

**Southern California Edison
Energy Efficiency
Express Efficiency & SPC Program
Overview
MDM Workshop
June 9, 2009**



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**SOUTHERN CALIFORNIA
EDISON[®]**

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06-09-09

Today's Reality for Businesses

IT'S ROUGH OUT THERE!

- Economic Downturn
- Businesses struggling to survive
- Customer flight to lower pricing
- Reduced access to capital
- Historically low consumer confidence
- Reduced profitability

Agenda

1. Why Energy Efficiency?
2. Learn how to use the SCE rebate program
3. Get the details about the application process and documentation that is needed
4. See examples of energy efficient projects



Program Descriptions

- Express Efficiency and SPC are nonresidential customer rebate programs designed to reduce “first cost” related to energy efficient equipment purchases.
- Express offers fixed rebates for prescribed (itemized) energy efficient equipment retrofits while SPC calculates energy savings and incentives.
- Single application used for both programs
- Delivered directly to customers via the web, account executives, and vendors.
- *The 2009-2011 program runs from January 1, 2009 until December 31, 2011*
 - ✓ To receive payment for equipment installed this year the application must be submitted this year.
 - ✓ Rebates are paid on a first-come, first-serve basis until the deadline expires or allocated funds are spent, whichever comes first.

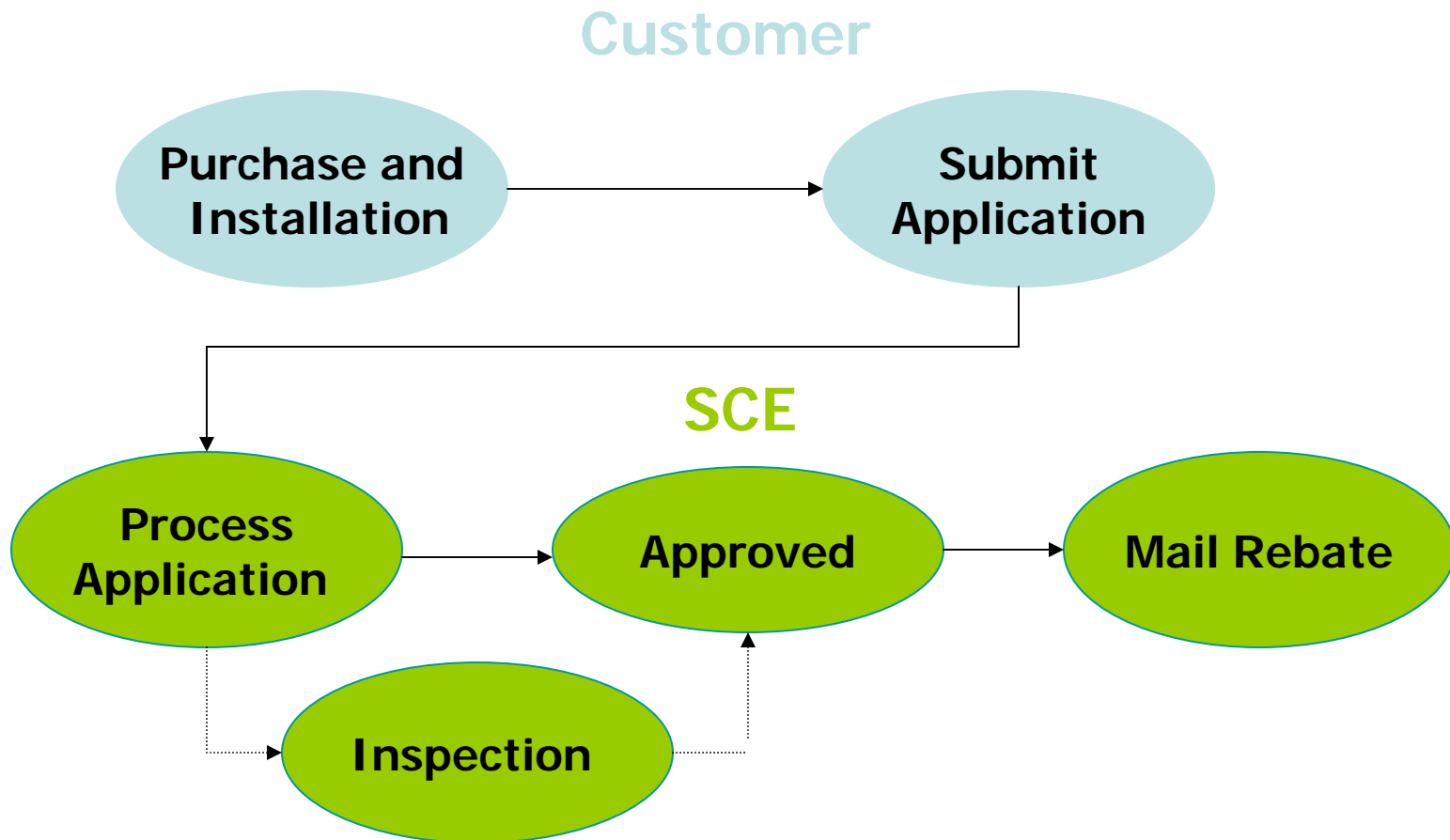
Business Incentives and Services Program Comparison

Program Feature	Express Efficiency (Itemized Method)	Standard Performance Contract (Calculated Method)
Incentives	Itemized (fixed) incentive per unit installed	Incentive paid for kWh savings above Title 24 or minimum industry standard: <ul style="list-style-type: none"> • Lighting \$0.05/kWh + \$100/kW (DEER Peak) • Other \$0.09/kWh + \$100/kW (DEER Peak) • A/C & Refrigeration \$0.15/kWh + \$100/kW (DEER Peak)
Measure Cost Caps	All projects: Up to 100% of total measure cost	<ul style="list-style-type: none"> • <u>Retrofit Project</u>: 50% of total project cost • <u>New or Added Load Project</u>: 50% of incremental project cost (equals total project cost above standard)
Incentive Caps	15% of average annual incentive budget \$1,800,000.00	15% of average annual incentive budget: \$2,400,000.00
Customer Eligibility	All non-residential customers qualify regardless of size or monthly electricity demand	All non-residential customers qualify regardless of size or monthly electricity demand
Reserving Incentive	Not required in 2009; The reservation system will be re-introduced for 2011 or sooner if the incentive budget requires the reservation system.	Signed contract guarantees funding until June 1 st of the following year

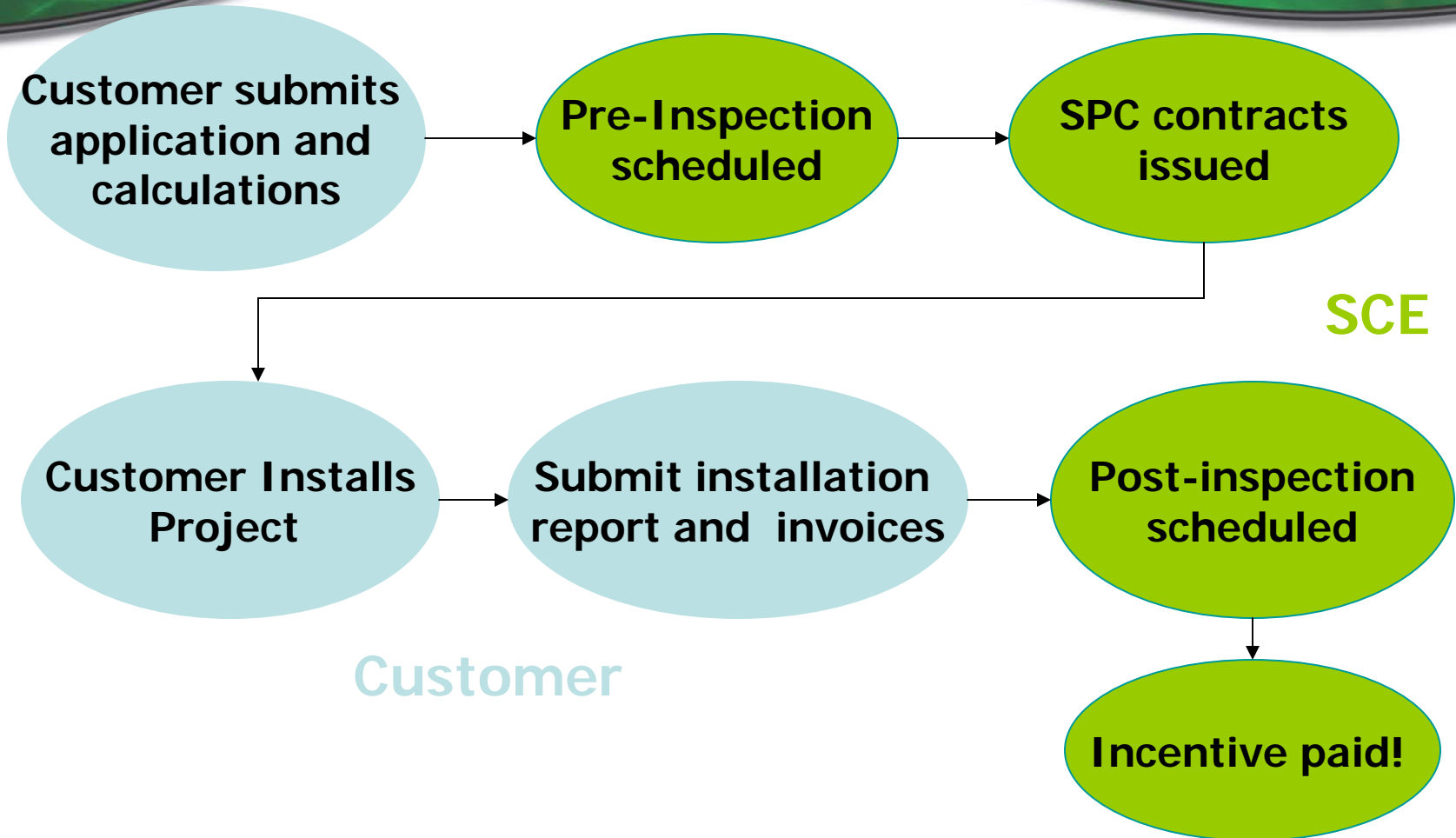
Business Incentives and Services Program Comparison (cont'd.)

Program Feature	Express Efficiency (Itemized Method)	Standard Performance Contract (Calculated Method)
Application	Use Forms 1,2 and 4. Include paid invoice and specifications sheets. Applications must be submitted <u>after</u> installation is complete	Use Forms 1, 2, and 3. Include Engineering calculations and specifications sheets. Application must be submitted <u>before</u> installation begins
Inspection	<ul style="list-style-type: none"> • <u>Mandatory</u>: post-inspections for incentive amount \$7,000 or above • <u>Random</u>: post-inspections for 20% of pipeline for incentives amount under \$7,000 	<ul style="list-style-type: none"> • 100% pre-installation inspection • 100% post-installation inspection
Application Process	<ul style="list-style-type: none"> • Purchase and Install • Submit Application • Technical Review • Post-Installation Inspection (if required) • Review and Approval • Payment 	<ul style="list-style-type: none"> • Submit Application • Pre-Installation Inspection (required) • Execute Contract • Purchase and Install • Submit Installation Report • Post-Installation Inspection (required) • Review and Approval • Payment

Overview of Express Efficiency Application Process



Overview of SPC Application Process



Express/SPC - Typical Measures

EXPRESS

- LIGHTING
 - Screw-In CFL Lamps & Compact Fluorescent Fixtures
 - Interior Induction Fixtures
 - T-8 or T-5 Lamp/Ballast Retrofit
 - Interior High-Bay Fixtures
 - Exterior Pulse-Start Metal Halide
 - Lighting Controls
 - LED Exit Signs, LED Channel Signage
- HVAC
 - Package Terminal AC & HP
 - VFD on HVAC Fans
 - Window Film
- FOOD SERVICES
 - Combination Ovens
 - Holding Cabinets
 - Commercial Ice Machines
 - Door Gaskets on Cooler/Freezer Doors

SPC

- LIGHTING
 - Interior/Exterior Lighting Retrofit
 - Lighting Controls Systems
 - LED Traffic Lights
- HVAC (AC&R1 & AC&R2)
 - High-Efficiency Chillers
 - VFD on HVAC Fans, Motors, etc.
 - Cooling Tower Replacement
 - Controls and EMS
- OTHER
 - Air Compressor
 - Fan, Pump, and/or Motor Replacement
 - VFD on non-HVAC Equipment
 - Industrial Process Applications
 - Industrial Fan and Pump Replacements
 - Injection Molding / Extrusion Machines
 - Window Film and Glazing
 - Building Shell Improvements



Application Process for Express

(After equipment has been installed)

- ✓ Complete application with wet signature and date
- ✓ Include proposal and/or invoice with detailed project description to include customer's base case
- ✓ Attach *Proof of Payment* or contain payment plan terms
- ✓ Attach specification sheets for installed equipment to include ballast, lamps, and/or sensors used

How to fill out the Application

1. Complete **Form 1** and **Form 2**

- Customer Information
- Project Type
- Customer Site Information
- Project Sponsor
- Payment Information
 - Bill Credit option
 - Third Party Payment Release
- Agreement

2. Complete **Form 3** for **SPC**

- Site name, project description, and measure cost
- Energy savings, and total project cost

3. Complete **Form 4** for **Express**

- Date Installed, Submit The Following Items, Existing Equipment, and Itemized Measure information

Proof of Payment and Invoices

Proof of Purchase documentation is required with the rebate application, i.e.,

- Itemized invoice w/zero balance or marked paid in full
 - Itemized list for each equipment type
 - Make/Brand name and model number
 - Text description of each type of equipment installed
 - Quantity installed
 - Cost per unit

When the VENDOR is the Rebate Payee also include:

- Total rebate amount deducted from the sales price
- Original documents are preferred but not required

SCE Energy Centers

CTAC

- Remodeled Foodservice Technology Center (Q1)
- New Innovation Center displays (solar tracking skylight, streetlight display, high-bay LEDs, lighting kiosk)



AgTAC

- Food Technology Center (Q3)
- New displays (solar, air compressor control, motors and drives, and more)



Visit our **Customer Technology Application Center (CTAC)** facility for **FREE** classes and demonstrations on the latest energy efficient technology.

New Seminars for 2009

- California Leading the Charge in Sustainable Building and Resource Conservation Seminar
- Energy Efficiency for Foodservice with a '2009 Forecast for the Economic Picture' Seminar
- Lighting Controls Installer Training Program, installer certification (Q1)
- Building Operator Certification and Training

Look for more classes offered at offsite locations and via video/webinar!



Contact Information

- Download application www.sce.com/spc
- Technical Support
Email Standard Performance Contract
 - SPC@sce.com
- Download application www.sce.com/express
- Technical Support
Email Express Efficiency
 - Expressefficiency@sce.com
- Do you know who your Account Executive is, want help?
 - Call (866) 636-6015
- Customer Technology Application Center: www.sce.com/ctac
 - Call (800) 336-2822

Questions and Answers

