



The Wallace Group

Johnstone Supply - The Wallace Group's Residential HVAC Midstream Program Incentives

This document outlines the Empower Maryland Residential HVAC Midstream Program Incentives available through Johnstone Supply – The Wallace Group, effective **January 1, 2026 – February 28, 2026**

The tables outline the eligible equipment types, their efficiency requirements, and the incentive amounts available through each participating utility program (SMECO, BGE, Pepco, and Delmarva).

Equipment	System Type	Tier	Efficiency Levels				Incentive Amounts			
			EER	COP	SEER2	HSPF2	SMECO	BGE	PEPCO	DPL
Air Source Heat Pumps or Ducted Mini Split Systems	Single Package	1	N/A		15.2	6.7	\$550	\$450	\$750	\$550
	Split System	1			15.2	7.5	\$550	\$450	\$750	\$550
	Single Package	2			16.9	6.7	\$925	\$950	\$1,250	\$925
	Split System	2			16.9	7.5	\$925	\$950	\$1,250	\$925
Central Air Conditioner	Single Package	1			15.2		\$250	N/A	\$250	\$250
	Split System	1			15.2		\$250		\$250	\$250
	Single Package	2			16.9		\$450		\$450	\$450
	Split System	2			16.9		\$450		\$450	\$450
Ductless Heat Pump	Multi-Zone	N/A			15.5	7.5	\$550	\$450	\$750	\$550
	Single Zone				18	7.5	\$325	\$350	\$450	\$325
Geothermal Heat Pump	Closed Loop		17.1	3.6	N/A		\$2,200	\$2,950	\$2,950	\$2,200
Smart Thermostat	N/A		ENERGY STAR®				\$100	\$100	\$100	\$100
Heat Pump Water Heater			ENERGY STAR®				\$1,550	\$1,550	\$1,550	\$1,550

Electrification Equipment	Pepco & Delmarva Incentive Levels	BGE Adjusted Incentive <i>(effective September 15, 2025)</i>
Electrification - Air Source Heat Pump - Tier 1	\$3,950	\$2,950
Electrification - Air Source Heat Pump - Tier 2	\$4,950	\$3,950
Electrification - Ductless Mini-Split Multi-Zone ASHP*	\$3,950	\$2,950
Electrification - Geothermal	\$7,950	\$6,950
Make-Ready Incentive	75% of make-ready costs, up to \$3,000	75% of make-ready costs, up to \$3,000
Contractor Bonus	\$500	\$500

* If the multi-zone system cannot be tied to the thermostat connected to the fossil fuel system, then the multi-zone system would go through the standard midstream incentive. If the homeowner elects to remove the fossil fuel system, then the multi-zone system could capture an electrification incentive.

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