



WELCOME

thanks for joining us!

Minnesota Valley Electric Cooperative 2020 Key Account Forum

Minnesota Valley Electric Cooperative



YOUR HOSTS



Ryan Hentges

○ MVEC CEO



Marvin Denzer

○ VP, Energy Services

AGENDA

Ryan



1. MVEC Overview
2. Evolution of Power Supply
3. Value of Generator Program
4. View Towards the Future

Marvin



5. MVEC Programs/Rebates
6. Communications
7. Key Account Representatives
8. Questions/Survey Reminder

MVEC REBATES

- LED Lighting
- Heating & Cooling
 - Roof Top Units
 - Heat Pumps
 - Chillers
- Variable Frequency and Variable Speed Drives
- Agriculture
 - Dairy Plate Cooler
 - Dairy Free Water Heater
 - Robotic Milking Equipment
 - Agricultural Ventilation
 - Hog Farrowing
- Other
 - Custom Energy Rebate
 - Vending Machine Control
 - Building Studies
 - Electric Fork Lift
 - Electric Fork Lift Trial
 - Food Service Equipment
 - Commercial EV Charger
 - Compressed Air

[Home](#) / [Business Members](#) / [Business Efficiency Rebates](#)

Business Efficiency Rebates

Take advantage of MVEC's business rebates and enjoy reduced energy bills by implementing various energy efficiencies within your facility.



Prescriptive and custom rebates are available to members for the installation of energy efficient dairy equipment.



Today's powerful and responsive electric forklifts are revolutionizing goods movement and manufacturing



Commercial food service equipment is found in restaurants, hotels, hospitals or any building with a cafeteria.



The expected usage from a level 2 EV charging station is between 200-400 kWh per month this amounts to \$24-48 @ \$0.12 per kWh.

www.mvec.net/business/efficiency-rebates/

MVEC PROGRAMS FOR KEY ACCOUNTS

www.mvec.net/business/

Home / Business Members / On-site Generator Program

On-site Generator Program

MVEC's On-Site Generator Program can help lower electric rates for commercial, industrial and agricultural members by 30% or more. Plus the back-up power will give you peace of mind.



Wind RECs

\$1 per MWhr
(\$0.10 per 100 kWh block)

Home / Business Members / Renewable Energy – Business

Renewable Energy – Business

While the electricity delivered to your business includes increasing amounts of renewable energy, our GreenSource program gives you options to do even more. By purchasing Wind and Solar RECs, you further help reduce dependency on non-renewable energy sources, like fossil fuels.



Solar RECs

\$3 per MWhr
(\$0.30 per 100 kWh block)

Minnesota Valley Electric Cooperative



WAYS WE COMMUNICATE WITH YOU

Electric Eye Newsletter

Inside this issue:

- Storm outage safety and how your correct phone number plays a big role [page 2-3](#)
- 2020 Youth Tour trip cancelled; MVEC's representative to receive \$1,000 scholarship [page 4](#)

Easy money-saving tips for summer:

ONE/ For every degree you raise your thermostat above 72, you save up to 3 percent of your cooling expenses. Set your thermostat to 78, or as high as your comfort allows.

TWO/ A good ceiling fan will allow you to raise your thermostat 4 degrees while maintaining the same level of comfort. If you don't mind the light breeze, raise the temperature on your AC because fans can be very effective.

THREE/ Ovens and stoves can raise your kitchen's temperature up to 30 degrees. Your microwave uses just 1/3 the energy and produces only a fraction of the heat. Or fire up the grill.

Additional resources available 24/7 at www.mvec.net




Electric Eye




Minnesota Valley Electric Cooperative

MVEC awards \$16,000 in high school scholarships

MVEC has awarded \$1,000 scholarships to 15 local high school seniors. An additional \$1,000 scholarship was funded by wholesale power provider, Basin Electric Power Cooperative. Five winners from each of MVEC's three voting districts were randomly selected from a total of 143 entries received. MVEC's scholarships are funded with unclaimed Capital Credits — money that otherwise would be given to the state of Minnesota. Here are the 2020 recipients, their high schools and the college they plan to attend.



Rachel Henderson
Jordan
Winona State University

 Dylan Andrell W.G.M U of Wisconsin - River Falls	 Caden Bruzak U of Minnesota - Twin Cities	 Mitchell Callahan U of Wisconsin - LaCrosse	 Mackenzie Close St. Cloud College	 Benjamin Fink Holy Family University of St. Thomas
 Mark Friedges New Prague Montana State - Bozeman	 Theodore Kakasak Chamassan University of Iowa	 Ariana Krautkremer Trio United U of Minnesota - Duluth	 Parker Long Prior Lake Minnesota State - Mankato	 Carson Murrer Shakopee Winona State University
 Mary Monach Bloomington Community College	 Hunter Wilson Prior Lake U of Minnesota - Twin Cities	 Kate Struys Buxton U of Wisconsin - Madison	 Charles Teesch Beverly South Dakota State University	 Missy Weidra Seward Minnesota State - Mankato

— Congratulations to all graduating seniors! —

Constant Contact emails

UPDATE ON OUR PANDEMIC PLAN



MVEC is committed to keeping your lights on and more . . .

MVEC's business continuity plan is evolving with the rapid changes of COVID-19. We would like to inform all members that effective Tuesday, March 17, our lobby will be closed to the public, until further notice. We are taking precautions to ensure our employees stay healthy so we can continue providing reliable service to our members. The closure will have minimal effect on our day-to-day operations.

A variety of employees have the ability to work remotely from home. The staff that remains working in the office will practice social distancing.

All field visits have been put on hold. Energy Wise specialists are available by phone or text. If necessary, Skype or Facetime can be utilized. Meter readers and other field staff will phone members before doing work on your property, but will not be coming to your door.

Our linemen will be working their usual duties and will be on-call for outages. We ask that you help us keep them healthy by not approaching them while on the job.

For the latest information and complete details on our pandemic plans, contact information and how this may affect our members, please visit www.mvec.net/coronavirus-pandemic-update/

We want to thank you for being a member of Minnesota Valley Electric Cooperative and for your patience and understanding during this fast-changing, challenging time. Together, our communities can work together to stop the spread of this pandemic illness.

QUESTLINE E-NEWSLETTER



QUESTLINE



June 2020

Timely Topics



Back to Business: How to Safely Re-Open

These practices will help ensure the safety of your staff and customers as you start to re-open your business.



Get Your Business Ready for Summer Savings

Is your facility ready for hot weather? These eight measures will help take the heat off your energy budget.



Safety First: Electrical Tips for the Workplace

Find out if your workplace is current with its safety practices and learn how to protect employees from harm.



Shedding Light on the Hidden Costs of Summer

If you look beyond air conditioning, you might find sources of undetected waste adding to your summer energy bills.

[READ MORE](#)

Informative Videos



The Benefits of Geothermal Heat Pumps

Learn how one facility saved energy and reduced maintenance costs by installing a geothermal heat pump system.

[WATCH NOW](#)



Refrigeration System Performance: A Maintenance Checklist

Refrigeration operating costs can really leave you cold. These maintenance tips can improve system performance and save energy.

[READ MORE](#)



Motor Nameplates: Reading Between the Lines

Motor nameplates seem to have a language all their own, but they contain valuable information that can help you save energy and money.

[TAKE A LOOK](#)

Minnesota Valley Electric Cooperative



INFO 24/7 @ www.mvec.net

MVEC
Minnesota Valley Electric Cooperative
Your Touchstone Energy® Cooperative

RESIDENTIAL MEMBERS **BUSINESS MEMBERS** OUR COMMUNITY STAY INFORMED YOUR COOPERATIVE

811
Call 811 Before You Dig!
At least 48 hours before you start your digging project, call Gopher State One Call at 811.
IT'S ABSOLUTELY FREE TO CALL!

MY ACCOUNT SAVE ENERGY & MONEY OUTAGES & SAFETY LOAD MANAGEMENT

MVEC
Minnesota Valley Electric Cooperative
Your Touchstone Energy® Cooperative

RESIDENTIAL MEMBERS **BUSINESS MEMBERS** OUR COMMUNITY STAY INFORMED YOUR COOPERATIVE

Home / Business Members

Business Members

MVEC's key account team can help your commercial, industrial or agricultural business succeed by increasing energy efficiency, choosing rate saving options and optimizing the power use within your facility.

- Business Efficiency Rebates [Learn More →](#)
- Bill Payment & Account Management [Learn More →](#)
- Start, Stop, Transfer Service & Deposit Policy [Learn More →](#)
- On-site Generator Program [Learn More →](#)
- Renewable Energy Interconnection [Learn More →](#)
- More Resources [Learn More →](#)
- Outage Updates [Learn More →](#)
- Economic Development [Learn More →](#)

Minnesota Valley Electric Cooperative



KEY ACCOUNT TEAM

Home / Business Members

Business Members

MVEC's key account team can help your commercial, industrial or agricultural business succeed by increasing energy efficiency, choosing rate saving options and optimizing the power use within your facility.



Marvin Denzer

Vice President of
Energy Services
612-719-9816
marvind@mvec.net



Craig Lofdahl

Key Account Executive
612-201-6562
craigl@mvec.net



Joe Green

Key Account Executive/
Community Relations
612-499-5284
joeg@mvec.net

ANY QUESTIONS?

Ask us anytime by phone
or email

THANK YOU
for attending

Minnesota Valley Electric Cooperative

