# MINI-SPLIT HEAT PUMP
## PRICING SCHEDULE

### Solarize Freeport MSHP Discount

The pricing structure for the bulk purchase of mini-split heat pumps (MSHPs) through Solarize Freeport is based upon the total number of heat pumps purchased prior to September 2, 2016 at noon. The program has set base pricing and the discounts are as follows:

| Total installed units | Discount |
|---|---|
| 0-20 indoor units | 0% |
| 21-30 indoor units | 2.5% |
| 31-40 indoor units | 5.0% |
| 41-50 indoor units | 7.5% |
| 51+ indoor units | 10.0% |

For a single-zone MSHP system, this discount could be as high as $400.

### Base pricing

Our installation partners have worked to develop a simple pricing structure for Solarize Freeport. This pricing is applied to all residential projects installed through the program. When we provide pricing, it is being formulated from the established base pricing for the system. Please see page 2 for details on base pricing.

During the sales process, we will provide a sales quote following our on-site visit. The quote is based upon this base pricing and various adders that may be unique to your particular application. In order to qualify for the Solarize Freeport discount, you must enter into a contract with our installation partners prior to September 2, 2016 at noon.

### Price adjustments

Since each project has its unique qualities, we have developed price adjustments to accommodate the variety of installation details that could be encountered during the project. These adjustments are applied to the base pricing to arrive at your final estimate and quote.

Some of these adjustments are based upon the characteristics of your home and existing electrical system. Others are optional and based on your personal preferences. Below we have summarized the pricing adjustments and the formulated cost for each.

ROYAL RIVER HEAT PUMPS

INSOURCE RENEWABLES

| Single Zone Units: | Base Price Installed: |
|---|---|
| 6,000 Btu/hr | $3,000 |
| 9,000 Btu/hr | $3,200 |
| 12,000 Btu/hr | $3,500 |

| | |
|---|---|
| 15,000 Btu/hr | $3,800 |
| 18,000 Btu/hr | $4,200 |

| Multi Zone Units: | | Base Price Installed: |
|---|---|---|
| 20,000 Btu/hr | (2 indoor units) | $5,800 |
| 24,000 Btu/hr | (2 indoor units) | $6,800 |
| 24,000 Btu/hr | (3 Indoor units) | $7,600 |
| 30,000 Btu/hr | (2 indoor units) | $7,200 |
| 30,000 Btu/hr | (3 Indoor units) | $8,500 |

## SYSTEM SIZING

The model of mini-split heat pump recommended for your project will depend upon a variety of factors, including (but not limited to):

- The size of the space the unit will be expected to heat.
- The efficiency of the space that will be heated.
- The type of auxiliary heat for the space.
- The available wall space for the indoor unit.

## LINESET CONSIDERATIONS

The lineset is the insulated copper tubing that transports the refrigerant between the indoor and outdoor units. The lineset is typically contained inside a PVC lineset cover that looks very similar to downspout gutter. The lineset cover also contains wiring between the outdoor and indoor units and the condensate line that removes moisture from inside the home or business during air conditioning or dehumidification modes.

The base pricing is based upon a lineset length of 20 feet or less. For lineset lengths of more than 20 feet, an additional charge of $10 per foot is applied to the project.

If the distance between the indoor unit and the outdoor unit is too long, additional refrigerant may need to be added to the unit. There is an additional charge of $100 for the refrigerant and labor on projects where this is required.

Occasionally, clients may request that the refrigeration tubing is concealed inside of a partition. This is more common with new construction than with a retrofit. Due to the unique nature of each project, embedded tubing is priced on a project-by-project basis.

## ELECTRICAL CONSIDERATIONS

Additional electrical work may be needed to prepare the existing electrical service for integration with the MSHP system.

Examples of situations that would require a price adjustment include the installation of an electrical subpanel (+$400), reworking the electrical service ($70 per hour), installing an outdoor GFCI protected outlet within 25 feet of the outdoor unit (+$100), or installing more than 20 feet of wiring between the electric service panel and the outdoor unit (+$2 per additional foot).

## OTHER OPTIONS

There are a variety of other options that may be included in a project. These include the installation of additional vibration dampers to minimize the noise of the outdoor unit (+$90), the inclusion of a rain cap to divert water that might freeze on the outdoor coil (+$150), and the installation of web-connected controls that allow remote operation of the heat pump (+$150).