

# Project Stove Swap: Appliance Change-Outs in Northern Minnesota

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Environmental Initiative builds partnerships to develop collaborative solutions to Minnesota's environmental problems.

















# **Our Impact**



## Participant Testimonials

"I wouldn't have this stove without Project Stove Swap. Not having to keep putting wood in is life changing."

-Ken, Project Stove Swap Participant

"When the snow is fresh and you have a wind overnight, there aren't those black particles on the snow."

-Kevin, Participant



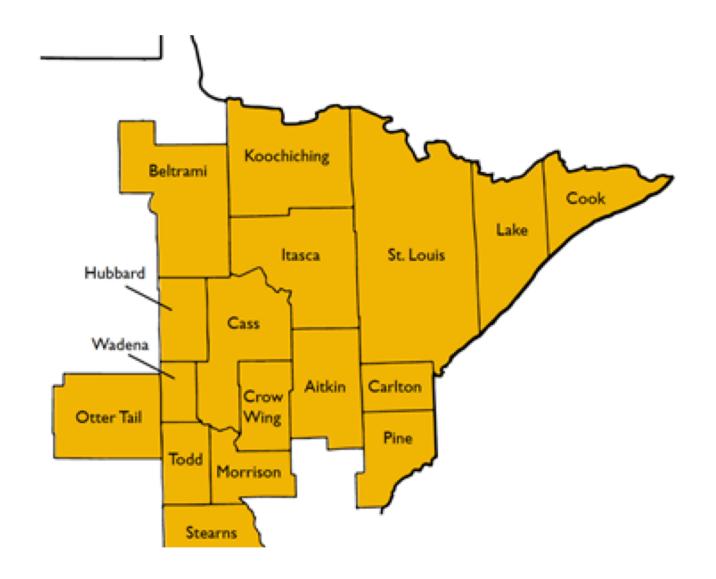
# Key Takeaways for Partnerships

- Conducting in-person meetings with all prospective vendors helped foster relationships
- Seeking connections in the margins led to less obvious funding sources
- Leaning on industry partners helped create connections with potential vendors
- Continued engagement in the region after launch increased buy-in for vendor partners



## Project Stove Swap 2016-2019

- 17 Counties in Northern MN
- 13 Vendors
- Initial funding through Minnesota Power
- Additional funding leveraged from private, public and grant sources
- Project guidelines allowed for slower ramp-up with focus on partnership building



## **Project Application Flow**

#### 1. Complete Application

#### Vendor and Customer

Applications must include:

- · Application Document
- · Itemized estimate
- Photograph of old, noncertified appliance installed
- Proof of income eligibility (for Income-Qualified Residential applicants)

#### 2. Application Review

#### Environmental Initiative

- Application will be reviewed.
- Vendor will be notified of application status within 5 business days
- If accepted, vendor will be issued an incentive amount and tracking number and purchase may proceed.

#### 3. Application Installation

#### Vendor

- Appliances must be installed within 60 calendar days.
- Vendor will provide incentive discount at the time of payment for services rendered.
- Customer will be responsible for all other expenses.

#### 4. Training & Verification

#### Vendor and Customer

- Vendor provides customer training.
- Vendor provides moisture meter and best practices for burning dry wood.
- Vendor secures picture of installed, new appliance and disabled, old appliance.

#### 5. Certification Form

#### Vendor

Form must include:

- Model name and number for the old and new appliances.
- Certification that customer received training.
- Digital photos of new, installed appliance and old, disabled appliance.

#### 4. Payment/Tracking

### Environmental Initiative, Vendor and Customer

- Upon receipt of certification form and confirmation of project, payment will be released.
- Individual customers may be contacted for data on wood use reduction and success stories.



## **Vendor Impacts**

"Because of Project Stove Swap, the Fireplace Lifestyles team and their key manufacturing partners added more employees to assist in every department. Project Stove Swap has allowed our customers, and ourselves, to go a long way down the road toward lowering heating bills and improving air quality."

-Mary Lynn Salisbury, President of Fireplace Lifestyles







Project Stove Swap helps
Minnesotans breathe easier
by getting them newer, more
efficient appliances. In the
Northern Arrowhead region
alone, we have...

million dollars

\$\$\$\$
in local economies

partnered with

3

small
businesses

cut heating costs for \$\$\$ roughly \$\income\text{similar} \text{3} income-qualified households}

swapped
322
appliances

removed the air emissions equivalent of more than 985,000 cars from the road

# Project Stove Swap Outcomes

- 322 appliance changeouts
  - 126 wood to gas stoves
  - 78 EPA-certified wood stoves
  - 68 indoor or outdoor hydronic heaters
  - 44 gas furnaces
  - 6 pellet stoves
- 32.2% of appliances installed were made in Minnesota

Emissions Reductions (in tons)			
PM 2.5	VOCs	NOx	CO
56.084	30.054	1.493	235.593

# Example Wood Stove Change-Out

One of the final change-outs completed. This barrel stove was in the middle of the participant's living room.





## Metro Area Project Stove Swap

Current iteration of Project Stove Swap focused on the metro counties around the Minneapolis-St. Paul area.



