

## Resort & Casino Wins Big With Energy Savings

Pechanga Resort & Casino is one of the largest Native American resorts and casinos in the Western United States, and it doesn't gamble when it comes to saving energy, money, and the environment.

Located in Temecula, CA, Pechanga has earned the AAA Four Diamond Award every year since it opened in 2002, and takes a highly proactive approach to energy management.

With a 24/7 operation that offers a 200,000-square-foot gaming floor, plus luxury accommodations, dining, entertainment, and more, Pechanga Facilities Director Gary Senz and his team are tasked with ensuring that the best energy-saving practices are utilized across all areas of the property.

"In a hospitality-driven environment, it is crucial to show that you still can decrease energy use while maintaining the comfort level of the guests."

To meet this goal and improve its bottom line, Pechanga works closely with us on energy efficiency incentive programs and demand response (DR) initiatives.



*Energy efficiency projects implemented with the help of SCE incentives saved Pechanga Resort & Casino \$113,000 in energy costs from 2006 through 2013.*

### The Bottom Line: \$113,000 in Energy Savings

For energy efficiency, Pechanga has received incentives from both the Express Solutions program and the Customized Solutions program (which offers more tailored equipment upgrades with higher incentives) primarily for an array of interior and exterior lighting upgrades. These include high-bay lighting and occupancy sensors, energy-saving retrofits, and interior linear fluorescent lighting. Pechanga also installed an energy management system.

From 2006 through 2013, energy efficiency projects saved Pechanga more than \$113,000 in energy costs, and qualified them for a host of incentives provided to companies utilizing green practices. In addition, using our free testing services to assess overall pumping performance, Pechanga recently installed more efficient pumps with variable frequency drives to serve the hot and cold water needs at the hotel.

Looking forward, Pechanga plans to install additional lighting upgrades for the parking lot, landscaping, and the golf course clubhouse. Pechanga is also looking at installing more efficient circulating block heaters on its existing emergency generators, and pursuing chiller water plant staging to use less electricity while maintaining facility comfort levels.

Senz noted, "You need to spend money to save money, but the key point is that the savings are long term – not just after the payback but year after year."

### Racking Up Demand Response Credits

Pechanga augments its energy efficiency initiatives through participation in DR programs. With DR, by reducing energy consumption during peak periods, you relieve stress on the electricity grid, reduce energy costs, and help the environment, and in turn earn bill credits that help offset your monthly energy charges.

With our help from 2010 through 2013, Pechanga instituted many energy-saving measures. The company participated in an Aggregator Managed Portfolio program (AMP) and in our Summer Advantage Incentive program (SAI). Those energy savings would have otherwise equated to more than \$850,000 and the use of valuable natural resources.

In 2014, Pechanga moved from the aggregator program to our Demand Bidding Program (DBP). This no-cost, low-risk, flexible DR program provides bill credits for voluntarily reducing energy use during program events. Senz noted that the energy distribution systems in place make it so that resort guests never know when a program event may be in place.

### The Partnership With Native Americans

Besides improving Pechanga's bottom line, its energy management initiatives help address the needs of the Pechanga Band of Luiseño Indians, which operates the resort and casino. Senz said, "The earth is very important to Native Americans. They are very mindful of natural resources and how they're supported by the land. They want to reduce greenhouse gas emissions and save money at the same time. Our electricity use reduction goes hand-in-hand with that."

He added that Pechanga's "Green Team," a group of employees that meets quarterly to discuss current energy-saving projects and future suggestions, presents its ideas to the tribal members – "and so far they back it up 100%."

Senz noted, though, that none of this progress could happen without Pechanga's relationship with us. "It's been very easy to work with SCE, and they're very helpful and responsive," he said. "They care about our business and always have been there to address questions and concerns. They really have helped us do as much as we can to date."

For this resort and casino, that's a collaboration that produces a winning combination.

### Your Business's Options to Save

As a business owner or manager, you have a wide selection of savings opportunities, and SCE can deliver energy management programs and solutions with incentives and bill credits to go with them. Our energy management solutions offer a range of efficiency options, developed with your industry in mind, to help your business maximize savings over the long term through the permanent and temporary reduction of electricity usage.

To learn more about SCE energy management solutions, ways to reduce your energy usage, and manage your energy costs, visit [www.sce.com/business](http://www.sce.com/business) or call your SCE Account Manager.

*This case study is provided for your general information and is not intended to be a recommendation or endorsement of any particular product or company, or a representation of any actual or potential future energy or monetary savings for other customers. These programs are funded by California Utility ratepayers and administered by SCE under the auspices of the California Public Utilities Commission (CPUC). Programs are effective until funding is expended or the program is discontinued. Programs may be modified or terminated without prior notice. The information contained herein does not replace pricing information contained in any CPUC-approved tariff. Please refer to the tariffs for the programs described for a complete listing of terms and conditions of service, which can be viewed online at [www.sce.com/regulatory](http://www.sce.com/regulatory).*

## Coming Soon: West Coast Energy Management Congress

Don't miss out on the 33rd annual West Coast Energy Management Congress (EMC), taking place June 3-4, 2015, at the Long Beach Convention Center. SCE is partnering with the Association of Energy Engineers (AEE) as this year's host sponsor.

The event is the largest energy conference and technology expo held on the West Coast, bringing together industry experts to advance knowledge on optimizing energy efficiency, facility operation, and sustainability. By attending, you can explore promising new technologies, compare energy supply and alternative energy options, and learn more about innovative project implementation strategies.

Industry leaders scheduled to speak at the opening session include SCE Senior Vice President of Customer Service Kevin Payne and SCE President Pedro J. Pizarro, who is slated to discuss the future of the electricity industry.

The comprehensive agenda currently includes 45 breakout sessions under four main track topics:

- Energy Policy & Incentives
- High Performance & Green Buildings
- Energy Management Programs & Strategies
- Maximizing Energy Resources

The EMC Expo now features approximately 150 exhibitors. New this year, a California Green showcase will give attendees the opportunity to get a firsthand look at sustainable technologies available for new design and retrofit projects. Plus, several professional training seminars will be held in conjunction with the event.

### Discount Tickets: Special Offer

SCE has received a limited number of conference passes for this event. If you are interested in attending, please contact your Account Manager for details. Tickets will be distributed on a first-come, first-served basis.

For more information on the EMC, visit [www.energyevent.com](http://www.energyevent.com).

## Give the "Gift of Light" to Those Less Fortunate

Your business can make a difference in the communities you serve by joining thousands of SCE employees, shareholders, and customers who give to the Energy Assistance Fund (EAF), a nonprofit direct bill payment assistance program that provides financial aid to income-qualified customers. Every donation is 100% tax deductible.

EAF helps customers who meet income guidelines, including seniors, those with disabilities, and families facing financial hardship. The fund is an important part of SCE's community outreach efforts, providing critical support to those who are having difficulty paying their electric bills. A maximum of \$100 is available to qualified customers once in a 12-month period.

You can make it easy to participate by donating to EAF via your SCE bill, or you (and your employees) can contribute via credit card or check.

For more details on how to give the gift of light, call (800) 205-8596 or visit [www.sce.com/eaf](http://www.sce.com/eaf).

