

GROCERY AND CONVENIENCE STORES



MAKE YOUR BUSINESS MORE PROFITABLE

Generous cash incentives

Grocery and convenience stores can take advantage of Pepco's standard incentives for installing new energy-efficient equipment. If you are planning energy-saving improvements that are not eligible for standard incentives, you may be eligible for custom incentives.

Our Pepco Commercial and Industrial (C&I) Energy Savings Program pays cash incentives for qualified energy efficiency improvements, such as:

- Lighting fixtures & controls
- Motor speed controls
- Packaged HVAC units & HVAC tune-ups
- Chillers
- Commercial refrigeration & kitchen equipment
- Commercial water heating
- Specialized controls
- Full retro commissioning

Small business incentives

We also offer enhanced incentives to small businesses, non-profits, faith-based organizations and institutional customers that have a monthly demand of 60 kW or less over a twelve month period. These enhanced incentives are available to customers once a Quick Energy Check-up provided by the program has been completed. Many of

the eligible Small Business Program incentives typically cover 40-80% of the program-estimated installed cost.



Reducing your costs

Whether you operate a supermarket, grocery store or convenience store, you know that refrigeration uses a lot of energy and that translates into high energy bills.

While the food-sales industry shares with other business sectors the same concerns over the cost of lighting, heating and cooling, operating appliances, etc., what sets it apart is its high dependence on refrigeration. For grocery stores and convenience markets, refrigeration energy costs can account for up to 60% of the total electricity consumption. Upgrading refrigeration equipment and controls can cost-effectively cut energy use by 30% or more.¹

¹Source: ENERGY STAR®

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Project Example

Grocery and convenience stores have access to technical and financial resources to improve lighting, upgrade heating, ventilation and controls systems and build high-performance buildings. Below is an example of a completed project at a local grocery store. Pepco supported the project with advice early in the process and with cash incentives after the system was installed, helping the customer save money, improve comfort and boost productivity.

	ECM Motors	Anti-Sweat Heat Control	Lighting Upgrade	Heating, Ventilation and Air Conditioning (HVAC) Unit Replacement
Project Cost	\$2,668	\$2,840	\$5,625	\$18,625
Annual Energy Savings (kWh)	8,033	5,285	12,301	8,950
Energy Cost Savings ²	\$1,205	\$793	\$1,845	\$1,343
Incentive	\$1,150	\$200	\$984	\$2,170
Payback (Years)	1.2	3.3	2.5	12.1

²Average price of electricity = \$0.15/kWh

This customer will save \$5,186 in estimated annual energy costs.

How to get started

Identify energy-efficiency opportunities in your facility and analyze their energy impact and cost-effectiveness. Incentives are also available to assist with Energy Savings Studies.

If you need technical assistance in completing an energy-efficiency project, qualified contractors from our Trade Ally Network are available to assist you. To find a trade ally in your area please visit <https://cienergyefficiency.pepco.com/Findally.aspx>.

Pepco C&I Energy Savings Program is available to Pepco Maryland business customers, including non-profits, faith-based organizations, government and institutional customers.

Please contact our Program Office at **866-353-5798** or visit our website at pepco.com/business for applications and the complete list of guidelines and requirements.

Benefits

With efficiency improvements your property can:

- Reduce energy and water costs
- Increase customer and employee comfort
- Enhance light and air quality
- Reduce maintenance and extend equipment life
- Contribute to a more sustainable future

Additional incentive opportunities

- Operations & Maintenance Training Incentive
- Technical support and cash incentives are offered to owners and design teams for new construction, major renovation and building addition projects.



Energy for a changing world.™

This program supports the EmPOWER Maryland Energy Efficiency Act.