MMSD 2017 Salt Reduction Rebates & Resources
Rebate Purpose

Incentivize projects that reduce salt to the sewer system

Allow flexibility – end result of salt reduction is the focus
Eligibility

- Apply BEFORE project takes place
- Existing water softener in use (i.e., can’t be used for new installations)
- Located in MMSD service area
- Project must be complete within 6 months of applying
- Must be able to quantify salt reduction due to project
## Rebate Amounts

<table>
<thead>
<tr>
<th>Study</th>
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<tbody>
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<td>3500-5000</td>
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<tr>
<td>Greater than 5000</td>
<td>$1 per pound salt reduced per month, or 75% of project cost</td>
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- Awarded based on **estimated** reduction
- Paid based on **actual** reduction
- Projects can be bundled
Rebate given after verification of elution study performance or quantified salt reduction

**ELUTION STUDY/RESIN ANALYSIS REPORT**

This form certifies that the rebate recipient has had an elution study and/or resin analysis performed by a qualified water treatment professional, such as a representative of a water quality company or engineer. (You do not need to complete this form if you did not apply for an elution study rebate.) This form is to be completed by the professional who performed the study.

Rebates will not be paid until MMSD has received all of the following:

- This completed form
- A copy of the performance results
- An invoice for the performance

**SMALL-SCALE SALT REDUCTION REPORT**

This report quantifies and verifies the actual salt reduction due to your small-scale salt reduction rebate project (100-499 pounds per month). Complete and submit this form to MMSD after your project has been installed/completed.

**LARGE-SCALE SALT REDUCTION REPORT**

This report quantifies and verifies the actual salt reduction due to your large-scale salt reduction rebate project (500 pounds or more per month). Complete and submit this form to MMSD **three months** after project completion or installation.

This report can be completed by either a representative of the rebate recipient or by a qualified water treatment professional working with the recipient on the project, such as a water treatment service technician or engineer.
Example 1 – Elution Study

1. Facility that uses average of 1500 lbs. salt per month decides to have softener evaluated
2. Gets a quote for an elution study of $475
3. **Submits application to MMSD before study is performed**
4. Performs study
5. Submits report to MMSD for funding
Elution Study Application

9. Total project cost: $475
   75% of total project cost: $__________

   If performing an elution study/resin analysis in addition to another project, please indicate the cost of each component:
   Elution study/resin analysis cost: $__________
   Salt reduction project cost: $__________

10. Estimated annual salt reduction due to project: N/A lb./year

   Please describe how this salt reduction was estimated:

11. Estimated average salt reduction per month ((Line 10) ÷ 12): ________________ lb./month

12. Estimated rebate amount: Based on your estimated average salt reduction per month (or intended elution study/resin analysis), check which rebate(s) you qualify for and indicate the number and total award. Keep in mind that the actual rebate amount will be based on the reported salt reduction achieved by the project.

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**Certification:**

I certify that I or a qualified representative of my company has examined the applicant’s water softener and performed the following action(s):

<table>
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<tr>
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<th>Number Performed</th>
<th>Cost per study/analysis</th>
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*Rebates will be capped at 75% of the actual total cost of the project(s), and so the award may be lower than the estimated amount if the actual total cost is lower.*

I certify that this information is complete and accurate. I understand that MMSD may request additional information about the project before paying the rebate.

Name: Leon Finch

Affiliation: H2O Pros Inc.

Signature: Leon Finch

Date: 4/25/2017
Example 2 – Small-Scale Salt Reduction

1. Facility that uses ~600 lbs. salt/mo. decides to replace old softener (2500 grain/lb.) with HE unit (5000 grain/lb.) at $3000

2. Service provider estimates a reduction of about 300 lbs. salt/mo.

3. **Submits application to MMSD before replacement**

4. Replaces softener

5. Submits report to MMSD documenting estimated reduction w/ method of estimate
Small-Scale Application

9. Total project cost: $3000 75% of total project cost: $2250

If performing an elution study/resin analysis in addition to another project, please indicate the cost of each component:
- Elution study/resin analysis cost: $_____________
- Salt reduction project cost: $_____________

10. Estimated annual salt reduction due to project: 3600 lb./year

- Please describe how this salt reduction was estimated:

Comparing the efficiency of the previous softener (2500 grains per pound) with efficiency of new softener (5000 grains per pound). The new softener is twice as efficient as the previous unit and so should reduce the facility’s salt use by about 50% from 7200 lbs. per year to 3600 lbs. per year.

11. Estimated average salt reduction per month ((Line 10 ÷ 12): 300 lb./month

12. Estimated rebate amount: Based on your estimated average salt reduction per month (or intended elution study/resin analysis), check which rebate(s) you qualify for and indicate the number and total award. Keep in mind that the actual rebate amount will be based on the reported salt reduction achieved by the project.

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Salt reduction rebates will be paid after MMSD receives all of the following materials:

- This completed report
- A copy of the invoice(s) for project installation to demonstrate actual project cost
- An invoice from your company to MMSD for the amount of the rebate

Project Description:

1. Summary of project:
   Installed a high-efficiency 5000 grain/lb. softener to replace an old 2500-grain/lb. softener in kitchen facility.

2. Estimated salt reduction due to project: 300 pounds per month

3. Describe how this reduction was estimated:
   Facility previously used approx. 600 pounds of salt per month per salt delivery records for 2016. The previous softener had an efficiency of 2500 grains/lb., and the new softener has an efficiency of 5000 grains/lb. Comparing these efficiencies results in a reduction of 50% or 300 lbs. per month.

4. Actual total cost of project: $3000 75% of actual total cost of project: $2250

The rebate award amount will be based on the estimated monthly salt reduction and will be capped at 75% of the actual total cost of the project, as demonstrated by submitted receipt(s).

Certification:

I certify that this information is complete and accurate. I understand that MMSD may request additional information about the project before paying the rebate.
Example 3 – Large-Scale Salt Reduction

1. Facility that uses an average of 3000 pounds of salt per month installs a brine reclaim system; estimated reduction 25% (750 lbs./mo.); estimated cost $5000 plus $500 elution study

2. Service provider submits application on behalf of facility before brine reclaim installation

3. Facility purchases system for $4500

4. Brine reclaim system installed

5. Service provider submits 3 mo. of salt data to show reduction for funding
Large-Scale Application

9. Total project cost: $5500
   75% of total project cost: $4125

   If performing an elution study/resin analysis in addition to another project, please indicate the cost of each component:
   Elution study/resin analysis cost: $500
   Salt reduction project cost: $5000

10. Estimated annual salt reduction due to project: 9000 lb./year
   
   Please describe how this salt reduction was estimated:

   Apply 25% industry average reduction due to bring reclain to 3000/mo. previous salt use

11. Estimated average salt reduction per month ((Line 10) ÷ 12): 750 lb./month

12. Estimated rebate amount: Based on your estimated average salt reduction per month (or intended elution study/resin analysis), check which rebate(s) you qualify for and indicate the number and total award. Keep in mind that the actual rebate amount will be based on the reported salt reduction achieved by the project.

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Salt Reduction Quantification:

1. Summary of project:
   Installed brine reclaim on duplex system that had been using 3000 lbs. of salt per month on average. Performed an elution study to calibrate the brine reclaim.

2. Total salt used in calendar year 2016 (pre-project): 36,000 pounds

3. Total salt used in 3 months after project completion/installation: 7000 pounds

4. Estimate the annual salt reduction due to the project: 9324 pounds per year
   - Please describe how this annual reduction was estimated:
     7000 lbs. used in 3 months = 2333 lbs. used per month post-project
     3000 lbs. used pre-project - 2333 = 777 lbs. reduced per month
     777/3000 = 26% reduction in salt use; (0.26)(36,000) = 9324

5. Estimated average monthly salt reduction for full year ((Line 4) ÷ 12): 777 pounds per month

6. Actual total cost of project: $5000 75% of actual total cost of project: $3750

*The rebate award amount will be based on the average monthly salt reduction achieved (Line 5) and will be capped at 75% of the actual total cost of the project, as demonstrated by submitted receipt(s).*

(Continued on next page)
How to Apply

www.madsewer.org
→ Programs/Initiatives
→ Chloride Reduction

Grant Programs

Salt Reduction Rebate - 2017
These rebates are intended for commercial/industrial facilities and water treatment companies working with them to implement projects that reduce salt or chloride in their facilities.

1. Overview
2. Application
3. Report Forms

Announcement - 2017 Rebates and Training

Respect every drop.
How to Apply

• Send by email (scans are fine) to Emily Jones at emilyj@madsewer.org

• Subject line “2017 salt reduction rebate”

• Applications considered on first-come, first-serve basis
Other Resources


- For homeowners/individuals:
  - Salt reduction brochure
  - www.wisaltwise.com
THANK YOU!