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AN EXELON COMPANY

November 11, 2025

EmPOWER Maryland

Presented By: Ryan Smith

Account Manager - Pepco and Delmarva Power Energy Savings for Business Program

Agenda

- 1) Tips for Energy Efficiency
- 2) EmPOWER Maryland
- 3) Case Studies
- 4) Safety Message

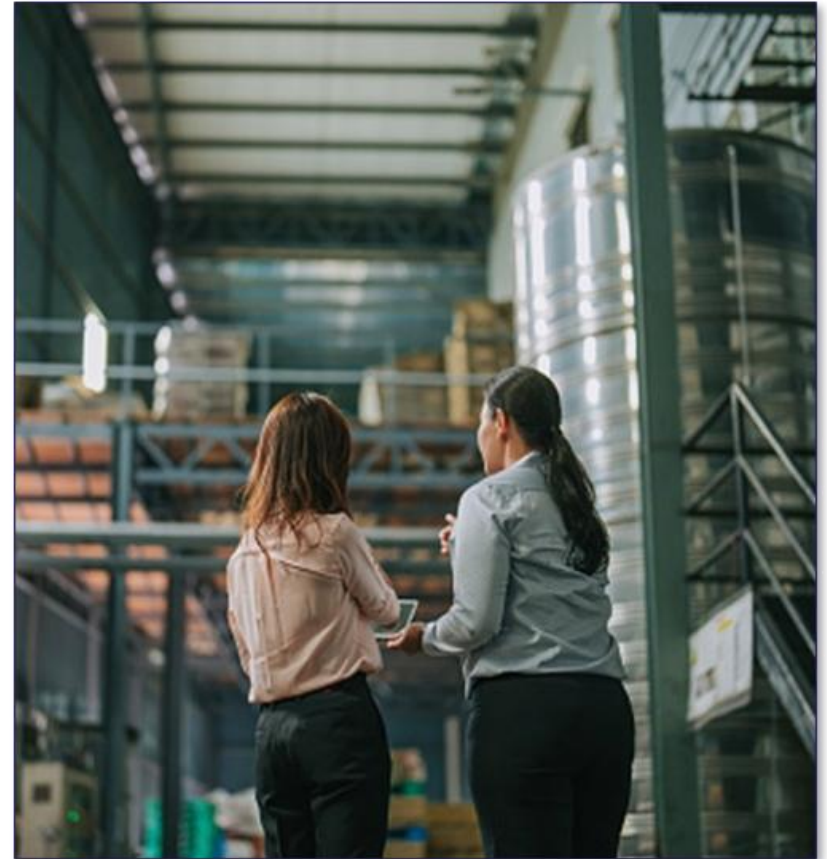
Energy Efficiency – Why and How?

- Improve your businesses' bottom line
- Low-cost or no-cost actions to take now
- Higher-return investments



Start with an Energy Audit!

- Schedule a professional audit
- Identify where energy is being wasted
- Create a long-term energy plan



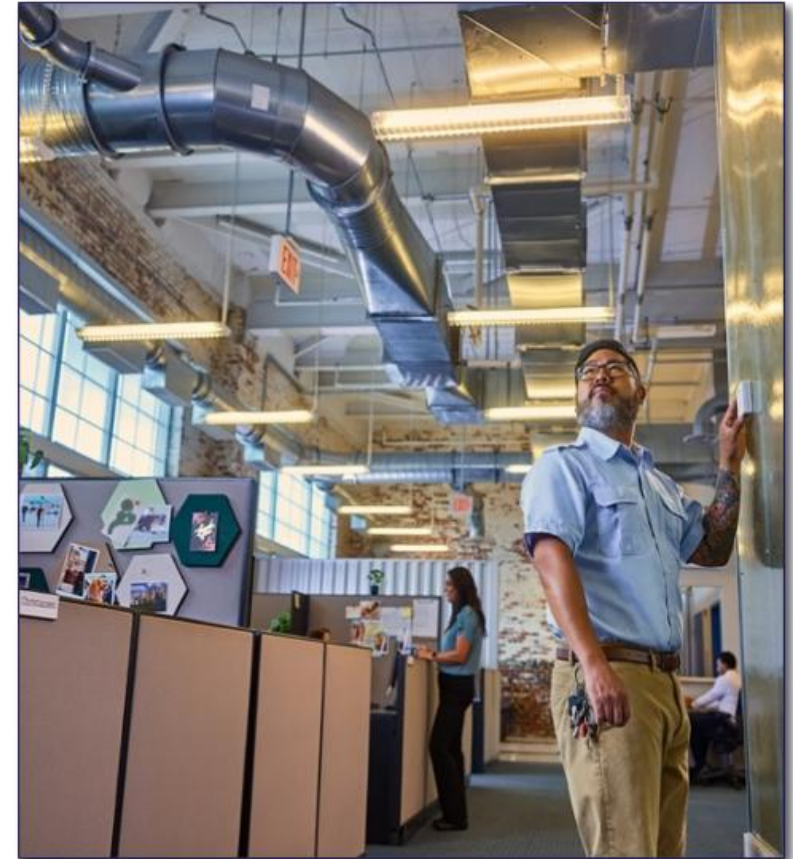
Bright Ideas for better Lighting!

- Install occupancy sensors
- Use natural daylight when possible
- Upgrade to LED lighting



HVAC Hacks that Add Up!

- Install programmable thermostats
- Schedule regular HVAC maintenance
- Upgrade to high-efficient equipment



Cooler Costs with Smart Refrigeration!

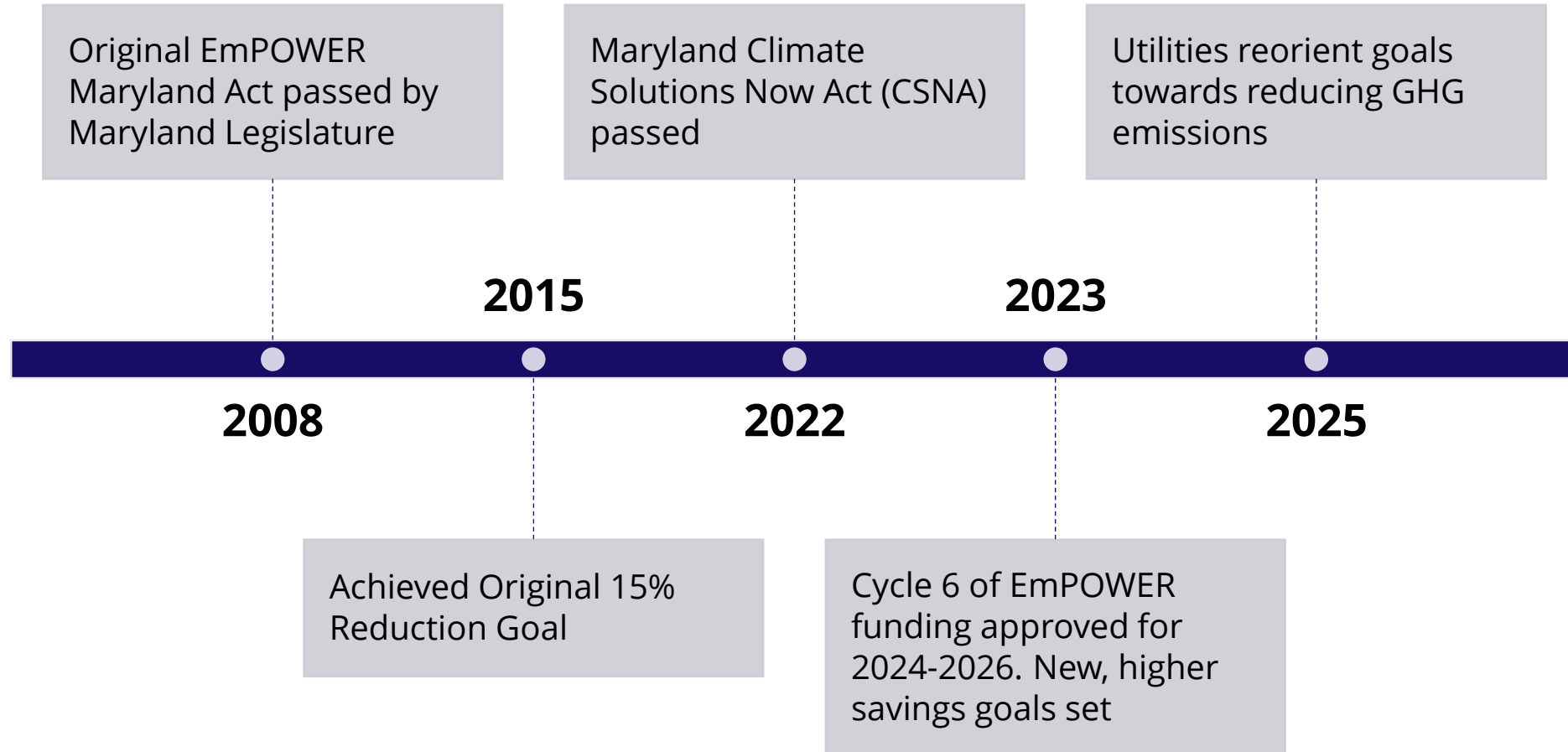
- Clean condenser coils regularly
- Upgrade to energy-efficient refrigerators
- Add plastic strip curtains to walk-in units



EmPOWER MD



Program Timeline



Account Executive Territory Map

Delmarva Power and Pepco

DPL Account Executives

Robbie John

Robert.John@icf.com

- Somerset County
- Wicomico County
- Worcester County
- Dorchester County
- Talbot County

Joseph Fish

Joseph.Fish@icf.com

- Cecil County
- Kent County
- Queen Anne's County
- Caroline County

Delmarva Power and Pepco Multifamily Account Executive

Ryan Smith

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Pepco Account Executives

Dave Lowe

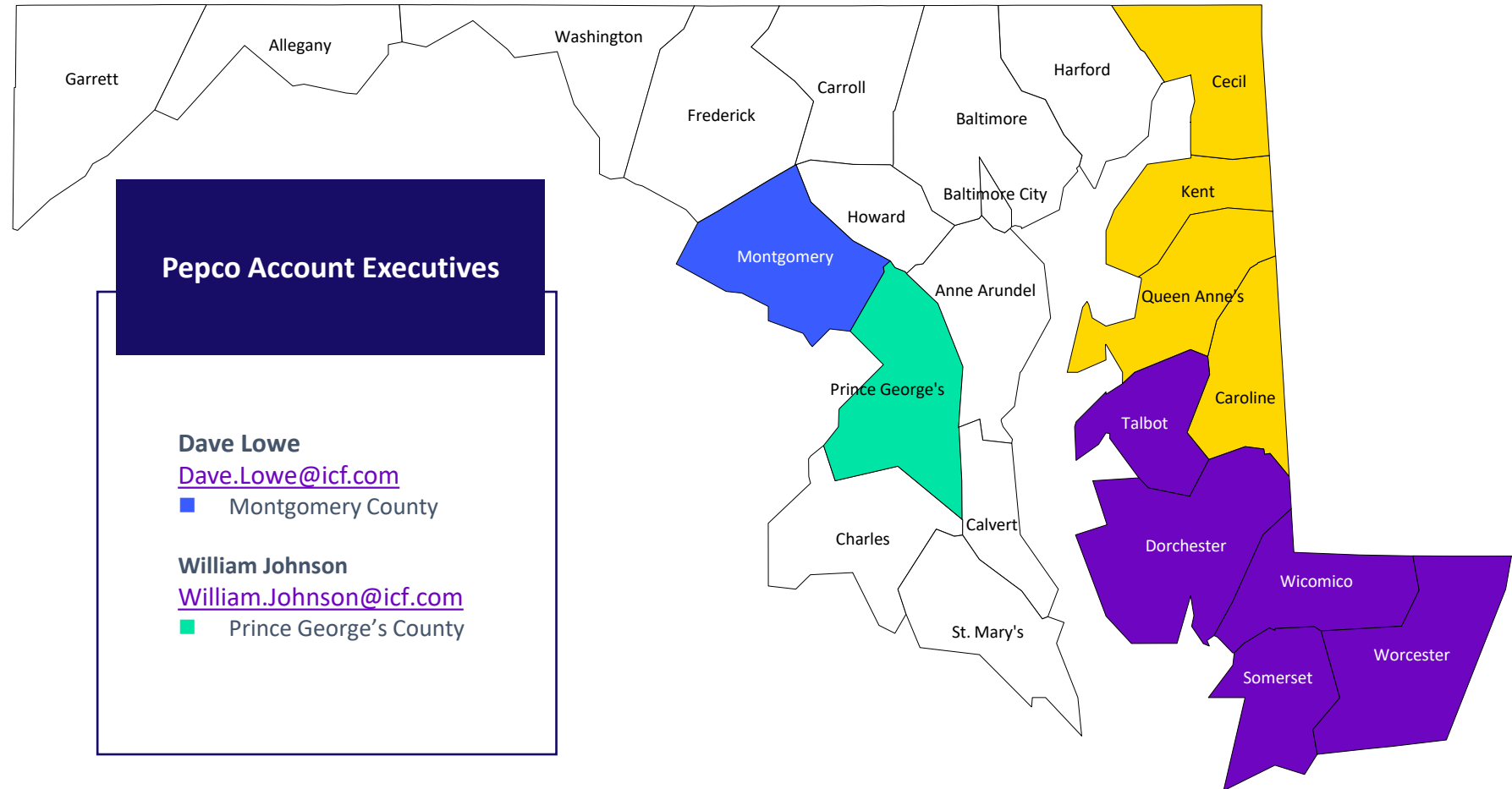
Dave.Lowe@icf.com

- Montgomery County

William Johnson

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- Prince George's County



Snapshot of Success

- **419,523 MWH** in electric savings
- **226,646 Therms** in fossil Fuel savings
- Equivalent to GHG emissions avoided by **77 Wind Turbines running for 1 year!**



Incentive Programs

Prescriptive  Pre-qualified "standard" equipment upgrades	Custom  Complex equipment upgrades specific to your needs	New Construction  Technical support and upgrades for new construction or major renovations	Building Tune-up  Optimization of existing equipment to extend life and increase efficiency
Business Instant Discounts  Discounts on lighting products with no application required	Midstream HVAC  Distributor discounts on qualifying HVAC equipment	Building Operator Training  Education for facility managers to manage their buildings	Small Business  Upgrades for customers with monthly demand of 100 kW or less
Project Types Retrofit New Construction Renovation		Customer Eligibility Commercial Customers paying the EmPOWER surcharge All projects require pre-approval	

Additional Funding and Financing Sources

- Small Business Energy Advance
- Maryland Energy Administration grants and loans
- PACE financing
- Local state and federal tax credits



Delmarva Power Sports LLC

- Upgraded HVAC with heat pumps
- Converted to LED lighting
- Incentive of **\$13,194** with annual electric savings of **\$6,515**



Asbury Methodist Village

- Upgraded Water-Cooled Chillers
- Significant comfort improvement and energy reduction
- Incentive of **\$140,705** with annual electric savings of **\$65,287**





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Thank you

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Delmarva Power Electrical Safety Review For Delmarva Community Managers Association

Presented By: Frank Clark, Senior Safety Specialist – Delmarva Power

Today's Topic

- Basic Electrical Safety
- What you may see around your condo/building
- Labeling Awareness



Basic Electrical Safety

- Do not overload outlets
- Minimize the use of extension cords
- Do not ignore warning signs, if it feels hot, makes an unusual noise (buzz or hum), smokes or sparks, if able, take it out of service immediately and tag it “Do Not Use,” if not call qualified personnel
- Wet environments can increase the risk of an electrical shock
- Use only equipment that is properly grounded or double-insulated
- Do not access, use or alter any building’s electrical service, including circuit breaker panels or high voltage equipment rooms unless you are specifically qualified and authorized to do so
- Maintain at least 30 inches of clearance in front of electrical panels to ensure a safe environment for facility workers



Condos and DPL Equipment

What's that large green box near my building? It could be one of a few things:

Switch Gear

- Used for switching and splitting circuits/feeds to different directions. Similar to a breaker panel in your house

Transformer

- Used to step higher voltages 4kV, 12kV, 25kV, 35kV to household voltages 120/240V



Condos and DPL Equipment

Some Condos have designated electrical rooms:

- Meter Rooms are used to help power the complexes
- Transformer Rooms



Condos and DPL Equipment

Electrical Switch Rooms

- They are confined spaces with energized electrical equipment.



Make it safe for you and us

- Meter Rooms



- Transformer/Electrical Rooms(Room Should be locked at all times)



Housekeeping and Storage

- Quick Access during emergency response
- Quick description of equipment (based of labeling)
- Improved safety for everyone



Situational Awareness

If You See
Something Say
Something

Questions:

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