

Affordability Insider

October 2021

Stay in-the-know on affordable housing upgrades

Reduce energy, maintenance and operating costs with boiler upgrades

Space heating can account for up to two-thirds of energy use in affordable housing, making high-efficiency boiler upgrades an important priority for cutting costs, maximizing resident comfort and lowering carbon emissions. Jeff Blunt, Energy Solutions Advisor from Enbridge Gas, outlines the top four reasons to help your affordable housing clients make boiler upgrades.



1. Incentives pay up to 50 percent*

Whether the existing boiler is nearing the end of its expected lifespan or frequent repairs are adding up, incentives up to 50 percent are currently available to make capital upgrades easier. Incentives help offset upfront costs and speed up payback. For most affordable housing providers, tight budgets are the main obstacle to making improvements, and incentives can help projects move forward.

2. Planning ahead for peace of mind

Older boilers can be more vulnerable to breakdowns in extreme cold, exactly when a no-heat situation can quickly turn into a costly emergency repair, made more complicated by the weather. Proactively replacing boilers in the off-season avoids unexpected winter shutdowns.

3. Freeing up budget for other investments

It's common for providers to have older buildings with a backlog of repairs due to aging assets. Lowering energy use with a high-efficiency boiler means lower operating costs, adding room in the budget to invest in other building improvements.

4. Enhance resident comfort with reliable temperatures

New boilers are designed to heat up quickly and can be adjusted to handle variable loads. If temperature swings are causing residents to complain, upgrading to a high-efficiency or condensing boiler can improve resident comfort and well-being while lowering monthly bills.

Partner with us on your next project

Connect with an Energy Solutions Advisor at energyservices@enbridge.com or [1-866-844-9994](tel:1-866-844-9994).

[See program details](#)

Improve indoor air quality with condensing make-up air (MUA) units

As the weather begins to change, affordable housing providers are prioritizing ventilation upgrades to improve indoor air quality while using less energy. Ed Szpytma, Energy Solutions Advisor from Enbridge Gas, shares why condensing MUA units are a smart choice for high-efficiency ventilation.



How do they work?

Condensing MUA units are designed to bring in fresh, outdoor air by replenishing the air pushed out through exhaust systems.

How energy-intensive are MUA units?

Due to the large volume of air that often needs to be replenished and the temperature difference between indoor and outdoor air, MUA units can account for a significant portion of an HVAC system's overall energy use.

What are the benefits of upgrading?

Because they offer added insulation and condensing technology with multiple heat exchangers, condensing MUA units offer a more energy-efficient alternative to standard MUA units. As a result of advanced efficiencies, condensing MUA units use less natural gas to operate, which helps affordable housing providers improve comfort, save on ongoing energy costs and lower carbon emissions. Highly efficient MUA units can also help prevent drafts, dust and dirt from entering a building and help reduce odours.

Why upgrade now?

As these units are often located on the roof of a building, the ideal time for installing condensing MUA units is in the warmer months, before cold weather impacts the installation process.

What are the incentives?

Incentives up to \$26,000* are available to help housing providers upgrade from constant-speed MUA units to energy-saving two-speed or variable frequency drive MUA units.

Learn more about the Affordable Multi-Family Housing program

Connect with an Energy Solutions Advisor at energyservices@enbridge.com or [1-866-844-9994](tel:1-866-844-9994).

[Get more information](#)

Close more sales and get money back with incentives on eligible high-efficiency equipment

There are many advantages to working with Enbridge Gas: added credibility, verified savings and free consulting services. Now, when you help your customers upgrade to eligible high-efficient equipment, you could also get rewarded with financial incentives. Projects in social and municipal housing, shelters, co-ops, rent-geared-to-income housing and eligible market-rate multi-family buildings can qualify.



| Equipment | Business partner incentive | Distributor incentive |
|--|---|---|
| <ul style="list-style-type: none"> Condensing water heaters Condensing make-up air (MUA) Energy recovery ventilator (ERV)/ Heat recovery ventilator (HRV) | \$100 per unit | \$50 per unit |
| <ul style="list-style-type: none"> Boilers | \$100 per unit | N/A |
| <ul style="list-style-type: none"> In-suite ERV/HRV | 5% of the total customer incentive per building. One business partner incentive per building. | 5% of the total customer incentive per building. One business partner incentive per building. |

Here's how to secure your incentive

1. Complete an incentive application form

Submit the [2021 Fixed Incentive Application form](#).
For customers previously served by Union Gas, [please use this form](#).

2. Attach a copy of the proof of purchase

Your documentation should include:

- Customer name
- Customer address
- Installation address (must match the address on the application form)
- Type of equipment and how many units were installed
- Make, model and serial number(s)
- Rented or owned
- Enbridge Gas account number

3. Submit your application package

Email the form, invoice and supporting documentation to energyservices@enbridge.com or to your Enbridge Gas Energy Solutions Advisor.

4. Receive your incentive

Incentive payments for business partners and customers are issued separately and mailed to the addresses provided in your application.

Ready to get rewarded?

Learn how we can support you as you work with customers.

[See more business partner advantages](#)

Helping any building reduce costs



Whether your customers own commercial office buildings, hotels or multi-unit residential buildings, Enbridge Gas has programs and incentives that'll help them save. Through the Commercial Custom Retrofit program, eligible buildings can benefit from:

- One-on-one expertise.
- Support to identify and prioritize energy-efficiency projects.
- Help to translate opportunities into measurable savings.
- Incentives that cover up to 50 percent of incremental project costs.

Types of retrofit projects

- Boilers
- Water heating systems
- Building automation systems
- Heat recovery
- Variable frequency drives (VFDs)

[Get started](#)

*HST is not applicable and will not be added to incentive payments. Additional terms and conditions apply. Offer available to qualified participants only. Contact Enbridge Gas to confirm eligibility.

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