



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.



GET TRAINING

Pursue technical training and certification.

MN-Specific Training:
mnashp.org/training

Contractor Training:
hvac.edu.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.



KEEPING UP WITH THE MARKET

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:



Provide customers with a proven energy-saving technology



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.**

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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



**HEAT WITH COLD
CLIMATE ASHPS**

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 (ductless) or ≥ 10 (ducted)
- Sized to meet 100% of the home's heating load at outdoor temperatures $\leq 10^\circ\text{F}$

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

FIND MORE TIPS & RESOURCES

CleanEnergyResourceTeams.org/ASHP