

Focus on Energy Renewable Energy Loans

Context: Renewable Energy Funding at Focus on Energy

- Following the Quadrennial Planning II process, the Public Service Commission of Wisconsin required that Focus on Energy spend:
 - \$5 million incentive dollars for renewable energy projects closing in 2015
 - 3.5 million incentive dollars for renewable energy projects closing in 2016
- Focus on Energy currently offers two programs that offer incentives (grants) for renewable energy projects:
 - Renewable Rewards
 - Renewable Energy Competitive Incentive Program (RECIP)

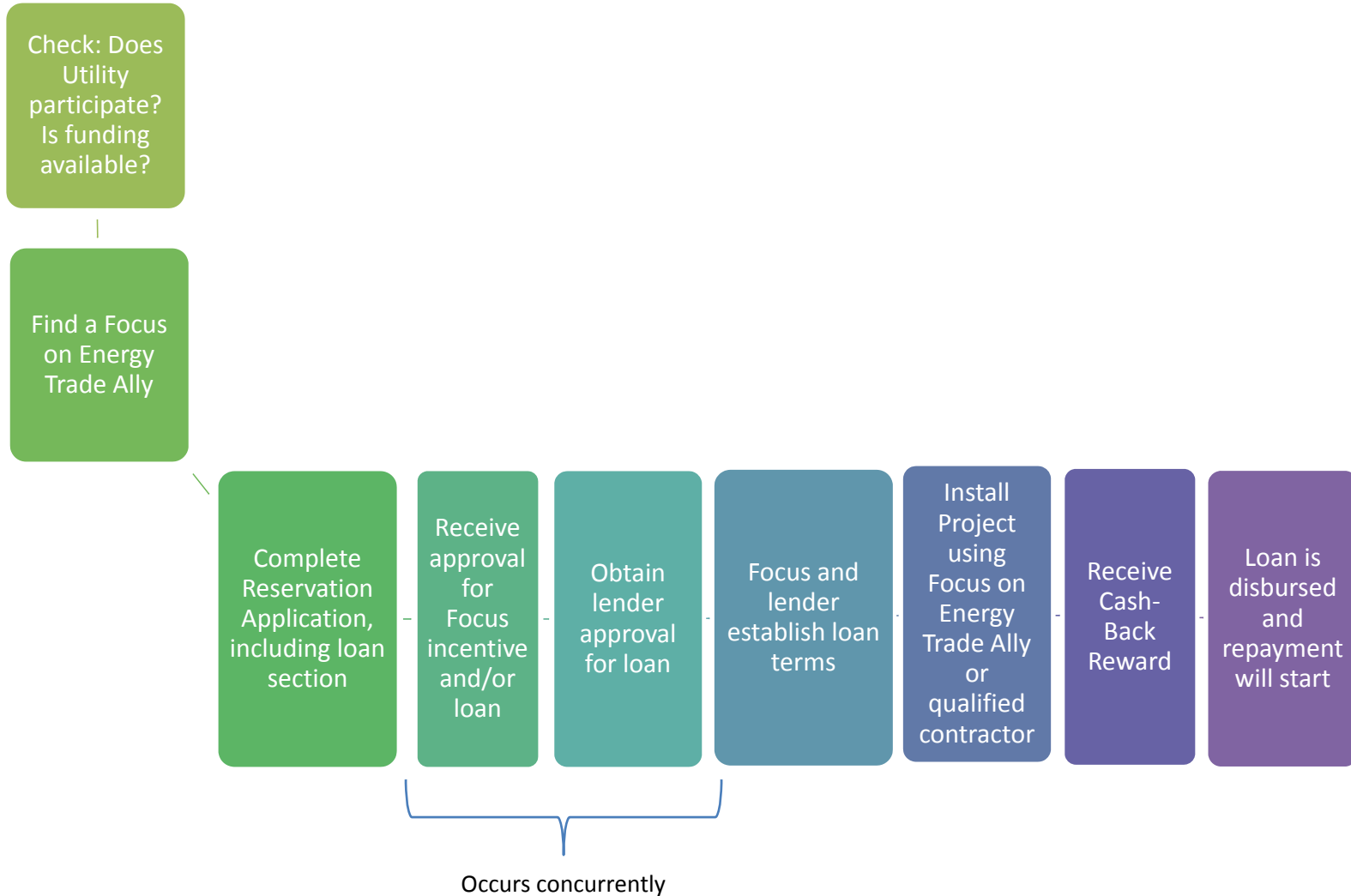
Funding Renewable Energy Loans at Focus on Energy

- Following the Quad Planning II process, the Commission ordered Focus to use \$10 million to fund a renewable energy revolving loan fund pilot, from 2015 through 2018
- \$2.5 million in loans per year (2015-18)
- The loans are meant to complement existing incentive-based programs
- **Challenge: Focus on Energy is not a financial institution**
- Loans will be offered in partnership with private lenders to jointly finance up to 100% of a qualified renewable energy project
 - Focus on Energy will provide a 0% loan of up to \$500,000 for qualified renewable energy projects, financing up to 50 percent of a project's financed cost.
 - Focus on Energy will offer loans on a first-come, first-served basis while funding remains, with preference for shorter loan terms
 - A Partner Lender, chosen by the applicant, will provide a matching or greater percentage of loan funds at market rates and will issue and service the individual loans on behalf of Focus on Energy. Focus on Energy will not provide loans without a matching or greater loan from a Partner Lender.

Focus on Energy Renewable Energy Loans

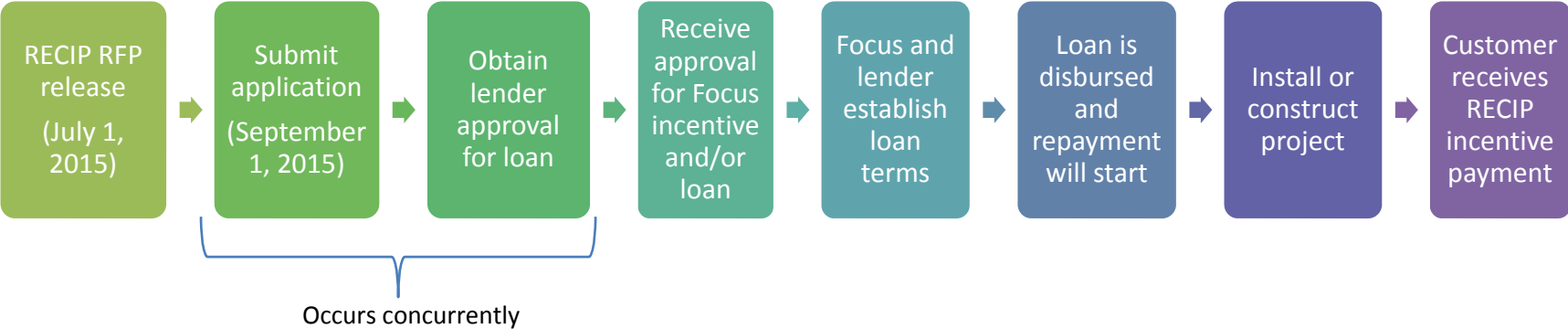
	RECIP Loan	Renewable Rewards Loan
Eligible Projects	RECIP-eligible renewable energy projects for commercial and industrial customers in participating utility territories	New solar system installations of less than 20 kW for residential and small business customers in participating utility territories.
Partner Lenders	Any regulated bank, thrift or credit union or registered Community Development Financial Institution (CDFI) in Wisconsin	Any regulated bank, thrift or credit union or registered Community Development Financial Institution (CDFI) in Wisconsin
Focus on Energy Application	RECIP RFP	Renewable Rewards Reservation Application
Loan Minimum	\$25,000	No minimum
Loan Maximum	\$500,000	\$500,000
Interest Rate	0%	0%
Loan Term	Up to 20 years, but loans will be awarded based on cost-effectiveness and proposed loan term (with preference for shorter terms)	Up to 20 years, but loans will be awarded based on cost-effectiveness and proposed loan term (with preference for shorter terms)
Loan Funding Available in 2015	Approximately \$1,600,000	\$500,000
2015 Application Deadline	September 1, 2015 (application will be available on the website July 1, 2015)	Rolling basis - first-come, first-served (application will be available on the website July 1, 2015)
Loan Structure	Offered in partnership with a private lender, designated by the customer. Focus provides half (or less) of loan funds at 0% interest, and private lender provides half (or more) of loan funds at market rates.	Offered in partnership with a private lender, designated by the customer. Focus provides half (or less) of loan funds at 0% interest, and private lender provides half (or more) of loan funds at market rates.

Renewable Rewards Incentive/Loan Process (Solar Projects up to 20 kW)



RECIP Incentive/Loan Process

Renewable Projects for Commercial & Industrial Customers



Eligible Renewable Technologies for RECIP Loan Program	Biogas
	Biomass
	Geothermal
	Solar Photovoltaic
	Solar Thermal
	Wind