



Market Intelligence Guide | Maryland



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MARKET INTELLIGENCE GUIDE

MARYLAND

For: Energy Consultant • Energy Pro • Energy Specialist

Utilities & Rates | Rate Crisis Context | SREC Market | Brighter Tomorrow Act | Full Incentives Stack

Updated: February 2026



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Maryland

25% Above National Avg. Bills — Mature SREC Market + Brighter Tomorrow Act 1.5× Multiplier

Read These First — Important Maryland Market Notes

- 1. SREC MARKET IS ACTIVE** — Maryland has a functioning SREC market. Current prices are ~\$50–60/SREC (Dec 2025), with a Solar Alternative Compliance Payment (SACP) of \$55 for 2025. Customers generate 1 SREC per MWh of production — ongoing income throughout system life.
- 2. BRIGHTER TOMORROW ACT** — HUGE MULTIPLIER IN EFFECT NOW — Rooftop solar systems installed between July 2024 and January 2028 earn a 1.5× SREC multiplier. A \$50 SREC pays like \$75. This is the single most important limited-time incentive in the MD market — use it.
- 3. MSAP** — \$750/kW GRANT FOR INCOME-ELIGIBLE CUSTOMERS — The Maryland Solar Access Program launched July 21, 2025. Up to \$7,500 for households at or below 150% AMI. This is a grant, not a loan. A major tool for affordability conversations.
- 4. BATTERY HAS A NEW GRANT PROGRAM** — The RCES Battery Grant Program launched FY2026, replacing the expired residential battery tax credit. Confirm current funding availability with Operations.
- 5. FEDERAL TAX CREDIT EXPIRED** — The 30% residential solar ITC (§25D) expired December 31, 2025. Lead with SREC income, Brighter Tomorrow Act multiplier, net metering, and MSAP grants.
- 6. HOAs ARE COMMON IN MD** — Many Maryland communities (especially Montgomery Co., Howard Co., Prince George's Co.) have active HOAs. Flag HOA situations early — can affect panel placement and add timeline delays.
- 7. COMPLIANCE VARIES BY COUNTY** — Maryland home improvement and solicitation requirements vary by county and municipality. Always follow Helio compliance guidance before closing.

Maryland Service Area

Helio supports solar installations across much of Maryland, including the Baltimore metro, Washington DC suburbs, Southern Maryland, and the Eastern Shore. Serviceability may vary based on installer coverage, AHJ requirements, and utility territory — always submit with notes rather than self-disqualifying.

- **Baltimore Metro:** Baltimore City, Baltimore County, Anne Arundel County, Howard County, Harford County, Carroll County
- **DC Suburbs:** Montgomery County, Prince George's County, Frederick County
- **Southern MD:** Calvert County, Charles County, St. Mary's County
- **Eastern Shore / Western MD:** Confirm serviceability with Operations — coverage may vary



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- **Training note:** Do not self-disqualify leads. Submit with notes and let Operations verify coverage.

SECTION 1 — THE RATE CRISIS: WHY EVERY DOOR IS AN OPPORTUNITY

Maryland's Rate Reality

Maryland's average residential electricity rate has risen to approximately 21.05¢/kWh all-in — about 25% above the national average of ~16¢/kWh. The average Maryland household uses ~929 kWh per month, generating an average monthly bill of ~\$195 — roughly \$40/month above the national average. Since 1990, Maryland electricity costs have risen at about 2% per year, with a sharp jump in 2011 that nearly doubled the per-kWh rate from ~8¢ to today's levels.

Maryland's electricity market is partially deregulated — customers can choose their supplier, but most stay on default Standard Offer Service (SOS) from their utility. SOS supply rates are set at regular intervals and reset periodically, creating predictable rate-change moments. All three major Maryland IOUs (BGE, Pepco, Delmarva) are subsidiaries of Exelon Corporation and operate under multi-year rate plans approved by the PSC.

The Numbers That Open Doors

- Avg. all-in residential rate (2025–2026): ~21.05¢/kWh (25% above U.S. avg. of ~16¢/kWh)
- Avg. monthly usage: ~929 kWh/month (above national average)
- Avg. monthly bill: ~\$195 (~\$40/month above the national average of \$156)
- PJM capacity auction impact: Data center demand explosion in Northern Virginia is driving capacity prices higher across the PJM grid — MD customers pay this directly
- BGE supply rate (current): 13.45¢/kWh through Feb 28, 2026 — another reset is coming
- Pepco supply rate (current): 13.25¢/kWh through May 31, 2026
- Potomac Edison supply rate: 11.19¢/kWh through May 31, 2026
- Delmarva Power supply rate: 12.09¢/kWh through May 31, 2026 (MD portion)
- Rate trend: ~2% annual increase since 1990; jumped sharply in 2011 and has never come down

Rep Talking Point

'Maryland electricity bills average \$195 a month — about \$40 higher than the national average. Your utility resets its supply rate periodically and it's gone up every year for over 30 years. The data centers being built in Northern Virginia are driving up capacity prices across the whole PJM grid — and Maryland customers pay for that too. Solar locks in your energy cost for 25 years, and the SREC program pays you income from your production on top of that.'

Current Utility Supply Rate Snapshot

Category	Details
BGE Supply Rate (current)	13.45¢/kWh through February 28, 2026 (resets ~twice/year — watch for March 2026 change)
Pepco Supply Rate (current)	13.25¢/kWh through May 31, 2026 (summer/winter seasonal rates)
Potomac Edison Supply Rate	11.19¢/kWh through May 31, 2026
Delmarva Power Supply Rate	12.09¢/kWh through May 31, 2026 (MD territory; DE portion differs)



All-In Average Rate (MD)	~21.05¢/kWh (supply + delivery + transmission + EmPOWER surcharge + SOS adders)
National Comparison	MD rate = ~1.25× U.S. average of ~16¢/kWh
Avg. Monthly Bill	~\$195 (~929 kWh × \$0.21/kWh all-in)
Rate Growth Since 1990	~2%/year compounding; ~doubled from 8¢/kWh in 2011 to today
Who owns MD's big utilities?	BGE, Pepco, and Delmarva are all subsidiaries of Chicago-based Exelon Corporation
PJM Capacity Driver	Northern VA data center demand drove PJM capacity auction 9× higher in 2025 — hits MD bills

Key Rate Insight for Reps

Maryland is a deregulated market — customers CAN choose their supplier. But most don't. Most stay on Standard Offer Service (SOS) from their utility. Solar doesn't compete with a cheaper third-party supplier — it offsets ALL consumption at whatever all-in rate the customer is paying today. And as rates rise, so does solar's value. Net metering credits in MD roll forward indefinitely — no expiration on unused credits.

**SECTION 2 — MARYLAND UTILITIES & PROJECT TIMELINES****Who Serves Your Customers**

Maryland has four investor-owned utilities regulated by the PSC (Public Service Commission), plus one electric cooperative. All IOUs must offer Net Energy Metering (NEM). Three of the four major utilities (BGE, Pepco, Delmarva) are Exelon subsidiaries and share common rate plan structures.

Utility	Customers	Territory	Solar Program
Baltimore Gas & Electric (BGE)	~1.3M electric	Baltimore City, Baltimore County, Anne Arundel, Howard, Carroll, Harford, parts of PG/Montgomery/Calvert	NEM + SREC + MSAP + EmPOWER
Pepco (Potomac Electric)	~900K	Montgomery County, Prince George's County, DC suburbs	NEM + SREC + MSAP + EmPOWER
Potomac Edison (FirstEnergy)	~270K	Frederick, Washington, Allegany, Garrett, Carroll (western portion)	NEM + SREC + EmPOWER
Delmarva Power (Pepco Holdings)	~245K	Eastern Shore: Wicomico, Somerset, Worcester, Dorchester, Talbot, Caroline, Kent, Cecil, Queen Anne's	NEM + SREC + EmPOWER (MD territory only)
SMECO (So. MD Electric Coop.)	~170K	Charles, Calvert, St. Mary's, Prince George's (southern portions)	NEM + SREC + EmPOWER

How the Electric Bill Is Built

Understanding MD's bill structure helps you show where solar savings come from and why all-in rates are higher than the headline supply rate.

Bill Component	Who Sets It	Typical Amount	Changes How Often
Supply (SOS / Generation)	PSC-approved SOS rate	~11–14¢/kWh	Varies: BGE ~semi-annual; Pepco seasonal; others periodic
Distribution / Delivery	PSC rate case (multi-year plans)	~5–8¢/kWh	Every 2–4 years (multi-year plans)
Transmission	FERC / PJM	~2–3¢/kWh	Periodic — rising with data center demand
EmPOWER MD Surcharge	PSC / State	~0.5–1¢/kWh	Annual EmPOWER program cycle
Universal Service / Taxes	State/local	~0.5–1¢/kWh	Periodic

Project Timelines — Setting Customer Expectations



Category	Details
Contract → Installation	~60–90 days (MD statewide average)
Installation → PTO	~10–30 days (after passing inspection)
BGE Utility Approval	Typically 30–45 days after installation; multi-year rate plan through 2026
Pepco Utility Approval	Typically 30–45 days; seasonal rate differences (summer/winter) — note at contract time
Potomac Edison Approval	Typically 30–45 days; western MD rural areas may have transformer upgrade considerations
Delmarva Power (MD) Approval	Typically 30–45 days; Eastern Shore — confirm circuit availability before selling
SMECO Approval	Cooperative — typically 30–45 days; confirm current interconnection queue
HOA Approval	Very common in MD (Montgomery Co., Howard Co., PG Co.) — add 2–6 weeks; flag early
Main Panel Upgrade Adder	+30–60 days
Roof Work Adder	+30–60 days
Ground Mount Adder	+60–90+ days (additional permitting; some county zoning considerations)
SREC-II Application	Part 1 during project; Part 2 after PTO — SREC income retroactive to PTO
AHJ Permitting (Avg.)	Varies widely by county — Montgomery Co. and Howard Co. typically 3–5 weeks

⚠️ Maryland-Specific Project Flags

HOAs — Very Common in MD:

- Many MD communities (especially suburban DC: Montgomery Co., Howard Co., PG Co.) have active HOAs.
- Maryland's Community Solar Law prohibits HOAs from outright banning solar, but they CAN regulate panel placement, aesthetics, and visibility from the street.
- Flag any HOA customer early. Get HOA approval in writing before contract if possible.
- HOA disputes can delay projects 2–8 weeks or require design changes.

Historical Districts:

- Some MD communities and neighborhoods are in historic districts with additional review requirements.
- Flag and confirm with Operations before committing to timelines.

Eastern Shore Circuits (Delmarva / SMECO):

- Some rural circuits on the Eastern Shore and Southern MD have limited interconnection capacity.
- Confirm circuit availability with Operations before selling in these areas.



Maryland Fire Code Setback Requirements (2018 IFC — Widely Adopted)

Most Maryland counties have adopted the 2018 International Fire Code:

- Two 3-foot pathways from eave to ridge on the residence.
- One must be on the driveway side of the home.
- Each roof plane with solar must have at least one 3-foot pathway.
- 18-inch setback from the ridge in most cases.
- If ALL roof planes have solar: 3-foot ridge setback required.

Always confirm with the local AHJ — some MD counties have adopted additional requirements.

SECTION 3 — NET METERING, SREC MARKET & BRIGHTER TOMORROW ACT

Net Energy Metering — Maryland's Solar Credit Foundation

Maryland Net Energy Metering (NEM) — 1:1 Retail Rate Credit

All PSC-regulated utilities in Maryland are required to offer Net Energy Metering for residential solar systems. Customers receive full retail-rate credits for every kWh exported to the grid.

How it works:

- Your solar system powers your home first. Excess production exports to the grid.
- You receive a 1:1 bill credit at the full retail rate for every kWh exported.
- Credits include supply, distribution, transmission, and EmPOWER charges — the full rate.
- Unused credits roll forward month to month indefinitely — THEY NEVER EXPIRE.

As of 2025, Maryland updated its NEM policy:

- Rollover credits now carry forward indefinitely (previously had an annual true-up that could result in losing excess credits). The 2025 update removed this limitation.
- System sizing: Cannot exceed the customer's total annual electricity consumption (100% max).

Eligibility: All PSC-regulated utilities (BGE, Pepco, Potomac Edison, Delmarva, SMECO).

System size cap: Typically up to 2 MW for residential/small commercial — residential practical limit is well within typical roof-mounted system sizes.

Maryland SREC Market — Ongoing Income From Your Roof

Maryland SREC Market — Ongoing Production-Based Income

Maryland has an active SREC (Solar Renewable Energy Certificate) market driven by the state's Renewable Portfolio Standard (RPS) solar carve-out. Utilities must buy SRECs to comply — or pay the Solar Alternative Compliance Payment (SACP) penalty.

HOW IT WORKS:

- Every 1,000 kWh (1 MWh) of solar production earns 1 SREC.
- SRECs are sold on the open market — price fluctuates based on supply/demand.
- Current SREC market price: ~\$50–60/SREC (December 2025)
- Solar Alternative Compliance Payment (SACP): \$55 for 2025 (sets a price floor — utilities won't pay MORE than the SACP, but it anchors the market near that level)

ANNUAL SREC INCOME ESTIMATES (at \$55/SREC):

- 6 kW system (~7,200 kWh/yr): ~7.2 SRECs → ~\$396/year
- 8 kW system (~9,600 kWh/yr): ~9.6 SRECs → ~\$528/year
- 10 kW system (~12,000 kWh/yr): ~12 SRECs → ~\$660/year
- 12 kW system (~14,400 kWh/yr): ~14.4 SRECs → ~\$792/year

Unlike NJ's fixed-rate SREC-II (\$90 for 15 years), MD SRECs are sold at market rates.

Price can vary — use conservative estimates (\$45–55) in proposals.

SRECs can be sold for the lifetime of the system — no 15-year expiration.

Brighter Tomorrow Act — The Limited-Time 1.5× SREC Multiplier

★ BRIGHTER TOMORROW ACT — 1.5× SREC Multiplier (July 2024 – January 2028)

This is the single most important limited-time incentive in the Maryland market right now.

What it is:

- Signed into law in 2024. Rooftop solar systems installed between July 2024 and January 2028 earn a 1.5× multiplier on every SREC generated.
- A system that would normally generate 1 SREC per MWh generates 1.5 SRECs per MWh.
- At \$50/SREC market price: effectively earns \$75/SREC equivalent.
- At \$55/SACP: effectively earns \$82.50/SREC equivalent.

WHAT THIS MEANS IN DOLLARS — MULTIPLIER IMPACT:

- 8 kW system without multiplier: ~\$528/year in SREC income (at \$55/SREC)
- 8 kW system WITH 1.5× multiplier: ~\$792/year (+\$264/year while multiplier is active)
- Over 3.5 years of multiplier eligibility: ~\$924 in additional SREC income for an 8 kW system

IMPORTANT DETAILS:

- The 1.5× multiplier applies while the system is enrolled — it is tied to the installation date.
- Systems installed before July 2024 or after January 2028 do NOT qualify.
- Customers installing NOW (2025–early 2026) are IN the window. This is a closing tool.
- The multiplier applies to ALL SRECs generated during the multiplier period, not just initial ones.

URGENCY LANGUAGE:

'The Brighter Tomorrow Act gives you a 50% bonus on every SREC your system generates. That window closes in January 2028. Installing now gets you in — waiting costs you money.'

! Federal Tax Credit Update — Critical for 2026 Sales

The 30% Residential Clean Energy Credit (IRS §25D) expired December 31, 2025 for customer-owned systems.

TPO/commercial systems (§48E) retain credits through ~2027, then phase down.

- Cash / loan customers: No 30% federal credit. Lead with SREC income + Brighter Tomorrow multiplier + net metering savings + MSAP grant (if income-eligible) + battery program.
- Lease / PPA customers: Developer may pass through §48E value — confirm with your finance team.



SECTION 4 — BATTERY, HEAT PUMPS, EV INCENTIVES & STATE GRANT PROGRAMS

Maryland Solar Access Program (MSAP) — \$750/kW Grant for Income-Eligible Customers

MSAP — Up to \$7,500 Grant for Households at or Below 150% AMI (Launched July 21, 2025)

The Maryland Solar Access Program (MSAP) is a game-changing affordability tool for eligible customers. This is a GRANT — not a loan, not a tax credit. Money back, no repayment.

HOW IT WORKS:

- \$750 per kW of installed solar capacity.
- Maximum grant: \$7,500 (equivalent to a 10 kW system).
- Eligibility: Household income at or below 150% of Area Median Income (AMI).
- Administered by MEA (Maryland Energy Administration).
- Launched July 21, 2025 — program is active and accepting applications.

EXAMPLE SAVINGS:

- 8 kW system → \$6,000 MSAP grant (on top of all other incentives)
- 10 kW system → \$7,500 MSAP grant

WHY THIS MATTERS:

With the federal ITC gone, MSAP fills the affordability gap for the largest segment of cost-sensitive customers. A family at 150% AMI (about \$90,000–\$120,000 for a family of 4 in the Baltimore/DC metro) can get \$6,000–\$7,500 upfront — making solar genuinely accessible.

HOW TO USE IT IN A PITCH:

'Maryland has a new program that gives qualifying families up to \$7,500 in grant money — not a loan, actual grant money — for going solar. Let me show you if you qualify.'

Battery Storage — RCES Battery Grant Program



RCES Battery Grant Program — FY2026 Launch (Replaces Expired Tax Credit)

Maryland launched the Residential Clean Energy Storage (RCES) Battery Grant Program in FY2026, replacing the expired residential battery storage tax credit.

Current status (as of February 2026):

- Program is active — confirm current funding availability and grant amounts with Operations.
- Administered by MEA (Maryland Energy Administration).
- Grants available for qualifying residential battery storage installations.

WHY BATTERY MAKES SENSE IN MD:

- PJM capacity price volatility means MD bills could spike again — battery buffers this.
- BGE, Pepco, and other utilities are implementing demand response programs — battery earns participation income in some service territories.
- Solar + battery qualifies for SREC generation on all solar production.
- With the Brighter Tomorrow Act multiplier active, every kWh produced earns 1.5× SRECs.

COMMERCIAL/TPO BATTERY (\$48E):

- TPO/lease solar-plus-battery systems may qualify for the §48E ITC through ~2027.
- Confirm with your finance team for lease/PPA structures.

Heat Pumps — EmPOWER Maryland Rebates



EmPOWER Maryland Heat Pump Rebates

EmPOWER Maryland is the statewide energy efficiency program administered through the PSC and funded by a small surcharge on all utility bills. Available through BGE, Pepco, Potomac Edison, Delmarva, and SMECO customers.

AIR SOURCE HEAT PUMP (ducted or ductless):

- \$500–\$1,500 rebate for qualifying ASHP installations.
- Amount varies by system type, efficiency rating (HSPF2/SEER2), and utility.
- Replaces oil, propane, natural gas, or electric resistance as primary heating.

GEOTHERMAL HEAT PUMP:

- Up to \$3,000 rebate for qualifying geothermal/ground-source heat pump systems.

HEAT PUMP WATER HEATER:

- Typically \$250–\$400 rebate — confirm current amount with your utility.

BGE SMART ENERGY REWARDS:

- BGE's demand response program — earn bill credits for reducing usage during peak events.
- Compatible with battery + solar systems for additional income.

Utility-specific programs: BGE, Pepco, and others may offer deeper rebates for whole-home electrification projects. Check bgesmartenergyrewards.com and empower.maryland.gov.

Note: Federal §25C heat pump tax credit (\$2,000/yr cap) expired December 31, 2025.

Electrification Sizing — Size for the Future Home

Maryland's high-bill customers are excellent candidates for full electrification. BGE and Pepco territory includes heavy oil-heat homes (Baltimore suburbs, Montgomery County) — heat pump conversions represent a massive load addition that solar can offset.

Typical additions:

- EV (home charging): +3,000–4,500 kWh/year
- Air source heat pump: +3,000–6,000 kWh/year (replacing oil = large load addition)
- Heat pump water heater: +500–800 kWh/year

MD net metering credits roll forward indefinitely — a larger system built for the electrified future home maximizes SREC income (especially with the 1.5× multiplier active) and maximizes net metering savings at current all-in rates.

EV Incentives

EV Incentives — EXCELSIOR + Utility Charger Programs

EXCELSIOR EV Rebate Program (Maryland Energy Administration):

- Check current status and funding levels at mea.maryland.gov — programs can be paused when funding is depleted. Confirm active availability before including in customer pitch.
- Historically: Up to \$3,000 for new BEV; reduced amounts for PHEVs and used EVs.

BGE CHARGER REBATE:

- Up to \$1,000 toward Level 2 EV charger installation (wiring and hardware).
- BGE Plug In EV Program — confirm current rebate levels with BGE.

PEPCO CHARGER REBATE:

- Similar Level 2 charger rebate — confirm at Pepco's website.

Federal §30D new EV credit (\$7,500) and §25E used EV credit (\$4,000): Expired Sept 30, 2025.

SOLAR + EV BUNDLE TIP:

- MD net metering offsets EV charging at full retail rate (~21¢/kWh avoided).
- With Brighter Tomorrow Act multiplier, every EV kWh of solar production earns 1.5× SRECs.
- 'Your EV runs on solar — and your SREC income helps pay for the car itself.' Close deals.

Tax Exemptions

- **Sales Tax Exemption (6%):** All solar equipment and installation is fully exempt from Maryland's 6% sales tax. Automatic at purchase — no customer action needed.
- **Property Tax Exemption:** Added home value from solar is excluded from Maryland property tax assessment. Zero additional property taxes for going solar — permanent, statewide benefit.

SECTION 5 — CLEAN ENERGY MANDATES & SELLER COMPLIANCE

Maryland's Clean Energy Mandates — Why Programs Are Durable

Maryland's SREC market and solar incentive programs are driven by the Renewable Portfolio Standard (RPS) and its solar carve-out. Utilities must buy SRECs to meet their solar obligation — or pay the SACP penalty. This creates permanent, legal demand for Maryland solar production. The Brighter Tomorrow Act was specifically designed to accelerate rooftop solar adoption before 2028.

Mandate	Requirement	Target Year	Status
RPS — Solar Carve-Out	14.5% of electricity from solar by 2030	2030	Binding — SREC market driven by this
RPS — Total Renewable	50% renewable electricity (Clean Energy Jobs Act 2019)	2030	Binding law
GHG Reduction	50% below 2006 GHG levels	2030	Climate Solutions Now Act — binding
100% Clean Electricity	100% clean/carbon-free electricity	2035	Target — Clean Energy Jobs Act
Net Zero Economy	Net zero greenhouse gas emissions	2050	Climate Solutions Now Act
Brighter Tomorrow Act	1.5× SREC multiplier for rooftop installations	Jul 2024–Jan 2028	ACTIVE — limited time window
MSAP Program	\$750/kW grants for households ≤150% AMI	2025–funded	Active — launched July 21, 2025
EmPOWER MD	Statewide efficiency program (rebates, demand response)	Ongoing	Active — 3-year program cycles
Net Metering Expansion	Indefinite credit rollover (2025 update)	2025 update	Now in effect

What Mandates Mean for Your Sales Pitch

Maryland requires 14.5% of all electricity to come from solar by 2030. Utilities MUST buy SRECs to comply. The SACP of \$55/SREC anchors the market — utilities pay near that to avoid the penalty.

The Brighter Tomorrow Act is NOT permanent — it expires January 2028. Customers installing now earn the 1.5× multiplier. Every month they wait is income left behind.

'Maryland law requires utilities to buy your solar energy. You'll earn SREC income for the lifetime of your system. And right now, there's a bonus that pays 50% more per SREC — but only until January 2028. The clock is ticking.'

What's Driving Future MD Rate Increases

- **PJM Capacity Market:** Northern Virginia data center construction is the dominant driver. PJM's 2025 capacity auction cleared at record levels — MD customers in PJM pay this directly.



- **Exelon Multi-Year Rate Plans:** BGE's plan runs through 2026; Delmarva's through 2025. New rate cases are in progress or upcoming for all three Exelon utilities in MD. Rate increases are already approved in the pipeline.
- **Grid Modernization:** BGE's STRIDE program and capital investment plans add ongoing costs to delivery rates.
- **EmPOWER MD Funding:** Funded by a per-kWh surcharge on all utility bills — small but adds to all-in rates.



Close With Urgency

- Brighter Tomorrow Act 1.5× SREC multiplier expires January 2028 — every month counts.
- MSAP grant (\$750/kW, up to \$7,500) is funded annually — not guaranteed indefinitely.
- The 30% federal tax credit is gone. State programs are fully intact — right now.
- BGE multi-year rate plan expires 2026 — new rate case likely means higher rates ahead.
- Net metering credits at today's 21¢/kWh all-in rate. Locking in production now maximizes value.
- RCES Battery Grant is new — funding can be depleted. Getting in early is the smart move.

Seller Compliance — Maryland



Maryland Home Improvement & Solicitation Compliance

Maryland home improvement and door-to-door solicitation requirements vary by county and municipality. There is no single statewide Hawker's & Peddler's license requirement, but individual counties and cities may have local permit requirements.

KEY RULES:

- Maryland requires Home Improvement Contractor (HIC) registration for work performed on residential property — Helio and its licensed contractors handle this.
- Local solicitation permits: Many MD counties and municipalities require canvassing permits for door-to-door sales. Always check your specific target area BEFORE canvassing.
- Montgomery County, Prince George's County, and Baltimore City are known to have specific solicitation permit requirements — confirm before canvassing.

CONTRACT REQUIREMENTS:

- Use Helio's Maryland Home Improvement Contract (HIC) for all residential deals.
- Battery projects require the Battery System Acknowledgment Addendum — mandatory.
- Include SREC enrollment disclosures and MSAP documentation if applicable.

ALWAYS follow Helio compliance guidance before closing — requirements can change. When in doubt, contact your manager or the Helio compliance team.

**SECTION 6 — QUICK REFERENCE CHEAT SHEET****Full Maryland Incentive Stack at a Glance**

Incentive	Type	Value	Duration / Notes
Net Energy Metering (NEM)	Bill credits	~21¢/kWh on net exports — full retail	Credits roll forward indefinitely (2025 update)
Maryland SREC Market	Market-rate production income	~\$50–60/SREC (market price)	System lifetime; 1 SREC per MWh
Brighter Tomorrow Act (1.5×)	SREC multiplier	Effectively \$75–90/SREC equivalent	Jul 2024–Jan 2028 ONLY — limited time
MSAP Grant	Cash grant (no repayment)	\$750/kW up to \$7,500	≤150% AMI households; MEA administered
RCES Battery Grant	Cash grant	Confirm current amount with Operations	FY2026 launch; new program
MD Sales Tax Exemption	Tax savings	6% savings on system cost	Permanent — automatic
MD Property Tax Exemption	Tax savings	Zero added property tax for solar	Permanent — statewide
Heat Pump Rebate (EmPOWER)	Cash rebate	\$500–\$1,500 ASHP	Annual EmPOWER program cycle
Geothermal HP Rebate	Cash rebate	Up to \$3,000	EmPOWER program
BGE Charger Rebate	Charger rebate	Up to \$1,000	BGE customers; confirm current amount
EXCELSIOR EV Rebate	EV rebate	Up to \$3,000 BEV	MEA managed; confirm funding availability

SREC Annual Income Estimator (with and without Brighter Tomorrow Act multiplier)

System Size	SRECs/Year	Base Income (\$55/SREC)	With 1.5× Multiplier (\$55 SACP)	Additional w/ Multiplier
6 kW (~7,200 kWh)	~7.2	~\$396/year	~\$594/year	~\$198/year extra
8 kW (~9,600 kWh)	~9.6	~\$528/year	~\$792/year	~\$264/year extra
10 kW (~12,000 kWh)	~12.0	~\$660/year	~\$990/year	~\$330/year extra
12 kW (~14,400 kWh)	~14.4	~\$792/year	~\$1,188/year	~\$396/year extra

Key Contacts & Resources

Category	Details
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Maryland PSC (rate regulator)	psc.maryland.gov — Rate cases, utility oversight, NEM policy, solar rules
Maryland Energy Administration (MEA)	mea.maryland.gov — MSAP grants, RCES battery grants, SREC registration, EXCELSIOR EV
EmPOWER Maryland	empower.maryland.gov — Heat pumps, efficiency rebates, demand response programs
SREC Trade (MD market)	sretrade.com — Maryland SREC market prices and registration
BGE Solar (interconnection)	bgesmartenergy.com — BGE solar interconnection, NEM, Smart Energy Rewards
Pepco Solar (interconnection)	pepco.com — Pepco solar interconnection and NEM for Montgomery/PG Co.
SMECO	smeco.coop — Southern Maryland Electric Cooperative solar and NEM info
DSIRE Database	programs.dsireusa.org/system/program/md — All MD incentives, comprehensive

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