

Rent vs. Own: A case for renting



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With all the expensive business-related decisions you need to make, upgrading your heating and cooling system shouldn't be one of them. By renting through the **Enercare Advantage™ rental program** you get:

- **New equipment with NO upfront costs** – so you can invest in what matters – your business¹
- **FREE repairs and maintenance** – never worry about the longevity of your HVAC equipment²
- **Higher tax recovery savings** – up to 50% more over 10 years than by purchasing³⁻⁴



Here's why renting really makes sense in the long run

Businesses face lots of unexpected changes in a decade. With the Enercare Advantage rental program, you can count on both savings and peace of mind, year after year, for one manageable monthly rental fee. In fact, you can **save over \$15,000 in energy-related costs over 10 years**. To see how it all adds up, we broke it down for you:

Year 10 - Costs & Recovery	Rental ⁵	Purchase ⁵
Purchase price plus installation ⁶	\$0	\$14,429*
Maintenance & repair ⁷⁻⁸	\$0	\$12,309
Rental Cost ⁹	\$31,594	\$0
Investment Income	(-\$3,511)*	\$0
Tax Recovery Savings ³⁻⁴	(-\$8,372)	(-\$4,229)
Total operating cost	\$19,711	\$22,509

*When you consider the purchase price of \$14,429 with a 2.14% interest rate (Canada bond rate), it adds up to \$17,940. Through renting, the difference is **\$3,511** – more savings for you.

Why choose the **Enercare Advantage** rental program?

- ✓ Industry-leading installation guarantees¹⁰
- ✓ 24/7/365 call centre to assist you
- ✓ Flexible and low monthly payment options
- ✓ FREE no-obligation, energy assessments
- ✓ Fully insured and licensed – WSIB, TSSA, ESA
- ✓ We secure all required permits
- ✓ Potential rebate applications from energy providers
- ✓ Zero up-front costs¹¹
- ✓ Zero part and labour charge for repairs¹¹
- ✓ Affordable monthly payments on your Enbridge bill¹²
- ✓ Same day service¹¹
- ✓ Creates a favourable tax facility

Talk to us today at **1 855-321-1508** or **commercialservices@enercare.ca**



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¹ Some limitations apply. See rental agreement terms and conditions for details.

² Some limitations apply. See rental agreement terms and conditions for details.

³ The estimated tax deduction is calculated over a 10 year period as the undepreciated capital cost of equipment, (assuming an original total purchase + install cost of \$14,429), multiplied by an estimated capital cost allowance rate of 4% plus required repairs and maintenance costs, assuming they are expensed in the year incurred. The tax benefit is calculated as 26.5% of the tax deduction. Information provided by Enercare Commercial Services is for informational purposes only and is not intended to provide financial, legal, accounting or tax advice and should not be relied upon in that regard. Actual tax deduction and benefit may differ. A qualified professional should be consulted for financial, legal, accounting or tax advice.

⁴ Estimated tax deduction is calculated over a 10 year period as rental costs (\$31,594) associated with rental equipment. Tax benefit is calculated as 26.5% of tax deduction. Information provided by Enercare Commercial Services is for informational purposes only and is not intended to provide financial, legal, accounting or tax advice and should not be relied upon in that regard. Actual tax deduction and benefit may differ. A qualified professional should be consulted for financial, legal, accounting or tax advice.

⁵ Case study assumptions are: 1) An install cost of \$3,000 (including labour and crane rental). 2) Tax recovery rate of 26.5%. 3) Associated cost escalator of 2.5% yearly.

⁶ Plus applicable taxes. Purchase price is based on a Carrier WeatherMaker 48TC with standard installation.

⁷ Maintenance cost based on Enercare Commercial Services' standard annual expense of \$289 per year for a Carrier WeatherMaker 48TC unit.

⁸ Assuming the following: Labour: 5h/year at \$125/h = \$6,250 Filters: \$200/year = \$2,000 Belts: \$100/year = \$1,000 Parts: \$500/3.5 years = \$1,750. Estimated parts and labour costs based on common equipment failure over a 10 year period. Parts and labour costs are based on the current rates and take into consideration a 2.5% inflation increase in years 2-4, 3% increase in years 5 onward over the 10 year period. Actual costs may differ.

⁹ Plus applicable taxes. Rental cost is based on a rate of \$235 per month on a Carrier WeatherMaker 48TC unit rental with standard installation, with an annual increase of 2.5%. Some limitations apply. See rental agreement terms and conditions for details.

¹⁰ View our guarantees for details. <http://www.enercare.ca/commercial/business-comfort-guarantee>

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¹² Only available in Enbridge Gas Distribution Inc.'s billing territory.

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