

## **Commercial HVAC Program Common Questions & Answers**

### **What is the SaskEnergy Commercial HVAC Program?**

The Commercial HVAC (heating, ventilation, and air conditioning) Program is designed to encourage the use of high-efficiency natural gas furnaces, boilers, and rooftop units in commercial retrofit applications. The program is targeted towards small to medium sized commercial buildings. Available through participating SaskEnergy Commercial & Residential Network Members located across Saskatchewan, the program provides incentives based on the incremental price of energy-efficient natural gas boilers, furnaces, and rooftop units. Incentives are based on the type and number of units installed.

SaskPower is sharing in the cost of offering this incentive program.

### **How long is this program available?**

This program is available until October 31, 2011. Qualifying equipment must be installed by October 31, 2011 by a participating SaskEnergy Network Member. All applications must be received by SaskEnergy on or before November 30, 2011.

### **Why are you offering commercial incentives?**

The program is designed to encourage commercial property owners to choose the most energy efficient equipment available to maximize their energy and cost savings and reduce greenhouse gas (GHG) emissions. SaskEnergy and SaskPower are working together to provide these incentives as high efficiency HVAC equipment uses less natural gas and electricity.

We know there are many businesses that could benefit from upgrading to high efficiency HVAC systems. This will be the first energy efficiency program that will be available to this group of customers to make upgrades.

### **What equipment qualifies under this program?**

Eligible furnaces under the Program must be ENERGY STAR® qualified high efficiency natural gas furnaces with an AFUE (Annual Fuel Utilization Efficiency) of 94% or greater with a brushless DC motor. A list can be found on the Natural Resources Canada website

<http://oee.nrcan.gc.ca/residential/business/manufacturers/search/gas-furnace-search.cfm?attr=4>

Eligible boilers under the Program must be ENERGY STAR® qualified high efficiency natural gas condensing boilers with a 90% AFUE or greater. A list can be found on the Natural Resources Canada website

<http://oee.nrcan.gc.ca/residential/business/manufacturers/search/gas-boilers-search.cfm?attr=4>

Eligible rooftop units under the Program must have 2 stages of natural gas heating, SEER 13 cooling, include an economizer, and must not exceed 5 tons. Rooftop units installed must be listed on the Eligible Rooftop List which is available on the SaskEnergy website. The list is not exhaustive and may be amended or modified at any time without notice.

Please consult with SaskEnergy, Customer Solutions if you have any questions on qualifying equipment.

## **How much of an incentive can I expect for upgrading my commercial heating and cooling equipment?**

Furnace incentives are calculated as follows:

\$500 for the first eligible furnace. Any subsequent purchase and installation of an eligible furnace at the same address/building will receive an incentive of \$250.

Boiler incentives will be calculated as follows:

\$600 for the first eligible boiler. Any subsequent purchase and installation of an eligible boiler at the same address/building will receive an incentive of \$300.

Rooftop unit incentives will be calculated as follows:

\$600 for the first eligible rooftop unit. Any subsequent purchase and installation of an eligible rooftop unit at the same address/building will receive an incentive of \$300.

## **How will I receive my incentive?**

The total incentive will be applied as a credit to your SaskEnergy natural gas bill. Please allow up to 8 weeks, from the date SaskEnergy receives your application, for the credit to be processed on your account. If you are the building owner applying for the incentive and the natural gas bills are the responsibility of the lessee/renter a cheque will be issued to the building owner.

## **If I buy my natural gas from a gas supplier will I qualify for the program?**

Yes, you will qualify for the program and your incentive will be applied as a credit on your SaskEnergy bill.

## **How do I apply for my incentive?**

Your SaskEnergy Network Member will complete the application form including all necessary equipment information and provide a copy of the invoice. You are required to sign the "Customer Confirmation" portion of the application form once the installation has been completed to your satisfaction. The application must be submitted to SaskEnergy within 30 days of installation.

## **I'm replacing the following qualifying equipment in my business. What is the total incentive that I can expect to receive?**

- ◇ 1 eligible rooftop unit
- ◇ 2 eligible furnaces

Total grant will be \$1,350

\$600 for 1st eligible rooftop unit

\$500 for 1st eligible furnace

\$250 for additional furnace

## **I replaced one rooftop unit on my business. Now, several weeks later, one of the other rooftop units at the same address has broken down and must be replaced. Can I apply for the same address a second time?**

Yes, you can. The subsequent purchase of the second qualifying rooftop unit will be eligible for an incentive of \$300.

**My business is in a strip mall and another business in the same strip mall has participated in the Commercial HVAC Program. Is my business eligible to apply?**

If the natural gas service to your business is metered separately from the other business and your business has its own physical address, you will qualify. Please refer to the Program Terms and Conditions regarding eligible equipment.

**Do Network Members offer financing options in addition to the incentives?**

Commercial Network Members offer leasing services for the purchase and installation of commercial heating & cooling equipment. The increase in efficiency can provide enough savings to offset a good portion of the lease payments, making this an attractive option for many businesses. As well, leasing allows you to use your capital budget for other improvements.

Residential Network Members offer financing for the purchase and installation of natural gas equipment. The loan must be processed as a personal loan; however your loan payment can be debited from your business account.

**We receive provincial funding for our property? Do we qualify?**

This program does not apply to buildings that receive any of their annual operating and/or capital funds from the Province of Saskatchewan which includes Municipal buildings.

Registered non-profit corporations do qualify.

**Why don't provincially funded buildings qualify?**

This program is targeted to encourage commercial building owners to invest in high efficiency equipment that costs significantly more than standard equipment. The incentive is to bring the payback within an acceptable range for those businesses.

In the retrofit market, provincially funded buildings such as schools, universities or hospitals accept a longer payback period, making it economical for them to invest in higher efficient equipment without incentives.

Municipal buildings that undergo these retrofits may qualify under the Saskatchewan Research Council (SRC) Municipal Energy Conservation Program. Information regarding this program is available on SRC's website at <http://municipalities.src.sk.ca/>

**I am upgrading my boiler system in my commercial location. Should I go through the Commercial HVAC Program or the Commercial Boiler Program?**

Your boiler plant size best determines which program will be best for you. If your building's boiler plant size is 400,000 Btu's or greater, the Commercial Boiler Program will provide the greatest return on your investment. The Commercial Boiler Program is available only through Commercial Network Members. You must apply for the program prior to purchase and installation of your boiler system. If you need assistance determining the size of your boiler system, please talk to a SaskEnergy Network Member. For more information about the Commercial Boiler Program visit [saskenergy.com](http://saskenergy.com)

**I run my business out of my house? Am I eligible for the Commercial HVAC program?**

The Commercial HVAC program is available for commercial properties only. As your business is run from your home, you may qualify for an incentive through the Saskatchewan EnerGuide for Houses program and federal ecoENERGY Retrofit Program. For more information visit [saskenergy.com](http://saskenergy.com)

### **How many commercial customers does SaskEnergy serve?**

SaskEnergy serves just over 37,500 commercial customers throughout Saskatchewan.

### **How many commercial properties do you expect to participate in this new program?**

Based on recent survey information and the number of commercial HVAC equipment installations over the last number of years, we expect approximately 2,000 commercial customers to participate in the program.

### **Why are SaskEnergy and SaskPower investing in this program?**

SaskEnergy & SaskPower are committed to finding solutions to the environmental challenges facing our province. Through Go Green Saskatchewan, we are committed to helping homeowners and businesses Go Green in their day-to-day lives

This program encourages commercial customers to purchase the most energy efficient equipment available for heating and cooling their building. This provides energy savings to the customer and reduces their GHG emissions which benefits our environment.

### **I don't qualify for this program, are there any other programs available that I could use?**

Natural Resources Canada has two other programs to assist commercial customers in improving the energy efficiency of their buildings. For new buildings, there is a Commercial Building Incentive Program and for existing buildings the EcoEnergy Retrofit Incentive for Buildings program is available. To learn more about these programs visit, <http://oee.nrcan.gc.ca/commercial/financial-assistance/index.cfm>

In combination with the above listed program, SaskEnergy Commercial Network Members can provide you leasing options for the purchase and installation of your equipment allowing you to use your capital budget for other improvements.

### **Can I qualify for both the Federal program and SaskEnergy's Commercial HVAC Program?**

Yes, if you participate in a Federal incentive program you are eligible to apply under the Commercial HVAC program if you meet the Program Terms & Conditions.

However, as there are multiple provincial programs available for improving energy efficiency for commercial buildings, customers are eligible to receive only one incentive. Customers can choose between participating in SaskEnergy's Commercial Boiler Program, Saskatchewan EnerGuide for Houses, or the Commercial HVAC Program. Contact your participating SaskEnergy Network Member to help you determine what program is best suited for your situation.

### **Why is the program offered only through the SaskEnergy Network Members?**

This program is an extension of services offered by SaskEnergy Commercial & Residential Network Members throughout the province. Network Member criteria ensure consumer protection through appropriate levels of insurance coverage, qualified tradesmen and in some cases performance bonding and warranty requirements.

### **My mechanical contractor is not a Network Member. Why isn't their company allowed to participate in this program?**

We would be pleased to talk to any contractor about the business and customer benefits of Network membership.