

# CUSTOMER SPOTLIGHT

Nonprofits | Lighting and Refrigeration



Michael Hooks, Maryland Food Bank's operations manager, helped lead lighting and refrigeration upgrades in its Eastern Shore facility.



## SAVINGS AT A GLANCE

Maryland Food Bank's Eastern Shore facility took advantage of incentives to help install energy-saving upgrades that cut its operating costs and improved its services to the community.

### Program

Delmarva Power Energy Savings for Business  
(Prescriptive and Custom)

### Incentives Received

\$32,228

### Estimated Annual Savings

146,540 kWh per year  
\$17,585 per year

### Estimated Payback

1.3 years

## Maryland Food Bank Serves the Community Through Energy Savings

For the Maryland Food Bank, efficiency is key to helping end hunger across the state. Its 28,500-square-foot facility in Salisbury, Maryland, supplies food to pantries, soup kitchens, shelters, and faith-based organizations that serve residents in low-income communities across the region. The nonprofit relies on a small staff and a large volunteer base to process food orders in as little as one day's time. "It's a constant cycle of taking materials out and bringing them back in," says Michael Hooks, operations manager. "The more efficient we are, the more cost savings we have to put back into our mission."

## The Opportunity

When planning for a major renovation at the Eastern Shore facility, Hooks learned about Delmarva Power's Energy Savings for Business Program. The food bank could receive incentives for making upgrades to outdated lighting and refrigeration motors and controls, while reducing energy costs in the long run.



An Exelon Company



**“With incentives for upgrades through Delmarva Power’s program, our building went from the 1960s to the 2020s in a matter of months. And the improvements don’t just affect us here, they benefit the whole community we serve.”**

— Michael Hooks  
Operations Manager  
Maryland Food Bank

“The timing happened to be perfect, because we were investing in the building,” Hooks says. “Among other upgrades, we wanted to replace mercury lights throughout the warehouse with LED bulbs to improve brightness and safety, plus help with basic organization.”

## The Upgrades

Due to high energy costs from inferior equipment at the time, the food bank first upgraded its 82 interior and exterior lighting fixtures to LED bulbs. Next, the nonprofit used incentives to offset the cost of installing high-efficiency refrigeration motors and controls. The equipment helps maintain consistent temperatures to keep perishable foods from spoiling and provide a more comfortable working environment for staff.

According to Hooks, Delmarva Power made it easy to get over \$32,000 in financial incentives for upgrades. He also noted that the team who installed the upgrades took care not to affect daily operations at the facility. “They should be commended for being so agile and collaborative,” he says. “Everything went so smoothly. We were able to keep moving our mission forward.”

## The Benefits

After project completion and a grand reopening, the Maryland Food Bank can now take pride in the positive feedback from employees, volunteers, health officials, and visitors. Additionally, by making these upgrades, the food bank is now saving 146,540 kilowatt-hours of energy annually, which is equivalent to 104 metric tons of CO<sub>2</sub> emissions removed from the environment or 257,096 miles driven by an average passenger vehicle. Furthermore, the food bank will financially shave \$17,585 off its annual operating costs.

“It’s not just about the savings and safety,” says Hooks. “If it weren’t for the improvements we made with Delmarva Power, my branch would not be so motivated. Now that everyone’s on board and we have more resources available to us, we’re able to do a lot more in less time for the community and the families we serve.”

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](https://delmarva.com/Business) or call us at **1-866-353-5799**.