

CUSTOM PROGRAM OVERVIEW

Delmarva Power Energy Savings for Business Program

Delmarva Power's Custom Program is designed to help customers and Service Providers achieve greater energy savings while meeting their energy efficiency goals through a variety of complex and comprehensive custom measures. Custom measures are those that are not included as part of our Prescriptive Program and are site specific. All measures must illustrate verifiable savings before incentives can be achieved.

Two Ways To Participate

Custom incentives are broadly classified into two categories:

- **Equipment Replacement and New Construction/Major Renovation:** Incentive is set as 75% of the incremental cost, capped at \$0.28/kWh saved. The incremental cost is defined as the difference in cost between the proposed equipment and a code minimum (ASHRAE 90.1-2016) baseline.
- **Retrofit of Existing Systems:** Incentive is set as 50% of project costs, capped at \$0.28/kWh saved.

Commonly Incentivized Measures

Examples of measures installed through the Custom Program include:

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

Eligibility

Delmarva Power customers in Maryland who:

- Have an electric demand greater than 60 kW
- Occupy building/facility that is not temporary or vacant
- Receive pre-approval from Delmarva Power for all projects

Custom Incentive Calculator

Estimating Custom Program incentives can be a complex task because each project is unique. Our Custom Calculator provides a range of potential incentives to review for any project. Simply log in to our Application Portal and enter basic information, such as the estimated kWh savings and equipment type and cost, and the tool will list a range of potential incentives.

Delmarva Power's Custom Program Delivers Savings for Local Businesses

A **university** in Salisbury, Maryland, installed HVAC controls for multiple lab hood exhaust systems across its campus. These controls adjusted airflow to occupied areas of campus and saved energy by reducing HVAC run time due to the conditioned air not being constantly removed from the building.

Project Costs

\$736,560 total project cost
- \$368,280 incentive

\$368,280 net project cost

Estimated Annual Energy Savings*

1,589 MWh per year
\$218,328 per year

Estimated Payback (ROI)*

1.9 years

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

Project Costs

\$595,680 total project cost
- \$164,769 incentive

\$430,911 net project cost

Estimated Annual Energy Savings*

1,488 MWh per year
\$204,451 per year

Estimated Payback (ROI)*

1.5 years

*Calculated against baseline code minimum equipment.

The Custom Project Process From Start to Finish

Contact your Account Executive or Service Provider. Call **1-866-353-5799** or visit **delmarva.com/ServiceProvider**, respectively.

Submit your application and TASR. Send in your Technical Analysis Study Report (TASR), or similar scoping document, for initial review.

Install equipment. After installation, you must communicate any major scope changes, which could affect possible savings and/or incentives received.

Incentives paid. Your incentive check is issued.



Scoping call. Your Service Provider, engineering team, and Account Executive will discuss scope, budget, schedule, baseline, and estimated savings.

Receive pre-approval. Engineers will review all data and finalize their technical review.

Trend data and post-technical review. Post-install trend data is established; once collected, data is reviewed and project finalized.

Getting Started

Contact an Account Executive at **1-866-353-5799**. Learn more about the Custom Program and incentives by visiting **delmarva.com/BusinessSavings**.