



**Awarded Top Service Provider
2019 2020 2021 2022 2023**

Chesapeake Smart Energy Solutions is an energy savings participating service provider that facilitates Energy Control Measures (ECM's) thru Incentive for the following Energy Companies:

BGE - Pepco – Delmarva MD - SMECO

Potomac Edison - Washington GAS

Dominion VA - First Energy PA



No-Cost Energy Incentives

- HVAC Roof Top Tune-Up
- Hotel PTAC Cleaning
- ASHRAE Level I & II Energy Audits
- Building Tune-Up based on Audit Results

Scope of work



HVAC Roof Top Tune-up (%100 Covered by Incentive)

- Clean Evaporator & Condenser Coil (3-15 Ton), Replace filters if needed (Customer Provided)

Hotel PTAC Cleaning (%100 Covered by Incentive)

- Clean Evaporator & Condenser Coil all units, Replace filters if needed (Customer Provided)

Building Tune-up (%100 Covered by Incentive)

- Clean Evaporator & Condenser (PTAC, Chillers, 15 ton+)
- Replace Air Filters if needed (in some cases cost of filters are covered)
- Scheduling / Set Point Adjustments / Replace Thermostats
- Optimize Current HVAC Schedule during unoccupied hours
- Standardize Space Temperature Set Points throughout location
- Optimization of Variable Frequency Drives and Outside Air Damper
- Supply / Return Duct Sealing, identify & repair air duct leakage
- Adjust static pressure

Refrigeration (%100 Covered by Incentive)

- Clean Coils
- Replacement old Thermostat Element with new energy efficient.



Application Phase: HVAC Tune-Up & Building Tun-UP

- *Chesapeake Smart Energy Solutions Initial Site Visit*
- *Scope of Work / Energy Audit Report*
- *Conduct Kickoff Meeting Submit Application*

Study Phase for Building Tune-Up only

- *Perform Preliminary Energy Study Report*
- *ASHRAE LEVEL I Audit*
- *Includes all proposed ECMs with Cost and Savings*
- *Identifies Additional Opportunities outside of Tune-Up Scope (Lighting Controls, VFDs, Building Envelope, Water, etc.)*
- *Receive Pre-Approval from BGE, SMECO, Delmarva or Pepco*



Implementation Building Tune-UP only

- *Setting Pre-Trend Data Measurements (optional)*
- *Implement ECMs (Turn-key by Chesapeake Smart Energy Solutions)*
- *Verify ECM implementation*
- *Collect and Analysis Post-Trend Data (optional)*
- *Document Savings Achievements*
- *Site inspection and Close-out by power company*

Final Closeout

- ***NO Cost to customer for HVAC or Building Tune -UP***



Q & A for HVAC Tune-Up

- **Does this effect my present HVAC Maintenance Contract?**
NO: It will never disrupt the flow of your present HVAC relationships; it will enhance it. We do not do repair work. We will give you a complete report on the efficiency of each unit.
- **I already have a Maintenance contract. Should I do this?**
YES: Maintenance contracts do not perform a tune up, just a cleaning. Even if your unit is new, they rarely tune it properly before leaving. We also give you a complete analysis of your unit's efficiency which includes worn out parts.
- **Will Chesapeake Smart Energy Solutions Replace bad parts ?**
NO: We do not replace any parts or do any service work outside of the Tune up service. We will provide you with a report with recommendations and suggestions to give to your present HVAC service company.
- **Is there a limit to how many units I can have the Tune up service?**
NO: As long as its not a residential unit
- **How long does a tune up take and how often can I get this service ?**
About 30 minutes per unit, and can be serviced again every 3 years
- **Can this service be preformed year-round?**
YES when Temp is above 40 degrees
- **What areas qualify?**
All EmPOWER Service areas in Maryland and Dominion Energy VA FirstEnergy PA
- **Will my energy bill or fees go up after service?**
NO: There will not be any increase or additional fees or charges on your energy bills.
- **Will we receive a bill from Chesapeake Smart Energy Solutions?**
NO: You will never get a bill or charge from Chesapeake Smart Energy Solutions



Q & A for Building Tune-Up

- **How much Energy will I save?**
Building Tune-up savings typically range from 10% - 25% in annual energy savings.
- **How long does the HVAC Tune-Up process take?**
The HVAC Tune-Up process typically takes 30 minutes per unit to complete.
- **How long does the Building Tune-Up process take?**
The Building Tune-Up process typically takes 2 – 3 months to complete.
- **Who implements the Energy Conservation Measures?**
Chesapeake Smart energy Solutions is an award-winning Authorized Service Provider
- **How much time commitment is required?**
NONE: We handle all project management, paperwork processing, utility company correspondence, inspections and energy savings verification.
- **Can this service be preformed year-round?**
YES: Tune-up Measures include Heating & Cooling Energy Savings and can be completed anytime of the year.
- **What areas qualify?**
All Pepco, BGE, Delmarva, SMECO, Dominion, Potomac Edison, First Energy Customers.
- **Are there financial incentives for Natural Gas?**
YES: In the MD Washington Gas Area

Some "Satisfied Customers"



State of Maryland (11,000+ Accts)
Gaylord Hotel (2500 Units)
Howard County Gov (197 Buildings)
Cecil County Public Schools
University of MD Eastern Shore
Denton Court House
Columbia Mall
Target
CVS
Walmart
Dunkin' Donuts
Clarion Hotel
Hilton Hotels
Ritz Carlton
Hyatt Hotels
Dolle's Candy

Washington College (1200 Units)
NAI Michael Property Mang (150 Property's)
Mackenzie Property Management
Gardner & Gardner Property Management
La Fontaine Bleue
Mike's Crab House
Cromwell Storage
Burwood Shopping Center
Kirkpatrick Shopping Center
La Plata Shopping Center
Waldorf Auto Group (19 Dealerships)
Restaurant Association of Maryland
Ocean city Hotel & Restaurant Association
Princess Royale Hotel
Royal Farms
Clarion Hotel
Walgreens
... and 1000's more!