

Cirrus Design PROFILE

Business Energy Audits • Project Design Assistance • Conservation Rebates • Grants

Saving Energy Is a High Priority

Cirrus Design Corporation thrives on innovation. The Duluth-based company has revitalized general aviation by designing and building personal aircraft that are safer, more comfortable and more fun to fly than anyone ever imagined. Its people challenge conventional wisdom, strive for improved performance and continuously seek new ways of doing things.

That progressive mindset is evident in the company's vigorous pursuit of energy efficiency.

"As a company, we're always looking for ways to produce aircraft more efficiently without compromising quality," said Alan Juscak, director of facilities at Cirrus Design. "The way we use energy is a big part of that equation."

Aircraft manufacturing is energy intensive. The high tech production and finishing processes demand intense and sustained heat, a controlled climate, excellent lighting and industrial equipment powered by electricity. Controlling energy usage and demand is a strategic way to lower costs and stay competitive.

Cirrus Design works closely with Minnesota Power to identify and implement energy conservation projects in its

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Steve Lent, Regional Account Manager, Minnesota Power

expanding Duluth facilities. Since 2002, it has completed a long list of energy-saving improvements, from energy-efficient lighting, heating, cooling and ventilation to a computerized energy management system, multiple equipment upgrades and ongoing process improvements. The combined energy savings are 4,712,090 kWh of electricity per year and 403 kW in reduced demand.

These projects have qualified Cirrus Design to receive nearly \$215,000 in **POWERGrant** rebates from Minnesota Power. **POWERGrant** is Minnesota Power's commercial energy conservation program. It provides customers access to new and underutilized technologies, timely information and incentives to encourage investment in energy-efficient products and processes.

"Cirrus Design really is on the cutting edge," said Gary Olson, of Energy Management Solutions (formerly Matt Haley &



Learn more about **POWERGrant**.

Minnesota Power's Conservation Improvement Program
218-722-5642 or toll-free at 800-228-4966, ext. 2909

www.mnpower.com/powergrant/



POWER *Grants*

“Energizing Our Region” through Conservation Improvement

Minnesota Power’s Conservation Improvement Program (CIP) works with local leaders, businesses, community groups, other energy providers and government entities to help customers reap the economic and environmental benefits of sustainable energy savings. Minnesota Power and its partners accomplish this through research, education, evaluation and direct impact initiatives.



Find out how **POWERGrant** can help you.

Minnesota Power awards grants to commercial/industrial customers who use innovative technologies, improve manufacturing processes, undertake renewable electric energy projects, or who need project design assistance. **POWERGrant** is available for a wide variety of projects employing diverse technologies.

Here are some examples of activities or products that could qualify for Minnesota Power funding under the **POWERGrant** Program:

- New electro-technologies that lower energy costs per unit of production in a manufacturing process
- Innovative technologies that are new and underutilized in our regional marketplace
- Inclusion of energy-efficient options in the design phase of a project

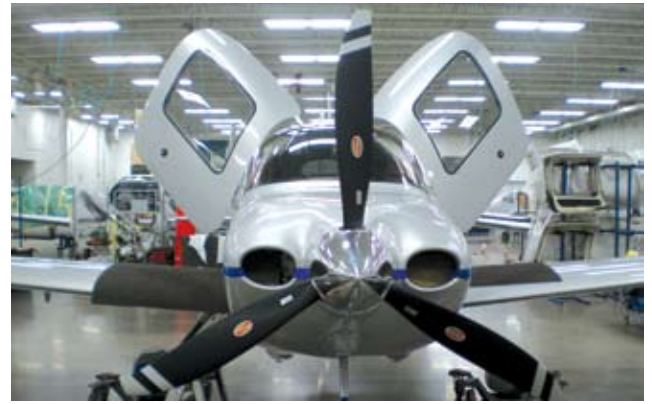
Maximum annual grants are determined by a customer’s average billing demand:

Customer Demand	Maximum Grant
Less than 100 kW	\$10,000
100 to 300 kW	\$25,000
Over 300 kW	\$50,000

Minnesota Power may consider higher rebate levels.

Other Minnesota Power Products and Services

In addition to **POWERGrants**, Minnesota Power offers commercial, industrial and agricultural customers other energy efficiency products and services. These include energy audits, rebates, dual fuel, storage/off-peak services, outdoor and area lighting, and economic development assistance.



Associates), an energy analyst for Minnesota Power. “Its people always are coming up with projects to save energy and lower production costs.”

Two of Cirrus Design’s top facilities managers, including Juszczak, have completed Building Operator Certification (BOC) training, sponsored by Minnesota Power. This nationally recognized program examines building systems and how they work together. It trains participants to recognize energy-saving, performance-enhancing opportunities.

“BOC was an interesting program,” Juszczak said. “It really confirmed what we are doing right and helped clarify areas where we needed more understanding—I still use the class manuals and materials.”

Businesses can reap financial and environmental benefits when employees work together toward a common goal of product innovation and reduced energy costs. Minnesota Power calls it the *Power of One*.

“Cirrus Design has made a conscious decision to save electricity, lower costs, improve productivity and benefit the environment through energy conservation,” said Steve Lent, regional account manager for Minnesota Power. “We provide financial incentives, technical support and product information to help customers achieve those goals.”

Goals are high at Cirrus Design. It already is the world’s leading innovator in single-engine, piston-powered aircraft, and its SR22 is the best selling airplane in its class. Now the company is developing and testing a new personal jet that could revolutionize the industry.

Minnesota Power is proud to help customers like Cirrus Design get energy conservation projects off the ground. Strengthening the bottom line means innovation can soar.