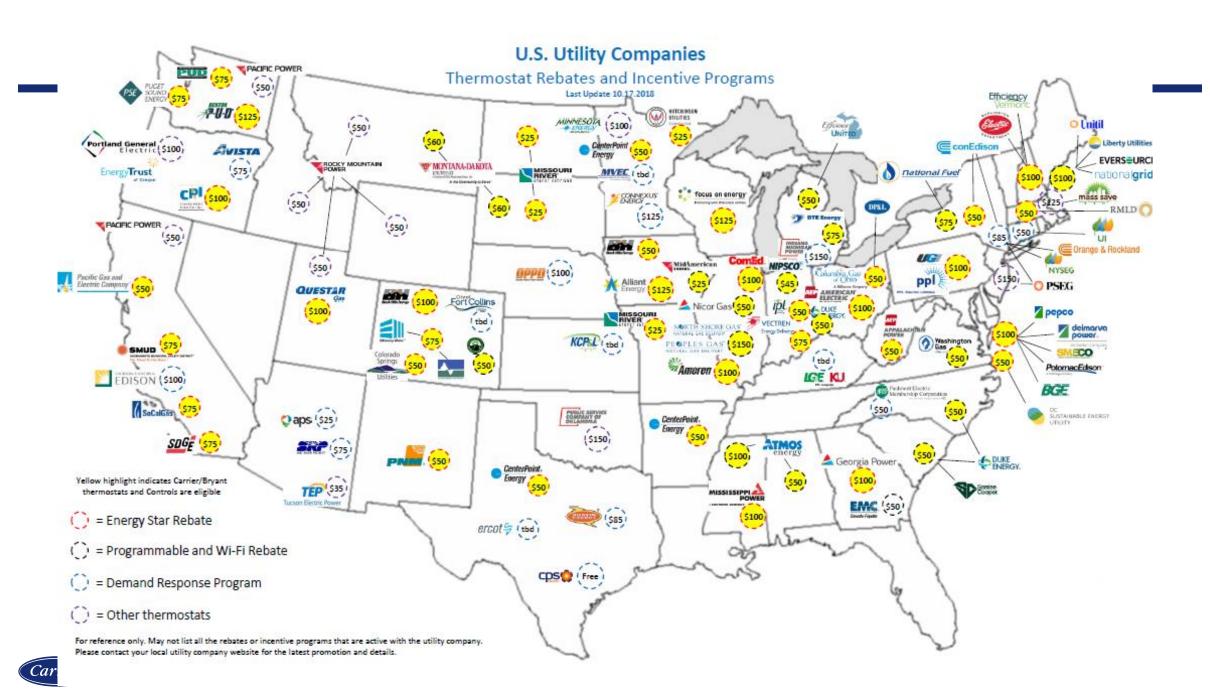


# HOW TO REDUCE YOUR REMODEL COSTS USING UTILITY REBATES

Robert Koken, MF National Sales Manager Renae' Turnbaugh, National Accounts & DLS Sales Manager

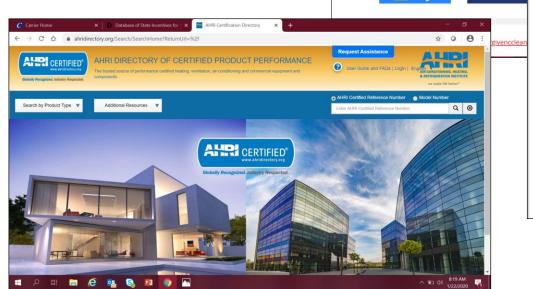


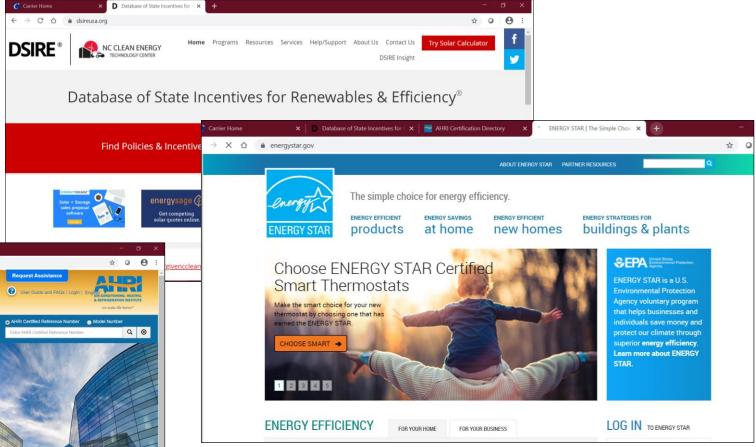


## REFERENCE MATERIALS

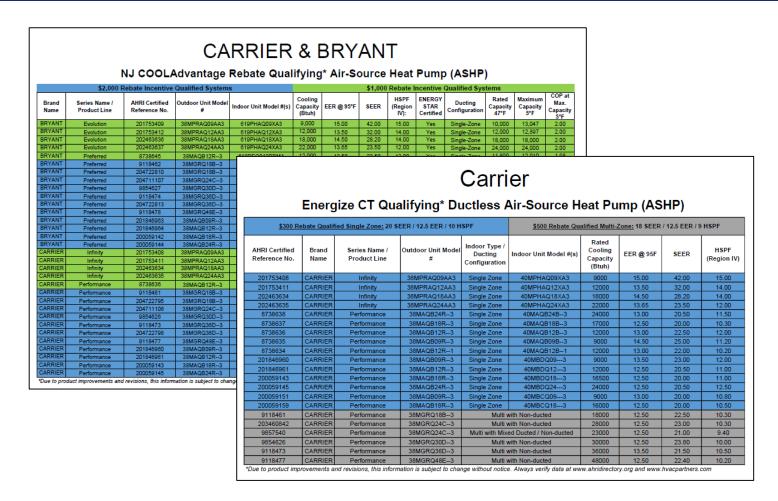
Cross References

- www.dsireusa.org
- www.Energystar.gov
- www.ahridirectory.org
- EcoRebates
- Manufacturers websites









- 100% of our DLS equipment qualifies for Utility Rebates
- Utility Team that is working to develop these documents for each state



Proprietary and Confidential

Offset your remodel costs on HVAC products

## CARRIER & BRYANT

NJ COOLAdvantage Rebate Qualifying\* Air-Source Heat Pump (ASHP)

\$2,000 Rebate Incentive Qualified Systems					\$1,000 Rebate Incentive Qualified Systems								
Brand Name	Series Name / Product Line	AHRI Certified Reference No.	Outdoor Unit Model #	Indoor Unit Model #(s)	Cooling Capacity (Btuh)	EER @ 95°F	SEER	HSPF (Region IV):	ENERGY STAR Certified	Ducting Configuration	Rated Capacity 47°F	Maximum Capacity 5°F	COP at Max. Capacity 5°F
BRYANT	Evolution	201753409	38MPRAQ09AA3	619PHAQ09XA3	9,000	15.00	42.00	15.00	Yes	Single-Zone	10,000	13,047	2.00
BRYANT	Evolution	201753412	38MPRAQ12AA3	619PHAQ12XA3	12,000	13.50	32.00	14.00	Yes	Single-Zone	12,000	12,897	2.00
BRYANT	Evolution	202463636	38MPRAQ18AA3	619PHAQ18XA3	18,000	14.50	28.20	14.00	Yes	Single-Zone	18,000	18,000	2.00
BRYANT	Evolution	202463637	38MPRAQ24AA3	619PHAQ24XA3	22,000	13.65	23.50	12.00	Yes	Single-Zone	24,000	24,000	2.00
BRYANT	Preferred	8738645	38MAQB12R3	619PEQ012BBMA	12,000	12.50	22.50	12.00	Yes	Single-Zone	11,800	12,010	1.98
BRYANT	Preferred	9118462	38MGRQ18B3	Non-Ducted	18,000	12.50	22.50	10.30	Yes	Multi-Zone	19,000	13,990	2.15
BRYANT	Preferred	204722810	38MGRQ18B3	Mixed	18,000	12.15	20.50	10.15	Yes	Multi-Zone	18,700	14,565	2.12
BRYANT	Preferred	204711107	38MGRQ24C3	Non-Ducted	24,000	12.50	23.00	10.30	Yes	Multi-Zone	23,000	24,170	2.10
BRYANT	Preferred	9854627	38MGRQ30D3	Non-Ducted	30,000	12.50	23.80	10.00	Yes	Multi-Zone	28,000	28,220	2.00
BRYANT	Preferred	9118474	38MGRQ36D3	Non-Ducted	36,000	13.50	21.50	10.50	Yes	Multi-Zone	36,000	36,080	1.78
BRYANT	Preferred	204722813	38MGRQ36D3	Mixed	36,000	12.40	20.25	10.75	Yes	Multi-Zone	36,400	36,065	1.76
BRYANT	Preferred	9118478	38MGRQ48E3	Non-Ducted	48,000	12.50	22.40	10.20	Yes	Multi-Zone	48,000	36,340	1.96
BRYANT	Preferred	201846963	38MAQB09R3	40MBDQ093	9,000	13.50	23.00	12.00	Yes	Ducted	10000	11,824	1.76
BRYANT	Preferred	201846964	38MAQB12R3	40MBDQ123	12,000	12.50	20.50	12.00	Yes	Ducted	12,000	12,314	1.86
BRYANT	Preferred	200059142	38MAQB18R3	40MBDQ183	16,500	12.50	20.00	11.00	Yes	Ducted	19,000	19,000	1.75
BRYANT	Preferred	200059144	38MAQB24R3	40MBDQ243	24,000	12.50	20.50	12.50	Yes	Ducted	24,000	24,000	1.83
CARRIER	Infinity	201753408	38MPRAQ09AA3	40MPHAQ09XA3	9,000	15.00	42.00	15.00	Yes	Single-Zone	10,900	10,900	2.00
CARRIER	Infinity	201753411	38MPRAQ12AA3	40MPHAQ12XA3	12,000	13.50	32.00	14.00	Yes	Single-Zone	11,800	12,010	2.00
CARRIER	Infinity	202463634	38MPRAQ18AA3	40MPHAQ18XA3	18,000	14.50	28.20	14.00	Yes	Single-Zone	24,000	24,030	2.00
CARRIER	Infinity	202463635	38MPRAQ24AA3	40MPHAQ24XA3	22,000	13.65	23.50	12.00	Yes	Single-Zone	18,000	19,010	2.00
CARRIER	Performance	8738636	38MAQB12R3	40MAQB12B3	12,000	12.50	22.50	12.00	Yes	Single-Zone	11,800	12,010	1.98
CARRIER	Performance	9118461	38MGRQ18B3	Non-Ducted	18,000	12.50	22.50	10.30	Yes	Multi-Zone	10000	11,824	2.15
CARRIER	Performance	204722795	38MGRQ18B3	Mixed	18,000	12.15	20.50	10.15	Yes	Multi-Zone	18,700	14,565	2.12
CARRIER	Performance	204711106	38MGRQ24C3	Non-Ducted	24,000	12.50	23.00	10.00	Yes	Multi-Zone	12,000	12,314	2.10
CARRIER	Performance	9854626	38MGRQ30D3	Non-Ducted	30,000	12.50	23.80	10.00	Yes	Multi-Zone	9,000	10,488	2.00
CARRIER	Performance	9118473	38MGRQ36D3	Non-Ducted	36,000	13.50	21.50	10.50	Yes	Multi-Zone	13,000	13,000	1.78
CARRIER	Performance	204722798	38MGRQ36D-3	Mixed	36,000	12.40	20.25	10.75	Yes	Multi-Zone	36,400	36,065	1.76
CARRIER	Performance	9118477	38MGRQ48E3	Non-Ducted	48,000	12.50	22.40	10.20	Yes	Multi-Zone	19,000	19,190	1.96
CARRIER	Performance	201846960	38MAQB09R3	40MBDQ093	9,000	13.50	23.00	12.00	Yes	Ducted	10000	11,824	1.76
CARRIER	Performance	201846961	38MAQB12R3	40MBDQ123	12,000	12.50	20.50	12.00	Yes	Ducted	12,000	12,314	1.86
CARRIER	Performance	200059143	38MAQB18R3	40MBDQ183	16,500	12.50	20.00	11.00	Yes	Ducted	19,000	19,000	1.75
CARRIER	Performance	200059145	38MAQB24R3	40MBDQ243	24,000	12.50	20.50	12.50	Yes	Ducted	10,000	13,047	1.83

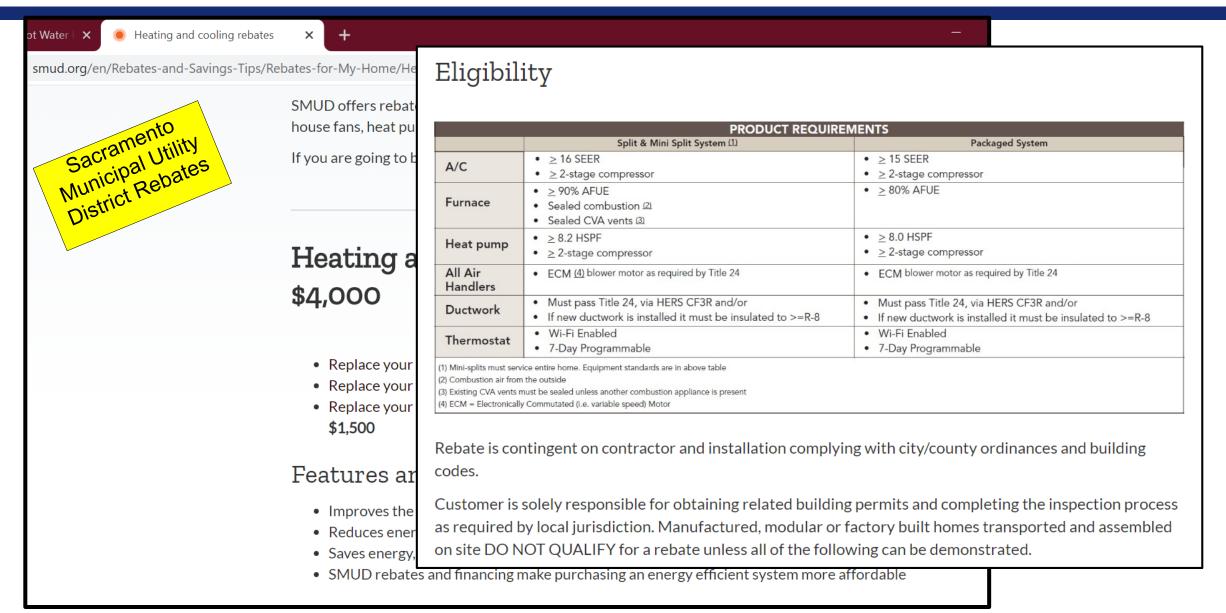
Offset your remodel costs on HVAC products in TX

AHRI Certified Reference			Indoor Type Ducting			Rated Cooling Capacity	EER @			Austin Energy
Number	Brand Name	Product Line	Configuration	Indoor Model Number	Outdoor Model Number		(95F)	SEER	HSPF	Rebate
201753408	CARRIER	Infinity	Single Zone	40MPHAQ09XA3	38MPRAQ09AA3	9000	15.00	42.00	15.00	\$ 250
201753411	CARRIER	Infinity	Single Zone	40MPHAQ12XA3	38MPRAQ12AA3	12000	13.50	32.00	14.00	\$ 250
202463634	CARRIER	Infinity	Single Zone	40MPHAQ18XA3	38MPRAQ18AA3	18000	14.50	28.20	14.00	\$ 500
202463635	CARRIER	Infinity	Single Zone	40MPHAQ24XA3	38MPRAQ24AA3	22000	13.65	23.50	12.00	\$ 500
200059151	CARRIER	Performance	Single Zone	40MBCQ093	38MAQB09R3	9000	13.00	20.00	10.80	\$ 250
201846960	CARRIER	Performance	Single Zone	40MBDQ093	38MAQB09R3	9000	13.50	23.00	12.00	\$ 250
8738635	CARRIER	Performance	Single Zone	40MAQB09B3	38MAQB09R3	9000	14.50	25.00	11.20	\$ 250
8856649	CARRIER	Performance	Single Zone	40MBQB12F3	38MAQB12R3	12000	12.50	19.40	10.50	\$ 150
8738638	CARRIER	Performance	Single Zone	40MAQB24B3	38MAQB24R3	24000	13.00	20.50	11.50	\$ 500
9118461	CARRIER	Performance	Multizone wit	h Non-Ducted	38MGRQ18B3	18000	12.50	22.50	10.30	\$ 300
9118473	CARRIER	Performance	Multizone wit	h Non-Ducted	38MGRQ36D3	36000	13.50	21.50	10.50	\$ 500
9118477	CARRIER	Performance	Multizone wit	h Non-Ducted	38MGRQ48E3	48000	12.50	22.40	10.20	\$ 300
9854626	CARRIER	Performance	Multizone wit	h Non-Ducted	38MGRQ30D3	30000	12.50	23.80	10.00	\$ 300
204711106	CARRIER	Performance	Multizone wit	h Non-Ducted	38MGRQ24C3	24000	12.50	23.00	10.30	\$ 300

System must be 10 years old and an Austin-Energy approved contractor must be used MF rebates apply only to existing structures and require a minimum of four retrofits to qualify.



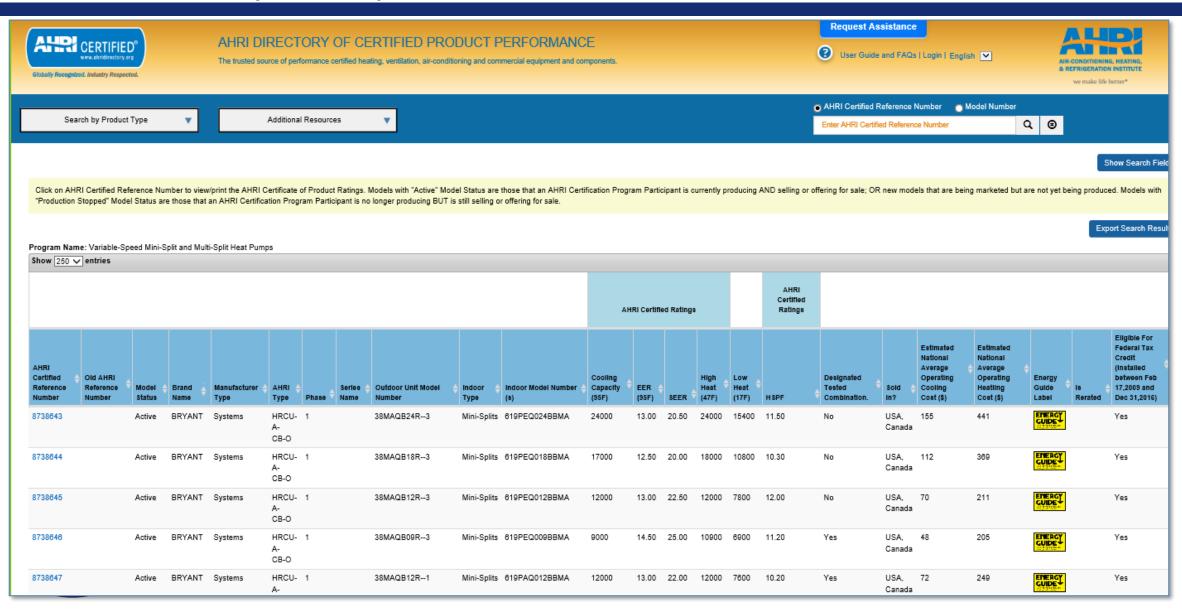
Offset your remodel costs on HVAC products in CA



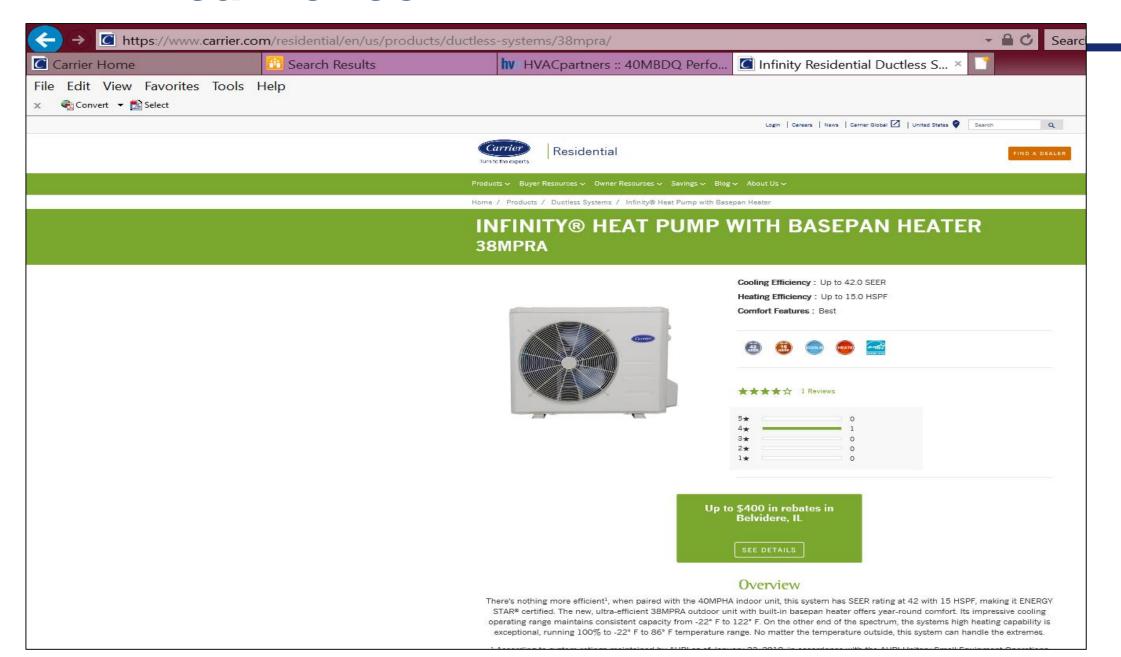
Replace your air conditioner and gas furnace with a high efficiency electric heat pump

AHRI Certificate Number	Brand Name	Outdoor Unit Model Number	Indoor Model Number(s)	Indoor Type	AHRI Cooling Capacity		AHRI - SEER	AHRI - HSPF	Estimated Nat'l Avg Op Cooling Cost (\$)	Estimated Nat'l Avg Op Heatling Cost (\$)	Energy Guide Label	SMUD Rebate \$
8738641	BRYANT	38MAQB36R3	619PEQ036BBMA	Mini-Splits	36000	8.60	16.00	8.50	297	895	Yes	\$4,000
8738642	BRYANT	38MAQB30R3	619PEQ030BBMA	Mini-Splits	30000	11.50	19.80	9.40	200	674	Yes	\$4,000
8738643	BRYANT	38MAQB24R3	619PEQ024BBMA	Mini-Splits	24000	13.00	20.50	11.50	155	441	Yes	\$4,000
8738644	BRYANT	38MAQB18R3	619PEQ018BBMA	Mini-Splits	17000	12.50	20.00	10.30	112	369	Yes	\$4,000
8738645	BRYANT	38MAQB12R3	619PEQ012BBMA	Mini-Splits	12000	13.00	22.50	12.00	70	211	Yes	\$4,000
202345968	CARRIER	38MGRQ36D3		Ducted Indoor Units	36000	11.30	19.00	11.00	250	711	Yes	\$4,000
202345969	CARRIER	38MGRQ48E3		Ducted Indoor Units	49000	10.10	20.50	11.50	316	919	Yes	\$4,000
201847014	CARRIER	38MBRQ58A3	40MBDQ583	Mini-Splits	57000	10.00	18.00	9.00	418	1409	Yes	\$4,000
201847015	CARRIER	38MAQB24R3	40MBFQ243	Mini-Splits	24000	11.50	20.00	11.50	158	441	Yes	\$4,000
204718024	DAIKIN	RXL24UMVJU	FDMQ24RVJU	Mini-Splits	21200	12.50	18.60	10.00	150	507	Yes	\$4,000
202682024	DAIKIN	RX12RMVJU9	FFQ12Q2VJU	Mini-Splits	10800	12.50	20.20	11.20	71	254	Yes	\$4,000
202682025	DAIKIN	RX18RMVJU9	FFQ18Q2VJU	Mini-Splits	17400	12.50	19.30	10.10	119	452	Yes	\$4,000
203248011	DAIKIN	RX09RMVJU9	FTXR09TVJUS	Mini-Splits	9000	11.00	18.00	9.30	66	227	Yes	\$4,000
203248015	DAIKIN	RX12RMVJU9	FTXR12TVJUS	Mini-Splits	12000	11.00	17.00	10.00	93	285	Yes	\$4,000
883703	FUJITSU	AOU18RLX	AUU18RCLX	Mini-Splits	17800	11.05	16.00	8.50	147	522	Yes	\$4,000

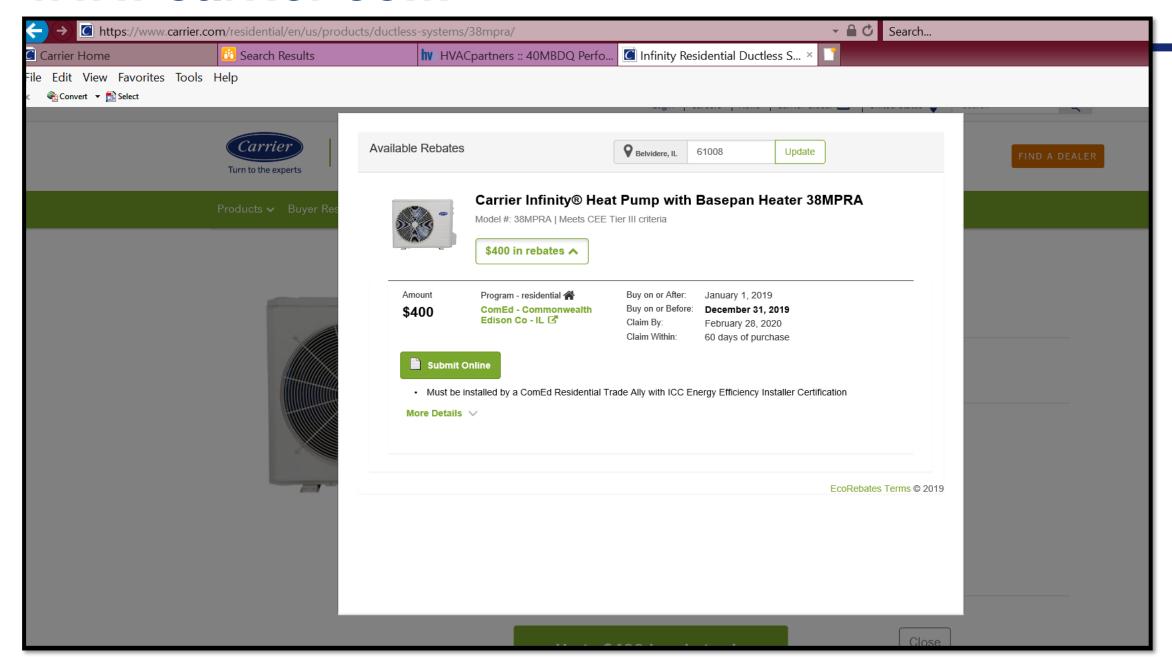
Use AHRI Directory to build your Rebate Charts



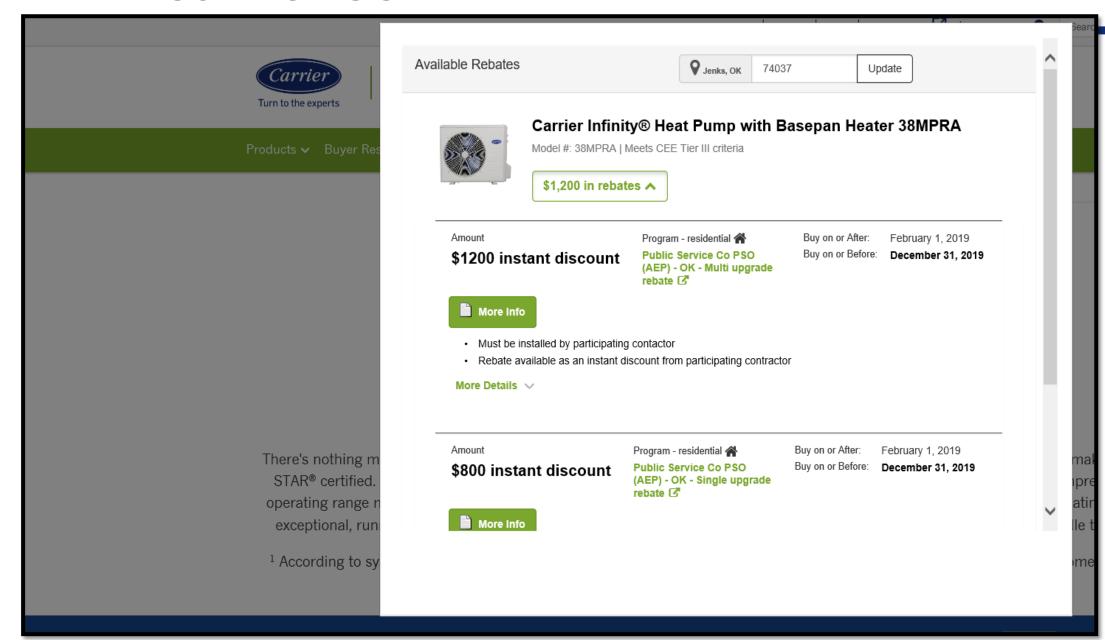
## www.carrier.com



## www.carrier.com



## www.carrier.com





## POWER FORWARD

An AEP Company

#### 2019 Home Rebates Guidelines

PSO Home Rebates provide up to \$5,000 per home for efficiency upgrades installed between February 1, 2019, and December 31, 2019, or until funds are exhausted.

	Upgrades	Single Upgrade Rebates	Multiple Upgrades Rebates		
	Air Conditioner/Heat Pump Replacement <sup>1</sup>				
	ENERGY STAR SEER 16 - 16.99	\$500	\$750		
	ENERGY STAR SEER 17 - 17.99	\$550	\$825		
	ENERGY STAR SEER 18 – 21.99	\$600	\$900		
	ENERGY STAR SEER 22+	\$800	\$1200		
U	Ground Source Heat Pump	\$800 + \$350 per ton	\$1200 + \$525 per ton		
HVAC	Furnace Electronically Commutated Motor (ECM)	Not Eligible	\$25		
	Duct Sealing <sup>2</sup>	Not Eligible	1.5 ton – 2 ton: \$500 2.5 – 3 ton: \$600 3.5 ton – 4 ton: \$700 4.5 - 5 ton: \$800		
	Duct Replacement <sup>2</sup>	Not Eligible	1.5 ton – 2 ton: \$1,000 2.5 – 3 ton: \$1,200 3.5 ton – 4 ton: \$1,400 4.5 - 5 ton: \$1,600		
Pool	ENERGY STAR Certified Pool Pump Replacement	\$400	Not eligible		
=	Attic/Ceiling Insulation (R-22 or less existing)	\$400	\$600		

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#### **∢** Go Back

Qualifying equipment must be installed by a ComEd Residential Energy Efficiency Service Provider (Service Provider) with ICC Energy Efficiency Installer Certification. Your selected ComEd Service Provider will be required to provide proof of their ICC Energy Efficiency Installer Certification to qualify customers for ComEd Heating & Cooling Rebates.

Use <u>ComEd Energy Efficiency Service Provider</u> to install your energy-efficiency equipment then apply for the qualifying rebate(s) below:







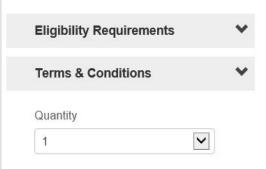
#### Product Information

## Ductless Mini-Split Heat Pump

#### **Rebate Description**

≥ 17 SEER ductless mini-split heat pump rebate – \$400.

Ductless mini-split heat pump must be purchased and installed by December 31, 2019. Application must be submitted within 60 days of purchase or by February 29, 2020, whichever comes first.



Sava \$200 \$600

COVO \$400 \$600

Apply for Dobata

# Complex & Simple Programs Nationwide



2019 Residential Energy Efficiency Program

### **HVAC (Heating, Ventilation & Air Conditioning Systems)**

#### **Rebates Of:**

\$400.00 PER UNIT - HEAT PUMP, 15 SEER OR HIGHER \$300.00 PER UNIT - A/C WITH GAS HEAT, 15 SEER OR HIGHER \$50.00 PER HOUSE - HVAC DEALER REBATE

#### PROGRAM PROCEDURES & REQUIREMENTS:

- Minimum 15 SEER system.
- Rebates apply to new construction and existing homes.
- Window units and central air-conditioners with electric resistance heat as a primary heating source are not eligible.
- Electronic thermostat must be installed (if not already existing).
- Only SBEC residential customers are eligible for rebates.
- HVAC units must be installed within the SBEC service area.
- Unit must be a NEW matching system certified by AHRI. Both condensing unit and air handler/evaporator coil must be replaced.

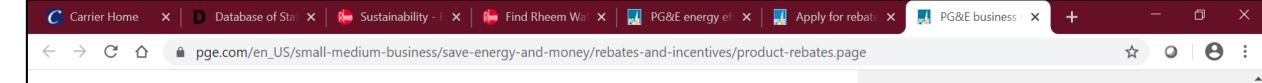


# **EcoRebates Database**

4	Α	В	C
		Program Name	perf criteria
		Austin Energy - TX	BTU ≥ 18000 ; EER ≥ 12.5 ; SEER ≥ 15.0 ; \$250AC/\$300 Heat Pump ; AHRI Certified ; ductless
			BTU ≥ 18000 ; EER ≥ 13.0 ; SEER ≥ 16.0 ; \$350AC/\$400 Heat Pump; AHRI Certified ; ductless
i			BTU ≥ 18000 ; EER ≥ 13.0 ; SEER ≥ 18.0 ; \$450AC/\$500 Heat Pump ; AHRI Certified ; ductless
7			System must be 10 years old and an Austin-Energy approved contractor must be used
3			MF rebates apply only to existing structures and require a minimum of four retrofits to qualify.
)			
0		Bartlett Electric Coop - TX	HSPF ≥ 8.2; SEER ≥ 15.0; \$100; AHRI Certified
1			HSPF ≥ 9.0 ; SEER ≥ 16.0 ; \$200 ; AHRI Certified
2		Brownsville Public Utilities Board - TX	BTU < 65000 ; SEER ≥ 15.0 ; \$400AC/\$350 Heat Pump; AHRI Certified
3			BTU < 65000 ; SEER ≥ 16.0 ; \$500AC/\$400 Heat Pump; AHRI Certified
4			BTU < 65000 ; SEER ≥ 17.0 ; \$600AC/\$400 Heat Pump; AHRI Certified
.5			<=8000 BTU; Energy Star Rated; \$50 per unit; wall mounted unit
.6			8001-15000 BTU; Energy Star Rated; \$75 per unit; wall mounted unit
7			> 15001 BTU; Energy Star Rated; \$100 per unit; wall mounted unit
8		City of College Station - TX	SEER ≥ 15.0; \$500; AHRI Certified
9			SEER ≥ 16.0; \$600; AHRI Certified
0			SEER ≥ 17.0; \$700; AHRI Certified
1			SEER ≥ 18.0; \$800; AHRI Certified
2			Replacement of existing systems in current homes only
3		City of Denton (DME) - TX	12000 to 24000 BTU; ≥ 16.0SEER; \$200 and work must be done by approved contractor
4			36000 to 60000≤ BTU; ≥ 16.0 SEER ;\$400 and work must be done by approved contractor
5			
6			36000.0 ≤ Cooling Capacity BTU < 60000.0; glhpEER ≥ 16.0; 36000.0 ≤ Heating Capacity BTU < 60000.0; Geothermal
7		City of San Marcos - TX	SEER ≥ 16.0; \$150AC/\$175 Heat Pump; AHRI Certified
8			SEER ≥ 17.0 ;\$175AC/\$200 Heat Pump; AHRI Certified
7	- h	Summary for Texas Rebate & DLS C	DDU Rebate Potential Amount Rebate City Availability Performance Criteria +

# Other Appliances available for Rebates

- Water Heaters
  - Tankless water heaters
  - Hybrid water heaters
- Programmable Thermostats
- Washer/Dryer Individual or Shared Laundry Facility
- Changeout of Cooktop/Range from Electric to Gas
- Lighting
- Insulation
- Refrigeration





## Agriculture and Food Processing

From irrigation to livestock and dairy, find the right rebates for your needs.



#### Food service

Get information on cooking, holding, cooling and ventilation equipment.



## Heating, Ventilation and Air Conditioning (HVAC)

Get information on HVAC rebates.

DOWNLOAD THE BUSINESS
REBATE CATALOG FOR AG AND
FOOD PROCESSING (PDF, 3.0 MB)
>

DOWNLOAD THE BUSINESS REBATE CATALOG FOR FOOD SERVICE (PDF, 3.0 MB) > DOWNLOAD THE BUSINESS
REBATE CATALOG FOR HVAC (PDF, 3.0 MB) >



#### Lighting

Learn about rebates for fixtures, lamps and



#### Refrigeration

Learn about rebates for refrigerator-related coolers,



# Insulation, Water Heating and Laundry Equipment

Get rebates for insulation,

#### VISIT REBATES FAQ >



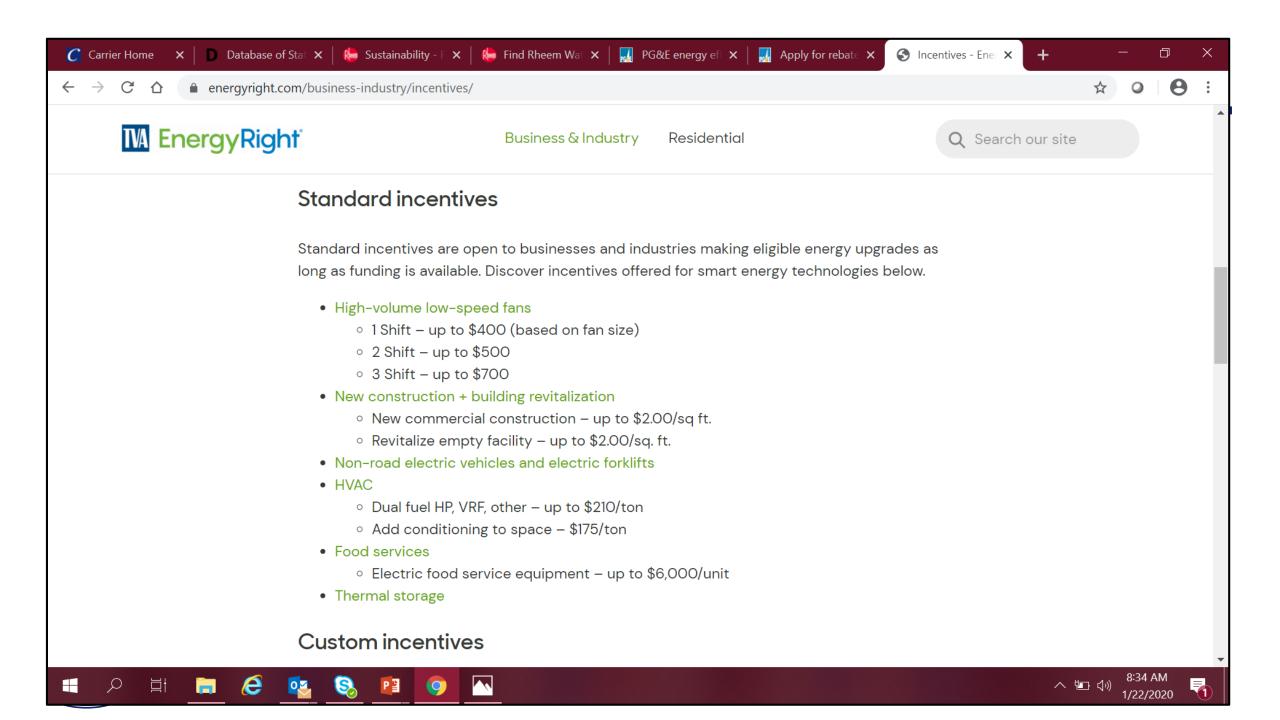
#### Find the right contractor

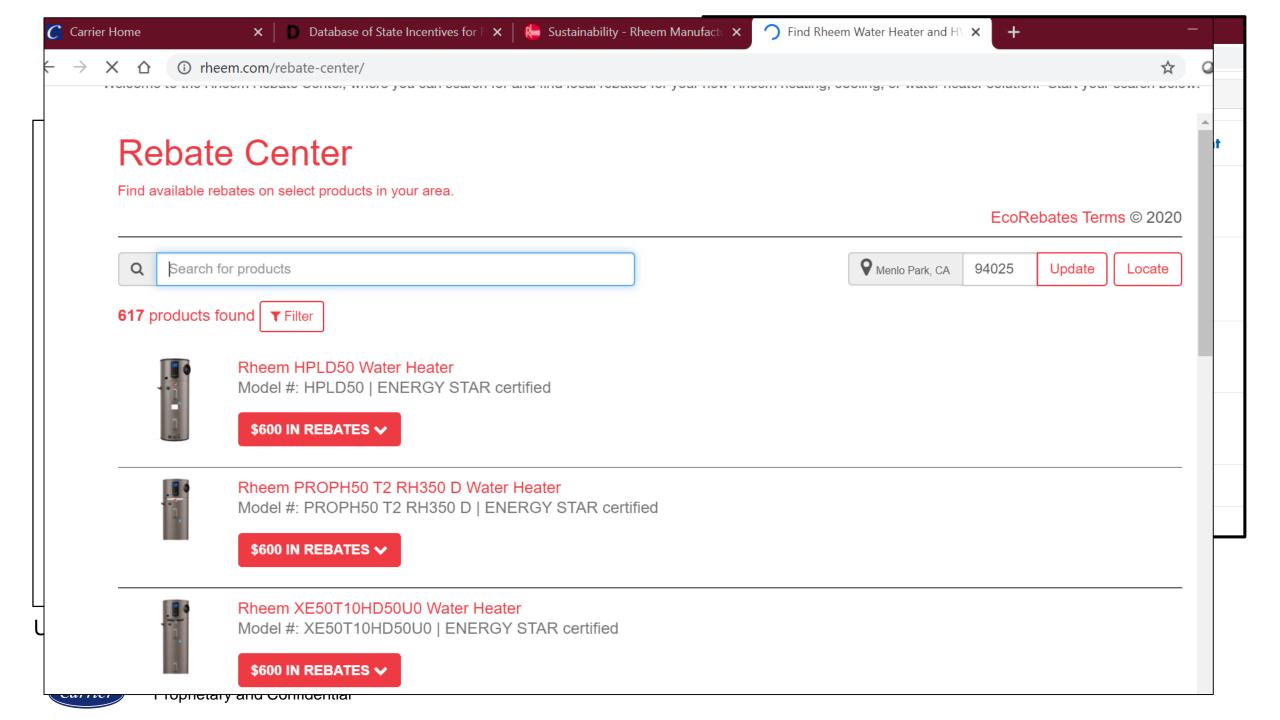
PG&E's Trade Professional
Alliance is the place to find a
qualified contractor to handle your
energy efficiency project.

#### SEARCH TRADE PRO DIRECTORY >

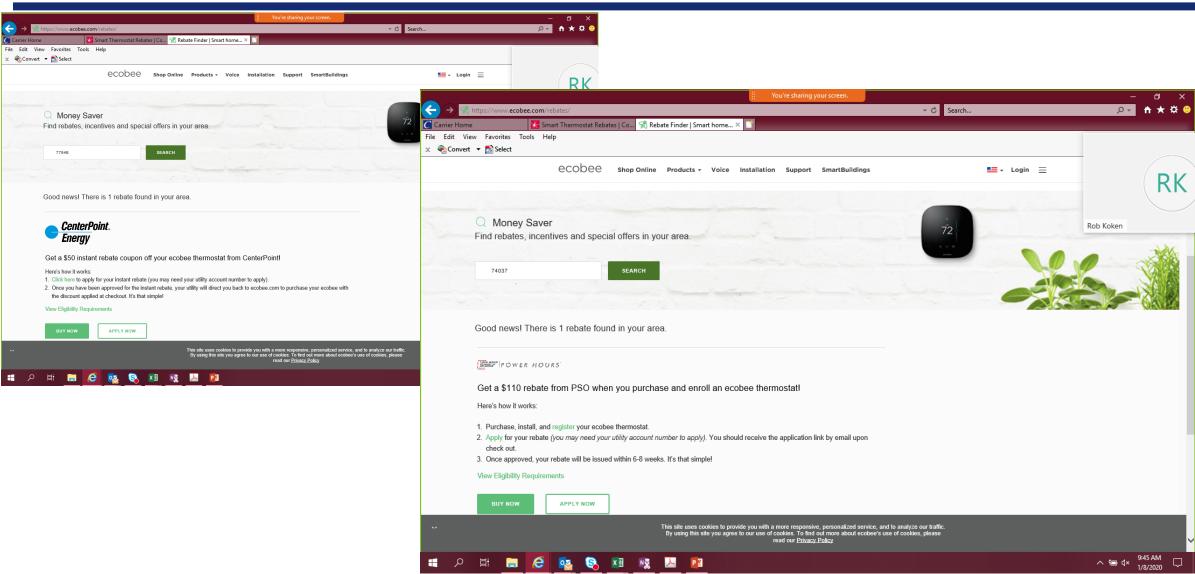
#### Learn about Title 24

Get information on building compliance and Title 24.





## **Thermostat Rebates**





## **Rebates Matter**

- Remodel costs can be significantly reduced using rebate dollars
- Better mix of products can be offered to attract renters
- Pursuing products with rebates attached allow for purchase of energy efficient appliances
- Reduce Op Costs

## **QUESTIONS?**

## Visit us at Booth #C1813 - Central Hall

Robert Koken (317) 349-1733

Renae' Turnbaugh (713) 806-3126











