





**“We highly recommend Delmarva Power’s programs to other businesses. They were very helpful and made it easy to participate. Plus, the incentives made the energy upgrades possible and kept us well within our budget.”**

– Chuck Vane | Owner  
Delmarva Power Sports LLC

“The team at Delmarva Power was very helpful throughout the process. They were easy to contact and speak with when we had questions,” says Vane. “By participating in the program and receiving incentives, we were able to save money and resources for other business operations and investments. This has helped us provide our customers with a better overall experience and selection of inventory to choose from.”

## The Upgrades

During construction, Vane worked closely with Delmarva Power’s Energy Savings for Business Program to conduct an analysis of the facility and concluded that HVAC and lighting upgrades presented the best opportunity to improve energy efficiency and long-term savings. HVAC upgrades would also improve efficiency in the showroom, which requires zonal heating and cooling to regulate the temperature as large doors accommodating vehicle transfers are constantly opened and closed. Lighting upgrades would increase overall comfort and better showcase equipment on the show floor.

To achieve the upgrades, servicemen upgraded the facility’s HVAC system to Daikin multi-zone heat pumps, installing nine heat pumps and 12 wall mount blowers. Workers also fitted the facility with LED lighting, including:

- 67 LED high bays
- 13 topaz canopy fixtures
- 35 8-foot strip lights
- 6 floodlights
- 52 recessed lights with LED bulbs

Since Vane served as his own general contractor and completed most of the upgrades and construction in-house, the company saved more on installation costs alongside program incentives. “Once we knew what we needed, we got to work making changes,” Vane says. “In the end, we had a significant amount of savings overall, thanks to help from the program, and we are confident that all the high-performance equipment we installed will lead to future savings.”

## The Benefits

The new HVAC and lighting systems have made a big impact. Both customers and employees have reported being more comfortable, with pleasant temperatures and lighting throughout the large motorsport facility. Plus, thanks to the upgrades, the Vanes have reported significantly lower energy and maintenance costs.

“We are very pleased with the upgrades,” Vane says. “Delmarva Power helped us save more on costs and, thanks to those savings, we can do more for our business and our customers.”

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**.