

# Business Services Breakfast

November 14, 2023 | 7:30 a.m. | Diamond Jo Casino

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# Welcome & Comments

Jason White

Vice President of Business Services

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# Agenda

## Welcome & Introductions

Jason White, *Vice President of Business Services, Greater Dubuque Development Corporation*

## Company Presentations

Jacob Semann, *Key Account Manager, Alliant Energy*

Christie Remley, *Manager of Communications & Public Relations, Maquoketa Valley Electric Cooperative*

Cassie Hiatt, *Operations Supervisor, Black Hills Energy*

## Q&A Session

Jason White, *Vice President of Business Services, Greater Dubuque Development Corporation*

## Closing/Comments

Rick Dickinson, *President & CEO, Greater Dubuque Development Corporation*

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# Alliant Energy

Jacob Semann  
Key Account Manager

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**Jacob Semann**  
Key Account Manager  
Alliant Energy

# Tax exemption and Franchise Fee Reimbursement

- Manufacturers can receive tax exemption on any electric, natural gas or water usage they use to manufacture a product
  - Hospitals, schools, universities, government and other non-profits are 100% tax exempt for all utility usage
  - Apply everything 3 years
- City of Dubuque offers a franchise fee reimbursement at same state tax exemption level
  - Apply yearly with deadline in late June

# Energy Efficiency - Rebates

## Prescriptive (1-for-1)

- Fixed rebate amount
- VFDs, motors, chillers, etc.
- Business installs, sends invoice and rebate form to Alliant, receives check in mail or a deposit in their bank account

## • 2024 Updates

- LEDs and HVAC rebates will go Mid-Stream
- Rebate goes to vendor/distributor and business receives a reduced upfront cost

# Energy Efficiency – Business Energy Solutions

- Lighting and Refrigeration program
- Potential to have Alliant pay up to 70% of project cost
- Requirements of facility
  - Annual electric bill under \$100,000
  - Less than 50,000 sq. ft.
  - Receive landlord approval if leased



# Energy Efficiency – Custom Rebates

- Rebate based on energy savings specific to process or piece of equipment
- Rebate \$ levels:
  - \$200/kw saved
  - \$.10/kwh saved
- Examples:
  - Compressed Air, large VFDs and chillers, dust collectors, automation equipment, etc.
  - Increasing production or throughput can qualify

# CASE STUDY

## Custom Rebates Laser Replacement

Business replaced an existing 4.5 kW CO2 laser with a new 8 kW fiber laser. The new laser will be able to increase the cut speed and through put. This will allow customer to reduce the run time on this laser.



Energy Savings

203,023.00 kWh/year

69.41 kW demand

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**Incentive:**

**\$ 34,102.30**

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# Energy Efficiency – Feasibility Study

- Benefits
  - A detailed analysis that quantifies the costs and benefits of the energy-efficiency upgrades
  - Business receives 50% of the pre-approved study cost, up to \$7,500
- Requirements
  - Study must be pre-approved by Alliant Energy
  - Must be conducted in a building that Alliant Energy supplies the primary heating or cooling energy
- Study examples
  - Compressed air, Retro-commissioning, process water, etc.

# Energy Efficiency – New Construction

- Commercial
  - Major renovations or new facilities
  - Over 5,000 sq. ft and space is air conditioned
  - Minimum \$.06/kwh for 5% savings. Up to \$.17/kwh saved
- Industrial
  - Major renovation, new facility or new manufacturing line
  - Facility must be over 50,000 sq. ft. and 50% of electric usage must come from manufacturing process

# Education

- Energy Audits
  - Benefits
    - Business receives customized energy information about their facility
    - Identified upgrades may be eligible for rebates
    - No additional charge to the business
  - Requirements
    - Facility must be larger than 20,000 square feet
- Energy Analytics
  - Online tool which shows interval data (1 hour to 15 minutes)

# Demand Response

- Requirements
  - Must have generators
  - 200+ kW of load
  - Can switch generator(s) on when Alliant Energy requests
- Benefits
  - Monthly bill credits of \$8.21/kW

# Renewable Energy Programs

- Community Solar
  - Subscription based program which allows Alliant Energy customers to purchase a portion of a solar array.
  - Cedar Rapids, IA array (first in Iowa)
  - Next project will begin in 2025. Currently looking at Iowa locations and anchor businesses
- Customer Hosted
  - Alliant will own, operate, and maintain a solar array on our business's land and pay a monthly lease payment for 20 – 30 years
  - Business must own facility/land and must pay electric invoice

# Questions

## Alliant Energy Links

- [Prescriptive Rebates](#)
- [Custom Rebates](#)
- [Feasibility Study](#)
- [Small Business Energy Solutions](#)
- [Energy Audit](#)
- [Customer Hosted Solar](#)
- [Community Solar](#)
- [Demand Response](#)

## Tax Exemption Links

- [Electric and Gas](#)
- [City of Dubuque](#)



# Maquoketa Valley Electric Cooperative

Christie Remley

Manager of Communication & Public Relations

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## About Us

Maquoketa Valley Electric Cooperative is an electric distribution cooperative that serves Delaware, Dubuque, Jackson and Jones Counties primarily as well as portions of Cedar, Clinton, Linn, Clayton and Buchanan Counties. In 2016, we introduced fiber internet, MVlink, to provide high-speed fiber internet connections to our members in even the most rural parts of our service territory.



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## Energy Efficiency Incentives

- MVEC also offers a variety of energy efficiency incentives for commercial members. From heat pumps to chiller systems to electric forklifts, we offer rebates to support your growth and commitment to energy efficiency.
- MVEC also has a dedicated Energy Advisor who can help evaluate energy efficiency measures you are considering for your business

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## Business Support

MVEC demonstrates concern for the communities we serve by managing a Revolving Loan Fund that promotes growth and vibrancy in our region.

- Low interest, gap funding
- Loans up to \$200,000 for facilities and equipment; 7-10 year term
- Supports job creation and vital services in our communities
- For large-scale projects, there is potential to tap into additional USDA (REDLG) funding

## Reliable Fiber Internet

- MVEC invested in smart grid technology to improve the reliability of our electric system. This investment allowed us to launch MVlink fiber internet in 2016.
- We now serve our electric footprint with reliable, fast and affordable fiber internet (and VoIP phone)
- MVlink is now expanding into adjacent communities/areas as needed

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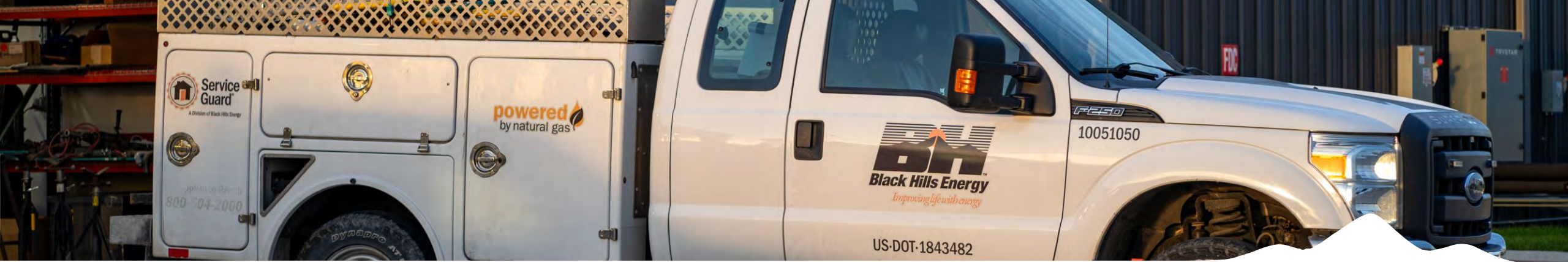


# Black Hills Energy

Cassie Hiatt  
Operations Supervisor

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# Cassie Hiatt

## Operations Supervisor

Cost of Gas Outlook

Energy Efficiency

Weatherization

Customer Resources

Sustainability

Manufacturers Tax Credit

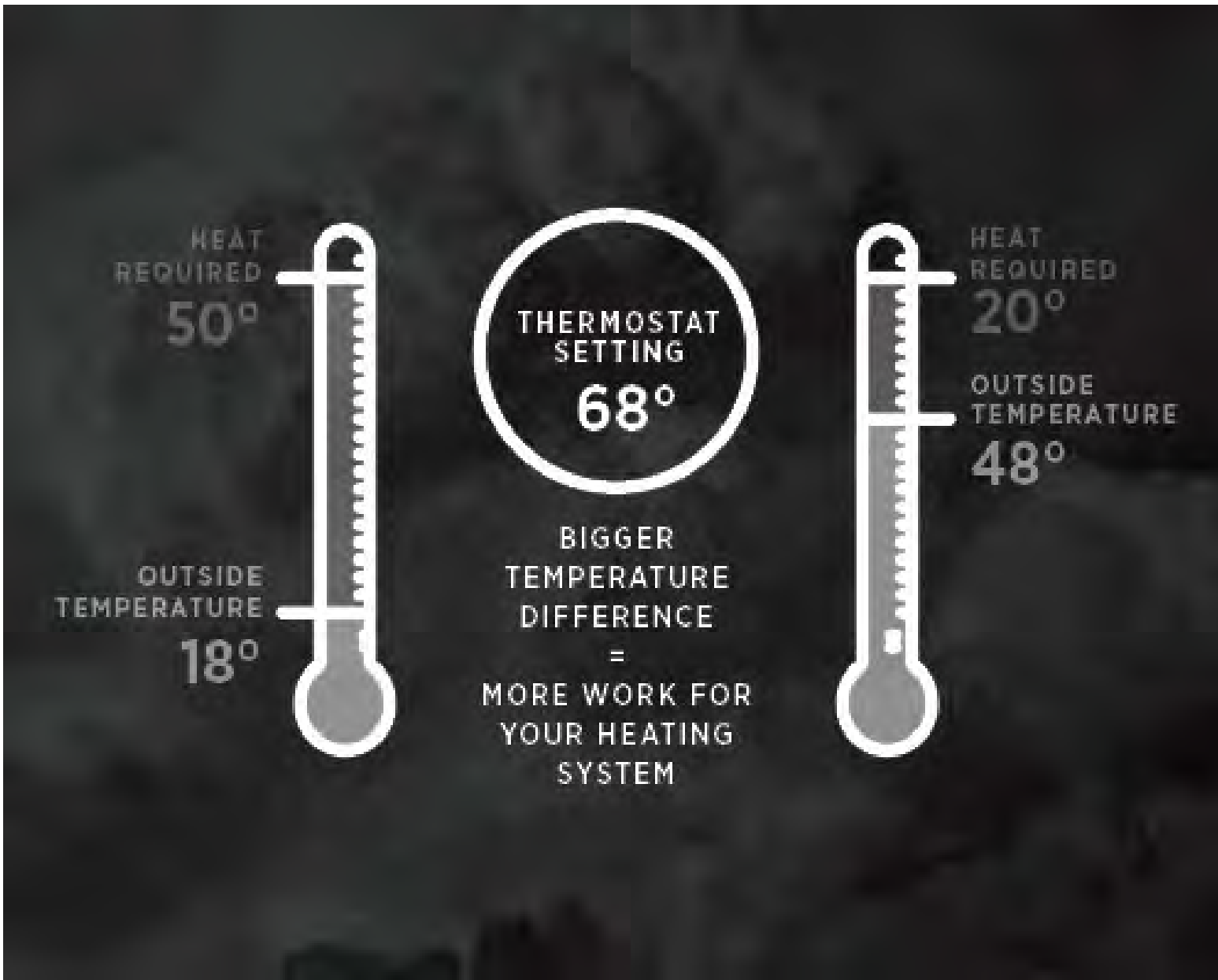


# Energy Conservation

*Test for energy loss*

*Weatherization*

*Change your routine*



# Customer Resources



**Budget Billing**



**Online Support**



**Black Hills Cares**



# Black Hills Cares



- Contributions from customers and employees matched 1:1
- Funding supports eligible customers
- \$6.8 million in assistance the past 13 years
- Hawkeye Community Action Agency

We're a regulated, publicly traded electric and natural gas provider, serving:

**Eight**

states

**1.3 million**

electric and natural gas utility customers

**800+**

communities



NATURAL GAS EMISSIONS

↓ **Net Zero** by 2035



ELECTRIC EMISSIONS

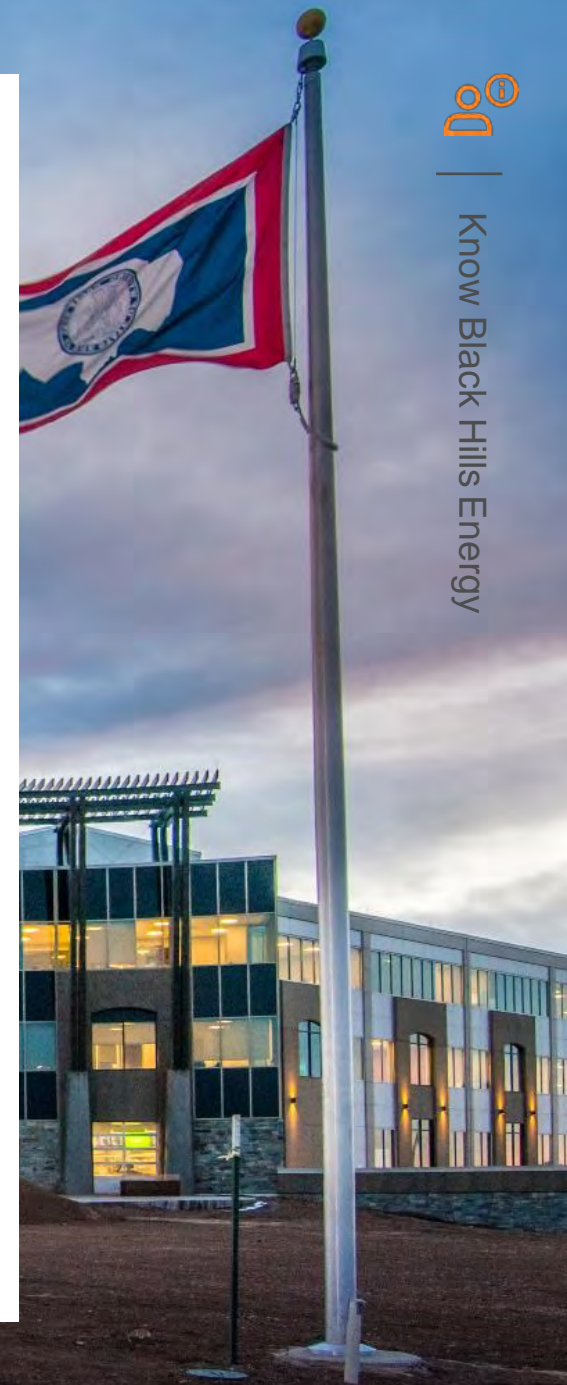
↓ **70%** by 2040



**IMPROVING LIFE WITH ENERGY**

## Our sustainability strategy:

1. Operate a net zero distribution system:
  - Damage prevention
  - Advanced leak detection
  - Replace high emitting materials
2. Help customers reduce their carbon footprint
  - Appliance efficiency
  - Weatherization
  - Green Forward
3. Advance low carbon fuels
  - Renewable natural gas
  - Hydrogen



# Manufacturers Tax Credit

## All customer types:

- Exemption Certificates must be renewed every three years.
  - BHE provides 60-day notice
  - BHE cannot refund sales tax in Iowa – refund must be requested by customer from state
- Exemption certificates **MUST** be properly completed and signed to be accepted.

## Manufacturing and Processing

- Information, Forms and instructions to calculate a fuel exemption
  - [Iowa Sales and Use Tax on Manufacturing and Processing | Iowa Department Of Revenue](#)
    - Scroll down to Fuel Used in Processing
  - [Iowa Sales Tax Exemption Certificate Energy Used in Processing or Agriculture, 31113](#)

## Franchise Fees

- Generally, no exemptions applicable to franchise fees if in city limits.
- Refunds can be obtained from City of Dubuque annually for period of July 1 through June 30

# Thank you

Nicole Breitbach

Sr. Community Affairs Manager

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Mark Ernst

Sr. Account Manager

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For more energy-saving tips, visit  
[www.blackhillsenergy.com/winter-ready](http://www.blackhillsenergy.com/winter-ready)



# Contact Information

## Alliant Energy

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# Q&A Session

Jason White

VP of Business Services

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# Wrap Up & Closing

Rick Dickinson  
President & CEO

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Thank You

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