

## Contractor Connect

for participating contractors

**The latest:**

## 2022 Partnership Update

Thank you for your role in a successful 2021. You were critical in the success of Minnesota Power's HVAC rebate programs.

With the start of the new year, we have a lot of information for you below including program survey results, planned updates to the Find a Contractor tool, and the upcoming training and conference in Duluth.

As always, please do not hesitate to reach out with any feedback or suggestions. We will continue to strive to improve our programs to support your business.

We look forward to another great year!

Jon Sullivan  
Minnesota Power/ALLETE

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## Program Survey - The Results

We received a good number of responses to our program survey in December and appreciate the time you and your staff took to provide feedback. Key takeaways that we will work to incorporate this year are:

- Simplify our online forms where possible.

- Provide process documents and revamped online guides for submitting rebate forms.
- Refresh the Participating HVAC Contractor Portal to make it more user friendly and provide additional resources.
- Continue to offer optional trainings.

A popular suggestion was to reinstate rebates for electronically commutated motors (ECMs) in new furnace installations and central air conditioners (CAC).

- The primary basis of determining whether to provide a rebate for a particular measure is the amount of energy savings acquired by upgrading to more efficient equipment.
- ECMs with new furnace installations is an instance where there are no longer energy savings.
  - Now that ECMs are standard on new furnaces, we cannot claim that they are a more energy-efficient solution. This was a big change last year and we understand it had an impact. If a new motor technology comes to market that demonstrates material energy efficiency improvements, we will consider adding a rebate. In the interim, we continue to offer rebates on ECM replacements in existing furnaces.
- The CAC rebate removal was another decision made based on energy savings.
  - Due to the limited number of cooling hours in our region and minimal efficiency differences between models, we couldn't provide an impactful rebate.
  - The emergence of ducted air source heat pumps provided an option that afforded larger energy savings. We hope the Ducted ASHP rebates help motivate customers to upgrade from a CAC.



## Update: Find a Contractor Tool

We want to make our online [Find a Contractor](#) tool as valuable to our customers and your business as possible. With that in mind, we have some changes planned in the upcoming year.

- Effective August 2022, businesses will only display if they have submitted an approved rebate in the previous 18 months. This will be reviewed monthly.
- Businesses will be added to the online lookup tool once we receive an approved rebate application.
- We are planning on adding additional enhancements to the tool to increase customer engagement and drive referrals, so stay tuned for more updates.
- All qualified businesses will remain in our participating contractor program and have access to our rebates, trainings, and resources whether they have submitted approved rebates or not.

## 2022 Rebates: We like consistency

There are no planned changes for our rebates in 2022. You will see the same rebate incentives and requirements this year. You can view a new simplified summary of our rebate offerings on our [HVAC Contractor Portal](#).



## 2022 Contractor Training – February 21<sup>st</sup> at the Duluth Entertainment Convention Center (DECC)

This FREE event will have two information sessions that focus on how heat pump technology will impact the HVAC industry over the next 20 years and what contractors can do to take advantage of these changes. Attendees can attend the morning session, afternoon session, or both. The morning session focuses on air

source heat pumps. The afternoon focuses on heat pump water heaters. Masks are required at this event, and social distancing guidelines will be in place.

### **Morning Session: Air Source Heat Pumps (7 am - 12 pm)**

- Daikin and Mitsubishi future product visions
- Do they work in cold climates? Research from Center for Energy and Environment
- Installation considerations from Mitsubishi
- Cost considerations

*Speakers: Jon Sullivan - Minnesota Power, Jonathan Moscatello - Daikin, Kevin Demaster and Mark Knutson - Mitsubishi, Emily McPherson - Center for Energy and Environment*

### **Lunch (provided to all attendees) (12 pm - 1 pm)**

### **Afternoon Session: Heat Pump Water Heaters (1 pm - 3 pm)**

- Minnesota Power heat pump water heater program details
- Benefits of heat pump water heaters
- Installation considerations
- How to determine if a heat pump water heater is a good fit for a home and occupant
- Q&A Session

*Speakers: Bruce Manclark - CLEAResult*

Click [here](#) to register

## **Register for the 2022 Energy Design Conference**

Minnesota Power is offering complimentary registration to the Energy Design Conference for participating contractors. The conference will be held February 22-23, 2022 at the DECC and will include presentations from the best educators in the business. This is a great way to acquire continuing education credits. To learn more and to view the agenda, visit [www.duluthenergydesign.com](http://www.duluthenergydesign.com).

To register, use the discount code "contractor2022"



Need help?  
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