



**Community Storage Initiative
Leadership Forum
Minneapolis, MN
July 20-21, 2016**

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graph TD; A[Promotion & Education] --> B[Selling]; B --> C[Installation]; C --> D[Servicing];
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Promotion & Education

Selling

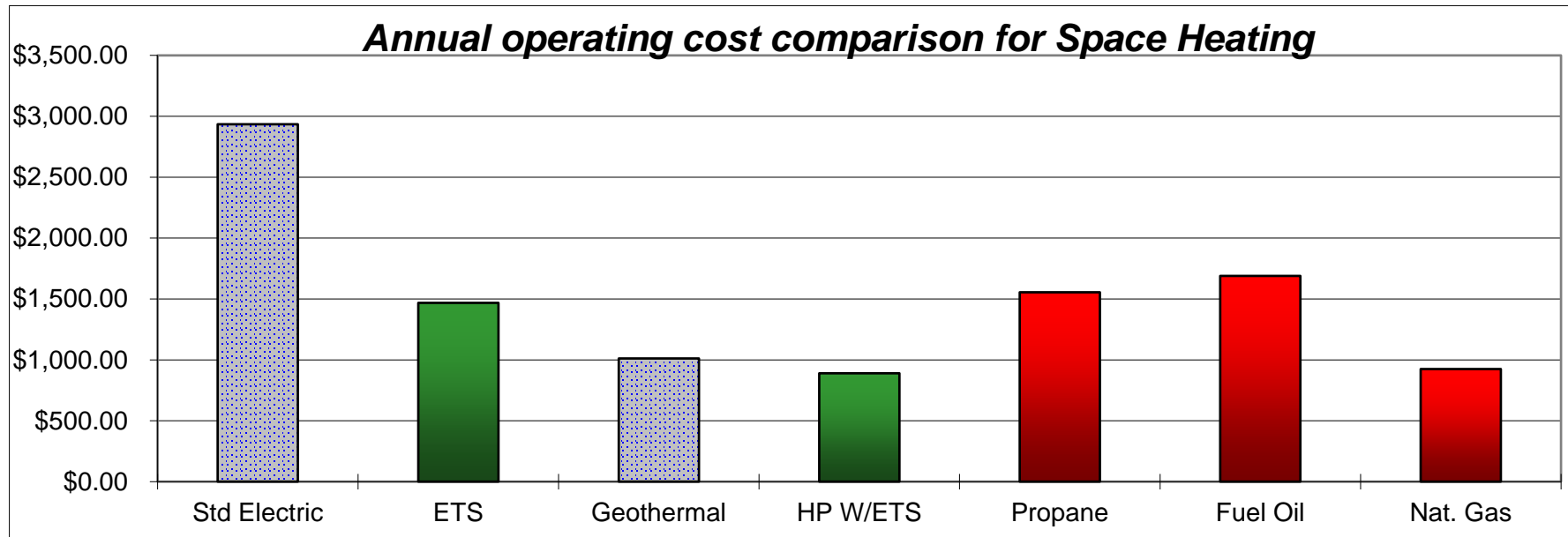
Installation

Servicing

Cost Operations

<u>Heating Alternative Comparison</u>	Air Source						
	<u>Std Electric</u>	<u>ETS</u>	<u>Geothermal</u>	<u>HP W/ETS</u>	<u>Propane</u>	<u>Fuel Oil</u>	<u>Nat. Gas</u>
Unit of measure	kWh	kWh	kWh	kWh	Gallon	Gallon	Therm
Total Units needed	24,971	24,971	8,611	15,134	1,037	768	947
Heating Efficiency	100%	100%	290%	165%	90%	80%	90%
Cost Per Unit	\$0.118	\$0.059	\$0.118	\$0.059	\$1.50	\$2.20	\$0.85
Total Cost for Space Heating	\$2,934.06	\$1,468.28	\$1,011.74	\$889.86	\$1,554.75	\$1,689.38	\$924.67

Note: Heatpump efficiency listed approximates an annual heating efficiency
 *Natural Gas monthly base/metering charge \$10.00



Warm Discharge
Air - 90°

Return
Air - 68°

Stored
Off-Peak Heat

Heat
Pump
Coil

Comfort
Modulating

STEFFES

85°



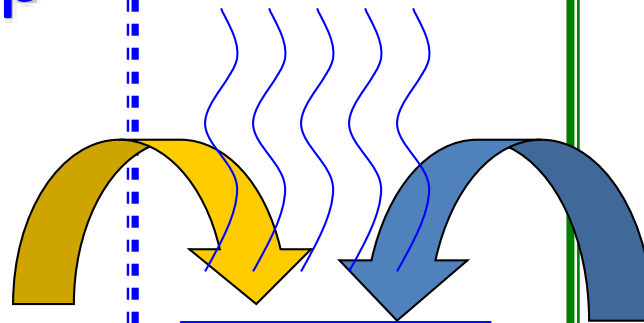
Comfort Plus System

Combines

High Efficiency
Heat Pump
Heating

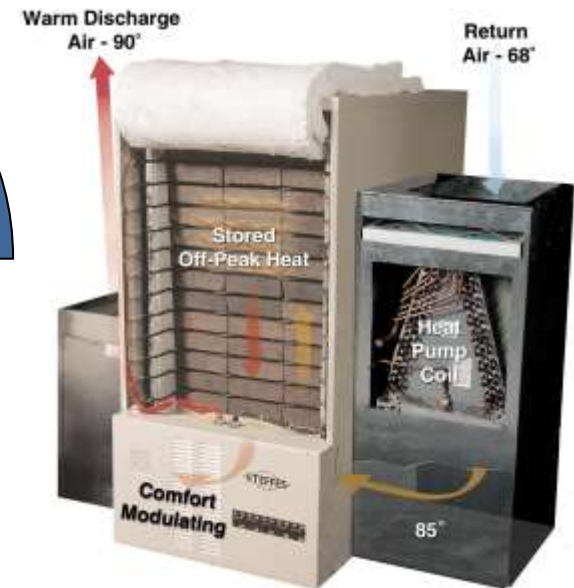


And



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Cooling
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