate a minimum of 4,000 hours annually to be eligible.
- Variable speed must be automatically controlled by temperature.
- Variable speed fans are not eligible for other variable frequency drive incentives.
- **Full fan model number and fan diameter must be included on invoice.**

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Ventilation/Exhaust Fan, Other (non-dairy), 36-47" (17.0 cfm/watt)	AG5093	\$75	Fan
Ventilation/Exhaust Fan, Other (non-dairy), $\geq 48$ " (21.0 cfm/watt)	AG5094	\$100	Fan
Ventilation/Exhaust Fan, Other (non-dairy), $\geq 48$ " with Variable Speed	AG5095	\$250	Fan

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Ventilation/Exhaust Fan, Other (non-dairy), 36-47" (17.0 cfm/watt)	N-AG5093	\$75	Fan
Ventilation/Exhaust Fan, Other (non-dairy), $\geq 48$ " (21.0 cfm/watt)	N-AG5094	\$100	Fan
Ventilation/Exhaust Fan, Other (non-dairy), $\geq 48$ " with Variable Speed	N-AG5095	\$250	Fan

## CIRCULATION FAN — DAIRY APPLICATION

### Requirements:

- **Product must meet the performance requirements below.**
  - 36 to 47 inch fans must be greater than or equal to 20.0 lbf/kW.
  - $\geq 48$  inch fans must be greater than or equal to 24.5 lbf/kW.
- **Test report must be included with Fan Application to verify performance. Acceptable test report sources include Bio-Environmental and Structural Systems (BESS) labs, an accredited Air Movement and Control Association (AMCA) testing facility or other third party lab in accordance with AMCA/ANSI 210 or 230 test procedures.**
- **Full fan model number and fan diameter must be included on invoice.**

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Circulation Fan, Dairy, 36-47" (20.0 lbf/kW)	AG5086	\$40	Fan
Circulation Fan, Dairy, $\geq 48$ " (24.5 lbf/kW)	AG5087	\$50	Fan

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Circulation Fan, Dairy, 36-47" (20.0 lbf/kW)	N-AG5086	\$40	Fan
Circulation Fan, Dairy, $\geq 48$ " (24.5 lbf/kW)	N-AG5087	\$50	Fan

## CIRCULATION FAN — OTHER APPLICATION (NON-DAIRY)

### Requirements:

- **Product must meet the performance requirements below.**
  - 24 to 35 inch fans must be greater than or equal to 15.8 lbf/kW.
  - 36 to 47 inch fans must be greater than or equal to 20.0 lbf/kW.
  - $\geq 48$  inch fans must be greater than or equal to 24.5 lbf/kW.
- **Test report must be included with Fan Application to verify performance.** Acceptable test report sources include Bio-Environmental and Structural Systems (BESS) labs, an accredited Air Movement and Control Association (AMCA) testing facility or other third party lab in accordance with AMCA/ANSI 210 or 230 test procedures.
- Must operate a minimum of 4,000 hours annually to be eligible.
- **Full fan model number and fan diameter must be included on invoice.**

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Circulation Fan, Other (non-dairy), 24-35" (15.8 lbf/kW)	AG5090	\$25	Fan
Circulation Fan, Other (non-dairy), 36-47" (20.0 lbf/kW)	AG5091	\$40	Fan
Circulation Fan, Other (non-dairy), $\geq 48$ " (24.5 lbf/kW)	AG5092	\$50	Fan

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Circulation Fan, Other (non-dairy), 24-35" (15.8 lbf/kW)	N-AG5090	\$25	Fan
Circulation Fan, Other (non-dairy), 36-47" (20.0 lbf/kW)	N-AG5091	\$40	Fan
Circulation Fan, Other (non-dairy), $\geq 48$ " (24.5 lbf/kW)	N-AG5092	\$50	Fan

# VARIABLE FREQUENCY DRIVES



## VARIABLE TORQUE VFD

### Requirements:

- **Complete Table E1 of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for these measures. Complete Table E2 for "Irrigation Well Pump" (AG4949).**
  - For the "VFD Application" column, enter "Primary Use Water Pump," "Secondary Use Water Pump," "Irrigation Well Pump," "Ventilation/Circulation Fan," or "Process Pump."
  - For the "Controls Before VFD" column, enter "Outlet Control Valve," "Bypass Valve," "Discharge Damper," "Inlet Guide Vanes," "On/Off," "None," or if "Other" then write in a brief description.
- Primary Use Water System includes any direct well water pumping for waterer or cleaning needs.
- Secondary Use Water System includes a pump distributing the warm water from the output of a well water plate-cooler for reuse purposes.
- Process Pump category can include a slurry pump or other process driven pump needs on a farm.
- VFD must be installed on a centrifugal or axial flow pump or fan, i.e., a variable torque load used to control a process on your farm.
- See measure descriptions below for minimum annual operating hours for each VFD application.
- The pump or fan may not exceed 500 horsepower.
- Redundant or back-up units do not qualify. Routine replacement of existing VFDs do not qualify.
- Individual motors controlled by a VFD may not exceed 500 horsepower. VFDs controlling motors larger than 500 HP may be eligible for a custom incentive.
- VFD speed must be automatically controlled by differential pressure, flow, temperature, or other variable signal. Units installed only to allow soft starts are not eligible.
- The system controlled must have significant load diversity that will result in savings through motor speed variation.
- Incentives for Ventilation/Circulation Fan VFDs (MMIDs AG3777 and AG4413) are not available in addition to Ventilation Fan with VSD incentives (MMIDs AG5089 and AG5095) on pages 30-31.
- VFDs 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.

## EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
VFD, Agriculture Primary Use Water System (≥1000 Annual Operating Hours)	AG4043*	\$90	HP
VFD, Agriculture Secondary Use Water System (≥1000 Annual Operating Hours)	AG2639*	\$90	HP
VFD, Agriculture Secondary Use Water System (500-999 Annual Operating Hours)	AG4411*	\$50	HP
VFD, Irrigation Well Pump (≥500 Annual Operating Hours)	AG4949*	\$50	HP
VFD, Ventilation/Circulation Fan (≥1000 Annual Operating Hours)	AG3777*	\$90	HP
VFD, Ventilation/Circulation Fan (500-999 Annual Operating Hours)	AG4413*	\$50	HP
VFD, Process Pump (≥1000 Annual Operating Hours)	AG3835*	\$90	HP
VFD, Process Pump (500-999 Annual Operating Hours)	AG4414*	\$50	HP

\* Supplemental Data Sheet needed

## NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
VFD, Agriculture Primary Use Water System (≥1000 Annual Operating Hours)	N-AG4043*	\$55	HP
VFD, Agriculture Secondary Use Water System (≥1000 Annual Operating Hours)	N-AG2639*	\$55	HP
VFD, Agriculture Secondary Use Water System (500-999 Annual Operating Hours)	N-AG4411*	\$30	HP
VFD, Irrigation Well Pump (≥500 Annual Operating Hours)	N-AG4949*	\$30	HP
VFD, Ventilation/Circulation Fan (≥1000 Annual Operating Hours)	N-AG3777*	\$55	HP
VFD, Ventilation/Circulation Fan (500-999 Annual Operating Hours)	N-AG4413*	\$30	HP
VFD, Process Pump (≥1000 Annual Operating Hours)	N-AG3835*	\$55	HP
VFD, Process Pump (500-999 Annual Operating Hours)	N-AG4414*	\$30	HP

\* Supplemental Data Sheet needed

# CONSTANT TORQUE VFD

## Requirements:

- **Complete Table E1 of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.**
  - For the "VFD Application" column, enter "Conveyor," "Auger/Mixer," "Extruder," "Hoist," "Crusher," "Positive Displacement Pump" or if "Other" then write in a brief description of the VFD controlled application.
  - For the "Controls Before VFD" column, enter "On/Off," "None" or if "Other" then write in a brief description.
- **Complete Table H3 of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure if the proposed VFD speed is controlled manually for its respective constant torque application.**
- VFDs must be installed on constant torque equipment (e.g. conveyors, augers, positive displacement pumps, extruders, mixers, centrifuges, crusher/shredders).
- See measure descriptions below for minimum annual operating hours for the system using the VFD.
- Individual motors controlled by a VFD may not exceed 500 horsepower. VFDs controlling motors larger than 500 HP may be eligible for a custom incentive.
- Redundant or back-up units do not qualify. Routine replacements of existing VFDs do not qualify.
- Incentive is based on motor HP controlled by VFD.
- VFD speed can be automatically controlled by differential pressure, flow, temperature, or other variable signal, or manually controlled.
- Units installed only to allow soft starts are not eligible. The system controlled must have significant load diversity that will result in savings through motor speed variation.
- Air compressors are not eligible for this offer. Instead, use the "Variable Speed Drive Air Compressors" on page 11 of the Process Systems Incentive Catalog.
- For new construction projects, VFDs that are required in accordance to Wisconsin Energy Code are not eligible.
- VFDs 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 or Energy Advisor in advance of applying VFD technology.

## EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
VFD, Constant Torque (≥1000 Annual Operating Hours)	AG3836*	\$45	HP
VFD, Constant Torque (500-999 Annual Operating Hours)	AG4412*	\$30	HP

\* Supplemental Data Sheet needed

## NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
VFD, Constant Torque (≥1000 Annual Operating Hours)	N-AG3836*	\$40	HP
VFD, Constant Torque (500-999 Annual Operating Hours)	N-AG4412*	\$20	HP

\* Supplemental Data Sheet needed

## PRO TIP

VFDs can achieve energy savings in pump, fan, or constant torque applications where the load varies based on temperature, pressure, or flow. VFDs can be applied to systems with hundreds of motor horsepower or down to fractional horsepower.

# COMPRESSED AIR



For additional compressed air incentive opportunities not shown below, see the Focus on Energy Process Systems Incentive Catalog at [focusonenergy.com/catalogs](https://focusonenergy.com/catalogs).

## VSD AIR COMPRESSORS

### Requirements:

- **Complete Table F1 and F2 of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.**
- Submit manufacturer specification sheets and/or a CAGI sheet at anticipated operating pressure for items installed. If available, submission of specification sheets for the removed compressor will expedite processing of your application.
- Must be variable speed rotary vane compressor or variable speed screw compressor and operate a minimum of 2,000 hours annually to be eligible.
- Air compressors purchased or installed for backup or redundant systems do not qualify.
- This is for new VSD compressors only; adding a VSD to an existing compressor does not qualify.
- Replacing an old VSD compressor with a new (same size) VSD compressor does not qualify. However, replacement of an old VSD compressor with a new, larger VSD compressor is eligible for the increase in hp over the old compressor. For example, if a 50 hp VSD compressor is replaced with a 75 hp VSD compressor, the 25 hp increase in capacity would be eligible for incentives.
- **Limited to one VSD compressor per compressed air system.** Any exceptions, such as compressed air systems with large load variations requiring multiple VSD trim compressors or adding compressor capacity due to increased compressed air demand, require pre-approval. Call 800.762.7077 or contact your energy advisor before you start your project.
- Replaced equipment must be removed. If an old compressor replaced by a VSD compressor remains connected as emergency backup, by signing the application, the customer is attesting that the old compressor will be used only in case of emergency and will rarely (if ever) operate.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
VSD Compressor replacing Non-VSD Compressor	PS2196*	\$50	HP
* Supplemental Data Sheet needed			

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
VSD Compressor replacing Non-VSD Compressor	N-PS2196*	\$50	HP
* Supplemental Data Sheet needed			

## NO AIR-LOSS CONDENSATE DRAINS

### Requirements:

- Must be used in systems with load/no-load, variable speed, variable displacement or centrifugal compressors.
- Load/no-load system must have adequate storage for drains to be eligible.
- Manual drains, lever-operated mechanical drains or solenoid drains are not eligible for incentives.
- The replacement drain must be "no air-loss," meaning it must continuously measure the presence of condensate, purge it only when necessary and only long enough to prevent the unintentional purging of compressed air.
- If no air-loss condensate drain is integral to another piece of equipment (i.e., is part of the air compressor, air dryer, mist eliminator, etc.), provide a manufacturer's specification sheet to confirm.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
No Air-Loss Condensate Drain	PS2254	\$80	Drain

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
No Air-Loss Condensate Drain	N-PS2254	\$80	Drain



# COMPRESSED AIR AND VACUUM SYSTEM HEAT RECOVERY

## Requirements:

- Heat recovery system must include automatic controls to switch from winter to summer operation. Systems with only manual damper controls are not eligible.
- Heat recovery systems installed for backup or redundant air compressors or vacuum pumps do not qualify.
- The project must result in an estimated net reduction of BTUs consumed in the facility to be eligible.
- This incentive is for the installation of a new heat recovery system where one did not exist previously. Replacing an existing heat recovery system or upgrading an existing heat recovery system from manual to automatic controls does not qualify.
- The static pressure in the area where the compressor or vacuum pump is enclosed must remain the same.
- If outside air is used in the system, antifreeze protection must be considered.

## EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Compressed Air Heat Recovery	PS2257	\$60	HP
Vacuum Pump Heat Recovery	PS3928	\$60	HP

Incentive is limited to 50% of the project cost, including equipment and external labor.

## NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Compressed Air Heat Recovery	N-PS2257	\$60	HP
Vacuum Pump Heat Recovery	N-PS3928	\$60	HP

Incentive is limited to 50% of the project cost, including equipment and external labor.

# SPACE HEATING EQUIPMENT



## HOT WATER BOILERS

### Requirements:

- Boiler incentives are only available for equipment used in space heating applications. Boilers used for only domestic hot water heating and industrial or process heating are not eligible for this incentive but may qualify for a Domestic Hot Water (DHW) or custom incentive.
- Space heating boilers also used for DHW may be eligible for indirect DHW incentives but are subject to requirements.
  - In plant systems, boilers are eligible for incentives for their primary use only.
  - A boiler replacing a space heating and indirect DHW system will use the capacity of the existing space heating and DHW systems to estimate the split of incentives.
  - Boilers that only serve DHW are not eligible for the space heating incentives.
- **Boiler efficiency will be verified using the AHRI database (see [ahridirectory.org](http://ahridirectory.org)). If the boiler is not listed in the AHRI database, provide a boiler specification sheet with boiler input and output ratings and either AFUE or thermal efficiency as appropriate for boiler size.**
- $\geq 90\%$  AFUE or thermal efficiency boilers:
  - If the heating system configuration is such that the boiler needs to operate at a high hot water temperature which prevents the flue gases from condensing, then the boiler is not eligible for H2218 or H3276.
- Hot Water Boilers <300 MBh:
  - Must be a sealed combustion unit and  $\geq 90\%$  AFUE.
  - Condensing boilers must modulate their firing rate and include outdoor-air reset control.
- Hot Water Boilers  $\geq 300$  MBh:
  - Boilers must be capable of capacity modulation.
- Do not round AHRI capacity to a whole number.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Hot Water Boilers <300 MBh input, $\geq 90\%$ AFUE	H2218	\$5	MBh
Hot Water Boilers $\geq 300$ MBh input, $\geq 90\%$ Thermal Efficiency	H3276	\$5	MBh

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Hot Water Boilers <300 MBh input, $\geq 90\%$ AFUE	N-H2218	\$5	MBh
Hot Water Boilers $\geq 300$ MBh input, $\geq 90\%$ Thermal Efficiency	N-H3276	\$5	MBh

## INFRARED HEATERS

### Requirements:

- Both low-intensity and high-intensity heaters are eligible.
- Must have electronic ignition.
- Must be vented per manufacturer's requirements.
- Low-intensity heaters must use outside non-conditioned combustion air.
- Excludes outdoor patio heating applications.
- Replacement of an existing infrared heater does not qualify.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Infrared Heater	H2422	\$1.50	MBh

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Infrared Heater	N-H2422	\$1	MBh

## FURNACES

### Requirements:

- Eligibility for furnace and single package vertical unit measures is based on customer having both an eligible electric and natural gas provider.
- Furnaces and single package vertical unit must meet the minimum efficiency requirements listed and be a sealed combustion unit. Efficiency ratings will be verified using the AHRI database (ahridirectory.org).
- Furnaces and single package vertical units must have a single speed, multi-speed, or variable speed electronically communicated motor (ECM). Permanent split capacitor (PSC) motors are not eligible. Air handlers with an ECM are not eligible.
- Provide a manufacturer's specification sheet to document the required features.**
- Provide input capacity of furnace or single package vertical units (in MBh) in Section 7 on the Incentive Application.
- For furnaces only:
  - Furnaces must have a multi-stage burner and have at least two firing stages.
  - Furnaces listed on the Focus on Energy residential furnace qualified products list does not guarantee the furnace has all features required for agribusiness incentives.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Furnace with ECM, ≥95%+ AFUE, 2 stages of heat, NG	H3491	\$270	Furnace
Furnace with ECM, ≥90%+ AFUE, 2 stages of heat, NG	H3492	\$120	Furnace

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Furnace with ECM, ≥95%+ AFUE, 2 stages of heat, NG	N-H3491	\$220	Furnace
Furnace with ECM, ≥90%+ AFUE, 2 stages of heat, NG	N-H3492	\$100	Furnace

## UNIT HEATERS

### Requirements:

- Unit heater must be an upgrade from a standard efficiency (typically 80%-84% thermal efficiency) unit heater.
- Steam or hot water coils/systems are not eligible. Natural gas fired only.
- Must be vented and condensate drained per manufacturer specifications.
- Direct fired rooftop units/make-up air units are not eligible for this incentive.
- Must replace an existing non-condensing unit heater or be installed instead of a non-condensing unit heater.
- Provide a manufacturer's specification sheet to document the features and efficiency level of the unit heater, including input capacity in MBh.**

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Unit Heater, ≥90% Thermal Efficiency	H5436	\$2.50	MBh

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Unit Heater, ≥90% Thermal Efficiency	N-H5436	\$1.25	MBh

## DIRECT-FIRED MAKE-UP AIR UNIT

### Requirements:

- Complete Table G of the "Agribusiness Incentive Catalog Supplemental Data Sheet" for this measure.**
- Only constant air volume systems are eligible; variable air volume systems may be eligible for a custom incentive.
- Incentive is available for upgrading (or installing instead of) indirect fired make-up air units or rooftop units which are approximately 80% efficient.
- Replacement of an existing direct-fired make-up air unit is not eligible.
- Replacement of electric or hydronically heated make-up air is not eligible.
- Intended for spaces with high ventilation or exhaust loads.
- Installation and operation must follow all applicable building code requirements.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Direct Fired Make-up Air Unit (Natural Gas or Propane)	H5081*	\$0.25	CFM

\* Supplemental Data Sheet needed

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Direct Fired Make-up Air Unit (Natural Gas or Propane)	N-H5081*	\$0.15	CFM

\* Supplemental Data Sheet needed

# WATER HEATING EQUIPMENT



## REFRIGERATION HEAT RECOVERY (RHR) UNIT

### Requirements:

- Include the number of milking cows in Section 6 on the application.
- Select the appropriate RHR measure below depending on your existing milking equipment.
- RHR unit must be used to extract waste heat from the dairy's milk refrigeration system in order to preheat water to serve the dairy's water heater unit.
- RHR units with a heating element are **NOT** eligible.
- Replacement, redundant or back-up units do not qualify.
- Size (gallons) of RHR unit must be included on invoice.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
RHR Unit (NG/Propane Water Heater with Existing Milk Plate Cooler and VFD on Milk Pump)	AG3989	\$750	RHR Unit
RHR Unit (NG/Propane Water Heater with Existing Milk Plate Cooler)	AG3990	\$750	RHR Unit
RHR Unit (NG/Propane Water Heater without Milk Plate Cooler)	AG3991	\$750	RHR Unit
RHR Unit (Electric Water Heater with Existing Milk Plate Cooler and VFD on Milk Pump)	AG3992	\$750	RHR Unit
RHR Unit (Electric Water Heater with Existing Milk Plate Cooler)	AG3993	\$750	RHR Unit
RHR Unit (Electric Water Heater without Milk Plate Cooler)	AG3994	\$750	RHR Unit

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
RHR Unit (NG/Propane Water Heater with Existing Milk Plate Cooler and VFD on Milk Pump)	N-AG3989	\$750	RHR Unit
RHR Unit (NG/Propane Water Heater with Existing Milk Plate Cooler)	N-AG3990	\$750	RHR Unit
RHR Unit (NG/Propane Water Heater without Milk Plate Cooler)	N-AG3991	\$750	RHR Unit
RHR Unit (Electric Water Heater with Existing Milk Plate Cooler and VFD on Milk Pump)	N-AG3992	\$750	RHR Unit
RHR Unit (Electric Water Heater with Existing Milk Plate Cooler)	N-AG3993	\$750	RHR Unit
RHR Unit (Electric Water Heater without Milk Plate Cooler)	N-AG3994	\$750	RHR Unit

## WATER HEATER

### Requirements:

- Include the number of milking cows served by the water heater(s) in Section 6 on the application.
- Water heater to supply hot water for dairy milk house use only (i.e. pipeline/bulk tank washings, other milking related cleaning needs).
- Thermal efficiency must be 90% or greater (as rated by AHRI). Uniform Energy Factor must be 0.90 or greater for residential-type water heaters.
- Redundant or back-up units do not qualify.
- Make, model number and size (gallons) must be included on the invoice.

### EQUIPMENT UPGRADES AND RETROFITS

Measure Description	Code	Incentive	Unit
Water Heater (Natural Gas or Propane)	AG4937	\$500	Water Heater

### NEW CONSTRUCTION AND MAJOR RENOVATIONS

Measure Description	Code	Incentive	Unit
Water Heater (Natural Gas or Propane)	N-AG4937	\$500	Water Heater

# SAMPLE INVOICE

NEED HELP? Call 800.762.7077



Focus on Energy requires a copy of your itemized invoice to process incentives. Use this example to help guide you through our invoice requirements. Only registered Trade Allies can receive incentive payments on behalf of their customers. If submitting a purchase order, submit an invoice as well. **Purchase orders alone are not sufficient documentation.**

INVOICE DATE  
AND NUMBER

Date: 1/1/2023  
Invoice # 00001

TRADE ALLY  
NAME AND ADDRESS

ABC Dairy Contractor  
111 Farm Rd  
Anytown, WI 53523  
(555) 555-1212

To

CUSTOMER NAME  
AND ADDRESS

John Sample Farms  
123 Save Energy Way  
Anytown, WI 53590

Ship To

John Sample Farms  
123 Save Energy Way  
Anytown, WI 53590

INCLUDE JOB SITE INFORMATION (NAME & ADDRESS) IF DIFFERENT FROM ABOVE

QUANTITY SHIPPED	MANUFACTURER OR BRAND	MODEL #	DESCRIPTION	EXTENDED PRICE
18	ABC Brand	XYZ-24XX50	2x4 High-Bay LED Fixture	\$ 10,440.00
1	ABC Brand	XXYYE	Dual Pass Plate Cooler	\$2,800.00
18	ABC Brand	XY120	120 gal Heat Recovery Tank	\$3,500.00
10	ABC Brand	XXY60E	Dual Pass Plate Cooler	\$15,000.00
SPECIFY THE QUANTITY FOR EACH				INCLUDE ITEM COST
IDENTIFY MANUFACTURER AND MODEL NUMBERS		INCLUDE A DETAILED DESCRIPTION		

If you are a Focus on Energy registered Trade Ally receiving the incentive, you must show the credit to the customer on your invoice

Focus on Energy Incentive

- \$ 500.00

Subtotal

\$ 31,240.00

Sales Tax

\$ 1,718.20

Total

\$ 7,562.24

TOTAL AMOUNT DUE

\$ 32,958.20

Thank you for your business!

NOTES



NOTES

**For more information,  
call 800.762.7077  
or visit [focusonenergy.com](https://focusonenergy.com)**

#### **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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