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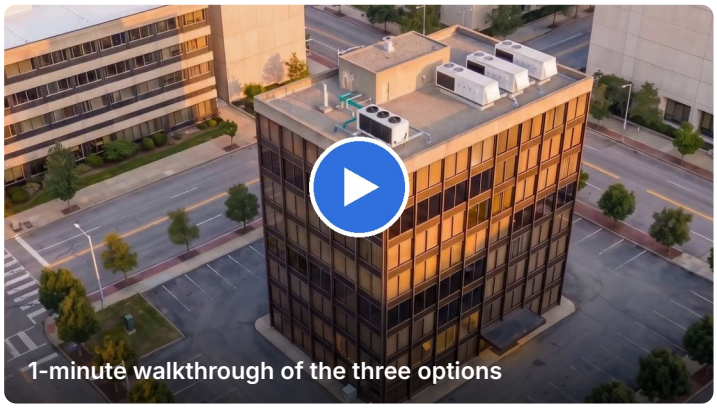
Owner decision page
Rooftop unit replacement

Replacing the rooftop units: what each option really costs

PREPARED FOR
Sample Owner Ltd.

BUILDING
4200 Example Street, Burnaby
Office, about 50,000 sq ft. Three gas rooftop units near the end of their life.

DATE
November 18, 2026



$78,100 less

Dual fuel costs less up front.
Than like for like gas, after the FortisBC rebate and the federal tax credit.

About $82,000 less over 10 years
Heating energy included, in today's dollars.

	Like for like gas	Dual fuel heat pump LOWEST 10-YEAR COST	All-electric heat pump
Installed price, from the quote	$197,000	$215,000	$233,000
FortisBC rebate	None	−$64,500	None
Federal tax credit *	None	−$31,600	−$62,900
Cost to you	**$197,000**	**$118,900**	**$170,100**
Heating energy, 10 years	$110,300	$106,400	$112,800
10-year cost, today's dollars	**$307,300**	**$225,300**	**$282,900**
What it commits you to	Another 15 to 20 years on gas. No rebate and no credit on gas equipment.	The heat pump carries the heating down to +3°C, then gas takes over (a FortisBC condition).	No utility rebate confirmed today. The electrical feed may need an upgrade, not priced here.

Before you order

- **Dual fuel rebate:** the unit must be eligible for the rebate before it is bought, and the claim goes in within 365 days of the invoice.
- **Installer:** FortisBC requires a contractor licensed with Technical Safety BC.
- **Federal credit *:** a heat pump that also cools may be eligible if it is used mainly for heating. 30% on equipment in use by the end of 2033, 15% in 2034. On dual fuel, only the heat pump portion counts, split out on the invoice.
- **All-electric:** confirm the electrical service can carry the units.

Your decision

☐ Like for like ☐ Dual fuel ☐ All-electric

Tick one and reply to Alex at Sample Mechanical. Sample Mechanical sends the quote for that option, and the work goes ahead on that quote and your purchase order.

Chosen by, and date

Estimates to help choose an option, not a quote. Sample building, illustrative figures. Financial case by Vandecarb for Sample Mechanical. FortisBC rebate: 30% of project cost, subject to FortisBC's terms when you apply (read November 18, 2026). * Taxable Canadian corporations and certain REITs only, on the heat pump share after the rebate. For a landlord, equipment serving leased space is an open question. A screening guide, not tax advice. The owner files the claim through their accountant, and the Canada Revenue Agency has the final say. 10-year cost in today's dollars, not discounted. At an 8% discount rate, dual fuel is still about $80,700 less. Heating only: about 1,100 GJ of gas a year today, gas $10.03 a GJ, electricity $0.12 a kWh, maintenance assumed equal.