

Potomac Edison Small Business Direct Install (SBDI) Program

FREQUENTLY ASKED QUESTIONS

1. WHAT IS THE POTOMAC EDISON SBDI PROGRAM?

SBDI provides Potomac Edison business customers in Maryland with a “turnkey” program that makes it easy and affordable to upgrade to high-efficiency equipment. The term turnkey means Potomac Edison’s vendor, Willdan Energy Solutions, can guide you through the entire process, from a free building survey to proposal development to installation and financing.

The program pays up to 70% of eligible retrofit costs, dramatically improving your payback on measures like LED lighting, smart thermostats and walk-in cooler upgrades. Plus, these upgrades will provide energy and financial savings for years to come.

2. HOW DOES THE SBDI PROGRAM WORK?

Potomac Edison selected Willdan to serve as the lead contractor for the SBDI program. Willdan in turn works with a network of vetted local and national subcontractors to provide sales and installation services (“the SBDI team”).

The SBDI team will provide you with a free building survey and cost proposal for relevant upgrades. The proposal will show line item costs and incentives, as well as the project’s simple payback (the length of time an upgrade is estimated to pay for itself in terms of monthly energy savings).

The customer decides which measures to install, and the SBDI team sets up an installation time. Once the work is completed, the customer signs off on the work performed and pays the SBDI team whatever balance is owed (the “copay” on the projects, which means the total project cost less the incentives from Potomac Edison).

Willdan staff will also conduct pre- and post-inspections of the work performed to ensure the job was completed in line with program rules.

For additional questions about the Potomac Edison SBDI Program, please contact: **Potomac Edison SBDI Team**

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TYPES OF BUSINESSES



Offices



Schools



Police/Fire Stations



Multifamily
(Common Areas)



Food and
Beverage



Churches



Small Retail



Grocery/
Convenience



Liquor
Stores



Healthcare



Auto Repair



Warehouse/
Industrial

3. WHO IS ELIGIBLE FOR THE SBDI PROGRAM?

Businesses within Potomac Edison’s service territory in Maryland that have an average electric demand of under 60 kilowatts (kW) are eligible to participate in the SBDI Program. If you are unsure of your electric demand, please contact Willdan.

4. CAN PUBLIC SECTOR CUSTOMERS PARTICIPATE IN THE SBDI PROGRAM?

The SBDI program is a regulated utility program offered to all non-residential customers of Potomac Edison in Maryland with an average annual peak demand of 60 kW or less. In addition, the program is part of Potomac Edison’s EmPOWER Maryland program offerings, which have been approved by the Maryland Public Service Commission.