

From: [REDACTED]
Sent: Tuesday, January 28, 2025 10:11 PM
To: Coleman, Maida [REDACTED]
Subject: An Idea for Your Consideration

Ms. Coleman,

My name is [REDACTED], and I am the Owner and GM of Summit Heating and Cooling. We are a locally owned and operated industry's best practices residential and commercial HVAC company located in friendly North Kansas City. We specialize in high-efficient, variable capacity, variable speed systems. While we were disappointed by the decision to eliminate the Every rebate program in Missouri, we do understand. Though that is not the reason that I am writing, we would be interested in helping bring that program back in any way we can. The main reason that I am writing you this evening is to bring forth an idea that I came across when visiting another contractor in New Jersey that was very successful. The utility companies up there offer a 0% interest plan for 60, 72 or 84 months that gets put on their utility bill. I understand that Spire has a financing program, but the rate is around 9% and it is certainly not near as desirable as 0%. The hook on this is that when discussing with their salesman the choice between 80% efficient and 90%+ equipment he couldn't remember the last time he sold an 80% furnace because of the financing program, it makes going high-efficient a no brainer. I truly believe that if this program were enacted, the residential 80% furnace would be virtually eliminated, which would help our community and environment exponentially. My only desire in this request is to try to bring this program into existence in our state. Any conversations that I can help with or information that I can gather I am happy to do so. Please let me know if this conversation is possible, being brought to the right person, and if there is anything that I can do to help.

Thank You for your consideration,

[REDACTED]

Thank You for Shopping Local!

[REDACTED]

Owner/GM

Cell: [REDACTED]

Office: [REDACTED]

Summit Heating & Cooling
1455 Iron St.
North Kansas City, Mo 64116



Many people in our city do not realize that almost every HVAC service company they have grown to trust over the years have been purchased by out of state private equity companies. Summit is locally owned so you know your money will stay in our community. We will always remain the local company our customers have grown to trust.