Second Edition, June 2010

Empower

Savings
Business
Foresight

WATER / WASTEWATER **Energy Management Solutions Guide and Incentives Application**

SOUTHERN CALIFORNIA EDISON®
An *EDISON INTERNATIONAL*® Company

Adapt now for the future.

In an ever-changing world, efficiency and flexibility are key.

There are ways to stay ahead. Quick and easy ways. Ways that pay off immediately. And in the long term. We call them Energy Management Solutions.

Today's business environment requires you to cut costs and your carbon footprint. Energy Management Solutions do both. This guide helps you find the right approach to saving money and energy, and provides project examples of how we are helping facilities similar to yours achieve their goals. Your energy future starts here, now.

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 facility?

SCE HELPED ONE WATER/WASTEWATER AGENCY REALIZE

$307,306

in annual bill savings

see page 8 for details

IF YOU WANT TO GET STARTED RIGHT AWAY

The application is in the back cover pocket.

Any scenarios provided in this guide refer to individual customer savings. Actual savings may vary.

Solutions

Southern California Edison offers Energy Management Solutions that combine common sense and custom goals that are affordable and smart, and that give you a competitive advantage. Employing a comprehensive array of incentives and resources, our knowledgeable SCE Account Representatives and authorized third-party service providers can work with you to build a solid energy action plan to lower your total energy consumption and costs, or you can use our online assessment tools to assess your potential in order to create a plan for yourself. Whatever the size of your business or concern, this guide has a solution that's right for you.

ENERGY EFFICIENCY
Permanent energy reduction

EE

Building or system assessments
Equipment replacement
Building system design optimization

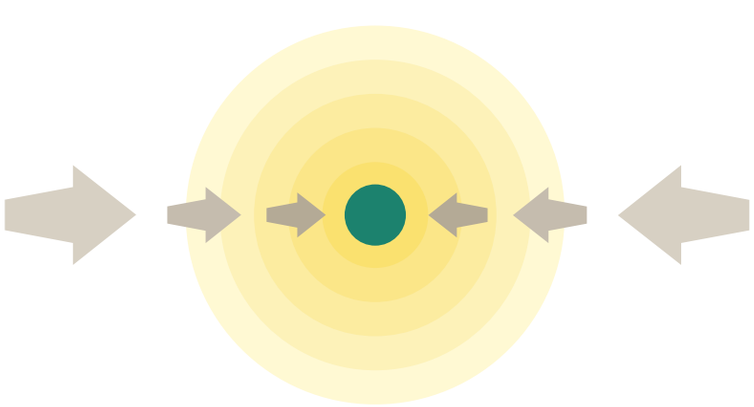
A LIST OF EE INCENTIVES STARTS ON PAGE 12

DEMAND RESPONSE
Temporary energy reduction

DR

Reduce energy use during peak times
By reducing energy you can receive rate discounts, incentive payments and bill credits

A LIST OF DR OPTIONS STARTS ON PAGE 30



PERMANENT ENERGY REDUCTION

TEMPORARY ENERGY REDUCTION

What is Energy Management?

Comprehensive Energy Management includes Energy Efficiency and Demand Response programs.

Energy Efficiency projects lead to permanent reductions in energy usage, usually by upgrading equipment and optimizing building system design.

Demand Response programs offer low-cost ways to reduce your electrical bill for agreeing to temporarily reduce or shift your electrical consumption when requested by SCE. These requests would typically be in response to either a constrained electrical grid or increasing electrical prices.

To help you identify your comprehensive energy needs, Southern California Edison can coordinate an audit of your business to assess its energy needs or provide you with our easy-to-use online tools to help you get started. Working together, we can develop a long-term energy strategy that combines Energy Efficiency and Demand Response programs to lower your energy demand, as well as your operating and capital costs.

With California's growing population, increasing demand for energy, and the pressing regulatory need to reduce greenhouse gas emissions (GHG), now is the time to be strategic and prepare your business for the future of energy management.

COMPREHENSIVE ENERGY MANAGEMENT

Includes both permanent and temporary energy reduction

Optimize your savings and energy conservation by employing an integrated approach to Energy Management.

SEE THE COMPREHENSIVE PROJECT SCENARIO SUMMARY ON PAGE 8 FOR DETAILS

$302,271
Energy Efficiency Annual Bill Savings

$232,667
One-time Incentive

$307,306
Annual Bill Savings

$5,035
Demand Response Annual Incentives

2,010,800
Lbs of Greenhouse Gas Reduction

Opportunity

Water and wastewater management and energy producers speak the same language. So when we say there are ways to increase your energy efficiency while saving on your operational costs, we know you'll understand. Efficiency is our favorite word too.

Water and wastewater treatment facilities use

20%

of the electric energy generated in California[1]

Water and wastewater treatment facilities located in California make up

10%

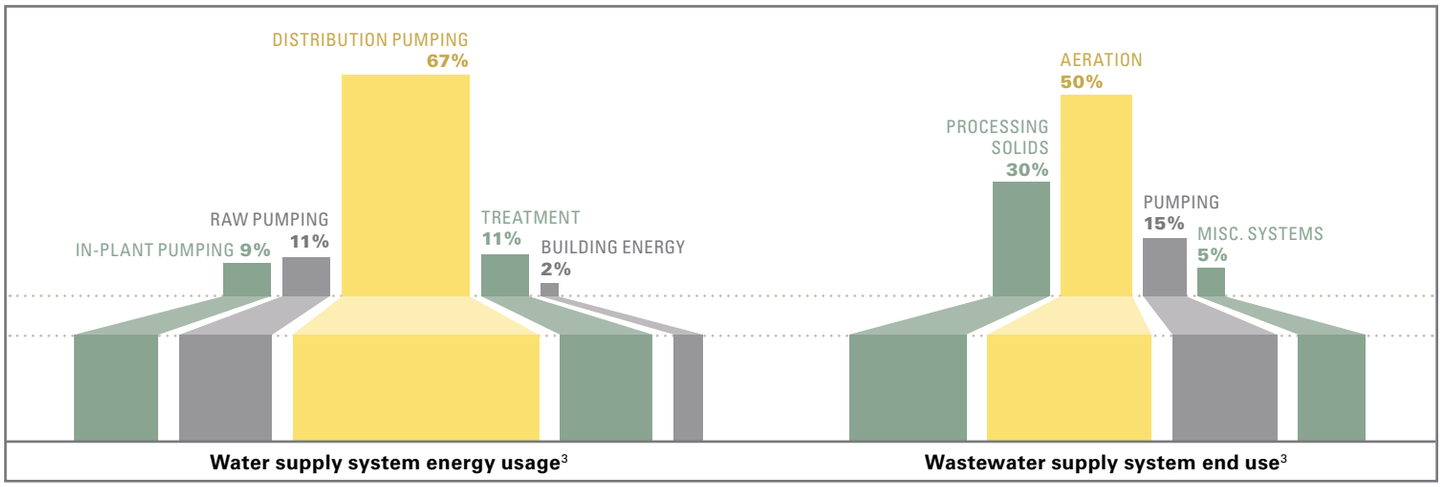
of the total number of facilities in the U.S.[1]

Demand will only grow. Will you be ready?

Between 2008 and 2023, the increase in population growth is expected to raise electricity demand by 20%.[2] This increase in demand, along with more stringent environmental standards, means your business will need to use energy more efficiently.

Don't be caught off guard. Becoming energy efficient will require large capital outlays, especially to upgrade deteriorating pumping systems. An energy management plan will help your facility meet future infrastructure and compliance needs while enhancing your operations.

Motors in pumping and blower systems account for more than 80 percent of a facility's total energy usage.



California water and wastewater treatment facilities account for more than

$500 million

total energy cost each year[1]

Energy-related costs comprise up to

1/3

of a facility's total operating costs[3]

THERE IS A SOLUTION

Studies show that, on average, energy consumption for these facilities can be reduced by

15–30%

Through the use of ENERGY-EFFICIENT EQUIPMENT to pump, treat, deliver, collect and clean water.[2]

1. U.S. Environmental Protection Agency (EPA), "Ensuring a Sustainable Future: An Energy Management Guidebook for Wastewater and Water Utilities," January 2008, www.fypower.org/pdf/EPA_Water_Guidebook_2008.pdf. 2. E-Source Sector Snapshots: Municipal Water and Wastewater Treatment. 3. E-Source Sector Snapshots: Typical Energy Profiles for U.S. Municipal Water and Wastewater Treatment Facilities.

Action

There are three stages for developing smart and cost-effective Energy Management Solutions. The first revolves around action. You start by making the commitment to take action. Your SCE Account Representative, an authorized third-party service provider or your in-house team can help you assess your facility's energy needs and set energy improvement goals that will lead to a return on your investment. The second stage is developing and implementing your long-term Energy Action Plan. By planning ahead, you not only adapt to changing conditions, you can stay ahead of the curve. In the third stage, you continuously reassess your progress and set new goals as you work to further reduce energy use across your enterprise.

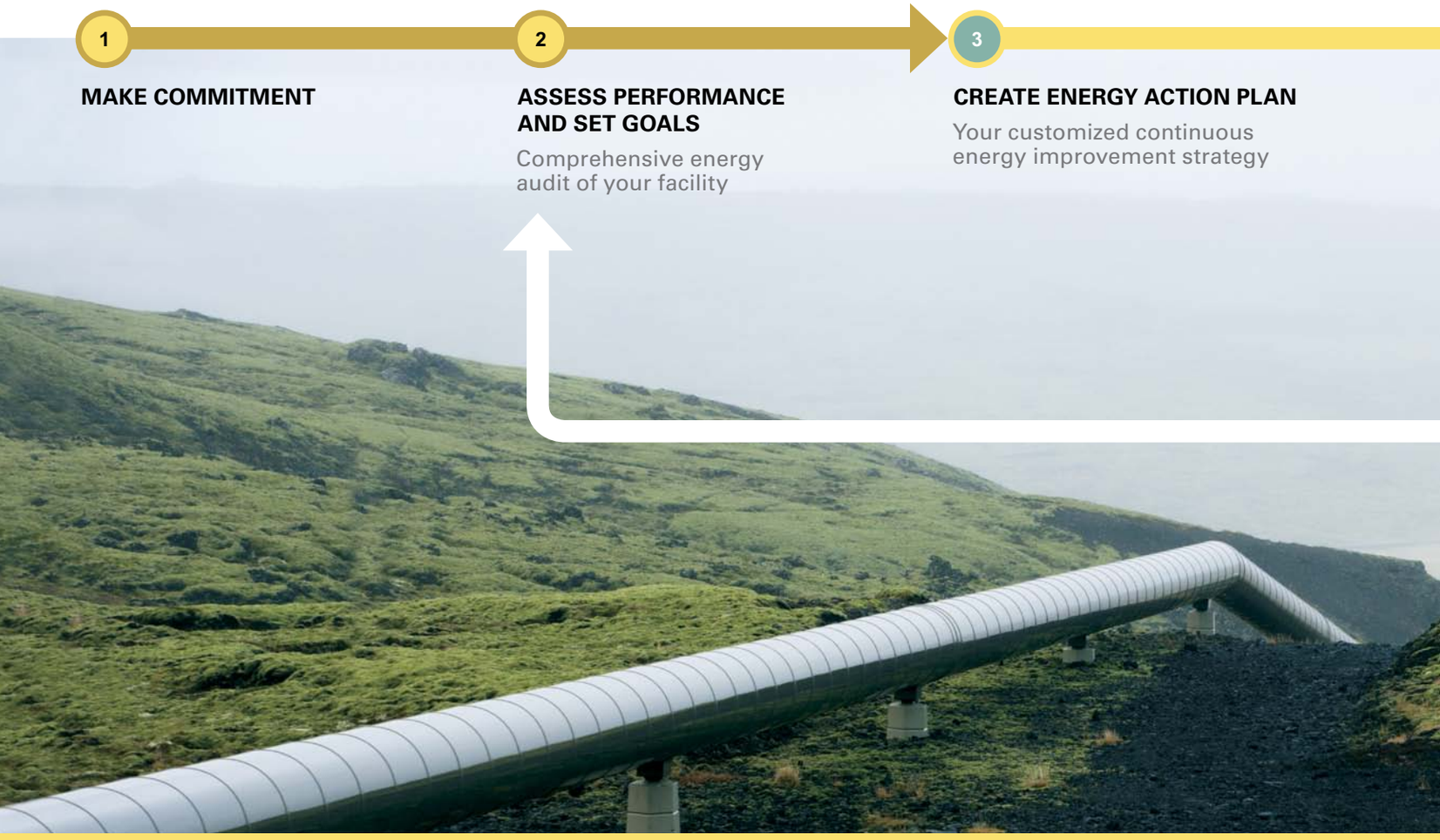
1 **MAKE COMMITMENT**

2 **ASSESS PERFORMANCE AND SET GOALS**

Comprehensive energy audit of your facility

3 **CREATE ENERGY ACTION PLAN**

Your customized continuous energy improvement strategy



From commitment to results

SCE will be with you every step of the way as you evaluate, implement and refine the Energy Management Solutions that make sense for your business. Achieving your company's energy goals begins when every level of your organization makes a commitment to using energy more efficiently and wisely. SCE can then help you, either with personal assistance or with our user-friendly online tools, to perform a comprehensive energy audit of your facility that you can use to determine the best mix of Energy Efficiency solutions and Demand Response strategies. This leads to a customized Energy Action Plan that establishes the path for your company to achieve its goals and objectives.

Your custom plan helps you implement specific no-cost and low-cost projects, like installing more efficient pumps, upgrading compressors, redesigning distribution infrastructure, and improving process and system controls. Energy Action Plans also establish performance metrics that allow you to evaluate progress so you can recognize achievements, reinvest energy savings and incentives into more capital-intensive projects and make Energy Management a critical component in everyday decision-making. Successful Energy Action Plans are regularly updated to reflect recent achievements, changes in performance or operations, external factors and shifting priorities.

4

IMPLEMENT ENERGY ACTION PLAN

Prioritize energy management projects

Implement Demand Response

5

EVALUATE PROGRESS

Establish performance metrics

6

RECOGNIZE ACHIEVEMENTS

Update regularly and keep track of changes in performance

REASSESS 7

Savings

Project Scenario No. 1

EE + DR

Municipal Water Agency

Situation
A municipal water agency with service to 50,000 customers was looking for ways to improve system reliability as its customer base expanded and operational costs increased.

Solutions
To begin, the customer upgraded their pumping system for six pumps, saving approximately 1,466,244 kWh and $219,937 from their annual utility bill.

Upgrading the motors from low efficiency (LE) to premium efficiency (PE) and installing VSDs (variable-speed drives) reduced their annual utility bill by $77,142,and saved 514,278 kWh. And by upgrading from older T12 fluorescent lighting fixtures to more efficient T8 fixtures, they saved 34,616 kWh and approximately $5,192 more on their annual utility bill.

Finally, with the SCE's Demand Bidding Program (DBP) the water municipality received $27,975 from the DR Technology Incentive Program to install programmable load control devices that help shut down two 150-hp well pumps. Now, when SCE initiates a Demand Bidding event, the customer shuts down the two well pumps and receives a credit on their electricity bill. They receive $5,035 in annual credits for this action plan.

Results and Comprehensive Project Breakdown
Through the energy efficiency strategy, the municipality was able to improve service reliability while driving their operating costs down. While the total energy reduction was close to 36%, the facility also eliminated 2,010,800 lbs of harmful greenhouse gas emissions annually. Additionally, the Demand Response strategy enabled the operators' additional bill credits. The payback period for this plan was less than 2.5 years.

ENERGY EFFICIENCY SAVINGS

Project	kWh/yr	Utility Bill/yr	Incentive
Motor and drive upgrades	514,278	$77,142	$52,475
Pump system upgrade	1,466,244	$219,937	$149,611
Lighting upgrades	34,616	$5,192	$2,606
Energy Efficiency Results	**2,015,138**	**$302,271**	**$204,692**

DEMAND RESPONSE SAVINGS

Project	kW reduced	Utility Bill/yr	Incentive
DR technology incentive	224		$27,975
DBP		$5,035	
Demand Response Results	**224**	**$5,035**	**$27,975**

ENERGY SYSTEM TOTAL SAVINGS

	kWh/yr	Utility Bill/yr	Incentive
Project Totals	**2,015,138**	**$307,306**	**$232,667**
Total GHG Reduction		**2,010,800 lbs of CO_2**	

Project Scenario No. 2

Motors and Drive Upgrade Project

EE

$6,300
Annual bill savings

$4,200
SCE incentives

41,800
Lbs of greenhouse gas reduction

Situation
A municipal water agency, located in a rural area, was considering ways to reduce its utility bill, while maintaining system reliability and holding down costs. Working with their SCE Account Representative, the customer agreed to a series of no-cost assessments of their facility. One of the assessments identified the savings associated with installation of a variable-speed drive (VSD) on a 25-hp turbine booster.

Solution
The facility installed a variable-speed drive (VSD) on a 25-hp turbine booster station to replace the bypass valve controlling the flow.

Results
Installing the VSD saved 99,288 kWh by reducing the load in relation to system demand. This saved the customer about 42,550 kWh per year, resulting in saving over $6,300 in annual energy costs, and had a simple payback of less than two years. The customer also received a utility incentive of $4,200 and reduced about 41,800 lbs of harmful greenhouse gases.

Project Scenario No. 3

Piping Re-design and Pump Upgrades

EE + DR

$140,032
Annual bill savings

$91,676
SCE incentives

915,200
Lbs of greenhouse gas reduction

Situation
For most water and wastewater facilities, pumping requires a tremendous amount of energy. Keeping these systems at optimal performance is crucial. With the help of the SCE pump test team, the customer agreed to a comprehensive test of their pumping system.

Solution
SCE pump-testing personnel tested six deep-well turbine pumps and found that three of them were operating at significantly lower efficiencies. Additionally, controls were installed as part of a Demand Response strategy, enabling the customer to reduce load during periods of Demand Response events.

Results
Upgrading the three 150-hp pumps and resizing the pipes reduced annual kWh consumption by approximately 916,700 kWh or savings of about $137,500 in annual electricity costs. The customer then enrolled in SCE's Demand Bidding Program (DBP), which provided an annual bill credit that resulted in an additional annual savings of about $2,510.

Project Scenario No. 4

Lighting Upgrades

EE

$3,900
Annual bill savings

$4,779
SCE incentives

26,400
Lbs of greenhouse gas reduction

Situation
One often overlooked area for energy savings opportunities in water and wastewater facilities is the office building. One water/wastewater facility contacted its SCE Account Representative to arrange for a lighting energy audit of their 10,000-sq-ft office building.

Solution
To determine the energy savings opportunities in the lighting end-use, the first step was to conduct a lighting audit of the building. The lighting was retrofitted in 1998. Various improvement opportunities were identified, including a T12 to T8 lighting retrofit, the installation of occupancy sensors and new energy-efficient exit signs.

Results
By installing the lighting retrofit solutions, the facility saved over $3,900 in annual energy costs, qualified for $4,779 in utility incentives, and saved over 26,100 kWh annually, the equivalent of avoiding the production of 26,400 lbs of harmful greenhouse gases. The simple payback period for the project was about 1.5 years.

If you'd like to learn more about how companies have saved money by employing energy management solutions, please see additional project scenarios at www.sce.com/casestudies.

1. Federal Tax credits are available through December 31, 2013. Energy savings must be accomplished through energy and power cost reductions for the building's heating, cooling, ventilating, hot water, and interior lighting systems. For details go to: www.energy.gov/additionaltaxbreaks.htm.

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.

Energy Efficiency

Incentives

Apply

EXPRESS SOLUTIONS

What is an Express Solution?

Express Solutions offer companies a quick way to receive an incentive for qualifying Energy Efficiency projects. These projects are associated with standard or high-volume equipment or technology such as typical lighting improvements projects. Express Solutions are available for qualifying equipment in the following areas: lighting, air conditioning, food service equipment, refrigeration, agricultural equipment and premium efficiency motors. Incentives are paid on a per-unit basis (e.g., lamp, fixture, horsepower).

Incentive information for qualifying equipment is located on the following pages.[1]

How do I qualify for an Express Solution?

Express Solutions eligibility requirements are located in the Appendix on page 38, and online at www.sce.com/Express_Solutions.

How do I apply for an Express Solution?

Use the diagram at right to help guide you through the process.

Itemized incentives do not require a pre-installation inspection of existing equipment unless a project with similar equipment received an incentive. Projects qualifying for more than $7,000 in incentives will require a post-installation inspection of the new equipment. Projects under $7,000 will be subject to a random post-installation inspection.

1. SCE pays up to 100% of the individual equipment cost for qualifying standard equipment incentives. A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.

Fill out the appropriate sections of the Incentives Application using the Solution Codes, Solution Descriptions and Incentive Amounts listed on the following pages.

Applications for Express Solutions can be submitted for qualifying equipment that is already installed or for equipment that will be installed as part of a future comprehensive project including Customized Solutions.

Return the completed application to SCE. If your project installation is already complete, please include the required supporting documentation (invoice, manufacturer's specifications product sheet).

If your project installation is already complete, upon approval of your application, SCE will issue an incentive check.

If your project installation will be completed after you submit the application, SCE will send you an Installation Report. After your project is completely installed, submit the Installation Report with the required supporting documentation to receive your incentive check.

FIND THE ENERGY MANAGEMENT SOLUTIONS INCENTIVES APPLICATION ONLINE AT WWW.SCE.COM/SOLUTIONS.

We encourage you to use the Online Application Tool available on www.sce.com/solutions to complete and submit your application.

Mail completed paper applications to:
Southern California Edison, Business Incentives
P.O. Box 800, Rosemead, CA 91770-0800
Questions? Call (800) 736-4777

CUSTOMIZED SOLUTIONS

What is a Customized Solution?

Customized Solutions are for all other eligible solutions or technologies that are not part of the Express Solutions offerings. Incentives are paid on a project-by-project basis and actual kWh and kW savings. SCE pays up to 50% of the project's cost—labor, material and equipment—based upon fixed incentive rates for actual energy (kWh) and demand (kW) savings.

Customized Solutions information is located in the tables on the following pages.

How do I qualify for a Customized Solution?

Customized Solutions eligibility requirements are located in the Appendix on page 42, and online at www.sce.com/Customized_Solutions.

How do I apply for a Customized Solution?

Use the diagram at right to help guide you through the process.

For most solutions, the Online Application Tool on www.sce.com/solutions can be used to calculate energy savings and to submit the required calculations for your project.

Actual energy and demand savings are calculated on a project-by-project basis. Pre- and post-inspections are required, and monitoring and verification of installed equipment may be required.

Fill out the appropriate sections of the Incentives Application using the Solution Codes, Solution Descriptions and Incentive Amounts listed on the following pages.

Return the completed application to SCE.

A qualified SCE contractor arranges a pre-inspection of existing equipment.

Receive a Project Approval Letter, an Installation Report and SCE Agreement.

Sign and return the Agreement to SCE.

Proceed with the installation of project.

Complete and return the Installation Report with the required supporting documentation to SCE.

A qualified SCE contractor arranges post-inspection of the new equipment.

SCE will issue incentive check.

Energy Efficiency

Incentives

LIGHTING

GENERAL LIGHTING ELIGIBILITY REQUIREMENTS

- All new lighting fixtures, retrofit kits, and components must carry the appropriate, designated Underwriters Laboratory (UL) or Edison Testing Laboratory (ETL) label.
- Customer should make sure that new lighting equipment is compatible with existing equipment and controls.
- All new fixtures and ballasts must be warranted against mechanical and electrical defects for at least five years.
- When applicable, lighting fixtures must meet existing case and proposed case requirement tables.
- New fixture or lamp wattage must be less than the wattage of lamp being replaced.

LINEAR FLUORESCENT

A linear fluorescent lamp or fluorescent tube is a gas-discharge lamp that uses electricity to excite mercury vapor to create useful light.

Express Solution

YES	NO	
		The answer should be "Yes" to every applicable question in a solution category for a project to qualify for that incentive. If you don't know the answer to the question, please contact your SCE Account Representative. If you don't know who your SCE Account Representative is, please call (800) 736-4777.
		T8 TO T8 LAMP REPLACEMENT **Lamp-only retrofit to a newer generation 4-foot, 80+ Color Rendering Index (CRI) T8 lamp that uses 28 or 25 watts.**
○	○	Are the new T8 lamps CEE-approved? Approved lamps can be found at www.cee1.org/com/com-lt/RW-lamps-ballasts.xls on tab RW Lamp Update.
○	○	Are existing 4-foot 32-watt T8 fluorescent lamps being replaced with 4-foot 28-watt or 25-watt T8 fluorescent lamps? This incentive applies to lamp-only retrofits.
○	○	Do the T8 replacement lamps have a CRI rating of 80 or greater?
○	○	Do the T8 replacement lamps have a lamp life rating of 18,000 hours for instant start ballasts and 24,000 hours for programmed start ballasts? All lamps must meet the minimums for rated lamp life at 3 hours/start.
		Note: This solution can be combined with the T8 interior lamp and electronic ballast solution. These lamps can also be used in existing 32-watt T8 re-lamping projects.
		T8 TO T8 REDUCED WATTAGE INTERIOR LAMP AND BALLAST RETROFIT **Lamp and ballast(s) retrofit to a newer generation 4-foot, 80+ CRI T8 lamp that uses 28 or 25 watts and high-efficiency ballast(s).**
○	○	Are the new T8 lamps and ballasts CEE-approved? Approved lamps and ballasts can be found at www.cee1.org/com/com-lt/RW-lamps-ballasts.xls.
○	○	Are existing 4-foot 32-watt T8 fluorescent lamps and ballast(s) being replaced with qualifying 4-foot 28-watt or 25-watt T8 fluorescent lamps and ballast(s)?
○	○	Do the T8 replacement lamps have a CRI rating of 80 or greater?
○	○	Do the T8 replacement lamps have a lamp life rating of 18,000 hours for instant start ballasts and 24,000 hours for programmed start ballasts? All lamps must meet the minimums for rated lamp life at 3 hours/start.

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.

LINEAR FLUORESCENT, CONTINUED

YES NO

T8 OR T5 LINEAR FLUORESCENT LAMPS AND ELECTRONIC BALLASTS

Lamp-only retrofit from a T12 to a T8 or T5 lamp with an electronic ballast.

Note: Effective April 1st, 2010, 4-ft T8 lamps and ballasts must be listed as High-Performance (HP) T8 lamps and HP ballasts, and be listed at www.cee1.org/com/com-lt/com-lt-main.php3.

○ ○ Are T12 lamps and magnetic ballasts being replaced with T8 or T5 lamps with electronic, high-frequency (greater than or equal to 20 kHz) ballasts?

○ ○ Do the proposed ballasts have a power factor of greater than or equal to 0.90?

○ ○ At full light output, do ballasts for 4-foot and 8-foot lamps have total harmonic distortion of less than or equal to 20%?

○ ○ At full light output, do ballasts for 2-foot and 3-foot lamps have total harmonic distortion of less than or equal to 32%?

○ ○ Will programmed start/programmed rapid-start ballasts be used for T5 lamp installations?

○ ○ Will T5 lamps being replaced in low bay installations (under 15') provide indirect lighting only? Customers installing T5 lamps for direct lighting in low ceilings should consult a lighting professional to address the possibility of excessive glare.

○ ○ Do T8 and T5 replacement lamps and ballasts meet the color rendering index (CRI) and rated lamp life standards listed in the Lamp and Ballast Requirements table? Manufacturer's specification sheets for lamps and ballasts must be provided.

LAMP AND BALLAST REQUIREMENTS

LAMP TYPE AND SIZE	BALLAST TYPE	CRI	MINIMUM RATED LAMP LIFE (3 HRS/START)
T8 – 2-foot, 3-foot, 4-foot	Programmed start / programmed rapid-start	≥ 80	24,000 hours
T8 – All sizes	Instant start	≥ 80	18,000 hours
T5 – All sizes	Programmed start or programmed rapid-start	≥ 82	20,000 hours

YES NO

DE-LAMPING

Eliminating excess lamps per fixture in conjunction with a new T8 or T5 lighting system while maintaining adequate lighting levels.

○ ○ Are existing T12 lamps/ballasts and unused lamp holders (tombstones) permanently being removed from existing fixtures?

○ ○ Are less than or equal to half of the existing lamps and ballasts (along with lamp holders) being removed from each fixture?

○ ○ Is the total number of lamps being claimed for de-lamping less than the number of replacement T8 or T5 lamps being installed?

○ ○ Will de-lamping maintain adequate light levels? Customer is responsible for deciding whether de-lamping will maintain adequate light levels.

○ ○ Is de-lamping being claimed in conjunction with T8 or T5 replacements? De-lamping alone is not eligible. Also, removing lamps from a T12 fixture that is not being retrofitted with T8 lamps is not eligible for this incentive.

Energy Efficiency

Incentives

LINEAR FLUORESCENT, CONTINUED

YES	NO	
		T5HO TO T5HO REDUCED WATTAGE INTERIOR LAMP-ONLY RETROFIT **Lamp-only retrofit to a newer generation 4-foot, 82+ CRI T5HO lamp that uses 49 or 51 watts.**
○	○	Are existing 46" 54-watt T5HO fluorescent lamps being replaced with 46" 49-watt or 51-watt T5HO fluorescent lamps? This solution applies to lamp-only retrofits.
○	○	Do the T5HO replacement lamps have a CRI rating of 82 or greater?
○	○	Do the T5HO replacement lamps have a lamp life rating of 20,000 hours or greater? All lamps must meet the minimums of rated lamp life at 3 hours/start.
		INTERIOR LINEAR FLUORESCENT FIXTURES **T8, T5, or T5/high output linear fluorescent fixtures replacing less efficient light source, such as T12 fluorescent or mercury vapor.**
○	○	Are complete new T8 or T5 or high output (HO) T5 fixtures being installed?
○	○	Will the new fixtures have a wattage equal to or less than the maximum wattage listed in the table below for each range of lamp wattage being replaced and have a lower wattage than the fixture being replaced?
○	○	Will fixtures be equipped with linear fluorescent lamps and ballasts that meet the specifications defined in the T8 or T5 Linear Fluorescent Lamps with Electronic Ballasts category? All 4-foot T8 lamps and ballasts must be listed as High Performance (HP) T8 lamps and HP ballasts, and be listed at www.cee1.org/com/com-lt/com-lt-main.php3.
○	○	Are new fixtures replacing existing incandescent, mercury vapor, T12 fluorescent, standard metal halide, or high-pressure sodium fixtures in interior installations? Existing pulse start metal halide and exterior installations do not qualify.
○	○	Will all replacement fixtures be hardwired?
○	○	Is this the only Express Solution category under which the fixtures are receiving incentives? Fixtures are not eligible for additional incentives under the Compact Fluorescent fixtures and T8 or T5 Linear Fluorescent Lamps with Electronic Ballasts categories, but may qualify for an occupancy sensor incentive under the Occupancy Sensor category, provided all requirements are met.
○	○	Will fixtures be installed at a height over 12' above the finished floor to qualify for 400-watt and greater-than-400-watt categories?
		INTERIOR BI-LEVEL STAIRWELL/HALL/ENCLOSED GARAGE FLUORESCENT FIXTURE **A linear fluorescent hardwired fixture with electronic ballast and a passive infrared or ultrasonic sensor that will dim the fixture to 50% or less during unoccupied periods.**
○	○	Will all interior replacement fluorescent fixtures be hardwired? Exterior installations do not qualify.
○	○	Are new fixtures equipped with electronic ballasts and manufacturer-integrated occupancy sensors?
○	○	Are all installed lamps pin-based?
○	○	Are the manufacturer-integrated sensors passive infrared and/or ultrasonic that controls the individual fixture and meets UL requirements? Fixtures must default to full light output if integrated sensors fail. Fixtures controlled by “manual on” overrides do not qualify.
○	○	Do the fixtures operate at full light output during occupied periods?
○	○	Do the fixtures operate at 35% or less of full wattage during unoccupied periods?

Note: A parking garage is a covered building or structure for the purpose of parking vehicles, which consists of at least a roof over the parking area enclosed with walls on all sides. Parking garages may have fences, rails, partial walls (pony wall), or other barriers in place of one or more walls. The structure has an entrance(s) and exit(s), and includes areas for vehicle maneuvering to reach the parking spaces. If the roof of the parking structure is also used for parking, the section without an overhead roof is considered a parking lot instead of a parking garage.

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.

LINEAR FLUORESCENT, CONTINUED

SOLUTION CODE	SOLUTION DESCRIPTION FOR LINEAR FLUORESCENT	INCENTIVE $/unit of measure
	T8 to T8 reduced wattage interior lamp-only retrofit:	
LT-21844	32 watts to 28 watts	$1.00 / lamp
LT-97103	32 watts to 25 watts	$1.50 / lamp
	T8 to T8 reduced wattage interior lamp and ballast retrofit:	
LT-84012	28 watts	$2.50 / lamp
LT-67100	25 watts	$4.00 / lamp
	T8 interior lamp and electronic ballast:	
LT-46109	2-foot (T12 replacement only)	$4.50 / lamp
LT-12877	3-foot (T12 replacement only)	$5.50 / lamp
LT-82210	4-foot (T12 replacement only)*	$5.50 / lamp
LT-89585	4-foot high-performance lamps and ballasts (T12 replacement only)**	$5.50 / lamp
LT-58109	8-foot (T12 replacement only)	$9.00 / lamp
	T5 interior lamp and electronic ballast:	
LT-61312	2-foot (T12 replacement only)	$4.50 / lamp
LT-18642	3-foot (T12 replacement only)	$5.50 / lamp
LT-94378	4-foot (T12 replacement only)	$5.50 / lamp
LT-73491	8-foot (T12 replacement only)	$9.00 / lamp
	T5 or T8 interior lamp:	
LT-34812	2-foot lamp removed (T12 replacement only)	$6.00 / lamp
LT-48299	3-foot lamp removed (T12 replacement only)	$6.00 / lamp
LT-77341	4-foot lamp removed (T12 replacement only)	$8.00 / lamp
LT-27197	8-foot lamp removed (T12 replacement only)	$20.00 / lamp
	T5HO to T5HO reduced wattage interior lamp-only retrofit:	
LT-30612	49 or 51 watts	$2.00 / lamp
	Interior linear fluorescent fixtures:	
LT-41199	≤ 100-watt lamp existing, up to 64-watt replacement fixture	$25.00 / fixture
LT-12866	101- to 175-watt lamp existing, up to 128-watt replacement fixture	$35.00 / fixture
LT-84912	176- to 399-watt lamp existing, 192-watt replacement fixture	$50.00 / fixture
LT-55943	400-watt lamp existing, 245- to 360-watt replacement fixture (Tier 2)	$50.00 / fixture
LT-26100	400-watt lamp existing, up to 244-watt replacement fixture (Tier 1)	$100.00 / fixture
LT-92448	> 400-watt lamp existing, up to 600-watt replacement fixture	$200.00 / fixture
	Interior bi-level stairwell/hall/enclosed garage fluorescent fixture:	
LT-69302	T8 linear fluorescent fixture existing, to dimming fluorescent fixture	$25.00 / fixture
LT-48107	T8 linear fluorescent fixture existing, to on/off fluorescent fixture	$25.00 / fixture
LT-38702	T12 linear fluorescent fixture existing, to dimming fluorescent fixture	$25.00 / fixture
LT-10654	T12 linear fluorescent fixture existing, to on/off fluorescent fixture	$25.00 / fixture

* Expiring solution. Effective April 1, 2010, and through June 30, 2010, Express Solutions applications for standard 4-foot T8 interior lamp and electronic ballast solution incentives for T12 replacement only (solution code LT-82210) will only be accepted for qualified equipment purchased on or before March 31, 2010. On July 1, 2010, this solution will be discontinued and replaced with high-performance 4-foot T8 interior lamp and ballast solution for T12 replacement only (solution code LT-89585).

** Added solution to replace an expiring solution. Effective April 1, 2010, Express Solutions will accept applications for high-performance (HP) 4-foot T8 interior lamp and ballast solution for T12 replacement only under solution code LT-89585. Qualified equipment for this solution can be found on the Consortium for Energy Efficiency (CEE) "Qualifying lamps, 120- and 277-volt ballasts" list. Qualified equipment must be purchased on or after January 1, 2010, to be eligible for incentives.

Energy Efficiency

Incentives

LINEAR FLUORESCENT, CONTINUED

Customized Solution If you answered "No" to any question in the Express Solution section, consider a Customized Solution.

SOLUTION CODE	SOLUTION DESCRIPTION FOR LINEAR FLUORESCENT	INCENTIVE	
		$/kWh	$/kW[1]
	Interior linear fluorescent lighting:		
LT-51003	Interior linear fluorescent retrofits	$0.05	$100
LT-86321	Interior linear fluorescent de-lamping	$0.05	$100
LT-49472	Installation of new interior linear fluorescent lighting (new construction or added load only)	$0.05	$100
LT-58431	Other interior linear fluorescent lighting	$0.05	$100
	Exterior linear fluorescent lighting:		
LT-39008	Exterior linear fluorescent retrofits	$0.05	$100
LT-29121	Exterior linear fluorescent de-lamping	$0.05	$100
LT-68797	Installation of new exterior linear fluorescent lighting (new construction or added load only)	$0.05	$100
LT-70908	Other exterior linear fluorescent lighting	$0.05	$100

PULSE START/ CERAMIC METAL HALIDE

A variation of the mercury-vapor lamp. It contains a ceramic tube inside the lamp that heats a mercury-argon mixture, creating a bluish light that is close to daylight with a CRI (Color Rendering Index) of 96. A change in the lamp and ballast construction allows pulse start metal halide lamps to start using a high-voltage igniter in the ballast instead of a starting electrode (probe) in the lamp.

Express Solution

YES	NO	
		The answer should be "Yes" to every applicable question in a solution category for a project to qualify for that incentive. If you don't know the answer to the question, please contact your SCE Account Representative. If you don't know who your SCE Account Representative is, please call (800) 736-4777.
		INTERIOR PULSE START/CERAMIC METAL HALIDE FIXTURES **New, hardwired pulse start or ceramic metal halide fixtures replacing, one for one, an existing, less efficient lighting source, such as incandescent or mercury vapor.**
○	○	Are complete new pulse start/ceramic metal halide fixtures or retrofit kits being installed?
○	○	Are new fixtures replacing, one for one, existing incandescent, mercury vapor, T12 linear fluorescent, standard metal halide, or high-pressure sodium fixtures in interior installations?
○	○	If installing retrofit kits, will retrofit kits be used on existing mercury vapor, standard metal halide, or high-pressure sodium fixtures only?
○	○	Will the new fixtures or retrofit kits have a wattage equal to or less than the maximum wattage listed in the incentive table that follows for each range of lamp wattage being replaced and have a lower wattage than the fixture being replaced?
○	○	Will fixtures be equipped with pulse start metal halide lamps and either magnetic or electronic ballasts?
○	○	Will all replacement fixtures be hardwired?
○	○	Will fixtures be installed at a height over 12' above the finished floor to qualify for 400-watt and greater-than-400-watt categories?

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.
1. kW incentive applies. Refer to the Appendix: Eligibility requirements for incentive qualifications and detailed calculations.

PULSE START/CERAMIC METAL HALIDE, CONTINUED

YES	NO	
○	○	Is this the only Express Solution category under which the fixtures are receiving incentives? Fixtures are not eligible for additional incentives under the other categories, but may qualify for an occupancy sensor incentive under Lighting Controls and Sensors, provided all requirements are met.

EXTERIOR PULSE START/CERAMIC METAL HALIDE FIXTURES
New, hardwired pulse start or ceramic metal halide fixtures replacing, one for one, an existing, less efficient lighting source such as incandescent or mercury vapor.

○	○	Are complete new pulse start/ceramic metal halide fixtures or retrofit kits being installed?
○	○	Are new fixtures replacing, one for one, existing incandescent, mercury vapor, T12/high output fluorescent, T12/very high output fluorescent, standard metal halide, or high-pressure sodium fixtures? Retrofit kits may be used on existing mercury vapor, standard metal halide, or high-pressure sodium fixtures only.
○	○	If installing retrofit kits, will retrofit kits be used on existing mercury vapor, standard metal halide, or high-pressure sodium fixtures only?
○	○	Will the new fixtures or retrofit kits have a wattage equal to or less than the maximum wattage listed in the incentive table that follows for each range of lamp wattage being replaced and have a lower wattage than the fixture being replaced?
○	○	Will fixtures be equipped with pulse start metal halide lamps and either magnetic or electronic ballasts?
○	○	Will all replacement fixtures be hardwired?
○	○	Will fixtures be installed at a height over 12' above the finished floor to qualify for 400-watt and greater-than-400-watt categories?

INTEGRATED BALLAST CERAMIC METAL HALIDE PAR LAMPS
Integrated ceramic metal halide 24- or 25-watt PAR lamp with a lamp life of at least 10,500 hours.

○	○	Does the retrofit involve the replacement of existing reflector-type incandescent, PAR halogen, or PAR halogen infrared (IR) lamps?
○	○	Is the integrated ballast ceramic metal halide PAR lamp 24 or 25 watts?
○	○	Does the integrated ballast ceramic metal halide PAR lamp have a rated lamp life of 10,500 hours or greater?
○	○	Is the integrated ballast ceramic metal halide PAR lamp compatible with the existing equipment and controls? Customers are responsible for determining if the lamp will fit in their existing equipment and for verifying compatibility with existing lighting controls.

CERAMIC METAL HALIDE ADJUSTABLE ACCENT LIGHTING FIXTURES
A ceramic metal halide (CMH) adjustable accent lighting fixture rated 39 watts or less that is compatible with existing controls.

○	○	Does the retrofit involve the replacement of existing reflector-type incandescent, PAR halogen, or PAR halogen infrared (IR) lamps?
○	○	Does the ceramic metal halide adjustable accent lighting fixture have a nominal lamp wattage of 39 watts or lower?
○	○	Is the ceramic metal halide adjustable accent lighting fixture compatible with the existing controls? Customers are responsible for verifying compatibility with existing lighting controls.

Note: In all cases, the wattage of the replacement fixture must be less than the wattage of the existing lamp. The maximum replacement wattage listed in the table that follows is typically associated with the highest wattage in the base-case range.

Energy Efficiency

Incentives

PULSE START/CERAMIC METAL HALIDE, CONTINUED

SOLUTION CODE	SOLUTION DESCRIPTION FOR PULSE START/CERAMIC METAL HALIDE	INCENTIVE $/unit of measure
	Interior pulse start/ceramic metal halide (PSMH or CMH) fixtures:	
LT-50223	≤ 100-watt lamp existing, up to 70-watt replacement PSMH or CMH lamp	$20.00 / fixture
LT-38071	101- to 175-watt lamp existing, up to 125-watt replacement PSMH or CMH lamp	$35.00 / fixture
LT-71883	176- to 399-watt lamp existing, up to 175-watt replacement PSMH or CMH lamp	$40.00 / fixture
LT-64118	400-watt lamp existing, up to 250-watt replacement PSMH or CMH lamp	$75.00 / fixture
LT-48241	> 400-watt lamp existing, up to 750-watt replacement PSMH or CMH lamp	$90.00 / fixture
LT-18932	> 400-watt lamp existing, up to 600-watt replacement PSMH or CMH lamp	$150.00 / fixture
	Exterior pulse start/ceramic metal halide (PSMH / CMH) fixtures:	
LT-63722	≤ 100-watt lamp existing, up to 70-watt replacement PSMH or CMH lamp	$15.00 / fixture
LT-77822	101- to 175-watt lamp existing, up to 100-watt replacement PSMH or CMH lamp	$20.00 / fixture
LT-59921	176- to 200-watt lamp existing, up to 125-watt replacement PSMH or CMH lamp	$25.00 / fixture
LT-35561	201- to 399-watt lamp existing, up to 175-watt replacement PSMH or CMH lamp	$25.00 / fixture
LT-90144	400-watt lamp existing, up to 250-watt replacement PSMH or CMH lamp	$45.00 / fixture
LT-44532	> 400-watt lamp existing, up to 750-watt replacement PSMH or CMH lamp	$75.00 / fixture
LT-17432	Integrated ballast ceramic metal halide PAR lamps	$17.50 / lamp
LT-37736	Ceramic metal halide adjustable accent lighting: ≤ 39 watts	$45.00 / fixture

HIGH INTENSITY DISCHARGE (HID)

A lamp that consists of a sealed arc tube inside a glass envelope, or outer jacket. The inner arc tube is filled with elements that emit light when ionized by electric current. A ballast is required to provide the proper starting voltage and to regulate current during operation.

Customized Solution

Items eligible for Customized Solution incentives are shown below.

SOLUTION CODE	SOLUTION DESCRIPTION FOR HIGH INTENSITY DISCHARGE (HID)	INCENTIVE $/kWh	INCENTIVE $/kW[1]
	Interior HID lighting:		
LT-96977	Interior HID retrofits	$0.05	$100
LT-46574	Interior HID de-lamping	$0.05	$100
LT-18021	Installation of new interior HID lighting (new construction or added load only)	$0.05	$100
LT-89706	Other interior HID lighting	$0.05	$100
	Exterior HID lighting retrofits:		
LT-78723	Exterior HID retrofits	$0.05	$100
LT-10901	Exterior HID de-lamping	$0.05	$100
LT-24352	Exterior HID Installation of new HID (new construction or added load only)	$0.05	$100
LT-30958	Other exterior HID lighting	$0.05	$100

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.
1. kW incentive applies. Refer to the Appendix: Eligibility requirements for incentive qualifications and detailed calculations.

INDUCTION

Induction lamps are electrodeless lamps where the power needed to generate light is transferred from the outside of the lamp envelope by means of (electro)magnetic fields.

Express Solution

YES	NO	
		The answer should be "Yes" to every applicable question in a solution category for a project to qualify for that incentive. If you don't know the answer to the question, please contact your SCE Account Representative. If you don't know who your SCE Account Representative is, please call (800) 736-4777.
		INTERIOR INDUCTION FIXTURES **New, hardwired induction fixtures replacing, one for one, an existing, less efficient lighting source, such as incandescent or mercury vapor.**
○	○	Are complete new induction fixtures being installed?
○	○	Do the new fixtures have a lower wattage than the fixtures being replaced without exceeding the maximum wattage listed in the incentive table that follows for each range of lamp wattage being replaced?
○	○	Are new fixtures equipped with induction lamps and drivers?
○	○	Are new fixtures replacing, one for one, existing incandescent, mercury vapor, T12 linear fluorescent, standard metal halide, or high-pressure sodium fixtures in interior installations? Existing pulse start metal halide installations do not qualify.
○	○	Will all replacement fixtures be hardwired?
○	○	Will fixtures be installed at a height over 12' above the finished floor to qualify for the 400-watt category?
○	○	Is this the only Express Solution Category under which the fixtures are receiving incentives? Fixtures are not eligible for additional incentives under the other solution categories, but may qualify for an occupancy sensor incentive under Lighting Controls and Sensors, provided all requirements are met.
		EXTERIOR INDUCTION FIXTURES **New, hardwired induction fixtures replacing, one for one, an existing, less efficient lighting source such as incandescent or mercury vapor.**
○	○	Are complete new induction fixtures being installed?
○	○	Is the proposed installation for an exterior application? All installations for this solution are for exterior applications only—interior installations do not qualify.
○	○	Are new fixtures replacing, one for one, existing incandescent, mercury vapor, T12 linear fluorescent, standard metal halide, or high-pressure sodium fixtures in exterior installations? Existing pulse start metal halide installations do not qualify.
○	○	Do the new fixtures have a lower wattage than the fixtures being replaced without exceeding the maximum wattage listed in the solutions table that follows for each range of lamp wattage being replaced?
○	○	Are new fixtures equipped with induction lamps and drivers?
○	○	Will all replacement fixtures be hardwired?
○	○	Will fixtures be installed at a height over 12' above the finished floor to qualify for the 400-watt category?

Energy Efficiency

Incentives

INDUCTION, CONTINUED

SOLUTION CODE	SOLUTION DESCRIPTION FOR INDUCTION	INCENTIVE $/unit of measure
	Interior induction fixtures:	
LT-51211	≤ 100-watt lamp existing, up to 70-watt induction lamp	$35.00 / fixture
LT-26734	101- to 175-watt lamp existing, up to 120-watt induction lamp	$60.00 / fixture
LT-80108	176- to 399-watt lamp existing, up to 180-watt induction lamp	$75.00 / fixture
LT-34098	400-watt lamp existing, up to 250-watt induction lamp (Tier 1)	$125.00 / fixture
LT-69009	400-watt lamp existing, up to 360-watt induction lamp (Tier 2)	$60.00 / fixture
	Exterior induction fixtures:	
LT-10663	≤ 100-watt lamp existing, up to 70-watt replacement fixture	$25.00 / fixture
LT-60651	101- to 175-watt lamp existing, up to 100-watt replacement fixture	$45.00 / fixture
LT-21067	176- to 200-watt lamp existing, up to 120-watt replacement fixture	$50.00 / fixture
LT-58832	201- to 399-watt lamp existing, up to 180-watt replacement fixture	$50.00 / fixture
LT-78695	400-watt lamp existing, up to 250-watt replacement fixture	$100.00 / fixture

Customized Solution If you answered "No" to any question in the Express Solution section, consider a Customized Solution.

SOLUTION CODE	SOLUTION DESCRIPTION FOR INDUCTION	INCENTIVE $/kWh	INCENTIVE $/kW[1]
	Interior induction lighting fixtures:		
LT-64209	Interior induction retrofits	$0.05	$100
LT-50698	Interior induction de-lamping	$0.05	$100
LT-14356	Installation of new interior induction lighting (new construction or added load only)	$0.05	$100
LT-90483	Other interior induction lighting	$0.05	$100
	Exterior induction lighting retrofits:		
LT-55464	Exterior induction retrofits	$0.05	$100
LT-68762	Exterior induction de-lamping	$0.05	$100
LT-47586	Installation of new exterior induction lighting (new construction or added load only)	$0.05	$100
LT-87643	Other exterior induction lighting	$0.05	$100

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.
1. kW incentive applies. Refer to the Appendix: Eligibility requirements for incentive qualifications and detailed calculations.

COMPACT FLUORESCENT FIXTURES

Hardwired installation of a compact fluorescent fixture replacing less efficient lighting sources, such as incandescent, mercury vapor, T12 linear fluorescent, standard metal halide, or high-pressure sodium fixture.

Express Solution

YES	NO	
		The answer should be "Yes" to every applicable question in a solution category for a project to qualify for that incentive. If you don't know the answer to the question, please contact your SCE Account Representative. If you don't know who your SCE Account Representative is, please call (800) 736-4777.
		COMPACT FLUORESCENT FIXTURES
○	○	Are complete new compact fluorescent fixtures being installed?
○	○	Do the new fixtures have a lower wattage than the fixtures being replaced without exceeding the maximum wattage listed in the incentive table below for each range of lamp wattage being replaced?
○	○	Are new fixtures equipped with compact fluorescent lamps (CFLs) and electronic ballasts?
○	○	Are CFL ballasts programmed-start or programmed rapid-start with a power factor (PF) of greater than or equal to 0.90 and total harmonic distortion (THD) of less than or equal to 20%?
○	○	Are new fixtures replacing, one for one, existing incandescent, mercury vapor, T12 linear fluorescent, standard metal halide, or high-pressure sodium fixtures in interior installations? Existing pulse start metal halide installations do not qualify.
○	○	If retrofitting an exterior fixture, is the existing lamp less than or equal to 100 watts?
○	○	Will all replacement fixtures be hardwired?
○	○	Will fixtures be installed at a height over 12' above the finished floor to qualify for the 400-watt categories?
○	○	Is this the only Express Solution category under which the fixtures are receiving incentives? Fixtures are not eligible for additional incentives under the Linear Fluorescent Fixtures and T8 or T5 Linear Fluorescent Lamps with Electronic Ballasts categories, but may qualify for an occupancy sensor incentive under the Occupancy Sensor category, provided all requirements are met.
		SCREW-IN COMPACT FLUORESCENT REFLECTOR LAMPS **An ENERGY STAR® compact fluorescent reflector lamp with integrated ballast between 14 and 28 watts.**
○	○	Are the screw-in compact fluorescent reflector lamps with integrated ballasts listed as ENERGY STAR®-qualified? Visit www.energystar.gov for a list of qualifying lamps.
○	○	Is the screw-in compact fluorescent reflector lamp wattage between 14 and 28 watts?
○	○	If the retrofit involves screw-in induction reflector lamps, can it be demonstrated that the lamp performance is equivalent to ENERGY STAR®?

Energy Efficiency

Incentives

COMPACT FLUORESCENT FIXTURES, CONTINUED

SOLUTION CODE	SOLUTION DESCRIPTION FOR COMPACT FLUORESCENT FIXTURES	INCENTIVE $/unit of measure
	Interior:	
LT-17083	≤ 100-watt lamp existing, up to 70-watt replacement fixture	$20.00 / fixture
LT-83701	101- to 175-watt lamp existing, up to 128-watt replacement fixture	$35.00 / fixture
LT-33489	176- to 399-watt lamp existing, up to 192-watt replacement fixture	$40.00 / fixture
LT-26133	≥ 400-watt lamp existing, up to 244-watt replacement fixture (Tier 1)	$75.00 / fixture
LT-84901	400-watt lamp existing, up to 360-watt replacement fixture (Tier 2)	$45.00/ fixture
	Exterior:	
LT-10121	Exterior ≤ 100-watt lamp existing, up to 70-watt replacement fixture	$17.00 / fixture
LT-55729	Screw-in compact fluorescent reflector lamps, 14–28 watts	$7.00 / lamp

Customized Solution If you answered "No" to any question in the Express Solution section, consider a Customized Solution.

SOLUTION CODE	SOLUTION DESCRIPTION FOR COMPACT FLUORESCENT FIXTURES	INCENTIVE $/kWh	INCENTIVE $/kW[1]
	Interior compact fluorescent fixture lighting retrofit:		
LT-76865	Interior compact fluorescent fixture retrofits—(excluding screw-in CFL)	$0.05	$100
LT-48976	Interior compact fluorescent fixture de-lamping	$0.05	$100
LT-10908	Installation of new interior compact fluorescent fixture lighting (new construction or added load only)	$0.05	$100
LT-67568	Other interior compact fluorescent fixture lighting	$0.05	$100
	Exterior compact fluorescent fixture lighting retrofit:		
LT-58654	Exterior compact fluorescent fixture retrofit—(excluding screw-in CFL)	$0.05	$100
LT-85421	Exterior compact fluorescent fixture de-lamping	$0.05	$100
LT-28675	Installation of new exterior compact fluorescent fixture lighting (new construction or added load)	$0.05	$100
LT-45634	Other exterior compact fluorescent fixture lighting	$0.05	$100

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.
1. kW incentive applies. Refer to the Appendix: Eligibility requirements for incentive qualifications and detailed calculations.

LIGHTING CONTROLS

Controls and sensors that have the ability to automatically turn off electrical systems when a space is not in use.

Express Solution

YES	NO	
		The answer should be "Yes" to every applicable question in a solution category for a project to qualify for that incentive. If you don't know the answer to the question, please contact your SCE Account Representative. If you don't know who your SCE Account Representative is, please call (800) 736-4777.
		LIGHTING CONTROLS **Lights are turned on and off based on detection of motion by occupancy sensors.**
○	○	Are hardwired passive infrared and/or ultrasonic detectors being installed to control interior lighting fixtures?
○	○	If planning to install self-contained wall-box lighting sensors, are the units without an exterior switch pack or relay and designed to replace a standard wall switch?
○	○	If planning to install fixture-integrated sensors, are the units factory-installed in a lighting fixture, used in interior installations, and control all lamps in the fixture?
○	○	If applicable, do sensors meet the wattage-controlled requirements listed in the incentive table below?
○	○	Will programmed rapid-start ballasts be used when occupancy sensors are installed to control fluorescent lamps? (This is generally recommended; however, it is not required.)
○	○	Will the proper ballast be used for the retrofit? Customers shall ensure that the appropriate ballast is in use for the installation.
		PHOTOCELLS **Exterior lights are turned on and off based on detection of exterior lighting levels (photocells).**
○	○	Does the retrofit involve built-in or stand-alone photoelectric cells that switch outdoor lighting loads on at dusk and off at dawn?
		TIME CLOCKS **Exterior lights are turned on and off based on time of day (time clocks).**
○	○	Will time clocks control lighting equipment?
○	○	Do units feature a minimum three-hour battery back-up to avoid time loss during power outages?
○	○	For outdoor lighting without a photocell, will astronomical time clocks (where on-off time follows sunset and sunrise) be used?

SOLUTION CODE	SOLUTION DESCRIPTION FOR LIGHTING CONTROLS	INCENTIVE $/unit of measure
LT-58209	Wall-box lighting sensor	$20.00 / sensor
LT-98724	Wall- or ceiling-mounted lighting sensor < 500 watts controlled	$35.00 / sensor
LT-38102	Wall- or ceiling-mounted lighting sensor ≥ 500 watts controlled	$55.00 / sensor
LT-41007	Integrated sensor: < 150 watts	$15.00 / sensor
LT-76101	Integrated sensor: ≥ 150 watts	$40.00 / sensor
LT-68108	Photocell	$11.00 / photocell
LT-22809	Time clock	$36.00 / time clock

Energy Efficiency

Incentives

LIGHTING CONTROLS AND SENSORS, CONTINUED

Customized Solution If you answered "No" to any question in the Express Solution section, consider a Customized Solution.

SOLUTION CODE	SOLUTION DESCRIPTION FOR LIGHTING CONTROLS	INCENTIVE	
		$/kWh	$/kW[1]
LT-50567	Lighting controls—energy management system (EMS)	$0.05	$100
LT-43077	Lighting controls—occupancy sensors	$0.05	$100
LT-90853	Day lighting controls—EMS	$0.05	$100
LT-74751	Day lighting systems with dimmable ballast	$0.05	$100
LT-94134	Other lighting controls	$0.05	$100

MOTORS

PREMIUM EFFICIENCY MOTORS

The International Electrotechnical Commission (IEC) recently passed standard IEC 60034-30 (2008), which defines energy efficiency classes for single-speed, three-phase, and 50 Hz and 60 Hz induction motors. The standard is part of an effort to unify motor testing standards, efficiency requirements, and product labeling requirements so that motor purchasers worldwide have the ability to easily recognize premium-efficiency products.

Express Solution

YES	NO	
		The answer should be "Yes" to every applicable question in a solution category for a project to qualify for that incentive. If you don't know the answer to the question, please contact your SCE Account Representative. If you don't know who your SCE Account Representative is, please call (800) 736-4777.
○	○	Are the motors new installation or being replaced for commercial, industrial, and/or agricultural applications?
○	○	Do the motors meet the minimum efficiency requirements for an Express Solution incentive as listed in the table on the following page? Express Solution motor requirements are based on NEMA premium efficiency standards for nominal full load efficiencies, published by the Consortium for Energy Efficiency (CEE).
○	○	Are the motors classified as either three-phase induction motors of open drip-proof (ODP) or totally enclosed fan-cooled (TEFC)? These motors are also known as "open" and "closed" motors, respectively.
○	○	Are the motors general purpose, NEMA Design A and B qualifying motors (TEFC & ODP) ranging in size from 1 hp to 200 hp? NEMA Design A and B motors are general purpose motors (T-frame, single-speed, foot-mounted, continuous-rated, polyphase squirrel cage induction motors, and have open and closed enclosures). NEMA Design C and D are polyphase induction motors that are considered to be special-purpose motors and are not eligible for incentives.
○	○	Does the nominal full load efficiency of the new motor meet or exceed the qualifying efficiency level for that class enclosure type of motor?
○	○	Can the manufacturer's specification sheet be provided for the motor?

Note: Brand and model of motor must be provided on invoice or supporting documentation. Copy of the manufacturer's specification sheet to be provided with the Incentives Application.

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.
1. kW incentive applies. Refer to the Appendix: Eligibility requirements for incentive qualifications and detailed calculations.

CONSORTIUM FOR ENERGY EFFICIENCY (CEE) MINIMUM NOMINAL EFFICIENCY STANDARDS

MOTOR SIZE HP	OPEN DRIP-PROOF			TOTALLY ENCLOSED FAN-COOLED		
	3,600 RPM	1,800 RPM	1,200 RPM	3,600 RPM	1,800 RPM	1,200 RPM
1	0.77	0.855	0.825	0.77	0.855	0.825
1.5	0.84	0.865	0.865	0.84	0.865	0.875
2	0.855	0.865	0.875	0.855	0.865	0.885
3	0.855	0.895	0.885	0.865	0.895	0.895
5	0.865	0.895	0.895	0.885	0.895	0.895
7.5	0.885	0.91	0.902	0.895	0.917	0.91
10	0.895	0.917	0.917	0.902	0.917	0.91
15	0.902	0.93	0.917	0.91	0.924	0.917
20	0.91	0.93	0.924	0.91	0.93	0.917
25	0.917	0.936	0.93	0.917	0.936	0.93
30	0.917	0.941	0.936	0.917	0.936	0.93
40	0.924	0.941	0.941	0.924	0.941	0.941
50	0.93	0.945	0.941	0.93	0.945	0.941
60	0.936	0.95	0.945	0.936	0.95	0.945
75	0.936	0.95	0.945	0.936	0.954	0.945
100	0.936	0.954	0.95	0.941	0.954	0.95
125	0.941	0.954	0.95	0.95	0.954	0.95
150	0.941	0.958	0.954	0.95	0.958	0.958
200	0.95	0.958	0.954	0.954	0.962	0.958

NEMA Design A

- Maximum 5% slip
- High to medium starting current
- Normal locked rotor torque
- Normal breakdown torque
- Suited for a broad variety of applications—as fans and pumps

NEMA Design B

- Maximum 5% slip
- Low starting current
- High locked rotor torque
- Normal breakdown torque
- Suited for a broad variety of applications, normal starting torque—common in HVAC application with fans, blowers and pumps

Types of Pump Applications

- Irrigation booster—centrifugal or turbine pump
- Irrigation well—turbine pump
- Commercial water circulating pumps—cooling towers, chilled water systems

Energy Efficiency

Incentives

PREMIUM EFFICIENCY MOTORS, CONTINUED

Express Solution

SOLUTION CODE	SOLUTION DESCRIPTION FOR PREMIUM EFFICIENCY MOTORS	INCENTIVE $/unit of measure
	1 hp – 2 hp	
MT-46587	HVAC system	$35.00 / motor
MT-71092	Process	$35.00 / motor
MT-35049	Pumping	$35.00 / motor
	3 hp	
MT-19432	HVAC system	$40.00 / motor
MT-36004	Process	$40.00 / motor
MT-27342	Pumping	$40.00 / motor
	5 hp	
MT-79876	HVAC system	$50.00 / motor
MT-50192	Process	$50.00 / motor
MT-68780	Pumping	$50.00 / motor
	7.5 hp	
MT-90904	HVAC system	$60.00 / motor
MT-12458	Process	$60.00 / motor
MT-32546	Pumping	$60.00 / motor
	10 hp	
MT-87659	HVAC system	$70.00 / motor
MT-75677	Process	$70.00 / motor
MT-42109	Pumping	$70.00 / motor
	15 hp	
MT-91092	HVAC system	$80.00 / motor
MT-63001	Process	$80.00 / motor
MT-34002	Pumping	$80.00 / motor
	20 hp	
MT-21218	HVAC system	$90.00 / motor
MT-80213	Process	$90.00 / motor
MT-40567	Pumping	$90.00 / motor
	25 hp	
MT-68833	HVAC system	$135.00 / motor
MT-36932	Process	$135.00 / motor
MT-71772	Pumping	$135.00 / motor
	30 hp	
MT-40912	HVAC system	$230.00 / motor
MT-29845	Process	$230.00 / motor
MT-95214	Pumping	$230.00 / motor

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.

PREMIUM EFFICIENCY MOTORS, CONTINUED

Express Solution

SOLUTION CODE	SOLUTION DESCRIPTION FOR PREMIUM EFFICIENCY MOTORS	INCENTIVE $/unit of measure
	40 hp	
MT-53987	HVAC system	$300.00 / motor
MT-70394	Process	$300.00 / motor
MT-65748	Pumping	$300.00 / motor
	50 hp	
MT-17695	HVAC system	$320.00 / motor
MT-27390	Process	$320.00 / motor
MT-43565	Pumping	$320.00 / motor
	60 hp	
MT-83928	HVAC system	$355.00 / motor
MT-78686	Process	$355.00 / motor
MT-34851	Pumping	$355.00 / motor
	75 hp	
MT-20056	HVAC system	$540.00 / motor
MT-69080	Process	$540.00 / motor
MT-42536	Pumping	$540.00 / motor
	100 hp	
MT-10809	HVAC system	$720.00 / motor
MT-85931	Process	$720.00 / motor
MT-32488	Pumping	$720.00 / motor
	125 hp	
MT-27869	HVAC system	$945.00 / motor
MT-75900	Process	$945.00 / motor
MT-15938	Pumping	$945.00 / motor
	150 hp – 200 hp	
MT-45365	HVAC system	$1,260.00 / motor
MT-36332	Process	$1,260.00 / motor
MT-87070	Pumping	$1,260.00 / motor

Customized Solution

If you answered "No" to any question in the Express Solution section, consider a Customized Solution.

SOLUTION CODE	SOLUTION DESCRIPTION FOR PREMIUM EFFICIENCY MOTORS	INCENTIVE	
		$/kWh	$/kW[1]
MT-54002	All motors less than 200 hp	$0.09	$100
MT-80691	Motors greater than 200 hp	$0.09	$100
MT-50193	New or added motor load	$0.09	$100
MT-65483	Motor generator set replacements	$0.09	$100

1. kW incentive applies. Refer to the Appendix: Eligibility requirements for incentive qualifications and detailed calculations.

Energy Efficiency

Incentives

PUMPING

PUMPS

A device used to move fluids, such as liquids or slurries, or gases. A pump displaces a volume by physical or mechanical action.

Customized Solution

Items eligible for Customized Solution incentives are shown below.

SOLUTION CODE	SOLUTION DESCRIPTION FOR PUMPS	INCENTIVE	
		$/kWh	$/kW[1]
PM-27202	Right-sizing pumps	$0.09	$100
PM-26354	Chilled water pump retrofit	$0.09	$100
PM-35263	Condenser water pump retrofit	$0.09	$100
PM-59487	Heating hot water pumps	$0.09	$100
PM-34265	Other pumping applications	$0.09	$100

PUMPING SYSTEM OPTIMIZATION

The process of modifying a pumping system to make some aspect of it more efficient while not reducing the baseline output.

Customized Solution

If you answered "No" to any question in the Express Solution section, consider a Customized Solution.

SOLUTION CODE	SOLUTION DESCRIPTION FOR PUMPING SYSTEM OPTIMIZATION	INCENTIVE	
		$/kWh	$/kW[1]
	Pump system optimization:		
PM-11099	Chilled water pump optimization flow configuration	$0.09	$100
PM-46398	Condenser water pump optimization flow configuration	$0.09	$100
	Pump system design upgrade:		
PM-58473	Chilled water pump constant flow to variable-flow conversion	$0.09	$100
PM-69548	Condenser water pump constant flow to variable-flow conversion	$0.09	$100
PM-90843	Vacuum pumping systems	$0.09	$100
PM-45201	Agricultural pump system overhaul	$0.09	$100
PM-10021	Industrial system overhaul	$0.09	$100
PM-28564	Clean room	$0.09	$100
PM-42142	SCADA system	$0.09	$100
PM-29854	High-efficiency pressure-washing system	$0.09	$100
PM-39486	Tape drip irrigation system	$0.09	$100
PM-54029	Other pumping systems	$0.09	$100

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.
1. kW incentive applies. Refer to the Appendix: Eligibility requirements for incentive qualifications and detailed calculations.

PUMPING CONTROLS

Electromechanical equipment, electronic devices (e.g., sensors), or automated system utilizing remotely controlled power switching and circuit protective devices to manage multiple interdependent functions.

Customized Solution

Items eligible for Customized Solution incentives are shown below.

SOLUTION CODE	SOLUTION DESCRIPTION FOR PUMPING CONTROLS	INCENTIVE	
		$/kWh	$/kW[1]
PM-16109	Pump controls	$0.09	$100
PM-70932	Pump off controllers for oil wells	$0.09	$100
PM-28467	Water shutoff controls	$0.09	$100
PM-93090	Fan controls	$0.09	$100
PM-89013	Pressure regulating float valves on stand pipes	$0.09	$100
	Variable-speed drives for:		
PM-54502	Vacuum pumps—VSD	$0.09	$100
PM-32978	Well pump—VSD	$0.09	$100
PM-98123	Other pumping controls	$0.09	$100

1. kW incentive applies. Refer to the Appendix: Eligibility requirements for incentive qualifications and detailed calculations.

Demand Response

Options

Enroll

SCE offers a full suite of Demand Response programs that can help reduce your business's energy costs by managing your energy consumption when called upon by SCE.

Listed below are the SCE Demand Response programs you can choose from that offer rate discounts, incentive payments, and bill credits. Each program lists a series of considerations that will help guide you to the DR program that best fits your facility. Visit www.sce.com/drp for more detailed information.

DEMAND BIDDING PROGRAM (DBP)

A voluntary bidding program that offers bill credits for reducing power when a DBP event is called, with a day-ahead notification. (There are no penalties on this program.)

Things to consider in order to participate in this program:

- You will need to reduce at least 30 kW of electrical demand for two or more consecutive hours weekdays between noon and 8 pm.
- You will need Internet access in order to place your bid.
- Some customers find the Demand Bidding Program to be a good way to get started in DR.

CRITICAL PEAK PRICING (CPP)

The CPP rate is available to commercial and industrial customers and provides energy or demand credits (depending on your base rate) during the summer months. When electricity demand and/or prices climb, SCE will activate CPP "events," during which your energy charges will rise significantly. However, if you can reduce or reschedule your usage to lower-demand times of the day during these events, the CPP rate may be a way to help lower your electric bill.

Things to consider in order to participate in this program:

- You should be able to reduce your electric load between the hours of 2 pm and 6 pm weekdays during the summer, up to 15 times a year, but no less than nine times.
- You receive bill protection for the first 12 consecutive months on a CPP rate — this ensures that the total amount you pay on CPP during your first year will not be more than the amount you would have paid on your base rate (TOU-GS-3 or TOU-8, whichever applies to you).
- You must be a bundled SCE customer (i.e., you must procure your electrical generation from SCE) to enroll at this rate.
- Some customers may find CPP a good way to maximize their incentives from Demand Response.

CAPACITY BIDDING PROGRAM (CBP)

A flexible bidding program in which participants are paid a monthly incentive to reduce load by a predetermined amount during CBP events with either a day-ahead or day-of notification. Customers may also participate in this program through a Demand Response Aggregator (DRA).

Things to consider in order to participate in this program:

- You will need to consistently reduce electricity by an agreed-upon amount on a month-to-month basis from May 1 to October 31.
- Some customers with multiple facilities like the flexibility the Capacity Bidding Program offers to manage load reductions among their facilities.

TO ENROLL, OR FOR MORE INFORMATION, CONTACT YOUR SCE REPRESENTATIVE OR CALL THE DEMAND RESPONSE HELP LINE AT (866) 334-7827.

DEMAND RESPONSE CONTRACTS (DRC)

Authorized third-party Demand Response Aggregators (DRAs) contract with SCE to provide their own specific DR programs to customers. When SCE calls a DRC event, DRAs are responsible for reducing electrical load on an aggregated basis, based on their agreement with SCE. Customers enter into individual arrangements with DRAs and are compensated by the DRA under the terms of their agreement.

Things to consider in order to participate in this program:

- You will be in an aggregated group of customers under an approved SCE third-party vendor.
- You will need to consistently reduce power by an agreed-upon amount on a month-to-month basis.
- Some customers prefer the flexibility that a third-party aggregator may be able to offer.

REAL TIME PRICING (RTP-2, PA-RTP)

Real-time pricing rates are electrical rates with hourly varying energy costs and no summer time-related demand charges for bundled service customers with demand greater than 500 kW. These hourly energy costs can vary greatly, depending on the maximum daily temperature recorded at the specific Downtown Los Angeles site.

Things to consider in order to participate in this program:

- You should be able to significantly reduce your electrical load during the specific hours of the day when the energy costs exceed your price level tolerance.
- You will need to acquire the daily maximum temperature from the National Weather Service for downtown Los Angeles.
- Some customers that operate 24/7 find RTP-2 a good way to minimize their annual electric bill.

Pumping and Agricultural Real Time Pricing (PA-RTP) is available for customers with 70% or more of their electrical usage being used for general agricultural purposes or for general water or sewerage pumping.

SCHEDULED LOAD REDUCTION PROGRAM (SLRP)

The Scheduled Load Reduction Program (SLRP) offers a bill credit to customers that reduce at least 15% (100 kW minimum) of their maximum electrical demand for each hour of a predetermined time period. The three predetermined time periods are: 8 am–12 noon, 12 noon–4 pm and 4 pm–8 pm. Customers will receive $.10 for each kWh reduced compared to their customer-specific energy baseline.

Things to consider in order to participate in this program:

- You should be able to regularly reduce your electrical load for four consecutive hours from June 1 to September 30.
- You must be willing to sign an agreement with SCE that specifies the days of the week and the amount of load you will reduce during the specific time periods.
- You must be a bundled SCE customer (i.e., you must procure your electrical generation from SCE) to enroll in this program.
- Customers that operate multiple shifts and have operational flexibility have shown interest in this program.

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.

Demand Response

Options

Maximize

TECHNICAL ASSISTANCE AND TECHNOLOGY INCENTIVES

Once enrolled in a Demand Response Program, SCE wants to make it easy to participate and achieve the full benefits of the program you selected. Demand Response Technology Incentives reimburse you for the cost of installing qualifying equipment that makes participating in DR easier.

SCE offers two types of DR Technology Incentives:

AUTOMATED DEMAND RESPONSE (AUTO-DR)

An incentive program that provides reimbursement for the purchase and installation of electrical load reducing equipment. This equipment will be remotely activated (via Internet) upon receiving event or price signals from SCE. The reimbursement could be up to $300 per kW of verified load reduction.

To qualify for the Auto-DR Incentive Program, you must enroll and participate in one of the following DR Programs for a minimum of twelve months:

- Capacity Bidding Program
- Critical Peak Pricing
- Demand Bidding Program
- Demand Response Contract
- Real Time Pricing

Customers with existing energy management systems or proposing to install a new system are good candidates for Auto-DR.

DR TECHNOLOGY INCENTIVE (TI)

An incentive program that provides reimbursement for the purchase and installation of electrical load reducing equipment. The equipment is activated **by the customer** upon receiving event or price signals from SCE. The reimbursement could be up to $125 per kW of verified load reduction.

To qualify for the TI program, you must enroll and participate in one of the following DR Programs for a minimum of twelve months:

- Capacity Bidding Program
- Critical Peak Pricing
- Demand Bidding Program
- Demand Response Contract
- Real Time Pricing
- Schedule Load Reduction Program

FIND A COPY OF THE INCENTIVES APPLICATION ONLINE AT WWW.SCE.COM/SOLUTIONS.

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

Apply

To qualify for the DR Technology Incentive you need to satisfy the eligibility requirements located in the Appendix on page 45.

Use the diagram at right to help guide you through the process.

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.

Demand Response

Options

TECHNOLOGY INCENTIVES AND STRATEGIES

Use the information in this section to complete the required Solution Code, Solution Description, and Strategy fields in Section 6 of the Incentives Application.

HEATING, VENTILATING AND AIR CONDITIONING

SOLUTION CODE	SOLUTION DESCRIPTION	STRATEGY
DR-82993	HVAC System Optimization	Reconfigure or change sequence of chiller operation
DR-10031	HVAC System Optimization	Adjust outside air intake dampers
DR-55102	HVAC Pre-Cooling with Global Temperature Adjustment	Pre-cool the facility and raise space temperatures
DR-61103	HVAC Other	Defined in project proposal
DR-46718	VSDs for Fans	Defined in project proposal

PROCESS

SOLUTION CODE	SOLUTION DESCRIPTION	STRATEGY
DR-50072	Process Optimization (curtailment or reset)	Curtail or reset industrial machinery or operations by specific equipment
DR-82214	Process Optimization (curtailment or reset)	Curtail or reset industrial machinery or operations by controls
DR-30001	Process Machinery — Other	Defined in project proposal
DR-89124	Refrigeration System Optimization	Defined in project proposal

CONTROLS

SOLUTION CODE	SOLUTION DESCRIPTION	STRATEGY
DR-61990	EMS Installation	Defined in project proposal
DR-23445	EMS Enhancement	Defined in project proposal
DR-44991	Lighting Controls / Switching	Dim lights and/or shut off portion of the lighting
DR-39151	Controls for Package Units or Central Plants	Global temperature adjustment for air-cooled package units or central plants
DR-98812	Chiller Controls	Limit chiller electric demand
DR-31882	HVAC Controls	Cycle air-cooled package units and/or constant volume air handling units by controls
DR-79112	Controls for Pumps	Turn off fountains and swimming pool pumps
DR-19883	Controls for Battery Chargers	Delay use of battery chargers
DR-72615	Controls — Other	Defined in project proposal
DR-59114	SCADA Installation	Defined in project proposal
DR-29174	SCADA Enhancement	Defined in project proposal

LIGHTING

SOLUTION CODE	SOLUTION DESCRIPTION	STRATEGY
DR-62019	Lighting — Other	Defined in project proposal

A complete list of qualifying incentives, as well as terms and conditions, can be found online at www.sce.com/solutions, or contact your SCE Account Representative.

Still not sure if you have the potential to participate in Demand Response?

Let SCE help you locate DR potential with the Technical Assistance (TA) Program.

TECHNICAL ASSISTANCE

Customers that qualify can receive a free Demand Response assessment of their facility to help identify DR potential and build a DR strategy to your Energy Action Plan. To request a free assessment or to find out more about the program, contact your SCE Account Representative.

Other SCE Options

NO-COST RESOURCES AND ONLINE TOOLS

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/energycenters.

ENERGY SAVING TIPS

Go online to receive tips on how to lower your operating costs by replacing or retrofitting inefficient equipment. Covered topics include air conditioning, boilers, lighting, commercial cooking and many more. Also included are operational and maintenance activities to help you reduce energy costs. Visit www.sce.com/solutions.

SCE ENERGY MANAGER®

SCE EnergyManager® is an Internet-based suite of tools that allow online access to usage information along with detailed cost analyses of your business' energy use. SCE EnergyManager consists of the following programs: SCE EnergyManager® Basic, SCE CostManager® and SCE Bill Manager.® Visit www.sce.com/energymanager.

FINANCIAL OFFERINGS

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.

SPECIALIZED SERVICES FOR NEW AND EXISTING FACILITIES

New construction builders and buyers can receive design assistance, owner incentives, and design team incentives with Savings by Design. For more information, visit www.sce.com/sbd.

For existing buildings, a full-service solution is available to qualifying customers. Customers can receive assistance in identifying and evaluating energy efficiency opportunities. A customized energy analysis report will outline energy savings to obtain maximum project value. Customers will also receive assistance coordinating project installation and incentive payments after project completion. Contact your SCE Account Representative or visit www.sce.com/water for more information.

REGULATION AND COMPLIANCE SUPPORT

THE COOL PLANET

The Cool Planet program targets large commercial and industrial customers with recently installed Express Solutions in excess of one million kWh of energy savings, and encourages them to join the Climate Registry. The Registry is a voluntary, nonprofit, public-private partnership that assists participants in measuring, monitoring and establishing a state-recognized baseline of GHG emissions. Visit www.sce.com/solutions.

ENERGY STAR® BENCHMARKING

In support of recent California legislation and CPUC decisions, nonresidential building owners may be required in some cases to register and benchmark their building using the Environmental Protection Agency's (EPA) ENERGY STAR® Portfolio Manager prior to a real estate sale, lease or refinance of the whole building (see Assembly Bills 1103 and 531). To help customers comply, free workshops on how to benchmark their facilities using Portfolio Manager will be offered at our Energy Centers. SCE can also provide limited assistance to qualified customers on benchmarking their facilities. For more information, visit www.sce.com/solutions.

RENEWABLE ALTERNATIVES

CALIFORNIA SOLAR INITIATIVE

SCE provides incentives on fixed and tracking photovoltaic (solar energy) systems as part of the California Solar Initiative. Incentives are based upon the size and characteristics of the installation and your customer classification. Visit www.sce.com/csi.

Appendix

Incentive Eligibility Requirements

ENERGY MANAGEMENT CUSTOMER ELIGIBILITY REQUIREMENTS

CUSTOMER ELIGIBILITY

Energy Management programs are available to the following customers with a valid and active SCE electric service account:

Businesses
Business customers include commercial, non-profit, industrial, and agricultural businesses, regardless of size, rate schedule, or monthly demand.

Note: Properties such as single-family homes, condominiums, apartments, and other residential dwellings are not eligible for the Express Solutions and Customized Solutions. However, common areas in multi-family properties (such as laundry rooms, recreation rooms, and offices) may be on a qualifying business rate schedule, in which case they are eligible.

Self-generation
Co-generation, wind, solar and other types of self-generation customers may be eligible for Express Solutions and Customized Solutions if they purchase electricity from SCE. The amount of the incentive depends upon the amount of the customer's total energy usage that is provided by SCE.

To ensure proper incentive processing, self-generation customers are encouraged to contact their SCE Account Representative or call (800) 736-4777 for assistance.

EXPRESS SOLUTIONS ELIGIBILITY REQUIREMENTS

PRODUCT ELIGIBILITY FOR EXPRESS SOLUTIONS EQUIPMENT INCENTIVES

Incentive requirements for qualifying project measure(s), referred to as solution(s), are included in the Energy Management Solutions Guides, and complete terms, conditions, and eligibility requirements can be found in the 2010 Express Statewide Procedures Manual for Business at www.sce.com/Express_Solutions.

In addition to meeting technical specifications, there may also be requirements based on the existing equipment being replaced.

For complete terms and conditions for Express Soutions, go to www.sce.com/Express_Solutions.

EXPRESS SOLUTIONS EQUIPMENT REQUIREMENTS

All equipment must:

- **Be new** (not used or rebuilt, and not for resale) unless otherwise specified and used at the address for which savings are claimed.
- **Be installed at the site** which has a Southern California Edison account and pays into the PGC (Public Goods Charge) program.
- **Replace existing equipment** (not incremental purchases or new construction), unless specified by individual solution eligibility requirements.
- **New equipment must use less wattage than existing equipment**, if solution is a retrofit of existing equipment with new equipment.
- **Must be fully installed, operational, and properly commissioned** at time of application review.
- **May only qualify for incentive from one solution code**, unless otherwise specified by individual solution eligibility requirements.
- **Customers must submit existing and new equipment specifications**, when applicable.
- **Meet the requirements stated in the Program Terms and Conditions**

  A complete list of qualifying solutions and equipment requirements is included at www.sce.com/Express_Solutions. In addition to meeting technical specifications, there may also be requirements based on the existing equipment being replaced. (See the section below for additional detail.) Please review the eligibility requirements for each incentive before purchasing your equipment. If you need assistance determining if the equipment you plan to purchase meets program requirements, contact SCE at (800) 736-4777.

- **Be the same fuel source as the replaced equipment**

  Fuel switching is not permitted. Electric equipment can only be replaced with qualifying electric equipment, and gas equipment can only be replaced with qualifying gas equipment.

Additional Provisions

- To be eligible for incentive, the installed equipment must be used for the effective useful life of the product(s) or for five years, whichever is less.
- If, for any reason, (e.g., one ceases to be a customer or adds self-generation capacity) you do not provide SCE with documentation of 100% of the related energy benefits for five years or the life of the product you shall refund a prorated amount of the incentive dollars to SCE that SCE, in its sole discretion, determines must be repaid.
- Customers may not receive multiple incentives for replacing the same equipment.

  Example: A customer who receives an incentive for installing an interior induction fixture one year cannot receive another incentive the following year to replace the same interior induction fixture.

Appendix

Incentive Eligibility Requirements

EXPRESS SOLUTIONS ELIGIBILITY REQUIREMENTS, CONTINUED

- Customers may not receive incentives for rebates paid by another state or local Public Goods Charge (PGC) program.

  Example: A customer who receives an incentive for installing fluorescent lamps and fixtures cannot receive another incentive for the same lamps and fixtures from PG&E.

EXPRESS SOLUTIONS EQUIPMENT INCENTIVE LIMITS

Refer to the Energy Management Solutions Incentives Application or www.sce.com/Express_Solutions for details.

EXPRESS SOLUTIONS EQUIPMENT INCENTIVE INSTALLATION COSTS

The maximum incentive per solution is 100% of the total solution cost, as listed on the proof of payment. Incentives are not paid above the costs listed on the proof of payment.

Installed equipment: Installed cost includes material cost only. Labor costs may be eligible as part of the incentive cost when a vendor-installed project is involved.

Sales taxes and freight (shipping): Are not eligible for incentive, and should not be included in equipment costs.

For complete terms and conditions for Express Soutions, go to www.sce.com/Express_Solutions.

EXPRESS SOLUTIONS EQUIPMENT INCENTIVE INSPECTIONS

Depending on the application criteria, a project may require a Post-Installation Inspection. Post-Installation Inspections may be mandatory (based on certain project criteria) or random.

If your project requires an Inspection

Inspectors will contact you (using the Project Site Information provided in Section 2 of the Incentives Application) to make inspection arrangements.

If the inspector determines that the equipment for the solution's applied-for incentive:

- Is not installed or is not operational: The application will be declined and a $200 re-inspection fee will also be assessed to the Customer or Authorized Agent if re-inspection is necessary.
- Is only partially installed: A partial incentive will be paid only for the qualifying equipment that is installed and operational. If the non-incentived equipment is later installed and made operational, a separate (new) application must be submitted for that equipment.

Inspectors require access to the equipment for verification purposes during normal business hours, 8 am–5 pm, Monday through Friday, excluding holidays.

Inspectors will make three attempts to contact the Customer to make inspection arrangements. If the inspector is unable to reach the Customer after three attempts, the application will be declined.

Appendix

Incentive Eligibility Requirements

CUSTOMIZED SOLUTIONS ELIGIBILITY REQUIREMENTS

CUSTOMIZED INCENTIVE RATES

Incentives are calculated by:

- The amount of kWh saved in a 12-month period
- The amount of permanent peak kW reduced

The following rates apply to new applications received in 2010:

2010 CUSTOMIZED INCENTIVE RATES

INCENTIVE CATEGORY	ANNUAL ENERGY SAVINGS INCENTIVE RATE (kWh)	PERMANENT PEAK DEMAND REDUCTION INCENTIVE RATE (kW)
Lighting	$0.05 per kWh saved	$100 / kW
Air Conditioning and Refrigeration (AC & R) I	$0.15 per kWh saved	$100 / kW
Air Conditioning and Refrigeration (AC & R) II	$0.09 per kWh saved	$100 / kW
Other Equipment	$0.09 per kWh saved	$100 / kW

Requirements for complete customized incentives for qualifying project measure(s), referred to as solution(s), can be found in the 2010 Customized Statewide Procedures Manual for Business.

Incentives are paid only on the energy savings and demand reduction above and beyond baseline energy performance, which include state-mandated codes, federal-mandated codes, industry-accepted performance standards, or other baseline energy performance standards as determined by SCE.

All energy savings estimates are subject to review and approval by SCE.

CUSTOMIZED SOLUTIONS PAYMENT SCHEDULE

For most projects, 100% of the approved incentive amount is paid after the Installation Report is approved.

In a few cases where there is uncertainty of energy savings, SCE may require measurement and verification (M&V), up to two years after implementation of the project. If SCE determines that M&V is necessary, the customer or Authorized Agent must prepare and submit an M&V plan upon SCE's request for review and approval. For projects where M&V is required, 60% of the approved incentive is paid after the project installation is confirmed.

The incentive payment will be increased by 10% (up to $50,000) to help defray the M&V costs. The balance of the incentive amount for the solution installed is paid upon approval of the final M&V report (Operating Report).

For complete terms and conditions for Customized Solutions, go to www.sce.com/Customized_Solutions.

CUSTOMIZED SOLUTIONS 2010 INCENTIVE PAYMENT LIMITS

Refer to the Energy Management Solutions Incentives Application or www.sce.com/Customized_Solutions for details.

CUSTOMIZED SOLUTIONS INSPECTIONS

Pre-Installation Inspection:

The pre-installation inspection will be conducted to ascertain that:

- The application accurately reflects the proposed project.
- All existing equipment listed in the application is still operational (if not, the associated efficiency incentives may be deemed ineligible).
- Installation has not yet occurred (if field preparations for installation have begun, the project could become ineligible).

Additionally, spot measurements will be taken, if applicable.

If the project fails the inspection twice, the application may be declined. If SCE allows a third inspection, the applicant must pay the cost incurred by SCE for conducting an additional inspection.

Post-Installation Inspection:

Once the project has been completely installed and operational, the applicant or Authorized Agent submits an Installation Report (second submittal) to SCE. This form confirms the estimated energy savings, or notes any changes to the project that were made during installation and recalculates the anticipated energy savings and demand reduction values as necessary. The Applicant also attaches any required data and analysis from spot measurement that may have been performed before or after installation.

The Installation Report must be submitted for a post-installation inspection to be scheduled. The final approval is the basis for initiating the incentive payment. The Applicant is to submit the Installation Report within 30 days of the project's complete installation.

Upon receipt of the Installation Report, the inspector will schedule a post-installation inspection at the customer project site as soon as possible. The inspector will verify that the new equipment (project) is completely installed and operational, and may conduct spot measurements, if applicable. The inspector will typically complete the review, inspection, and any savings adjustments within 30 days for non-M&V projects and 45 business days for M&V projects. Complex and multiple-site projects may take longer.

If the inspection fails two times, the application may be declined and the applicant must pay the cost incurred by SCE for conducting any further inspections.

Appendix

Incentive Eligibility Requirements

CUSTOMIZED SOLUTIONS ELIGIBILITY REQUIREMENTS, CONTINUED

Notice of Review Results

SCE will provide the Applicant with written notice of the results of the inspection and review, typically within 30 days of receipt of the completed Installation Report. If approved, the notice includes the approved incentive amount based on SCE's review of the Installation Report and indicates that the incentive is being processed.

If the Installation Report is not approved, the Applicant has 30 days to resubmit a revised Installation Report providing SCE with the requested information. Even after installation, a project may be denied incentive funds if:

- The installation is not consistent with the Customized Solution agreement; *or*
- The customer or Authorized Agent causes unreasonable delays in scheduling an inspection; *or*
- SCE must ask for clarifying information more than three times.

If an Installation Report is not approved, SCE may terminate the Customized Program Agreement and release the incentive funding reserved for the project.

Additional Provisions

- To be eligible for incentive, the installed equipment must be used for the effective useful life of the product(s) or for a period of five years, whichever is less.
- If, for any reason, (e.g., one ceases to be a customer or adds self-generation capacity) you do not provide SCE with documentation of 100% of the related energy benefits for five years or the effective useful life of the product you shall refund a prorated amount of the incentive dollars to SCE that SCE, in its sole discretion, determines must be repaid.
- Customers may not receive multiple incentives for replacing the same equipment.

  Example: A customer who receives an incentive for installing an interior induction fixture one year cannot receive another incentive the following year to replace the same interior induction fixture.

- Customers may not receive incentives or rebates paid by another state or local Public Goods Charge (PGC) program.

  Example: A customer who receives an incentive for installing fluorescent lamps and fixtures cannot receive another incentive for the same lamps and fixtures from PG&E.

For complete terms and conditions for Customized Solutions, go to www.sce.com/Customized_Solutions.

TECHNICAL ASSISTANCE AND DR TECHNOLOGY INCENTIVES

ELIGIBILITY

The Technical Assistance and DR Technology Incentives program is open to all SCE business customers in SCE's service territory with registered demands of 200 kW or more. This registered demand of 200 kW can be one service account or be made up of multiple service accounts.

- The aggregated load of the participating service accounts from one SCE customer account must be 200 kW or more. Aggregated Technical Assistance and DR Technology Incentive service accounts must all be from one SCE customer (not multiple SCE customers).
- Each service account participating in Technical Assistance and DR Technology Incentive in any way (e.g., Technical Assistance Preliminary Assessment, Technical Audit, Technology Incentives) must have an interval meter.

TECHNICAL ASSISTANCE AND DR TECHNOLOGY INCENTIVES

SCE's Technical Assistance and DR Technology Incentives Program enables you to participate in Demand Response programs by providing these offerings.

Technical Assistance (TA)

Qualified applicants can receive free demand response audits of their facilities. To request a free audit or find out more about the program, contact your SCE Account Representative or visit www.sce.com/tati.

DR Technology Incentives (TI)

Customers can receive reimbursements of up to $125 per kW of verified load reduction for the purchase and installation of technologies that reduce electricity use during peak periods.

Customers can be eligible for up to $300 per kW of verified load reduction[1] for the purchase and installation of technologies that automatically reduce electricity use during peak periods without manual intervention (Automated Demand Response, or "Auto-DR"). Incentives are not granted for manual improvements to existing equipment, customer behavior changes, or metering equipment. Customers will be required to make a minimum one-year commitment to a qualifying Demand Response program.

To be eligible for a technology incentive from the TA&TI program, your facility (i) must be receiving bundled or direct access electric service from SCE, (ii) must have an interval electric meter, (iii) must be billed on an SCE commercial, industrial, or agricultural electric rate schedule, and (iv) must have purchased and installed a qualifying demand response solution within the previous 18 months from the date the customer submits its application for a TA&TI technology incentive. Auto-DR technology incentives require a minimum one-year commitment to an Auto-DR supported Demand Response program.

1. Not to exceed $500,000 per facility without a separate agreement entered into in SCE's reasonable discretion between SCE and the eligible customer setting forth additional consideration for a higher incentive amount.

Appendix

Incentive Eligibility Requirements

TECHNICAL ASSISTANCE AND DR TECHNOLOGY INCENTIVES, CONTINUED

DR TECHNOLOGY INCENTIVE PAYMENT

To qualify for DR Technology Incentive funding, a verification/demonstration of the load shed capability and functionality of the equipment must be performed. This verification is performed by an independent third party, Program Verification Engineer (PVE), not affiliated with the assigned engineer or the controls contractor.[1] The demonstration is simple and consists of three steps:

1. Identify demand enabling equipment/device for which the customer is requesting TI funds.

2. Demonstrate enabling demand response by activating this equipment and holding the targeted load shed for two hours

3. Return to normal facility operations

The quantification of the approved kW will be performed by the PVE using interval meter data for the facility and comparing this with an established baseline. Details of these calculations can be provided upon request. SCE retains sole discretion to determine the appropriate baseline values and dispatchable load reduction used to determine incentive payments. Once the kW is validated and approved, the incentive is processed.

Additionally…

With any TA&TI application you will be required to provide proof of purchase and installation (including, if applicable, proof of payment of third-party installation), of the qualifying demand response solution within the previous 18 months from the date you submit your application by attaching receipts, cancelled checks, credit card statements and other documentary proof to the application. If applicable, for proof of payment of third-party installation, SCE requires an itemized invoice from the third-party installation contractor that clearly breaks down each item of labor and material (if any) that was invoiced by the third-party contractor for the installation of the qualifying demand response solution, and proof of payment of the invoiced costs.

The TA&TI program will reimburse reasonable in-house labor costs and related expenses associated with the installation of the qualifying solution(s). Reimbursable in-house costs shall be limited to labor and other expenses directly incurred for design, engineering, and installation activities, and shall not include indirect labor or overhead costs. SCE reserves the right to consult with one or more qualified third parties of its own choosing to determine the reasonableness of your in-house labor-related expenses.

Note: To be eligible for an incentive, a customer must own the qualifying demand response solution outright. Lease or financing arrangements do not qualify under the program.

SCE may request proof of progress towards completing a project for which a reservation was approved at any time during the reservation period. Failure to demonstrate adequate performance towards completion of a project for which a reservation was approved may result in forfeiture of the reservation. SCE also reserves the right to modify or reject any reservation request that, in SCE's sole judgment, contravenes the requirements of the TA&TI program. I understand and acknowledge that this reservation does not guarantee future payment under the TA&TI program. While a reservation reserves funds for a project, payment of incentive is not guaranteed and is subject to post-installation performance verification.

For complete terms and conditions, go to www.sce.com/solutions.

1. SCE caps the Technology Incentive on the average peak demand reduction verified during the test by the Program Verification Engineer. The test consists of verifying that demand response equipment is installed and is able to reduce the kW stated.

Building Type Codes

Buildings are classified according to their principal activity, which is the primary business, commerce, or function carried out within each building. Buildings used for more than one of the activities described below are assigned to the activity occupying the most floor space, with the subcategories combined into more general building activities.[1]

Use these codes to describe the Building Type when filling out Project Site Information (section 2) of the Incentives Application.

BUILDING CODE	FINAL BUILDING TYPES	EXAMPLE
1	Agricultural	Agricultural facilities and buildings
2	Assembly	Church, gym or other meeting space typically used during normal working hours
3	Education — Primary School	Elementary schools and religious education facilities
4	Education — Secondary School	Middle schools, junior high and high schools
5	Education — Classroom	Modular classrooms
6	Education — Community College	Community colleges, career or vocational training, adult education buildings used for classroom instruction
7	Education — University	College and university buildings used for classroom instruction
8	Grocery	Grocery store or food market
9	Food Store	Convenience store (including those at gas stations), liquor store
10	Health/Medical — Hospital	Hospital or inpatient rehabilitation, usually several hundred thousand square feet
11	Health/Medical — Nursing Home	Assisted living, nursing home, retirement home or inpatient rehabilitation, usually under 100,000 square feet
12	Health/Medical — Clinic	Medical office, clinic, outpatient health care, outpatient rehabilitation, veterinarian
13	Lodging — Hotel	Lodging facilities, usually several hundred thousand square feet, common activity areas
14	Lodging — Guest Rooms	Lodging facilities guest rooms, non-common activity areas
15	Lodging — Motel	Lodging facilities, usually under 100,000 square feet, common activity areas
16	Manufacturing — Bio/Tech	Research and manufacturing facilities with clean rooms for pharmaceutical, medical or communications
17	Manufacturing — Light Industrial	Appliance, assembly, machine shops, parts, textile manufacturing facilities
18	Industrial	Petroleum, cement and metal manufacturing, or wastewater facilities
19	Miscellaneous Commercial	Beauty parlor, crematorium, gas station, kennel, laundromat, post office, police station
20	Office — Large	Government office, bank, city hall, social service, collectively over 100,000 square feet
21	Office — Small	Daycare or preschool, church, contractor or sales office, collectively under 100,000 square feet
25	Restaurant — Fast Food	Fast food restaurant, cafeteria
26	Restaurant — Sit Down	Sit-down restaurant
27	Retail — Multistory Large	Department stores
28	Retail — Single-story Large	Big box retail stores, dealerships or showrooms, rental centers
29	Retail — Small	Stores located in strip malls, studio, gallery
30	Storage — Conditioned	Large refrigerated warehouses, typically 500,000 square feet or larger
31	Storage — Unconditioned	Non-refrigerated or unconditioned warehouses, distribution or shipping center
32	Transportation/Communication/Utilities	Telephone switching, data center or server farm, street lighting, traffic signal lighting
33	Refrigerated Warehouse	Smaller refrigerated warehouses, typically between 100,000 and 500,000 square feet

1. http://www.eia.doe.gov/emeu/cbecs/building_types.html

Start here.

When complete, submit application to:
Southern California Edison, Business Incentives
P.O. Box 800, Rosemead, CA 91770-0800

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
For help completing the DR portion of your application: (866) 238-3605
To check on the status of your application: (800) 736-4777

For additional applications, visit: www.sce.com/solutions

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NR-627-V2-0610