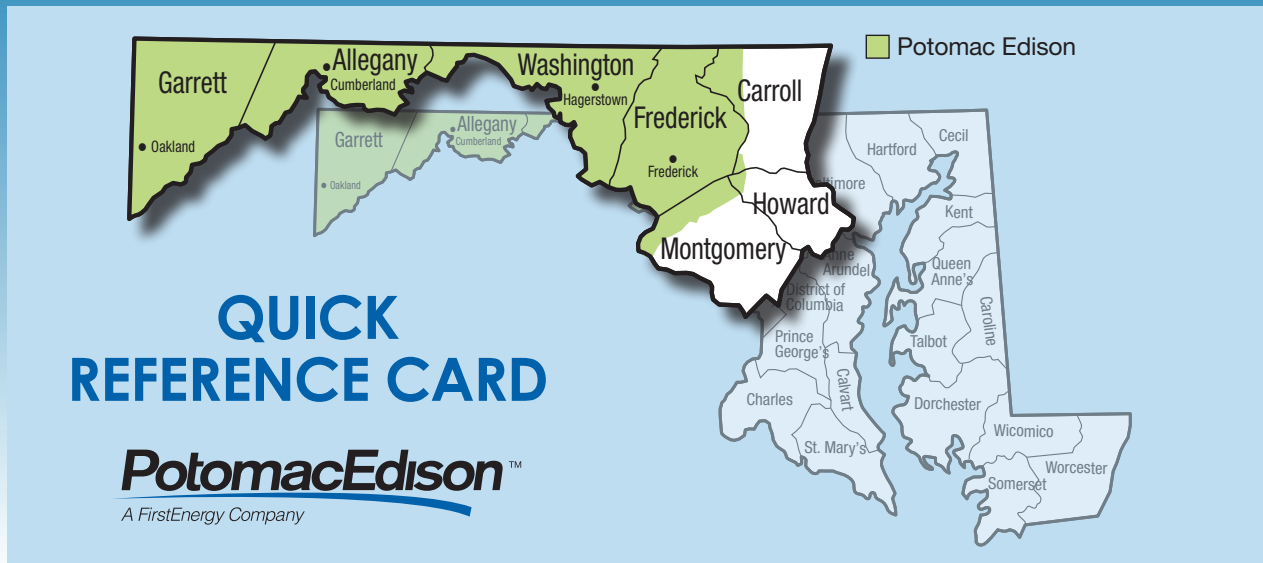


ENERGY EFFICIENCY INCENTIVE PROGRAMS



QUICK REFERENCE CARD

PotomacEdison™
A FirstEnergy Company

Save money, reduce your energy use and get paid to do it!

PROGRAM	INCENTIVES	LIMITS/REQUIREMENTS
<p>LIGHTING PROGRAM</p> <p>The Lighting Program is applicable to both retrofit and new construction.</p> <p>www.energysaveMD-business.com/lighting.html</p>	<p>Per unit incentives for technologies such as linear fluorescents, fixtures, LEDs, LED exit signs and lighting controls. Smart strip plug load controls may also be eligible for incentives.</p>	<ul style="list-style-type: none"> • All projects require pre-approval prior to the purchase and installation of equipment. • Incentives limited to the total equipment cost (excluding taxes).
<p>MUNICIPAL LIGHTING</p> <p>This program offers incentives to install high efficiency traffic signals through per-unit incentives.</p> <p>www.energysaveMD-business.com/municipalighting.html</p>	<p>Flat-rate incentives per fixture for converting to the following lighting technologies:</p> <ul style="list-style-type: none"> • LED round signals • 8" and 12" red, yellow & green signals • LED pedestrian signs 	<ul style="list-style-type: none"> • All projects require pre-approval prior to the purchase and installation of equipment. • Incentives are limited to the total equipment cost (excluding taxes).
<p>FOOD SERVICE AND COMMERCIAL KITCHENS</p> <p>This program offers incentives to install high efficiency refrigerators and commercial food service equipment.</p> <p>www.energysaveMD-business.com/foodservice.html</p>	<p>The program offers flat rate incentives for the following equipment categories:</p> <ul style="list-style-type: none"> • ENERGY STAR® commercial solid door refrigerators and freezers • ENERGY STAR® ice machines • ENERGY STAR® electric steam cookers • Pre-rinse sprayers • Strip curtain • ENERGY STAR® hot foods cabinets • ENERGY STAR® griddles 	<ul style="list-style-type: none"> • All projects require pre-approval prior to the purchase and installation of equipment. • Incentives are limited to the total equipment cost (excluding taxes).
<p>BUILDING OPERATIONS TRAINING TUITION REIMBURSEMENT PROGRAM</p> <p>This program seeks to increase knowledge of efficient building operations by offsetting the cost to attend appropriate training courses.</p> <p>www.energysaveMD-business.com/tuition.html</p>	<p>Eligible participants may receive 50% of the tuition costs reimbursed.</p>	<ul style="list-style-type: none"> • You must receive a pre-approval letter from the program before registering for training. • The course must be completed within 90 days of pre-approval. • Approved courses are listed on the application form along with participant eligibility requirements. • Incentive caps may apply. See application for incentives
<p>AUDIT WITH DIRECT INSTALL</p> <p>This program offers assistance to Maryland small business customers of Potomac Edison by identifying beneficial energy efficiency projects that qualify for incentives.</p> <p>www.energysaveMD-business.com/audit.html</p>	<p>Assigned auditor will provide audit of facilities and may identify and install immediate energy saving measures.</p>	<p>Direct install program is only available to Maryland small business customers of Potomac Edison with demand not exceeding 60kW.</p>

PROGRAM	INCENTIVES	LIMITS/REQUIREMENTS
<p>COMBINED HEAT AND POWER (CHP) This program offers incentives for qualified Combined Heat and Power (CHP) projects. www.energysaveMD-business.com/CHP.html</p>	<p>Qualified projects are eligible to receive incentives for design, installation, and production. See application form for details.</p>	<ul style="list-style-type: none"> • All projects require pre-approval prior to the purchase and installation of equipment. • Total project costs do not include taxes. • CHP projects must show minimum savings and operate at an overall efficiency of 65% or higher. • Full CHP generated load must be used on-site with no export of electricity to the grid. • See application form for full details.
<p>HVAC This program offers incentives to install high-efficiency heating and air-conditioning equipment for ambient cooling. www.energysaveMD-business.com/hvac.html</p>	<p>Flat rate per unit or per ton capacity</p> <ul style="list-style-type: none"> • Air conditioners • Chillers • Other HVAC equipment • Heat pumps • PTAC/PTHP • VFDs 	<ul style="list-style-type: none"> • All projects require pre-approval prior to the purchase and installation of equipment. • Incentives are limited to the total equipment cost (excluding taxes). • Projects that include process cooling, cold storage or other conditioning applications are not eligible for this program and should apply under the Custom Incentives for Business Program.
<p>APPLIANCES This program offers incentives to install high-efficiency appliances and water heating equipment. www.energysaveMD-business.com/waterheating.html</p>	<p>Per unit incentives for the following equipment:</p> <ul style="list-style-type: none"> • UPS • Vending machine controls • Clothes washers • Refrigerators • ENERGY STAR® room A/C • ENERGY STAR® water heater 	<ul style="list-style-type: none"> • All projects require pre-approval prior to the purchase and installation of equipment. • Incentives are limited to the total equipment cost, excluding taxes. • New construction projects are not eligible for incentives. • The units being installed must replace existing electric water heaters.
<p>CUSTOM This program offers incentives for retrofits and new construction projects that include technologies and/or customer specific energy efficiency projects that do not meet the eligibility criteria for other Potomac Edison utility business programs. www.energysaveMD-business.com/custom.html</p>	<ul style="list-style-type: none"> • Site specific incentives to cover up to 50% of total project costs for retrofits and up to 75% of the incremental cost for new construction. • Projects must have a simple payback greater than 1.5 years. 	<ul style="list-style-type: none"> • All projects require pre-approval prior to the purchase and installation of equipment. • Total project costs exclude taxes. • Custom projects must show minimum savings estimates. Please see the application form for details. • Projects that do not qualify include: <ul style="list-style-type: none"> – Power factor correction devices – Motor soft starts – Renewable energy technologies that generate electricity (i.e. solar photovoltaic, wind generation, micro-hydro turbines, etc.) – Fuel switching (i.e. replacement of an electric chiller with an absorption chiller)
<p>AGRICULTURAL This program offers incentives to install high-efficiency agricultural equipment.</p>	<p>Per unit incentives for the following equipment:</p> <ul style="list-style-type: none"> • Variable Frequency Drives on Dairy Vacuum Pumps • Automatic Milker Takeoffs • Dairy Scroll Compressors • High-Efficiency Ventilation Fans • High-Volume, Low-Speed Fans • Livestock Waterers 	<ul style="list-style-type: none"> • All projects require pre-approval prior to the purchase and installation of equipment. • Incentives are limited to the total equipment cost (excluding taxes).

All programs are subject to change without notice.

These programs support the EmPOWER Maryland Energy Efficiency Act. Costs will be recovered through a monthly surcharge on customer bills. Participation in these programs can help offset this surcharge.