

# Contractor Connect

for participating contractors

**The latest:**

## Looking Forward

We want to thank you for another successful year for Minnesota Power's HVAC rebate programs and are looking forward to 2023. We hope that you find the partnership helpful to you and your businesses and that the program is easy to participate in.

Below we will go over what to expect for rebates in 2023, the results from the 2022 satisfaction survey, and information about upcoming 2023 trainings.

We look forward to another great year and want to remind you, as always, to please reach out with any feedback, suggestions, or questions.

Thank you,  
Jon Sullivan and Chelsea Russell  
Minnesota Power/ALLETE

## 2023 Rebate Information

In 2023 there are a few key things to make note of:

- Rebates are staying the same for 2023 – check out our [HVAC Contractor Portal](#) for rebate information and to apply for a customer's rebate online!

- We have added Commercial HVAC Rebate [resources](#) on the Contractor Portal. This includes:
  - Commercial HVAC Rebate Summary (rebate amounts and requirements)
  - Electronic Commercial HVAC rebate form
  - Commercial Rebate information on printable forms

If you are working with new construction customers remember that Minnesota Power's Residential New Construction Energy Efficiency program has extra incentives available to customers building new houses with electric heat. For more information visit the website at [mnpower.com/RNC](http://mnpower.com/RNC).

This year, we will host another rebate training on best practices for submitting rebates. We will look into offering in-person, virtual, and recorded versions. Watch for additional information soon.

## Register for the 2023 Energy Design Conference

Minnesota Power's [Energy Design Conference](#) will be held on February 21<sup>st</sup> and 22<sup>nd</sup> at the DECC! We are offering complimentary registration to the conference for participating contractors. This is a great way to acquire continuing education credits and to learn about new trends in the industry.

To register for free, use the Discount Code: 2023EDC100

**Note: Registration closes Friday, February 17th - don't wait!**



## We hear you- 2022 Survey Results and Feedback

We appreciate everyone who took the time to respond to the recent survey and thank you for providing feedback to program staff about your experience.

#### Key results:

- We saw an increase in the number of respondents that visited the [HVAC Contractor Portal](#)
- There was some feedback to make the portal accessible from the main Minnesota Power website. We do not post the portal from the main website because we require that customers use a participating contractor for their installations. Having this link accessible only to contractors allows us to control who accesses the information and provides you with exclusive access for meeting program requirements.
  - We recommend bookmarking the link to the portal so that you have easy access to the information it provides.
  - We will also include a link to the contractor portal in future Contractor Connect emails.
- We saw an increase in familiarity with the [Find a Contractor Tool](#) and an increase in the number of respondents that found it useful to their business.
  - A link to the Find a Contractor Tool is in the process of being added to the HVAC Contractor Portal so that you can easily verify if you are listed or if you need to make any updates to your information.

#### Takeaways that we will work to incorporate this year are:

- Continue trainings (live, virtual, and recorded) on rebate application submission.
- There is interest in additional content trainings such as ASHP and GHSP geothermal proper installation and **Dual Fuel/Off-Peak** training. We are reviewing potential training topics and will provide more information as we have it. We do have one training currently planned but not scheduled – please see below for more information.



# 2023 Annual HVAC Contractor Training

We will be holding our annual contractor training; however, we are going to delay it from the traditional February time frame so that we can provide more guidance around the Inflation Reduction Act (IRA).

In the meantime, we will continue to monitor for updates on the IRA funding. We know the tax incentives and rebates will have a tremendous impact on heat pump adoptions. Here are some useful resources if you're looking for more information:

- [Department of Energy Overview Presentation](#)
- [Department of Energy Frequently Asked Questions](#)
- [CERTs Inflation Reduction Act Resources](#)

## Air-to-Water Heat Pumps

We have had several customers inquire about Air-to-Water heat pump systems. We are planning on adding a rebate for these systems in 2024 and would like to identify contractors that currently install or would be interested in installing these systems. Minnesota Power can organize a training if there are businesses interested in this emerging technology.

If you are interested or currently install these systems, please reach out to Jon Sullivan.

## Minnesota Air Source Heat Pump Collaborative

A quick reminder that the [Minnesota Air Source Heat Pump Collaborative](#) has great resources for contractors.

- Free Online Trainings
- Switchover temperature guide
- Heat Pump Costs comparison tools.



Need help?

Contact Jon Sullivan, Tel: 218-393-5059/Email: [jtsullivan@mnpower.com](mailto:jtsullivan@mnpower.com).

Or

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