

# 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](https://delmarva.com/Business)** or call **866-353-5799** to learn more.

# Unitary HVAC Measures and Incentives

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

# 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 |
|---------------------------------------|------------------------|------------------|---------------------|-------------------|---------------------|
| <b>Water Source Heat Pumps</b>        |                        |                  |                     |                   |                     |
| Water to Air                          | < 17,000               | \$300/ton        | <b>\$420/ton</b>    | N/A               | <b>N/A</b>          |
| Water to Air                          | ≥ 17,000 and < 135,000 | \$300/ton        | <b>\$420/ton</b>    | N/A               | <b>N/A</b>          |
| Water to Water                        | ≥ 17,000 and < 135,000 | \$300/ton        | <b>\$420/ton</b>    | N/A               | <b>N/A</b>          |
| <b>Ground Source Heat Pumps</b>       |                        |                  |                     |                   |                     |
| Brine to Air                          | < 135,000              | \$500/ton        | <b>\$700/ton</b>    | \$700/ton         | <b>\$980/ton</b>    |
| Brine to Water                        | < 135,000              | \$500/ton        | <b>\$700/ton</b>    | \$700/ton         | <b>\$980/ton</b>    |
| <b>Ground Water Source Heat Pumps</b> |                        |                  |                     |                   |                     |
| Water to Air                          | < 135,000              | \$500/ton        | <b>\$700/ton</b>    | \$700/ton         | <b>\$980/ton</b>    |
| Water to Water                        | < 135,000              | \$500/ton        | <b>\$700/ton</b>    | \$700/ton         | <b>\$980/ton</b>    |

## Variable Refrigerant Flow Measures and Incentives

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

## Variable Frequency Drives and Electronically Commutated Motor Measures and Incentives<sup>§</sup>

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

| 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 | <b>\$34/ton</b> | \$8/ton     | <b>\$11/ton</b>       |
|                                                         | ≥ 150                    | \$24/ton | <b>\$34/ton</b> | \$8/ton     | <b>\$11/ton</b>       |
| Water-Cooled Positive Displacement Chillers             | < 75                     | \$15/ton | <b>\$21/ton</b> | \$6/ton     | <b>\$9/ton</b>        |
|                                                         | ≥ 75 and < 150           | \$15/ton | <b>\$21/ton</b> | \$6/ton     | <b>\$9/ton</b>        |
|                                                         | ≥ 150 and < 300          | \$15/ton | <b>\$21/ton</b> | \$6/ton     | <b>\$9/ton</b>        |
|                                                         | ≥ 300 and < 600          | \$15/ton | <b>\$21/ton</b> | \$6/ton     | <b>\$9/ton</b>        |
|                                                         | ≥ 600 and ≤ 1,000        | \$15/ton | <b>\$21/ton</b> | \$6/ton     | <b>\$9/ton</b>        |
| Water-Cooled, Centrifugal Chillers                      | < 150                    | \$20/ton | <b>\$28/ton</b> | \$8/ton     | <b>\$11/ton</b>       |
|                                                         | < 150 and < 300          | \$20/ton | <b>\$28/ton</b> | \$8/ton     | <b>\$11/ton</b>       |
|                                                         | ≥ 300 and < 400          | \$20/ton | <b>\$28/ton</b> | \$8/ton     | <b>\$11/ton</b>       |
|                                                         | ≥ 400 and ≤ 1,000        | \$20/ton | <b>\$28/ton</b> | \$8/ton     | <b>\$11/ton</b>       |
| 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 | <b>\$34/ton</b> | \$8/ton     | <b>\$11/ton</b>       |
|                                                         | ≥ 150                    | \$24/ton | <b>\$34/ton</b> | \$8/ton     | <b>\$11/ton</b>       |
| Water-Cooled Positive Displacement Chillers             | < 75                     | \$20/ton | <b>\$28/ton</b> | \$10/ton    | <b>\$14/ton</b>       |
|                                                         | ≥ 75 and < 150           | \$20/ton | <b>\$28/ton</b> | \$10/ton    | <b>\$14/ton</b>       |
|                                                         | ≥ 150 and < 300          | \$20/ton | <b>\$28/ton</b> | \$10/ton    | <b>\$14/ton</b>       |
|                                                         | ≥ 300 and < 600          | \$20/ton | <b>\$28/ton</b> | \$10/ton    | <b>\$14/ton</b>       |
|                                                         | ≥ 600 and ≤ 1,000        | \$20/ton | <b>\$28/ton</b> | \$10/ton    | <b>\$14/ton</b>       |
| Water-Cooled, Centrifugal Chillers                      | < 150                    | \$25/ton | <b>\$35/ton</b> | \$10/ton    | <b>\$14/ton</b>       |
|                                                         | ≥ 150 and < 300          | \$25/ton | <b>\$35/ton</b> | \$10/ton    | <b>\$14/ton</b>       |
|                                                         | ≥ 300 and < 400          | \$25/ton | <b>\$35/ton</b> | \$10/ton    | <b>\$14/ton</b>       |
|                                                         | ≥ 400 and ≤ 1,000        | \$25/ton | <b>\$35/ton</b> | \$10/ton    | <b>\$14/ton</b>       |

## Hotel Room HVAC and Receptacle Controls Incentives

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

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 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.

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