

The Pepco Energy Savings for Business program offers incentives to install energy efficient HVAC equipment. To take advantage of these incentives, you must meet the following eligibility requirements:

1. Be a Pepco customer and business in the Maryland territory.
2. Have an electrical demand less than or equal to 100 kW over the last 12 months with annual kWh of less than 875,000.¹
3. Have an existing facility, as new construction is not eligible for this program.
4. Not be a temporary account, a cellular phone or microwave transmission tower account, or a vacant facility. These may be eligible for New Construction or other programs.

If a single customer has multiple accounts in the same facility and one account has less than or equal to 100 kW demand over the previous 12 months, the equipment serviced through that account is eligible for Small Business program incentives; equipment serviced by accounts with demand greater than 100 kW are not eligible for Small Business program incentives.

All projects require pre-approval.

You can also contact your installation contractor 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.

Additional Terms and Conditions apply. Contact our team for more information.

¹Accounts with annual kWh usage ≥ 400,000 but < 875,000 kWh will require further review from the Program, even if the accounts meet the kW program requirements.

In addition, incentives greater than \$30,000 or kWh savings greater than 45,000 for one or a combination of projects, completed within the last three years, will receive additional review and will require explanation from customer and/or Service Provider.

| Unitary HVAC Equipment – Application Center Equipment Guide | |
|---|--|
| Product Type | Category |
| Air Conditioners | Air Conditioning Only |
| | Residential AC Installed in Commercial Setting (Window Unit) |
| | Water-Cooled Air Conditioning |
| | Ductless Mini Split Air Conditioner |
| Geothermal Heat Pumps | Ground Source Heat Pump |
| | Ground Water Source Heat Pump |
| Heat Pumps | Air Source Heat Pumps |
| | Air-Cooled Variable Refrigerant Flow Heat Pumps |
| | Ductless Mini Split Heat Pumps |
| | Water Source Heat Pump |
| Packaged Terminal Equipment | Packaged Terminal Air Conditioner |
| | Packaged Terminal Heat Pump |
| Please Note: | |
| 1. The incentive will be based upon actual tons calculated by dividing the rated Btu/hour shown on the specifications by 12,000. | |
| 2. Measures in the following (**) categories are eligible for an additional \$200/unit incentive when a Dual Enthalpy (DE) Economizer is installed on a new HVAC unit meeting the minimum requirements: Air Conditioning, Air Source Heat Pumps, and Water-Cooled Air Conditioners. | |

| Unitary HVAC Measures and Incentives | | | | | | | |
|--|-----------------------|-----------------|----------------------|-----|-----------------------|-----------|-------------------------------------|
| Unit | Cooling Capacity | | Minimum Requirements | | | Incentive | Dual Enthalpy Economizer (Per Unit) |
| | Btu/h | Tons | SEER2/IEER | EER | SPF2/COP _H | | |
| Residential Air Conditioners Installed in Commercial Setting (Window Unit) | | | | | | | |
| Single Package | N/A | N/A | ENERGY STAR | | | \$25/unit | N/A |
| Air Conditioning Only** (Units with Electric Heat or No Heat) | | | | | | | |
| Split System or Single Package | <65,000, 3 phase | <5.4 | 15.2 | N/A | N/A | \$460/ton | \$200 |
| Split System or Single Package | ≥65,000 and <135,000 | ≥5.4 and <11.25 | 15.5 | N/A | N/A | \$460/ton | \$200 |
| Split System or Single Package | ≥135,000 and <240,000 | ≥11.25 and <20 | 15.0 | N/A | N/A | \$460/ton | \$200 |
| Split System or Single Package | ≥240,000 and <360,000 | ≥20 and <30 | 13.8 | N/A | N/A | \$460/ton | \$200 |
| Air Conditioning Units Only** (Units with Gas Heat) | | | | | | | |
| Split System or Single Package | <65,000, 3 phase | <5.4 | 15.2 | N/A | N/A | \$460/ton | \$200 |
| Split System or Single Package | ≥65,000 and <135,000 | ≥5.4 and <11.25 | 15.3 | N/A | N/A | \$460/ton | \$200 |
| Split System or Single Package | ≥135,000 and <240,000 | ≥11.25 and <20 | 14.8 | N/A | N/A | \$460/ton | \$200 |
| Split System or Single Package | ≥240,000 and <360,000 | ≥20 and <30 | 13.6 | N/A | N/A | \$460/ton | \$200 |
| Air Source Heat Pumps** (Units with Electric Heat or No Heat) | | | | | | | |
| Split System | <65,000, 3 phase | <5.4 | 15.2 | N/A | 7.7 | \$460/ton | \$200 |
| Single Package | <65,000, 3 phase | <5.4 | 15.2 | N/A | 7.0 | \$460/ton | \$200 |
| Split System or Single Package | ≥65,000 and <135,000 | ≥5.4 and <11.25 | 14.8 | N/A | 3.5 | \$460/ton | \$200 |
| Split System or Single Package | ≥135,000 and <240,000 | ≥11.25 and <20 | 14.1 | N/A | 3.4 | \$460/ton | \$200 |
| Split System or Single Package | ≥240,000 | ≥20 | 13.0 | N/A | 3.3 | \$460/ton | \$200 |
| Air Source Heat Pumps** (Units with Gas Heat) | | | | | | | |
| Split System | <65,000 | <5.4 | 15.2 | N/A | 7.7 | \$460/ton | \$200 |
| Single Package | <65,000 | <5.4 | 15.2 | N/A | 7.0 | \$460/ton | \$200 |
| Split System or Single Package | ≥65,000 and <135,000 | ≥5.4 and <11.25 | 14.6 | N/A | 3.5 | \$460/ton | \$200 |
| Split System or Single Package | ≥135,000 and <240,000 | ≥11.25 and <20 | 13.9 | N/A | 3.4 | \$460/ton | \$200 |
| Split System or Single Package | ≥240,000 | ≥20 | 12.8 | N/A | 3.3 | \$460/ton | \$200 |

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 pepco.com/Business.

| Unit | Cooling Capacity | | Minimum Requirements | | | Incentive | Dual Enthalpy Economizer (Per Unit) |
|---|-----------------------|--------------------------------|----------------------|-----------|-----------------------|------------|-------------------------------------|
| | Btu/h | Tons | SEER2/IEER | EER2 | SPF2/COP _H | | |
| Water-Cooled Air Conditioners** (Units with Electric Heat or No Heat) | | | | | | | |
| Split System or Single Package | <65,000 | <5.4 | 13.3 | 12.1 | N/A | \$460/ton | \$200 |
| Split System or Single Package | ≥65,000 and <135,000 | ≥5.4 and <11.25 | 14.8 | 12.1 | N/A | \$460/ton | \$200 |
| Split System or Single Package | ≥135,000 and <240,000 | ≥11.25 and <20 | 14.8 | 12.5 | N/A | \$345/ton | \$200 |
| Split System or Single Package | ≥240,000 and <360,000 | ≥20 and <30 | 14.0 | 12.4 | N/A | \$345/ton | \$200 |
| Water-Cooled Air Conditioners** (Units with Gas Heat) | | | | | | | |
| Split System or Single Package | <65,000 | <5.4 | 13.1 | 11.9 | N/A | \$460/ton | \$200 |
| Split System or Single Package | ≥65,000 and <135,000 | ≥5.4 and <11.25 | 14.6 | 11.9 | N/A | \$460/ton | \$200 |
| Split System or Single Package | ≥135,000 and <240,000 | ≥11.25 and <20 | 14.6 | 12.3 | N/A | \$345/ton | \$200 |
| Split System or Single Package | ≥240,000 and <360,000 | ≥20 and <30 | 13.8 | 12.2 | N/A | \$345/ton | \$200 |
| Packaged Terminal Air Conditioners*** | | | | | | | |
| Single Package | <7,000 | <0.58 | N/A | 12.9 | N/A | \$140/unit | N/A |
| Single Package | ≥7,000 and ≤15,000 | ≥0.58 and ≤1.25 | N/A | 12.4 | N/A | \$185/unit | N/A |
| Single Package | >15,000 | >1.25 | N/A | 10.5 | N/A | \$230/unit | N/A |
| *Note that the incentive will be based upon actual tons calculated by dividing the rated Btu/hour shown on the specifications by 12,000. | | | | | | | |
| **Measures in the following categories are eligible for an additional \$200/unit incentive when a Dual Enthalpy (DE) Economizer is installed on a new HVAC unit meeting the minimum requirements: Air Conditioning, Air Source Heat Pumps, and Water-Cooled Air Conditioners. | | | | | | | |
| ***For replacement of standard size systems | | | | | | | |
| Packaged Terminal Heat Pumps | | | | | | | |
| Single Package | <7,000 | <0.58 | N/A | 12.9 | 3.6 | \$140/unit | N/A |
| Single Package | ≥7,000 and ≤15,000 | ≥0.58 and ≤1.25 | N/A | 12.4 | 3.5 | \$185/unit | N/A |
| Single Package | >15,000 | >1.25 | N/A | 10.5 | 3.1 | \$230/unit | N/A |
| Ductless, Mini-Split Air Conditioners and Heat Pumps | | | | | | | |
| AC Split System | <65,000 | <5.4 | 15.2 | N/A | N/A | \$460/ton | N/A |
| HP Split System | <65,000 | <5.4 | 15.2 | N/A | 7.4 | \$460/ton | N/A |
| Geothermal Measures and Incentives | | | | | | | |
| Qualifying equipment must meet or exceed the minimum EER/COP outlined in the table below. | | | | | | | |
| Unit | Capacity (Btu/h) | Program Minimum and Incentives | | | | | |
| | | Tier I | | | Tier II | | |
| | | EER | COP | Incentive | EER | COP | Incentive |
| Water Source Heat Pumps | | | | | | | |
| Water to Air | <17,000 | 13.2 | 4.7 | \$230/ton | N/A | N/A | N/A |
| Water to Air | ≥17,000 and <135,000 | 14 | 4.7 | \$230/ton | N/A | N/A | N/A |
| Water to Water | ≥17,000 and <135,000 | 11.6 | 4 | \$230/ton | N/A | N/A | N/A |

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Ground Source Heat Pumps

| | | | | | | | |
|----------------|----------|------|-----|-----------|------|-----|-----------|
| Brine to Air | <135,000 | 15.5 | 3.4 | \$690/ton | 16.2 | 3.5 | \$690/ton |
| Brine to Water | <135,000 | 13.3 | 2.6 | \$690/ton | 13.9 | 2.8 | \$690/ton |

Ground Water Source Heat Pumps

| | | | | | | | |
|----------------|----------|------|-----|-----------|------|-----|-----------|
| Water to Air | <135,000 | 19.8 | 3.9 | \$690/ton | 20.7 | 4.1 | \$690/ton |
| Water to Water | <135,000 | 17.9 | 3.3 | \$690/ton | 18.7 | 3.4 | \$690/ton |

VFD Instructions

- If submitting an application for a Standard measure, enter data requested on the online VFD or EC motor application. Annual savings will be automatically calculated.
If submitting an application for any Custom measure, enter data requested on the online Custom application. For these measures, the user is required to calculate annual savings and enter those data into the online application. All calculations and methodology supporting the annual kWh and kW savings must be provided.

VFD Application Center Equipment Guide

| Product Type | Category | Equipment Attribute |
|---------------------------|----------|-------------------------------------|
| Variable Frequency Drives | VFD Fan | HVAC Supply Fans |
| | | HVAC Return Fans |
| | | Cooling Tower Fans |
| | | HVAC Make Up Air Fans |
| | | HVAC Exhaust Fans |
| Variable Frequency Drives | VFD Pump | Chilled Water Supply/Return Pumps |
| | | Condenser Water Supply/Return Pumps |
| | | Hot Water Supply/Return Pumps |
| | | Hot Water Circulation Pumps |
| | | Heat Water Pumps |
| | | DHW Recirculation Pumps |

VFD Measures and Incentives*

Incentives are awarded based upon the VFD or EC motor horsepower (HP) rating and type of equipment controlled. If the equipment controlled is identified as Standard, then the incentive is calculated based upon HP (see incentive table immediately following). If the equipment controlled is identified as Custom, then the incentive must be applied for through the Custom program. The custom incentive is calculated at a rate of \$0.28/kWh for one year of projected kWh savings, up to 50% of installed cost. Custom projects must pass the Societal Cost test.

*To qualify for an incentive, the motor(s) being controlled must operate a minimum of 2,000 hours per year. VFD measures are only eligible in retrofit applications. Replacement of failed VFDs and EC motors, or installation in new construction or major renovation projects are not eligible.

VFD Incentives for both Standard and Custom Measures

| VFD Horsepower Rating | Per Unit Incentive ¹ | VFD Horsepower Rating | Per Unit Incentive ¹ |
|-----------------------|---------------------------------|-----------------------|---------------------------------|
| 2 | \$1,150 | 15 | \$3,100 |
| 3 | \$1,380 | 20 | \$3,450 |
| 4 | \$1,610 | 25 | \$2,500 |
| 5 | \$1,840 | 30 | \$3,680 |
| 7.5 | \$2,070 | 40 | \$4,600 |
| 10 | \$2,530 | 50 | \$5,750 |

Hotel Room HVAC and Receptacle Controls Incentives

Smart Thermostats: Only for central AC, HP, furnace or RTUs with cooling capacities up to 300 kBtuh. Must be installed in normally conditioned spaces - not partially conditioned or with frequently opened doors. Eligible only for thermostats that certified ENERGY STAR® or have all the following capabilities:

1. Automatic scheduling
2. Occupancy sensing ("on" as default)
3. Must be capable of optimizing heat pump energy use, minimize supplemental heat
4. Must be able to control via smart phone or online
5. Must be able to view temp, adjust temp, and switch between "heating," "cooling" and "off," settings
6. Static temp accuracy of < +/- 2 deg F
7. Network standby average power consumption of < 3W, including all equipment needed to maintain connectivity

Hotel Room HVAC and Receptacle Controls: Facility must be a lodging business. Incentives are for occupancy-based guest room energy management controls. Occupancy control may be room-key activated or sensed due to motion and/or sound and must control the HVAC system serving the room. Front desk control systems and new construction are not eligible.

| Equipment Type | Per Unit Incentive | Application Center Equipment Guide | |
|--------------------------|--------------------|------------------------------------|----------|
| | | Product Type | Category |
| Smart Thermostats | \$160/thermostat | HVAC | Controls |
| Hotel Room HVAC Controls | \$200/room | HVAC | Controls |
| Receptacle Controls | \$30/room | HVAC | Controls |

Pepco Energy Savings for Business Program

Contact: 1-866-353-5799 | pepcobusiness@icf.com

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