

The Delmarva Power Energy Savings for Business program offers incentives to install energy efficient lighting.

To take advantage of these incentives, you must meet the following eligibility requirements:

1. Be a Delmarva customer and business in the Maryland territory.
2. Doing site preparation for and construction of entirely new structures and/or extensions to existing buildings, or
3. Doing extensive alterations of an existing building encompassing projects where lighting and HVAC systems are being completely replaced.

All projects require pre-approval.

You can also contact your design engineer or equipment vendor to discuss energy efficient equipment options. If you do not have a contractor or vendor in mind, please visit our website for a list of Service Providers.

All projects MUST receive pre-approval before purchasing equipment or beginning work. Please review the program process and eligibility requirements on the [program website](#) as well as the [Terms and Conditions](#). Please contact the program office with any questions.

How to Apply:

1. The customer reviews all [Terms and Conditions](#), including Section 1 (Program Offer).
2. The customer completes and submits the application via the online [Application Center](#). Pre-approval is required before proceeding. The following supporting information must also be included with the application (see Requirements section below for more detail):
 - Completed and signed [Terms and Conditions](#) (T&Cs)
 - Completed New Construction Design-Based Lighting Worksheet
 - Manufacturer specification sheets for lamps, ballasts, drivers, and lighting controls
 - Lighting floor plans and fixture schedule, in PDF format
3. The Program reviews submitted documentation, revises and/or requests additional documentation as necessary. A site inspection may be required as part of the pre-approval process.
4. The Program emails the project pre-approval to the customer and service provider. Equipment is then purchased and installed.
5. A copy of the invoice, indicating total project cost, incentive amount, balance of cost to be paid by customer, and acknowledgement of project completion must be uploaded to the online Application Center upon project completion by the pre-approval deadline. The invoice should match the application. For New Construction and Major Renovation projects, an AIA Document G702 may be provided in lieu of an invoice.
6. If the scope of work has changed, notify the Program as soon as possible. If your project increases the incentive amount by more than \$2,500 or 10% of the reserved amount – whichever is greater – a separate application must be submitted for the variance prior to installation and will need to go through the application pre-approval process.
7. The Program may require a post-installation inspection to verify compliance with program rules, accuracy of project documentation, and equipment operation.
8. The Program distributes the incentive check to the payee following final approval processing.

ELIGIBILITY REQUIREMENTS

Incentives are provided for reducing the Lighting Power Density (LPD) below the power allowance provided under the IECC 2018 or ASHRAE/IESNA 90.1-2016 guideline contained within this Technical Sheet. Customer's wattage reduction must be at least 10% below the ASHRAE wattage baseline allowance, on an interior space-by-space method. Incentives will be calculated for each space, on a Tier 1 and Tier 2 basis, for the wattage reduction between 90% and 70% of the projected ASHRAE power allowance for that space. All lighting fixtures within the space, including dimmable and step-down ballasted fixtures, must be accounted for on a full lighting basis.

All projects must:

- Be either new construction or major renovation. A major renovation project must include at least one of the following criteria:
 - Change of an ASHRAE defined task use in area or building
 - Renovations adding or removing interior walls or rooms and involving a new ceiling design
- Provide maintained lighting levels in accordance with the recommendations of the Illuminating Engineering Society of North America (IESNA)
- Provide high quality lighting that achieves appropriate levels of glare control, color rendering, lighting uniformity, and other lighting quality parameters to ensure quality lighting design.
- Be based on final, occupied designs. Temporary lighting designs utilized before building occupants are present do not represent final designs and therefore are not eligible for incentives.

All project submittals must include the following supporting documentation:

- Reflected ceiling or electrical lighting plan identifying fixtures, areas, and associated square footage
- Fixture Schedule (Type A, B, C, etc.) indicating fixture manufacturer, luminaire description, and input wattage
- Labeled (Type A, B, C, etc.) submittal for each luminaire, to include:
 - Manufacturer new fixture specification sheet and/or cut sheets with extended model number/ordering code
 - Supporting documentation from manufacturer or industry representing fixture input wattage, based on full lighting load

Incentives may be provided for reducing the Lighting Power Density (LPD) in watts per square foot from the baseline lighting design that complies with the [Interior Power Lighting Allowance](#) obtained from IECC 2018 or ASHRAE/IESNA 90.1-2016. Wattage reduction for either the space-by-space or building-area method must be at least 10% more efficient than code requirements to qualify for incentives. **The space-by-space method or building-area method can be applied to an entire building that is new construction or major renovation. The space-by-space method must be applied to a partial building renovation that does not include all the space types usually found within the building type.**

Design-based Lighting Incentives

| | Tier Incentive Criteria | Incentive per Watt Reduced | This application may be used for new construction or major building renovation projects only. |
|--------|--|----------------------------|---|
| Tier 1 | 90% to 80% of program IECC baseline wattage | \$0.40 per watt | |
| Tier 2 | <80% to 50% of program IECC baseline wattage | \$0.80 per watt | |

Delmarva Power Energy Savings for Business Program
 Contact: 1-866-353-5799 | delmarvabusiness@icf.com

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.

