



## 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 9.**

**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 \$15,000, 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 State 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 \$50/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: <input type="checkbox"/> Natural Gas <input type="checkbox"/> Electric <input type="checkbox"/> LP (Propane) <input type="checkbox"/> Oil <input type="checkbox"/> 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 <input type="checkbox"/> Electric Water Heater <input type="checkbox"/> Natural Gas Water Heater <input type="checkbox"/> LP Water Heater <input type="checkbox"/> 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					
Manufacturer:			Model Number(s):		Serial Number(s) Installed:					
1. New furnace/indoor unit installations only. Unit must be equipped with an electronically commutated motor (ECM) as original equipment in the furnace, heat pump or indoor blower. 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 Maximum incentive \$7,500			\$200/ton					
Ground-Source Heat Pump Closed Loop <135,000 BTUH @ 77°F		14.1 EER/3.3 COP Maximum incentive \$15,000			\$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: <input type="checkbox"/> Cooling <input type="checkbox"/> Heating				Type of Geothermal System: <input type="checkbox"/> Water-to-water <input type="checkbox"/> Water-to-air						

**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 <b>Maximum incentive is \$3,750</b>		\$100/ton		
Replacement Ground-Source Heat Pump Closed Loop <135,000 BTUH @ 77°F	14.1 EER/3.3 COP <b>Maximum incentive is \$7,500</b>		\$200/ton		
Manufacturer:	Model Number(s):	Serial Number(s):			
Design Temperature used for analysis:	Resulting Heat Loss:	Equipment Heating Capacity Required for Home:			

System Provides:  Cooling  Heating

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

- Incentive available for failed Geothermal equipment only
- Entire indoor unit replacement is required to receive incentive. Replacing only the compressor will not qualify for the incentive.
- Equipment must meet or exceed efficiency requirements as stated above
- Equipment being replaced must fall outside of any warranty period to receive incentive. Invoice showing proof of purchase must be attached.
- If equipped with backup electric heat, building must be on load control or demand billing per local utility offering.
- 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.

**J. Refrigeration Equipment**

Equipment Type	Specifications	Incentive/Door	Quantity	Total
Anti-Sweat Heater Control ( <i>cooler</i> )	Retrofit only	\$40/door		
Anti-Sweat Heater Control ( <i>freezer</i> )	Retrofit only	\$100/door		
Night Covers	Retrofit only	\$8.00/linear foot		
ECM Motors for refrigeration	Retrofit only <b>Minimum of 1,500 annual operating hours</b>	\$40/motor		
Vending/Cooling Misers	Retrofit only	\$50/unit		

**K. Variable Frequency Drives**

Incentives under this program are not available for replacement VFDs.  
 The equipment below is (check one):  Retrofit Equipment  Replace Failed Equipment

VFD HP*	Make/Model or Catalog #	Quantity	Incentive	Annual Operating Hrs (Minimum of 1500)	Date Installed & Operable (mm/yy)	Total Incentive
			\$40.00/hp			
			\$40.00/hp			
			\$40.00/hp			
			\$40.00/hp			
<b>Subtotal</b>						

- VFD horsepower is the lesser of the VFD nominal horsepower and the motor nominal horsepower.
- Maximum incentive cannot exceed 75% of the total equipment cost.
- Drives must be used in pumping or air handling applications.
- Motors and pumps or fans, must operate a minimum of 1500 hours annually to be eligible.
- Qualifying projects must have a true power factor of 0.90 or greater and should include a line reactor between the power source and the drive with a reactor rating of not less than 3% impedance of the VFD rating.
- Incentives will be paid for the installation of new variable frequency drives on existing fan and pump systems and process equipment.
- The replacement of a variable frequency drive does not qualify for this program.
- Variable frequency drives that are provided on new packaged HVAC equipment do not qualify.
- Redundant or backup units do not qualify.
- VFDs must be automatically controlled by a variable signal, and have load diversity that will result in savings through motor speed variation.
- The pump or air handling system may not exceed 400 horsepower.
- VFDs in new construction projects do not qualify over 50 horsepower.

Summary of Incentives	
A. Subtotal	\$
B. Subtotal	\$
C. Subtotal	\$
D. Subtotal	\$
E. Subtotal	\$
F. Subtotal	\$
G. Subtotal	\$
H. Subtotal	\$
I. Subtotal	\$
J. Subtotal	\$
K. 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 ≥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 ( <a href="http://ahridirectory.org">ahridirectory.org</a> )				
<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 &gt;11.3 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>				

Replacement Ground-Source Heat Pump				
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>Maximum incentive for closed loop system - \$7,500 per system</li> <li>Maximum incentive for open loop system - \$3,750 per system</li> <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 44°F CWT (chilled water supply temperature) at 95°F OAT (outside air temperature) and 50°F CWT at 65°F 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>				
Refrigeration Equipment				
Description				Incentive
TT	Anti-Sweat Heater Control (Cooler)	Retrofit only		\$40/door
UU	Anti-Sweat Heater Control (Freezer)	Retrofit only		\$100/door
VV	Night Covers	Retrofit only		\$8/linear foot
WW	ECM Motors for Refrigeration	Retrofit only	Minimum of 1,500 annual operating hours	\$40/motor
YY	Vending/Cooling Misers	Retrofit only		\$50/unit
Variable Frequency Drives (VFDs)				
Description				Incentive
ZZ	Variable Frequency Drives (VFDs)	Retrofit only	Minimum of 1,500 annual operating hours	\$40/hp

## Terms and Conditions

1. **Incentive Offer:** Projects must be implemented (completed) by **December 14, 2012**. 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 \$15,000 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:**

All incentives are reviewed on a per project basis. All projects with estimated incentives over \$15,000 are subject to individual review and pre-approval. Incentives cannot exceed 75 percent of the total project cost.

### **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.