# McLeod Cooperative Power | Cooperative Power

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Washington update

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Leveraging his assets allows businessman to weather economic storm



Sign up now for Coal Creek Tour

Official publication of



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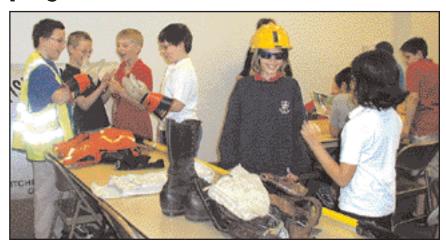
### One-Day Tour of Prairie Star Wind Farm & Pleasant Valley Peaking Plant

embers of McLeod Cooperative Power are invited to participate in a one-day tour of the Prairie Star Wind Farm and Pleasant Valley Peaking Plant, both located about 25 miles southwest of Rochester, Minnesota. The tour will be Wednesday, September 16. Cost is \$32 per person, which includes lunch and motorcoach transportation.

The Prairie Star Wind Farm was constructed in 2007 and this is our second tour of the wind project.

Call McLeod's office to sign up for the tour. The Co-op reserves the right to cancel the tour if a minimal number of persons sign up to attend. If this would happen, all members signed up would be notified in advance and receive a full refund. However, we doubt that we will have any trouble filling the bus, as so many MCPA members have requested a wind power tour in recent years.

### MCPA employees put on safety programs in area schools



Students at St. Pius X in Glencoe try on some of the safety gear used by MCPA line workers.

ooperative employees have teamed up to educate junior high school students about electrical safety before they head home for summer vacation. During April and May, Cooperative employees visited a variety of schools throughout the service territory. They worked with over 300 students in all, educating them about electrical safety practices.

It is the Cooperative's goal to educate students about safety hazards in their homes, yards and neighborhoods. It is a good reminder about the great things electricity does for us, while reminding us to use it properly. In many of the classes, linemen let students try on safety gear and tools to get a feel for their job.

### Sales tax to increase

eginning with electricity purchased in July, the Cooperative will have to apply the new, higher Minnesota sales tax rate of \$.06875. Voters in November 2008 approved the sales tax increase from 6.5 percent to 6.875 percent to:

- Raise additional revenue to protect Minnesota drinking water
- Restore wetlands, forests, fish, game and wildlife habitat
- Preserve our arts and cultural heritage
- Support our parks and trails
- Protect and restore our lakes, rivers, streams and groundwater

Details on the sales tax increase are available at the Minnesota Department of Revenue web site.

### Manager's Message — by Kris Ingenthron, General Manager McLeod Cooperative Power Association

### Continuing to monitor proposed legislative bill

n last month's newsletter, I reported that I would be traveling to Washington D.C. to visit our members of Congress on your behalf. Unfortunately, I was unable to attend, but you can rest assured that Minnesota was well represented by directors and general managers from throughout the state.

At this time, more than 321,000 consumers are engaged in dialogue with their members of Congress at www.ourenergy.coop

What follows is a condensed version of some of the compromises to the energy bill that were passed by the House Energy and Commerce Committee by a 33-25 vote before the Memorial Day recess. We believe these compromises were the result of pressure from rural cooperative members across the country.

#### Highlights of the committee action include:

• The emissions cap was eased back to 17% below 2005 levels by 2020. The original draft required a 20% reduction by 2020.

- Plans to auction all allowances at the start of the cap-and-trade program were changed to a partial auction with a full auction being phased in.
- The Renewable Energy Standard (RES) includes a 4 million megawatt (MWh) hour small utility exemption. It also was changed from 25% to 20% renewable sales by 2020 with a requirement to meet 5% of the RES with efficiency gains.

While there has been considerable improvement in this bill over the original Waxman-Markey draft, there are still serious problems for electric cooperatives and we still cannot support this version of the bill.

A major source of concern is the emission allowance allocation formula under the proposed cap-and-trade plan. The committee has said that all distribution utilities were to

receive 90% of the all although it was clearly electric cooperatives v 75%.

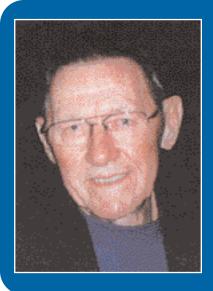
ould receive less than

This bill will continue to go through several other committees, including the Agriculture Committee, with whom rural electric cooperatives have a strong relationship.

s needed strated that

We will continue to aggressively pursue the need for allocation fairness. As the Waxman-Markey bill moves to the House floor, cooperatives will continue to stress affordability and the need for a fair allocation of emission allowances for cooperatives and their members.

Best wishes for a safe and enjoyable summer.



### Former employee Ed Griesmann passes away

Ed Griesmann of Glencoe, who was employed by McLeod Cooperative Power for 28 years, passed away in May. Griesmann served as line superintendent for 16 years and retired from the Co-op in 1984. Our condolences to his family.



Outages may be reported 24 hours a day to

1-800-927-5685.

#### **B**oard of **D**irectors

District 1

Oria Brinkmeier, Lester Prairie

District 2

Dale Peters, Secretary-Treasurer

**Brownton** District 3

Roger Karstens, Hutchinson

District 4

Curtis Rossow, Buffalo Lake

District 5

Allan Duesterhoeft, Hutchinson

District 6

Lester Ranzau, Glencoe

District 7

Bill Polchow, Asst. Secretary-Treasurer

Silver Lake

Doug Kirtz, Vice-President

Hector

District 9

Gerald Roepke, President New Germany

#### McLeod Cooperative Power Association News

The McLeod Cooperative Power Association News is published monthly by McLeod Cooperative Power Association

PO Box 70 1231 Ford Ave. Glencoe, MN 55336

General Manager: Kris Ingenthron Editor: Sue Pawelk

The McLeod Cooperative Power Association News is the official member publication of McLeod Cooperative Power Association and focuses on our members, programs and events. All member story ideas and comments are welcome. Send to Sue Pawelk, editor, at the above address.

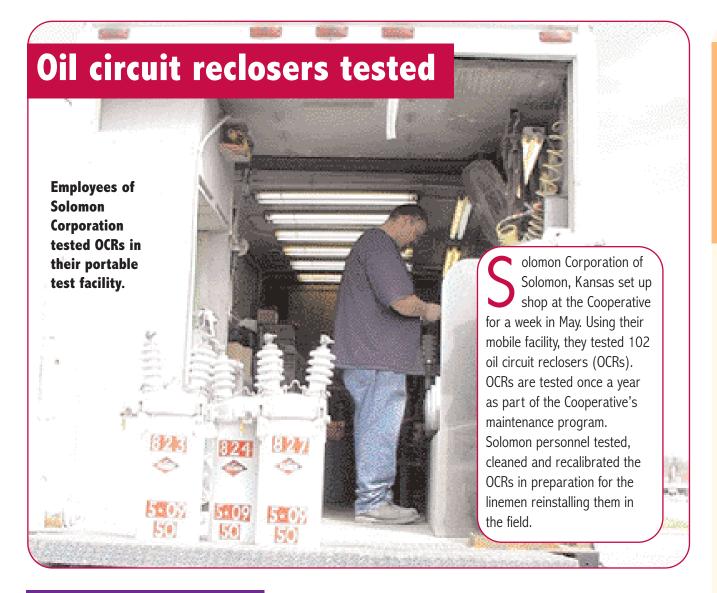
#### **Office Hours:**

Monday - Friday 7:45 a.m. - 4:30 p.m.

Phone: 320-864-3148 1-800-494-6272 24-hour outage: 1-800-927-5685 Fax: 320-864-4850

Web site: www.mcleodcoop.com

Gopher State One Call 1-800-252-1166



### How to report a power outage

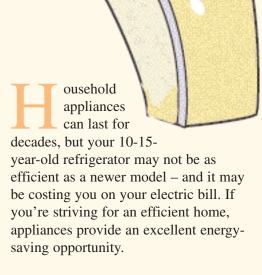
It is not pleasant to think about the power going out, especially if it happens on an evening or weekend. However, following a few simple steps can make the process of reporting your outage easier and more efficient, saving you and the Co-op money and time.

- Check your circuit breakers and fuses to make sure that you have not blown a fuse or tripped a breaker. This includes your main breaker or fuse in the house panel as well as any main breaker you may have on a yard pole.
- Check with close neighbors to see if they are out of power. If at night, look to see if your neighbors' yard lights are on.
- If your breakers and fuses are all good and you are still out of power, then have your location # ready and call 1-800-927-5685 to report your outage. Call from your home phone if possible, because if the number you are calling from matches the phone # on your electric bill, it will speed up the reporting process.

If other outages have not been reported in your area, dispatchers will inform you that if line crews find the source of the outage to be on your side of the meter at your site, there will be a service charge. We require that they inform you of this in advance as a precaution. If other power outages have been reported in your area they will not need to do this.

We will respond as quickly as possible. The Cooperative employees stand ready to service and repair our equipment if it is the cause of an outage.

Is your refrigerator running efficiently?



First, you should get an idea of the amount of energy your various appliances use. The Household Appliance Calculator on "http://www.MNBrighterIdeas.com" www.MNBrighterIdeas.com will give you a snapshot of the energy and money it takes to operate your appliances. You might be surprised at how much you're spending.

Next, find out how much you can save by purchasing a new ENERGY STAR appliance. Visit "http://www.energystar.gov"to run a cost comparison that measures your old fridge versus a new, energy-efficient model. If you purchased your fridge in the early 90s, a new ENERGY STAR model will cost approximately one-third as much to operate – the savings will add up fast!

Whether you're making your home more efficient, updating your kitchen or just replacing a broken dishwasher, remember to look for the ENERGY STAR label. The label means that the appliance meets strict energy efficiency guidelines set by the U.S. Environmental Protection Agency and the U.S. Department of Energy.

Prior to buying any new appliance, be sure to contact McLeod Cooperative Power for the most up-to-date rebates available to you.

### Having a "piece of the rock" keeps business owner on solid ground

Randy Kramer of Randy Kramer Excavating and Stearns Aggregate, Watkins, recognized the signs of a declining economy when his municipal sewer and water business began to slow down. He'd been in the excavating business since 1975, so he's no stranger to economic shifts.

At its prime, his excavating company employed 30 people. Now he's down to 12.

"There were fewer and fewer jobs because of the economy slowing down," he said. "Plus the cost of fuel really affects our business because we use so much," Kramer said.

Not one to sit around wringing his hands, he leveraged his assets and made a business decision that was perhaps a bit risky, but made the most sense of any other option.

What he did was to begin a new business providing Redimix concrete for construction projects. Since Kramer also owned Stearns Aggregate, which mines gravel, stone and sand, he had one of the most important ingredients for success.

"We mined aggregate for other companies to mix concrete," Kramer said. "Now, we ship it to ourselves and mix it right here."



Stearns Aggregate mining operation in the shadow of Kimball's Powder Ridge ski hill supplies aggregate for custom concrete applications.

At his business location just east of Watkins, Kramer built a warehouse that incorporated energy management into the design. He has two boilers (gas and electric) which allows him to use a dual fuel in-floor heating system.

"With in-floor heat the floor stays dry and the heat is even and constant," Kramer said.

He purchased the necessary equipment to begin mixing all the components used to make custom-blended Redimix concrete for everything from a homeowner's driveway to full construction jobs.

"It's like baking a cake — there are a lot of ingredients to choose from depending on the application."



Operations Manager Tim Smith at "design central" where concrete mixtures are done by computer.

#### Concrete by design

Operations Manager Tim Smith is responsible for all aspects of the concrete mix. The "mix design" or recipe is all done by computer to allow more exacting measurements than was possible in years past.

Designing concrete that meets the needs of the customer begins by delivering and loading the aggregate into separated bins within the warehouse. Some applications call for granite, some pea rock, etc. Sand also is loaded into a bin; this is used in every application, as is water.

"Our water tank holds 2,300 gallons of water; it's heated to the right temperature, depending on air temperature," Kramer said. "Concrete can be no colder than 60 degrees; we regulate that by regulating water temperature."

Other ingredients include cement, slag (material from blast furnace manufacturing, such as steel, that adds strength and durability to



Aggregate stored in bins is discharged onto a conveyer belt and is ready to be mixed according to a predetermined mix design.

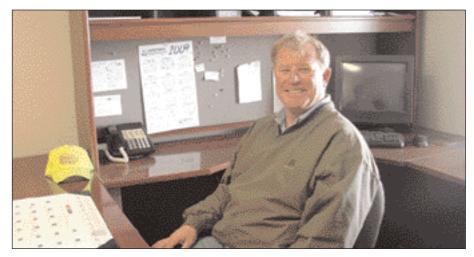
concrete) and fly ash (a result of coal combustion).

"We get our fly ash from Great River Energy's Coal Creek Station in North Dakota," Smith said. "It's the most stable fly ash on the market — it's top notch."



Each computer desktop icon represents an ingredient that could go into a design mix. While all concrete includes some sort of rock, sand and water, there are other additives such as slag, fly ash, fiber and others that determine the strength, durability, drying times, etc.





Randy Kramer of Randy Kramer Excavating and Stearns Aggregate leveraged his assets and created a new business custom mixing Redimix concrete for the homeowner and construction trade.

Fly ash is used to create a concrete that is stronger, more durable and resistant to chemical attack.

Other additives are available that optimize the concrete's structure for varying applications.

All of the ingredients, from the rock and sand to the add mixtures, are weighed and mixed by computerized systems. Smith calls up a screen that indicates all of the ingredients and additives. All he has to do is press the right buttons to generate the exact amount of mix for the customer's needs. It's quick, exacting and allows greater control of the process.

Measurements used to be done by

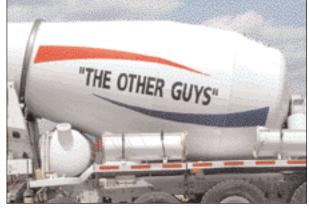
counting a certain number of seconds and whatever amount of aggregate was discharged during that time went into the mix.

"That wasn't very accurate and you could sometimes be off by quite a bit," Kramer said. "After the ingredients are mixed, they are weighed again before being discharged into mixing trucks."

Kramer has four trucks that deliver to homes and construction sites. Each truck bears the slogan "The Other Guys" "We set ourselves apart from our competition by giving the personal touch," Kramer said. "Our customers can come in anytime and talk to Tim about what they need. We also offer special pricing and excellent customer service.

"The trouble with a larger company is that the customer doesn't really know what's going on."

Although the concrete business is new, the company is already hitting projections, which is a positive sign.



Excellent customer service is what sets Kramer's business apart from larger, less personal companies.

"You can't just sit back when things get tough, you have to do something, and this seemed the best fit for the assets that we had."

### INDUSTRY

News

### Minnesota PUC won't reconsider Big Stone II transmission lines

The Minnesota Public Utilities Commission rejected pleas to reconsider its decision approving construction of transmission lines into the state from a \$1.6 billion coal-fired power plant in South Dakota. With that formality out of the way, environmentalists who oppose the Big Stone II power plant can appeal the commission's decision to the Minnesota Court of Appeals, and said they would do so.

The Big Stone II plant, backed by Otter Tail Power of Fergus Falls and other regional utilities, would be located in Milbank, S.D. just over the border from Ortonville. If the plant gets all its permits, it could be in service by 2013, producing 500 megawatts to 580 megawatts of electricity.

Otter Tail Power and the other utilities say they need the plant to meet growing regional demand. The transmission lines are critical to the project, because roughly half of the plant's power would go to Minnesota.

-Pioneer Press

### North Dakota's air earns straight A's from the American Lung Assoc.

The American Lung Association's "State of the Air" Annual Report for 2009, released on April 29, gave seven North Dakota counties "A" grades for lack of ozone, also known as smog, and four counties "A" grades for lack of particulates, also known as soot. The counties, which are chosen because of major population centers or proximity to national parks and grasslands, include Billings, Burke, Burleigh, Cass, Dunn, McKenzie, Mercer and Oliver. The last two counties are home to five of the state's seven power plants and the nation's only lignite-to-natural-gas synfuels plant.

"North Dakotans breathe some of the cleanest air in the United States, in part because of emissions control technologies at the state's seven coal-based power plants," said Steve Van Dyke, communications director for the Lignite Energy Council. "The lignite industry has been a good neighbor in North Dakota," Van Dyke said. "The mines and plants are responsible for 28,000 jobs in North Dakota, \$3 billion in total business activity, \$100 million annually in state taxes while providing clean, affordable energy to more than two million people in the Upper Midwest while ensuring that mines and plants are compatible with the environment."

The U.S. Environmental Protection Agency has also designated North Dakota as one of only 13 states to meet all of the nation's strict federal ambient air quality standards.

~Press Release

### **Protect Yourself from Lightning**

By Chris Grammes

ccording to the National Weather Service, lightning kills an average of 62 people each year in the United States. In 2008, 27 people died from a "bolt out of the blue." The majority of these fatalities occurred outside, but caution must be taken indoors as well.

### Follow the tips below to keep you and your family safe from lightning this summer:

- Seek shelter immediately if you hear thunder; lightning is not far away.
- Find shelter in a substantial building or in a fully enclosed vehicle with the windows rolled up.
- Do not seek shelter under trees, picnic or rain structures, or in open-frame vehicles. Avoid objects like electric wires or metal fences.
- If you cannot find shelter in a building or closed-frame vehicle, keep your feet together

and crouch on the ground using the "lightning crouch:" feet together, squat low, tuck head, and cover ears.

- If you are inside, do not plug or unplug anything during an electrical storm.
- Do not use corded telephones phone use is the number one cause of indoor lightning injuries in the United States. Avoid contact with other electrical equipment like computers.
- Avoid contact with water, pipes, washers, or dryers.
- If a person is struck by lightning, call 911 and care for the victim immediately. You cannot be harmed by touching the victim after he or she has been struck by lightning.

Sources: National Weather Service; Safe Electricity.org Chris Grammes writes on safety issues for the National Rural Electric Cooperative Association.

### **Making the Case for Workable Climate Change Legislation**

By Steven Johnson Electric Co-op Today

s congressional leaders struggle to put together a coalition in support of climate change legislation, coops have a major opportunity to influence the bill, according to speakers at a May 4 NRECA Legislative Conference forum on "Climate Change In-Depth."

Kirk Johnson, NRECA vice president of environmental policy, said co-ops can make their case with elected officials by raising questions about emissions allowance plans that are likely to be part of any climate change bill.

A 648-page draft offered by House Energy and Commerce Committee Chairman Henry Waxman, D-Calif., and Rep. Ed Markey, D-Mass., is essentially silent on how those allowances would be allocated to the electric utility industry and other greenhouse gas emitters.

Johnson said NRECA backs the free distribution of allowances, a practice Congress followed in legislation such as the 1990 amendments to the Clean Air Act.

The administration's budget outline has called for an auction of allowances that would raise \$646 billion from 2012 to 2019 and could be used to finance unrelated government programs.

"It doesn't make any environmental difference if you auction off allowances or give them away," Johnson said. "If we force people to pay for these emissions allowances, it'll raise costs to our members."

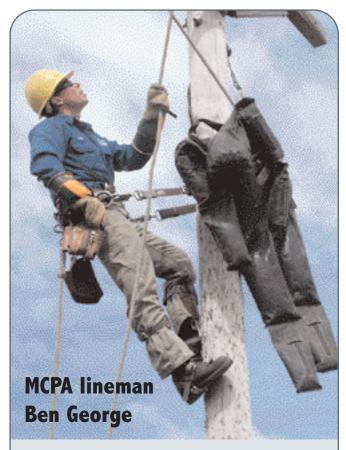
Two other representatives of the NRECA government relations department agreed that reservations about the cost and scope of climate change legislation could provide an opening for co-ops to affect the legislative outcome.

In the House, Democrats from states with a strong coal presence are concerned about the impact of climate change legislation on their constituents, said Neil Chatterjee, senior legislative affairs representative.

Things are moving more slowly on the Senate side, said Tony A. Eberhard, legislative affairs principal. He advocated working with undecided senators, such as those in the six states where co-op members face price hikes of more than 20 percent under proposals that price carbon emissions at \$20 per ton.!



This map shows how a \$20 cost fer metric ton of carbon dioxide could increase the monthly bill of an average electric co-op residential member, under an emissions allowance auction.



### Lineman practice poletop rescue procedures

CPA line workers are tested each year on their pole climbing and timed pole-top rescue skills. Cooperative workers need to be able to place their MAYDAY call, put on their gear, climb the pole, hook up their rescue rope, secure it around the rescue dummy and lower it to the ground in a matter of a few minutes.

# Help your pool run more efficiently

By: Chris Dorsi

f you have a swimming pool or spa, you may have already learned that they are expensive to operate. The largest expense for most pool or spa owners is for heating the water to a comfortable temperature. However, the cost of operating circulating and filtration pumps

can be considerable, too.

Pool and spa pumps use electrical energy to move water. An electric motor turns a pump, and the pump pushes water through pipes, filters, and valves. Some of that energy can be wasted if the motor is oversized, if the piping is too small, or if dirty filters restrict the flow of water.

Modern high-efficiency motors can consume up to 20 percent less electricity than the standard motors used in most pools or spas. If you need to replace an existing motor, be sure to specify a high-efficiency motor. Motor and pump size are important, too, since it is cheaper to run a smaller motor for a longer period of time than to run a motor that is too large for short cycles. Be sure to size any replacement motors or pumps according to the smallest specification allowed by the pool or spa manufacturer.

Filtration motors run only part of

the time and are controlled by a timer that turns the motor on and off only as needed to keep the water clean. You can save a substantial amount of electricity by reducing the time that your circulating motors operate. Try reducing this run time and observe the water quality of your pool or spa for a few days. You may discover that you don't need to run the filter motors all the time. The less the motor runs, the more you'll save.

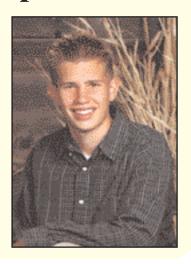
Chris Dorsi is a nationally recognized expert on energy efficiency. For more free energy-saving tips, visit the Saturn Resource Management Web site at www.srmi.biz

Summer 2007 NRECA Energy Efficiency Briefs — Copyright Saturn Resource Management, Inc. — Page I



### Power line worker scholarship awarded

ravis Piehl of Hutchinson has been selected to receive a \$500 scholarship. Travis plans to attend Minnesota West Technical College in Jackson, MN in the power line worker program. He is a 2009 graduate of Hutchinson High School and is the son of Kari Piehl, and Kevin and Berta Piehl. Congratulations.



## **Coal Creek Tour** Don't wait to sign up

his year's Coal Creek Tour is August 4-6. Reservations are now being accepted for this popular tour. It is both an educational and fun trip to Bismarck, North Dakota. Tour participants will visit Coal Creek Generating Station, Falkirk Coal Mine, North Dakota Heritage Center, Headwaters Fort Mandan Visitors Center including Fort Mandan, a reconstructed and fully-furnished fort where Lewis & Clark spent a winter. Attendees go on a drive- through tour of Blue Flint Ethanol, which is constructed adjacent to Coal Creek generating plant, and a scenic tour of other generating facilities in the area, Garrison Dam and Lake Sakakawea overlook.

Cost for adults is \$150 per person. Students 10-18 years of age who share a room with their parents or grandparents pay only \$100 per person. This makes it an affordable mini-vacation. Motor coach transportation, accommodations at the Best Western Ramkota Hotel and most meals are included. The hotel offers an indoor pool, water slide, hot tub and exercise room. The hotel is located across the street from a shopping mall. So there is plenty to do during free time.

The group leaves the Cooperative about 8 a.m. on Tuesday, August 4, and returns to

Glencoe about 6 p.m. on Thursday, August 6. Members going on the tour need to be physically able to climb stairs and do a substantial amount of walking. The tour is not suitable for children under 10 years of age.

If you have never been on this tour, we encourage you to sign up. If you have been on the tour before, we will accept your reservation; however, people who have never been to Coal Creek will be given preference. Call the Cooperative to make reservations with your VISA or Mastercard or return the completed form with your check. Call I-800-494-6272 to sign up.

Please reserve places for the Coal Creek Tour, Aug. 4 - 6, 2009.			
Name and Age of Students:			
Name:			
Address:			
Amount Enclosed: \$			
Return to: McLeod Cooperative Power Assn., 1231 Ford Avenue, P.O. Box 70, Glencoe, MN 55336.			

### Tune up your cooling unit and receive a \$25 credit

Announcing the 2009 air conditioning tune-up program.



ust schedule a tuneup of your central air

conditioner or air source heat pump (unit must be at least 5 years old and in working condition to qualify) and when your licensed professional HVAC contractor performs the service work, have them complete the rebate coupon below. Send the completed rebate form to the Cooperative with a copy of the contractor's invoice. His tune up must include the items on the coupon. After the Co-op receives your documentation, we will credit your electric bill \$25 within 4-6 weeks.

Owner	
Acct.#	
Address	
Location #	
Phone #	<del> </del>
Company doing Tune-Up	
Company Phone #	· · · · · · · · · · · · · · · · · · ·
CHECK LIST	
Brand Name	
Model #	
Serial #	
Tons/BTU Rating	SEER Rating
☐ Clean Outdoor Unit	
☐ Clean and Inspect "A"	" Coil
☐ Check Blower Belt	
☐ Compressor Motor A	Amp Reading Check
☐ Compressor Amp Re	•
☐ Blower & Oil	C
☐ Blower Motor Amp R	Reading Check
☐ Check Filter	<u> </u>
☐ Check Refrigerant Le	vel & Pressure
☐ Blow Out Drain Line	
☐ Visual Inspection of C	Cooling System
D	· ,
Recommendations	

### Be ready for a phone call on an EXTREME PEAK DAY

f hot weather hits or the the market price of electricity is very high, we could experience an EXTREME PEAK DAY. That is a day when the demand for energy is so high that we will ask our members to conserve energy. Whether you take action to conserve is totally voluntary. On such a day, the Cooperative will use an automated recording system to call your home and notify you that it is an EXTREME PEAK

DAY. If you are home, please listen to the recorded message. It will provide the announcement that it is an EXTREME PEAK DAY. It will also tell you the hours of requested conservation and provide a list of ways you can conserve. If you are not home and you have an answering machine, we will leave you the

same message. If you do not answer, the system will try to call you back later in the day.

> By conserving energy for a few hours, you can help the Cooperative avoid expensive peak day demand and energy charges. This helps manage electric rates for all of our members.

Our power supplier, Great River Energy, is able to supply us with plenty of energy to meet the power needs of all of our members, even on an EXTREME PEAK DAY. However, the price we may have to pay to deliver that energy

during peak hours of the hottest summer days may be very high. It is the goal of McLeod Cooperative Power to keep rates as low as possible. We greatly appreciate any effort our members can make to conserve on these days.

### **On EXTREME PEAK DAYS** we will ask you to:

- Do laundry early in the day or after 10 p.m.
- · Wait until after 10 p.m. to start the dishwasher.
- · Go out for dinner, cook in the microwave or on the grill, instead of using the stove or oven.
- Turn off or unplug the dehumidifier, computer equipment that is not being used, unnecessary lighting or rechargeable appliances until after
- Turn your thermostat up a degree or two during the peak hours so your air conditioner run time

Doing some or all of these conservation practices will keep your house cooler on hot summer days. Doing activities that add heat or humidity to your home on an extremely hot day requires your air conditioner to run longer and use more energy.



### Bigger rebates in 2009

• etting customers to conserve more energy is an important part of Minnesota's mandated legislation requiring all utilities to reduce how many kilowatts they sell. One way to help us meet this requirement is to help our members install the most efficient heating and cooling systems available. Increased rebates for high-efficiency ground source and air source heat pumps will be offered in 2009 to encourage members to choose the optimum efficiency in heating and cooling. Higher rebates will also be offered for members installing storage space heating which uses low-cost nighttime energy and storage water heating using the high efficiency Marathon water heater.

Rebates for high efficiency heat pumps and air conditioners will continue to require installation by a "registered contractor" which has been designated as a quality installer and is listed on the hvacreducation.net web site. A list of all "registered contractors" in Minnesota is on our Cooperative web site at www.mcleodcoop.com.

#### 2009 Rebates

2007 11000100		
<b>Ground Source Heat Pumps</b> (control Residential Commercial	olled or uncontrolled)	\$400/ton \$200/ton
Air Source Heat Pump	13 SEER 14 SEER 15 SEER 16 SEER or higher	\$330 \$480 \$580 \$630
Ductless Air Source Heat Pump		\$300
Central Air Conditioner	13 SEER 14 SEER 15 SEER 16 SEER or higher	\$ 30 \$180 \$280 \$330
Storage Space Heating	<u> </u>	\$ 40/kW
Storage Water Heating w/high effice *(Marathon or equivalent energy ra	\$200	
Replacement of older water heater (Energy Factor.90 or higher)	with new high efficiency water he	eater \$50
ENERGY STAR Room Air Conditioners		\$35
ENERGY STAR Refrigerator with recycling of old unit		\$ 75
ENERGY STAR Refrigerator or freezer		\$50
ENERGY STAR Clothes Washer		\$25
ENERGY STAR Dehumidifier		\$25
ENERGY STAR Dishwasher		\$25