



# INCENTIVES

## SMALL BUSINESS DIRECT INSTALL PROGRAM

**Incentives covering up to 80% of installed project costs for small commercial customers up to 100 kW average annual demand. Program Allies must apply to participate in the Small Business Direct Install Program.\***

Available Measures	Incentive Qualifications	Efficiency Requirements	Incentive
<b>LIGHTING MEASURES</b>			
LED Lighting	Replacing existing non-LED lighting	Energy Star/DLC	Up to 80%
Lighting Sensors and Controls	Installed onto new or existing LED lighting	Motion/Occupancy/Daylight	Up to 80%
<b>HOT WATER MEASURES</b>			
Hybrid Heat Pump Hot Water Heater	Existing Electric Water Heater 40-80 Gallons	3.4 EUF	Up to 80%
<b>REFRIGERATION MEASURES</b>			
Refrigeration Controls: <ul style="list-style-type: none"> <li>■ Door Heater</li> <li>■ Fan Controls</li> <li>■ ECM Retrofit</li> <li>■ Vending Machine Control</li> </ul>	No existing controls in place		Up to 80%
<b>HVAC MEASURES</b>			
Smart Thermostat	Existing manual controls	Energy Star	Up to 80%
High Efficiency Heat Pump Packaged and Split Units	Replacing 10+ year old heat pump system	16 SEER/9 HSPF	Up to 50%
High Efficiency Mini Split Heat Pump	Replacing Baseboard Electric Heat	20 SEER/10 HSPF	Up to 50%
HVAC AC Tune Up	Existing system has not been serviced in 2 years	Complete Service	Up to 80%
HVAC Controls: <ul style="list-style-type: none"> <li>■ Variable Frequency Drive</li> <li>■ Demand Control Ventilation</li> <li>■ Dual Enthalpy Economizer</li> <li>■ Variable Refrigerant Flow Compressors</li> <li>■ Advanced Rooftop Controls</li> </ul>	Existing unit does not have controls	Efficient Control Type	Up to 80%
<b>COMPRESSED AIR MEASURES</b>			
Variable Speed Air Compressors	Existing Compressor	Efficient Compressor Factor	Up to 80%

\*See Terms and Conditions.

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

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  [energysavemd-smallbusiness.com](http://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](http://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.