



C&I Energy Savings Program

SAVE ENERGY. SAVE MONEY.

Keep your competitive edge by saving money and energy. Take advantage of Pepco's C&I Energy Savings Program.

Let us help you! Here's what we offer:

- **Walk-Through Energy Assessment** that identifies energy saving opportunities. The assessment is performed at your convenience at no additional cost.
- **Enhanced incentives** that can greatly reduce the cost of installing new equipment. Many incentives cover up to 80% of the program-estimated installed cost.

- **Experienced Trade Ally Network** can perform the work, allowing you time to focus on other priorities.

CALL 866-353-5799 or e-mail
PepcoEnergyEfficiency@LMBPS.com
www.pepco.com/business

SMALL BUSINESS PROGRAM

The Pepco C&I Energy Savings Program offers enhanced cash incentives to businesses that have a monthly demand of 100 kW or less over a twelve month period.

- **Lighting Upgrades:** Our incentives cover about 80% of the installed cost.* More for prompt completion of your project!
- **Refrigeration, Water Heating, Kitchen Equipment and Variable Frequency Drives (VFD):** If your upgrades cost less than \$2,000, we will pay up to 90% of the installed costs.*
- **For more expensive VFD and Refrigeration measures,** the incentive will cover 40%-50% of estimated installed costs.*
- **Packaged HVAC incentives** are approximately doubled from those offered to larger business customers.

**Installed costs are determined by Pepco based on current market information*

Schedule a Walk-Through Energy Assessment today. There are several ways to get started.

- Find a Small business Trade Ally that can assist you in the process by visiting our website at <https://cienergyefficiency.pepco.com/FindAllyList.aspx>
- Download the WTEA Request form, fill out and submit to the Program Office.
- Contact us and let us help you. Do it now!

Sample Project

Upgrading lighting fixtures and lighting controls

Walk-Through Energy Assessment and Report	No Charge
Low cost measures installed (CFLs, Smart Strips, Timers)	No Charge
Lighting Retrofit Project	
Number of Fixtures (51)	
Number of Controls (2)	
Number of Exit Signs (5)	
Gross Cost of Project	\$5,500
Incentives	\$4,400
Additional 10% for Completing Project Early	\$440
Net Cost	\$660
Annual kWh saved	8,000
Electrical cost savings per year at 15 cents per kWh	\$1,200
Simple Payback Period	6-7 Months

Contact the Program Office or visit the Program Website for the complete list of guidelines and requirements.

Projects completed early are eligible for an additional 10% in cash incentives.



This program supports the EmPOWER Maryland Energy Efficiency Act.

INCENTIVES

Standard Measure incentives offered through the Small Business Program are substantially greater than those offered to larger customers. The Standard Measures are defined on a dollars-per-unit basis.

Projects completed and operational within two months of receiving pre-approval are eligible for an additional 10% of the base incentive for Standard Measures.

Incentives are also available for **custom or alternative measures** that are not eligible as a standard (or prescriptive) measure. These measures are eligible for incentives of \$0.30 per kWh/yr saved.

Custom projects completed and operational within four months of receiving pre-approval are eligible for an additional 10% of the base incentive.

Small Business Program Eligibility

In order to be eligible to receive the Small Business Program incentives, customers will need to:

- Have monthly demand of 100 kW or less over the last twelve months. This information can be found on your electricity bills.
- Take advantage of the Program-provided Walk-Through Energy Assessment.
- Implement the low cost/no cost measure(s) identified in the Walk-Through Energy Assessment.
- The approved service provider (from the Trade Ally Network) must complete the project within the timelines outlined in the application workbook.

WALK-THROUGH ENERGY ASSESSMENT

The Program provides all qualified small business customers a **Walk-Through Energy Assessment**.

The Walk-Through Energy Assessment, conducted by Program-trained Trade Allies, provides action lists of low cost/no cost measure recommendations as well as capital projects that will receive Program incentives. Once the low cost/no cost measures are completed, the customer is eligible for the enhanced incentives.

No cost measures as defined by the Program are measures which by virtue of their cost and associated payback are not

eligible for an incentive. The Program will pay a Small Business Program Trade Ally up to \$250 to install low cost measures that have been identified in the Walk-Through Energy Assessment Report. Typical measures which fit into this category have little or no capital cost for labor and materials. One common example is routinely changing an air filter for an HVAC unit.

HOW TO PARTICIPATE

Learn more about Program eligibility and the Application Process

1. Complete the Walk-Through Energy Assessment Request and submit it to the Program Office. You may complete this form and send to the Program office or work with an approved Small Business Trade Ally.
2. Once we confirm your building is eligible to participate in the Small Business Program, select a Small Business Trade Ally if you have not already selected one.
3. The Walk-Through Assessment will be completed and an evaluation provided to you for review and consideration.
4. Once the low cost/no cost measures have been implemented, you are eligible for the enhanced incentives as explained above

Please contact us if you are ready to schedule a Walk-Through Energy Assessment or you are currently considering a project. We can assist you in determining if your business is eligible for this program.

- All applications require pre-approval to be eligible.
- The C&I Energy Savings Program is available to Pepco Maryland Business Customers, including non-profits, faith-based organizations, government and institutional customers.
- An approved service provider from the Trade Ally Network or a sub-contractor of a Small Business Trade Ally must be used to receive the Small Business Program incentives.

