

# Incentives for High-Efficiency Equipment for Business\*

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	Panel 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

Lighting Equipment and Controls**	Incentive	Unit
Networked Lighting Controls	\$10–\$60	Fixture
Dual Daylight/Occupancy Controls	\$30–\$50	Fixture
Daylight Controls	\$30–\$50	Fixture
Vacancy Controls	\$20–\$40	Fixture
Occupancy Controls	\$20–\$40	Fixture
Sign Lighting – Dusk to Dawn	\$1	Per Watt Reduced
Sign Lighting – Retail 8:00 a.m. to 9:00 p.m.	\$1.25	Per Watt Reduced
Sign Lighting – 24 Hours/7 Days per Week	\$1.65	Per Watt Reduced
Specialized Controls	Incentive	Unit
Smart Power Strips	\$10	Strip
Personal Occupancy Sensors	\$20	Control
Hotel Room HVAC Controls	\$80	Room
Receptacle Controls	\$10	Room
Vending Machine Refrigerated Controls	\$75	Control
Vending Machine Controls	\$30	Control
HVAC Smart Thermostats	\$50	Thermostat

Misc. Energy Efficiency Measures	Incentive	Unit
Commercial Clothes Washers	\$100–\$200	Unit
Heat Pump Water Heaters	\$500–\$1,000	Unit
Residential Dehumidifiers	\$25	Unit
Variable Speed Air Compressors	\$100–\$125	HP
Window Film**	\$1	Sq. Ft.
Consumer Electronics	Incentive	Unit
Monitor	\$5	Monitor
Computer	\$5	Computer
Imaging Equipment	\$10	Device
Uninterruptible Power Supply	\$40	kVa
HVAC Equipment	Incentive	Unit
Air Conditioners Only†	\$400	Ton
Air Source Heat Pumps†	\$400	Ton
Water-Cooled Air Conditioners†	\$300–\$350	Ton
Geothermal Heat Pumps	Up to \$500	Ton
Packaged Terminal Air Conditioners	\$50–\$100	Unit
Packaged Terminal Heat Pumps	\$50–\$100	Unit
Ductless Mini-Split Air Conditioners/Heat Pumps	\$100	Ton
Variable Refrigerant Flow Heat Pumps	\$400	Ton
Chillers	Incentive	Unit
Air-Cooled Chillers	\$250	Ton
Water-Cooled Positive Displacement Chillers	\$200	Ton
Water-Cooled, Centrifugal Chillers	\$200	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	\$100–\$750	Unit
Commercial Refrigeration	Incentive	Unit
Anti-Sweat Heat Controls	\$40	Door
Strip Curtains	\$3	Sq. Ft.
Refrigerated Door Gaskets	\$2–\$3	Linear Ft.
ECM Evaporative Fan Motors	\$50	Motor
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
Refrigeration Display Case Doors on Open Display Case**	\$25–\$50, up to \$600	Linear Feet Width
Night Covers for Refrigerated Cases**	\$8, up to \$500	Linear Feet Width
Anti-Fog Film**	\$8	Sq. Ft.
Networkable Evaporator Fan Controls	\$65–\$75	Motor
Commercial Kitchen Equipment	Incentive	Unit
Ice Machines	\$50–\$250	Unit
Fat Fryers	\$200	Unit
Steam Cookers	\$125	Pan
Hot Food Holding Cabinets	\$200–\$300	Unit
Griddles	\$250	Unit

Commercial Kitchen Equipment		Incentive	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
Building Tune-up**		Incentive	
Large Building Tune-up (≥75K Sq. Ft.)		Lesser of 85% of project costs or \$0.30 per kWh saved, capped at \$100,000 per project	
Small Building Tune-up (<75K Sq. Ft.)		Lesser of 85% of project costs or \$0.30 per kWh saved, capped at \$30,000 per project	
Monitoring-Based Building Tune-up**	Incentive	Details	
Phase 1	25%, up to \$15,000	Contract Cost and ASHRAE Level II Audit	
Phase 2	N/A	A Minimum of 6 Months of Monitoring and Verification Is Required	
Phase 3	\$0.20/kWh saved annually, up to \$100,000	Implement and Monitor Measures to Improve Building Performance	
HVAC Tune-up**	Incentive	Unit	
HVAC Units <3 Tons	\$40	Ton	
HVAC Units 3–20 Tons	\$160	Unit	
HVAC Units >20–50 Tons	\$260	Unit	
HVAC Units >50 Tons	\$350	Unit	
Building Operation Training**	Incentive	Unit	
Pre-Qualified Courses	100%, up to \$1,000 (limited to one course per person per year)	Course	

Custom	Incentive	Unit
Technical Support Services		
Technical Support	50% of Study Cost, up to \$20,000	Study Cost
Simple Custom – Individual Measures		
Retrofits	Up to \$0.28 (first year only) or Up to 50% of Project Cost	Per kWh Reduced Project Cost
New Equipment and Replacements	Up to \$0.28 (first year only) or Up to 75% of Incremental Cost	Per kWh Reduced Incremental Cost
Whole Building Performance – Multiple/Interactive Measures		
New Equipment and Replacements	Up to \$0.28 (first year only) or Up to 75% of Incremental Cost	Per kWh Reduced Incremental Cost
New Construction – Performance-Based Lighting		Unit
Tier 1	\$0.40	Watt
Tier 2	\$0.80	Watt
Building Modernizations Initiative (BMI)		Unit
	Building 20% Energy Reduction	\$0.15 per kWh
	Building 40% Energy Reduction	\$0.25 per kWh
	Reduction at Building Level (electric and gas)	10%
Instant Discounts†		
Lighting Discounts†		
HVAC Equipment Discounts†		

## Ready to discuss a project?

Visit [BGESmartEnergy.com/Business](https://BGESmartEnergy.com/Business) or give us a call at **410-290-1202** to learn more.

\*All incentives require preapproval.

\*\*Existing buildings only.

†Additional \$200 per unit incentive for a Dual Enthalpy Economizer.

‡Discounts are available at select distributor locations. Visit [BGESmartEnergy.com/InstantDiscounts](https://BGESmartEnergy.com/InstantDiscounts) 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 preapproval 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 preapproval letter.

Incentive rates are subject to change without notice. For more information, visit [BGESmartEnergy.com/Business](https://BGESmartEnergy.com/Business).

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 [BGESmartEnergy.com](https://BGESmartEnergy.com).