Contractor Intro to Heating
with Air Source Heat Pumps

ASHPs: a win-win for you and your customers

Air Source Heat Pumps (ASHPs) are now a proven energy-saving technology for heating, tested through years of practical application and multiple studies.

1. Widespread adoption
A recent statewide study shows ASHPs as one of the primary ways Minnesota will reach its energy efficiency goals by 2029.

2. Large market in Minnesota
ASHPs are a good fit for the 585,000 households heated with electricity and propane.

3. Significant utility rebates
Most electric utilities offer rebates for ducted and ductless ASHPs—from $250-$2,000+.

4. Quality installation
Trained and certified contractors will be best positioned to take advantage of this growing market.

Developed in partnership with:
CERT®
CLEAN ENERGY RESOURCE TEAMS

GET TRAINING

Pursue technical training and certification.

MN-Specific Training: mnashp.org/training
Contractor Training: hvacredux.net
Contractor Certification: natex.org
Equipment Certification: ahrinet.org

Some electric utilities and manufacturers may offer their own training. Some utilities require you become a qualified contractor to be eligible for rebates.
Provide customers with a proven energy-saving technology

HEAT WITH COLD CLIMATE ASHPS

CONSUMER BENEFITS & SATISFACTION

• **ASHPs offer cost-effective heating** for customers heating with electricity or propane.

• **Heat homes up to three times more efficiently** than forced air and electric resistance heating systems.

• **Works for homes with and without ductwork.**

• **Set it and forget it.** ASHPs operate most efficiently without thermostat setbacks.

• **Great option when adding or upgrading air conditioning.**

SOURCE: Northwest Energy Efficiency Alliance and Center for Energy and Environment

There’s no question whether customers are going to reap the benefits—these units have proven their efficiency over electric baseboard and propane.

MITCH MINARDI, BRENT’S HEATING AND COOLING IN DULUTH, MN

When a customer wants to use an ASHP as their primary heating system, install a cold-climate ASHP and ensure back-up heating is operational.

**What makes it a ccASHP?**

• Variable capacity (inverter) compressor

• Coefficient of performance (COP) at 5°F ≥ 1.75 at maximum capacity

• Heating season performance factor (HSPF) ≥ 9 (ducted) or ≥ 10 (ducted)

• Sized to meet 100% of the home’s heating load at outdoor temperatures ≤ 10°F

*Source: Northwest Energy Efficiency Alliance and Center for Energy and Environment*