

FREQUENTLY ASKED QUESTIONS

SMALL BUSINESS DIRECT INSTALL PROGRAM

WHAT IS THE SMALL BUSINESS DIRECT INSTALL (SBDI) PROGRAM?

The SBDI Program provides a turnkey solution, choosing the best products for your upgrade, managing the installation process, and providing enhanced warranty support. We take care of securing incentives to cover up to 80% of installed energy saving measure costs. No waiting for a rebate check, customers receive an immediate discount on the project cost. SBDI incentives are available for commercial accounts with average annual demand under 100 kW. Additionally, Small Business customers may be eligible to upgrade their facility lighting at no additional cost through our Do-It-Yourself offering.

Upgrading to energy-saving options can cut your costs – not to mention it's environmentally responsible, too!

- No impact on your time or budget
- Save money on your energy bill each month
- Make your business as efficient as possible
- Improve the look and feel of your business

HOW DOES THE SBDI PROGRAM WORK?

Together with Potomac Edison, Willdan and its Program Allies bring efficiency improvements that can help your business save on energy costs. Our energy advisors will guide you through energy-saving upgrade options and help your business get the best possible deal. From enrollment to incentive, it is as easy as 1-2-3 to find the best energy-efficient solutions for your business.



1. Audit. Willdan or one of our partner contractors assess your facility to determine the best energy and cost-saving upgrades to fit your budget.



2. Install. Our team works on your schedule to install your new upgrades and to complete any paperwork needed.



3. Save. Your new energy-efficient equipment will provide savings for years to come through dramatically reduced energy costs on your monthly utility bills.

WHO IS ELIGIBLE FOR THE SBDI PROGRAM?

The SBDI Program is available for non-residential customers with average annual demand under 100KW. Project types can include commercial, institutional, industrial, religious, and multifamily common areas.

CAN PUBLIC SECTOR CUSTOMERS PARTICIPATE IN THE SBDI PROGRAM?

Yes, the SBDI Program is a regulated utility program offered to non-residential customers of EmPOWER with average annual demand under 100KW.

WHEN IS THE BEST TIME TO ENROLL?

The earlier the better to optimize your savings opportunities. The SBDI Program offers solutions for heating and cooling, lighting, refrigeration upgrades to name just a few regardless of timing.

HOW IS THE INCENTIVE AMOUNT DETERMINED?

The SBDI Program offers incentives to offset the upfront costs for energy efficiency improvements focusing on existing midsize commercial and industrial buildings through adjustment and calibration of building systems and controls, diagnostic testing, and the installation of other HVAC, refrigeration, lighting, and food service measures that enhance building energy performance. Incentives are determined based on actual energy savings and can cover up to 80% of equipment and installation costs. The incentive amount is determined based on the category of new equipment and realized energy savings. In addition to reducing operational inefficiencies, these measures provide non-energy benefits such as improved comfort, enhanced air quality, and reduced occupant complaints.

WHO SHOULD ATTEND THE SBDI PROGRAM MEETINGS?

Someone who can speak knowledgeably about the current facilities energy use including heating and cooling, lighting, and refrigeration, and provide access to the facility for contractors performing the installs as needed.

TYPES OF BUSINESSES



Offices



Schools



Police/Fire Stations



Healthcare



Multifamily Common Areas



Churches



Food & Beverage



Auto Repair



Small Retail



Grocery/Convenience



Liquor Stores



Warehouse/Industrial

DO-IT-YOURSELF

Eligible Small Business customers can be provided with energy-saving LED screw-in lamps and tubes that you can easily install yourself, at no additional cost. Upgrades include LED screw-in lamps, LED T8 tube lamps, and more! Do-It-Yourself lighting is available for eligible small business accounts with average annual demand under 100KW. Contact us today to confirm eligibility.

For additional questions about the SBDI Program offered by Potomac Edison, please contact:

☎ 800-880-3808

✉ energysavemd@willdan.com

🌐 energysavemd-smallbusiness.com

Potomac Edison has a suite of programs to benefit all customer sizes and project types. To view all available Potomac Edison EmPOWER offerings please go to energysavemd-business.com.



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, please visit <https://energy.maryland.gov/Pages/Facts/empower.aspx>.

By participating in these energy efficiency and peak demand reduction programs, customers agree to allow their utility to retain ownership of all Capacity Rights which refers to the demand reduction associated with any energy efficiency and peak demand reduction measure for which incentives were provided by the Company. Your utility will aggregate these energy efficiency demand reduction attributes into the PJM capacity market with proceeds being used to offset the program costs.