

Empower

Savings

Growth

Community



SMALL BUSINESS Energy Management Solutions Guide

Energize your business, now and in the future.

Funds are available to help you reduce costs, while putting more money in your pocket.

How? Through programs funded to promote energy efficiency with business customers. By doing your part to conserve energy now, you can lower your electric bill, help reduce power outages and rolling blackouts, and relieve the strain on the electric supply.

Southern California Edison can work with you to find energy-saving solutions that translate to more money for your business. You can help set the standard for efficiency and conservation in your community. The information in these pages will show you ways to make simple equipment and operational changes that can lower your monthly electric usage and operating costs.

This guide is subject to change. For the most up-to-date information please go to www.sce.com/solutions.





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What's in it for my business?

SCE IDENTIFIED POTENTIAL SAVINGS FOR A CONVENIENCE STORE

\$8,690

in annual bill savings

see page 5 for details

IF YOU WANT TO GET
STARTED RIGHT AWAY



**Locate the Incentives
Application online or
call to receive one.**

Opportunity

Get paid back for helping the environment.

In today's economy, remaining competitive means reducing operating expenses without adversely affecting customer satisfaction. To meet this goal, we offer Express Solutions that pay you back when you install energy-saving equipment. By following our step-by-step instructions to complete and submit the required application, you can start saving today.

Incentives are available for qualifying equipment in the following areas: lighting, air conditioning, food service equipment, refrigeration, and premium efficiency motors.

YOU CAN RECEIVE UP TO

100%

of the cost for qualifying energy-saving equipment.

LIGHTING CAN ACCOUNT FOR

35%

of your monthly electric bill.



YOU CAN SAVE UP TO

\$500

annually for every degree you increase your thermostat.¹

AIR CONDITIONING CAN ACCOUNT FOR

31%

of your monthly electric bill.²

Your existing equipment could be wasting energy.

Light the way to a bright future

Overhead lighting is the biggest electricity consumer in a typical small business. The heat generated by the bulbs makes your building's cooling system work harder. These tips can help you effectively light your business and reduce your energy costs.

NO COST

- Clean bulbs, fixtures and diffusers regularly to maintain maximum illumination levels
- Turn off all decorative lighting and reduce lighting in areas that are not being used
- Disconnect and remove lamps from equipment not used daily

LOW COST

- Replace T12 and magnetic ballast lamps with newer high-performance T8 (1-inch) bulbs and electronic ballast³
- Buy lenses and reflectors for fixtures to get the same light level with fewer lamps
- Install occupancy sensors, photocells and timers on indoor and outdoor lighting³
- Replace incandescent "EXIT" signs with LED signs³

Cool down the cost of air conditioning

Inefficient office equipment not only uses more electricity, it also warms the interior space. Highly efficient ENERGY STAR®-qualified equipment and appliances often carry a no-cost premium, and use 20% less energy.⁴ Consider replacing old equipment and turning off equipment at the end of the day.

NO COST

- Set and lock your thermostat to 78 degrees (or 3 degrees higher than your usual temperature)
- Check insulation, caulking, and weather stripping to prevent loss of cool air; upgrade if necessary
- Cool and heat occupied rooms only
- Lower the boiler temperature when possible

LOW COST

- Maintain your heating, ventilation and air conditioning systems to reduce energy usage
- Add variable-frequency drives to your air conditioning equipment
- Coat window glass with a heat-blocking film or install shades³
- Upgrade old office equipment to ENERGY STAR® photocopiers, printers, fax machines, servers, etc.³

Make equipment and your business run more efficiently

If your business uses motors, compressors or refrigeration, practice regular maintenance and repair to ensure lasting performance. By maintaining equipment properly, you'll maximize its efficiency.

NO COST

- Look for and repair any compressor leaks
- Operate air compressor at lowest recommended pressure allowed
- Position refrigerators away from windows and out of any sunlight
- Clean cooling and condenser coils regularly
- Maintain room temperature at 75° F
- Adjust your hot water temperature to 100–110°

LOW COST

- Install low-flow aerators on faucets
- Insulate bare suction pipes to minimize heat gain³
- Install an evaporative fan controller to get the same airflow at reduced operating speed³
- Install automatic door closers on walk-in or reach-in coolers³
- Replace a reach-in refrigerator with a more energy-efficient model (find qualified equipment on the ENERGY STAR® website)³

Get smart about how and when you use equipment

Simple changes in the way your organization uses equipment could translate to big savings.

NO COST

- Turn off computer monitors when not in use
- Don't run dishwashing and laundry processes at the same time

LOW COST

- Install programmable thermostats
- Pre-cool facility during early morning hours to avoid using A/C during the hottest time of the day

Need help identifying projects, qualifying equipment, or finding a contractor to put your plans into action? Use our contractor referral tool: www.sce.com/contractor.⁵

For even more tips, visit: http://www.fypower.org/com/tools/energy_tips.html.

1 Flex Your Power, <http://www.fypower.org/com/sbs/retail.html>. 2 California Commercial End-Use Survey, prepared for the California Energy Commission by Itron, Inc., March 2006. 3 Receive cash back from your purchase of energy-efficient equipment. Go to www.sce.com/solutions to apply. 4 Inc. Magazine, <http://www.inc.com/ss/9-ways-cut-energy-costs?slide=1>. 5 SCE does not endorse any contractor supplier or vendor listed. SCE encourages customers to obtain more than one bid or quote when seeking energy-efficiency services. SCE does not endorse or guarantee the services, work, or financial stability of the vendors listed. Vendors are listed because the vendor elected to provide their name and contact information, not because they are recommended or endorsed by SCE. Any agreement between a customer and a vendor is exclusive of SCE and SCE is not a party or guarantor of that agreement.

Savings

The time to think long-term is now.

You'll find that when you do, it will quickly pay off with big savings for your business, now and in the future. Join businesses all over Southern California that are installing energy-efficient equipment and using simple tips to cut costs and reinvest in their organization's growth. With California's growing population, increasing demand for energy, and the pressing need to reduce greenhouse gas emissions and improve our carbon footprint, we all need to start thinking about the future.

1 Your account summary

2 Your daily average electricity usage (kWh)

3 Usage Comparison

4 Details of your new charges

5 Summary of what your charges include

Looking for savings starts here.

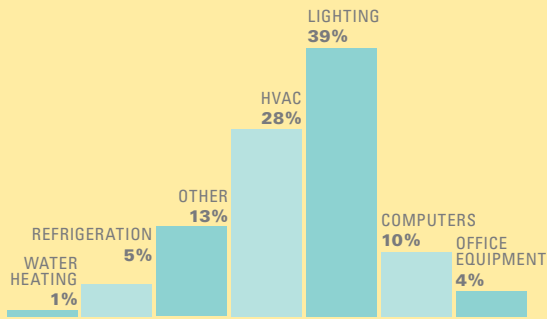
Take a look at your electric bill to determine how you use energy and where you can save. Here's how to read your bill so you can realize your Energy Efficiency savings.

- 1 Current Usage Information.** Find current month's meter read, usage information and your meter number.
- 2 Daily Usage Chart.** Compare your business' daily average usage for the current month, prior month and previous two years.
- 3 Detailed Historical Usage Table.** Use this table to identify your business' usage patterns and track your conservation efforts. You'll be able to see the dips and peaks in energy usage and if there are seasonal trends.
- 4 Details of New Charges.** Your charges are broken down into: 1) Delivery charges, 2) Generation charges, and 3) Taxes.
- 5 Summary of What Your Charges Include.** Your monthly charges (the amount due) are based on kilowatt-hours used. Look here to learn about what some of these charges are used to cover.

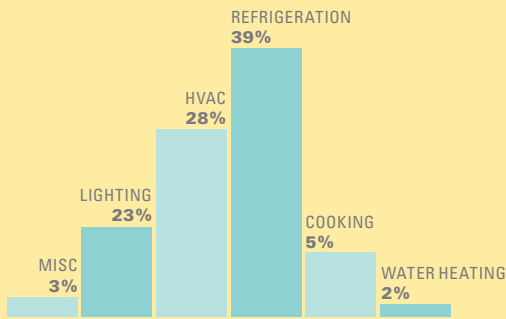
For more assistance reading your bill, go to: www.sce.com/solutions.

Typical industry energy usage breakdown

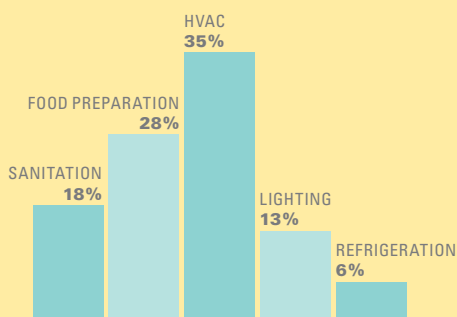
Office/Retail



Convenience Store



Restaurants



Create a plan for energy savings. Use our online tool to get started: www.sce.com/solutions.

How much money could you be saving?

While no two businesses are alike, your energy usage can be similar. Many organizations have completed energy-saving projects that quickly pay for themselves and continue to deliver long-term savings. Take a look at how other businesses like yours use energy and learn what you can do to make a positive difference.

Project Scenario No. 1

Closely managing your electrical usage can pay off. Here's one example that shows how much you can save:

A neighborhood beauty salon added spa services to their menu and decided to stay open longer hours during the summer. As a result, lights, air conditioning and spa equipment were on longer, making the electric bill higher than was expected. To save money, the owner replaced old fluorescent lights for new ones and installed occupancy sensors in the supply room and restroom. Since air conditioning had to be on for comfort, window film was added to the front window to reduce the heat coming into the salon. Keeping the air conditioning unit maintained also helped reduce the monthly bill.

\$1,500
Annual bill savings

\$1,050
SCE incentives

Project Scenario No. 2

There are money-saving opportunities in every corner. Here's one example that shows how much you can save:

A convenience store has a wall of refrigerated cases and two aisles of assorted groceries. The owner spoke to his SCE Representative and learned that his aging equipment was the reason his electric bill was high, and that changing the lighting and refrigeration could save money. First he moved the portable refrigeration units out of direct sunlight, then replaced old lighting and exit signs with energy-efficient ones. Finally, he added strip curtains to his walk-in cooler, anti-sweat heat controllers on the refrigeration doors, and insulation to the suction line of the refrigeration unit.

\$8,690
Annual bill savings

\$1,000
SCE incentives

Project Scenario No. 3

Want to positively impact your restaurant's bottom line? Here's one example that shows how much you can save:

A family-owned restaurant was looking for ways to save money without compromising the quality of the food. After speaking to a contractor, he learned that saving 20% on energy operating costs could increase his profit by as much as one-third.¹ He replaced existing T12 fluorescent lamps with more energy-efficient T8 lamps, installed gaskets on the refrigerator doors, and purchased an ENERGY STAR®-qualified ice machine to replace the aging existing machine.

\$1,470
Annual bill savings

\$565
SCE incentives

¹ http://www.energystar.gov/index.cfm?c=small_business.sb_restaurants
These scenarios represent energy and savings pulled from actual projects completed by SCE customers in the 2006–2008 incentive funding cycle. Each project is unique, and your final savings (energy and utility) may vary.

Save More

There's even more you can do to save money.

From on-bill zero interest financing that helps you fund a big project to classes that teach you the latest technology solutions, there are many ways to benefit your business.



CAN'T AFFORD TO DO A PROJECT? SCE MAY BE ABLE TO HELP.

ON-BILL FINANCING

Enjoy zero-interest financing towards the purchase and installation of qualifying energy efficient lighting, refrigeration, and air conditioning equipment with On-bill Financing. Commercial and industrial customers with energy demand less than or equal to 200 kW are eligible to participate. Visit www.sce.com/solutions.

DIRECT INSTALL

With Direct Install, qualified small businesses may be eligible to receive free energy-efficient products with free installation by contracted SCE vendors. To learn if your business is eligible for this service, or when contracted vendors will be in your area, visit www.sce.com/solutions.

SUMMER DISCOUNT PLAN

At no charge, SCE provides and installs a cycling device on your central air conditioner to periodically turn off, or "cycle," your air conditioner(s). In exchange, you will receive a credit on your summer season electric bills based on the length and frequency of cycling elected. The maximum credit amount can vary, depending on the size of the central air conditioner unit(s) and the amount of electricity used. Learn more at www.sce.com/solutions.

BECOME ENERGY SMART.

ENERGY CENTERS

At SCE's two Energy Centers – the Agricultural Technology Application Center (AGTAC) and the Customer Technology Application Center (CTAC) – you'll find the free information, training, and support you need to make important Energy Management and energy efficiency choices. Visit www.sce.com/solutions.

AIR CONDITIONING EQUIPMENT

Need to replace or upgrade your air conditioning unit? Ask your contractor to compare pricing for high-efficiency air conditioning equipment from manufacturers' distributors in your area. Use the simple comparison tool to help ensure you get the equipment that is best for your business, at the best price. Learn more at www.sce.com/solutions.

UTILITY INCENTIVES

Contact your local water and gas providers to learn how to lower your other utilities too. Southern California Gas, www.socalgas.com
Municipal Water District, www.mwd.com

NEED FURTHER ASSISTANCE?

We are available to answer any of your questions regarding energy efficiency or incentive programs. Contact Southern California Edison by phone at: **(800) 736-4777** or via email: BusinessIncentives@sce.com.

Apply

Take action now to get your fair share of incentives.

To apply for Express Solutions incentives, follow these step-by-step instructions—use the Small Business Energy Management Solutions Guide to help you complete the Solution Code, Solution Description, and Incentive fields in the application found at www.sce.com/solutions.

IF YOU NEED ASSISTANCE FINDING
A CONTRACTOR TO INSTALL YOUR
ENERGY MANAGEMENT PROJECT, VISIT
OUR CONTRACTOR REFERRAL TOOL AT:
WWW.SCE.COM/CONTRACTOR.¹

TO START SAVING NOW, FILL OUT THE INCENTIVES APPLICATION FOUND ONLINE AT WWW.SCE.COM/SOLUTIONS. View a copy of the Small Business Energy Management Reference Guide at www.sce.com/solutions or contact an SCE Account Representative or contractor for assistance.



When complete, submit application to:
Southern California Edison, Business Incentives
P.O. Box 800, Rosemead, CA 91770-0800
Questions? Call (800) 736-4777

HOW TO RECEIVE INCENTIVES

If you have NOT installed the energy-saving equipment already:

Locate the Energy Management Solutions Incentives Application online or call to receive one.

Identify the equipment solution you want to install.

Locate the equipment solution in the Small Business Energy Management Solutions Reference Guide, follow the simple instructions to complete sections 1-4 and 8-9 of the Incentives Application, then sign and submit the application to SCE.

SCE will send you an Installation Report Form.

When your project is installed, complete and return the Installation Report Form with required supporting documents to SCE (itemized invoice, manufacturer's product specification sheet).

Once your application is approved, an incentive check will be issued.

If you have already installed the energy-saving equipment:

Locate the Energy Management Solutions Incentives Application online or call to receive one.

Locate the equipment solution you installed in the Small Business Energy Management Solutions Reference Guide, and follow the simple instructions to complete sections 1-4 and 8-9 on the Incentives Application.

Submit the application with supporting documents (itemized invoice and manufacturer's product specification sheet) to SCE.

Once your application is approved, an incentive check will be issued.

¹ SCE does not endorse any contractor supplier or vendor listed. SCE encourages customers to obtain more than one bid or quote when seeking energy efficiency services. SCE does not endorse or guarantee the services, work, or financial stability of the vendors listed. Vendors are listed because the vendor elected to provide their name and contact information, not because they are recommended or endorsed by SCE. Any agreement between a customer and a vendor is exclusive of SCE and SCE is not a party or guarantor of that agreement. **Please note:** A mandatory post-installation inspection is required if your incentive is \$7,000 or more. If your incentive is under \$7,000, you may be chosen at random for post-installation inspection. Complete Express Solutions eligibility requirements can be located at www.sce.com/Express_Solutions. Do you have a bigger or more complex project in mind? Or did your equipment not qualify? Consider a Customized Solution. Contact your SCE Account Representative or vendor, or call Customer Service at: (800) 736-4777.

Start here.

For the following information, call:

To find your SCE Account Representative: (800) 736-4777

For help completing the EE portion of your application: (800) 736-4777

To check on the status of your application: (800) 736-4777

For an application, visit: www.sce.com/solutions

FOR OVER 100 YEARS...LIFE. POWERED BY EDISON.



Mixed Sources
Product group from well-managed
forests, controlled sources and
recycled wood or fiber

Cert no. SCS-COC-001083
www.fsc.org
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