

HVAC Incentives Just Got Bigger.

40% BIGGER



Delmarva Power business customers can now take advantage of **40% higher incentives** on qualifying HVAC replacement equipment.

Eligible measures that reduce energy use, lower operating costs, and improve building comfort and performance include:



**Heat
pumps**



**Variable
refrigerant flow
(VRF) systems**



**Air
conditioners**



**Mini-split
systems**



**Chillers under
1,000 tons**



**Hotel room
occupancy
controls**

See how your business can take advantage of these increased incentives by exploring the full list of eligible equipment and incentives below.



Ready to discuss a project?
Visit **delmarva.com/Business** or call **866-353-5799** to learn more.

Unitary HVAC Measures and Incentives

Cooling Capacity				Increased Incentive	Dual Enthalpy Economizer (Per Unit)	Increased Incentive
Unit	Btu/h	Tons	Incentive			
Residential Air Conditioners Installed in Commercial Setting (Window Unit)*						
Single Package	N/A	N/A	\$25/unit		N/A	
Air Conditioning Only [†] (Units With Electric Heat or No Heat)						
Split System or Single Package	< 65,000, 3 phase	< 5.4	\$300/ton	\$420/ton	\$200	\$280
Split System or Single Package	≥ 65,000 and < 135,000	≥ 5.4 and < 11.25	\$300/ton	\$420/ton	\$200	\$280
Split System or Single Package	≥ 135,000 and < 240,000	≥ 11.25 and < 20	\$300/ton	\$420/ton	\$200	\$280
Split System or Single Package	≥ 240,000 and < 760,000	≥ 20 and < 63.3	\$300/ton	\$420/ton	\$200	\$280
Split System or Single Package	≥ 760,000	≥ 63.3	\$300/ton	\$420/ton	\$200	\$280
Air Conditioning Units Only [†] (Units With Gas Heat)						
Split System or Single Package	< 65,000, 3 phase	< 5.4	\$300/ton	\$420/ton	\$200	\$280
Split System or Single Package	≥ 65,000 and < 135,000	≥ 5.4 and < 11.25	\$300/ton	\$420/ton	\$200	\$280
Split System or Single Package	≥ 135,000 and < 240,000	≥ 11.25 and < 20	\$300/ton	\$420/ton	\$200	\$280
Split System or Single Package	≥ 240,000 and < 760,000	≥ 20 and < 63.3	\$300/ton	\$420/ton	\$200	\$280
Split System or Single Package	≥ 760,000	≥ 63.3	\$300/ton	\$420/ton	\$200	\$280
Air Source Heat Pumps [†] (Units With Electric Heat or No Heat)						
Split System	< 65,000, 3 phase	< 5.4	\$500/ton	\$700/ton	\$200	\$280
Single Package	< 65,000, 3 phase	< 5.4	\$500/ton	\$700/ton	\$200	\$280
Split System or Single Package	≥ 65,000 and < 135,000	≥ 5.4 and < 11.25	\$500/ton	\$700/ton	\$200	\$280
Split System or Single Package	≥ 135,000 and < 240,000	≥ 11.25 and < 20	\$500/ton	\$700/ton	\$200	\$280
Split System or Single Package	≥ 240,000	≥ 20	\$500/ton	\$700/ton	\$200	\$280
Air Source Heat Pumps [†] (Units With Gas Heat)						
Split System	< 65,000	< 5.4	\$500/ton	\$700/ton	\$200	\$280
Single Package	< 65,000	< 5.4	\$500/ton	\$700/ton	\$200	\$280
Split System or Single Package	≥ 65,000 and < 135,000	≥ 5.4 and < 11.25	\$500/ton	\$700/ton	\$200	\$280
Split System or Single Package	≥ 135,000 and < 240,000	≥ 11.25 and < 20	\$500/ton	\$700/ton	\$200	\$280
Split System or Single Package	≥ 240,000	≥ 20	\$500/ton	\$700/ton	\$200	\$280
Water-Cooled Air Conditioners [†] (Units With Electric Heat or No Heat)						
Single Package	< 65,000	< 5.4	\$300/ton	\$420/ton	\$200	\$280
Single Package	≥ 65,000 and < 135,000	≥ 5.4 and < 11.25	\$300/ton	\$420/ton	\$200	\$280
Single Package	≥ 135,000 and < 240,000	≥ 11.25 and < 20	\$300/ton	\$420/ton	\$200	\$280
Single Package	≥ 240,000 and < 760,000	≥ 20 and < 63.3	\$300/ton	\$420/ton	\$200	\$280
Single Package	≥ 760,000	≥ 63.3	\$300/ton	\$420/ton	\$200	\$280
Packaged Terminal Air Conditioners [†]						
Single Package	< 8,000	N/A	\$75/unit	\$105/unit	N/A	N/A
Single Package	≥ 8,000 and < 11,000	N/A	\$95/unit	\$133/unit	N/A	N/A
Single Package	≥ 11,000 and < 14,000	N/A	\$115/unit	\$161/unit	N/A	N/A
Single Package	≥ 14,000	N/A	\$135/unit	\$189/unit	N/A	N/A
Packaged Terminal Heat Pumps						
Single Package	< 8,000	N/A	\$75/unit	\$105/unit	N/A	N/A
Single Package	≥ 8,000 and < 11,000	N/A	\$95/unit	\$133/unit	N/A	N/A
Single Package	≥ 11,000 and < 14,000	N/A	\$115/unit	\$161/unit	N/A	N/A
Single Package	≥ 14,000	N/A	\$135/unit	\$189/unit	N/A	N/A
Ductless, Mini-Split Air Conditioners and Heat Pumps						
A/C Split System	< 65,000	< 5.4	\$225/ton	\$315/unit	N/A	N/A
HP Split System	< 65,000	< 5.4	\$500/ton	\$700/unit	N/A	N/A

Geothermal Measures and Incentives

Qualifying equipment must meet or exceed the minimum EER/COP.

Units	Capacity (Btu/h)	Tier I Incentive	Increased Incentive	Tier II Incentive	Increased Incentive
Water Source Heat Pumps					
Water to Air	< 17,000	\$300/ton	\$420/ton	N/A	N/A
Water to Air	≥ 17,000 and < 135,000	\$300/ton	\$420/ton	N/A	N/A
Water to Water	≥ 17,000 and < 135,000	\$300/ton	\$420/ton	N/A	N/A
Ground Source Heat Pumps					
Brine to Air	< 135,000	\$500/ton	\$700/ton	\$700/ton	\$980/ton
Brine to Water	< 135,000	\$500/ton	\$700/ton	\$700/ton	\$980/ton
Ground Water Source Heat Pumps					
Water to Air	< 135,000	\$500/ton	\$700/ton	\$700/ton	\$980/ton
Water to Water	< 135,000	\$500/ton	\$700/ton	\$700/ton	\$980/ton

Variable Refrigerant Flow Measures and Incentives

Cooling Capacity Btu/h	Size Category (tons)	Incentive	Increased Incentive
< 65,000	< 5.4	\$500/ton	\$700/ton
≥ 65,000 and < 135,000	≥ 5.4 and < 11.25	\$500/ton	\$700/ton
≥ 135,000 and < 240,000	≥ 11.25	\$500/ton	\$700/ton
≥ 240,000	≥ 20	\$500/ton	\$700/ton

VFD and EC Motor Measures and Incentives§

VFD Incentives for Both Standard and Custom Measures					
VFD Horsepower Rating	Per Unit Incentive [¶]	Increased Incentive	VFD Horsepower Rating	Per Unit Incentive [¶]	Increased Incentive
2	\$500	\$700	30	\$1,800	\$2,520
3	\$600	\$840	40	\$2,000	\$2,800
4	\$700	\$980	50	\$2,500	\$3,500
5	\$800	\$1,120	60	\$3,000	\$4,200
7.5	\$900	\$1,260	75	\$3,750	\$5,250
10	\$1,100	\$1,540	100	\$5,000	\$7,000
15	\$1,350	\$1,890	101 to ≤ 200	\$50 per HP	\$70 per HP
20	\$1,500	\$2,100	> 200	\$50 per HP	\$70 per HP
25	\$1,600	\$2,240			
EC Motor Incentives for Both Standard and Custom Measures					
EC Motor Horsepower Rating		Per Unit Incentive [¶]	Increased Incentive		
< 1		\$100	\$140		
≥ 1 to < 2		\$125	\$175		
≥ 2 to < 3		\$150	\$210		
≥ 3 to ≤ 5		\$200	\$280		

Constant Speed Chiller Measures and Incentives (Path A)					
Equipment Type	Unit Size (ARI Net Tons)	Base	Increased Base	Performance	Increased Performance
Air-Cooled Chiller With Condenser	< 150	\$24/ton	\$34/ton	\$8/ton	\$11/ton
	≥ 150	\$24/ton	\$34/ton	\$8/ton	\$11/ton
Water-Cooled Positive Displacement Chillers	< 75	\$15/ton	\$21/ton	\$6/ton	\$9/ton
	≥ 75 and < 150	\$15/ton	\$21/ton	\$6/ton	\$9/ton
	≥ 150 and < 300	\$15/ton	\$21/ton	\$6/ton	\$9/ton
	≥ 300 and < 600	\$15/ton	\$21/ton	\$6/ton	\$9/ton
	≥ 600 and ≤ 1,000	\$15/ton	\$21/ton	\$6/ton	\$9/ton
Water-Cooled, Centrifugal Chillers	< 150	\$20/ton	\$28/ton	\$8/ton	\$11/ton
	< 150 and < 300	\$20/ton	\$28/ton	\$8/ton	\$11/ton
	≥ 300 and < 400	\$20/ton	\$28/ton	\$8/ton	\$11/ton
	≥ 400 and ≤ 1,000	\$20/ton	\$28/ton	\$8/ton	\$11/ton
VFD Speed Chiller Measures and Incentives (Path B)					
Equipment Type	Unit Size (ARI Net Tons)	Base	Increased Base	Performance	Increased Performance
Air-Cooled Chiller With Condenser	< 150	\$24/ton	\$34/ton	\$8/ton	\$11/ton
	≥ 150	\$24/ton	\$34/ton	\$8/ton	\$11/ton
Water-Cooled Positive Displacement Chillers	< 75	\$20/ton	\$28/ton	\$10/ton	\$14/ton
	≥ 75 and < 150	\$20/ton	\$28/ton	\$10/ton	\$14/ton
	≥ 150 and < 300	\$20/ton	\$28/ton	\$10/ton	\$14/ton
	≥ 300 and < 600	\$20/ton	\$28/ton	\$10/ton	\$14/ton
	≥ 600 and ≤ 1,000	\$20/ton	\$28/ton	\$10/ton	\$14/ton
Water-Cooled, Centrifugal Chillers	< 150	\$25/ton	\$35/ton	\$10/ton	\$14/ton
	≥ 150 and < 300	\$25/ton	\$35/ton	\$10/ton	\$14/ton
	≥ 300 and < 400	\$25/ton	\$35/ton	\$10/ton	\$14/ton
	≥ 400 and ≤ 1,000	\$25/ton	\$35/ton	\$10/ton	\$14/ton

Hotel Room HVAC and Receptacle Controls Incentives

Equipment Type	Per Unit Incentive	Increased Incentive
Smart Thermostats	\$100/thermostat	\$140/thermostat
Hotel Room HVAC Controls	\$140/room	\$196/room
Receptacle Controls	\$10/control	\$14/control

Note: The incentive will be based upon actual tons calculated by dividing the rated Btu/hour shown on the specifications by 12,000.

*Window units must meet ENERGY STAR® requirements for residential air conditioners installed in commercial settings. Single Package units must meet the listed minimum efficiency requirement.

†Measures in the following categories are eligible for an additional \$200/unit incentive when a Dual Enthalpy (DE) Economizer is installed on a new HVAC unit meeting the minimum requirements: Air Conditioning, Air Source Heat Pumps, and Water-Cooled Air Conditioners.

‡For replacement of standard size systems.

§To qualify for an incentive, the motor(s) being controlled must operate a minimum of 2,000 hours per year. VFD measures are only eligible in retrofit applications. Replacement of failed VFDs and EC motors, or installation in new construction or major renovation projects, are not eligible.

*Custom measures may be adjusted. See Terms and Conditions for details.

Offer valid for Delmarva Power commercial customers in Maryland only. EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER Maryland programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER Maryland and how you can participate, go to delmarva.com/Business.