NEW! Affordable Heat Pump Water Heater Installation

Thank you for your interest in SunWork and our new Heat Pump Water Heater program.

In an effort to help people further reduce fossil fuel use, SunWork offers a new service to replace water heaters that use natural gas with an efficient electric Heat Pump Water Heater (HPHW). Since the Bay Area electric grid has very low emissions, this switch can reduce your home’s carbon footprint up to 50%. In addition, if you’re planning to go solar or if you already have solar panels on your home, you can save money by heating water using the electricity generated from your solar system.

SunWork offers both the electrical work as well as the plumbing required to make the switch, so you don’t need to work with multiple contractors. And with our nonprofit model, we are able to offer very affordable pricing.

SunWork Nonprofit Model and Rebates Make the Switch Affordable

There are multiple rebates available right now, so this is a great time to make the switch. In most of the San Francisco Bay Area, the SunWork installed cost can be as low as $2,900 after rebates if you are a customer of both PG&E and one of the Community Choice Energy (CCE) programs. SunWork pricing examples are provided in a later section below. For additional information on rebates that may apply to you, please visit the websites for BayREN and your local utility or Community Choice Energy provider. SunWork manages all of the rebate paperwork and collects the rebates, passing along the rebate savings to you so your up-front cost can be lower.

Water heaters typically last 10 to 12 years, so check the age of your water heater before it’s an emergency. If you want to hear more about switching to ultra-efficient Heat Pump Water Heating, please fill out the form here (https://sunwork.org/request-estimate-hpwh/). Or, send an email including your phone number and street address to HPWH@sunwork.org.

Why is SunWork Offering this Service?

A rapid transition off of fossil fuels is so important to the health of people and the planet that SunWork has decided to expand our services to address the pressing need to help people replace their natural gas hot water heaters. Right now, this switch can be expensive since plumbers typically don’t have the electrical skills in-house to install a HPWH. This adds to the cost and complexity for homeowners. SunWork has the skills and the mission-aligned motivation to focus on helping jumpstart this transition with an affordable installation option. Our product options are limited in order to expedite installations.
What is the Typical Cost to Install a Heat Pump Water Heater with SunWork?

Example estimate for PG&E customers who are part of one of the following CCE programs: SVCE, PCE, EBCE, MCE, CleanPowerSF

$4,900 installed cost for 65-gallon water heater ($5,300 for 80-gallon model)
  Includes heat pump water heater, mixing valve, installation, and $450 estimated permit
  – $2,000 total rebates

$2,900 out-of-pocket cost for 65-gallon model ($3,300 for 80-gallon model)

Example estimate for PG&E customers in San Jose and for City of Santa Clara (SVP customers)

$4,900 installed cost for 65-gallon water heater ($5,300 for 80-gallon model)
  Includes heat pump water heater, mixing valve, installation, and $450 estimated permit
  – $1,000 total rebates

$3,900 out-of-pocket cost ($4,300 for 80-gallon model)

Example estimate for City of Alameda (AMP customers) and for City of Palo Alto (CPAU customers)

$4,900 installed cost for 65-gallon water heater ($5,300 for 80-gallon model)
  Includes heat pump water heater, mixing valve, installation, and $450 estimated permit
  – $1,500 total rebates (only $1,200 for 65-gallon model in Palo Alto)

$3,400 out-of-pocket cost ($3,800 for 80-gallon model)

Does my home qualify for the SunWork Heat Pump Water Heater Program?

In order to focus on the most cost-effective installation, SunWork has several criteria for our service at this time.

- We offer scheduled (non-emergency) replacement of tank gas water heaters 50-gallons or less. (We can replace larger water heaters if the equivalent first hour delivery of a 50-gallon tank gas water heater meets your needs.)
- Current water heater MUST be in the garage.
- The current hot water system does not include a recirculation pump.
- Sufficient space available for the replacement HPWH 30” x 30” x 74” (65-gallon HPWH) 30” x 30” x 84” (80-gallon HPWH).
- The electric main panel or a sub-panel MUST be in the garage or on the outside wall of the garage with an accessible path for wiring.
- The electrical panel must have space to add a 240-Volt appliance circuit breaker. (Don’t worry, we can help evaluate this, if you send photos of your panel.)
- Location of the new HPWH must be “noise friendly” for sound levels up to 60 dB (equivalent to the sound level for a dishwasher).
- Let us know if the original gas water heater shares an exhaust flue with the furnace.
- Heat Pump Water Heater model options are currently limited to the 30-Amp version of the Rheem ProTerra Hybrid Series 65-gallon or 80-gallon water heaters (10-year product warranty and 4-year SunWork installation warranty).
What information does SunWork need to determine if my home meets the requirements?

- Authorize SunWork to review your PG&E interval data (to determine if new electric load can be added).
- Homeowner should provide photos of full product label and existing circuit breakers for their main panel and garage sub-panel (if present).
- Homeowner should provide full photos of all 4 interior walls of the garage (to evaluate routing options for condensate draining).
- Homeowner should provide photos of their existing gas water heater, from floor to ceiling and product label.
- Homeowner should provide interior measurements of Width and Depth of the garage.

How Long Will It Take?

The installation will only take one day plus the inspection. However, SunWork needs to submit a permit and schedule the installation which will typically be on the weekend. As with our solar model, we will have trained volunteers to help with the installation and to help keep our costs down.

What Brand of Heat Pump Water Will Be Offered?

SunWork is currently installing the Rheem ProTerra Hybrid Series 65-gallon or 80-gallon water heater, 30-Amp, 240-Volt version only. The product warranty is 10 years and the SunWork workmanship warranty is 4 years. There is an app that allows you to monitor and control your system remotely for improved efficiency and comfort.

How can I find out more about the products offered?

See the product overview here: https://www.rheem.com/heatpumpwaterheater/
For detailed specifications and a product brochure, please see the links in the "More Information" section of this web page.

Water heaters typically last 10 to 12 years, so check the age of your water heater before it’s an emergency and make the move to an ultra-efficient Heat Pump Water Heater. For more information on Heat Pump Water Heaters, check out the Heat Pump Water Heater Buyer’s Guide from SVCE.