delmarva power℠
AN EXELON COMPANY



Lighting Upgrades Made Easy

BUSINESS INSTANT DISCOUNTS PROGRAM

Delmarva Power's Business Instant Discounts program makes it easy to save on select lighting purchases that immediately improve energy efficiency, with no application required.

Refresh interior and exterior spaces with lighting that saves energy. The program offers instant discounts on qualifying lighting when purchased from participating local distributors. Sales representatives are available to give personalized advice on lighting products that meet the needs of your business.

Customers can take purchases with them on the same day. They also can place an order over the phone by contacting a preferred distributor. No application or waiting period is required.

Program participants get:

- **Instant savings**—no need to bargain hunt or apply for incentives
- **Low prices**—discounts immediately apply to select lighting products
- **Quality**—a variety of premium brands and products are available to choose from
- **Convenience**—orders can ship directly to businesses

Visit **delmarva.com/BID** or call **866-353-5799** to learn more.

Get instant discounts.



$5.50 OFF
Linear LED lamps



$40–$60 OFF
LED troffer luminaires



$50–$200 OFF
LED exterior luminaires



$15–$25 OFF
LED ENERGY STAR® fixtures

Cost may vary by distributor. Minimum customer contributions apply.

Sales tax is calculated based on pre-incentive price. Offer may expire at any time.

To participate in the Delmarva Power Business Instant Discounts program, equipment must be installed in a Maryland commercial facility with a Delmarva Power account number. Additional eligibility requirements apply. Visit delmarva.com/BID for more information. Pricing and participating distributors are subject to change. Contact distributors for current product prices. See website for a list of current participating distributors.

Offer valid for Delmarva Power commercial customers in Maryland only. 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, go to delmarva.com/Business.

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EmPOWER MARYLAND

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High-Efficiency Equipment Incentives

Delmarva Power Energy Savings for Business Program:
Prescriptive, Custom/New Construction, Building Tune-up, and Business Instant Discounts

Consumer Electronics	Incentive	Unit
Monitor	$5	Monitor
Computer	$5	Computer
Imaging Equipment	$10	Device
Uninterruptible Power Supply	$40	Per kVa

Lighting Equipment and Controls*	Incentive	Unit
LED Linear Recessed or Surface Troffers	$75–$100	Fixture
LED Flat Panels	$50	Panel
LED Linear Ambient Luminaires	$14–$18	Foot
LED Stairwell Luminaires	$100	Fixture
LED Wall Wash Luminaires	$30	Foot
LED Track/Mono-Point Luminaires	$40	Head
LED Display Case Luminaires	$40–$50	Fixture
LED High/Low Bay Fixtures	$200–$600	Fixture
LED Exterior Luminaires	$150–$600	Fixture
LED Linear Retrofit Kits	$25–$45	Kit
LED Integrated Retrofit Kits	$70–$110	Kit
LED Integrated Flat Panel Retrofit Kits	$20–$40	Kit
LED Retrofit Kits for Ambient Luminaires	$15	Foot
LED Retrofit Kits for High/Low Bay Luminaires	$100	Kit
LED Retrofit Kits for Exterior Luminaires	$100	Kit
ENERGY STAR® Fixtures	$30–$100	Fixture
Type C LED Linear Lamp and New LED Driver	$4	Lamp
Type C LED Mogul Screw-Base Replacement for HID Lamp and New External Driver	$30	Lamp
Networked Lighting Controls	$30–$60	Fixture
Dual Daylight/Occupancy Controls	$10–$50	Fixture
Daylight Controls	$20–$40	Fixture
Vacancy Controls	$40	Fixture
Occupancy Controls	$40	Fixture
Controls for Low Wattage Fixtures	$20	Fixture
Sign Lighting—Dusk to Dawn	$1	Per Watt Reduced
Sign Lighting—Retail 8 a.m.–9 p.m.	$1.25	Per Watt Reduced
Sign Lighting—24 Hours/7 Days per Week	$1.65	Per Watt Reduced
Street Lighting	$55–$345	Fixture

Specialized Controls	Incentive	Unit
Smart Power Strips	$10	Strip
Hotel Room HVAC Controls	$70	Room
Receptacle Controls	$10	Room
Vending Machine Refrigerated Controls	$75	Control

Specialized Controls	Incentive	Unit
Vending Machine Controls	$30	Control
HVAC Smart Thermostats	$50	Thermostat

Misc. Energy Efficiency Measures	Incentive	Unit
Heat Pump Water Heaters	$500–$1,000	Unit
Commercial Clothes Washers	$100–$200	Unit
Residential Dehumidifiers	$25	Unit
Variable Speed Air Compressors	$100–$125	HP
Window Film*	$1	Sq. Ft.

HVAC Equipment	Incentive	Unit
Window Units	$25	Unit
Geothermal Heat Pumps	$300–$350	Ton
Packaged Terminal Air Conditioners	$75–$125	Unit
Packaged Terminal Heat Pumps	$75–$125	Unit
Ductless Mini-Split Air Conditioners/Heat Pumps	$225	Ton
Air Conditioners Only With Dual Enthalpy Economizer	$300 Additional $200	Ton Unit
Air Source Heat Pumps With Dual Enthalpy Economizer	$350 Additional $200	Ton Unit
Water-Cooled Air Conditioners With Dual Enthalpy Economizer	$350 Additional $200	Ton Unit
Variable Refrigerant Flow Heat Pumps	$350	Ton

Chillers	Incentive	Unit
Air-Cooled Chillers	$24 base, $8 enhanced	Ton
Water-Cooled Screw and Reciprocating Chillers	$10–$24 base, $2–$8 enhanced	Ton
Water-Cooled, Electrically Operated Centrifugal Chillers	$10–$20 base, $3–$4 enhanced	Ton

Variable Frequency Drives	Incentive	Unit
Variable Frequency Drives (2–100 HP)	$500–$5,000	Unit
Variable Frequency Drives (>100 HP)	$50	HP
Electronically Commutated Motors (ECMs)	$100–$750	Unit

Commercial Kitchen	Incentive	Unit
Anti-Sweat Heat Controls	$40	Door
Strip Curtains	$3	Sq. Ft.
ECM Evaporative Fan Motors	$50	Motor
Refrigerated Door Gaskets	$2–$3	Linear Ft.
Reach-In Refrigerators	$75–$225	Unit
Reach-In Freezers	$100–$500	Unit
Commercial Refrigerated Beverage Vending Machines	$50–$75	Machine
Reach-In Door Closers*	$40–$50	Door

Commercial Kitchen	Incentive	Unit
Refrigeration Display Case Doors on Open Display Case*	$25–$50, up to $600 per case	Linear Feet of Width
Night Covers for Refrigerated Cases*	$8, up to $500 per case	Linear Feet of Width
Anti-Fog Film*	$8	Sq. Ft.
Networkable Evaporator Fan Controls	$65–$75	Motor
Ice Machines	$50–$250	Unit
Fat Fryers	$200	Unit
Steam Cookers	$125	Unit
Hot Food Holding Cabinets	$200–$300	Unit
Griddles	$250	Unit
Convection Ovens	$350	Unit
Combination Ovens	$1,000	Unit
Low-Flow Pre-Rinse Valves for Automatic Dishwashers	$75	Unit
Commercial Dishwashers—High Temperature	$250–$1,000	Unit
Commercial Dishwashers—Low Temperature	$50–$500	Unit
Water Coolers	$50	Unit

Full Building Tune-up†	Incentive
Single Building ≥75,000 Sq. Ft.	Lesser of 85% of project costs or $0.25 per kWh saved, capped at $200,000 per project
Campus Building ≥75,000 Sq. Ft.	Lesser of 85% of project costs or $0.25 per kWh saved, capped at $300,000 per project

Small Building Tune-up†	Incentive
Buildings <75,000 Sq. Ft.	Lesser of 85% of project costs or $0.25 per kWh saved, capped at $200,000 per project

HVAC Tune-up*	Incentive	Unit
Units <3 Tons	$40	Ton
Units 3–20 Tons	$160	Unit
Units >20–50 Tons	$260	Unit
Units >50 Tons	$350	Unit

Monitoring-Based Commissioning*	Incentive	Unit
Phase 1—Installation	25% capped at $8,000	18-Month Contract Cost
With an ASHRAE Level 2 Audit	Additional $0.04	Sq. Ft. of Conditioned Space
Phase 2—Monitoring	N/A	N/A
Phase 3—Implementation	$0.22 capped at $200,000 per single building $0.22 capped at $300,000 per campus with multiple buildings	Annual kWh Saved

Operations and Maintenance Training*	Incentive	Unit
Pre-Qualified Courses	100%, up to $1,000	Course

Custom	Incentive	Unit
Custom Measures	$0.25 (only first year), or 50%*/75%	kWh Saved Installed*/ Incremental Cost
Custom Accuracy Bonus	$0.03	kWh Saved

New Construction—Design-Based Lighting	Incentive	Unit
Tier 1	$0.40	Watt
Tier 2	$0.80	Watt

New Construction—Comprehensive Design Support	Incentive	Unit
Phase 1—Brainstorming	Up to $1,000	Based on Sq. Ft.
Phase 2—Simulation Analysis	$0.03–$0.10	Sq. Ft.
Phase 3—Final Design	Up to $8,000	Based on Sq. Ft. and Measures
Phase 4—Enhanced Commissioning	Up to $8,000	Based on Sq. Ft. and Costs

Instant Discounts§
Lighting Discounts§
HVAC Equipment Discounts§

*Existing buildings only.
†Existing buildings only. Not to exceed 75% of the Building Tune-up plan costs.
§Discounts are only available at select distributor locations. Visit delmarva.com/BID for more information.

Qualifying equipment is subject to specifications, terms, and conditions as outlined in the program application. When an incentive range is provided, specific equipment will determine the exact incentive level. All projects require pre-approval to receive program incentives. Existing equipment being replaced may not be removed or altered, and proposed equipment may not be purchased and/or installed prior to the issuance of a program pre-approval letter. Incentive rates are subject to change without notice. Visit delmarva.com/Business for a current list of available incentives.

Ready to discuss a project?

Visit **delmarva.com/Business** or call **866-353-5799** to learn more.

Offer valid for Delmarva Power commercial customers in Maryland only. This program supports the EmPOWER Maryland Energy Efficiency Act. To learn more about EmPOWER and how you can participate, go to delmarva.com/Business.

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delmarva.com/InstantDiscounts



Ask Us About **Discount Prices**



$5.50 OFF
Linear LED lamps



$8.50 OFF
Compact fluorescent LED lamps



$60–$80 OFF
LED replacement for high-intensity discharge lamps



$15–$25 OFF
LED ENERGY STAR® fixtures

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CLOSE COLOR MATCH REQUIRED: Dark blue 100-98-0-22 (PMS 2745C) |
Purple 70-81-0-0 (PMS266C) | Light blue 79-43-0-0 (PMS2727C) | Green 51-0-53-0 (PMS2412C)
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Lighting Fixtures



$40–$60 OFF
LED troffer luminaires



$20–$40 OFF
LED flat panels



$50–$200 OFF
LED exterior luminaires



$75–$200 OFF
LED high bay luminaires



$30 OFF
Linear ambient luminaires

delmarva.com/InstantDiscounts

CLOSE COLOR MATCH REQUIRED: Dark blue 100-98-0-22 (PMS 2745C) |
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