

# Why high-efficiency heating and cooling equipment is a better choice for your customers

Take advantage of instant discounts on a variety of popular energy-efficient HVAC equipment from your local distributor.\* Then, pass the savings forward to your customers.

The average commercial building wastes 30% of the energy it consumes. That's why savvy businesses invest in high-efficiency heating, ventilation and air conditioning (HVAC) equipment. Here are six great reasons why your customers should replace their old systems with energy-efficient equipment.

- 1 Return on investment.** Although the sticker price on high-efficiency equipment might be higher, the energy savings pay you back over the lifetime of the new equipment.
- 2 Comfort.** Variable-speed fans help ensure a consistent, comfortable temperature throughout interior spaces.
- 3 Indoor air quality.** Leading-edge filtration technology minimizes or eliminates the growth and distribution of airborne contaminants like dust, pollen and mold.
- 4 Reduced maintenance.** High-efficiency units last longer, so your customers won't have to replace their equipment as often.
- 5 Quieter operation.** Blowers run longer on lower speeds, reducing the "wind" effect and generating less noise.
- 6 Incentives.** Instant discounts available through the BGE Smart Energy Savers Program® make it easier and more affordable to upgrade your customers to qualifying high-efficiency equipment.

**Ask your distributor about which high-efficiency equipment qualifies for the instant discount.**

To learn more, visit [BGESmartEnergy.com](http://BGESmartEnergy.com) or call **410-290-1202**.

\*HVAC equipment efficiencies must be verified by Air-Conditioning, Heating, and Refrigeration Institute (AHRI) certificate. Sales tax will be calculated based on the pre-incentive price.



## HVAC high-efficiency equipment

Unit Type
<b>Air Conditioners (including rooftop)</b> Packaged or Split Systems
<b>Air Source Heat Pumps (including rooftop)</b> Packaged or Split Systems
<b>PTAC or PTHP</b> Single Package, < 8,000 Btu/h
<b>PTAC or PTHP</b> ≥ 8,000 and < 11,000 Btu/h
<b>PTAC or PTHP</b> ≥ 11,000 and < 14,000 Btu/h
<b>PTAC or PTHP</b> ≥ 14,000 Btu/h
<b>Mini-splits</b> Air Conditioners and Heat Pumps
<b>Heat Pump Water Heaters</b>
<b>Smart Thermostats</b> ENERGY STAR® Listed Smart Thermostats

PTAC: Packaged Terminal Air Conditioner  
PTHP: Packaged Terminal Heat Pump

EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to [BGESmartEnergy.com](http://BGESmartEnergy.com).

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BGE-CI-022025