

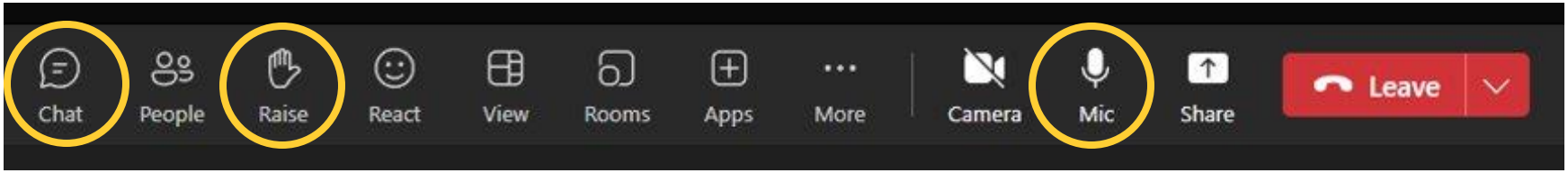
Minneapolis
City of Lakes

Funding opportunity overview

Large greenhouse gas reduction and geothermal projects

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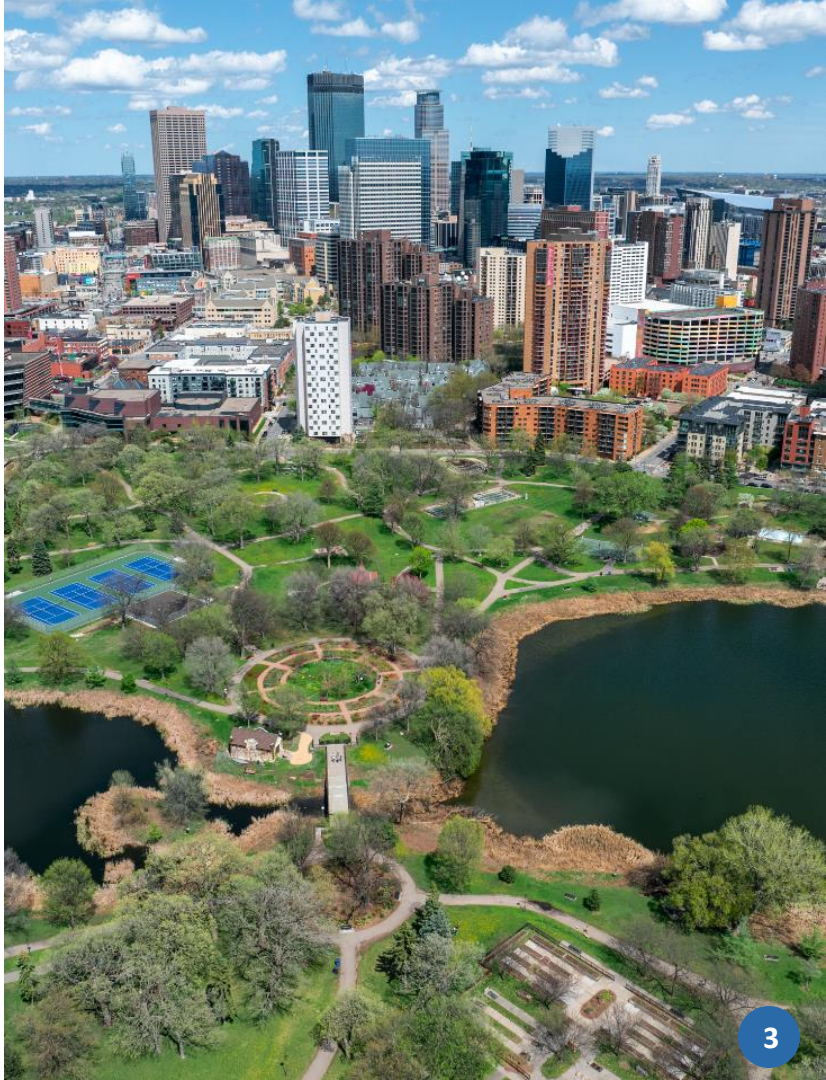
Teams housekeeping

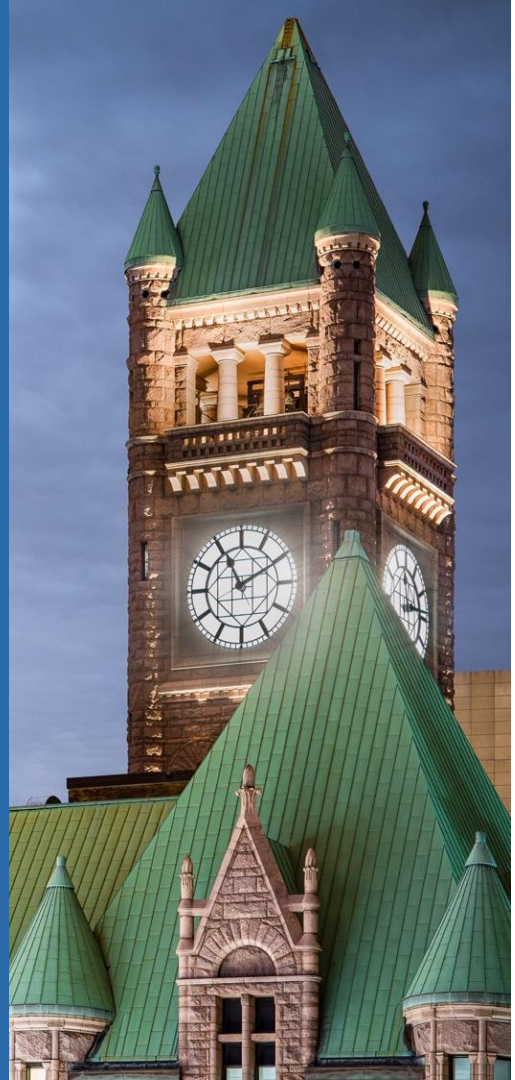


- Please keep yourself muted when not speaking
- Save questions until the end
  - Use the **chat** feature to ask your questions during the presentation
  - Use the **raise hand** feature or unmute yourself to ask a question after the presentation
- This session will be recorded

Presentation outline

1. Overview
2. Funding summary
3. Past project examples
4. Application walkthrough
5. Assistance and questions





Background:
Climate Equity Plan

Overarching goal

- Community-wide carbon neutrality by 2050

Sub goal

- Equitably reduce greenhouse gas emissions from the industrial, commercial and multifamily building sector by **75% by 2030** (from a 2006 baseline)

Purpose

- Improving health and wellbeing of those living and working in Minneapolis through our work in:
  - Pollution monitoring and mitigation
  - Climate change and resilience

Minneapolis Green Cost Share explained

- Grant program for projects that save energy or reduce pollution
- Four commercial/industrial funding categories:

Program name	Application timeline
Larger projects	
Large greenhouse gas emissions reduction funding	**Open now – focus of this webinar**
Smaller projects	
Energy efficiency	Open December 2026 into 2027
Innovative air pollution	Open December 2026 into 2027
Solar	Open December 2026 into 2027

Large greenhouse gas reduction funding opportunity summary

About: Project types

- We are seeking proposals for:
  - Large greenhouse gas reductions projects from a piece of equipment, heating and cooling system, an industrial process and more
  - Geothermal projects

- Proposed projects must meet a minimum threshold of carbon dioxide equivalent (CO_2e) reductions
  - **Geothermal:** 15 metric tons
  - **All other greenhouse gas reduction projects:** 100 metric tons

About: Funding

- Projects that meet the minimum emissions reduction threshold can get funding for up to 50% of their project cost
- Awards will range from $175,000 to $500,000
- Currently funded by the City general fund
- We give preference to projects that can be completed by Dec. 31, 2027

Eligibility

Eligible properties

- Nonprofits
- For profits
- Minneapolis Public Housing Authority
- Minneapolis Public Schools
- Public utilities (including Cordia Energy)
- Other public entities

All work must be at properties in the city of Minneapolis.

We accept joint proposals with more than one property or organization.

- Must have a lead applicant

Eligible projects

- Broad to allow for flexibility and applicant creativity
- Must include greenhouse gas reductions
- Non-exhaustive list of examples:
  - Electrification of diesel equipment
  - Highest tier building retrofits/recommissions
  - Solar or solar plus storage
  - District energy systems
  - Geothermal systems (shared or not)
  - Implementation of new technologies (for example, carbon capture or clean hydrogen)

Proposal selection criteria

Project results

- What is the estimated annual greenhouse gas emissions reduction?
- Are the greenhouse gas emission reduction estimates reasonable and accurate?
- How does the project's greenhouse gas emissions reduction compare to other proposals?

Service life and payback period

- What is the project payback period?
- How many years will the proposed equipment be in service?

Project timeline and feasibility

- How long will it take to complete the project?
- Is the project technically feasible?

Priority communities

- Is the project located in one of the following areas?
  - Minneapolis Green Zone
  - Low-income or affordable housing

Proposal completeness

- Did the applicant submit all required attachments and answer all questions?

Other considerations

- Can the applicant comply with City contracting policies (for example, debarment)?
- Is there a known conflict of interest?
- Are there additional environmental benefits (for example, air pollution reduction)?
- What percentage of the building's overall greenhouse gas emissions is reduced?
- Does the project pay contractors the prevailing wage?
- Is the project implementing a new or innovative technological solution?

Past project examples

Example projects

Green Cost Share category: Large greenhouse gas emissions reduction

Where: Steel products manufacturer in Minneapolis

Project year	Project description	Cost breakdown	Annual energy and emissions savings
2024	Replaced: • Outdated annealing furnace burners • Radiant tubing systems Resulted in a 30% efficiency increase.	$650,000 total project cost **- $500,000 Green Cost Share grant** - $75,000 utility rebates Total cost to facility = **$75,000**	• 674 tons GHG emissions (CO_2e) • 110,000 therms natural gas • Estimated annual cost savings: $72,000

Costs, energy savings and emissions are approximate based on information submitted by facility. Green Cost Share incentive rates can change annually; the current 2027 cost share is up to 50% versus previous incentives of 70%.

Example projects

Green Cost Share category: Large greenhouse gas emissions reduction

Where: Community center and nonprofit

Project year	Project description	Cost breakdown	Annual energy and emissions savings
2025	Installed: • Solar array and battery storage • Geothermal heating and cooling system to replace large boilers	$20,500,000 total project cost **- $500,000 Green Cost Share grant** - $718,000 utility rebates - Federal grants	• 694 tons GHG emissions (CO2e) • 179,000 kWh electricity • 106,000 therms natural gas

Costs, energy savings and emissions are approximate based on information submitted by facility. Green Cost Share incentive rates can change annually; the current 2027 cost share is up to 50% versus previous incentives of 70%.

Example projects

Green Cost Share category: Large greenhouse gas emissions reduction

Where: Office building

Project year	Project description	Cost breakdown	Annual energy and emissions savings
2025	• Replaced existing air intake and exhaust fans with multiple, smaller, electronically commutated fan arrays • Allowed operators to adjust fan run times and speed to significantly reduce overall run time	$1,460,000 total project cost **- $300,000 Green Cost Share grant** - $105,000 utility rebates	• 268 tons GHG emissions (CO_2e) • 959,000 kWh electricity

Costs, energy savings and emissions are approximate based on information submitted by facility. Green Cost Share incentive rates can change annually; the current 2027 cost share is up to 50% versus previous incentives of 70%.

Application walkthrough

Required attachments

- Itemized quotes or bids that show the total project cost
- Energy and/or other greenhouse gas reduction estimates
  - Estimates must be supported by documentation
- 12 months of historic or modeled energy use data for applicable utilities
  - Gas, electric, steam, chilled water
  - Please indicate if this information is trade secret
- Financial due diligence documents

Application components

1. **Introduction**
   - Background, instructions, required supporting documents explanation + upload
2. **Applicant information**
   - Information about your organization, its background and demographics
3. **Contact information**
   - Primary application/project contact and authorized signer
4. **Project location**
   - Location of the proposed project
5. **Greenhouse gas reductions**
   - Estimates of project annual energy and non-energy greenhouse gas emissions savings
   - This page includes a calculator that estimates total project savings
   - Estimates must be verified
6. **Project funding**
   - Breakdown of project budget and funding sources
7. **Narrative questions**
   - Describe your project, when it will be completed, why you're doing it, the environmental benefits

Energy savings/pollution reduction calculations

- You are required to submit the estimated greenhouse gas reduction for your project
- The funding application has a calculator that estimates how may tons of emissions a project will reduce
- You can use this calculator by skipping to **step five** of the application
- Estimates must be supported by documentation

Verification and calculation options include but are not limited to:

- Energy audit or technical assessment with energy savings included
- Utility pre-approval letter for custom rebates
- Minnesota Pollution Control Agency calculators
- Minnesota Technical Reference Manual
- Calculation from a profession engineer listing assumptions and inputs

Application timeline

Step	Timing
Application opens	Monday, Oct. 12, 2026
Informational webinar	Friday, Oct. 23, 2026
Application closes	Monday, Nov. 16, 2026
Application scoring and funding decisions	December 2026
Contract development	December 2026 – February 2027
Estimated work start	February 2027

What if I don’t have a project ready right now?

- This program is expected to renew annually. Plan to apply next year for 2028 projects.
- Apply for other Green Cost Share programs starting in December 2026:

Program name	Example project types	Expected 2027 incentives
Energy efficiency	• Dual fuel RTUs • Boiler efficiency upgrades • Lighting • Other efficiency upgrades compatible with utility rebates	• *$20,000 to $100,000 • *20% to 40% of project cost
Innovative air pollution reduction	• Electrifying mobile equipment • Battery storage • Refrigerant replacements • Other air pollution reduction	• *Up to $175,000 • *45% of project cost
Solar	Rooftop and ground-mounted solar arrays	• *Up to $50,000 • *$0.20 to $0.40 per kWh

*Incentive rates are subject to change based on available funding. 2027 rates will be announced in December 2026.

Assistance with project development

Site-specific meetings are available to:

- Discuss project ideas and grant availability
- Learn about energy audits to identify future projects
- Explore other funding resources to stack with Green Cost Share

If you are interested in assistance, contact: sustainability@minneapolismn.gov

- Sam Wheeler (industrial)
- Isabelle Ballet (commercial and multifamily)
- Bjorn Olson (small business and geothermal projects)

Resources

You can find more information about large greenhouse gas reduction funding on:

- Large greenhouse gas reduction funding webpage
- Large greenhouse gas reduction rules

We will be posting a recording of this session, these slides, and questions and answers to:

- Large greenhouse gas reduction resources webpage

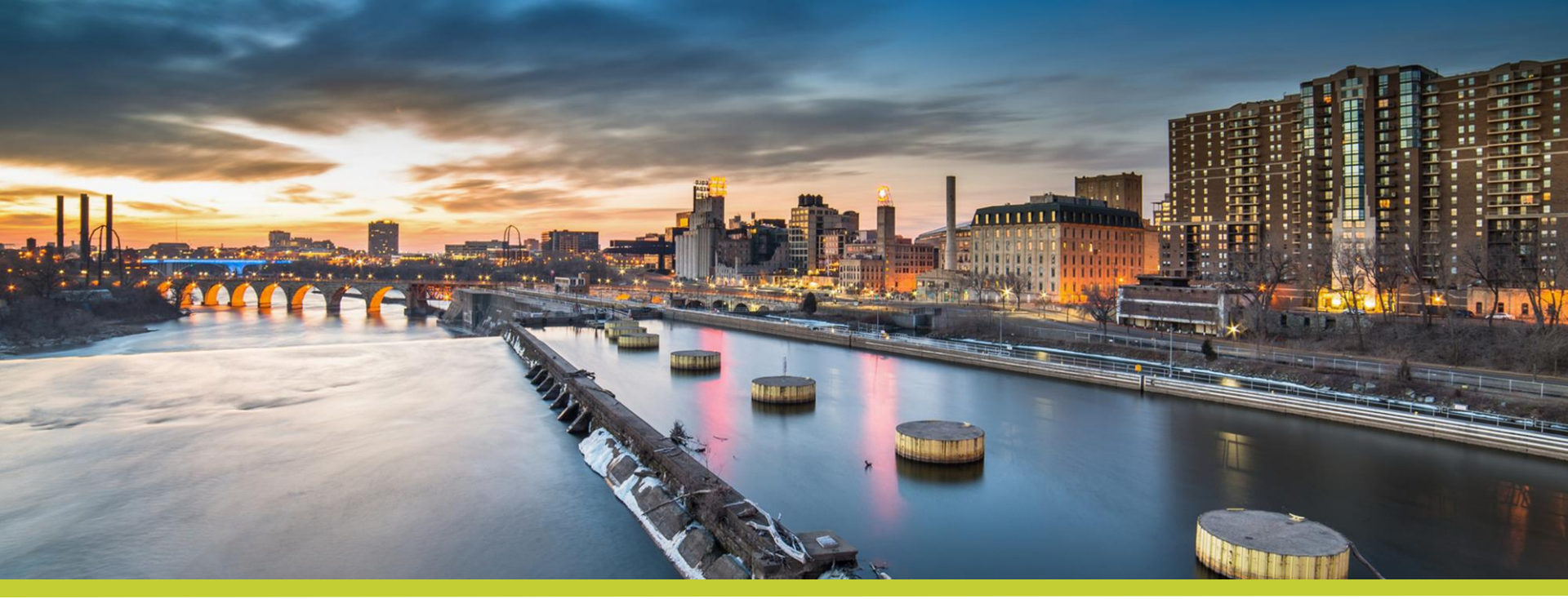
You can read more about standard commercial and industrial Green Cost Share funding on:

- Green Cost Share webpage
- Green Cost Share – commercial energy efficiency

Questions

Questions and answers from this meeting and submitted by email will be posted on the webpage.

If you have any questions after this session, submit them by email to: **sustainability@minneapolismn.gov**



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