



# How to find a good HVAC contractor

Brian Stewart – Electrify Now  
Joe Wachunus – Electrify Now, NBI  
Caroline Staudt – Elephant Energy  
Bobby Foley – Elephant Energy



# Go Electric! – benefits for homeowners



Lower energy bills

Cleaner indoor air

More comfort

Increased safety

Lower air pollution and carbon pollution

# Why HVAC contractors?

Every home is unique

Heat pumps come in lots of variations

Not all contractors are experienced and enthusiastic about heat pumps

A good contractor will ensure you get the best solution for your home

## Today:

How to find qualified installers

What to expect them to do

How to compare quotes

# Heat Pump Components

Lots of variables...

## Outdoor Unit

Efficiency, Size, Noise, Capacity,  
Staged vs Variable Speed,  
Temperature Operating Range



## Indoor Air Handler

Size, Capacity,  
Staged vs Variable Speed Fan,  
Optional Heat Strips

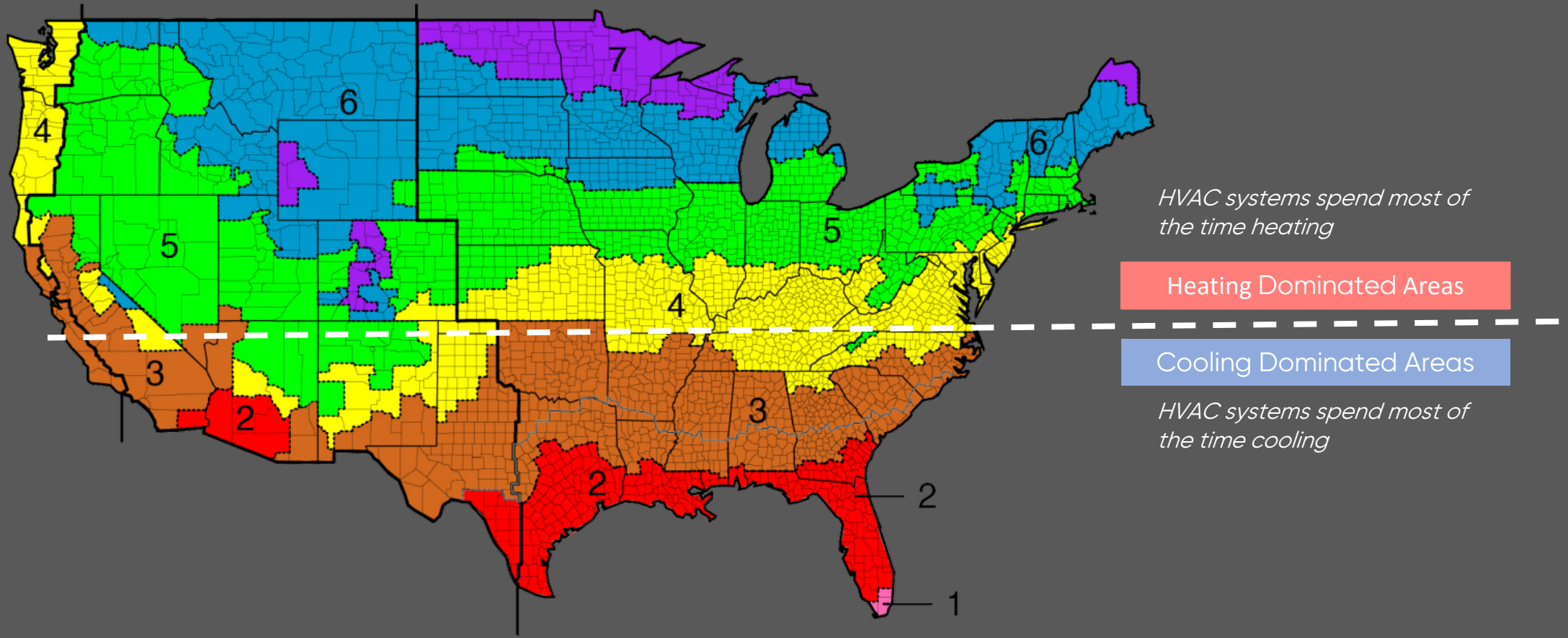


## Ductless Components

High wall,  
Low wall,  
Cassettes,



# Heating versus Cooling Optimization



# Get quotes from 3 contractors

California: [switchison.org](https://switchison.org)

USA: [homes.rewiringamerica.org](https://homes.rewiringamerica.org)

The Switch Is On Contractor Finder interface. At the top left is the logo "THE SWITCH IS ON". Navigation links include "Homeowners & renters", "For contractors", and "About us". The main heading is "Contractor Finder" with a sub-heading "Let's find you a pro". A search bar contains the zip code "92038" and the service "Heat pumps & HV...". A "Search" button is to the right. Below the search bar, it says "Showing 4 out of 20 pros. Scroll to see more options." and a "Filters" button. Four contractor cards are displayed in a 2x2 grid. Each card includes the contractor's name, logo, "TECH enrolled" and "License verified" badges, a star rating with review count, location, language, and services. "Get in touch" buttons are at the bottom of each card.

**One Hour Heating & Air Conditioning**  
TECH enrolled License verified  
★★★★★ 5.0 (275 reviews)  
San Diego, CA (7.2mi)  
Spanish  
Minority Owned Business  
Small Business  
Incentives available  
Services: Heat pumps & HVAC  
Get in touch

**Guthrie and Sons Heating, Air & Solar**  
TECH enrolled License verified  
★★★★★ 4.9 (1.1K reviews)  
San Diego, CA (7.2mi)  
Incentives available  
Services: Heat pumps & HVAC, Water heater  
Get in touch

**Bill Howe Heating & AC**  
TECH enrolled License verified  
★★★★★ 4.8 (4.2K reviews)  
San Diego, CA (8.6mi)  
Incentives available  
Services: Heat pumps & HVAC

**Ez Breezy Heating & Air, Inc.**  
TECH enrolled License verified  
★★★★★ 5.0 (381 reviews)  
San Diego, CA (7.3mi)  
Spanish Russian Arabic

Rewiring America website interface. The top navigation bar includes "REWIRING AMERICA", "Homeowners", "Renters", "Incentive calculator", "Find contractors", and a "Make a plan" button. The main heading is "Find a contractor through networks that qualify their members". Below this is a paragraph explaining that contractor networks provide lists of independently qualified contractors. A search form has two fields: "ENTER YOUR HOME'S ZIP CODE" (97221) and "PROJECT TYPE" (Heat pump install), with a "Search" button. Below the form, it says "We've found 6 networks near you". Six network cards are listed, each with a logo, name, and a brief description. "Get in touch" buttons are at the bottom of each card.

**Electrify PDX Contractors**  
Trusted contractors in Portland, provided by Electrify PDX, for electric appliance installations, ensuring eco-friendly solutions and customer satisfaction.

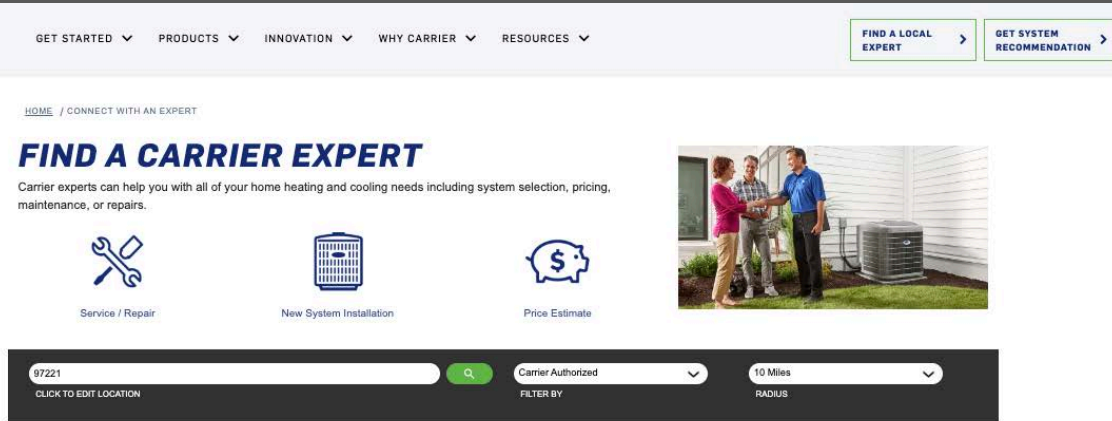
**Electrify Now Heat Pump Installers**  
Electrify Now is a volunteer organization devoted to making electrification as simple as possible to understand and easy as possible to take action. They recommend these suppliers as professional and reliable with industry leading products.

**Oregon DOE Rental Home Heat Pump Program**  
The Oregon Rental Home Heat Pump Program provides rebates and grants for the installation of heat pumps that are installed by this list of approved contractors.

**BPI-Certified Contractors**  
BPI is the nation's premier standards development and credentialing non-profit for residential upgrade work.

# Get quotes from 3 contractors

Authorized Dealers



Carrier  
Turn to the experts

GET STARTED ▾ PRODUCTS ▾ INNOVATION ▾ WHY CARRIER ▾ RESOURCES ▾

FIND A LOCAL EXPERT > GET SYSTEM RECOMMENDATION >

HOME / CONNECT WITH AN EXPERT

## FIND A CARRIER EXPERT

Carrier experts can help you with all of your home heating and cooling needs including system selection, pricing, maintenance, or repairs.

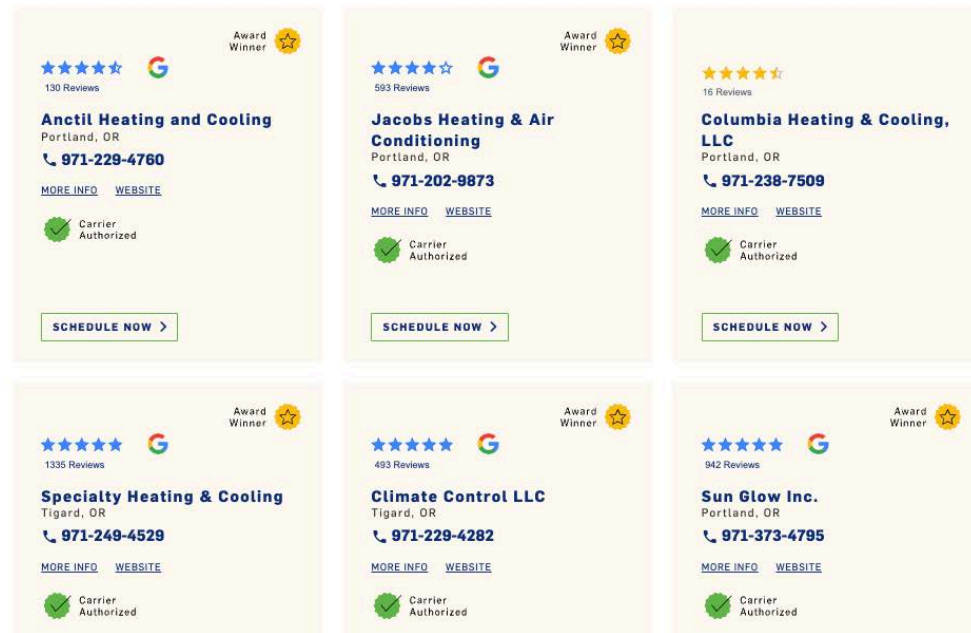
Service / Repair    New System Installation    Price Estimate

97221    Carrier Authorized    10 Miles

CLICK TO EDIT LOCATION    FILTER BY    RADIUS

## BROWSE CARRIER DEALERS

Showing 17 Experts near 97221



Grid of 6 Carrier dealer cards:

- Anctil Heating and Cooling** (Portland, OR) - 130 Reviews, Award Winner, 971-229-4760
- Jacobs Heating & Air Conditioning** (Portland, OR) - 593 Reviews, Award Winner, 971-202-9873
- Columbia Heating & Cooling, LLC** (Portland, OR) - 16 Reviews, Award Winner, 971-238-7509
- Specialty Heating & Cooling** (Tigard, OR) - 1335 Reviews, Award Winner, 971-249-4529
- Climate Control LLC** (Tigard, OR) - 493 Reviews, Award Winner, 971-229-4282
- Sun Glow Inc.** (Portland, OR) - 942 Reviews, Award Winner, 971-373-4795

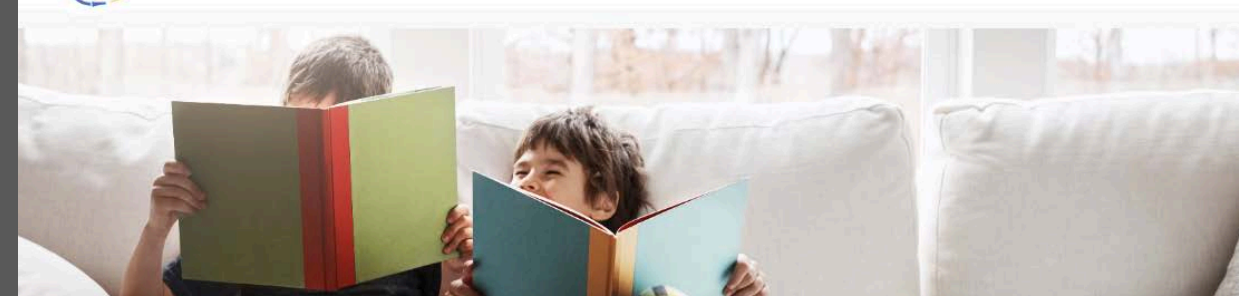
Website should promote HP benefits



503-270-3945    FINANCING    SCHEDULE SERVICE

SUN GLOW HOME SERVICES  
HEATING • COOLING • PLUMBING • ELECTRICAL

HVAC ▾ PLUMBING ▾ ELECTRICAL ▾ PRODUCTS ▾ SPECIALS    COMPANY ▾ COMMERCIAL ▾



## HEAT PUMP BENEFITS

Energy efficiency, which saves you money year-round, is just one of the multiple benefits a heat pump offers. If you don't have a heat pump in your **Portland, OR**, home, now may be the time. Our heat pump installation experts will take care of the service for you as well as give you the advice needed to reduce your energy consumption and lower your home's energy bills.

Another benefit is the positive impact a heat pump can have on your home's **indoor air quality (IAQ)**. Since a heat pump is simply transferring heat instead of creating it with fossil fuels, it does not contribute to poor indoor air quality.

At Sun Glow Home Services, our home comfort specialists only work with the industry's leading systems and materials, so you can rest assured your heat pump will keep you comfortable for years.

## WE PROVIDE ELECTRIFICATION

Electrification is the process of replacing fossil fuel-powered technologies with electric ones. This can include things like switching from gas stoves to electric stoves, from gas furnaces to heat pumps, and from gas vehicles to electric vehicles.

Electrification helps reduce our reliance on fossil fuels and improve our energy efficiency. Electric appliances and systems are often more efficient than their fossil fuel-powered counterparts, which means that we can use less energy to achieve the same results. This can lead to lower energy bills and reduced greenhouse gas emissions.

Electrification is a key part of the transition to a clean energy future. It is a smart investment for our homes, our businesses, and our planet.

HOW WE ELECTRIFY



# Expect them to evaluate your home

Insulation  
Ducts  
Windows and Doors  
Electrical Panel Capacity and Space for New Circuits  
Current HVAC system





# Tell them about your future plans

You might be able to save money by combining electrical work

Heat Pump  
Water  
Heater



Induction  
Range/  
Cooktop



Electric  
Fireplace,  
HP Dryer



Electric  
Vehicle



# Ask lots of questions

Get written answers so you can compare quotes

Where will the external unit be placed? How noisy is it in decibels?

What are the efficiency ratings for the system and expected operating costs?

What is the coldest temperature the system will operate in? Will it need back up electric heat?

Will this system qualify for IRA tax credits and other incentives?

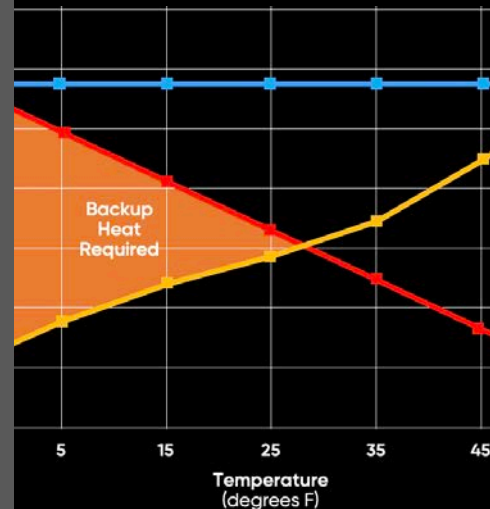
Could the Heat Pump be installed without upgrading my panel?



**HSPF2**  
Heating Seasonal  
Performance  
Factor 8.1+

**SEER2**  
Seasonal Energy  
Efficiency Ratio  
(cooling) 15.2+

Avoid gas backup  
Minimize electric  
backup

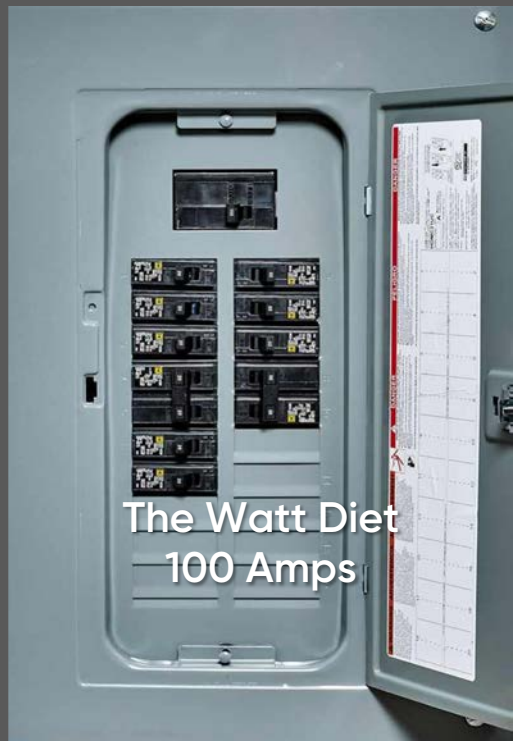


**THE SWITCH IS ON**

California Incentives

REWIRING  
AMERICA

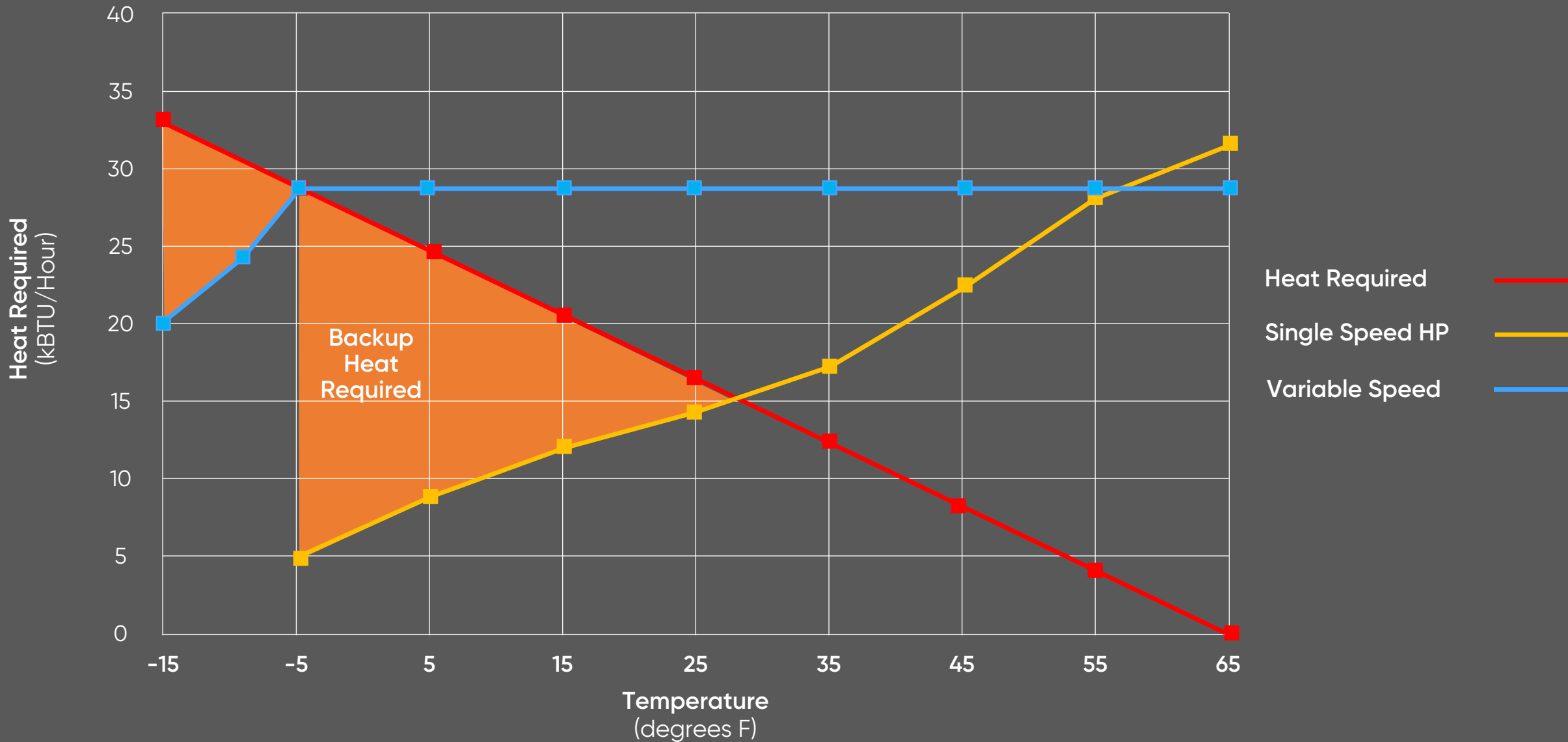
Federal Incentives



The Watt Diet  
100 Amps

# Ask to see a load calculation

Make sure they did one....



# Ask about Financing Options

State home upgrade loans at lower interest rates

On-bill financing through local utilities

Pay As You Save (PAYS)

Dealer low interest or zero interest loans – markup included? steep penalties? Ask about cash price

Explore project possibilities.  
Make home even homier with the upgrades you need and want.

**Improve your home with GoGreen Financing.**  
Upgrade your home's energy efficiency, generate and store your own power, and decarbonize for cleaner air. Enjoy up to 30% of funding for additional improvements like boosting curb appeal or adding extra comfort.  
[See Eligible Energy Measures.](#)

From DIY projects and simple appliance upgrades to larger endeavors with contractors, GoGreen Financing covers all of your project possibilities.

Pay As You Save®  
(PAYS®)

Make energy-efficiency upgrades to your home with on-bill financing

- Get started: Spire and Ameren
- Get started: Spire and Evergy
- Get started: Spire and other electric provider

Receive a FREE in-home energy assessment and pay for energy efficient upgrades as you save on your utility bill with the Pay As You Save (PAYS) program

Energy-efficiency upgrades made more affordable

Pay As You Save® and get energy savings now and spread out the cost of upgrades over time

18 Months

No Interest if Paid in Full within 18 months with a Synchrony Home Design Credit Card\*

\*Valid with a participating contractor. Interest will be charged to your account from the purchase date if the promotional balance is not paid in full within 18 months. Account activation fee may apply. Fixed monthly payments required equal to 2.5% of the highest balance applicable to this promo purchase until paid in full.

# Guest Panelists



## **Caroline Staudt – Elephant Energy**

Caroline is a Home Comfort Advisor with Elephant Energy based out of Boston, Massachusetts. With 15 years of experience as an attorney, real estate broker, and climate solutions advocate, she is passionate about educating homeowners and simplifying the complex world of home electrification.



## **Bobby Foley– Elephant Energy**

Bobby is the Head of Sales and a Home Comfort Advisor at Elephant Energy, a home electrification company in Boulder, Colorado. With a diverse background in sales leadership, team sports, and data analytics, Bobby is passionate about climate change mitigation, financial inclusion, and youth development.

Thank You!

[electrifynow.net](http://electrifynow.net)