

# HVAC DEALER BID INCENTIVE



## Purpose

To provide the HVAC dealer an incentive to bid on heat pump installations in homes and commercial buildings suited and/or adaptable for heat pump installations. The incentive also provides the dealer the opportunity to discuss, one-on-one, with the building owner, the benefits of installing a heat pump.

## Program

BPU will offer an incentive of \$100 to the HVAC dealer for each heat pump bid installation presented to a consumer on BPU's electric system. BPU's system is defined as the boundaries of Kansas City, Kansas. Estimates for residential and commercial applications apply, as well as new and retrofit construction.

The dealer is to prepare a bid with heat loss calculations for the consumer, obtain the homeowner's signature, and explain the benefits of the heat pump. The bid and heat loss calculations are then mailed to BPU for verification and payment.

Important conditions of this program:

- Thermo characteristics of the building must be immediately suitable for a heat pump installation.
- A residential home retrofit must not be any older than 15 years and a replacement unit must be replacing a condensing unit on site.
- If the building is older than 15 years, it must have undergone, or be in the process of undergoing major improvements to insulation, windows, etc., to be suitable for a heat pump installation.