

## INSTANT DISCOUNTS FOR HVAC UPGRADES



Keeping comfortable air flowing efficiently through your business is easier than you think. With Instant Discounts on high-efficiency commercial HVAC equipment from Potomac Edison's Energy Solutions for Business Program, you can lower your long-term energy use and your upfront costs all at once. No paperwork required.

### High-efficiency equipment lowers costs by:

- Reducing maintenance needs
- Increasing lifespan of your systems
- Regulating on-off cycles to use less energy

### Benefits beyond your bottom line:

- More even and consistent temperatures improve overall comfort.
- High-efficiency equipment reduces your business's environmental impact.
- Better air quality can lead to happier employees and more returning customers.

### Start your future savings today!

#### 1. Contact a contractor.

Be sure they know you are interested in the Instant Discount. Your contractor will help you determine your HVAC needs and coordinate your Instant Discount. You'll need to provide your account number, installation business name and address, and contact name and phone number.

#### 2. Your contractor will work with our distributors.

Learn more about qualifying equipment and find a participating distributor at [energysaveMD-business.com](http://energysaveMD-business.com).

#### 3. Save, install, enjoy.

Your final equipment price includes your Instant Discount. Complete your upgrade and let the energy savings begin!

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## DID YOU KNOW...

About 40 percent of the average commercial building's energy cost is related to heating, cooling and ventilation?\*

\*Source: U.S. Department of Energy

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For a full list of eligible products and distributors, visit [energysaveMD-business.com](http://energysaveMD-business.com).

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## INSTANT DISCOUNTS ARE AVAILABLE FOR:

Equipment Description	Size	Rating	Minimum Efficiency Requirements	Incentive	
Air Source Air Conditioner, split and package units	<5.4 tons	N/A	16 SEER	Up to \$200	Per Ton
Air Source Air Conditioner, split and package units	≥5.4 tons and <11.25	N/A	14 SEER	Up to \$200	Per Ton
Air Source Air Conditioner, split and package units	≥11.25 and <20	N/A	13.2 SEER	Up to \$200	Per Ton
Air Source Heat Pumps, split and package units	<5.4 tons	N/A	16 SEER and 9 HSPF (split), 16 SEER and 8.2 HSPF (single package)	Up to \$200	Per Ton
Air Source Heat Pumps, split and package units	≥5.4 tons and <11.25	N/A	13 SEER	Up to \$200	Per Ton
Air Source Heat Pumps, split and package units	≥11.25 and <20	N/A	12 SEER	Up to \$200	Per Ton
Ductless Mini Split Heat Pumps	<5 tons	N/A	SEER ≥ 20, EER ≥ 13, HSPF ≥ 10. Must be ENERGY STAR® certified. Single-head units only.	Up to \$100	Per Ton
PTAC, Standard Size	<3/4 ton	95°F db outdoor air	14.0 - (0.300 x Capacity / 1000) EER x 1.075	Up to \$60	Per Unit
PTAC, Standard Size	≥3/4 to <1 ton	95°F db outdoor air	14.0 - (0.300 x Capacity / 1000) EER x 1.075	Up to \$80	Per Unit
PTAC, Standard Size	≥1 ton	95°F db outdoor air	14.0 - (0.300 x Capacity / 1000) EER x 1.075	Up to \$100	Per Unit
PTAC, Non-Standard Size	<3/4 ton	95°F db outdoor air	10.9 - (0.213 x Capacity / 1000) EER x 1.075	Up to \$60	Per Unit
PTAC, Non-Standard Size	≥3/4 to <1 ton	95°F db outdoor air	10.9 - (0.213 x Capacity / 1000) EER x 1.075	Up to \$80	Per Unit
PTAC, Non-Standard Size	≥1 ton	95°F db outdoor air	10.9 - (0.213 x Capacity / 1000) EER x 1.075	Up to \$100	Per Unit
PTHP, Standard Size	<3/4 ton	95°F db outdoor air	Cooling Mode: 14.0 - (0.300 x Capacity / 1000) EER x 1.075, Heating Mode: 3.2 - (0.026 x Capacity / 1000) x COP x 1.075	Up to \$60	Per Unit
PTHP, Standard Size	≥3/4 to <1 ton	95°F db outdoor air	Cooling Mode: 14.0 - (0.300 x Capacity / 1000) EER x 1.075, Heating Mode: 3.2 - (0.026 x Capacity / 1000) x COP x 1.075	Up to \$80	Per Unit
PTHP, Standard Size	≥1 ton	95°F db outdoor air	Cooling Mode: 14.0 - (0.300 x Capacity / 1000) EER x 1.075, Heating Mode: 3.2 - (0.026 x Capacity / 1000) x COP x 1.075	Up to \$100	Per Unit
PTHP, Non-Standard Size	<3/4 ton	95°F db outdoor air	Cooling Mode: 10.8 - (0.213 x Capacity / 1000) EER x 1.075, Heating Mode: 2.9 - (0.026 x Capacity / 1000) x COP x 1.075	Up to \$60	Per Unit
PTHP, Non-Standard Size	≥3/4 to <1 ton	95°F db outdoor air	Cooling Mode: 10.8 - (0.213 x Capacity / 1000) EER x 1.075, Heating Mode: 2.9 - (0.026 x Capacity / 1000) x COP x 1.075	Up to \$80	Per Unit
PTHP, Non-Standard Size	≥1 ton	95°F db outdoor air	Cooling Mode: 10.8 - (0.213 x Capacity / 1000) EER x 1.075, Heating Mode: 2.9 - (0.026 x Capacity / 1000) x COP x 1.075	Up to \$100	Per Unit

**Have another energy-saving project in mind? Ask us about custom incentives! Call 855-801-5803 or visit [energysaveMD-business.com](http://energysaveMD-business.com) to learn more.**

EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to [energy.maryland.gov/Pages/Facts/empower.aspx](http://energy.maryland.gov/Pages/Facts/empower.aspx).

By participating in energy efficiency and peak demand reduction programs, customers agree to allow their utility to retain ownership of all Capacity Rights which refers to the demand reduction associated with any energy efficiency or peak demand reduction measures for which incentives were provided by the Company. Your utility will aggregate these energy efficiency demand reduction attributes into the PJM capacity market with proceeds being used to offset the program costs.