



PARTNERING in Energy Solutions



A PROGRAM TO PROMOTE BUSINESS ENERGY EFFICIENCY

Owatonna Public Utilities – An Energy PARTNER for our Customers

How can you be more competitive in a challenging business climate? Operate more efficiently and improve your bottom line! Energy efficiency not only helps your business, but helps the environment, too. With the increasing demand on our energy supplies and natural resources, we need to work together as a community on energy efficiency and conservation efforts.

How can you become an energy efficient business? Owatonna Public Utilities (OPU) can help...

OPU will partner with you to help you implement energy saving solutions for your business. By **PARTNERING in Energy Solutions**, you can reduce your energy use and save money. This program encourages an evaluation and inspection of your equipment to reduce maintenance costs, improve comfort, provide precise control, and extend equipment life. Only then can the most efficient changes and upgrades for your business be proposed to ultimately improve your bottom line.

Whether you are retrofitting your existing building or considering new construction, it makes sense to be sure your business is as energy efficient as possible. This is how our **PARTNERING in Energy Solutions** program can help. We make sure you are connected with people who will help you install or design a system that is energy efficient and eligible for CONSERVE & SAVE® rebates.

OPU designed **PARTNERING in Energy Solutions** to connect you with expert resources, or Energy Solutions

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Owatonna Public Utilities

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Partners (ESPs), to help ensure your business is operating efficiently. Your ESP will:

- Analyze your current energy usage and future needs.
- Propose cost-cutting changes in your energy use, as well as energy efficient upgrades to your equipment.
- Provide payback analyses of suggested improvements.
- Assist with the purchase and/or implementation of suggested improvements.
- List and apply for all available OPU CONSERVE & SAVE® rebates.
- Provide preventative maintenance for your energy systems.

Financing may be available for qualifying projects. To qualify for financing a project must be completed by an Energy Solutions Partner and must qualify for a CONSERVE & SAVE® rebate. This financing will allow you to pay for the project on your bill over a one to two year period. For more details, contact an OPU representative.



Owatonna Public Utilities – An Energy PARTNER for our Trade Allies

With the increasing demand on energy supplies and natural resources, we need to work together as a community to improve energy efficiency and increase conservation efforts. Owatonna Public Utilities (OPU) is partnering with area businesses to help them implement energy saving solutions and operate more efficiently, and we need your help.

We want you to become an Energy Solutions Partner (ESP). By **PARTNERING in Energy Solutions**, you will be connected directly with OPU customers to:

- Analyze the customer's current energy usage and future needs.
- Propose cost-cutting changes in their energy use, as well as energy efficient upgrades to their equipment.
- Provide payback analyses of suggested improvements.
- Assist with the purchase and/or implementation of suggested improvements.
- List and apply for all available OPU CONSERVE & SAVE® rebates.
- Provide preventative maintenance for the customer's energy systems.
- Consult during the design and planning of new construction (e.g., assess future energy use, assist in specifying energy efficient equipment)

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OPU is eagerly looking to build our network of ESPs in the following categories and service areas:

ESP Categories:

- Appliance Retailers
- Electricians
- Lighting Vendors
- Architects
- Engineers
- HVAC/Mechanical Contractors

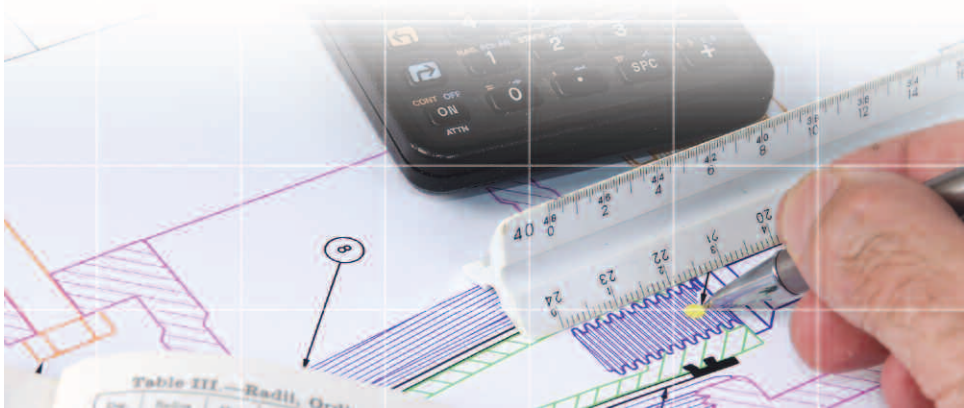
ESP Service Areas:

- Installation
- Product Sales
- Design Engineering
- Service or Repair
- Targeted Reviews of Specific Systems
- General Energy Audits

By becoming an Energy Solutions Partner, you'll receive the benefits of:

- Customer Leads
- Project Financing Options for Mutual Customers
- Inclusion in the ESP Listing on the OPU website
- Recognition in Advertising (e.g., news releases, print ads)

Call OPU at 507.451.2480 to apply today.



How PARTNERING Works

• **Step One: Customer Interest**

A customer decides to make a change at their business and wants to become more energy efficient. The customer contacts an OPU representative at 507.451.2480 who will work with the customer to identify an ESP who can help them.

• **Step Two: Pre-Construction Consultation or Walk-Through of Existing Facility**

At the start of designing a new facility or other new construction projects, the ESP works with the customer to assess energy use and specify the installation of energy efficient appliances and equipment. This pre-planning not only guarantees that the customer's business will be operating efficiently, but ensures that the new installations, if applicable, will be eligible for OPU's CONSERVE & SAVE® rebates (*see page 9*).

–OR–

The customer selects an ESP who visits the facility to discuss the specific details the customer wants to address. The ESP performs a walkthrough of the facility and provides an estimate for an audit or assessment.

• **Step Three: Audit or Assessment**

Upon the customer's approval, the ESP completes the audit or assessment. The audits can be a targeted review on a specific system or a general audit on the entire facility.

If there is a charge for the audit or assessment, OPU provides a CONSERVE & SAVE® rebate for 25% of the cost.

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- **Step Four: Project Proposal**

The ESP provides the customer with the audit or assessment results that include an energy saving analysis and a proposal to complete related improvement projects (if applicable). The ESP will include line items for CONSERVE & SAVE® rebate amounts in this proposal.

- **Step Five: Financing**

If needed, financing may be available to the customer through OPU. Qualifying projects must be completed by an ESP and must qualify for a CONSERVE & SAVE® rebate.

- **Step Six: Project Completion**

Upon the customer's approval, the project is completed.

- A) The customer pays the ESP directly, and the ESP provides OPU with completed rebate application(s), –OR–
- B) If the project is financed, the ESP will provide OPU with the final invoice along with the completed rebate application(s).

- **Step Seven: Apply for Rebates**

The ESP or OPU representative will assist the customer in submitting the appropriate applications for rebates.

- **Step Eight: Start Saving Energy & Money!**

Applying for REBATES

CONSERVE & \$AVE®

Today's business environment is full of challenges. Worrying about energy costs shouldn't be one of them. Our business rebates will help improve the energy efficiency of businesses to ensure they get the most from their energy dollars.

Visit www.owatonnautilities.com for more information and to download rebate applications that include qualifying efficiency requirements and rebate amounts, or call 507.451.2480. Funding is limited, so apply today!

- **Lighting**

Old lighting can use twice the energy of new systems. High-efficiency lighting products can reduce lighting bills by as much as 40 percent. New lighting systems are not only energy efficient but can be brighter and longer-lasting. Immediate and long-term savings are astounding. Some of these rebates are also available for new construction.

- **Motors**

Electric motor systems are estimated to consume more than half of all electricity used in America, and more than 70 percent in many industrial plants. The annual energy cost to run a motor can exceed the initial purchase cost by six times or more! OPU offers rebates for purchases of premium-efficiency motors of 1 to 200 horsepower. Higher horsepower motors may be eligible for rebates under our custom efficiency rebate program. Earn bonus rebates for replacing a working motor or installing a motor that exceeds minimum high efficiency standards.

- **Variable Speed Drives (VSDs)**

Processes in commercial and industrial facilities require varying motor speeds, but many motors run constantly at full tilt – resulting in wasted energy, inaccurate control, and shortened equipment life. VSDs adjust motor speed to vary the amount of power delivered to fans or pumps, according to the work required, thereby using only the amount of energy needed. OPU offers rebates for purchases of VSDs of 1 to 200 horsepower installed on fans or pumps. Other equipment installations may be eligible for rebates under our custom efficiency rebate program.

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• Heating & Cooling Systems

Heating and cooling systems are critical to most businesses, but also represent a large component of many facilities' utility expenses. Collectively, these systems account for approximately 40 percent of the energy used in commercial buildings. Significant advancements have been made in heating and cooling design and efficiency. Even if a system is only 10 years old, energy costs may be reduced by 20 percent by replacing equipment with a newer more efficient model. See our rebate forms for specific efficiency information.

• Water Heating

Commercial water heaters are major energy consumers in many commercial facilities, accounting for about 11 percent of the total energy load on average. In evaluating the water heating needs of a facility and the potential for improving energy efficiency, consider the facility's needs carefully, including time of use, amount of water, temperature range and flow rates. Whether a facility uses a tank or instantaneous water heating, our rebate program provides the information needed to select the most efficient model.

• Door Miser®

Refrigerated glass display cases like those found in grocery and convenience stores contain heat strips to prevent moisture from forming on their glass and frames. Uncontrolled anti-sweat heaters typically operate continuously, yet they are needed only a fraction of the time. The Door Miser anti-sweat control system saves energy and money (typically 70 to 90 percent on anti-sweat heating costs) by activating the heat strips only when the formation of condensation is detected.

• VendingMiser®

Vending machines typically use electricity 24 hours per day even if no one is around to use them. VendingMisers control vending machines by detecting motion while maintaining the temperature of the product. VendingMisers save 24 to 36 percent of vending machine electricity consumption. They also reduce maintenance costs and extend vending machine life by reducing lamp use and compressor cycles. One unit can be used to control up to four vending machines that are located near each other.

• ENERGY STAR® Appliances & Equipment

ENERGY STAR products use less energy than conventional ones. Purchasing ENERGY STAR qualified appliances and equipment, not only saves money, but also helps save the environment. For a current list of rebate amounts, and applicable appliances and equipment, please visit our website at www.owatonnautilities.com. ENERGY STAR rebates that may be available include:

- Ceiling Fans
- Dishwashers
- Refrigerators
- Central Air Conditioners
- Freezers
- Room Air Conditioners
- Clothes Washers
- Furnace Fan Motors
- Windows

• Food Service

Food preparation equipment accounts for 35 percent of a typical restaurant's energy expenses. Purchasing energy-efficient food service equipment to replace old equipment, or for new kitchen construction, can save significant money on utility bills. Qualifying energy-efficient food service equipment includes:

- Refrigerators
- Combination Ovens
- Glass Door Refrigerators
- Steam Cookers
- Insulated Holding Cabinets
- Low-Flow Pre-Rinse Spray Valves
- Solid Door Refrigerators and Freezers
- Freezers
- Convection Ovens
- Griddles
- Dishwashers
- Fryers
- Ice Makers

• Custom Efficiency

ESPs customize energy solutions plans to fit the specific conservation and unique energy needs of businesses. Therefore, some of the proposed changes or upgrades may not be eligible for a standard CONSERVE & SAVE® rebate. However, they may be eligible through our custom efficiency rebate program. Custom rebate program installations include, but are not limited to: air compressor improvements, efficient refrigeration, variable air volume systems, process technologies, heat recovery systems, thermal storage, condensers, and energy management systems.



