

# Delmarva Power Energy Savings for Business Program



## SMALL BUSINESS PROGRAM LIGHTING INCENTIVES (in Existing Buildings)

The Delmarva Power Energy Savings for Business Program offers incentives to install energy efficient lighting and lighting controls.

To take advantage of these incentives, you must meet the following eligibility requirements:

1. Be a Delmarva Power customer and business in the Maryland territory with an electrical demand  $\leq$  100 kW over the last twelve months with annual kWh of less than 875,000.<sup>1</sup>
2. Have an existing facility, as new construction is not eligible for this program.
3. Not be a temporary account, a cellular phone or microwave transmission tower account, or a vacant facility. These may be eligible for New Construction or other programs.

If a single customer has multiple accounts in the same facility and one account has 100 kW demand or less over the previous twelve months, the equipment serviced through that account is eligible for Small Business Program incentives; equipment serviced by accounts with demand > 100 kW are not eligible for Small Business Program incentives.

<sup>1</sup>Accounts with annual kWh usage  $\geq$  400,000 but < 875,000 kWh will require further review from the Program, even if the accounts meet the kW program requirements.

In addition, incentives greater than \$30,000 or kWh savings greater than 45,000 for one or a combination of projects, completed within the last three years, will receive additional review and will require explanation from customer and/or service provider.

All projects require pre-approval.

You can also contact your installation contractor or equipment vendor to discuss energy efficient equipment options. If you do not have a contractor or vendor in mind, please visit our website for a list of Service Providers.

To find fixtures or lamps meeting DesignLights Consortium (DLC) or Energy Star click here:

[DLC qualified](#) [Energy Star®](#)

Information regarding DLC classifications is provided by selecting, or hovering over, the Lighting Equipment description cell, where available.

### Eligible Measures Version 16 4-12-2023

Measure Code	Lighting Equipment	Base		DLC Premium (see GP1 below)		Unit	Notes
		Base Incentive	Minimum Wattage Reduction	DLC Premium Incentive	Minimum Wattage Reduction		
<b>Section I: LED Fixtures and Lamps</b>							
<b>Replacement Lamps</b>							
LLB1	LED linear replacement lamp	\$17.00	5	n/a	n/a	Lamp	1a
LLB2A	LED A lamp	\$8.00	5	n/a	n/a	Lamp	1b
LLB2B	LED BR/R lamp	\$8.00	5	n/a	n/a	Lamp	1b
LLB2C	LED Decorative or Globe lamp	\$10.00	5	n/a	n/a	Lamp	1b
LLB2D	LED MR lamp	\$10.00	5	n/a	n/a	Lamp	1b
LLB2E	LED PAR lamp	\$18.00	5	n/a	n/a	Lamp	1b
LLB3	LED pin-base replacement lamp for CFL	\$14.00	5	n/a	n/a	Lamp	1c
LLB4	LED mogul-screw base replacement for HID lamps	\$96.00	60	\$100.00	60	Lamp	1d
<b>Energy Star Fixtures &amp; Exit Signs</b>							
LLF1A	New LED ENERGY STAR fixture - Exit Sign	\$30.00	5	n/a	n/a	Fixture	2a
LLF1B	New LED ENERGY STAR fixture - 1,499 lm or less	\$30.00	10	n/a	n/a	Fixture	2b
LLF1C	New LED ENERGY STAR fixture - 1,500 lm - 2,999 lm	\$60.00	25	n/a	n/a	Fixture	2b
LLF1D	New LED ENERGY STAR LED fixture - 3,000 lm or greater	\$120.00	50	n/a	n/a	Fixture	2b
<b>Troffer Luminaires</b>							
LLF2B	New LED Troffer Fixture, 2x2 and 1x4 Luminaires	\$78.00	15	\$100.00	25	Fixture	3
LLF2D	New LED Troffer Fixture, 2x4 Luminaires	\$110.00	20	\$125.00	25	Fixture	3, 3a
<b>Flat Panel Luminaires</b>							
LLF2A	New LED Flat Panel Fixture, 2x2 and 1x4 Luminaires	\$48.00	15	\$60.00	25	Fixture	3
LLF2C	New LED Flat Panel Fixture, 2x4 Luminaires	\$80.00	20	\$100.00	25	Fixture	3
<b>Linear Ambient/Stairwell Luminaires</b>							
LLF3A-2	New LED linear ambient luminaire 2 foot	\$28.00	10	\$32.00	10	Fixture	4a
LLF3A-4	New LED linear ambient luminaire 4 foot	\$56.00	20	\$64.00	20	Fixture	4a
LLF3A-8	New LED linear ambient luminaire 8 foot	\$112.00	40	\$128.00	40	Fixture	4a
LLF3B	New LED stairwell luminaire containing integrated occupancy/vacancy control	\$140.00	10	\$150.00	10	Fixture	4b

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Interior Directional Luminaires							
LLF4A-2	New LED wall wash luminaire 2 foot	\$32.00	10	\$40.00	10	Fixture	5a
LLF4A-4	New LED wall wash luminaire 4 foot	\$64.00	20	\$80.00	20	Fixture	5a
LLF4A-8	New LED wall wash luminaire 8 foot	\$128.00	40	\$160.00	40	Fixture	5a
LLF4B	New LED track/mono-point luminaire	\$60.00	25	\$75.00	25	Head	5b
Display Case Luminaires							
LLF5A	New LED display case luminaire	\$40.00	20	N/A	N/A	Fixture	6a
LLF5B	New LED display case luminaire installed in reach-in coolers/freezers	\$45.00	15	N/A	N/A	Fixture	6b
High/Low Bay Luminaires							
LLF6D	New LED high/low bay luminaire - 5,000 lm or more	\$140.00	50	\$170.00	60	Fixture	7
LLF6E	New LED high/low bay luminaire - 10,000 lm or more	\$300.00	100	\$360.00	150	Fixture	7
LLF6F	New LED high/low bay luminaire - 20,000 lm or more	\$420.00	100	\$500.00	200	Fixture	7
LLF6G	New LED high/low bay luminaire - 30,000 lm or more	\$510.00	150	\$615.00	550	Fixture	7
LLF6H	New LED high/low bay luminaire - 40,000 lm or more	\$600.00	400	\$725.00	700	Fixture	7
Exterior Luminaires							
LLF7C	New LED exterior luminaire - 4,999 lm or less	\$168.00	40	\$205.00	40	Fixture	8
LLF7D	New LED exterior luminaire - 5,000 lm or more	\$240.00	125	\$300.00	125	Fixture	8
LLF7E	New LED exterior luminaire - 10,000 lm or more	\$336.00	250	\$405.00	250	Fixture	8
LLF7F	New LED exterior luminaire - 20,000 lm or more	\$438.00	400	\$530.00	400	Fixture	8
LLF7G	New LED exterior luminaire - 30,000 lm or more	\$510.00	550	\$615.00	550	Fixture	8
LLF7H	New LED exterior luminaire - 40,000 lm or more	\$600.00	700	\$725.00	700	Fixture	8
Retrofit Kits							
LLR1A	LED linear retrofit kit for 2x2 and 1x4 fixtures	\$12.00	15	\$15.00	25	Fixture	9a
LLR1B	LED linear retrofit kit for 2x4 fixtures	\$24.00	20	\$30.00	25	Fixture	9a
LLR2A	LED integrated retrofit kit for 2x2 and 1x4 fixtures	\$60.00	15	\$72.00	25	Fixture	9b
LLR2B	LED integrated retrofit kit for 2x4 fixtures	\$85.00	20	\$100.00	25	Fixture	9b
LLR3A-2	LED retrofit kit for linear ambient luminaire 2 foot	\$24.00	6	\$28.00	8	Fixture	9c
LLR3A-4	LED retrofit kit for linear ambient luminaire 4 foot	\$48.00	12	\$56.00	16	Fixture	9c
LLR3A-8	LED retrofit kit for linear ambient luminaire 8 foot	\$96.00	24	\$112.00	32	Fixture	9c
LLR6A	LED retrofit kit for high/low bay luminaire	\$120.00	40	\$140.00	40	Fixture	9d
LLR7A	LED retrofit kit for exterior luminaire	\$120.00	40	\$140.00	40	Fixture	9d
LLR9A	LED retrofit kit for Recessed Downlight	\$30.00	10	\$31.00	10	Fixture	1b, 9e
Sign Lighting							
LLS1	Sign Lighting: Exterior/Dusk-to-Dawn application	\$1.75	N/A	N/A	N/A	Watt Reduced	10
LLS2	Sign Lighting: Interior application	\$2.10	N/A	N/A	N/A	Watt Reduced	10
LLS3	Sign Lighting: 24 hour operation	\$2.75	N/A	N/A	N/A	Watt Reduced	10
Section II: Alternative Fixtures							
CLT	New fixtures or lighting controls that do not fit into any of the categories listed above.	\$1.00	N/A	N/A	N/A	Annual kWh Saved	11

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Section III: Interior Lighting Controls			Minimum Wattage Controlled per Fixture				
LTC11	Networked lighting control	\$60.00	20	N/A	N/A	Fixture Controlled	12a
LTC12	Networked lighting control - lower Wattage fixtures/downlights	\$30.00	5	N/A	N/A	Fixture Controlled	12a
LTC13	Dual daylight & occupancy sensor (DOS)	\$45.00	20	N/A	N/A	Fixture Controlled	12b
LTC14	Dual daylight & occupancy sensor (DOS) - lower Wattage fixtures/downlights	\$23.00	5	N/A	N/A	Fixture Controlled	12b
LTC15	Daylight continuous dimming control	\$42.00	20	N/A	N/A	Fixture Controlled	12c
LTC16	Daylight continuous dimming control - lower Wattage fixtures/downlights	\$18.00	5	N/A	N/A	Fixture Controlled	12c
LTC17	Vacancy control	\$42.00	20	N/A	N/A	Fixture Controlled	12b
LTC18	Vacancy control - lower Wattage fixtures/downlights	\$18.00	5	N/A	N/A	Fixture Controlled	12b
LTC19	Occupancy control	\$42.00	20	N/A	N/A	Fixture Controlled	12b
LTC20	Occupancy control - lower Wattage fixtures/downlights	\$18.00	5	N/A	N/A	Fixture Controlled	12b
LTC21	Integrated Occupancy / Vacancy Control	\$10.00	10	N/A	N/A	Fixture Controlled	12d

### GENERAL PROVISIONS (Apply to all measures):

GP1	All Fixtures, Lamps, and Retrofit Kits must appear (at the time of program application engineering pre-approval review) on the Design Lights Consortium (DLC), or ENERGY STAR qualifying products list. All DLC listed LED Lamps, Fixtures, or Retrofit Kits will be categorized for Incentives according to the Category, General Application, and Primary Use as found in the DLC Listing. Premium incentives are available to Fixtures, Retrofit Kits, and Bulbs listed with a DLC premium classification.
GP2	All program-qualified new Fixtures, Lamps, Ballasts, Retrofit Kits, Reflectors and applicable components removed or installed shall be UL, ETL or CSA listed for intended use and be installed in accordance with all applicable governing building codes and National Electrical Code standards.
GP3	Any modifications to any existing fixture to accommodate installation and warranted operation of the installed components shall be made in accordance with manufacturer recommendations and electrical code standards.
GP4	All Lamps, Fixtures, and Retrofit Kits must be weather or application rated by the manufacturer for the intended use; and have a minimum five year manufacturer warranty.
GP5	Program incentives can apply to existing fixtures with Incandescent, Fluorescent T12, T8, T5, CFL and High Intensity Discharge (HID) technologies when being replaced with program-approved lighting technologies, fixtures and components following the program's criteria.
GP6	Co-branded products will be accepted if (1) co-branded product model cut sheet is provided, (2) OEM letter documenting co-branded product is identical to the OEM product listed on DLC or Energy Star.
GP7	Existing fixtures may be replaced on a one-for-one basis, or may be replaced with fewer fixtures when using the Standard Table tab. If more replacement fixtures are being installed than are existing, the incentive will be capped based on the number of existing fixtures. Program reserves the right to cap alternative measures.
GP8	Proposed input Wattage used shall be as found in the DLC, or Energy Star listing for the equipment. Wattage shall also be listed on the manufacturer spec sheet provided with project application.
GP9	If equipment meets the Standard measure code definition but does not meet all Program requirements it cannot be considered as Alternative. Categories of LED fixtures and/or lamps not rated currently by Energy Star or DLC may be considered under Alternative; however, the Program reserves the right to remove equipment if it determines the products do not qualify for this category. No screw-in type replacement bulbs will be considered Alternative.
GP10	Energy efficient lighting technologies and fixture upgrade strategies should be used in conjunction with good lighting design practices as recommended by the Illuminating Engineering Society and ASHRAE to maintain the quality and quantity levels of illumination in an area appropriate for the tasks being performed. A qualified lighting professional can provide assistance with the design, target lighting levels, specific fixture recommendations and lighting component selections.
GP11	All LED lamps and drivers shall be appropriate for the fixture type, existing or new, to provide optimum illumination and lumen distribution and be compatible with existing or replacement control systems.

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### DEFINITIONS:

Fixture (Luminaire): A Fixture or Luminaire shall:

1. Be a complete, new, LED Fixture assembly to replace an existing fixture, including a program qualified LED lamp and driver.
2. Be listed as a Fixture in submitted documentation (DLC, Energy Star)
3. Be powered by a direct, hard wired connection from the main power supply to the driver.
4. Be considered to be a chassis or housing with an open wire runway from end to end or without wiring obstructions from the lamp socket to a knock-out exit from the fixture.

Retrofit Kit - A Retrofit Kit shall:

1. Be a complete, new, LED Retrofit Insert assembly for use in an existing fixture chassis, and include a program qualified LED lamp and driver.
2. Remove any existing ballast or transformer and existing lamp sockets as part of the retrofit.
3. Be listed as a Retrofit Kit in submitted documentation.
4. Be powered by a direct, hard wired connection from the main power supply to the driver.

LED Ballast or Driver:

- (1) LED Compatible Electronic Fluorescent Ballasts - new electronic fluorescent ballasts deemed by the specific LED lamp and ballast manufacturer as being acceptable for use in combination with one another without voiding any manufacturer warranties,
- (2) LED External Driver – new LED driver to replace existing fluorescent ballast in place within fixture chassis but not to be contained within the LED lamp tube. External drivers may be compatible with specific LED lamps.

Program Qualifying LED Replacement Lamp:

- (1) Screw-in Energy Star listed LED lamp with integral driver as a direct replacement for any existing screw-in incandescent or halogen (non-ballasted) lamp
- (2) Pin base Energy Star listed LED lamp with integral or external driver to replace existing MR-16 style, pin base lamp. External driver to replace existing transformer, if applicable
- (3) Hard wired LED lamp assembly to replace existing incandescent or halogen lamp. New LED lamp assembly shall have an integrated driver and (non-replaceable) LED lamp or a socket, pin or plug-in base compatible with the integrated driver
- (4) Screw-in or pin base Energy Star or Design Lights Consortium listed LED lamps with external driver to replace existing similar screw-in or pin base High Intensity Discharge (HID) lamps. External driver shall replace existing ballast or transformer in place and sockets replaced if not compatible.

### NOTES:

1a	Linear or U-Bend LED Tube (TLED) lamps to replace existing T12, T8 or T5 fluorescent lamps. Qualifying Design Lights Consortium listed TLED lamps must be either electronic fluorescent ballast compatible TLED lamps (UL Type A TLED), or utilize an external driver (UL Type C TLED). All Type B TLED lamps (UL Type B TLED) must be UL Classified and Double Ended connection design for safety. Single ended connected lamps will not be accepted. The lamps must work in shunted or non-shunted sockets. The manufacturer's required Warning Label, advising that the fixture has been modified, must be installed in accordance with the manufacturer's Installation Instructions.
1b	A program qualified LED lamp for this measure is eligible for incentives if it is a self-contained (A lamp, BR/R, decorative, candelabra, globe, MR or PAR) LED lamp and driver unit, compatible with the electrical connection within the fixture via the existing fixtures pin base; or medium screw-in base socket connection to the power supply. Self-contained LED lamps shall not replace existing lamps that utilize an external ballast or transformer. Self-contained LED lamp and envelope shall be appropriate for the existing fixture type to provide optimum illumination and lumen distribution and be compatible with existing or replacement control system where applied and shall meet minimum Wattage reduction requirement at full load system input Wattage. Hardwired fixtures only (no plug load table lamps or fixtures).
1c	Measure includes Four Pin-Base Replacement Lamps for CFLs ("plug and play") (UL Type A). Includes G24q- and GX24q-base LED lamps, designed to replace compact fluorescent lamps (CFLs). Replacements are permitted to operate directly off the existing CFL ballast, and do not require mechanical or electrical changes to the fixture to "bypass" the existing ballast.
1d	Only includes Mogul Base (E39) products. Manufacturer must list product as acceptable for intended application. HID Ballast must be removed from service.
2a	Must be UL-listed and compliant with current National Fire Safety Codes and Standards and Energy Star criteria.
2b	Includes complete new fixture, with driver hard wired directly to power source. Power connection using an adapter to existing screw-in socket will disqualify from this measure.
3	Measure includes complete new fixture - 1x4, 2x2, or 2x4. May be recessed, suspended, or surface mounted. Product spec sheets must show dimensions.
3a	Fixture must be clearly identified as a Troffer by the manufacturer. Fixture housing must be a minimum of 1.5 inches in height, not including any electrical connections or enclosures (such as junction boxes or driver enclosures.) Fixtures less than 1.5 inches must apply for LLF2A or LLF2C, as appropriate based upon fixture dimensions.
4a	Linear Ambient Luminaires: Includes suspended, surface-mounted, and recessed luminaires, no wider than 12", designed to provide direct lighting in indoor spaces. Fixtures may be installed end-to-end. Measure includes direct, indirect, semi-direct, semi-indirect, or general ambient applications. "Strip" style fixtures are also eligible under this measure. Does not include products intended for cove lighting. Existing fixture must be removed entirely; if portions of existing fixture are retained, then the installation is considered a retrofit kit for incentive purposes.
4b	Stairwell Luminaires with integrated Occupancy / Vacancy Control must be Qualified by Design Lights Consortium with a Primary Use of "Stairwell and Passageway Luminaires". Fixtures receiving this incentive are not eligible for additional controls incentives.
5a	Measure includes complete new linear luminaires that primarily illuminate walls.
5b	A program qualified LED lamp for this measure is eligible for incentives if: 1) it is a self-contained (track head) LED (plug-in base) lamp and driver unit, to replace an existing self-contained, incandescent, fluorescent or HID track head, and shall be compatible with the existing electrical connection to the power supply (NOTE: Self-contained LED lamps shall not replace existing lamps that utilize a ballast or transformer external of the track head). 2) it is a program qualified LED 'Strip' or integral LED module utilizing an external driver. LED modules and external driver may be replaceable utilizing a lamp to external driver plug-in connection or permanently integrated into a new, complete LED Fixture assembly or Insert.
6a	All existing and program qualified LED replacement fixtures shall be used for the display of merchandise. Incentive for this measure is for a program qualified complete new, LED Fixture with lamp(s).
6b	All existing and program qualified LED replacement fixtures shall be within an enclosed commercial reach-in freezer or reach-in cooler and used for the display of merchandise. Incentive for this measure is for a program qualified complete new, LED Fixture with lamp(s).
7	- For DLC Listed Fixtures and Retrofit Kits, DLC Category and General Application "Indoor - High Bay" Luminaires and "Indoor Retrofit Kit - High Bay" qualify for this measure. - For Energy Star Fixtures, Program qualified LED fixtures within this measure must be designated by the manufacturer as a High/Low Bay fixture on the manufacturer cut sheet. - Existing and replacement ceiling/pendant mounted fixtures must be installed $\geq$ 12-feet AFF in interior (conditioned and non-conditioned) spaces. - Replacement of existing incandescent, fluorescent, or HID fixture with a complete new, program qualified LED Fixture is permitted provided that minimum Wattage reduction requirements and all other measure criteria are met. - Lumens used for incentive qualification will be per cited listing (DLC, Energy Star).

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<b>NOTES:</b>	(continued)
8	<ul style="list-style-type: none"> <li>- For DLC Listed Fixtures and Retrofit Kits, DLC Category "Outdoor" Luminaires and "Outdoor Retrofit Kits" qualify for this measure. For Energy Star Fixtures, Program qualified LED fixtures within this measure must be designated by the manufacturer as suitable for Exterior Use.</li> <li>- Replacement of existing incandescent, fluorescent, or HID fixture with a complete new, program qualified LED Fixture is permitted provided that minimum Wattage reduction requirements and all other measure criteria are met.</li> <li>- For Outdoor Pole/Arm Mounted Fixtures: Existing and replacement fixtures must be pole mounted in an existing exterior parking lot area, exterior building wall mounted, or street lighting above 12' AFF.</li> <li>- For Parking Garage Luminaires: Existing and replacement fixtures must be located within an existing designated Parking Garage (interior parking/driveway/walkway areas, ceiling mounted)</li> <li>- Lumens used for incentive qualification will be per cited listing (DLC, Energy Star).</li> </ul>
9a	A Linear Retrofit Kit is a tube-shaped or strip-style retrofit kit that uses the existing optical systems of the existing luminaire, and leaves the basic form of the existing luminaire intact. Existing lamp-holders or "pin" bases are NOT used and should be removed.
9b	An Integrated Retrofit Kit will include a driver, light source, and new optics (replacing all lenses, reflectors and optical systems and removing existing lampholders of the existing luminaire), effectively creating a completely new luminaire.
9c	A Linear Ambient Retrofit Kit is a retrofit kit for "strip" luminaires and other types of linear ambient luminaires. Existing lamp-holders or "pin" bases are NOT used and are to be removed.
9d	Measure is an Integrated Kit that replaces all reflectors and optical systems of existing luminaires, in addition to a new driver and light source. Screw-in "lamps" intended as HID replacements do not qualify under this measure.
9e	Measure is an Integrated Down Light Kit that connects to power via existing pin-base or medium screw-in base socket.
10	Sign lighting measures are an alternative to fixture-based measures. DLC or Energy Star fixtures, bulbs, and retrofit kits are preferred, but consideration will be given to non-listed components.
11	See Application Page Terms and Conditions item 20. <i>CUSTOM AND ALTERNATIVE MEASURES - INCENTIVE CALCULATIONS.</i>
12a	For each centralized lighting control, an ESF, % savings for control, must be provided along with supporting documentation.
12b	Must use hardwired or wireless passive IR or dual-technology remote mounted sensors. Sensors which allow manual 'Fixture On' override capability are not eligible.
12c	Dimming LED Systems shall meet minimum wattage reduction requirement at full-load system input wattage.
12d	Passive IR or dual-technology sensors, with either sensors installed in the fixture at the factory, or factory sensors installed in the field. Sensors which allow manual 'Fixture On' override capability are not eligible.

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