



2017 ONPHA Conference and Trade Show

Shaping
our
Future

Session 201

Electric to Gas
Conversion: Creating
Efficient Housing

PRESENTED BY:

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Learning goals

1. Understand the Benefits of Switching from Electric to Natural Gas
2. Importance of Sustainability (Financial, Social and Environmental)
3. Meeting Carbon Footprint Reduction Goals
4. Overcoming Capital Obstacles to Get to the Right, Long-Term Decision



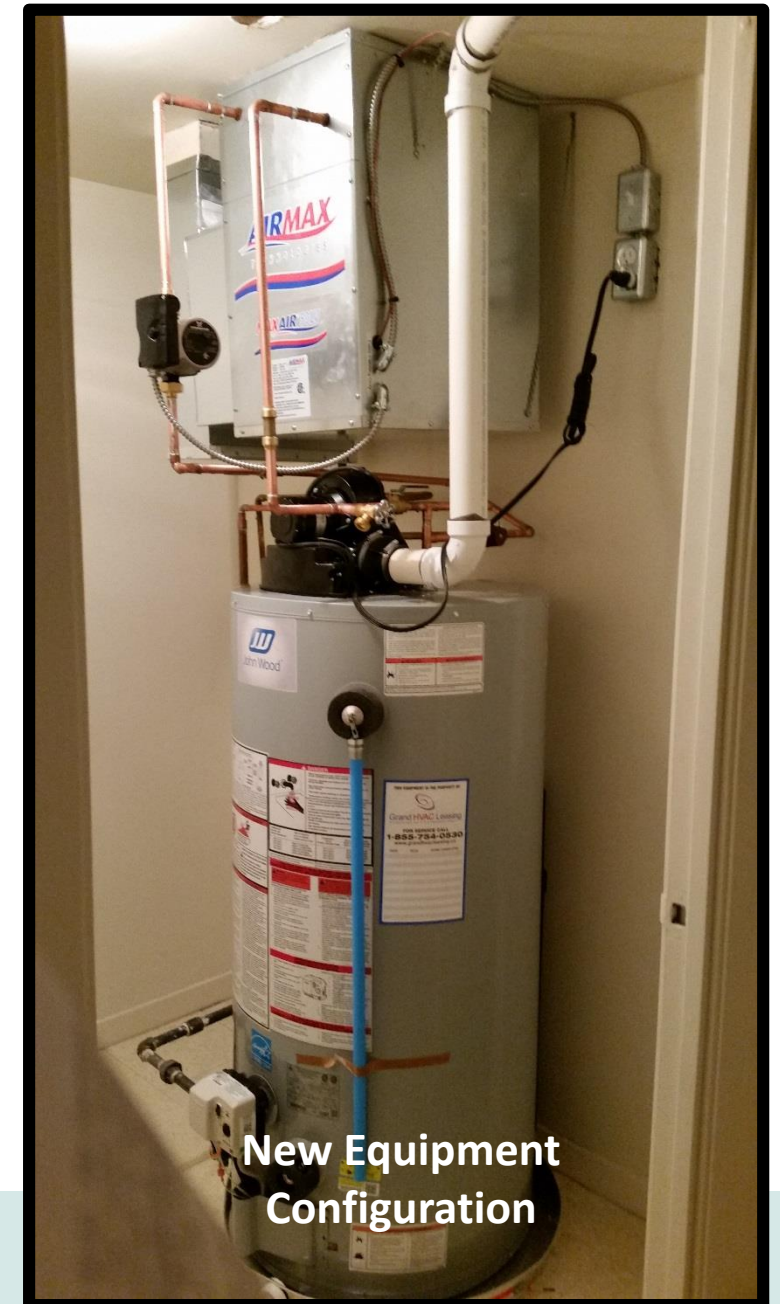
Our Experience

- Converted from electric baseboard to gas air handler furnaces in a stacked townhouse site with 61 units, where we pay the utilities.



Our Experience

- Compared our practice (electric baseboard heating) at the time with the best case option (gas air handler)
- The projected savings over 15 years (NPV) = **\$822,540**



Our Experience

- We decided to use the Grand HVAC Leasing option, which saves us on maintenance costs and service call costs in addition to the energy savings of the conversion itself
- Total projected savings in Year 1 = \$26,086
- We were eligible for a rebate from Grand HVAC Leasing and received a cheque for \$18,300



Our Experience

- We measured our Carbon Footprint in 2016 to establish a baseline and have taken advantage of every opportunity to utilize funding programs (SHEEP, SHIP, etc.) to reduce our GHG emissions



Our Experience

- The design of the site is such that the units could transition to tenant-pay and the savings to individual tenants would be significant in helping struggling families keep their energy costs low
- Additional work was done at the site as well, including replacing windows and patio doors and hot water tanks (SHIP funding and Grand HVAC Leasing)



Grand HVAC Leasing Solution

Monthly Payment Includes:

- All equipment, installation & materials
- Fuel Conversion Expenses
- 100% Service and Repair Coverage
- Scheduled Maintenance



Grand HVAC Leasing Solution

Allows Housing Providers To:

- Overcome First Cost Barriers & Limited Capital Funds
- Generate Significant Energy & Operating Savings
- Collect Available Cash Rebates
- Operate with Worry-Free Protection & Predictable Budgeting
- Proactively Replace Aging or Problem Equipment



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**Thank You.
We Welcome Your Questions and
Comments.**

