BGE, Pepco, and Delmarva Electrification and Make-Ready Enablement Incentives

May 2025

ICF

Project Payments

Electrification Project Payments- <u>Equipment</u>

- **Customer** purchases high-efficient HVAC equipment from Contractor.
- Contractor installs the equipment and provides an **instant discount** on the customer invoice.
  - Instant discount must include attribution to utility and EmPOWER.
- Contractor submits the required documentation via the Online Intake Tool (OIT).
  - In the interim, Electrification requires additional documentation be submitted via e-mail.
- Distributor reviews submitted application in the OIT.
- Upon Distributor approval, ICF begins final internal review.
- Within 4-6 weeks of Contractor submission with completed documentation, ICF processes payments to the Distributor.
- Distributor processes credit or payment to Contractor (process may differ by Distributor).

Note: Similar to the standard HVAC incentives, for each piece of eligible equipment:

Distributors may still retain up to $50.00.

Contractors may still retail up to $50.00.

Electrification Project Payments – <u>Make-Ready and Contractor Bonus</u>

- **Customer** purchases high-efficient HVAC equipment from Contractor. This project requires work to be completed that is unique to an Electrification Project. This would qualify as *Make-Ready Enablement.*

- Contractor completes Make Ready Work and provides an **instant discount** on the customer invoice.
  - Instant discount must include attribution to utility and EmPOWER.

- Contractor submits the required documentation via the Online Intake Tool (OIT).
  - In the interim, Electrification/Make-Ready requires additional documentation be submitted via e-mail.

- Distributor reviews submitted application in the OIT.

- Upon Distributor approval, ICF begins final internal review.

- Within 4-6 weeks of Contractor submission with completed documentation, ICF processes payments directly to the Contractor for Make-Ready Enablement work and Contractor bonus.

- ICF sends contractor a direct check for make-ready and contractor bonus.