

2025 BUSINESS OFFERINGS

# SCHOOLS & GOVERNMENT UTILITY BILL VERIFIED SAVINGS OFFERING



# HOW TO APPLY

NEED HELP? CALL 800.762.7077

FOCUS ON ENERGY® encourages school and government customers to participate in the Utility Bill Verified Savings offering in 2025. This offering is available to select customers seeking financial support to reduce energy usage in their buildings throughout the calendar year. Energy reduction cannot be attributed to installing new capital equipment eligible through prescriptive and custom incentives. Instead, participants can achieve energy reduction through other methods, such as:

- Hiring an Energy Manager.
- Applying analytics software for energy reduction.
- Utilizing a real-time energy monitoring device.
- Training staff.
- Implementing behavioral initiatives.

Enrollment is competitive. Focus on Energy will choose applicants based on their plans to save energy from January 1 through December 31, 2025.

## WHY PARTICIPATE?

Besides saving energy in your facilities, Focus on Energy will support you throughout the process with regular check-ins, training support, and strategies for energy savings. You will also receive an incentive for the energy you save.

Paid incentives will be determined upon bill submittal for December 2025. Your savings for the year are calculated and weather-normalized through ENERGY STAR® Portfolio Manager®.

$$\text{Incentive} = \$0.006 \times \text{Building Square Footage} \times \text{Energy Use Intensity Savings.}$$

### example 1

#### BUILDING DETAILS:

**Site:** 300,000 ft.<sup>2</sup> High School

**Reduced EUI:** 5.7 points  
(72.3 kBTU/ft.<sup>2</sup> Year 1 - 66.6 kBTU/ft.<sup>2</sup> Year 2)

**Incentive** = \$0.006 x 300,000 x 5.7 = \$10,260

**Energy Savings:** 500,000 kWh\*

**Reduced Energy:** \$50,000 during the year\*\*

### example 2

#### BUILDING DETAILS:

**Site:** 80,000 ft.<sup>2</sup> Elementary School

**Reduced EUI:** 4.2 points  
(59.8 kBTU/ft.<sup>2</sup> Year 1 - 55.6 kBTU/ft.<sup>2</sup> Year 2)

**Incentive** = \$0.006 x 80,000 x 4.2 = \$2,016

**Energy Savings:** 98,500 kWh\*

**Reduced Energy:** \$9,850 during the year\*\*

\*Assuming 100% electric savings.

\*\*Utility rates are estimated at \$0.10/kWh. Utility rates will vary, and additional charges may cause these savings not to be realized.

## ENERGY USE INTENSITY (EUI)

ENERGY STAR Portfolio Manager expresses EUI as energy per square foot per year. To calculate EUI, divide the total energy consumed by the building in one year (measured in kBTU) by the facility's gross square footage. Focus on Energy is using ENERGY STAR Weather Normalized Site Energy Usage Index, which is reported by calendar year.

## UTILITY BILL VERIFIED SAVINGS REQUIREMENTS

### section 1

#### BEFORE YOU APPLY

- Confirm your gas and/or electric utility participates in Focus on Energy at [focusonenergy.com/utilities](https://focusonenergy.com/utilities).
- Contact your Focus on Energy Advisor for assistance. If you do not know who your Energy Advisor is, visit [focusonenergy.com/ea-map](https://focusonenergy.com/ea-map).

### section 2

#### WHAT YOU'LL NEED

- Utility Bill Verified Savings enrollment application.
- Identified Energy Champion.
  - Energy Champion – Individual responsible for the success of this offering at the facility. This individual is responsible for coordinating with their Focus on Energy team and ensuring ENERGY STAR Portfolio Manager is updated.
- Plan to achieve energy savings throughout the year.

### section 3

#### TIMELINE AND EXPECTATIONS

- Customer is expected to enter historical building data into ENERGY STAR Portfolio Manager by February 28, 2025, and share the account information with Focus on Energy.

- Energy Advisor will meet with the customer and energy teams (if applicable) monthly.
- Energy Champion will watch two designated prerecorded webinars designed to help identify energy savings in their facility. Energy Advisor will provide access to Focus on Energy's 24/7 on-demand training portal.
- Energy Advisor will share non-weather normalized EUI progress reports with customer quarterly to evaluate progress.
- After calculating the difference in Weather Normalized Site EUI by ENERGY STAR Portfolio Manager, an incentive will be determined and Completion Notice (CN) sent to the customer with the official incentive amount.
- Upon receipt of signed CN, incentive is processed and paid within six to eight weeks.

Submit your completed enrollment application to [business@focusonenergy.com](mailto:business@focusonenergy.com) or to your Energy Advisor.



# UTILITY BILL VERIFIED SAVINGS ENROLLMENT APPLICATION



Enrollment is competitive and limited to customers with the best plan to save energy for the year. Complete all sections. Incomplete applications cannot be processed and will delay payment of incentives. Applications must be submitted no later than **December 31, 2024**.

## section 1

### ACCOUNT AND CUSTOMER INFORMATION

**Tax Identification Number** (Check one)  FEIN

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  S Corporation  Partnership  
 C Corporation  LLC - S Corp  LLC - Partnership  
 LLC - C Corp  Single-Member LLC  
 Other \_\_\_\_\_

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

### PARTICIPATING SITE INFORMATION

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

PARTICIPATING SITE BUSINESS NAME \_\_\_\_\_

PARTICIPATING SITE ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

ELECTRIC UTILITY AT JOB SITE \_\_\_\_\_ ELECTRIC ACCOUNT # \_\_\_\_\_

GAS UTILITY AT JOB SITE \_\_\_\_\_ GAS ACCOUNT # \_\_\_\_\_

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

OTHER ENERGY USED \_\_\_\_\_

APPROXIMATE ANNUAL KWH \_\_\_\_\_

APPROXIMATE ANNUAL THERMS \_\_\_\_\_

## section 3

### CUSTOMER CONTACT INFORMATION

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

PRIMARY PHONE # \_\_\_\_\_ EMAIL ADDRESS \_\_\_\_\_

Are you the Energy Champion?  Yes  No (list name below) \_\_\_\_\_

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

### BUSINESS PAYMENT INFORMATION

Payee is responsible for any associated tax consequences.

**Mail check to:**  Customer Legal Address  Participating Site Address  
 Alternate Address (complete below)

COMPANY NAME \_\_\_\_\_

ALTERNATE ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

ATTENTION TO (OPTIONAL) \_\_\_\_\_

## section 5

### ENERGY SAVINGS PLAN

Explain your plan to achieve measurable energy savings without capital expenditures (attach a separate document if necessary).

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

By signing this agreement, I demonstrate my alignment with the objectives of this offering, and I pledge to support the efforts at this site. By signing this agreement, I also provide my permission for my electric and gas utility(ies) to share my energy data directly with Focus on Energy.

CUSTOMER SIGNATURE \_\_\_\_\_

NAME (PRINT) \_\_\_\_\_

DATE \_\_\_\_\_



# 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** to find savings opportunities specific to your business.

## 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** 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.

**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.**

## 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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