



Business energy guide

Solutions for your business.
Money in your pocket.



LED lighting and fixtures

Improve your lighting and save!

Replacing inefficient lighting with LED fixtures and lamps will improve your lighting quality and reduce energy expenses. And studies show that correct lighting colors improve mental awareness and reduce fatigue. We offer rebates on new construction and retrofit lighting projects.

Learn more at otpc.com/lighting.



Replacement lighting

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
Luminaire level lighting controls		\$200/connected kW

New construction lighting

LED technology	Wattage	Rebate per fixture or lamp
Indoor LED fixture	<30	\$15.00
	30 to 49	\$25.00
	50 to 79	\$35.00
	80 to 99	\$50.00
	>99	\$75.00
Outdoor LED fixture	<30	\$10.00
	30 to 49	\$15.00
	50 to 79	\$20.00
	80 to 99	\$25.00
	>99	\$30.00
Screw-in indoor LED	<10	\$1.25
	10 to 24	\$3.50
	25 to 49	\$8.00
	50 to 75	\$13.50
Screw-in outdoor LED	<10	\$1.00
	10 to 24	\$1.50
	25 to 49	\$3.50
	50 to 75	\$6.00
Occupancy/daylight sensing controls		\$200/connected kW
Luminaire level lighting controls		\$200/connected kW

Note: kW signifies kilowatts of connected load.

Appliance recycling

Recycle to earn rebates.

Recycle up to two old, but working, refrigerators and freezers and up to two window air conditioners and 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.

Schedule your appointment
 May 1 through September 30 by calling **888-634-4485**
 or visiting **otpc.com/Appliance Recycling**.

Appliance recycling rebates

\$50 rebate

Refrigerator
 10 to 27 cubic feet in size

Freezer
 10 to 27 cubic feet in size

\$25 rebate

Window air conditioner

\$10 rebate

Dehumidifier

Electric water heaters

Reduce costs with off-peak rates!

Electric water heaters operate at up to 96 percent efficiency. And when you operate yours on our Deferred Load, Dual Fuel, Residential Demand Control (RDC), or Controlled Water Heating Rate, you'll save even more with **electric price discounts** or a **\$10-a-month bill credit**.

Controlled water heating rebates

Rebate	Application	Conditions
\$400	≥ 80-gallon tank	New controlled load
\$200	≥ 80-gallon tank	Replacement controlled load
\$200	≥ 50-gallon and < 80-gallon tank	New controlled load
\$100	≥ 50-gallon and < 80-gallon tank	Replacement controlled load
\$50/kW	Heavy-duty commercial with a minimum of 12 kW and 120 gallons of storage capacity.	New or replacement controlled load; \$5,000 maximum rebate

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



Heat pumps

Efficient and environmentally friendly!

Heat pumps don't make heat. They move it—using free heat available in the air or ground to provide winter-time heating. And they cool too! Check out the many heat pump options available to see which one meets your needs.



Geothermal heat pump (GHP)

A GHP is clean, safe, and environmentally friendly and delivers **four to six units of heat for each unit of energy used** reducing heating and cooling costs by up to 70 percent. By combining our generous rebates with federal tax credits, geothermal heat pumps are an excellent value and a source of long-term energy savings.

GHP efficiency rebate requirements

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
GHP single unit \geq 6 tons	—	3.1	13

GHPs are eligible for a 30 percent tax credit—and an additional 10 percent credit for equipment made in the U.S.

Cold-climate heat pump (CCHP)

A CCHP is a highly-efficient air-source heat pump that delivers efficient comfort down to sub-zero temperatures and provides up to 90 percent of your heating needs.

Air-to-water heat pump (AWHP)

An AWHP improves the efficiency of hot water heating systems by using free energy available in the air and transferring it through water.

Terms: COP: coefficient of performance; EER: energy efficiency ratio; SEER: seasonal energy efficiency ratio; HSPF: heating season performance factor

Minnesota air conditioner (AC) and heat pump rebates

Type	Configuration	Required ratings		Rebate
		SEER2	HSPF2	
ENERGY STAR AC	Ducted/ductless	\geq 15.2	—	\$100/unit
Standard heat pump	Ducted/ductless	\geq 14.3	\geq 7.5	\$300/ton
Cold-climate heat pump	Ductless	\geq 16.0	\geq 9.5	\$600/ton
Cold-climate heat pump	Ducted	\geq 15.2	\geq 8.1	\$800/ton
Air-to-water	—	COP \geq 1.7 A5W110		\$800/ton
Geothermal: Commercial	—	See table above.		\$900/ton

Additional heat pump rebates

Heat pumps on energy control

Receive an additional \$40-per-ton rebate when an efficiency rebate-eligible CCHP or GHP is installed on our Dual Fuel, Deferred Load, or RDC Rate, or when a qualified AWHP is installed on our Dual Fuel Rate.

Buffer tank or desuperheater

Get a \$200-per-ton rebate when you add a buffer tank to an AWHP or a desuperheater to a GHP installation for domestic hot water preheating. A buffer tank must have heating coils. The rebate is based on the size (tons) of the associated rebate-eligible heat pump. Limit 20 tons.

Quality installation rebate

Receive an additional rebate of **\$200 per ton** for a quality heat pump installation and **\$50 per unit** for a quality air-conditioner installation. Find certified contractors at otpc.com/FindAContractor.



Combine our rebates with federal tax credits

Lower your upfront costs and gain long-term savings!

Example 1: A 3-ton ducted cold-climate heat pump installed by an approved contractor on an off-peak rate.

Rebate type	Rate per ton	Rebate amount
CCHP ducted	\$800	\$2,400
Quality installation	\$200	\$600
Installed on an off-peak rate	\$40	\$120
Total rebate		\$3,120

Example 2: A 10-ton geothermal heat pump with a desuperheater installed by an approved contractor on an off-peak rate.

Rebate type	Rate per ton	Rebate amount
Geothermal commercial	\$900	\$9,000
Desuperheater	\$200	\$2,000
Quality installation	\$200	\$2,000
Installed on an off-peak rate	\$40	\$400
Total rebate		\$13,400

GHPs are also eligible for tax credits!
Nonprofits may opt for direct payments in lieu of credits.

For more information, visit otpc.com/HeatPumps.

Electric heating

Safe. Comfortable. Efficient.

Rebates are available when a minimum of 9 kilowatts (kW) is installed on our discounted Dual Fuel or RDC Rate.

Receive a **\$20-per-kW rebate** for baseboard heat, cove heat, a garage unit heater, radiant ceiling heat, or nonstorage floor-warming heat installed beneath flooring material.



Combine a heat pump with an off-peak electric system!

Install a qualified cold-climate or geothermal heat pump on our Dual Fuel, Deferred Load, or RDC Rate and receive an additional **\$40-per-ton rebate on top of any efficiency rebates.** Adding a heat pump to your off-peak system is more affordable than ever!

Receive a **\$40-per-kW rebate** for any of the following:



A plenum heater sits within your ductwork 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 central heating system.



Electric cable or panel storage heating is installed under the slab during new construction. (RDC Rate accounts are eligible for heat storage rebates.)

Heat storage systems

Enjoy comfort and savings.

Thermal-storage heating systems store heat in sand or bricks and release it when you need it. They also qualify for rebates and our discounted rates.

Get a **\$75-per-kW rebate** when you install a minimum of 9 kW on our Deferred Load, RDC, or Fixed Time of Delivery Rate.

Learn more at otpc.com/HeatingRebates.

Eligible applications include:

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

CoolSavings

Cut costs, not comfort.

Enroll in CoolSavings air-conditioning cycling and save on summer cooling costs. Receive a **\$6-per-ton credit** on monthly bills June through September. We'll cycle your system 15 minutes on/15 minutes off during periods of peak demand. On two-stage systems, one stage will be allowed to operate throughout a control event while the other is controlled.

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

Set up is free and savings can be significant!
Visit otpc.com/CoolSavings.

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



Electric vehicle charging

Charge with off-peak electricity.

Install a Level 2 electric vehicle (EV) charging station on a qualified rate and **receive a \$500 rebate**. Eligible rates include our Dual Fuel, Deferred Load, Fixed Time of Delivery, and Minnesota EV Charging Rates. **It's like driving for 50 cents a gallon!**



Electric equipment

Commercial electric equipment uses a fraction of the energy required by gas models. And our new rebates make them more cost effective!

Equipment rebates

Eligible items	Rebate per unit
School bus	\$5,000
Forklift: Over 6,000-pound lifting capacity	\$3,000
Forklift: Under 6,000-pound lifting capacity	\$2,500
Riding mower	\$500
Push mower	\$100

Commercial refrigeration

Efficient refrigeration pays.

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 preventative maintenance checks!

Available rebates:

- **\$100 per door** for new and retrofit LED display case lighting installations.
- **\$25 to \$165 per horsepower converted** or installed for condensers, compressors, and sub cooling measures.
- **\$20 to \$75 per lineal foot** of display case for anti-sweat heater controls, case lighting controls, open case door additions, night shades, island cases, high-efficiency glass doors, and high-evaporator temperature cases.
- **\$2 per cubic foot per minute** of outdoor air cooling for walk-in coolers.
- **\$8.50 per square foot** of cooler and freezer strip curtains.
- **\$40 for retrofit** and **\$10 for new installation** of high efficiency and permanent magnet evaporator fan motors.
- **Discounted preventive maintenance checks** reduce your cost to **less than \$50** for comprehensive services from a contractor of your choice.



Refrigeration optimization

Ensure reliability while saving energy on your commercial refrigeration system by enrolling in our refrigeration optimization program. We'll reimburse eligible customers **up to \$10,000** toward the cost of a refrigeration optimization study and **up to \$2,500** toward expenses for contractor services to implement changes.



Refrigeration optimization can drastically reduce annual electricity costs!

A Center for Energy and Environment study shows that a large grocery store that optimizes its refrigeration system can reduce annual electricity costs by \$28,000. That represents up to \$1.25 million in grocery sales to achieve equal profits!

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/unit
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

Find rebate forms at [otpc.com/RebateApplication](https://www.otpc.com/RebateApplication).



Drive Power

Upgrade to efficient motors and 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** pump and fan applications.

\$40-per-horsepower rebate for **seasonal** and HVAC pump and fan applications.

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

Electronically commutated motors (ECMs)

Upgrade exhaust and HVAC fans with energy-efficient ECMs. Rebates are 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 1 and 500 horsepower.

\$40 to \$4,200 rebate for **explosion-proof motors** between 1 and 300 horsepower.

Hand dryers

Install an electric hand dryer and receive a **\$250 rebate per dryer**. Hand dryers must meet efficiency requirements and not include electric heating elements to qualify.

For more information, visit otpc.com/DrivePower.



ECM rebates

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



Studies and audits

Evaluate your best path to savings.

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

- Heating, cooling, and ventilation systems.
- Refrigeration.
- 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 to learn more. (See back cover.)



Study finds savings!

Through a recent recommissioning study, the Crookston School found nearly **375,000 kilowatt-hours** in annual savings, which will save the school approximately **\$19,000 every year.**

My Account

Enjoy an enhanced online experience!

Use our **My Account** portal to manage your electric service account(s) online or from your smartphone.

- View and pay your bill by making a Quick Pay payment, setting up autopay, or scheduling your payment each month from a variety of enhanced digital wallet options.
- Access interactive usage information and manage your accounts from a customized view.
- Manage alerts for billing, payment, outages, and more.
- Enjoy self-serve capabilities on a variety of items, including payment arrangements and service requests.

Enroll now at otpc.com.



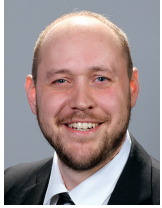
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Find a contractor tool connects customers to installers

Locate a contractor with experience installing energy- and money-saving electric technologies with our new online Find a contractor tool. Visit otpc.com/FindAContractor for details.

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Contact your representative 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. Find our rebate forms and requirements at [otpco.com/RebateApplication](https://www.otpco.com/RebateApplication).

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

Submit rebates

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Rebates
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