



NHA Heating and Air Conditioning: 2018 Xcel Energy Efficiency Partner Award Winner



"A lot of people think they won't see the benefits, but after you do the math with them, they understand and see the savings."

Mark Schoen ,
President and Owner

For 24 years, NHA Heating and Air Conditioning has served the heating and cooling needs of its business customers in the Twin Cities area. President and Owner Mark Schoen takes pride in helping his customers operate more efficiently, saving them energy and money on their equipment. He says the vast majority of his work involves selling, servicing and repairing variable frequency drives, or VFDs.

Part of his process when he services those VFDs includes telling them about Xcel Energy rebates when it comes to replacing old, worn out or inefficient equipment.

"A lot of people think they won't see the benefits, but after you do the math with them, they understand and see the savings," Schoen says. "The hardest part is getting them to replace something when it isn't broken. Most people would rather leave it alone than make a change, even if there's a rebate and energy savings involved."

Schoen and his staff work in large facilities with big HVAC systems that use VFD's on fans and pumps, such as hospitals, schools, universities, industrial plants, public buildings, city buildings and office buildings. They have a deep understanding of the systems and their controls.

They explain to customers that energy-efficiency improvements can provide long-term savings which are eligible for rebates that can cover up to 60 percent of up-front costs. That can shorten the payback term to an average of three years, depending on the equipment installed.

Benefits of making upgrades

- **Reduce** your energy use and lower operating costs.
- **Qualify** for rebates to cover up-front costs and speed up the payback period on your project.
- **Decrease** downtime and maintenance.
- **Improve** system reliability and process control with VFDs.

Schoen and his crew must be doing something right. In 2017, NHA helped its customers save 3,594,859 kWh of electricity. The work earned them a 2018 Xcel Energy Efficiency Partner Award, given to trade partners for their outstanding energy savings achievements.

"I understand that motor driven equipment is expensive but the rebates help a lot," says Schoen. "Cash back is a great incentive to move a project forward."

He will continue to educate customers and provide more information about energy efficiency solutions for anyone willing to listen.



Xcel Energy Rebates based on Horsepower

Hp	Rebate
1	\$400
1.5	\$400
2	\$400
3	\$600
5	\$750
7.5	\$1,000
10	\$1,250
15	\$1,250
20	\$1,600
25	\$2,000
30	\$2,400
40	\$3,000
50	\$3,500
60	\$4,000
75	\$5,000
100	\$6,000
125	\$7,000
150	\$7,000
200*	\$8,000

For more information about Xcel Energy's rebate and energy efficiency programs, please visit [xcelenergy.com/Business](https://www.xcelenergy.com/Business) or call an energy efficiency specialist at **855.839.8862**.