

POTOMAC EDISON C&I EMPOWER COMMERCIAL/INDUSTRIAL PROGRAM OFFERINGS



WHICH PROGRAM IS BEST FOR MY PROJECT?

POTOMAC EDISON COMMERCIAL PROGRAMS

Implemented by: CLEAResult
Prescriptive
Instant Discounts (Midstream)
Custom Equipment
Custom Building Improvements
Combined Heat & Power (CHP)

PRESCRIPTIVE/INSTANT DISCOUNTS
Available Measures
Prescriptive — Lighting, HVAC, Food Service, Appliances, Agriculture, Consumer Electronics
Instant Discounts (Midstream) — Lighting & HVAC
Eligibility
Prescriptive — All commercial Potomac Edison customers
Instant Discounts — All commercial Potomac Edison customers
Incentives
Prescriptive — Incentives are based on fixed per unit/per ton incentive rates. Retrofit project incentives are capped at the calculated project incentive or up to 50 percent of the total project costs (including labor), whichever is less.
Instant Discount incentives at the point of sale on qualifying lighting products and HVAC equipment.
Incentive Payment
Prescriptive — Incentives can be paid to customer or to contractor completing project.
Instant Discount incentives are deducted from product costs at point of sale.
Program Application
Customer or contractor can apply for incentives.
Who is this program best for?
Prescriptive — Best for customers who know what products they want and are interested in doing standalone energy measures.
Midstream — Best for customers who know what eligible products they want and do not want to process a rebate application. Includes maintenance replacement of lamps/bulbs or HVAC replacement.

Implemented by: Willdan
Small Business Direct Install (SBDI)
Building Tune-up
Retrocommissioning
New Construction

SMALL BUSINESS DIRECT INSTALL & BUILDING TUNE-UP
Available Measures
Small Business Direct Install — HVAC Systems, HVAC Controls, Lighting, Lighting Controls, Refrigeration, Food Service
Building Tune-up — HVAC controls to optimize rooftop units and air handlers; Variable frequency drives (VFD) for fans and pumps; Refrigeration controls; Lighting controls and optimization schemes
Eligibility
Small Business Direct Install (SBDI) — Enhanced incentives and additional options available for customers under 100kW monthly demand.
Building Tune-up — All commercial Potomac Edison customers
Incentives
Small business incentives cover up to 80 percent of total installed project costs.
Building Tune-up incentives cover up to 75 percent of total project costs. Provided on tiered structure, additional incentive dollars available as additional measures are added.
Tiered incentives: do more, save more
Incentive Payment
Customer pays “copay” at project completion, incentive funds are paid to Willdan Trade Ally.
Program Application
Willdan Trade Ally completing project applies for incentives and is paid on project completion.
Who is this program best for?
Small Business — Customers who want turnkey energy solutions who do not have time or in house resources for energy-saving projects. Enhanced incentives and the ability to conduct multi-measure projects.
Building Tune-up — Best for customers who are interested in conducting multi-measure, energy-saving projects to their facility and want to maximize incentives for doing so.

CUSTOM & COMBINED HEAT & POWER
Custom Equipment
Custom Building Improvements & Combined Heat & Power (CHP)
Eligible Upgrades
Specialized equipment replacement or renovation
Custom HVAC/Chiller/Controls upgrades — Capital expenditure resulting in replacement of large equipment recalibration of systems.
Re-configuration and/or calibration of existing Building Management Systems (BMS) as part of a cap ex upgrade project, eg., chiller.
Custom Audit Program — In-depth analysis of key building systems/ processes to identify energy-saving measures.
Building Shell Improvements, e.g., new roof, new windows, insulation
Eligibility
All commercial Potomac Edison customers are eligible.
New construction/renovation; prescriptive measures such as lighting
Incentives Available
Custom incentives up \$0.28/kWh or 50 percent of the total project cost for retrofit projects. Incentives are capped at \$1 million per project, per customer, per year.
Combined Heat & Cooling (CHP) <ul style="list-style-type: none"> • 50 kW or less: \$2,000/kW • 51 kW to 200 kW: \$1,600/kW • 201 kW to 1000 kW: \$1,200/kW • Larger than 1000 kW: \$800/kW
Which program is best for my project?
Custom — Customers looking to make large capital improvements to existing buildings, industrial processes and equipment/system upgrades not covered by prescriptive program measures.

RETROCOMMISSIONING & NEW CONSTRUCTION
Retrocommissioning
New Construction
Eligible Upgrades
In-depth analysis and recalibration of key building systems.
Monitoring-based commission as part of a longer term energy management strategy.
New BMS installation
New construction energy design assistance for comprehensive energy conservation measures.
Eligibility
All commercial Potomac Edison customers are eligible.
New construction, building addition, major renovation projects
Incentives Available
Retrocommissioning — Energy savings paid at \$0.20/kWh. Eligible customers may receive up to \$10,000 for an Energy Audit or \$8,000 for a MBCX service agreement.
New Construction — Customer incentives ranges from \$.18/kWh to \$.28/kWh saved over a code baseline building. The more energy the project saves, the higher the incentive. Design team incentives are \$.02/kWh saved over a code baseline building.
Which program is best for my project?
Retrocommissioning — Customers who are interested installing upgraded controls or recalibrating controls or installation of engineering software to provide continuous monitoring of the building systems.
New construction — Customers who are conducting major renovations, building additions, or new building construction.

Contact CLEAResult at **855-801-5803** or visit energysaveMD-bizsolutions.com.

Contact Willdan at **800-880-3808** or visit
New Construction: energysaveMD-CNC.com
Building Tune-up: energysaveMD-tuneup.com
Small Business Direct Install: energysavemd-smallbusiness.com

Eligible products and equipment must meet ENERGY STAR® or DLC® requirements, as applicable.



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.

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.