

A New Cost-Effective Way to Meet Your Project's Energy Goals

CUSTOM PROGRAM



If your project's energy measures are outside of our Prescriptive Program, **Delmarva Power** customers, like you, can still get the technical support and incentives needed to achieve your efficiency goals.

Custom Projects

Incentives can cover up to 50% of total project costs. Custom projects span two categories:

Equipment replacement (new construction or major renovation)

- Incentives cover 75% of the incremental incentive and cap at \$0.28/kWh of energy savings.

Existing systems retrofit

- Incentives cover 50% of project costs and cap at \$.028/kWh of energy savings.

Eligibility

Delmarva Power service territory customer requirements include:

- Electric demand greater than 100 kW
- Building/Facility occupancy cannot be temporary or vacant
- Delmarva Power's pre-approval of all projects

Common Incentivized Measures

- Multi-chiller replacement and retrofit
- Building automation and control systems
- Transformer replacement
- Industrial equipment upgrades
- Cooling plant optimization
- Advanced refrigeration

Custom Incentive Calculator

Estimating Custom Program incentives can be a complex task, since each project is unique—but the custom calculator can help. To use, log into the Application Portal and enter the project's basic information, such as estimated kWh savings, equipment type, and cost. The calculator then will provide a list of potential incentives to consider.

Delmarva Power's Custom Program Delivers Savings for Local Businesses

A **university** in Salisbury, Maryland, installed HVAC controls on multiple lab hood exhaust systems across the campus. The controls adjusted airflow to occupied areas, saving energy by reducing HVAC run time without conditioned air getting constantly removed from the building.

Estimated annual savings*

1,589,000

kWh per year

\$218,328

per year

Estimated payback (ROI)*

1.9 years

Project costs

\$736,560

total project cost

- \$368,280

incentive

\$368,280

net project cost

A **commercial** manufacturer in Queen Anne's County, Maryland, installed new LED lighting on its industrial facility. These upgrades yielded a 48% reduction in energy use over the baseline fixtures.

Estimated annual savings*

1,488,000

kWh per year

\$204,451

per year

Estimated payback (ROI)*

1.5 years

Project costs

\$595,680

total project cost

- \$164,769

incentive

\$430,911

net project cost

The Custom Project Process



It takes just seven simple steps. First, contact us to set up a call with a Service Provider, Account Executive, or engineering team. We will conduct a call to discuss the scope, budget, and schedule. Next, submit an application and Technical Analysis Study (TASR) for approval. Once pre-approval is received, installation can begin. After completion, the Service Provider will conduct a post-analysis review of the project and, once finalized, you will receive the incentive payment.

Get started now

Visit delmarva.com/Business or call us at **866-353-5799** for more information.

*Calculated against baseline code minimum equipment.

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.