

CUSTOMER SUCCESS STORY

Greater New Hope
Church & Ministries
Preston, Md.

Dane Coleman

Bishop
Greater New Hope Church

SMALL BUSINESS PROGRAM

Helping Their Mission Shine Brighter

When Greater New Hope Church & Ministries moved into a new 9,000-square-foot building 14 years ago, they knew renovations would be part of the journey. After all, when you're focused on serving and strengthening your community, investing in the future is part of the mission.

The Opportunity

As responsible stewards of their congregation's contributions, Greater New Hope Church always kept affordability top of mind. So when it came time to upgrade their lighting and HVAC systems, Delmarva Power's Small Business program helped make those improvements possible.

Savings at a Glance

Delmarva Power Small Business Program

Project Costs

\$150,916

Total Project Cost

-\$118,188.80

Incentive Total

Estimated Annual Energy Savings

40,000–50,000

kWh per year

"The efficiency piece of the upgrades was big, and the affordability made it happen. Then the bonus was the safety and aesthetics—that's four reasons why it was the right thing for us to do."

—Dane Coleman, Bishop, Greater New Hope Church



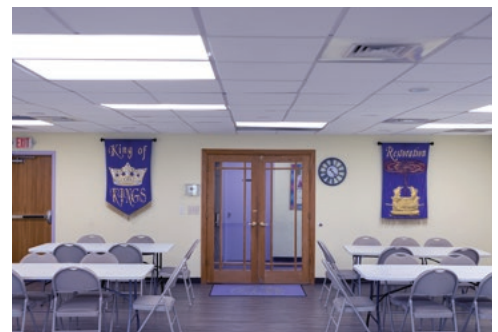
The Upgrades

The church installed four new HVAC systems and upgraded interior lighting, improving comfort throughout the building. New exterior LED lighting also brightened the parking lot, enhancing safety for members and visitors after dark. With more than 70%* of project costs covered by incentives, the church financed the remaining balance at 0% interest through Delmarva Power's Small Business Energy Advance option, repaying it on its monthly bill over two years.

The Results

Through their partnership with Delmarva Power, local Service Providers were able to make meaningful improvements for both the church's congregation and the community. The upgrades not only reduced immediate operational risks but also set the building up for long-term stability and savings.

Plus, the savings allowed the church to move forward with other projects sooner, including new signage and lighting in front of their building.



Experience success firsthand.

Delmarva Power's Small Business program offers incentives that cover **up to 70% of the total project costs** for energy-efficient equipment.

Get started now.

For more information, visit delmarva.com/Business or call **866-353-5799**.

*Customer participated in the program before July 1, 2026.

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.

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