



UTILITY ENERGY MANAGEMENT SOLUTIONS

CLIENT PROFILE: MINNESOTA POWER

Commercial customers look to Minnesota Power as an authority on energy conservation. They trust the investor-owned electric utility to provide business energy analysis, project design assistance, unbiased product information, conservation rebates, and special incentives to encourage the use of innovative energy-saving technologies.

“(EMS) has a track record of excellent technical assistance and customer service. Businesses feel comfortable contacting them. We have exceeded our rebate goals for the past five years!”

Tim Gallagher, Minnesota Power

The experts at Energy Management Solutions (EMS) have helped Minnesota Power build this stellar reputation. EMS is the primary energy consultant and customer service provider for PowerGrant, the utility’s commercial, industrial, and agricultural energy conservation program. Over the past 17 years, EMS principals and energy

analysts have worked with thousands of Minnesota Power commercial customers, resulting in electricity savings of more than 200 million kilowatt-hours.

“(EMS Chief Executive Officer) Matt Haley and his associates are critical to our commercial-industrial energy conservation strategy,” said Tim Gallagher of Minnesota Power, who manages the PowerGrant program. “They do everything from energy audits and delivery of our rebates and incentives to measurement and verification, technology research, and building operator education.”

Minnesota Power entrusts EMS to deliver about 80 percent of its annual goals for kWh and kilowatt savings. Utility energy conservation goals are based in part on government mandates, so meeting them is serious business.

“There are definite consequences if we don’t achieve objectives for energy conservation; the State could impose financial penalties or deny approvals for new generation facilities,” Gallagher said, noting that lowering electric demand reduces the need for costly power plant construction, as well.



Left to Right: Matt Haley (right), CEO of EMS, inspects energy-efficient equipment installed during Black Bear Casino’s major hotel expansion; Minnesota Power’s Herbert Service Center is a research and demonstration site for energy-efficient lighting and lighting systems; and Tanuj Gulati (left), of EMS, helped Security Jewelers access Minnesota Power resources for an upgrade to energy-efficient lighting.

Utility Energy Management Services

- Project Commissioning
- Energy Audits
- Project Management
- Measurement and Verification
- Building Operator
& Staff Training
- Facility Assessments
- Rebate Project Development
& Administration

"It also makes good business sense to help our commercial customers use less energy, operate more efficiently, and stay competitive," Gallagher added. "Plus, it's simply the right thing to do."

EMS personnel act on Minnesota Power's behalf, traveling across Central and Northeast Minnesota, promoting the PowerGrant program, its incentives, and the benefits of energy conservation. They work directly with about 800 businesses per year, ranging from small family-owned companies to large manufacturers, hotels, casinos, hospitals, schools, and universities.

"We spend a lot of time talking to customers, vendors, contractors, and engineers, identifying energy-saving opportunities and seeing projects through to completion," said Matt Haley, CEO, EMS. "It takes the burden off of Minnesota Power and its staff."

"(EMS) has a track record of excellent technical assistance and customer service," Gallagher said. "Customers and people at Minnesota Power trust Matt Haley and his team to deliver sound, understandable technical information. Businesses feel comfortable contacting them about projects and PowerGrant incentives. We have exceeded our rebate goals for the past five years!"

EMS has conducted numerous research projects for Minnesota Power, proving the performance of technologies such as T8 and T5 fluorescent lighting, induction lighting, and light emitting diodes in commercial and institutional applications. A current study is exploring the value of commissioning, retrocommissioning, and recommissioning of facilities at the Duluth Entertainment and Convention Center (DECC), where a major expansion is occurring. Commissioning is a process that ensures all building systems are operating as intended by the building owner and as designed by architects and engineers. It involves detailed measurement and verification of performance data.

"There is a great deal of interest in high performance, energy-efficient products, systems and buildings," Gallagher said. "Minnesota Power is committed to energy conservation and pleased to have a partner like EMS researching technologies, educating customers, and connecting businesses to our program and its incentives. We're in it for the long haul."



EMS personnel visit hundreds of Minnesota Power commercial and industrial customers each year, identifying ways to help them save energy and operate more efficiently.

