

# Incentives for High-Efficiency Equipment

## Energy Savings for Business Program: Energy Efficient Communities

Consumer Electronics	Incentive	Unit
Monitor	\$5	Monitor
Computer	\$5	Computer
Imaging Equipment	\$10	Device
Uninterruptible Power Supply	\$40	kVA

Lighting Equipment and Controls*	Incentive	Unit
LED Linear Recessed or Surface Troffers	\$84-\$112	Fixture
LED Flat Panels	\$56	Panel
LED Linear Ambient Luminaires	\$16-\$20	Foot
LED Stairwell Luminaires	\$112	Fixture
LED Wall Wash Luminaires	\$34-\$45	Foot
LED Track/Mono-Point Luminaires	\$45	Head
LED Display Case Luminaires	\$45-\$56	Fixture
LED High/Low Bay Fixtures	\$224-\$672	Fixture
LED Exterior Luminaires	\$168-\$672	Fixture
LED Linear Retrofit Kits	\$28-\$50	Kit
LED Integrated Retrofit Kits	\$78-\$123	Kit
LED Integrated Flat Panel Retrofit Kits	\$22	Kit
LED Retrofit Kits for Ambient Luminaires	\$17	Foot
LED Retrofit Kits for High/Low Bay Luminaires	\$112	Kit
LED Retrofit Kits for Exterior Luminaires	\$112	Kit
ENERGY STAR® Fixtures	\$34-\$112	Fixture
Type C LED Linear Lamp and New LED Driver	\$4	Lamp
Type C LED Mogul Screw-Base Replacement for HID Lamp and New External Driver	\$30	Lamp
Networked Lighting Controls	\$11-\$67	Fixture
Dual Daylight/Occupancy Controls	\$34-\$56	Fixture
Daylight Controls	\$20-\$40	Fixture
Vacancy Controls	\$45	Fixture
Occupancy Controls	\$45	Fixture
Controls for Low Wattage Fixtures	\$22	Fixture
Sign Lighting—Dusk to Dawn	\$2	Per Watt Reduced
Sign Lighting—Retail 8 a.m.–9 p.m.	\$2.50	Per Watt Reduced
Sign Lighting—24 Hours/7 Days per Week	\$2.75	Per Watt Reduced

Specialized Controls	Incentive	Unit
Hotel Room HVAC Controls	\$100	Room
Receptacle Controls	\$14	Room
Vending Machine Refrigerated Controls	\$100	Control

Specialized Controls	Incentive	Unit
Vending Machine Controls	\$40	Control
HVAC Smart Thermostats	\$50	Thermostat

Misc. Energy Efficiency Measures	Incentive	Unit
Heat Pump Water Heaters	\$500-\$1,000	Unit
Commercial Clothes Washers	\$125-\$225	Unit
Residential Dehumidifiers	\$30	Unit
Variable Speed Air Compressors	\$100-\$125	HP
Window Film*	\$1.25	Sq. Ft.

HVAC Equipment	Incentive	Unit
Window Units	\$25	Unit
Geothermal Heat Pumps	\$335-\$390	Ton
Packaged Terminal Air Conditioners	\$85-\$140	Unit
Packaged Terminal Heat Pumps	\$85-\$140	Unit
Ductless Mini-Split Air Conditioners/Heat Pumps	\$250	Ton
Air Conditioners Only with Dual Enthalpy Economizer	\$385 Additional \$200	Ton Unit
Air Source Heat Pumps with Dual Enthalpy Economizer	\$385 Additional \$200	Ton Unit
Water-Cooled Air Conditioners with Dual Enthalpy Economizer	\$385 Additional \$200	Ton Unit
Variable Refrigerant Flow Heat Pumps	\$390	Ton

Chillers	Incentive	Unit
Air-Cooled Chillers	\$28 base, \$10 enhanced	Ton
Water-Cooled Screw and Reciprocating Chillers	\$20-\$25 base, \$8-\$14 enhanced	Ton
Water-Cooled, Electrically Operated Centrifugal Chillers	\$24-\$28 base, \$10-\$14 enhanced	Ton

Variable Frequency Drives	Incentive	Unit
Variable Frequency Drives (2-100 HP)	\$600-\$6,000	Unit
Variable Frequency Drives (>100 HP)	\$60	HP
Electronically Commutated Motors (ECMs)	\$100-\$750	Unit

Commercial Kitchen	Incentive	Unit
Anti-Sweat Heat Controls	\$50	Door
Strip Curtains	\$4	Sq. Ft.
ECM Evaporative Fan Motors	\$70	Motor
Refrigerated Door Gaskets	\$2-\$3	Linear Ft.
Reach-In Refrigerators	\$100-\$300	Unit
Reach-In Freezers	\$125-\$600	Unit
Commercial Refrigerated Beverage Vending Machines	\$50-\$75	Machine
Reach-in Door Closers*	\$55-\$70	Door

Commercial Kitchen	Incentive	Unit
Refrigeration Display Case Doors on Open Display Case*	\$25–\$50, up to \$750 per case	Linear Feet of Width
Night Covers for Refrigerated Cases*	\$8, up to \$550 per case	Linear Feet of Width
Anti-Fog Film*	\$10	Sq. Ft.
Networkable Evaporator Fan Controls	\$70–\$100	Motor
Ice Machines	\$100–\$350	Unit
Fat Fryers	\$275	Unit
Steam Cookers	\$175	Pan
Hot Food Holding Cabinets	\$250–\$400	Unit
Griddles	\$300	Unit
Convection Ovens	\$475	Unit
Combination Ovens	\$1,250	Unit
Low-Flow Pre-Rinse Valves for Automatic Dishwashers	\$100	Unit
Commercial Dishwashers—High Temperature	\$300–\$1,200	Unit
Commercial Dishwashers—Low Temperature	\$70–\$600	Unit
Water Coolers	\$70	Unit
Full Building Tune-up <sup>1</sup>	Incentive	Unit
Building Tune-up Plan	\$0.05	Sq. Ft.
Building Tune-up Investigation Report	\$0.10	Sq. Ft.
Building Tune-up Implementation Report	\$0.10	Sq. Ft.
Small Building Tune-up	Incentive	Unit
Buildings <75,000 Sq. Ft.	75%, capped at \$25,000	Qualifying Cost
HVAC Tune-up*	Incentive	Unit
Enhanced Tune-up	\$175	Single Compressor Units
	\$250	Multi-Compressor Units
Monitoring-Based Commissioning*	Incentive	Unit
Phase 1—Installation	25%, up to \$8,000	3-Year Contract Cost
With an ASHRAE Level 2 Audit	Additional \$0.04	Sq. Ft. of Conditioned Space
Phase 2—Monitoring	N/A	N/A
Phase 3—Implementation	\$0.20	Annual kWh Saved

\*Existing buildings only.

<sup>1</sup>Existing buildings only. Not to exceed 75% of the Building Tune-up plan costs.

\*Available while supplies last.

<sup>9</sup>Discounts are only available at select distributor locations. Visit [delmarva.com/BID](http://delmarva.com/BID) for more information. Qualifying equipment is subject to specifications, terms, and conditions as outlined in the program application. When an incentive range is provided, specific equipment will determine the exact incentive level. All projects require pre-approval to receive program incentives. Existing equipment being replaced may not be removed or altered, and proposed equipment may not be purchased and/or installed prior to the issuance of a program pre-approval letter.

Incentive rates are subject to change without notice. Visit [delmarva.com/Business](http://delmarva.com/Business) for a current list of available incentives.

Operations and Maintenance Training*	Incentive	Unit
First Pre-Qualified Course	100%, up to \$1,000	Course
Subsequent Pre-Qualified Courses	80% up to \$1,000	Course
Custom	Incentive	Unit
Custom Measures	Up to \$0.28 (first year only), or 50%/75%	kWh Saved Installed*/ Incremental Cost
Custom Accuracy Bonus	\$0.03	kWh Saved
Community Kits <sup>2</sup>	Incentive	Unit
Smart Strip	No Additional Cost	Unit
ENERGY STAR Desk Lamp	No Additional Cost	Lamp
New Construction—Design-Based Lighting	Incentive	Unit
Tier 1	\$0.40	Watt
Tier 2	\$0.80	Watt
New Construction—Comprehensive Design Support	Incentive	Unit
Phase 1—Brainstorming	Up to \$1,000	Based on Sq. Ft.
Phase 2—Simulation Analysis	\$0.03–\$0.10	Sq. Ft.
Phase 3—Final Design	Up to \$8,000	Based on Sq. Ft. and Measures
Phase 4—Enhanced Commissioning	Up to \$8,000	Based on Sq. Ft. and Costs
Business Instant Discounts <sup>3</sup> —Lighting	Incentive	Unit
CFLEDs	\$8.50	Lamp
Linear LED Lamps (TLEDs)	\$5.50	Lamp
LED Recessed Trim Kits	\$15	Kit
LED High-Intensity Discharge Replacement Lamps (HLEDs)	\$60–\$80	Lamp
DLC-Listed LED Fixtures	\$20–\$200	Fixture
Business Instant Discounts <sup>3</sup> —HVAC	Incentive	Unit
Air Conditioners Only	\$225	Ton
Air Source Heat Pumps	\$225	Ton
Packaged Terminal Air Conditioners	\$50–\$100	Unit
Packaged Terminal Heat Pumps	\$50–\$100	Unit
Ductless Mini-Split Air Conditioners/ Heat Pumps	\$100	Ton

## Ready to discuss a project?

To learn more, visit [delmarva.com/Business](http://delmarva.com/Business) or call **866-353-5799**.

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