

EmPOWER MARYLAND



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MID STREAM REBATE UPDATE



TOPICS

- *What does Mid Stream rebate mean?*

- *SMECO*

- *Coverage area*
- *Rebate Amounts*
- *Contractor Registration Process*
- *Submission Process*



- *Potomac Edison*

- *Coverage area*
- *Rebate Amounts*
- *Contractor Registration Process*
- *Submission Process*



- *BGE/PEPCO/DELMARVA*

- *Coverage area*
- *Rebate Amounts*
- *Contractor Registration Process*
- *Submission Process*



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- *Getting Paid for your Claim*
- *CE Mid Atlantic Submission Page*

What does Mid Stream mean?

- Mid Stream rebate is referring to payment of incentives to the local distributor for sale of efficient products
- 5 Utility Companies under the Empower MD program all going to a Mid Stream approach.
- There 3 different processes based on the utility



5 Utilities.....3 Different Programs



1. Register with SMECO through SurveyMonkey site
2. Obtain specific login credentials
3. Submit Claim through SMECO website
4. CE Mid Atlantic approves claims at end of each month
5. Contractor gets paid for approved claims end of following month



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1. No contractor registration required
2. Access CE Mid Atlantic Submission Site
3. Follow steps for claim submission
4. CE Mid Atlantic approves claims at end of each month
5. Contractor gets paid for approved claims end of following month



1. Register with PE
2. Obtain specific login credentials
3. Submit Claim through PE website
4. CE Mid Atlantic approves claims at end of each month
5. Contractor gets paid for approved claims end of following month

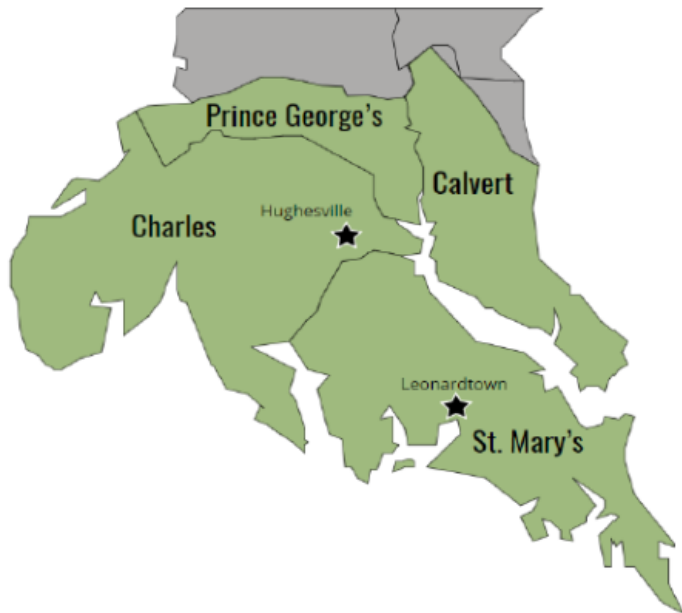


SMECO Program has been Mid-Stream for about a year

There is no change from the current program

SMECO's Service Area

Southern Maryland Electric Cooperative provides electric service to all of Charles and St. Mary's counties, all but the northern tip of Calvert County, and the southern portion of Prince George's County.



Contractor must register with SMECO to participate

Registration Site:

<https://www.surveymonkey.com/r/SMECOOITRequest>

The screenshot shows the 'SMECO Midstream Program Online Intake Tool (OIT) Access Request' form. At the top, there are logos for 'EmPOWER MARYLAND' and 'SMECO People. Power. Progress.'. Below the logos is a dark blue header with the text 'SMECO Midstream Program Online Intake Tool (OIT) Access Request'. The main body of the form has a light blue background and contains the following text: 'Please enter all data fields below to complete your access request to SMECO's Midstream Online Intake Tool (OIT). Once your participation is verified with your affiliated Distributor(s), SMECO's Midstream program team will provide you with your unique access credentials.' Below this text are two sections: '1. Company Name' with a text input field, and '2. Please select your affiliate Distributor(s) for participation verification' with a list of checkboxes. The distributors listed are: Advanced Heating Tech, Inc.; Aireco Supply, Inc.; Carrier Enterprises Mid-Atlantic; Ferguson Enterprises; HVAC Distributors; Johnstone Supply - Balsan Group; Other (please specify); Johnstone Supply - Wallace Group; Lennox; Northeastern Supply; Southern Refrigeration; United Products Distributors; and WaterFurnace.



SMECO REBATE TIER LEVELS AND AMOUNTS FOR CE MID ATLANTIC

- Incentive amounts may vary by Distributor

Equipment Type	Efficiency Level (AHRI Rated, as applicable)	CE Mid Atlantic SMECO Rebate
Air Source Heat Pump (Tier 1)	≥ 16 SEER, ≥ 13 EER, ≥ 9 HSPF	\$400
Air Source Heat Pump (Tier 2)	≥ 18 SEER, ≥ 13 EER, ≥ 9.5 HSPF	\$650
Central AC (Tier 1)	≥ 16 SEER and ≥ 13 EER	\$300
Central AC (Tier 2)	≥ 18 SEER and ≥ 13 EER	\$500
Ductless Mini Split Heat Pump	≥ 18 SEER, ≥ 12.5 EER, ≥ 9.0 HSPF	\$250
Multi-Zone Ductless Mini Split Heat Pump	≥ 15.5 SEER, ≥ 12.5 EER, ≥ 8.6 HSPF	\$400
Geothermal Heat Pump	≥ 17.1 EER and ≥ 3.6 COP	\$1,500
Smart Thermostat	Qualifying ENERGY STAR® Certified Models	\$100



New (Midstream) Process

Incentive must be issued as an instant rebate to customer off contract price

Online Intake Tool site:

<https://smecomidstream.icfwebservices.com/>

Required Detail and Documentation:

- Customer Detail
- Contractor Invoice with Instant Discount Noted
- Customer Letter Form
- AHRI Certificate **Number**
- Distributor Invoice **Number**

Incentive issued to Distributor, with credit to Contractor

A screenshot of a web form titled 'House Information'. The form contains several fields: 'Building Type' is a dropdown menu with '-- select --' as the current selection; 'Date Installed' is a date picker with a calendar icon; 'Year Built' has four radio button options: 'Pre-1945 uninsulated brick', 'Pre-1979', '1979 - 2006', and '2007 or later'; 'Distributor Name' is a dropdown menu with '-- Select --' as the current selection; and 'Distributor Invoice Number' is a text input field. At the bottom of the form are two buttons: 'Cancel' and 'Continue'.

Fine Print:

- Customer incentives will be issued as an **instant discount** on invoice
 - Must be noted as **SMECO Residential HVAC Rebate**
- Incentive amounts may vary by Distributor
- Applications must be entered within 30 days of installation
- **If your claim is not approved** by CE Mid Atlantic and/or SMECO, you will not receive an account credit



SMECO Program Contacts:

Stephanie Kneeland

SMECO Residential HVAC Program Manager

Stephanie.Kneeland@icf.com

443-718-4852

Isabel Neto

SMECO Residential HVAC Account Manager

Isabel.Neto@icf.com

443-573-0549



Distributor Contact:

Mike Poirier

CE Mid Atlantic

Mike.Poirier@carrierenterprise.com

410-207-6594

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Coverage Area for Potomac Edison



Potomac Edison MD territory includes the MD counties of Garrett, Allegany, Washington, Frederick, western part of Carol, the North-West of Montgomery and Howard touching Frederick County



SEER – Seasonal Energy Efficiency Ratio; **EER** – Energy Efficiency Ratio; **HSPF** – Heating Season Performance Factor



Contractor Registration

Potomac Edison Participating Contractor Agreement - HVAC



Potomac Edison
Residential Energy Efficient Midstream HVAC Program
Participating Contractor Agreement
Valid November, 1 2019 through December 31, 2020

Introduction:

This Agreement outlines the responsibilities and requirements of contractors who wish to participate in the Residential Energy Efficiency Midstream HVAC Program, hereinafter referred to as "the Program", offered by The Potomac Edison Company (hereafter "Potomac Edison"). Except where otherwise noted in this document, "FE MD Utility" and or the "Utility" refer to Potomac Edison, FirstEnergy's Maryland utility. The term "Participating Contractor" refers to the contractor specifically bound as a signatory to this Agreement. The term "Program Participant" refers to the HVAC Distributor. The "Implementing Contractor" refers to Honeywell Utility Solutions.

Participating HVAC Contractors serving residential customers in the Potomac Edison territory may be eligible to receive incentives on the installation of new, high-efficiency ventilation, and central air conditioning equipment. Participating Contractors through the program will be able to receive rebates on the installation of new equipment.

Registration form must be filled out and submitted to

Potomac Edison: <https://energysavemd-home.com/resources/hvac/>

Submission Website:

potomac.buildingperformance.com

Participating contractors will be able to log in on the new website on November 1st, 2019. User Names and passwords will be distributed to all participating contractors by the close of next week..

SUBMISSION PROCESS

ONCE THE SYSTEM HAS BEEN PURCHASED AND INSTALLED

The **contractor** performs the following at PE submission site:

- Log in to Potomac Edison Program Portal
- Look up customer account
- Create workorder/rebate application
- Enter installed equipment model numbers and efficiency information
- Upload AHRI Certificate or manufacturer spec supporting efficiency levels
- Upload customer facing receipt
- Upload distributor invoice
- Submit

*Must be done within 90 days of installation



Residential Energy Efficiency Programs

Contact

Joyce Williams

Joyce.Williams@Honeywell.com

301-364-8436

Support Line - (888)267-4685

Contractor Training

Oct 28th – 3:00pm-4:30pm

Oct 29th – 8:15am-9:45am

Email invite went out yesterday, Oct 21. If you didn't receive email invite contact the support line above.



Distributor Contact:

Mike Poirier

CE Mid Atlantic

Mike.Poirier@carrierenterprise.com

410-207-6594



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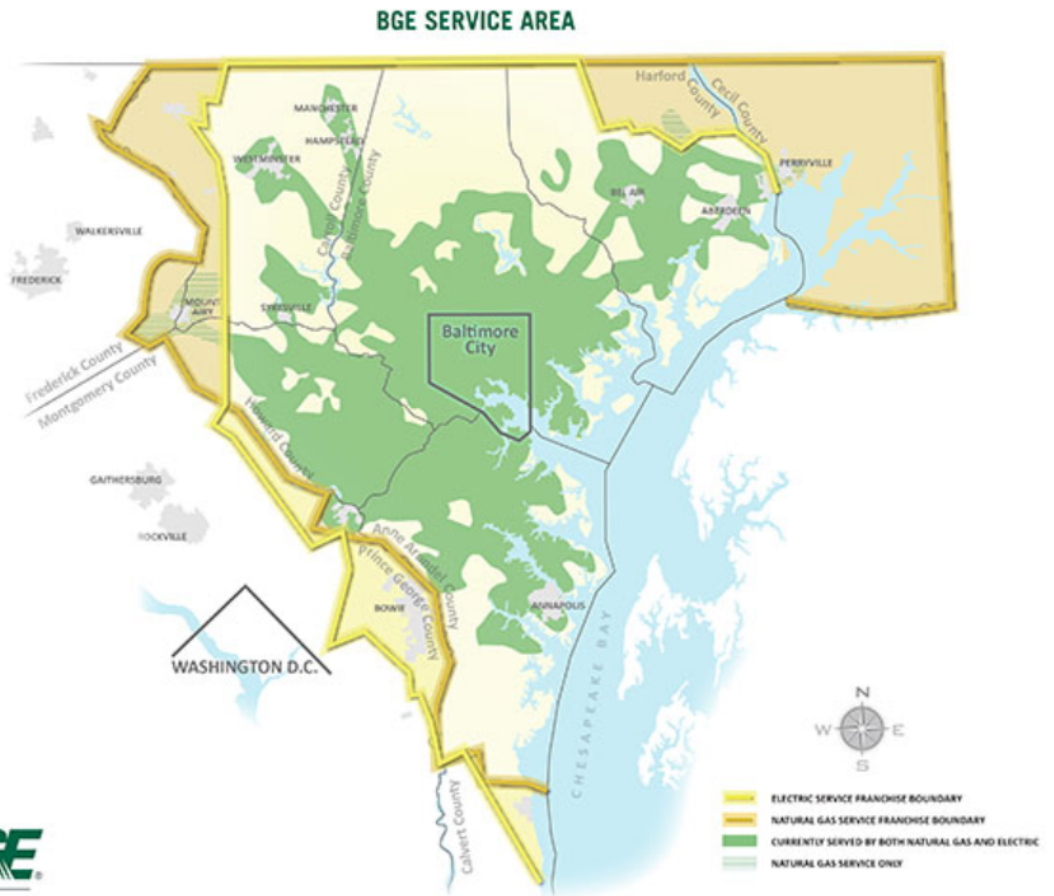


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3 Companies
Same Rebate Matrix
Same Submission Process



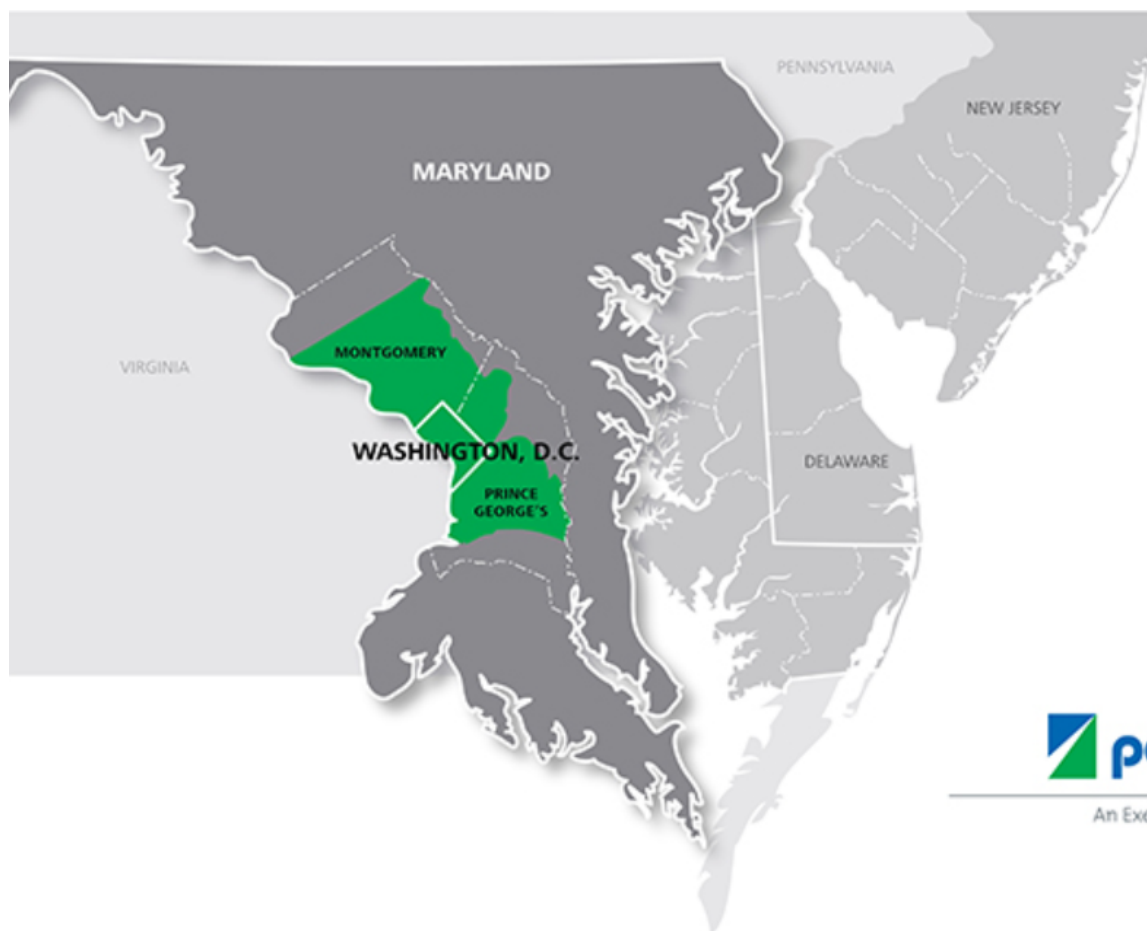
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*Program only includes residents in Maryland



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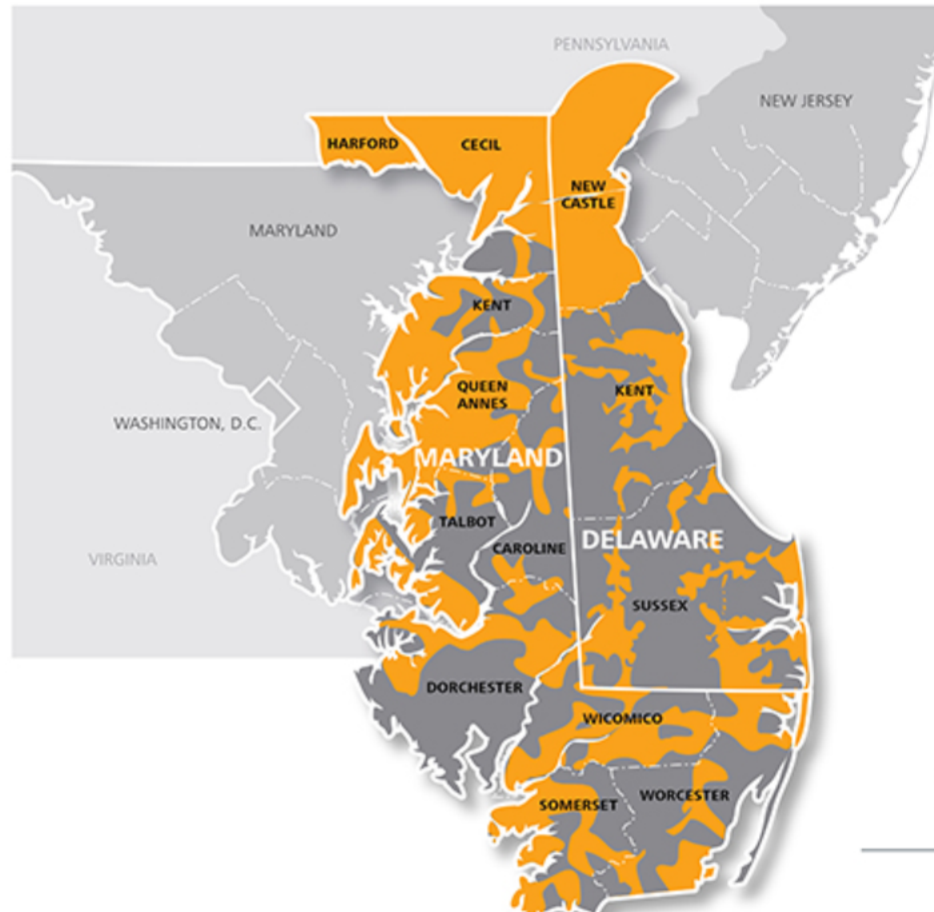


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*Program only includes residents in Maryland



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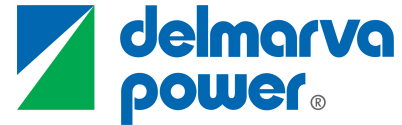
*Program only includes residents in Maryland



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No Contractor Registration Required

Claims are submitted to CE Mid-Atlantic through our submission site

* DLS Systems have been mid-stream. Same process with all products



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	<u>PRODUCT TYPE</u>	<u>Rebate</u>
	DHP Multi Zone Unit >15.5 SEER and >12.5 EER and >8.6 HSPF	\$400
	DHP Single Zone Unit >18 SEER and >12.5 EER and >9.0 HSPF	\$250
	Central Air Conditioner >16 SEER and >13 EER - Tier 1	\$300
	Central Air Conditioner >18 SEER and >13 EER - Tier 2	\$500
	Air Source Heat Pump >16 SEER and >13 EER and >9.0 HSPF - Tier 1	\$400
	Air Source Heat Pump >18 SEER and >13 EER and >9.5 HSPF - Tier 2	\$650
	Natural Gas Furnace >92% AFUE w/ECM Motor (BGE Only)	\$250
	ECM Motor-Factory Installed (not qualifying for the Furnace rebate above)	\$50
	ENERGY STAR Certified Smart Thermostat (Pepco and Delmarva Power Only)	\$100
	Geothermal Heat Pump (Closed Loop) (not available in BGE until 1/1/2020)	\$1,500



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Submitting a claim through CE site

Step 1: Confirming the homeowner is in the service area

- Go to clearesult.com
- Login with the following credentials
 1. Username: **info@carrier**
 2. Password: **Carrier1**
- Click "**Customer Validation**" tab
- Enter homeowner's full address and click confirm
- If the customer is within the service area, you will receive a confirmation code. Copy that code for your records as well as **STEP 2**

Video directions on this step embedded on our submission site



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Submitting a claim through our site

Step 2: Submitting the Incentive Information to CEMA

DEALER INFO

- Dealer Name,
- Account Number
- Phone #
- Contact Person w/email
- *MD HVACR License #*

HOMEOWNER INFO

- Confirmation Code from step 1
- Address w/City State Zip
- Rebate Amount

SYSTEM INFO

- CEMA Invoice #
- Sales Date
- AHRI #
- Product Type
- System Model & Serial



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BGE – 443-948-6189



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Pepco – 443-948-6193



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Delmarva Power – 443-948-6193



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GETTING PAID FOR YOUR CLAIM



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will gather all Empower MD claims at the end of each month


We will submit approved claims to the utility company at the beginning of the following month


The claims that we are paid for will appear as a credit on the contractors account no later than the end of the following month. If your claim is rejected by CE or the utility company, you will be notified. We are only paying out on claims we get paid for.

GETTING PAID FOR YOUR CLAIM



EXAMPLE

If you submit a claim on Oct 21st, it will be processed by  the first week of November and you will receive a credit on your account no later than Nov 30th

If you submit a claim on Feb 1, it will be processed by  the first week of March and you will receive a credit on your account no later than March 31st

CE Mid Atlantic Submission Page

THE BEGINNING LOCATION FOR YOUR
EMPOWER MARYLAND NEEDS

- MA.CarrierEnterprise.com
- Scroll to very bottom
- Under Resources
- Click UTILITY REBATE

CE Mid Stream Submission Site will include



- Link to Contractor Registration Site
- Link to Claim Submission Site
- Rebate Matrix

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- Claims for BGE, PEPCO, and DELMARVA will be submitted on our site
- Instructions are include on page

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QUESTIONS



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