

# LEDs: An energy-saving solution for small businesses

Managing energy costs is a big deal for small businesses. That's why BGE's Small Business Energy Solutions Program offers incentives for installing energy-saving LEDs to replace traditional incandescent and fluorescent lamps throughout your indoor spaces. It's a small change that can have a large impact on your bottom line.

## Why switch to LEDs?

LEDs use less energy, so you'll enjoy lower operating costs. Because LEDs last much longer than traditional bulbs and lamps, you'll spend far less time, effort and money dealing with burned-out bulbs.

Also, LEDs come in a wide variety of styles to meet your business's unique needs, whether it's providing better lighting to showcase your products or ensuring that employees have ample light to do their best work.

## Where to use LEDs?

LEDs are flexible enough to use in any application, including freezers and refrigerators. Unlike conventional fluorescents, LEDs don't need a warm-up period. So, they work well with occupancy sensors—saving even more energy!

Wherever you use LEDs, the investment starts working for you as soon as the installation is complete.

## Get incentives to upgrade

Converting from traditional bulbs and lamps to an LED solution—or any other of our energy-efficient upgrades—is easier and more affordable. BGE's Small Business Energy Solutions Program covers up to 85% of your upfront costs.



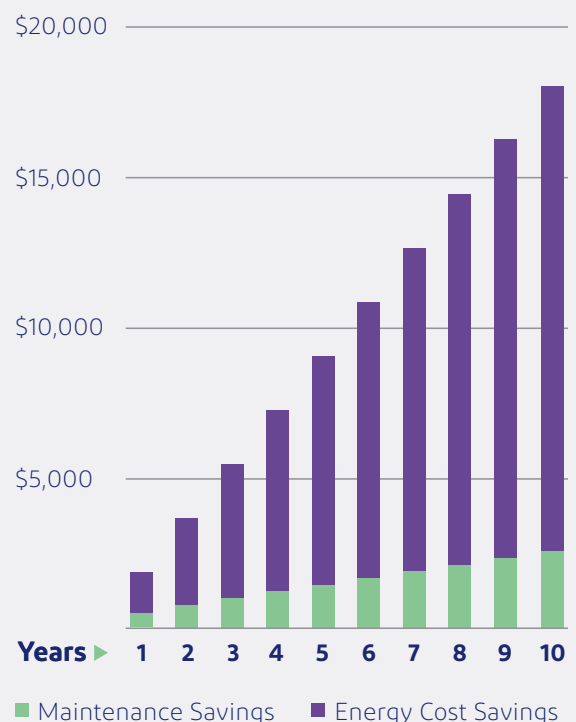
## Incentive at a glance

Up to 85% of the material and labor costs are covered by EmPOWER Maryland.

## Example\*

Project cost:	<b>\$9,560</b>
Program incentive:	<b>\$8,202</b>
Customer share:	<b>\$1,448</b>
Energy cost savings:	<b>\$1,765/year</b>
Maintenance cost savings:	<b>\$250/year</b>
Return on investment:	<b>Achieved at 0.72 years</b>

## Cumulative savings based on example\*



\*For illustrative purposes only.

Plus, our Small Business Energy Advance option even enables qualifying customers to spread the remaining cost over 12 monthly payments at no interest to you.\*\*

Taking advantage of this opportunity to replace your old lighting with energy-saving LEDs is a smart option for any small business. With program incentives, most customers see a return on their investment in a little over a year. Plus, your energy and maintenance cost savings continue to accumulate year after year, over the lifetime of the products. After just a few years, the savings can be many times your initial investment.

### Start saving today!

One call is all it takes to get started. An approved BGE Participating Contractor will come to you to conduct a detailed analysis of your energy use, at no additional cost. You'll receive a comprehensive evaluation of your energy efficiency, noting the upgrade costs, incentives available and payback period. Then, once the recommended measures have been installed, just sit back and watch your energy and maintenance cost savings grow.

\*\*Some restrictions apply. The program offers each contractor up to two advances per year for qualifying customers.



### BGE Small Business Energy Solutions

Our Small Business Energy Solutions Program is available to BGE business customers who have a monthly peak demand up to 100 kilowatts (kW).

To get started, please contact one of the approved BGE program contractors assigned to your geographic area.		
Northern Maryland: Baltimore City and County, Carroll and Harford Counties		
Facility Solutions Group	888-653-5328	smallbusinessenergysolutions@fsgci.com
CS Koida	301-477-1436	smallbusinessenergysolutions@cskoida.com
Southern Maryland: Anne Arundel, Calvert, Howard, Montgomery and Prince George's Counties		
C&J Contractors	301-549-3535	smallbusinessenergysolutions@cj-contractors.com
Matrix	800-556-2123	smallbusinessenergysolutions@matrixescorp.com
If you have a business, such as a restaurant or convenience store, that has refrigeration or other cooling-related needs, contact the approved BGE program contractor listed below.		
All counties		
National Resource Management	855-686-3455	smallbusinessenergysolutions@nrminc.com

### Learn more

For more information,  
call **410-290-1202**  
or email **business@BGESmartEnergy.com**.

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**.

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