



# ENERGY EFFICIENCY FINANCIAL INCENTIVES HEATING, COOLING AND AIR-CONDITIONING MEASURES FOR BUSINESS CUSTOMERS

The following information is provided as part of the PowerSavers conservation program to encourage non-residential customers to select and install energy efficient equipment for their facilities. This program is a joint offering from participating utilities of the Minnkota Power Cooperative (MPC) and the Northern Municipal Power Agency (NMPA).

**Instructions for Use:**

**For complete instructions, please refer to the Terms and Conditions, on page - .**

**Step 1: Determine Eligibility.** Equipment must be new and installed in a facility served by one of the participating municipal or cooperative utilities listed below:

<input type="checkbox"/> Bagley Public Utilities	<input type="checkbox"/> Hawley Public Utilities	<input type="checkbox"/> Roseau Municipal Utilities
<input type="checkbox"/> Baudette Municipal Utilities	<input type="checkbox"/> North Star Electric Cooperative	<input type="checkbox"/> Stephen Municipal Utilities
<input type="checkbox"/> Beltrami Electric Cooperative	<input type="checkbox"/> PKM Electric Cooperative	<input type="checkbox"/> Thief River Falls Municipal Utilities
<input type="checkbox"/> Clearwater-Polk Electric Cooperative	<input type="checkbox"/> Red Lake Electric Cooperative	<input type="checkbox"/> Warren Municipal Utilities
<input type="checkbox"/> Fosston Municipal Utilities	<input type="checkbox"/> Red River Valley Cooperative Power Association	<input type="checkbox"/> Wild Rice Electric Cooperative
<input type="checkbox"/> Halstad Municipal Utilities	<input type="checkbox"/> Roseau Electric Cooperative	

**Step 2: Install Equipment.** New equipment must be installed and old equipment removed. Only new products, which are exact product types listed in this form are eligible for prescriptive incentives. If the potential incentive is greater than \$10,000, contact the utility to get pre-approval.

**Step 3: Complete and sign the application.** Forms must be received within 60 days of installation. Incomplete applications will cause delays in payment.

**Step 4: Attach the following documentation:**

- Itemized invoices including costs for equipment installed and installation labor.

**Step 5: Mail completed paperwork to your utility.** Addresses are on page 2.

## PARTICIPATING COOPERATIVE UTILITIES

### **Beltrami Electric Cooperative**

P.O. Box 488  
Bemidji, MN 56619-0488  
(218) 444-2540 or 1-800-955-6083, (218) 444-3676 (fax)

### **Clearwater-Polk Electric Cooperative**

315 N. Main Ave.  
Bagley, MN 56621-1001  
(218) 694-6241 or 1-888-694-3833, (218) 694-6245 (fax)

### **North Star Electric Cooperative**

441 Street Hwy. 172 N.W.  
P.O. Box 719  
Baudette, MN 56623-0719  
(218) 634-2202 or 1-888-634-2202, (218) 634-2203 (fax)

### **PKM Electric Cooperative**

406 N. Minnesota Street  
Warren, MN 56762-0108  
(218) 745-4711 or 1-800-552-7366, (218) 745-4713 (fax)

### **Red Lake Electric Cooperative**

P.O. Box 430  
Red Lake Falls, MN 56750-0430  
(218) 253-2168 or 1-800-245-6068, (218) 253-2630 (fax)

### **Red River Valley Cooperative Power Association**

P.O. Box 358  
Halstad, MN 56548-0358  
(218) 456-2139 or 1-800-788-7784, (218) 456-2102 (fax)

### **Roseau Electric Cooperative**

1107 Third Street N.E.  
Roseau, MN 56751-0100  
(218) 463-1543 or 1-888-847-8840, (218) 463-3713 (fax)

### **Wild Rice Electric Cooperative**

P.O. Box 438  
Mahnomon, MN 56557-0438  
(218) 935-2517 or 1-800-244-5709, (218) 935-2519 (fax)

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## PARTICIPATING MUNICIPAL UTILITIES

### **Bagley Public Utilities**

P.O. Box M  
Bagley, MN 56621  
(218) 694-2300, (218) 694-6632 (fax)

### **Baudette Municipal Utilities**

P.O. Box 548  
Baudette, MN 56623  
(218) 634-2432, (218) 634-9777 (fax)

### **Fosston Municipal Utilities**

220 East 1<sup>st</sup> Street  
Fosston, MN 56542  
(218) 435-1737, (218) 435-1961 (fax)

### **Halstad Municipal Utilities**

405 2<sup>nd</sup> Ave. West  
Halstad, MN 56548  
(218) 456-2128, (218) 456-2018 (fax)

### **Hawley Public Utilities**

P.O. Box 69  
Hawley, MN 56549  
(218) 483-3331, (218) 483-3332 (fax)

### **Roseau Municipal Utilities**

1198 Center Street West  
Roseau, MN 56751  
(218) 463-2351, (218) 463-1231 (fax)

### **Stephen Municipal Utilities**

P.O. Box 630  
Stephen, MN 56757  
(218) 478-3614, (218) 478-3806 (fax)

### **Thief River Falls Municipal Utilities**

P.O. Box 528  
Thief River Falls, MN 56701  
(218) 681-5816, (218) 681-8225 (fax)

### **Warren Municipal Utilities**

120 East Bridge Ave.  
Warren, MN 56762  
(218) 745-5343, (218) 745-5344 (fax)



C. Setback/Programmable Thermostat Incentives					D. Chilled Water Resets				
Make/Model #	Quantity	Incentive per Unit*	Date Installed and Operable (mm/yy)	Total Incentive	Description (Refer to line lettering on page 8)	Make/Model #	Tons	Incentive per Ton*	Total Incentive

\*Total thermostat incentive is limited to \$2,500 per facility, up to 50% of unit cost.

\* See page 8 for equipment requirements

E. Appliances						
Equipment Type	Specifications			Incentive	Quantity	Total
Clothes Washer	ENERGY STAR®			\$50/Unit		
Brand Installed	Model Number Installed		Serial Number Installed			

Clothes Dryer Fuel Source:  Natural Gas  Electric  LP (Propane)  Oil  Other \_\_\_\_\_

F. Hot Water Measures				
Equipment Type	Specification	Incentive	Quantity	Total
Electric Water Heater	≥80 gallon, EF ≥0.91. Must be controlled under the participating utility's load management program.	\$150/Unit		
Brand Installed	Model Number Installed		Serial Number Installed	

Equipment Replaced  
 Electric Water Heater  Natural Gas Water Heater  LP Water Heater  Other: \_\_\_\_\_

G. Heating, Ventilation Air Conditioning Measures					
Equipment Type	Specifications	AHRI/GAMA Reference Number	Incentive/ Unit	Quantity	Total
Furnace/Air Handler with ECM <sup>1, 3</sup>	Furnace with an ECM blower		\$150		
Mini Split/Ductless Air-Source Heat Pump <sup>2</sup>	15 SEER		\$500		

1. New furnace/indoor unit installations only. Unit must be equipped with an electronically commutated motor (ECM) as original equipment in the furnace/air handler.
2. Unit must be rated with a minimum SEER of 15.0 and be on a list of prequalified units. AHRI reference numbers are required for all installations. All efficiency ratings will be verified using the AHRI database (ahridirectory.org)
3. Indoor units that contain ECM motors which include, fuel-fired furnaces or air handlers with no secondary heating source, also qualify.

**H. Geothermal Measures**  
 If equipped with backup electric heat, home must be on load control or demand billing per local utility offerings

Equipment Type	Specifications	AHRI Reference Number	Incentive/Unit	Quantity	Total
Ground-Source Heat Pump Open Loop <135,000 BTUH @ 59°F	16.2 EER/3.6 COP		\$200/ton		
Ground-Source Heat Pump Closed Loop <135,000 BTUH @ 77°F	14.1 EER/3.3 COP		\$400/ton		

Manufacturer: \_\_\_\_\_ Model Number(s): \_\_\_\_\_ Serial Number(s) Installed: \_\_\_\_\_

Manufacturer: \_\_\_\_\_ Model Number(s): \_\_\_\_\_ Serial Number(s) Installed: \_\_\_\_\_

Design Temperature used for analysis: \_\_\_\_\_ Resulting Heat Loss: \_\_\_\_\_ Equipment Heating Capacity \_\_\_\_\_

System Provides:  
 Cooling  Heating

Type of Geothermal System:  
 Water-to-water  Water-to-air

- Geothermal incentives require a heat load calculation to be submitted with the incentive application.
- Water-to-water systems need the manufacturer's specifications indicating the equipment meets incentive requirements.
- In addition, the units must also have a ≥ 3.3 COP or carry an Energy Star qualification. Single stage models must meet or exceed the energy efficiency ratio (EER) and coefficient of performance (COP) values. Multi-stage units may be qualified based on the following:  

$$EER = (\text{highest rated capacity EER} + \text{lowest rated capacity EER}) / 2$$

$$COP = (\text{highest rated capacity COP} + \text{lowest rated capacity COP}) / 2$$

I. Replacement Ground-Source Heat Pump					
Equipment Type	Specifications	AHRI Reference Number	Incentive/Ton	Quantity	Total
Replacement Ground-Source Heat Pump Open Loop <135,000 BTUH @ 59°F	16.2 EER/3.6 COP		\$100/ton		
Replacement Ground-Source Heat Pump Closed Loop <135,000 BTUH @ 77°F	14.1 EER/3.3 COP		\$200/ton		
Manufacturer	Model Number	Serial Number			
Design Temperature used for analysis:	Resulting Heat Loss:	Equipment Heating Capacity Required for Home:			
System Provides: <input type="checkbox"/> Cooling <input type="checkbox"/> Heating		Type of Geothermal System: <input type="checkbox"/> Water-to-water <input type="checkbox"/> Water-to-air			
<ul style="list-style-type: none"> <li>• Incentive available for failed Geothermal equipment only</li> <li>• Entire indoor unit replacement is required to receive incentive. Replacing only the compressor will not qualify for the incentive.</li> <li>• Equipment must meet or exceed efficiency requirements as stated above</li> <li>• Equipment being replaced must fall outside of any warranty period to receive incentive. Invoice showing proof of purchase must be attached.</li> <li>• If equipped with backup electric heat, building must be on load control or demand billing per local utility offering.</li> <li>• Heat load calculation required with all replacement applications submitted clearly delineating a) design temperature used for analysis b) resulting heat loss, and c) equipment heating capacity required for building.</li> </ul>					

Summary of Incentives	
A. Subtotal	\$
B. Subtotal	\$
C. Subtotal	\$
D. Subtotal	\$
E. Subtotal	\$
F. Subtotal	\$
G. Subtotal	\$
H. Subtotal	\$
I. Subtotal	\$
<b>Total Incentive:</b>	<b>\$</b>

## Certifications and Signature

I hereby certify that: 1. The information contained in this application is accurate and complete; 2. All installation is complete and the unit(s) is operational prior to submitting application; and 3. All rules of this incentive program have been followed. 4. I have read and understand the terms and conditions included with this document.

I agree to verification of equipment installation, which may include a site inspection by a program or utility representative. I understand that I am not allowed to receive more than one incentive from this program on any piece of equipment. I hereby agree to indemnify, hold harmless and release the utility from any actions or claims in regard to the installation, operation and disposal of equipment (and related materials) covered herein, including liability from any incidental or consequential damages.

Customer Signature	Print Name	Date Equipment Installed
		Date Submitted

### Program Use Only

Date Received:	Post Inspected? <input type="checkbox"/> Yes <input type="checkbox"/> No	Incentive Approved <input type="checkbox"/> Yes <input type="checkbox"/> No Amount: \$	Date Approved:
Utility or Program Representative:			
Joint Program Tracking #			

## Cooling Incentive Table & ARI Rated Efficiency Requirements

Cooling systems must operate  $\geq 1,500$  hours annually to be eligible.

Description	Size Range		Minimum AHRI Efficiency	Incentive
<b>Packaged Terminal Air Conditioning</b>				
A	All Sizes		Minimum Efficiency (EER) calculation: 12.8 EER – (.213 x (BTUH/1000))	\$35/ton
<b>Split System Air Conditioning</b>				
B	<65,000 BTUH (1 ph)	<5.4 tons	14.0 SEER	\$30/ton
C	<65,000 BTUH (3 ph)	<5.4 tons	12.0 EER	\$30/ton
D	65,000 – 135,000 BTUH	5.4–11.3 tons	11.0 EER	\$40/ton
E	136,000 – 240,000 BTUH	11.4–20.0 tons	10.8 EER	\$40/ton
F	241,000 – 760,000 BTUH	20.1–63.3 tons	9.8 EER	\$40/ton
G	> 760,000 BTUH	>63.3 tons	9.3 EER	\$40/ton
<b>Split System Air-Source Heat Pumps</b>				
H	<65,000 BTUH (1 ph)	<5.4 tons	14.0 SEER	\$30/ton
I	<65,000 BTUH (3 ph)	<5.4 tons	12.0 EER	\$30/ton
J	65,000 – 135,000 BTUH	5.4–11.3 tons	10.6 EER	\$40/ton
K	136,000 – 240,000 BTUH	11.4–20.0 tons	10.0 EER	\$40/ton
L	>240,000 BTUH	>20.0 tons	9.1 EER	\$40/ton
For split systems, the indoor coil and condenser must be a matched set to be eligible.				
<b>Furnace/Air Handler with ECM</b>				
M	Furnace/Air Handler with ECM	Attach Spec sheet clearly indicating presence of ECM		\$150/unit
<ul style="list-style-type: none"> <li>New residential style/air handler installations only. Unit must be equipped with an electronically commutated motor (ECM) as original equipment air handler.</li> <li>Indoor units that contain ECM motors which include fuel-fired furnaces or air handlers with no secondary heating source qualify</li> <li>Proof of ECM is required by either spec sheet or other manufacturer provided document.</li> </ul>				
<b>Mini-Split Ductless Air-Source Heat Pump</b>				
N		15 SEER		\$500/unit
Unit must be rated with a minimum SEER of 15.0 and be on a list of prequalified units. AHRI reference number is required for all installations. All efficiency ratings will be verified using the AHRI database (ahridirectory.org)				
<b>Unitary Single Packaged Air Conditioning (Including Rooftop Units)</b>				
O	<65,000 BTUH (1 ph)	<5.4 tons	14.0 SEER	\$30/ton
P	<65,000 BTUH (3 ph)	<5.4 tons	11.3 EER	\$50/ton
Q	65,000 – 135,000 BTUH	5.4–11.3 tons	11.0 EER	\$50/ton
R	136,000 – 240,000 BTUH	11.4–20.0 tons	10.8 EER	\$50/ton
S	241,000 – 760,000 BTUH	20.1–63.3 tons	10.0 EER	\$50/ton
T	> 760,000 BTUH	>63.3 tons	9.8 EER	\$50/ton
<b>Single Packaged Air-Source Heat Pumps (Including Rooftop Units)</b>				
U	<65,000 BTUH (1 ph)	<5.4 tons	14.0 SEER	\$30/ton
V	<65,000 BTUH (3 ph)	<5.4 tons	11.3 EER	\$30/ton
W	65,000 – 135,000 BTUH	5.4–11.3 tons	10.6 EER	\$25/ton
X	136,000 – 240,000 BTUH	11.4–20.0 tons	10.0 EER	\$35/ton
Y	>240,000 BTUH	>20.0 tons	9.1 EER	\$35/ton
<b>Ground-Source Heat Pump</b>				
Z	Open Loop <135,000 BTUH @ 59°F	<11.3 tons*	16.2 EER/3.6 COP	\$200/ton
AA	Closed Loop <135,000 BTUH @ 77°F	<11.3 tons*	14.1 EER/3.3 COP	\$400/ton
<ul style="list-style-type: none"> <li>Maximum incentive for closed loop system - \$15,000 per system</li> <li>Maximum incentive for open loop system - \$7,500 per system</li> <li>Heat load calculation required with all geothermal incentive applications submitted clearly delineating a) design temperature used for analysis, b) resulting heat loss, and c) equipment heating capacity required for building.</li> <li>If unit is equipped with backup electric heat, the business must be on load control or demand billing per the member utility's offerings.</li> <li>Units <math>\geq 11.3</math> tons may qualify for incentives if the EER requirement is met. Submit equipment manufacturer and model information for preapproval before equipment is purchased.</li> </ul>				
<b>Replacement Ground-Source Heat Pump</b>				
BB	Open Loop <135,000 BTUH @ 59°F		16.2 EER/3.6 COP	\$100/ton
CC	Closed Loop <135,000 BTUH @ 77°F		14.1 EER/3.3 COP	\$200/ton
<ul style="list-style-type: none"> <li>Incentive available for failed Geothermal equipment only. Equipment must meet or exceed efficiency requirements as stated above</li> <li>Entire indoor unit replacement is required to receive incentive. Replacing only the compressor will not qualify for the incentive.</li> <li>Equipment being replaced must fall outside of any warranty period to receive incentive. Invoice showing proof of purchase must be attached.</li> <li>If equipped with backup electric heat, building must be on load control or demand billing per local utility offering.</li> <li>Heat load calculation required with all replacement applications submitted clearly delineating a) design temperature used for analysis b) resulting heat loss, and c) equipment heating capacity required for building.</li> </ul>				

Air Cooled Chillers				
DD	All Sizes		1.2 kW/ton full load	\$40/ton
Water Cooled Chillers				
EE	<150 ton		0.79 kW/ton full load 0.49 kW/ton part load (IPLV)	\$30/ton
FF	150 – 300 ton		0.63 kW/ton full load 0.44 kW/ton part load (IPLV)	\$40/ton
GG	> 300 ton		0.58 kW/ton full load 0.44 kW/ton part load (IPLV)	\$40/ton
Energy Star Window and Wall (Sleeve) AC Incentive Table				
Description	Size Range		Min. AHRI Efficiency	Incentive
ES Window AC				
HH	< 14,000 Btu/hr		Must meet Energy Star standards	\$35 each
II	> 14,000 Btu/hr		Must meet Energy Star standards	\$70 each
ES Sleeve AC				
JJ	< 14,000 Btu/hr		Must meet Energy Star standards	\$35 each
KK	> 14,000 Btu/hr		Must meet Energy Star standards	\$70 each
Window air units must be Energy Star -rated to qualify. Data sheets are required.				
Chilled Water Resets				
Description				Incentive
LL	Chilled Water Reset Air Cooled 0-100 tons			\$6.00/ton
MM	Chilled Water Reset Air Cooled 100-200 tons			\$5.00/ton
NN	Chilled Water Reset Air Cooled 200-300 tons			\$3.50/ton
OO	Chilled Water Reset Air Cooled 300-400 tons			\$2.50/ton
PP	Chilled Water Reset Air Cooled 400-500 tons			\$2.00/ton
QQ	Chilled Water Reset Water Cooled 500-1,000 tons			\$1.00/ton
RR	Chilled Water Reset Water Cooled 1,000-2,000 tons			\$0.50/ton
SS	Chilled Water Reset Water Cooled 2,000-3,000 tons			\$0.35/ton
Chilled Water Resets:				
<ul style="list-style-type: none"> <li>• Controls must be installed that vary the chilled water supply temperature based on either outdoor air temperature, chiller return water temperature or percentage cooling load.</li> <li>• Incentive is based on type of chiller (water cooled vs. air cooled) and tons of refrigeration capacity for the chiller plant.</li> <li>• Incentive is capped at 75% of project cost.</li> <li>• Typical reset schedules are 44F CWT (chilled water supply temperature) at 95F OAT (outside air temperature) and 50F CWT at 65F OAT.</li> <li>• As with all controls measures the purchase of controls is required, in lieu of a setting change. Controls must be installed on an existing constant volume chilled water system.</li> <li>• Variable flow systems and new construction projects do not qualify.</li> </ul>				
Setback/Programmable Thermostat				
Incentive = \$50				
<ul style="list-style-type: none"> <li>• Qualifying setback/programmable thermostat(s) shall be installed according to manufacturer's specifications and comply with manufacturer's warranty requirements.</li> <li>• Thermostat(s) shall have a program memory retention capability or battery back-up (minimum 2 days), with warning indicator for battery replacement.</li> <li>• Thermostat(s) shall be capable of automatic variation of the start of daily warm-up time depending on indoor and outdoor temperature variations, shipped with a default energy saving program that is capable of maintaining two separate programs (to address the different comfort needs of weekdays and weekends) and four temperature settings or more for each day.</li> <li>• Thermostat incentive is limited to \$2500 per facility, up to 75% of the unit cost.</li> </ul>				

## Terms and Conditions

1. **Incentive Offer:** Projects must be implemented (completed) by **December 31, 2010**. An original signed application and invoices for materials and labor must be delivered to the participating utility at the address located on page 2 of this application **within 60 calendar days of installation (completion)**. Please keep a copy for your records.
2. **Proof of Purchase:** This application must have complete information and be submitted with an invoice itemizing the **new equipment purchased and the manufacturer (OEM) specification sheets**. The invoice must indicate date of purchase, size, type, make, model and total project cost.
3. **Compliance:**
  - a. All projects are expected to comply with federal, state and local codes.
  - b. All equipment must be new or retrofitted with new components per the program specifications. Used or rebuilt equipment is not eligible for incentives. Existing equipment must be removed or permanently disconnected.
  - c. Equipment must meet specification requirements and be purchased and operating prior to submitting an incentive application.
  - d. Customers may only receive one incentive per piece of qualifying equipment.
  - e. If the project is in a leased building, the term of the lease must be at least five (5) years.
4. **Payment:** Once completed paperwork is submitted, incentive payments are usually made within 45 calendar days. Incomplete applications will either delay payments or be denied. The participating utilities reserve the right to refuse payment and participation if the customer or contractor violates program rules and procedures. All projects exceeding \$10,000 of incentives will be inspected prior to incentive payment.
5. **Inspection:** Program staff may conduct an inspection of the facility to survey installed projects.
6. **Publicity:** The participating utilities reserve the right to publicize your participation in this program, unless you specifically request otherwise.
7. **Program Discretion:** Incentives are available on a first-come, first-served basis. This incentive is subject to change or termination without notice at the discretion of the participating utilities.
8. **Logo Use:** Customers or allies may not use the participating utilities' name or logo in any marketing, advertising or promotional material without written permission.
9. **Disclaimers:** The participating utilities
  - a. Do not endorse any particular manufacturer, product, labor or system design by offering these programs;
  - b. Will not be responsible for any tax liability imposed on the customer as a result of the payment of incentives;
  - c. Do not expressly or implicitly warrant the performance of installed equipment or contractor's quality of work (contact your contractor for detailed warranties);
  - d. Are not responsible for the proper disposal/recycling of any waste generated as a result of this project;
  - e. Are not liable for any damage caused by the installation of the equipment or for any damage caused by the malfunction of the installed equipment.

### **INCENTIVE LIMIT:**

Purchase and install qualifying equipment and receive an energy efficiency incentive of up to \$15,000 per customer, per calendar year. An incentive exceeding \$10,000 must receive written approval BEFORE project installation. Total incentive not to exceed 75 percent of the project cost. If self-installed, incentives for measures can be up to the purchase price of a specific measure, but shall not exceed the incentives set by Minnkota Power Cooperative, Inc. and the Northern Municipal Power Agency for each measure.

### **ELIGIBILITY:**

These incentives are offered by the member utilities of Minnkota Power Cooperative, Inc. and the Northern Municipal Power Agency. For questions regarding eligibility, call your local utility listed on page 2.