Agenda

- Program Overview
- Incentive Programs
  - Existing Building Projects (Large to Medium-Sized Customers)
  - Small Business Program
  - New Construction & Major Renovation Projects
  - Continuous Building and Process Performance Program
  - Combined Heat & Power
- Questions and Answers
Program Overview
Program Eligibility

Delmarva Power’s Maryland commercial and industrial customers are eligible for CASH incentives for projects that reduce electric consumption

- Commercial account holders are eligible
- Including government, institutional, and non-profits
Trade Ally Network

- Approved contractors are available to assist with the technical needs of Delmarva Power customers applying for incentives.
- Contractors are part of the Trade Ally Network which consists of program approved distributors, contractors and other service providers.
- Customers are not required to use a listed program contractor to participate in the program except for Commissioning and the Small Business Program.
### So, How Much Do We Pay?

<table>
<thead>
<tr>
<th>Facility</th>
<th>Project Type</th>
<th>Project Cost</th>
<th>Incentive</th>
<th>Annual kWh Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Parking Garage (7 levels)</td>
<td>Lighting (Prescriptive) 1,358 fixtures</td>
<td>$297,083</td>
<td>$40,740</td>
<td>1,009,022</td>
</tr>
<tr>
<td>Office Building</td>
<td>Variable Frequency Drive – 20hp</td>
<td>$17,698</td>
<td>$7,800</td>
<td>425,961</td>
</tr>
<tr>
<td>Church</td>
<td>HVAC – Split System</td>
<td>$1,500</td>
<td>$657</td>
<td>1,209</td>
</tr>
<tr>
<td>College</td>
<td>Custom HVAC</td>
<td>$49,000</td>
<td>$16,122</td>
<td>100,764</td>
</tr>
<tr>
<td>Govt Research</td>
<td>O&amp;M Training</td>
<td>$1,250</td>
<td>$972</td>
<td>259,200</td>
</tr>
</tbody>
</table>
Medium to Large Customers
### What Does This Mean To You?

<table>
<thead>
<tr>
<th>Project Cost</th>
<th>Lighting / Sensors</th>
<th>Motor Speed Controls</th>
<th>Chiller</th>
</tr>
</thead>
<tbody>
<tr>
<td>$290,000</td>
<td>$164,500</td>
<td>$483,000</td>
<td></td>
</tr>
<tr>
<td>Annual Energy Savings (kWh)</td>
<td>690,000</td>
<td>163,125</td>
<td>450,001</td>
</tr>
<tr>
<td>Annual Energy Cost Savings²</td>
<td>$103,500</td>
<td>$24,469</td>
<td>$67,500</td>
</tr>
<tr>
<td>Incentive</td>
<td>$156,640</td>
<td>$28,000</td>
<td>$36,000</td>
</tr>
<tr>
<td>Payback</td>
<td>1.1</td>
<td>5.5</td>
<td>6.6</td>
</tr>
</tbody>
</table>

²Average price of electricity = $0.15/kWh

- Multiple-Measure Bonus Incentive: A comprehensive upgrade could increase the incentive up to $22,064 with a payback of 3.5 years
- Total annual energy savings of $195,463
Overview of incentives for Medium/Large Customers

Customers with a monthly demand of 100 KW or greater:

- **Equipment Upgrades** (standard and alternative incentives available)
  - Light Fixtures & Controls
  - Variable Frequency Drives
  - Packaged HVAC Units
  - Chillers
  - Specialized Controls
  - Commercial Refrigeration & Kitchen Equipment
  - Custom Projects

- **Energy Savings Studies**
  - Walk-through Energy Assessment
  - Detailed Energy Study
Custom Projects

Projects that are unique to your facility or not “standard”

- Projects may include:
  - Energy Management Systems
  - Industrial Process Improvements
  - Compressed Air

- One-time incentive at the rate of $0.16/kWh of one year of projected savings. Current building codes or equipment performance comparisons will typically be used as the baseline.
Small Facilities
Small Business Program

Eligibility:

- Delmarva Power’s commercial and industrial customers in Maryland
- Small businesses, non-profits, faith based, or institutional customers that register a maximum monthly demand of 100 KW or less over the last twelve months in an existing building are eligible for this program
- Walk-Through Energy Assessment will be provided at no charge
  - Once low cost and no cost measures are completed, customer is eligible to receive the enhanced incentives
- An approved contractor from the Small Business Program trade ally must be used for the Walk-Through Energy Assessment and implementation
## Small Facilities

### Sample Project

**Upgrading lighting fixtures and lighting controls**

<table>
<thead>
<tr>
<th>Service</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Walk-Through Energy Assessment and Report</td>
<td>No Charge</td>
</tr>
<tr>
<td>Low cost measures installed <em>(CFLs, Smart Strips, Timers)</em></td>
<td>No Charge</td>
</tr>
</tbody>
</table>

### Lighting Retrofit Project

- **Number of Fixtures (51)**
- **Number of Controls (2)**
- **Number of Exit Signs (5)**

<table>
<thead>
<tr>
<th>Cost Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Cost of Project</strong></td>
<td>$5,500</td>
</tr>
<tr>
<td>Incentives</td>
<td>$4,400</td>
</tr>
<tr>
<td><strong>Additional 10% for Completing Project Early</strong></td>
<td>$440</td>
</tr>
<tr>
<td><strong>Net Cost</strong></td>
<td>$660</td>
</tr>
</tbody>
</table>

- **Annual kWh saved**: 8,000
- **Electrical cost savings per year at 15 cents per kWh**: $1,200
- **Simple Payback Period**: 6-7 Months
Small Business Program

- Standard measures - a pre-determined set of measures defined on a dollars-per-unit basis.
  - Many incentives cover up to 80% of the estimated installed cost.

- Custom measures are eligible for incentives of $0.30 per kWh/yr saved.
  - The incentives support up to 80% of the installed cost, and are offered on measures with payback periods of at least 6 months.
  - Compressed air, Energy Management Systems
New Construction & Major Renovation Projects
New Construction Overview

- **Design Incentives Available**
  - Eligibility - New Buildings, New Additions and Major Renovations with a Minimum 50,000 sf

- **New Equipment Incentives (incentives are similar to retro-fit)**
  - Design-Based Lighting Packaged HVAC Units
  - Chillers
  - Commercial Refrigeration & Kitchens
  - Specialized Controls
  - Custom Projects
Continuous Building & Process Performance
Continuous Building & Process Performance Incentives

- Full Retro-Commissioning: Process to fix a wide range of energy efficiency issues within an existing building. Mostly low and no cost project recommendations
- Continuous Energy Improvement: Design to help implement strategic, ongoing energy-management practices. Continuous monitoring is used to identify a wide variety of measures
- HVAC Tune-Ups: Focus on tune-ups & check-ups on HVAC equipment – 80% of costs
- Occupant Training
  - Deployment of Energy Efficiency Pans targeting employees/occupants – 50% up to $5,000
Operations & Maintenance Training

- Incentives for enrollment fees for approved training
  - 80% of cost - up to $1,000
- Eligibility is for building operators, managers, and other personnel who influence energy efficiency decisions and physically work in a facility located in Delmarva Power Maryland service territory
- Training is to improve the operation and maintenance of buildings which result in electric energy savings
- Pre-approved courses are listed on the website
Combined Heat and Power
What Is CHP (Combined Heat and Power)?

Definition:
CHP System – an equipment assemblage that sequentially produces electricity and useful thermal energy from a single energy source

CHP is an integrated energy system that:

- Generates electrical and/or mechanical power
- Often recovers waste heat that is then used for:
  - Space heating
  - Water heating
  - Space cooling, Refrigeration, Dehumidification
- Is located at or near a factory or building that can use the energy outputs
We are Available to Assist You!

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Questions and Answers