



Business advantage

More advantages for your business. More money in your pocket.





LED *lighting and fixtures*

Light up your facilities for savings!

Install energy-efficient lighting technologies to qualify for rebates on upgrades or new construction projects. Preapproval is required for rebates exceeding \$4,500.

Rebates available!
otpc.com/LEDs



Let our energy experts help you plan your upgrade project.
(See page 14.)

New construction lighting rebates

Rebates are based on the wattage per fixture or lamp.

LED technology	Wattage	Rebate
LED fixture indoor	<30	\$15.00
	30 to 49	\$25.00
	50 to 79	\$35.00
	80 to 99	\$50.00
	>99	\$75.00
LED fixture outdoor	<30	\$10.00
	30 to 49	\$15.00
	50 to 79	\$20.00
	80 to 99	\$25.00
	>99	\$30.00

LED technology	Wattage	Rebate
LED indoor screw-in	<10	\$1.25
	10 to 24	\$3.50
	25 to 49	\$8.00
	50 to 75	\$13.50
LED outdoor screw-in	<10	\$1.00
	10 to 24	\$1.50
	25 to 49	\$3.50
	50 to 75	\$6.00

Replacement lighting rebates

Rebate is based on the watts of energy saved when comparing the old fixture to the new fixture.

Existing	Replaced with	Rebate per watt saved
Low-efficiency incandescent	Screw-in LED indoor (with and without removal prevention devices)	20¢
	Screw-in LED outdoor (with and without removal prevention devices)	10¢
	Hard-wired LED indoor	60¢
	Hard-wired LED outdoor	40¢
Low-efficiency fluorescent	Hard-wired LED	60¢
Standard T8 fluorescent lamps	LED lamp-only retrofit	40¢
Mercury-vapor lamps	Hard-wired LED indoor	60¢
	Hard-wired LED outdoor	40¢
	Screw-in LED indoor	40¢
	Screw-in LED outdoor	20¢
Standard HID	Hard-wired LED indoor	60¢
	Hard-wired LED outdoor	40¢
	Screw-in LED indoor	40¢
	Screw-in LED outdoor	20¢
Exit lighting fixtures	High-efficiency exit lighting (based on maximum demand reduction of 20-watts/fixture)	60¢
Occupancy/daylight sensing controls		\$200/connected kW



**LEDs use
75 percent less
energy!**

Upgrade your ten most-used bulbs to LEDs and save.

Incandescent

Cost to operate one bulb per year

\$6.57

Energy cost for ten bulbs per year

\$65.70

COMPARE

LED

Cost to operate one bulb per year

\$1.04

Energy cost for ten bulbs per year

\$10.40

**You'll save more than
\$55 per year!**

**Based on three hours of operation a day at \$.10/kWh. A 9.5-watt LED is equivalent to a 60-watt incandescent.*

Heat pumps

Efficient and environmentally friendly!



← DID YOU KNOW?

New ratings metrics have been implemented to revise HSPF and SEER ratings to HSPF2 and SEER2.

Summary of heat pump rebates per ton

Type	CIP efficiency	Energy control
Air-to-water COP ≥ 1.7 A5W110	\$400	\$400
Cold-climate <u>ducted</u> HSPF ≥ 9 or HSPF2 ≥ 7.6	\$700	\$600
Cold-climate <u>ductless</u> HSPF ≥ 10 or HSPF2 ≥ 9.5	\$500	\$400
Geothermal: Residential	\$1,200	—
Geothermal: Commercial	\$1,000	—

- **CIP efficiency rebates** are available for heat pump systems that meet efficiency ratings and program requirements regardless of service rate.
- **Energy control rebates** are available for qualified installations served on an eligible off-peak rate listed on the next page.
- Limit one rebate per installation.

Cold-climate heat pump

Designed for our weather, cold-climate heat pumps (CCHPs) operate with 200 percent efficiency at 0°F and up to 400 percent efficiency in warmer temps. A CCHP can provide up to 90 percent of your heating needs.



Install a *ductless* CCHP

Get \$400 per ton when rated with a 10+ HSPF or 9.5+ HSPF2** and served on our Dual Fuel, Deferred Load, or RDC Rate.

Get \$500* per ton when rated with a 10+ HSPF or 9.5+ HSPF2 and labeled ENERGY STAR® or rated 15+ SEER or SEER2**.



Install a *ducted* CCHP

Get \$600 per ton when rated with a 9+ HSPF or 7.6+ HSPF2 and served on our Dual Fuel, Deferred Load, or RDC Rate.

Get \$700* per ton when rated with a 9+ HSPF or 7.6+ HSPF2 and labeled ENERGY STAR® or rated 15+ SEER or 14.3+ SEER2.

Air-to-water heat pump

Get \$400 per ton when an air-to-water heat pump (AWHP) is rated with a COP** of 1.7 at A5W110 (at an outdoor ambient temperature of 5°F, the unit must deliver 110°F supply water).

To qualify for a rebate an AWHP must be installed where the prior primary heating was electric and at end of life, in new construction, or on our Dual Fuel Rate.

Geothermal heat pump (GHP)

Get \$1,200* per ton when labeled ENERGY STAR® or meets qualified COP and EER** ratings as shown below.

GHP	Loop type	COP	EER
Water to air	Open loop	4.1	21.1
Water to air	Closed loop	3.6	17.1
Water to water	Open loop	3.5	20.1
Water to water	Closed loop	3.1	16.1
Direct exchange		3.6	16.0
GHP single unit ≥ 6 tons		3.1	13.0

An AWHP is an emerging technology that improves the efficiency of hydronic underfloor heat storage systems. It uses free energy available in the air and transfers it through water for heating. Some operate down to -10°F while maintaining efficiency above 150 percent. Use an AWHP to upgrade an existing hydronic underfloor heating system or as part of a new system.

AWHP systems can include electric resistance backup heating for the coldest weather. When paired with a buffer tank, an AWHP provides added savings by preheating domestic hot water.

Buffer tank or desuperheater

Get a \$200 per ton rebate when you add a buffer tank to a CIP-qualified AWHP or a desuperheater to a CIP-qualified GHP installation when it's used for domestic hot water preheating. Buffer tank requires heating coils. Rebate is based on the tonnage (size) of the associated heat pump unit. Limit 20 tons.

*Special rules apply for businesses heated with natural gas.

**Terms: SEER and SEER2: seasonal energy efficiency rating; EER: energy efficiency ratio; HSPF and HSPF2: heating season performance factor; COP: coefficient of performance

Federal tax credits are available! **Receive 30 percent or more of the total cost** for installing a GHP.

Appliance recycling

When updating appliances, recycle your old working units to earn rebates!

Recycle your window AC and dehumidifier too!



Schedule your appointment **May 1 through September 30** by calling **877-838-1311** or visiting **otpc.com/RecycleMyFridge**.

Recycle up to two old, but working, refrigerators and freezers and up to two window air conditioners and two dehumidifiers each year. A window air conditioner and/or dehumidifier must be picked up during the same appointment as a fridge or freezer. Pickup is free and contactless upon request.

Appliance recycling rebates

Rebate	Appliance
\$50	Refrigerator 10 to 27 cubic feet in size
\$50	Freezer 10 to 27 cubic feet in size
\$25	Window air conditioner
\$10	Dehumidifier

This program is operated on our behalf by Appliance Recycling Centers of America Inc.



When purchasing new equipment, look for the ENERGY STAR® label. Energy star options use 10 percent to 50 percent less energy than non-energy efficient equivalents.

Electric water heating

Heating life, saving money.



When it's time for a new water heater choose off-peak electric.

Electric water heaters operate at up to 96 percent efficiency. And when you operate yours on our Deferred Load, Dual Fuel, or Controlled Water Heating Rate, you'll save even more with electric price discounts. Or **receive a \$10 a month bill credit** when we connect a radio receiver to your firm service electric panel. This keeps set up simple and avoids the cost of adding an additional service panel and meter.

Install a new electric water heater with at least a .9 uniform energy factor (UEF) on an off-peak service and qualify for a rebate.

QUICK TIP



Make sure to address any water leaks at your business. Small leaks may add up to many gallons of water and dollars wasted each month.

Controlled water heating rebates

Rebate	Application	Conditions
\$300	≥ 80-gallon grid-enabled or standard tank	New controlled load
\$150	≥ 80-gallon grid-enabled or standard tank	Replacement controlled load
\$150	≥ 50-gallon < 80-gallon standard tank	New controlled load
\$75	≥ 50-gallon < 80-gallon standard tank	Replacement controlled load
\$40/kW	Commercial with a minimum of 12 kW and 120-gallons of storage capacity.	New or replacement controlled load; \$5,000 maximum rebate



Electric heating

Safe, comfortable, and efficient electric heating.

Create a dual fuel system with 100 percent efficient electric heating.

Rebates are available for several electric heating technologies.



A plenum heater sits within your duct work just above your furnace to create a dual fuel system.



An electric boiler heats liquid for radiator, baseboard, and hydronic floor heating systems.



An electric furnace is a ducted system that may service your entire space.



Electric cable or panel storage heating is installed under the slab during new construction.

Install one on our Dual Fuel Rate and receive rebates.

\$500 per unit for installing a 9 kW to 25 kW unit.

\$20 per kW for units sized larger than 25 kW.

Rebates available!

Receive a **\$15 per kW** rebate for baseboard, cove heat, radiant ceiling, or nonstorage floor-warming heat installed beneath flooring material.

Enjoy the comfort and savings of storage heating or cooling.

Eligible applications include:

- Central furnaces.
- Room units.
- Underfloor cable or panel systems.
- Electric boilers installed to serve underfloor hydronic systems.
- Ice storage applications.



Install one on our Deferred Load or Fixed Time of Delivery Rate to qualify for a rebate.

\$40 per kW for installing a 9 kW to 500 kW system.

Look for our rebate form at
otpc.com/RebateApplication.



CoolSavings

Saving money never felt so cool!

QUICK TIP

Consider installing locking devices on thermostats to maintain desired temperature settings.

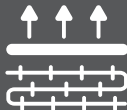
Enroll in CoolSavings air-conditioning cycling and save on summer cooling costs. **Receive a \$6 per ton credit** on monthly bills from June through September.

- Central AC and heat pumps may qualify.
- Units served on our General Service Rate are eligible.
- System must include an outside disconnect switch.

Reduce your summer cooling costs by an average of 10 percent and help manage the electric system while keeping energy costs low!

Note: We reserve the right to deny participation for limited-use facilities.

A thermal-storage system must have adequate capacity to heat or cool a space during the maximum control period allowed by the rate to qualify for a rebate. An underfloor system requires a sand base to serve as a heat sink.



QUICK TIP

Even an ENERGY STAR®-qualified heating, ventilation, and air-conditioning (HVAC) system can decline in performance without regular maintenance. Schedule an annual maintenance appointment to tune up your system before each cooling and heating season. Your system should last longer with minimal repair costs.



Drive Power

Power operations with energy-efficient motors and adjustable-speed drives.

Adjustable-speed drives (ASDs): Reduce energy use up to 50 percent by installing an ASD to match motor speed to the requirements of a fluctuating load.

\$60 per horsepower rebate for nonseasonal centrifugal applications.

\$40 per horsepower rebate for seasonal and HVAC centrifugal applications.

The system designer or installing contractor must ensure the entire facility complies with the IEEE Standard 519 after completion of the ASD installation or retrofit to qualify for a rebate.

Electronically commutated motors (ECMs): Upgrade exhaust fans with energy-efficient ECMs. Rebate is based on motor horsepower.

Motors: Our motor rebate program encourages industrial, commercial, and agricultural customers to purchase energy efficient new, replacement, or retrofit motors.

Rebates are based on motor horsepower and speed as measured in revolutions per minute and must meet specified efficiency ratings.

\$40 to \$7,000 rebate for totally enclosed fan-cooled and open drip-proof motors between one and 500 horsepower.

\$40 to \$4,200 rebate for explosion-proof motors between one and 300 horsepower.

ECM rebates							
Horsepower	0.125	0.25	0.33	0.50	0.75	1.0	1.5
Rebate	\$15	\$30	\$50	\$70	\$100	\$125	\$175

To view rating requirements and access rebate details, visit otpc.com/Motors.



Through a recent recommissioning study, the Crookston School found nearly 375,000 kWh in annual savings, which will save the school \$18,820 every year.

Studies and audits

Evaluate your best path to profits.

We offer free or partially paid studies of many building and operational systems. Evaluate your options and find the best paths toward energy efficiency. We offer support to study:

- Heating, cooling, and ventilation systems
- Lighting
- Compressed air
- And more!



Study results will show you which improvements will bring the fastest payback with rebate support. Visit with one of our energy experts. (See page 14.)

Grants

Make efficiency improvements that fit your unique needs.

Custom efficiency project grants help customers make upgrades that benefit their unique business operations. Eligible applications that may qualify include but aren't limited to:

- Building envelope improvements
- Air compressors
- Chillers
- Commercial electric cooking equipment
- Heat-recovery systems
- Process improvements

Grants are calculated based on kilowatt-hours of energy saved, kilowatts of demand reduced, and project costs.

Documentation is required prior to approval.



Upgrading your cooling equipment is one of many applications that could qualify for an energy efficiency grant.



Commercial refrigeration

Efficient food cooling pays with quality and savings.

Rebates are available for high-efficiency refrigeration technologies including LED display case lighting, condenser systems, subcooling systems, refrigerated display cases, and air-circulation systems. And we'll cover most of the cost for maintenance checks!

Available rebates:

\$100 per door for new and retrofit LED display case lighting installations.

\$25 to \$100 per horsepower converted or installed for condensers, compressors, and sub-cooling measures.

\$20 to \$40 per lineal foot of display case for anti-sweat heater controls, high-efficiency glass doors, and high evaporator temperature cases.

\$2 per cubic foot per minute of outdoor air cooling for walk in coolers.

\$40 for retrofit and **\$10 for new installation** of high-efficiency evaporator fan motors.

Discounted preventative maintenance checks to make your cost less than \$50. We pay the rest.

QUICK TIP



Clean condenser and evaporator coils. Dirty condenser and evaporator coils block airflow, which drags down efficiency and leads to more energy use. Dirty coils also lead to more maintenance problems, which cost time and money.

Find more details
and rebate forms at
otpc.com/refrigeration.



Commercial food service

Rebates available for electric equipment.

Commercial food service equipment rebates are available for ENERGY STAR® electric appliances, including food-holding cabinets, ovens, cooktops, griddles, dishwashers, refrigerators, electric steamers, freezers, and ice machines.

Electric kitchen equipment often provides a competitive advantage over alternate fuels by improving the cooking process, increasing production, improving food and air quality, and reducing kitchen safety hazards.

Commercial food service equipment rebates

Item		Rebate
Electric hot food-holding cabinets (HFHC)	Full size (20 cubic feet)	\$400
	3/4 size (12 cubic feet)	\$300
	Half size (8 cubic feet)	\$200
Electric ovens, cooktops, and griddles	Combination oven	\$700
	Convection oven	\$75
	Electric fryer or griddle	\$200
Dishwasher (electric water heater required)	High temp booster heater (electric only)	\$200
	Low temp	\$400
	Under-counter units	\$50
Refrigerator	Less than 30 cubic feet	\$25
	30 cubic feet and larger	\$75
Miscellaneous	Electric steamer	\$600
	Freezer	\$75
	Ice machine	\$75



Electric vehicle charging

Charge with off-peak electricity.

Customers installing a permanently connected (hardwired) Level 2 electric vehicle charging station on a qualified rate may receive a **\$400 rebate**. Eligible rates include our Dual Fuel, Deferred Load, Fixed Time of Delivery, RDC, and Electric Vehicle Charging Rate.



Download our Customer
Rebate Application at
otpc.com/RebateApplication.

Applying for a rebate

Customers must provide detailed receipts and equipment documentation, including manufacturer and model numbers, and a signed Customer Rebate Application or other rebate forms.

- Bids and quotes aren't acceptable proof of purchase.
 - Documentation for cold-climate heat pump rebates must clearly indicate ducted or ductless design, HSPF, and other required ratings.
 - Acceptable proof of equipment efficiency, where required, includes AHRI certificates reflecting required equipment efficiency levels, manufacturer specification sheets with proof of efficiency levels, or ENERGY STAR® ratings when proof includes the model installed.
 - Find AHRI certificates at ahridirectory.org.
 - Any other documentation of equipment efficiency must receive prior approval.
 - Customer Rebate Applications may be found online at otpc.com/RebateApplication.
 - Some programs have additional and other program guidelines and documentation requirements.
- All documentation is needed with the initial form submission to avoid delays in processing or disqualification.
 - Allow eight weeks for rebates to process.
 - Energy control projects totaling **\$10,000 or more of off-peak rebates** require preapproval and may be evaluated for a custom rebate amount to ensure project demand response value and a payback period of no less than one year.
 - Rebates will not exceed 75 percent of project cost. Geothermal heat pump rebates will not exceed 50 percent of project cost.
 - Funding limitations apply.
 - We reserve the right to change or eliminate rebate programs without notice.

Submit rebates by email to:
Rebates@otpc.com

Or by mail to:
Rebates
PO Box 496
Fergus Falls, MN 56538-0496

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Contact these individuals directly or call our
Idea Center at 800-493-3299.



Let us help you save!

Reach out and ask questions before making improvements. Our team of energy experts is available to support your business.

Together, we'll walk through your options. We'll give you information to talk about with your contractor or tips if you're a DIYer.

Look for our rebate form at otpc.com/RebateApplication.



Visit

otpc.com/WaysToSave



Send us an email
IdeaCenter@otpc.com



Call our Idea Center
800-493-3299

Note: Options available for Minnesota customers. Programs may change at any time. Receipts required. Limits apply.