



PPL Direct Discount Program Overview

Program Details and Requirements

The Direct Discount Program targets small Commercial and Industrial (SCI) customers of PPL to help achieve significant, long-term electricity savings by increasing the energy efficiency of their facilities and equipment. Upon completion of a Program-provided assessment, customers receive a detailed report listing measure recommendations and project financial data.

The Program is designed to achieve the following objectives:

- Identify cost-effective options to improve the efficiency of existing facilities.
- Reduce energy usage for participants.
- Transform the market over time by addressing these specific barriers that hinder adoption of efficient technologies and practices for small commercial and industrial customers:
 - “First cost” barriers and lack of access to capital.
 - Lack of energy efficiency education and program awareness.
 - Lack of participant understanding about measure payback.
 - Lack of easy access to qualified vendors/installers.
 - Absence of tools to quantify savings and streamline participation.
- Educate participants on efficient technologies and the non-energy related benefits of efficient technologies (e.g., longer life of the unit, maintenance savings and cost-effectiveness).
- Provide a suite of educational and supporting services for customers and contractors to promote the implementation of energy efficiency measures.

Participant Eligibility:

- PPL’s Small Commercial and Industrial customer with GS1 or GS3 rate codes are eligible to participate in this Program. To be eligible to participate, the business must be operational and operating under normal business conditions. This program is designed for retrofit projects only; projects determined new construction (new building, space change, HVAC+ lighting projects, building vacancies) are not eligible.
- Incentives are based on actual savings and are calculated on a project-by-project basis. Maximum incentive may cover up to 80% of the total project cost. A participant is defined as one location/address with a single PPL electric account number.

Requirements for Participating Customer

- Provide access to project facilities both before and after project completion for inspection of the baseline and post-retrofit condition.
- Agree to Program terms and conditions of the Program.
- Begin work on the project only after receiving pre-approval. Projects started prior to receiving pre-approval will be disqualified from the program.

Requirements for Participating Contractor

- Respond to customer requests in a professional and timely manner.
- Perform all work to the required standards of the Program.
- Begin work on the project only after receiving pre-approval. Projects started prior to receiving pre-approval will be disqualified from the program.
- Install products that comply with the Product Quality Requirements included in the QA/QC Manual.
- Conduct energy surveys.
- Submit complete project applications and supplemental documentation.
- Coordinate installations/manage workflow to assure timely installations.
- Provide Program Implementer with feedback on the Program.

Notes:

- *Should the contractor identify any measures or other work that is not eligible within the SCI Direct Discount Program, the contractor may elect to propose such measures or work to the customer under a separate contract, outside of the SCI Direct Discount Program, utilizing any eligible rebates and incentives from other energy efficiency programs offered through the PPL Business Energy Efficiency Program.*
- *The contractor shall make every reasonable effort to identify upfront any deficiencies with respect to the existing conditions or existing equipment in the facility, related to the installation of the proposed energy conservation measures, which would impact the contractor's ability to perform the work cost-effectively.*

For questions about the PPL Direct Discount Program please contact:



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