



2023 BUSINESS & INDUSTRY OFFERINGS

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AGENDA



- Introduction to FOCUS ON ENERGY®
- Rebates & Incentives
- Resources and Technical Assistance
- Questions
- Contact Information

INTRODUCTION TO FOCUS ON ENERGY



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Partnering with Wisconsin utilities



WHAT IS FOCUS ON ENERGY?

- Wisconsin utilities' statewide program for energy efficiency and renewable energy.
- Includes 107 partnering utilities.
- Works with eligible residents and businesses to install energy efficiency and renewable energy projects.
- Provides financial incentives, education, information, and other resources to encourage participation that leads to increased energy savings and reduced utility bills.

WHAT DOES FOCUS ON ENERGY DO?

- Assists Wisconsin residents and businesses in identifying and implementing energy efficiency projects.
- Offers unbiased third-party information and technical assistance to participating utilities' electric and/or natural gas customers.
- Provides financial incentives for energy-saving projects that would not otherwise occur.

BENEFITS OF FOCUS ON ENERGY



**Expert Energy
Advisor
Support**



**Energy Team
Coordination**



**Training
Facility Staff**



**Improving
Return on
Investment**



**Supporting
Energy
Education**

INCENTIVES & REBATES



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PRESCRIPTIVE REBATES

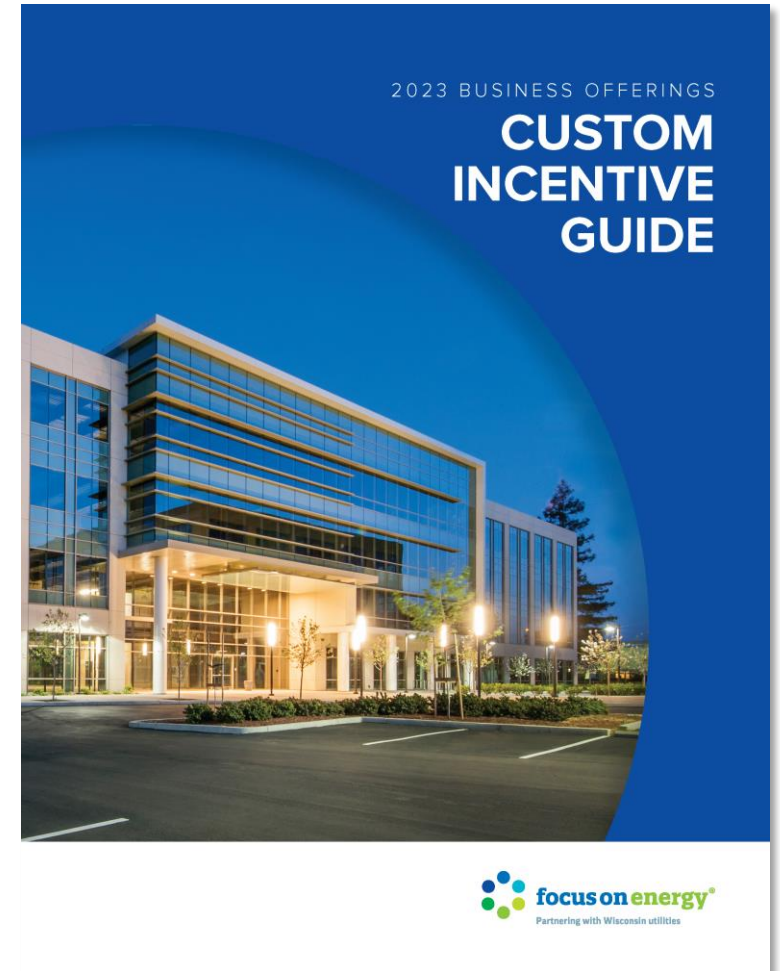


- Specific dollar amounts for installing qualifying energy-efficiency equipment.
- One-for-one replacement for commonly installed equipment.
- Visit [focusonenergy.com/catalogs](https://www.focusonenergy.com/catalogs) to view current Incentive Catalogs.
- Customer has 60 days after project installation to submit application and invoice(s).

CUSTOM INCENTIVES



- Offered when a prescriptive incentive is not available.
- Requires pre-approval.
- Consult Energy Advisor to qualify for incentives:
 - \$0.05/ kWh saved.
 - \$100/Peak kWh reduced.
 - \$0.95/Therm saved.



RENEWABLE ENERGY INCENTIVES



- Custom Incentives available for:
 - Biogas.
 - Biomass.
 - Solar Thermal.
 - Wind.
 - \$125/kW, \$0.10/kWh, \$1.25/therm
- Biogas and Biomass feasibility study incentives.
- Solar PV incentives available through the **Renewable Rewards program**.
 - Customer incentive is based on system kW (DC) and limited to \$50,000 for businesses.

SPECIAL OFFERINGS



- Practical Energy Management (PEM)
 - Support for establishing and executing an Energy Management Plan.
 - Incentives for regular benchmarking.
- Whole Building Optimization.
 - Making improvements to existing building systems:
 - Whole Building Tune Up (WBTU).
 - Retrocommissioning (RCx).
- Project Assessment Incentives (PAI) for manufacturing facilities.
- **Coming soon!** Industrial Staffing Grant Program offering.

RESOURCES AND TECHNICAL ASSISTANCE



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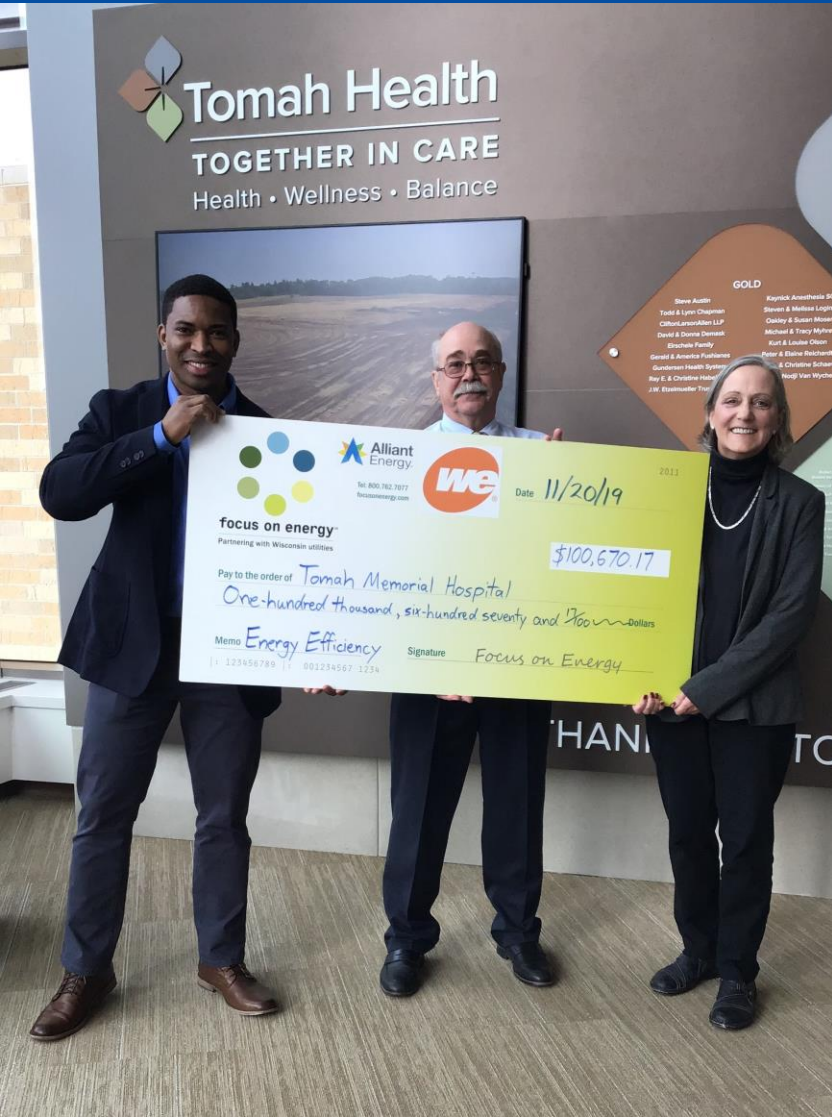
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Building a Case for Energy Efficiency

- Custodian
- Teacher w/ Energy Interest
- Alliant Energy PAM
- Lawyer Sustainability
- Mech Eng
- Accountant
- Facilities Manager
- Elec Sys
- Parent
- Veteranian
- Farming

WORKING WITH AN ENERGY ADVISOR



- Identify energy-saving opportunities.
- Create, maintain, and monitor energy management plans.
- Verify measure eligibility and assist with paperwork.
- Complete energy-saving estimates and apply for custom incentives.
- Coordinate media and PR opportunities.

TRAINING AND EDUCATION



- Training Sessions:
 - Save money and energy by training your team! Focus on Energy provides training and information to help customers and Trade Allies make smart energy decisions.
 - Check out [focusonenergy.com/training](https://www.focusonenergy.com/training) for a full list of sessions.
- On-Demand Training
 - Focus on Energy provides 24/7 virtual training on various energy efficiency and technology topics for residential, business, and industry solutions.
 - Visit [training.focusonenergy.com](https://www.training.focusonenergy.com) to search courses by topic.

QUESTIONS?



CONTACT INFORMATION

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