

The Pepco Energy Savings for Business Program offers incentives to install energy efficient HVAC, chiller, and variable frequency drive (VFD) equipment.

Click or scroll to view the following sections below:

- [Unitary HVAC Equipment](#)
- [Geothermal Equipment](#)
- [Hotel Room HVAC and Receptacle Controls and Smart Thermostats](#)
- [Chillers](#)
  - [Constant Speed Chillers](#)
  - [VFD Chillers](#)
- [Variable Frequency Drives and ECMs](#)

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 active commercial account.
3. Be replacing existing equipment (HVAC or chiller) OR applying for new construction / major renovation incentives

Existing buildings, new construction, and major renovation projects are all eligible for Prescriptive incentives. New construction refers to site preparation for and construction of entirely new structures and/or extensions to existing buildings. Major renovation refers to extensive alteration of an existing building encompassing projects where lighting and HVAC systems are being completely replaced.

Multifamily properties are eligible to apply for these incentives as follows. If tenant units are individually metered, incentives apply only to common areas. Master-metered buildings are offered incentives for tenant units as well as common areas.

**All projects require pre-approval.** Unitary HVAC projects with an incentive of \$15,000 or less can receive instant pre-approval. New construction projects are not eligible for instant pre-approval. All applications for pre-approval must be submitted via the [Application Center](#).

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. **New construction and/or major renovation projects are not subject to program Service Provider requirements.**

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 customer-signed [Terms and Conditions](#). Please [contact](#) the program office with any questions.

**How to Apply:**

1. Submit the application via the online [Application Center](#). The Application Center Equipment Guide below illustrates how to enter equipment into the online application. **Pre-approval is required before purchasing or installing equipment.** The following supporting information must be included with the application:
  - ✓ Completed [Terms and Conditions \(T&Cs\)](#) form, signed by the customer
    - Manufacturer specification sheets providing SEER/SEER2, EER/EER2, IEER, IPLV, and HSPF2/COP (as applicable) at AHRI conditions
  - ✓ AHRI certificate or screenshot of current listing on AHRI website (note: not all equipment is listed on AHRI website)
2. 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.
3. The Program emails the project pre-approval to the customer and Service Provider.
4. 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.
5. Once installation of all proposed equipment is complete and the Pepco customer is satisfied with the equipment and installation, the Pepco customer must sign the program pre-approval letter. The customer-signed pre-approval letter must be uploaded to the online Application Center along with a copy of the invoice. The invoice should include equipment model numbers and quantities. The invoice should match the application information.
6. The Program may require a post-installation inspection to verify compliance with program rules, accuracy of project documentation, and equipment operation.
7. The Program distributes the incentive check to the payee following final approval processing.

| 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           | EER2 | HSPF2/COP <sub>H</sub> |           |                                     |
| <b>Residential Air Conditioners Installed in Commercial Setting (Window Unit)</b> |                       |                 |                      |      |                        |           |                                     |
| Single Package  | N/A                   | N/A             | ENERGY STAR          |      |                        | \$25/unit | N/A                                 |
| <b>Air Conditioning Only** (Units with Electric Heat or No Heat)</b>              |                       |                 |                      |      |                        |           |                                     |
| Split System or Single Package  | <65,000, 3 phase      | <5.4            | 15.2                 | N/A  | N/A                    | \$300/ton | \$200                               |
| Split System or Single Package  | ≥65,000 and <135,000  | ≥5.4 and <11.25 | 15.5                 | N/A  | N/A                    | \$300/ton | \$200                               |
| Split System or Single Package  | ≥135,000 and <240,000 | ≥11.25 and <20  | 15.0                 | N/A  | N/A                    | \$300/ton | \$200                               |

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|  |                       |                 |      |     |     |           |       |
|--|-----------------------|-----------------|------|-----|-----|-----------|-------|
| Split System or Single Package                             | ≥240,000 and <760,000 | ≥20 and <63.3   | 13.8 | N/A | N/A | \$300/ton | \$200 |
| Split System or Single Package                             | ≥760,000              | ≥63.3           | 12.8 | N/A | N/A | \$300/ton | \$200 |
| <b>Air Conditioning Units Only** (Units with Gas Heat)</b> |                       |                 |      |     |     |           |       |
| Split System or Single Package                             | <65,000, 3 phase      | <5.4            | 15.2 | N/A | N/A | \$300/ton | \$200 |
| Split System or Single Package                             | ≥65,000 and <135,000  | ≥5.4 and <11.25 | 15.3 | N/A | N/A | \$300/ton | \$200 |
| Split System or Single Package                             | ≥135,000 and <240,000 | ≥11.25 and <20  | 14.8 | N/A | N/A | \$300/ton | \$200 |
| Split System or Single Package                             | ≥240,000 and <760,000 | ≥20 and <63.3   | 13.6 | N/A | N/A | \$300/ton | \$200 |
| Split System or Single Package                             | ≥760,000              | ≥63.3           | 12.6 | N/A | N/A | \$300/ton | \$200 |

**Unitary HVAC Measures and Incentives (Continued)**

| Unit   | Cooling Capacity      |                 | Minimum Requirements |          |                        | Incentive | Dual Enthalpy Economizer (Per Unit) |
|--|-----------------------|-----------------|----------------------|----------|------------------------|-----------|-------------------------------------|
|  | Btu/h                 | Tons            | SEER2/IEER           | EER/EER2 | HSPF2/COP <sub>H</sub> |           |                                     |
| <b>Air Source Heat Pumps** (Units with Electric Heat or No Heat)</b>         |                       |                 |                      |          |                        |           |                                     |
| Split System   | <65,000, 3 phase      | <5.4            | 15.2                 | N/A      | 7.7                    | \$350/ton | \$200                               |
| Single Package   | <65,000, 3 phase      | <5.4            | 15.2                 | N/A      | 7.0                    | \$350/ton | \$200                               |
| Split System or Single Package   | ≥65,000 and <135,000  | ≥5.4 and <11.25 | 14.8                 | N/A      | 3.5                    | \$350/ton | \$200                               |
| Split System or Single Package   | ≥135,000 and <240,000 | ≥11.25 and <20  | 14.1                 | N/A      | 3.4                    | \$350/ton | \$200                               |
| Split System or Single Package   | ≥240,000              | ≥20             | 13.0                 | N/A      | 3.3                    | \$350/ton | \$200                               |
| <b>Air Source Heat Pumps** (Units with Gas Heat)</b>                         |                       |                 |                      |          |                        |           |                                     |
| Split System   | <65,000               | <5.4            | 15.2                 | N/A      | 7.7                    | \$350/ton | \$200                               |
| Single Package   | <65,000               | <5.4            | 15.2                 | N/A      | 7.0                    | \$350/ton | \$200                               |
| Split System or Single Package   | ≥65,000 and <135,000  | ≥5.4 and <11.25 | 14.6                 | N/A      | 3.5                    | \$350/ton | \$200                               |
| Split System or Single Package   | ≥135,000 and <240,000 | ≥11.25 and <20  | 13.9                 | N/A      | 3.4                    | \$350/ton | \$200                               |
| Split System or Single Package   | ≥240,000              | ≥20             | 12.8                 | N/A      | 3.3                    | \$350/ton | \$200                               |
| <b>Water-Cooled Air Conditioners** (Units with Electric Heat or No Heat)</b> |                       |                 |                      |          |                        |           |                                     |
| Split System or Single Package   | <65,000               | <5.4            | 13.3                 | 12.1     | N/A                    | \$350/ton | \$200                               |
| Split System or Single Package   | ≥65,000 and <135,000  | ≥5.4 and <11.25 | 14.8                 | 12.1     | N/A                    | \$350/ton | \$200                               |
| Split System or Single Package   | ≥135,000 and <240,000 | ≥11.25 and <20  | 14.8                 | 12.5     | N/A                    | \$350/ton | \$200                               |
| Split System or Single Package   | ≥240,000 and <760,000 | ≥20 and <63.3   | 14.0                 | 12.4     | N/A                    | \$350/ton | \$200                               |
| Split System or Single Package   | ≥760,000              | ≥63.3           | 14.0                 | 12.2     | N/A                    | \$350/ton | \$200                               |
| <b>Water-Cooled Air Conditioners** (Units with Gas Heat)</b>                 |                       |                 |                      |          |                        |           |                                     |
| Split System or Single Package   | <65,000               | <5.4            | 13.1                 | 11.9     | N/A                    | \$350/ton | \$200                               |

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|   |                       |                 |      |      |     |            |       |
|---|-----------------------|-----------------|------|------|-----|------------|-------|
| Split System or Single Package  | ≥65,000 and <135,000  | ≥5.4 and <11.25 | 14.6 | 11.9 | N/A | \$350/ton  | \$200 |
| Split System or Single Package  | ≥135,000 and <240,000 | ≥11.25 and <20  | 14.6 | 12.3 | N/A | \$350/ton  | \$200 |
| Split System or Single Package  | ≥240,000 and <760,000 | ≥20 and <63.3   | 13.8 | 12.2 | N/A | \$350/ton  | \$200 |
| Split System or Single Package  | ≥760,000              | ≥63.3           | 13.8 | 12.0 | N/A | \$350/ton  | \$200 |
| <b>Packaged Terminal Air Conditioners***</b>  |                       |                 |      |      |     |            |       |
| Single Package  | <7,000                | <0.58           | N/A  | 12.9 | N/A | \$75/unit  | N/A   |
| Single Package  | ≥7,000 and ≤15,000    | ≥0.58 and ≤1.25 | N/A  | 12.4 | N/A | \$100/unit | N/A   |
| Single Package  | >15,000               | >1.25           | N/A  | 10.5 | N/A | \$125/unit | N/A   |
| <p>*Note that the incentive will be based upon actual tons calculated by dividing the rated Btu/hour shown on the specifications by 12,000.</p> <p>**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.</p> <p>***For replacement of standard size systems</p> |                       |                 |      |      |     |            |       |

| Unitary HVAC Measures and Incentives (Continued)            |                    |                 |                      |      |                        |            |                                     |
|---|--------------------|-----------------|----------------------|------|------------------------|------------|-------------------------------------|
| Unit  | Cooling Capacity   |                 | Minimum Requirements |      |                        | Incentive  | Dual Enthalpy Economizer (Per Unit) |
|   | Btu/h              | Tons            | SEER/IEER            | EER  | HSPF2/COP <sub>h</sub> |            |                                     |
| <b>Packaged Terminal Heat Pumps</b>                         |                    |                 |                      |      |                        |            |                                     |
| Single Package  | <7,000             | <0.58           | N/A                  | 12.9 | 3.6                    | \$75/unit  | N/A                                 |
| Single Package  | ≥7,000 and ≤15,000 | ≥0.58 and ≤1.25 | N/A                  | 12.4 | 3.5                    | \$100/unit | N/A                                 |
| Single Package  | >15,000            | >1.25           | N/A                  | 10.5 | 3.1                    | \$125/unit | N/A                                 |
| <b>Ductless, Mini-Split Air Conditioners and Heat Pumps</b> |                    |                 |                      |      |                        |            |                                     |
| AC Split System   | <65,000            | <5.4            | 15.2                 | N/A  | N/A                    | \$225/ton  | N/A                                 |
| HP Split System   | <65,000            | <5.4            | 15.2                 | N/A  | 7.4                    | \$225/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 |
| <b>Water Source Heat Pumps</b>  |                      |                                |     |           |         |     |           |
| Water to Air  | <17,000              | 13.2                           | 4.7 | \$300/ton | N/A     | N/A | N/A       |
| Water to Air  | ≥17,000 and <135,000 | 14                             | 4.7 | \$300/ton | N/A     | N/A | N/A       |
| Water to Water  | ≥17,000 and <135,000 | 11.6                           | 4   | \$300/ton | N/A     | N/A | N/A       |
| <b>Ground Source Heat Pumps</b>   |                      |                                |     |           |         |     |           |
| Brine to Air  | <135,000             | 15.5                           | 3.4 | \$350/ton | 16.2    | 3.5 | \$300/ton |
| Brine to Water  | <135,000             | 13.3                           | 2.6 | \$350/ton | 13.9    | 2.8 | \$300/ton |
| <b>Ground Water Source Heat Pumps</b>   |                      |                                |     |           |         |     |           |
| Water to Air  | <135,000             | 19.8                           | 3.9 | \$350/ton | 20.7    | 4.1 | \$300/ton |
| Water to Water  | <135,000             | 17.9                           | 3.3 | \$350/ton | 18.7    | 3.4 | \$300/ton |

| Variable Refrigerant Flow Measures and Incentives   |                      |                      |      |              |              |           |
|---|----------------------|----------------------|------|--------------|--------------|-----------|
| Eligible variable refrigerant flow (VRF) heat pumps are systems that do not incorporate heat recovery capability. VRF heat pump systems with heat recovery are eligible for Custom path incentives. |                      |                      |      |              |              |           |
| Cooling Capacity Btu/h  | Size Category (tons) | Minimum Requirements |      |              |              | Incentive |
|   |                      | SEER2/IEER           | EER2 | COP at 47° F | COP at 17° F |           |
| < 65,000  | <5.4                 | 15.2                 | 12.0 | 8.5 (HSPF)   | 8.5 (HSPF)   | \$350/ton |
| ≥ 65,000 and < 135,000  | ≥ 5.4 and < 11.25    | 14.2                 | 11.3 | 3.4          | 2.4          | \$350/ton |
| ≥ 135,000 and < 240,000   | ≥ 11.25              | 13.7                 | 10.9 | 3.2          | 2.1          | \$350/ton |
| ≥ 240,000   | ≥ 20                 | 12.5                 | 10.3 | 3.2          | 2.1          | \$350/ton |

VFD and EC Motor Instructions

1. 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.
2. 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 and EC Motor 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                    |
| Electronically Commutated Motors | EC Motor Fan  | HVAC Circulation Fans               |
| Electronically Commutated Motors | EC Motor Pump | Heating Circulation Pumps           |
|                                  |               | DHW Recirculation Pumps             |

VFD and EC Motor 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 <sup>1</sup> | VFD Horsepower Rating   | Per Unit Incentive <sup>1</sup> |
|-----------------------|---------------------------------|---|---------------------------------|
| 2                     | \$500                           | 30  | \$1,800                         |
| 3                     | \$600                           | 40  | \$2,000                         |
| 4                     | \$700                           | 50  | \$2,500                         |
| 5                     | \$800                           | 60  | \$3,000                         |
| 7.5                   | \$900                           | 75  | \$3,750                         |
| 10                    | \$1,100                         | 100   | \$5,000                         |
| 15                    | \$1,350                         | 101 to ≤200   | \$50 per HP                     |
| 20                    | \$1,500                         | >200  | \$50 per HP                     |
| 25                    | \$1,600                         | <sup>1</sup> Custom measures may be adjusted. See <a href="#">Terms and Conditions</a> for details. |                                 |

EC Motor Incentives for both Standard and Custom Measures

| EC Motor Horsepower Rating | Per Unit Incentive <sup>1</sup>   |
|----------------------------|---|
| <1                         | \$100   |
| ≥1 to <2                   | \$125   |
| ≥2 to <3                   | \$150   |
| ≥3 to ≤5                   | \$200   |
| >5 to ≤10                  | \$400   |
| >10                        | <sup>1</sup> Custom measures may be adjusted. See <a href="#">Terms and Conditions</a> for details. |

**Prescriptive Chiller Eligibility and Incentive Calculations**

Eligible systems are air- and water-cooled water chilling packages, 1,000 tons and less, used in single-chiller HVAC applications. Water-chilling equipment must meet the current Air Conditioning and Refrigeration Institute (ARI) standards 550/590, be UL-listed, and use a minimum ozone-depleting refrigerant (e.g., HCFC or HFC).

**\*Note: the Performance Incentive is applied for each 0.1 EER point above or for each 0.01 kW/ton below minimum efficiency Full Load or Integrated Part Load Value (IPLV). Total incentive is capped at \$200/ton for all air-cooled chillers and water-cooled centrifugal chillers and \$175/ton for water-cooled positive displacement chillers.**

**Constant Speed Chiller Measures and Incentives (Path A)**

| Equipment Type                              | Unit Size (ARI Net Tons) | Minimum Efficiency |             | Incentive |             | Application Center Equipment Guide |                                 |
|---|--------------------------|--------------------|-------------|-----------|-------------|------------------------------------|---------------------------------|
|   |                          | Full Load          | IPLV        | Base      | Performance | Product Type                       | Category                        |
| Air-Cooled Chiller with Condenser           | <150                     | 10.1 EER           | 14 EER      | \$24/ton  | \$8/ton     | HVAC                               | Air-Cooled Chillers             |
|   | ≥150                     | 10.1 EER           | 14.2 EER    | \$24/ton  | \$8/ton     |                                    |                                 |
| Water-Cooled Positive Displacement Chillers | <75                      | 0.75 kW/ton        | 0.56 kW/ton | \$15/ton  | \$6/ton     | HVAC                               | Electric, Water-Cooled Chillers |
|   | ≥75 and <150             | 0.72 kW/ton        | 0.54 kW/ton | \$15/ton  | \$6/ton     |                                    |                                 |
|   | ≥150 and <300            | 0.66 kW/ton        | 0.52 kW/ton | \$15/ton  | \$6/ton     |                                    |                                 |
|   | ≥300 and <600            | 0.61 kW/ton        | 0.50 kW/ton | \$15/ton  | \$6/ton     |                                    |                                 |
|   | ≥600 and ≤1000           | 0.56 kW/ton        | 0.48 kW/ton | \$15/ton  | \$6/ton     |                                    |                                 |
| Water-Cooled, Centrifugal Chillers          | <150                     | 0.61 kW/ton        | 0.53 kW/ton | \$20/ton  | \$8/ton     | HVAC                               | Electric, Water-Cooled Chillers |
|   | ≥150 and <300            | 0.61 kW/ton        | 0.53 kW/ton | \$20/ton  | \$8/ton     |                                    |                                 |
|   | ≥300 and <400            | 0.56 kW/ton        | 0.50 kW/ton | \$20/ton  | \$8/ton     |                                    |                                 |
|   | ≥400 and ≤1000           | 0.56 kW/ton        | 0.48 kW/ton | \$20/ton  | \$8/ton     |                                    |                                 |

**VFD Chiller Measures and Incentives (Path B)**

| Equipment Type                              | Unit Size (ARI Net Tons) | Minimum Efficiency |             | Incentive |             | Application Center Equipment Guide |                                 |
|---|--------------------------|--------------------|-------------|-----------|-------------|------------------------------------|---------------------------------|
|   |                          | Full Load          | IPLV        | Base      | Performance | Product Type                       | Category                        |
| Air-Cooled Chiller with Condenser           | <150                     | 9.7 EER            | 16 EER      | \$24/ton  | \$8/ton     | HVAC                               | Air-Cooled Chillers             |
|   | ≥150                     | 9.7 EER            | 16.3 EER    | \$24/ton  | \$8/ton     |                                    |                                 |
| Water-Cooled Positive Displacement Chillers | <75                      | 0.78 kW/ton        | 0.48 kW/ton | \$20/ton  | \$10/ton    | HVAC                               | Electric, Water-Cooled Chillers |
|   | ≥75 and <150             | 0.75 kW/ton        | 0.47 kW/ton | \$20/ton  | \$10/ton    |                                    |                                 |
|   | ≥150 and <300            | 0.68 kW/ton        | 0.42 kW/ton | \$20/ton  | \$10/ton    |                                    |                                 |
|   | ≥300 and <600            | 0.625 kW/ton       | 0.39 kW/ton | \$20/ton  | \$10/ton    |                                    |                                 |
|   | ≥600 and ≤1000           | 0.585 kW/ton       | 0.36 kW/ton | \$20/ton  | \$10/ton    |                                    |                                 |
| Water-Cooled, Centrifugal Chillers          | <150                     | 0.695 kW/ton       | 0.42 kW/ton | \$25/ton  | \$10/ton    | HVAC                               | Electric, Water-Cooled Chillers |
|   | ≥150 and <300            | 0.635 kW/ton       | 0.38 kW/ton | \$25/ton  | \$10/ton    |                                    |                                 |
|   | ≥300 and <400            | 0.595 kW/ton       | 0.37 kW/ton | \$25/ton  | \$10/ton    |                                    |                                 |
|   | ≥400 and ≤1000           | 0.585 kW/ton       | 0.36 kW/ton | \$25/ton  | \$10/ton    |                                    |                                 |

### Custom Chiller Measure Definitions

Measures are designated as Custom if:

1. The project has more than one chiller on the same chilled water line, or
2. The chiller has greater than 1,000 tons cooling capacity.

Chillers installed in multiple chiller systems and chillers serving a non-HVAC load greater than 25% of chiller capacity are not eligible under the prescriptive application form, but customers using these systems may apply using the Custom application form.

### Custom Chiller Measure Additional Information

1. If submitting an application for any Custom measure, enter data requested on the online [Custom](#) application.
2. If submitting an application for any Custom measure, please contact the program office to request a scoping call. This call will establish the baseline from which project savings will be claimed, and establish what, if any, trend data will need to be provided to verify savings. Please note an energy model or other savings calculation will be required for preapproval. Refer to the [Custom technical sheet](#) for more information.
3. The user is also required to supply the average electricity price. This is the price that the facility paid over the last 12 months, inclusive of the distribution costs, fuel cost, demand charge, and all taxes and applicable rider charges. This is calculated as the sum of all electricity charges over the past 12 months divided by the kWh used over the same period.

Refer to the [Terms and Conditions](#) for additional information.

### 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        | \$50/thermostat    | HVAC                               | Controls |
| Hotel Room HVAC Controls | \$70/room          | HVAC                               | Controls |
| Receptacle Controls      | \$10/control       | HVAC                               | Controls |

Pepco Energy Savings for Business Program  
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