# **CUSTOMER SPOTLIGHT**

Retail | HVAC and Lighting

Chuck Vane, owner of Delmarva Power Sports, led and oversaw upgrades to his company's newest facility in Salisbury, MD.

### **SAVINGS AT A GLANCE**

Delmarva Power Sports LLC used financial incentives to install HVAC and LED lighting upgrades at its newly constructed facility.

#### Program

Delmarva Power Energy Savings for Business (New Construction HVAC and Lighting)

#### **Project Costs**

\$105,495 total project cost - \$13,194 incentive

\$92,301 net project cost

#### **Estimated Annual Savings**

63,607 kWh per year \$6,515.37 per year

#### **Estimated Payback**

7.2 years for lighting upgrades 14.9 years for HVAC upgrades

## Energy Efficiency Designed to Go Full Throttle

For almost two decades, Delmarva Power Sports LLC has been supporting east coast motorsport professionals and enthusiasts with vehicles, equipment, parts, expertise, and an exciting and friendly shopping experience.

After years of business growth and success, it was time to expand. Chuck Vane, who owns and runs Delmarva Power Sports with his wife, Paula, began planning the construction of a larger, upgraded facility in Beaver Run Business Park in Salisbury, Maryland. The new facility would feature a brand-new vehicle showroom with parts and accessories for sale, as well as space for service and repairs.

## The Opportunity

Vane learned online that Delmarva Power's Energy Savings for Business Program offers incentives for making energy upgrades. He saw this as the perfect opportunity to make energy efficiency improvements in the facility during construction, improve overall employee and customer comfort, and reduce energy costs in the long run.





"We highly recommend Delmarva Power's programs to other businesses. They were very helpful and made it easy to participate. Plus, the incentives made the energy upgrades possible and kept us well within our budget."

Chuck Vane | Owner
Delmarva Power Sports LLC

"The team at Delmarva Power was very helpful throughout the process. They were easy to contact and speak with when we had questions," says Vane. "By participating in the program and receiving incentives, we were able to save money and resources for other business operations and investments. This has helped us provide our customers with a better overall experience and selection of inventory to choose from."

## The Upgrades

During construction, Vane worked closely with Delmarva Power's Energy Savings for Business Program to conduct an analysis of the facility and concluded that HVAC and lighting upgrades presented the best opportunity to improve energy efficiency and long-term savings. HVAC upgrades would also improve efficiency in the showroom, which requires zonal heating and cooling to regulate the temperature as large doors accommodating vehicle transfers are constantly opened and closed. Lighting upgrades would increase overall comfort and better showcase equipment on the show floor.

To achieve the upgrades, servicemen upgraded the facility's HVAC system to Daikin multi-zone heat pumps, installing nine heat pumps and 12 wall mount blowers. Workers also fitted the facility with LED lighting, including:

- 67 LED high bays
- 6 floodlights
- 52 recessed lights with LED bulbs
- 35 8-foot strip lights

13 topaz canopy fixtures

Since Vane served as his own general contractor and completed most of the upgrades and construction in-house, the company saved more on installation costs alongside program incentives. "Once we knew what we needed, we got to work making changes," Vane says. "In the end, we had a significant amount of savings overall, thanks to help from the program, and we are confident that all the high-performance equipment we installed will lead to future savings."

## The Benefits

The new HVAC and lighting systems have made a big impact. Both customers and employees have reported being more comfortable, with pleasant temperatures and lighting throughout the large motorsport facility. Plus, thanks to the upgrades, the Vanes have reported significantly lower energy and maintenance costs.

"We are very pleased with the upgrades," Vane says. "Delmarva Power helped us save more on costs and, thanks to those savings, we can do more for our business and our customers."

The Delmarva Power Energy Savings for Business Program provides financial incentives and technical assistance to help businesses maximize energy efficiency and reduce energy costs. Financial incentives can cover up to 40%–70% of project costs.

For more information, visit **delmarva.com/business** or call us at **1-866-353-5799**.



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