

# HVAC Mechanical Strategy for Residential Portfolios

Lower operating costs.  
Fewer emergencies.  
Smarter capital planning.

A structured mechanical partner for townhome and low-rise communities.

## **The Hidden Cost of "Good Enough" HVAC**

---

Across distributed residential portfolios, mechanical systems are rarely managed strategically. Instead, they are handled reactively, unit by unit, complaint by complaint, emergency by emergency.

This results in budget volatility, owner/tenant frustration, escalation fatigue, repeat service spending, uncontrolled capital timing, seasonal complaint spikes, and more.

Most portfolios are not under-maintained, they are under-structured.  
That is where A Plus Air Systems enters.

# We Specialize in Distributed Residential Systems

APAS is purpose-built for residential portfolios with distributed mechanical systems — not centralized commercial plants.

We are best suited for:

- Townhome condominium communities
- Detached condo communities
- 2–10 storey buildings with in-suite systems
- 20+ year old communities with aging equipment
- Buildings with electric baseboard heating
- Buildings with individual furnaces, AC systems, or boilers
- Communities considering heat pump modernization



## **Operational Capability & Governance**

APAS operates as a licensed, insured mechanical contractor structured to support managed residential communities across Hamilton, Niagara, and the GTA.

- Licensed HVAC technicians
- TSSA-certified gas technicians
- Heat pump and ductless specialists
- Residential boiler service capability
- ESA-compliant electrical execution
- Fully insured operations

We do not operate as subcontract brokers.

We execute and stand behind our work directly.



# **Structured Service Response Standards**

---

Reliable response is foundational to portfolio stability.  
APAS operates under defined response standards to reduce escalation risk.

**Emergency (No Heat / No Cooling):**

Same-day response scheduling

**Urgent Non-Emergency:**

Within 24 hours

**Standard Service:**

Scheduled based on property priority

**Contract Portfolio Clients:**

Priority scheduling allocation

Designed to reduce tenant escalation and protect PM workflow.

## **Clear Alignment & No Overreach** - *To ensure operational focus and service reliability*

---

We service and modernize residential-scale systems:

- Individual gas furnaces
- Individual AC systems
- Heat pumps and ductless systems
- Electric air handlers
- Residential-style boilers (NTI and similar)
- Tank and tankless water heaters
- In-suite IAQ systems

We do not pursue:

- Large commercial boiler plants
- Cooling towers
- Chillers
- Industrial mechanical rooms
- High-rise centralized hydronic plants

# **Lowering OPEX Through Mechanical Strategy**

---

## **Energy Efficiency Modernization**

Electric baseboard heating operates at 100% efficiency. Modern heat pumps operate at up to 300–400% efficiency in normal winter conditions.

Baseboard-to-heat pump conversion can significantly reduce per-unit heating cost while adding cooling capability and improving tenant comfort.

## **Central Boiler Optimization**

In centralized boiler buildings, in-suite ductless systems can delay seasonal boiler activation and reduce fuel consumption.

- Delay seasonal boiler activation
- Reduce fuel consumption
- Provide zone control
- Lower common energy cost

## **Emergency Volume Reduction**

Aging systems are predictable, but failure timing is often not.

By mapping age and risk across a building, emergency volume drops and repair vs replacement decisions become structured.

- Aging system identification
  - Proactive replacement planning
  - Standardized decision criteria
  - Fewer reactive service calls

## From Reactive Repairs to Planned Asset Strategy

### Reactive Model:

- Repeated emergency calls
- No mechanical baseline
- Budget volatility
- Owner friction

### Strategic Model (APAS Approach):

- Baseline HVAC Building Review
- Risk categorization (High/Medium/Low)
- Phased modernization planning
- Predictable capital budgeting
- Reduced escalation volume

Designed to align maintenance, upgrades, and long-term asset performance.

## **Baseline HVAC Building Review - Establishing mechanical clarity before escalation**

The Baseline HVAC Building Review establishes clarity before escalation.

We provide:

- Full system inventory and age mapping
- Risk tier classification (High / Medium / Low)
- Immediate safety observations
- Upgrade opportunity identification
- Budget planning guidance

This isn't a sales inspection, this is a mechanical planning tool. Many PMs use it as internal documentation before presenting to boards.



# Flexible Engagement Models

---

## PM Priority Service Partnership

- Structured response framework
- Clear escalation path
- Forwardable documentation
- Portfolio tracking

## Capital Modernization Projects

- Baseboard-to-heat pump conversion
- In-suite ductless retrofits
- Phased building-wide upgrades
- Light commercial rooftop replacement (where applicable)

## Hybrid Model

- Ongoing service
- Phased modernization
- Budget forecasting support

Designed to align service stability with long-term asset modernization.

## **Impact on PM Workflow**

---

Structured HVAC management directly influences:

- Operating cost control
- Capital reserve planning
- Asset value preservation
- Rent competitiveness
- Tenant retention

Mechanical systems are often the largest hidden cost center in residential portfolios.

When structured correctly they become controllable, providing PMs:

- Clear repair vs replacement guidance
- Reduced emergency call volume
- Better board-facing documentation
- Structured upgrade roadmap
- Lower escalation pressure

# Representative Portfolio Example

---

## *42-Unit Apartment – GTA*

### Initial Conditions:

- Electric baseboard heating
- High winter complaint volume
- No cooling capability
- Reactive maintenance pattern

### Intervention:

- Installed ductless heat pump systems
- Implemented preventative maintenance plan
- Introduced 3-year capital forecasting

### Results (12 months):

- **38% reduction in emergency calls**
- Improved tenant comfort
- Reduced seasonal complaint spikes
- Structured modernization roadmap



Results reflect disciplined planning,  
not one-time upgrades.

## **Confirm Alignment Before Broader Distribution**

We recommend reviewing one representative property within your portfolio to confirm mechanical alignment before broader distribution.



Eden C.

905-643-1799

eden@aplusair.com

Rashid P.

905-643-1799

rashid@aplusair.com

Reshad A.

416-213-0303

reshad@aplusair.com