



## Energy Management Success Story



### The New City of South Gate: Sound Energy Management Saves Money and Rebuilds Trust

It was the wrong kind of publicity for a city building its future: several years of poor administration and political turmoil made the City of South Gate headline news and nearly destroyed the city's finances. After the crisis, a new regime of leaders and managers faced the challenge not only of restoring services and best practices, but also of rebuilding public confidence and the city's good name in the business community.

"We've come from a time of serious mismanagement into an era of teamwork, with the goals of integrity and efficiency at the top of the list," says Osie Harrell, Jr., Electrical & General Maintenance Superintendent in the City of South Gate Public Works Department. "This city was teetering. We're making a new start." David E. Torres, Field Operations Manager, concurs. "We're reestablishing excellent civil service to prove to South Gate's residents and prospective new businesses that we can run our city honestly and effectively. Sound energy management is a key part of that effort, and we're glad Southern California Edison (SCE) is on the team."

#### Combined Programs for Energy Savings

Serving a population of 110,000, South Gate's first step in improving their energy management was to see where their dollars were being spent. With SCE's help, they consolidated their many single billing statements to an easier-to-manage summary bill. Then they reassigned some services to more advantageous rates to shift loads, optimize their spending, and give

themselves better flexibility. EnergyManager<sup>®</sup>, SCE's Internet-based suite of tools, gave David and Osie real-time feedback on their consumption patterns and savings opportunities. A class at SCE's Customer Technology Application Center (CTAC) in Irwindale showed them how to put it to use.

Next came participation in SCE's Agricultural Express Efficiency (AgEE), Technical Assistance & Technology Incentives (TA&TI), and Demand Bidding Programs (DBP). AgEE offered financial incentives to improve the efficiency of South Gate's water pumps, which pump 3 million gallons a day from underground wells. The increased efficiency could save over 350,000 kWh (more than \$40,000 annually) and make the city eligible for a \$28,000 rebate. Through SCE's TA & TI Program, South Gate received a free assessment and a detailed analysis of their demand response potential at several of their larger facilities, and found potential for incentives toward the purchase and installation of demand response technologies. During the heat wave in July 2006, South Gate already showed their ability for successfully saving energy during the peak hours by reducing nearly 10,000 kWh, for which they realized bill savings and incentives of over \$3,000. Using the TA & TI incentives, the city will be able to improve their system technologies and achieve even greater demand response savings. Going forward, South Gate is also looking at utilizing SCE's Industrial Energy Efficiency Program, for additional energy savings of 700,000 kWh, or over \$80,000 annually.

#### Savings by Managing Energy:

- Potential energy savings of over 1 million kWh (\$120,000 annually) using SCE energy management programs

Osie Harrell, Jr.,  
Electrical & General  
Maintenance Superintendent,  
and David E. Torres,  
Field Operations Manager,  
City of South Gate  
Public Works Department





**“SCE embraced our commitment to bringing South Gate back, and they were ready to help us with training, support, and money-saving programs we needed.”**

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David E. Torres, Field Operations Manager, City of South Gate Public Works Department



## The Big Difference of Small Measures

South Gate projects that their 2007 total combined savings from these energy management measures will exceed a million kWh, saving the city over \$120,000 annually. “You might not think the nickels and dimes make a difference,” says Osie Harrell, Jr., “but when you save consistently, you’re saving bigger all the time.” David Torres agrees. “SCE embraced our commitment to bringing South Gate back, and they were ready to help us with training, support, and money-saving programs we needed. We’re planning to use SCE’s Savings by Design Program to capture energy savings on the drawing board for our new Gateway City Walk project, which we intend to be a major shopping and recreation destination. Our Council and the city leadership are all behind this because they see the results.”

## Better Quality of Life, Restored City Pride

“There’s been no compromise to our quality of life from South Gate’s using any of these programs,” says David Torres. “In fact, the community is pleased because we’re saving money, and that’s critically important to us not just for the financial benefit, but as a matter of civic pride. We’re rebuilding the community’s trust.” “We’re raising our accountability for every public dollar we spend,” Osie Harrell, Jr. agrees. “And we’re seeing that trust return. City Council, business owners, and residents are all breathing a sigh of relief, and that’s satisfying to us. We have a calling to make this city as great as it can be, and with energy management practices like these, we’re answering that calling every day.”

## Like the City of South Gate, you can save money on electricity:

- **Switch to a time-of-use (TOU) rate and shift electricity usage from on-peak hours to mid-peak and off-peak hours as much as possible**, to take advantage of lower energy rates. Customers with demands over 200 kW are already on TOU rates, and can save money by shifting usage from on-peak hours.
- **SCE’s Technical Assistance & Technology Incentives (TA&TI) Program** at [www.sce.com/drp](http://www.sce.com/drp) provides technical assistance in the form of demand response site assessments, usually at no charge to eligible commercial and industrial customers, and incentives for the installation of qualifying demand response technology.
- **Participate in SCE’s Demand Bidding Program**, in which customers with demands of 200 kW or greater can receive credits on their bill for voluntarily reducing power during called events. Learn more at [www.sce.com/drp](http://www.sce.com/drp).
- **Take free SCE classes** in lighting, HVAC, energy management and more at an Edison Energy Center. [www.sce.com/ctac](http://www.sce.com/ctac) 800-336-2822; [www.sce.com/agtac](http://www.sce.com/agtac) 800-772-4822
- **Use Web-based tools such as SCE EnergyManager<sup>®</sup>, SCE Cost Manager<sup>®</sup> and SCE Bill Manager<sup>®</sup>** to monitor your electricity usage in real time and over the long term.
- **Leverage long-term savings from your hardware improvements using SCE Demand Response Programs**, which reward you for reducing your electricity usage. Learn more at [www.sce.com/drp](http://www.sce.com/drp).

## For More Information

Southern California Edison offers a range of programs such as cash incentives, energy surveys, and payment options to help you better manage your electricity costs. To learn more, please contact your SCE account representative, call **(800) 990-7788**, or visit us at [www.sce.com](http://www.sce.com).

Learn more about how to save energy and save money:

### Summer Discount Plan

[www.sce.com/drp](http://www.sce.com/drp)

### Demand Response Programs

[www.sce.com/drp](http://www.sce.com/drp)

866-334-7827

### SCE Energy Management Classes

[www.sce.com/ctac](http://www.sce.com/ctac) 800-336-2822;

[www.sce.com/agtac](http://www.sce.com/agtac) 800-772-4822

### SCE TA&TI

[www.sce.com/drp](http://www.sce.com/drp)

### EnergyManager<sup>®</sup>,

### Cost Manager<sup>®</sup>, Bill Manager<sup>®</sup>

[www.sce.com/RebatesandSavings/LargeBusiness/EnergyManager](http://www.sce.com/RebatesandSavings/LargeBusiness/EnergyManager)

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