

The Pepco Energy Savings for Business Program offers incentives to install energy efficient measures not included in other Pepco equipment-specific applications.

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

1. Be a Pepco customer and business in the Maryland territory with an electrical demand greater than 100kW or not applying through the Small Business Program.
2. Existing buildings and new construction are eligible for custom.
3. Not be a temporary account or a vacant facility. These may be eligible for new construction/major renovation incentives.

All projects require pre-approval.

You can also contact your installation contractor or equipment vendor to discuss energy efficiency 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 application is completed and submitted via the online [Application Center](#). Pre-approval is required before proceeding. The following supporting information must be included with the application:
 - Completed and signed [Terms and Conditions \(T&Cs\)](#)
 - Specification sheets for all proposed measures
 - Technical Analysis Study Report (TASR) or equivalent report, supporting calculation spreadsheets (unprotected), or other back-up documentation.
2. A technical analysis describing the facility, the existing equipment, proposed upgrades, estimated cost, and savings calculations must be provided. The preferred format is the Technical Analysis Study Report (TASR) available on the website. However, any equivalent format is acceptable. Savings calculations must be provided on an unprotected Excel workbook showing the formulas. If building simulation software is utilized, you must provide detailed input and output data.
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.
 - A copy of the signed pre-approval letter and detailed project 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 information.
5. If the scope of work has changed, then the Program must be notified 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.
6. The Program may require a post-installation inspection to verify compliance with program rules, accuracy of project documentation, and equipment operation.

The Program distributes the incentive check to the payee following final approval processing.

Eligible Measures

All measures combined must save a minimum of 25,000 kWh/year of electric energy or a dual efficiency measure that reduces the use of fossil fuel (natural gas, propane, or oil). Ineligible measures are:

1. Those included in another Prescriptive program offering,
2. Demand reduction measures unless they clearly and verifiably provide energy savings, as well,
3. Operations and maintenance measures/procedures, and
4. Measures implemented for code requirement purposes.

Eligible measures must provide energy savings beyond criteria established by State and local codes, as applicable. The current state energy code is IECC 2021, which references ASHRAE 90.1.2019

Incentives

1. Custom projects savings are individually calculated for each energy-efficiency measure (EEM) and then added to obtain the total savings for the project. Projected savings should contain adjustments for interactions among measures that would increase or decrease net savings.
2. The incentive is calculated at \$0.29/kWh for the first year of projected kWh savings. Retrofit projects - where existing equipment is altered to be more efficient - will be capped at 50% of total project cost (labor and materials). New Construction and Major Renovation projects will be capped at 60% of total project cost for dual efficiency projects (kWh), including new equipment installation, for which incentives will be capped at 75% of incremental cost from baseline to installed equipment. Custom projects will be capped at 85% of total project cost for dual efficiency projects (kWh) and must pass the utility total resource cost (TRC) test.
 - Dual efficiency for electric and non-electric measures are calculated at \$0.29 per/kWh and \$1.70 per therm of natural gas, propane, or oil.
 - Projects will be capped at 60% of retrofit cost, labor & materials.
 - Projects will be capped at 85% of new equipment replacement and end-of life replacement costs.
3. Refer to the [Terms and Conditions](#) for additional information.

Pepco Energy Savings for Business Program

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