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#### COMMERCIAL SEGMENT

SOUTHERN CALIFORNIA EDISON

# POWER BULLETIN

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## New SCE Energy Management Solutions Resources: Helping You Save Energy and Money

With a greater focus on integrated demand side management (IDSM) starting in 2010, Southern California Edison (SCE) is delivering comprehensive energy management solutions encompassing relevant energy efficiency (EE), demand response (DR) and renewable offerings.

Now available are new key IDSM tools that include a suite of Energy Management Solutions Guides, which provide industry-specific energy management solutions, strategies and available resources. These easy-reference guides:

- Step business customers through market trend highlights and energy profile usage information,
- Give guidance on long-term energy management planning,
- Showcase project scenarios that demonstrate comprehensive IDSM based on actual customer issues and needs, and
- Identify targeted energy efficiency solutions and incentives, targeted demand response strategies and incentives, and define customer and equipment eligibility requirements.

The Energy Management Solutions Guides cover seven customer areas: office, small business, water and wastewater, manufacturing and warehousing, retail, agriculture and food processing, and government and institutions.

### EE Express Solutions and Customized Solutions

The guides include details on EE Express Solutions and Customized Solutions, the new names for the Express Efficiency and Standard Performance Contract Programs, respectively. Express Solutions offers SCE business customers incentives toward the purchase and installation of qualified equipment that can improve their facilities' energy efficiency. Customized Solutions provides financial incentives to offset the capital cost of installing new high-efficiency equipment or systems.

Both Express and Customized Solutions are now statewide programs, meaning customers can apply for incentives for any facilities served by SCE and California's other investor-owned utilities.

### DR Technology Incentives

The guides also include details on DR technology incentives available through the Technical Assistance and Technology Incentives (TA&TI) Program. The TA&TI Program provides eligible commercial and industrial customers technical assistance in the form of demand response site assessments at no charge, and technology incentives for the purchase and installation of equipment or systems that can reduce electricity usage during periods of high demand.

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Generous incentives for automated demand response (up to \$300 per verified kilowatt) are available if the load reduction can be remotely activated via the Internet. A note to remember: DR technology incentives combined with EE incentives cannot exceed the actual cost of the project.

### Streamlined Incentives Application

As just discussed, SCE offers energy management solutions that include Express Solutions, Customized Solutions and Demand Response Technology Incentives. These incentives can be applied for through SCE's new 2010 Incentives Application. Use the single application in coordination with the applicable Energy Management Solutions Guide to apply for your incentives today.

To access the Energy Management Solutions Guides and 2010 Incentives Application, visit [www.sce.com/solutions](http://www.sce.com/solutions) and click on "Incentives Application and Tools," near the top of the page.

To find out more about Express Solutions, Customized Solutions and TA&TI, contact your account representative or visit [www.sce.com/express\\_solutions](http://www.sce.com/express_solutions), [www.sce.com/customized\\_solutions](http://www.sce.com/customized_solutions) and [www.sce.com/tati](http://www.sce.com/tati).

Stay tuned to next month's Power Bulletin for more details on SCE energy management solutions resources to help you save energy, money and the environment.

### Mark Your Calendars for Spring Electricity Outlook Meetings

Learn more about electric utility issues, with a special emphasis on 2010 changes for rates, demand response programs and Direct Access, at one of SCE's Spring 2010 Electricity Outlook sessions. Each session takes place from 8 a.m. to 9:30 a.m., with continental breakfast from 7:30 a.m. to 8 a.m.

Date	Event#	Location	Address
April 20, 2010	25707	San Bernardino Hilton	285 E. Hospitality Lane, San Bernardino
April 22, 2010	25708	SCE's Agricultural Technology Application Center	4175 South Laspina, Tulare
April 23, 2010	25559	SCE's Customer Technology Application Center	6090 N. Irwindale Ave., Irwindale
April 27, 2010	25709	Hilton Costa Mesa	3050 Bristol St., Costa Mesa
May 7, 2010	25711	Oxnard Marriott	600 E. Esplanade Drive, Oxnard
May 11, 2010	25710	Torrance Marriott	3635 Fashion Way, Torrance

Customers also can choose to join an Electricity Outlook Webinar on April 23, 2010, from 8 a.m. to 9:30 a.m. (event #25712).

To register for any of these sessions, call 626.812.7537 or 800.336.2822, extension 42537.

## COMMERCIAL SEGMENT FOCUS

### Real Estate Leader Works With SCE to Achieve Substantial Energy Savings

The Irvine Company continues to build its leadership in commercial real estate by balancing today's bottom line with a long-term focus on energy efficiency and sustainability that pays significant dividends.

Participating in SCE's energy efficiency programs alone currently saves the company 8 million kilowatt-hours (kWh) annually—approximately \$1.2 million—at its 24 million square feet of commercial property in SCE's service territory. The company also participates in SCE demand response programs, with the ability to reduce load by 5 megawatts during peak periods.

"Energy has always been one of the largest operating costs for a building," said Director of Engineering Erron Williams. "We're more capable than ever at seeing how we use it, where we can make improvements, and how to turn energy usage into an asset instead of treating it simply as overhead. We want to reduce operating expenses and create better efficiencies while providing comfort to our customers at all times."

### An Energy Efficiency Foundation

The Irvine Company has an ongoing commitment to energy efficiency, tapping into SCE programs for energy-saving enhancements such as:

- Optimizing control strategies for air handlers, packaged air conditioning units and central plants;
- Using retro-commissioning to assess building energy performance, identify improvement opportunities and maximize optimization strategies;



Commercial real estate leader the Irvine Company currently saves 8 million kilowatt-hours annually—approximately \$1.2 million—by participating in SCE's energy efficiency programs.

- Implementing a thermal energy storage system upgrade through an SCE pilot program;
- Upgrading to higher-efficiency HVAC equipment and lighting (lamps, ballasts and fixtures); and
- Retrofitting exterior lighting and elevator cabs with light-emitting diode (LED) and compact fluorescent lamps.

"We're always looking for new technologies and ways to save energy and operating costs," noted Vice President of Energy Management Rich Bluth. "We apply SCE programs continuously across our office portfolio to audit for opportunities and help finance improvements."

### Demand Response: The Next Level

To further its energy management commitment, the Irvine Company utilizes a sophisticated portfolio-wide control system for SCE demand response program participation.

Using a demand response site assessment and more than \$1 million in incentives through SCE's Technical Assistance and Technology Incentives Program, the company augmented its existing energy management system with new hardware that allows access to every individual property's control system through a single interface.

Advanced tools, including a proprietary energy data wide area network, enable the company to access direct real-time energy-use feedback to select, monitor and modify multiple demand response portfolio schemes across its properties.

"With our centralized system, we can manage our usage in a more timely and agile way," Bluth said. "The equipment upgrades give us flexibility for tactical energy management and offer us an advanced capability for taking part in SCE's demand response programs."

Importantly, Williams added, the Irvine Company does this in a way that reduces or shifts non-critical loads, with no impacts on tenants.

"For our tenants, there's no sacrifice or downside," he noted, adding that the company continually communicates with tenants about demand response activities. "In cooperation with our tenants, we are using power more wisely, saving money while not compromising operations and doing our part in support of California's energy needs."

### The SCE Partnership

Bluth and Williams credited SCE account manager Chris Morris with being "a partner in our efforts to conserve energy"—helping to develop flexible energy management program opportunities for the company, and continuing to communicate about new programs, technologies and savings opportunities.

"We're working at a scale and a level of sophistication that's probably unique, but the basic actions we take are available to just about anyone," Bluth concluded. "Promoting energy efficiency, 'energy-smart' behaviors and communicating to customers—any business can benefit from those practices, and prove that by taking the long-term outlook, you can succeed today."

For more information on how you also can benefit from SCE's wide array of energy management programs and services, contact your account representative or visit [www.sce.com/solutions](http://www.sce.com/solutions) and [www.sce.com/drp](http://www.sce.com/drp).

### About Irvine Company Office Properties

Irvine Company Office Properties owns and operates 475 properties in the most prestigious coastal markets in San Diego, Orange and Los Angeles counties and the Silicon Valley. It takes a long-term view, focusing on reinvestment and customer experience.