

Service Provider training overview

ENERGY SAVINGS FOR BUSINESS PROGRAM

Building Tune-up program training

Help your customers save energy without the hassle of replacing functioning equipment.

Agenda

- Becoming a Building Tune-up Service Provider
- Program offerings
- Selling Building Tune-ups—benefits for you and your customers
- Case studies
- Submitting an application

Who should attend: Service Providers who offer or specialize in equipment tune-up services.

Format: In-person and webinar

Custom measures and mechanical project program training

Master the Custom program and expand your scope of work. Find out how you and your customers can get incentives that cover up to 50% of retrofit project costs or 75% of incremental replacement project costs, or additional incentive bonuses through the comprehensive Custom path.

Agenda

- Identifying Custom projects
- Custom incentive tracks
- Other incentive opportunities for HVAC and refrigeration
- Case studies

Who should attend: Engineering, design, and architectural firms; energy service companies; mechanical contractors; consultants; and companies offering specialized efficiency solutions.

Format: In-person and webinar

Existing Buildings/Prescriptive program training

Learn firsthand about how our programs are adapting to the current market to increase energy savings.

Agenda

- Service Provider participation requirements
- Prescriptive and Custom portfolios
- Understanding the application process
- Program performance updates

Who should attend: Service Providers who are new to the program or have previously attended an Existing Buildings training.

Format: In-person and webinar

HVAC tune-up training

Master the enhanced maintenance process and help participants in the Building Tune-up program reduce their rooftop unit's energy consumption by up to 15%.

Agenda

- Program overview
- Available incentives
- Case studies
- Program requirements
- HVAC tune-up maintenance services
- Worksheet and application process

Who should attend: Mechanical contractors, HVAC technicians, Building Tune-up Service Providers, and companies participating in the HVAC tune-up incentive track.

Format: In-person and webinar

Keys to design-based lighting

Understand the keys to designing and submitting incentive-eligible new construction and major renovation lighting projects.

Agenda

- Calculating the baseline—codes and methods
- Estimating potential incentives
- Submitting online applications
- Minimum required documentation
- Application demonstration

Who should attend: Any company that plans to submit design-based lighting applications on behalf of their customers, especially staff responsible for preparing or overseeing applications and submissions.

Format: Webinar only

Lighting and controls essentials

Increase your customer's energy savings through efficient lighting and control upgrades.

Agenda

- Equipment requirements—efficacy, wattage reduction, and DesignLights Consortium
- Lighting measure codes and current incentives
- Lighting controls—types, requirements, and incentives

Who should attend: Service Providers specializing in or offering lighting efficiency services.

Format: In-person and webinar

Questions?

Visit delmarva.com/SPTrainings to find a full calendar of events and additional resources.

Email delmarvabusiness@icf.com or call **866-353-5799** for more information.

New construction and major renovation measures

Start building with savings in mind. Learn the steps necessary to claim available incentives and apply them to cover the costs of new construction upgrades.

Agenda

- Developing new construction projects
- Determining project eligibility
- Standard incentive tracks
- Custom measures—application process and incentives
- Designing a better building—comprehensive design support incentives

Who should attend: Architectural firms, design engineers, general contractors, and energy management consultants working on new construction or major renovation projects.

Format: In-person and webinar

Understanding the retrofit lighting worksheet

Review the retrofit lighting worksheet and learn best practices, tips, and requirements related to controls, efficacy, and wattage reduction.

Agenda

- Workbook orientation—components and criteria
- Translating the notes—identifying eligible products
- Navigating the application center
- Common submission flaws
- Strategies to streamline submissions
- Worksheet demonstrations

Who should attend: Equipment distributors, design-build firms, energy service companies, electrical contractors, and energy management consultants.

Format: Webinar only