

CUSTOM PROGRAM OVERVIEW

Pepco Energy Savings for Business Program

Pepco's Custom Program is designed to help customers and Service Providers achieve greater energy savings while meeting their energy efficiency goals through a variety of complex and comprehensive custom measures. Custom measures are those that are not included as part of our Prescriptive Program and are site specific. All measures must illustrate verifiable savings before incentives can be achieved.

Two Ways To Participate

Custom incentives are broadly classified into two categories:

- **Equipment Replacement and New Construction/Major Renovation:** Incentive is set as 75% of the incremental cost, capped at \$0.28/kWh saved. The incremental cost is defined as the difference in cost between the proposed equipment and a code minimum (ASHRAE 90.1-2016) baseline.
- **Retrofit of Existing Systems:** Incentive is set as 50% of project costs, capped at \$0.28/kWh saved.

Commonly Incentivized Measures

Examples of measures installed through the Custom Program include:

- Multi-chiller replacement and retrofit
- Building automation and control systems
- Transformer replacement
- Industrial equipment upgrades
- Cooling plant optimization
- Advanced refrigeration

Eligibility

Pepco customers in Maryland who:

- Have an electric demand greater than 60 kW
- Occupy building/facility that is not temporary or vacant
- Receive pre-approval from Pepco for all projects

Custom Incentive Calculator

Estimating Custom Program incentives can be a complex task because each project is unique. Our Custom Calculator provides a range of potential incentives to review for any project. Simply log in to our Application Portal and enter basic information, such as the estimated kWh savings and equipment type and cost, and the tool will list a range of potential incentives.

Pepco's Custom Program Delivers Savings for Local Businesses

A **grade school** in Rockville, Maryland, replaced multiple individual rooftop units with variable refrigerant flow systems. These upgrades give the school granularity and control of conditioned space room by room, in lieu of one thermostat to control one unit for multiple spaces/rooms.

Project Costs

\$359,873 total project cost
- \$45,708 incentive

\$314,165 net project cost

Estimated Annual Energy Savings*

187 MWh per year
\$20,570 per year

Estimated Payback (ROI)*

1.5 years

An **office building** in Rockville, Maryland, installed new electronically commutated (EC) fans in its data center, replacing existing cooling units with constant velocity fans with no modulations. The EC fans provided the capability of modulating the fans up and down from 60% to 100% as required by the unit to maintain ideal data center conditions; it is not simply an "on-off" function.

Project Costs

\$980,047 total project cost
- \$490,023 incentive

\$490,024 net project cost

Estimated Annual Energy Savings*

1,902 MWh per year
\$209,220 per year

Estimated Payback (ROI)*

2.8 years

*Calculated against baseline code minimum equipment.

The Custom Project Process From Start to Finish

Contact your Account Executive or Service Provider. Call **1-866-353-5798** or visit pepco.com/ServiceProvider, respectively.

Submit your application and TASR. Send in your Technical Analysis Study Report (TASR), or similar scoping document, for initial review.

Install equipment. After installation, you must communicate any major scope changes, which could affect possible savings and/or incentives received.

Incentives paid. Your incentive check is issued.



Scoping call. Your Service Provider, engineering team, and Account Executive will discuss scope, budget, schedule, baseline, and estimated savings.

Receive pre-approval. Engineers will review all data and finalize their technical review.

Trend data and post-technical review. Post-install trend data is established; once collected, data is reviewed and project finalized.

Getting Started

Contact an Account Executive at **1-866-353-5798**. Learn more about the Custom Program and incentives by visiting pepco.com/BusinessSavings.