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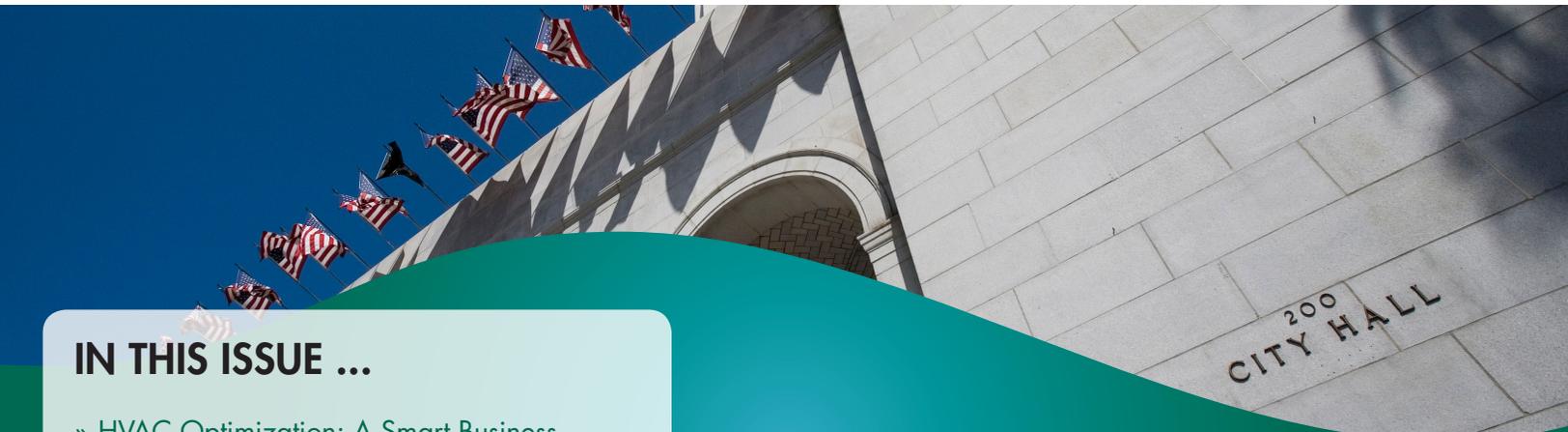
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GOVERNMENT & INSTITUTIONS

SOUTHERN CALIFORNIA EDISON

POWER BULLETIN

VOL. 11 No.9 September 2011

HVAC Optimization: A Smart Business Decision

Southern California Edison's (SCE) new HVAC Optimization Program offers a winning combination of an enhanced HVAC maintenance plan that leads to improved energy efficiency with financial incentives to help offset the incremental cost of the planned maintenance.

The higher-level maintenance plan, developed by industry associations, sets a new standard in HVAC maintenance by helping you lower energy bills, increase system reliability, improve indoor air quality and thermal comfort, decrease repair costs, lessen unplanned service calls, lower capital costs through longer equipment life, and reduce your carbon footprint.

Be HVAC Wise and Optimize

Nearly 45% of a commercial building's energy consumption is attributed to its HVAC systems, so an HVAC in top condition can improve your bottom line.

Eligible customers (those with qualifying commercial rooftop units powered by electricity from SCE) who sign a three-year HVAC Optimization maintenance agreement receive:

- A cash incentive to help offset the cost difference between a typical maintenance agreement and the customized HVAC Optimization maintenance agreement;

- Low- or no-cost baseline-level repairs (if needed);
- A comprehensive maintenance plan with ongoing, conveniently scheduled maintenance and a preventative approach to reduce or eliminate any unexpected downtime;
- Lower total cost of ownership, fewer occupant complaints regarding building environment comfort and fewer unexpected expenses; and
- Better information for making important HVAC decisions.

Contractors participating in the HVAC Optimization Program have received extensive training, including in the ASHARE (American Society of Heating, Refrigerating and Air-Conditioning Engineers)/ACCA (Air Conditioning Contractors of America) Standard 180. Your contractor will develop a customized three-year maintenance plan that considers:

- Performance objectives specific to your business based on thermal comfort, indoor air quality and energy efficiency;
- Condition indicators, such as those from the surrounding area, that should factor into your maintenance plan; and
- Planned maintenance based on the Standard 180 that includes specific tasks and frequencies.

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The contractor also will calculate the incentive amount for you based on inspection findings and the number of identifiable units at your business. Once you sign the HVAC Optimization maintenance agreement, SCE will send you 20% of the calculated incentive. The balance of the payment is paid out over the term of the three-year maintenance agreement.

In addition, after you sign the agreement, your contractor will bring your rooftop unit(s) to a baseline level, and will assess equipment condition, perform a cooling service analysis and remediate maintenance-related repairs. SCE may cover all or part of the baseline work, depending on the program eligibility of the required repairs.

To learn more about improving your bottom line through SCE's HVAC Optimization Program, contact your account representative or visit www.HVACOptimization.com.

Get the Latest on 2012 Rate Changes at Fall Electricity Outlook Meetings

Register today for one of SCE's Fall 2011 Electricity Outlook sessions, where you will learn more about electric utility issues, with a special emphasis on early 2012 rate changes, Demand Response, Direct Access updates and upcoming General Rate Case Phase 2/Dynamic Pricing filings.

Each in-person session will take place from 8 a.m. to 10 a.m., with continental breakfast from 7:30 a.m. to 8 a.m. The online webinar will take place from 8 a.m. to 10 a.m., and participants may log on 15 minutes prior to the start time. The schedule is:

Date	City	Location	Address
Oct. 13	Irwindale	SCE's Energy Education Center - Irwindale	6090 N. Irwindale Ave., Irwindale
Oct. 18	Oxnard	Courtyard by Marriott	600 Esplanade Dr., Oxnard
Oct. 20	Long Beach	Marriott	4700 Airport Plaza Dr., Long Beach
Oct. 25	Tulare	SCE's Energy Education Center - Tulare	4175 S. Laspina, Tulare
Oct. 26	N/A	Online via webinar	A WebEx link will be sent once you RSVP
Oct. 27	Santa Ana	Embassy Suites	1325 E. Dyer Rd., Santa Ana
Nov. 2	San Bernardino	Hilton	285 Hospitality Ln., San Bernardino

To register for any of the above sessions, RSVP online at <http://bit.ly/electricityoutlook>.

GOVERNMENT & INSTITUTIONS SEGMENT FOCUS

Palm Springs Unified School District Sees Green With Energy-Saving Programs

The Palm Springs Unified School District (PSUSD), which serves some of California's fastest-growing regions, is showcasing how a commitment to energy-saving technologies and behaviors can significantly lower costs at a critical time of reduced state funding.

From 2005 through 2009, PSUSD reduced its annual electricity usage by more than 1.2 million kilowatt-hours (kWh) and earned over \$154,000 in energy efficiency incentives from SCE by replacing a chiller, installing a variable speed drive and implementing lighting retrofits. The incentivized projects also included PC network software that keeps computers running while they're being used but powers them down when they're inactive.

The district, which currently includes 2.1 million square feet of building space, recently completed HVAC improvements at three schools. It now is working on upgrading nine schools from T12 to T8 lamps, with projected annual savings of more than 423,000 kWh and estimated energy efficiency incentives of nearly \$72,000. About a dozen of PSUSD's Early Childhood Education sites already received T12 to T8 upgrades this year through the California Preschool Energy Efficiency Program.



The Palm Springs Unified School District pursues a variety of energy-saving measures, with equipment upgrades from 2005-2009 alone saving the district more than 1.2 million kilowatt-hours annually.

As it expands to meet growing student demand, PSUSD also is tapping into the statewide Savings By Design (SBD) program to receive design assistance and incentives for high-performance new building design and construction. For several new sites currently under construction or in the planning phase, the district anticipates receiving nearly \$30,000 in energy efficiency incentives, with estimated annual savings of more than 225,000 kWh.

Fiscal Prudence and Examples for Students

District Director of Maintenance & Operations Gregg Shoemaker said state budget cuts served as the initial impetus for the district's stepped up approach to energy savings. But there are other factors.

"We need to be fiscally prudent with our taxpayer dollars," he explained. "It's also the right thing to do. It teaches our kids to be responsible adults. And it solidifies a good partnership in the community."

Shoemaker credited the district's Board of Education with understanding the need to invest in projects that ultimately lower costs.

"The Board has been very supportive of green projects," he said. "It's really taken the initiative and stood behind our energy-reduction goals to approve funds so we can implement these projects district-wide."

Flattened Electricity Usage

Even with growth in space and rate increases, the district's commitment to energy management currently enables it to keep its electricity expenditures essentially the same each year.

Part of this stems from behavioral changes made by employees, along with enhanced efforts by the Maintenance & Operations Department to control electricity usage through energy management systems (EMS).

Examples include turning off the air conditioning in classrooms when not in use, turning off parking lot lights at 11:30 p.m. (when the custodians leave) and using EMS units to better control temperatures systematically. PSUSD plans to install EMS units at more sites to provide additional energy reductions.

Two years ago, Shoemaker oversaw a pilot "shared savings reward" program among district sites to save energy, with impressive results. He noted, "The cost avoidance was just over a half-million dollars that otherwise would have impacted general fund dollars."

Even with its extensive savings to date, PSUSD continues to move forward with initiatives to save energy, money and the environment.

"There's still a lot to do and there are a lot of projects to go out that will generate more savings," Shoemaker said, noting that the district's Energy Plan also includes consideration of future wind and solar power installations. "In addition, our green projects show the responsible party the district is in being concerned about the environment. We're practicing what we preach."

Shoemaker gave credit to SCE and Account Executive Maya Aubrey for helping the district stay on an energy-saving sustainable path.

"She is very efficient, very helpful and always there when you need her," he said. "She's a great resource and provides exemplary customer service. That's also what I preach to my staff here in my department."

For more information on how you also can benefit from SCE's wide array of energy management offerings, contact your account representative or visit www.sce.com/solutions.