

Customer Connection
for **BUSINESS**



Energy information to help you manage your operation

November 2022

South Dakota steakhouse owner a heat pump advocate

Tom Kampmann is a cold-climate heat pump believer. His energy bills are all the evidence he needs.

Kampmann is the owner of The Feather’s Nest, a steakhouse in Ward, South Dakota. Two years ago the combination of a propane furnace, baseboard heating, and an aging air conditioner left him with utility bills of up to \$2,300 per month. As Kampmann watched the price of propane continue to increase, he knew he needed a new heating and cooling solution. “With the price [of propane] going up, I had to do something,” said Kampmann.

Kampmann first found out about cold-climate heat pumps from Energy Management Representative Brad Nelson. Cold-climate heat pumps (CCHPs) are the latest evolution in efficient air-source heat pump design. Thanks to an inverter—or variable speed drive—compressor design, CCHPs achieve high levels of efficiency even during the winter season. CCHPs deliver two to four units of heating and cooling energy for every one unit of energy consumed.

“When I heard a heat pump could heat down to 22 degrees below zero, there was no question that I would make the switch,” Kampmann said.

While his initial cost for a ducted heat pump was higher than a traditional heating and cooling system, Kampmann took advantage of our \$700 per ton rebate as well as our discounted Dual Fuel Rate.

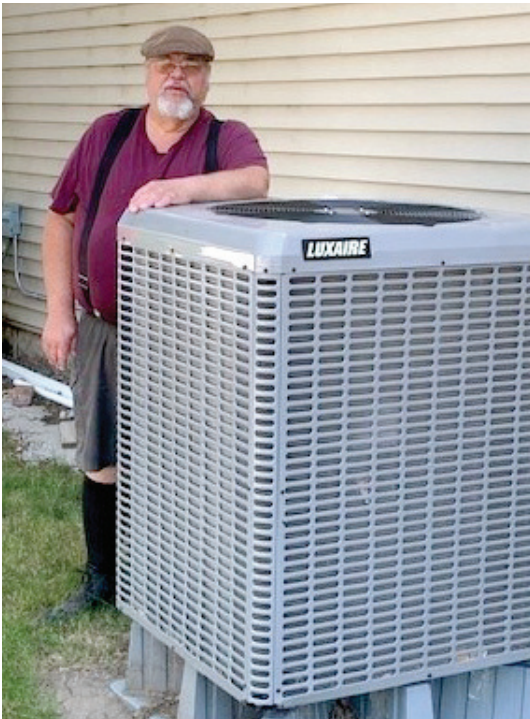
Kampmann said he’ll quickly recoup the cost through energy savings. His energy bills have dropped to \$1,200 per month, saving him about \$1,100 per month. While he still has a propane furnace back-up, last winter, it did not turn on, he said.

In addition to saving Kampmann money, his CCHP provides benefits to his customers too.

During the summer the combination of a hot kitchen and constantly opening doors meant the restaurant’s temperature would often soar to 78°F—not ideal for customers wanting to get out of the heat.

As an air conditioner, Kampmann said, his CCHP provides superior comfort over his previous air conditioner. “It doesn’t feel like an air conditioner where there’s cold air blowing on you,” said Kampmann. “With a heat pump, customers don’t even notice.”

Kampmann is such a believer, he’s telling all his neighbors in Ward to get one. “I don’t know if there are any negatives to it,” said Kampmann. “It just saves that much.”



The Feather’s Nest owner Tom Kampmann stands next to his cold-climate heat pump.



Tom Kampmann says his heat pump has saved him about \$1,100 per month in energy costs.

To see if a cold-climate heat pump is right for you,
contact your Energy Management Representative
or call our Idea Center at 800-493-3299.



Meet Brad Nelson

Energy Management Representative serving the Milbank, South Dakota, and Wahpeton, North Dakota areas

Brad’s been an energy advisor serving commercial customers for 12 years but has worked for our company for 20 years. Through the Association of Energy Engineers, he’s certified as an Energy Manager (CEM), Lighting Efficiency Professional (CLEP), and Demand Side Manager (CDSM). Before becoming an Energy Management Representative, Brad was a service representative located out of Appleton, Minnesota.

Call Brad at **605-949-1779**, or find the rest of our team listed on the back.

Energy efficiency from the ground up

Build smart and save big with preconstruction energy modeling

Are you considering constructing a new building for your business? You're probably imagining how it will look from the outside—whether you want to use brick or wood. Right now, you're in the dream stage of planning. Perhaps you've even floated some ideas to an architect and have a rough blueprint.

But have you thought about your long-term energy costs? While energy efficiency may not have the glamour of granite countertops or brick facades, the decisions you make can have long-term impacts on your bottom line, value of your building, and productivity of your employees. That's where we can help.

"You're creating a once-in-a-lifetime building, and you're putting a lot of hopes and dreams into that building," said Marketing Programs Supervisor Jon Fabre. "Our goal is to make sure that, years down the road, energy performance still works for you as well."

Energy modeling

Including our energy consulting services during the dream phase could mean a big, long-term payoff. By using energy modeling software, options can be explored to maximize energy efficiency before the building process begins.

"Energy modeling software lets us analyze what happens to energy efficiency if, say, you turn a building 45 degrees so it faces west, toward or away from the sun," said Michael's Energy Project Manager Carl Samuelson. "You can't do that if building construction has already started."

Modeling software is particularly effective in determining the size of geothermal heating and cooling systems. In too many cases geothermal systems are designed using "rules of thumb" resulting in oversized equipment and higher costs for building owners. Using a sophisticated, iterative modeling process will ensure the correct geothermal system is selected, reducing installation costs by as much as 40 percent.

Other variables in the energy model include the following:

- Window placement and glazing options.
- Lighting and lighting controls.
- Building orientation.
- Building envelope.
- Mechanical systems.

Following the completion of energy modeling, consultants will provide a package of recommendations.

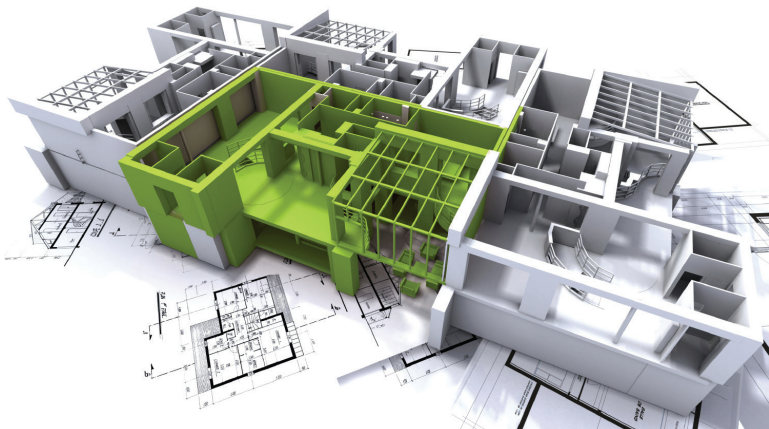
While some recommendations, such as a geothermal heat pump or thicker insulation, may have higher up-front costs than traditional options, our rebates and the long-term energy savings will help make those added costs pay for themselves.

Minnesota customers

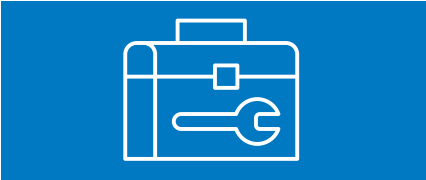
Our Integrated Building Design Plus program provides consulting service to review building plans as well as added rebates. Package recommendations create annual energy savings totaling 20 percent or more over a building's life, which translates into a relatively quick payback and energy savings thereafter.

Learn more

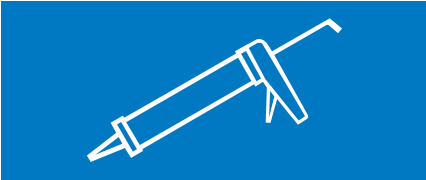
Take advantage of significant incentives and long-term savings by building energy efficiency into your new construction project. Call our Idea Center at **800-493-3299**, contact an Energy Expert, or visit **otpc.com/DesignPlus** for more information.



Save energy this winter



Schedule a tune-up of your heating systems. Doing this once a year helps ensure your systems operate efficiently and are ready for the season ahead.



Weatherstrip and caulk around windows, door frames, and where baseboards meet walls to stop drafts and heat loss.



Regularly change furnace filters to keep systems operating efficiently. A dirty filter reduces airflow throughout the system, which decreases performance and may cause damage.

Our team of energy experts



Jeff Hoff
Jamestown and
Oakes, ND areas



Brandon Johnson
Bemidji, MN area



Drew Martig
Morris, MN area



Lori Moxness
Fergus Falls, MN area



Brad Nelson
Milbank, SD and
Wahpeton, ND areas



Aaron Sigette
Crookston and
Hallock, MN areas



Scott Sigette
Rugby, Langdon, and
Devils Lake, ND areas



Chris Waltz
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Call one of our representatives at **800-493-3299** to discuss your project.



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