

JAYHAWK MECHANICAL

2019 XCEL ENERGY EFFICIENCY PARTNER AWARD WINNER

CASE STUDY
MINNESOTA



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Dan Crothers,
President, Jayhawk Mechanical

When the boiler at a multi-family apartment complex goes out, it's a major headache for tenants and a major expense for the facility manager.

President Dan Crothers and his staff at Jayhawk Mechanical try to help their clients avoid that scenario.

"We encourage boiler tune-ups to prevent those emergency situations," Crothers says.

Rebates from Xcel Energy can help them make that decision.

Crothers says they explain the benefits of a boiler tune-up to their customers and the rebate can be the icing on the cake. Another bonus: Jayhawk does all of the paperwork.

"We have someone working full time doing rebate paperwork to help our customers facilitate their rebates," Crothers says.

Their work as a liaison between customer and utility company earned them a 2019 Xcel Energy Efficiency Partner Award. In 2018, Jayhawk Mechanical helped their customers save 24,243 therms and tens of thousands of dollars in energy costs. But Crothers says there is still work to do.

"We have customers that haven't even scratched the surface in terms of energy efficiency work," Crothers says, "If they knew more, they would do more. So we continue to educate people."

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

BOILER TYPE	MINIMUM REQUIREMENTS*	REBATE CALCULATIONS
Replacement hot water boiler	92% efficient	\$7,000/Million BTUH
New hot water boiler	85% efficient	\$800/Million BTUH
New hot water boiler	92% efficient	\$3,500/Million BTUH
Steam boilers	81% efficient	\$500/Million BTUH

*See rebate applications for additional rebate requirements

Part of that education involves a thorough analysis of the boiler room. His experts will explain, for example, that a customer can save 2 percent on a one million BTU boiler. They might also suggest a boiler reset control or total replacement if the boiler is aging out. They follow up with a report and recommendations.

"Some customers have a laundry list of items they're working on based on our recommendations," Crothers says. "It's all about preventing major issues and helping them budget for future costs."

As for the award, Crothers say it's nice to be recognized. And they'll continue to provide answers and energy savings to their customers for years to come.

To find out more about Xcel Energy's Rebate programs, call an Energy Advisor at **855.839.8862** or visit **[xcelenergy.com/Business](https://www.xcelenergy.com/Business)**.

HEATING REBATES INCLUDE:

Boiler tune-ups

- 25% of tune-up cost up to \$250 per boiler
- Available every other calendar year

Outdoor air reset controls

- \$200/control
- Modulating burner and outdoor air reset control rebates not available for new condensing boilers

