



Pepco Holdings Inc. Energy Efficient Communities Program

A Solution for Municipal Customers

Edward Musz, PHI Manager

October 17, 2019



Agenda

PHI and EmPOWER MD

1

Program Overview

2

Customer Highlight

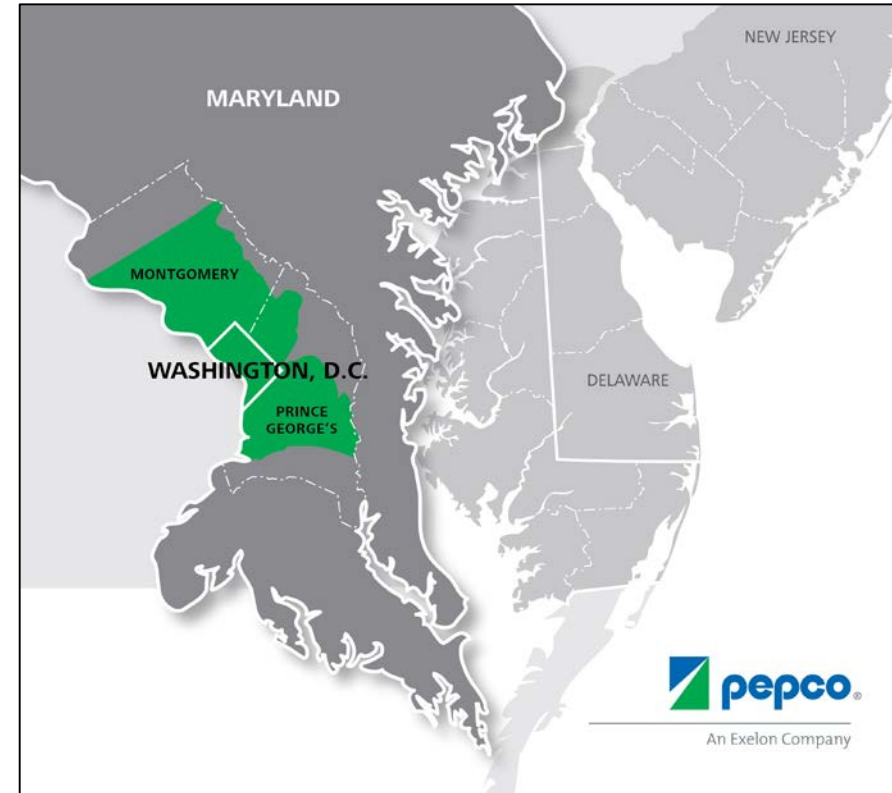
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Contact Information

4

Pepco Quick Facts

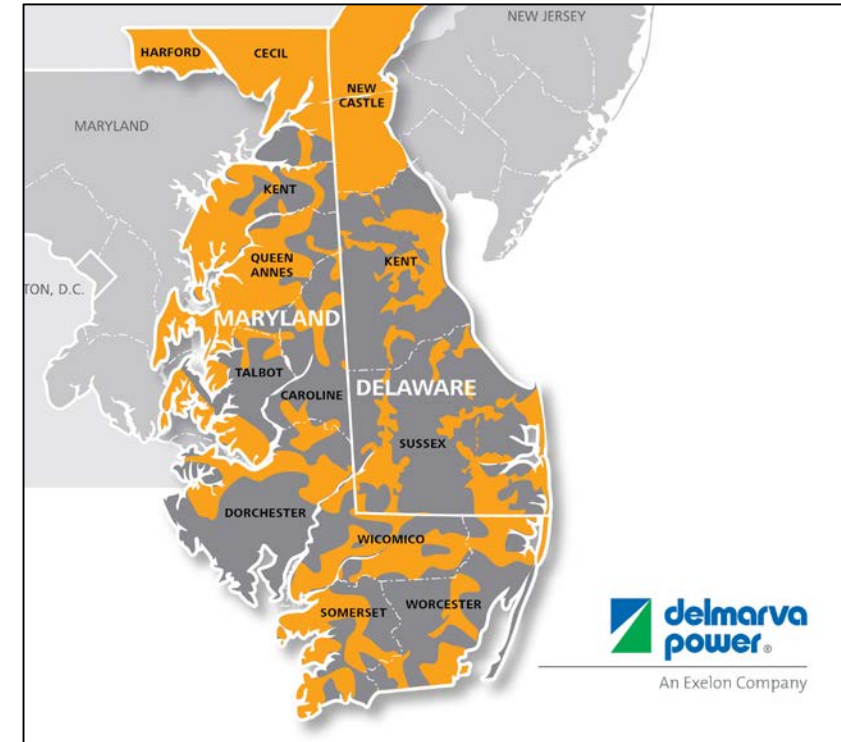
- First incorporated in 1896
- **Customers Served:** 842,000
 - Washington, D.C.: 282,000
 - Montgomery County: 324,000
 - Prince George's County: 236,000
- **Employees:** 1,506
 - IBEW Local 1900: 1,103 members
- **Facilities:** 9
- **Substations:** 134
 - Over the last 5 years, Pepco donated more than \$12.6 million to 2,500 local organizations



*Data as of 2/19/16

Delmarva Power Quick Facts

- First incorporated in 1909
- **Electric Customers:** 515,000
 - Delaware: 312,000
 - Maryland: 203,000
- **Gas Customers:** 130,000
- **Employees:** 898
 - IBEW Local 1238
 - Members: 399
 - IBEW Local 1307 (Salisbury)
 - Members: 239
- **Facilities:** 10
- **Substations:** 160
 - Over the last five years, Delmarva Power donated more than \$4.7 million to 750 organizations



*Data as of 2/19/16

EmPOWER Maryland

In 2008...

A portfolio of energy efficiency programs was established to support the EMPOWER Maryland initiative of reducing consumption in the state by 15% per capita by 2015.

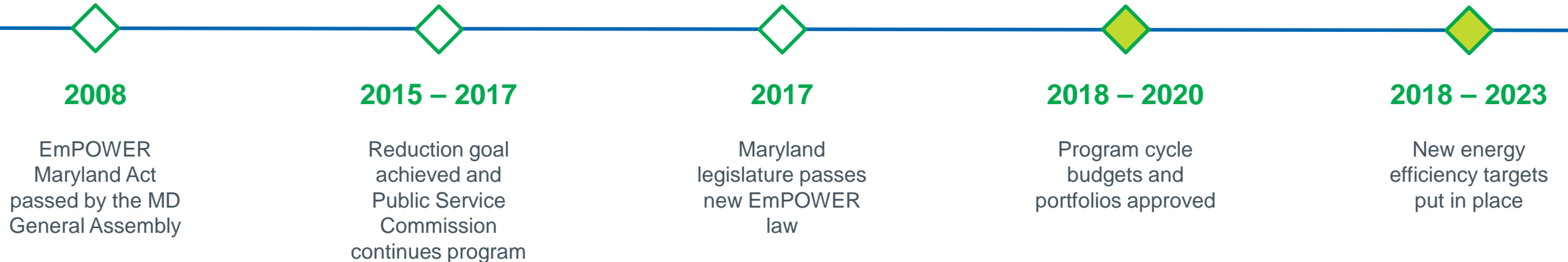
In 2015...

The 15% reduction goal was achieved!

Since 2015...

Utilities continue to work towards achieving an annual energy savings of 2%.

The ratepayer-funded program is making it easier to upgrade to energy-efficient equipment, resulting in energy savings year after year.



Pepco Energy Efficient Communities Program Overview

Addressing Needs of Municipalities - Unique challenges

- Over time, PHI realized that municipal customers needed a separate approach

Staffing



- Limited personnel available to participate in energy efficiency programs

Funding



- Budgets are typically finalized in June for a July-June fiscal year

General Awareness



- How does this program apply to them and their residents?
- What are the benefits?
- What equipment qualifies?
- What is the process?

Meeting Customers Where They Are

Guidance through the application Process – identify the next steps and how to get paid

Field Outreach – Assigned Account Executive to meet with and/or conduct walkthroughs

Coordinating Pre and Post-Inspections



Generate Awareness – identify what matters to customers and educate them on program offerings

Review Pepco Projects – identify what qualifies for incentives

Coordinate Calls with Engineering Team – determine project scope and what documentation is needed

Energy Efficient Communities Project Options

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

O&M Training



Training for staff to help them identify energy savings opportunities in their facilities

Building Tune-up



Optimization of existing equipment to extend life and increase efficiency

Retro-commissioning



Energy management system is used to identify improvement in energy performance

Monitoring-based Commissioning



Continuously monitors the performance of building systems and alert operators to savings opportunities

Business Instant Discounts



Discounts on lighting products with no application required

Project Types

Retrofits ■ New Construction ■ Renovation

Customer Eligibility

All projects require **pre-approval** and must be completed by 6/30/2021 (program cycle)

Program Journey Map

Implementation Plan

- Plan is developed upfront to identify projects, facilities, budgets, timelines, etc.

Energy Champion

- Customer identifies an Energy Champion to be the main POC who is involved in the application process, attends trainings, meets with the team, and oversees projects

Meetings

- Energy Champion meets with Account Executive quarterly to monitor status and check in

O&M training

- One employee can complete an Operations and Maintenance Training at no cost

Participation Benefits



Reduced energy costs



Reduced operations costs



Reduced maintenance costs



Improved building aesthetics



Improved occupant comfort



Better return on investment



Financial incentives



Contribute to sustainability goals

Customer Testimonials

Savings at a Glance

Program

Prescriptive (Lighting)

Project Costs

\$117,600 total project cost

- \$62,600 incentive

\$55,00 net project cost

Estimated Annual Savings

159,000 kWh per year

\$22,000 per year

Estimated Payback

2.5 years

The Upgrades

- 680 LED flat panel ceiling troffer lights
- 80 LED circular recessed ceiling canister lights
- 4-foot LED strip lights
- 30100-watt adjustable LED parking lot pole lights
- 20 flood and wall-pack LED lights

Success Story

School Buildings | Lighting



“Without Pepco incentives, we would not have had the budget to make this project possible. Plus, the improved lighting quality has made a big impact on our learning and working environment.”

– Principal, local Pepco school



An Exelon Company



An Exelon Company


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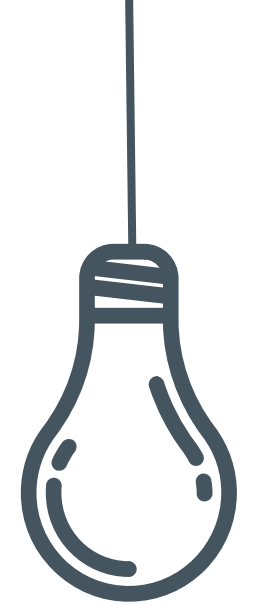
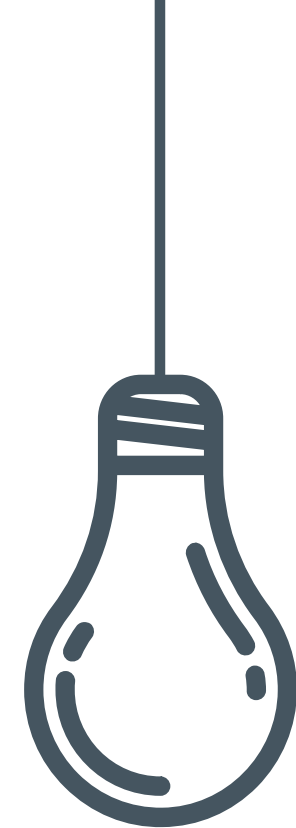
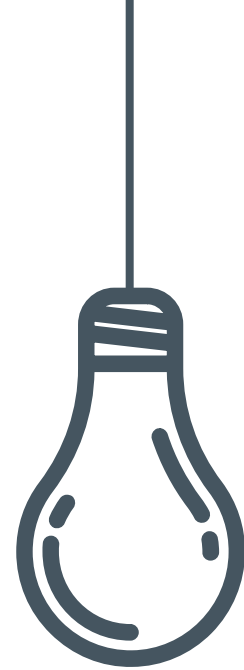
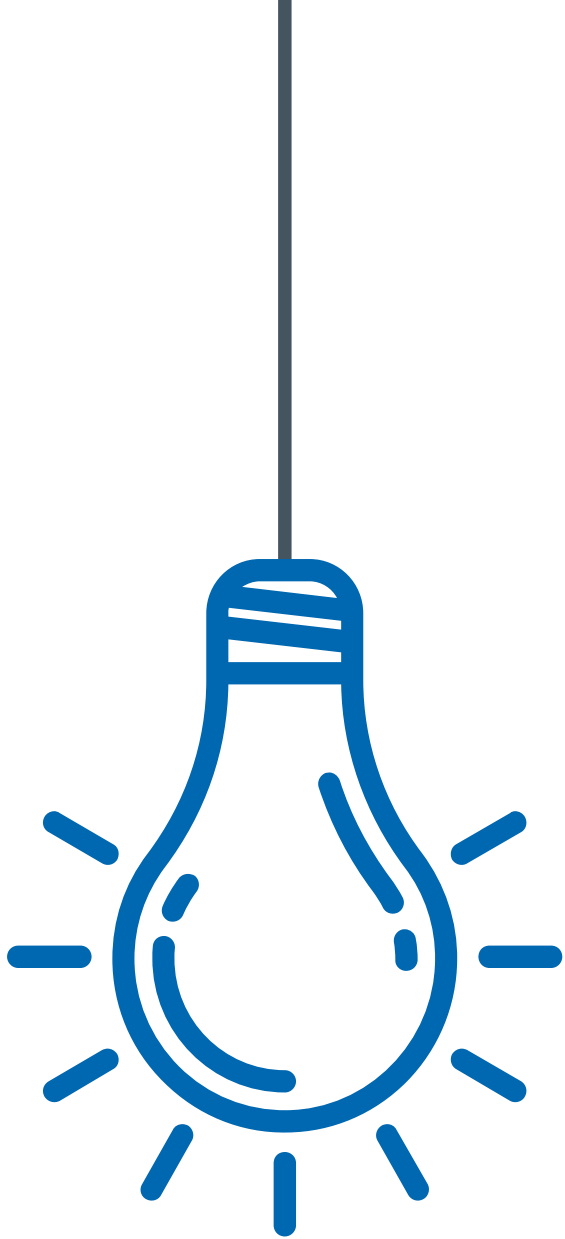
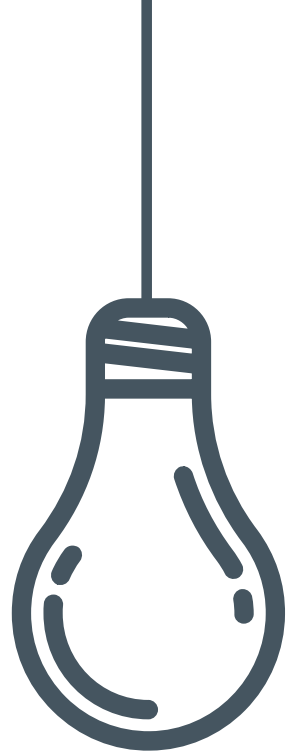
Manager

Energy Savings for Business Program

 Edward.Musz@pepcoholdings.com

 (202) 331-6682

 pepco.com/business



QUESTIONS?