



SOUTHERN CALIFORNIA  
**EDISON**<sup>®</sup>

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Contact your account representative for additional information and assistance.

#### QUICK LINKS TO FIND ENERGY INFO

##### **SCE Home Page**

– [www.sce.com](http://www.sce.com)

##### **Energy-Related Learning**

– [www.sce.com/ctac](http://www.sce.com/ctac)  
– [www.sce.com/agtac](http://www.sce.com/agtac)

##### **Statewide Transmission System Status**

– [www.caiso.com](http://www.caiso.com)

##### **Utility Regulation**

– [www.cpuc.ca.gov](http://www.cpuc.ca.gov)  
– [www.energy.ca.gov](http://www.energy.ca.gov)

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## POWER BULLETIN

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GOVERNMENT & INSTITUTIONS

200  
CITY HALL

*The Power Bulletin newsletter is meant to be an aid in understanding programs and incentives administered by SCE to help your business reduce energy. Programs and incentives covered in this newsletter are subject to funding availability and policy changes. Please consult your account representative for more information on any incentives/programs mentioned in this issue.*

# Add Some Green to Your Bottom Line With Solar Energy

Incentives available through the California Solar Initiative (CSI) can significantly lower your cost of installing a solar energy system, while adding these environmentally friendly benefits to your business' bottom line:

- The ability to offset some or all of your energy costs on your Southern California Edison (SCE) bill by generating your own electricity on-site.
- Reduced operating costs, through predictable pricing that is not affected by electric rate changes.
- Up to a 30% federal investment tax credit applied to net system cost.\*
- Property tax exemption for solar equipment.\*\*
- A clean, reliable power source that can provide, with minimal maintenance, up to 25 years of energy production.

While the potential savings from your solar system will vary depending upon several factors, you can obtain a quick estimate of your individual savings by utilizing several helpful online calculation tools. For details, visit [www.gosolarcalifornia.ca.gov](http://www.gosolarcalifornia.ca.gov), click on "Solar 101," then select "Calculators and Other On-Line Decision Assistance Tools."

Solar energy systems also provide many other benefits, such as reducing greenhouse gas emissions, diversifying California's electricity supply, and easing demand on the electric grid.

### Solar Incentive Opportunities

Two types of incentives are available through the CSI Program:

1. An up-front incentive based on the solar energy system's estimated future performance, applies to projects less than 50 kilowatts (kW); and
2. A flat cents-per-kilowatt-hour performance-based incentive that is paid over 60 months, applies to projects greater than 50 kW.

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Incentives in California will decline as more systems are installed. The CSI Incentive Trigger tracker, available at [www.sce.com/csi](http://www.sce.com/csi), provides information on current incentive levels based on customer classification and the size and characteristics of the solar installation.

### The Next Steps to "Go Solar"

Talk to your account representative to arrange an energy efficiency audit, which is required for all project sites. An energy efficiency audit can help you identify important energy-saving opportunities to maximize your solar investment and, in many cases, reduce the number of panels you need to buy to meet the load requirements of your business, saving you even more money.

For details on the five-step process to obtain a solar energy system incentive, visit [www.sce.com/csi](http://www.sce.com/csi). This website also links to a statewide database of licensed solar contractors. A solar contractor can help you identify different financing options for your solar project, including Power Purchase Agreements—a common method utilized by many businesses similar to yours that have already made the decision to "go solar."

For more information about the California Solar Initiative, visit [www.sce.com/csi](http://www.sce.com/csi) or [www.gosolarcalifornia.ca.gov](http://www.gosolarcalifornia.ca.gov). To find out about other SCE programs and solutions that can help your business save energy, money and the environment, contact your account representative or visit [www.sce.com](http://www.sce.com).

*The CSI Program is part of a statewide goal to create 3,000 megawatts of new solar-produced electricity by 2016, moving the state toward a clean energy future and helping to lower the costs of solar energy for customers. The program is funded by California investor-owned utility customers and is administered by Southern California Edison in its service territory under the auspices of the California Public Utilities Commission. California customers are not obligated to purchase any full-fee service or other services not funded by this program. The program began on Jan. 1, 2007, and will continue for 10 years or until funding is depleted. The program is subject to change by the Commission in a public regulatory proceeding.*

\* Consult the IRS or your tax consultant for details.

\*\* Section 73 of the California Revenue and Taxation Code allows a property tax exclusion for certain types of solar energy systems installed between Jan. 1, 1999, and Dec. 31, 2016. System owners should contact the applicable county assessor's office for further information on the terms.



### Get Convenience and Savings of Online Bill Paying

For a faster, more convenient way to receive and pay your electric bill, enroll in SCE's free My Account service, which allows you to manage your account(s) online at [www.sce.com](http://www.sce.com).

My Account gives you 24-hour access to your account(s) and puts three years of usage history at your fingertips. With SCE's paperless Online Billing, you can reduce operating costs associated with manual bill processing. Customer safeguards make this a secure way to manage your bills and help the environment by eliminating paper waste.

If all SCE business customers switched to paperless Online Billing, it would be equivalent to an annual savings of:

- Nearly 5.1 million pounds of greenhouse gas emissions avoided.
- Almost 2.1 million gallons of wastewater prevented from discharge.
- More than 122,000 gallons of gas saved by not mailing bills, statements and payments.

For more information, and to enroll, contact your account representative or visit [www.sce.com/paperless](http://www.sce.com/paperless).

### Mark Your Calendars for Plug-In 2009 Conference

Save the dates of Aug. 10-13, 2009, for Plug-In 2009, a second annual international conference that will showcase the latest technological advances, market research and policy initiatives shaping the development of plug-in vehicle technology.

SCE will serve as the principal sponsor of the event, taking place at the Long Beach Convention Center. For more information, visit [www.plugin2009.com](http://www.plugin2009.com).



## GOVERNMENT & INSTITUTIONS SEGMENT FOCUS

### Limoneira Practices "Pragmatic Green" With SCE and the California Solar Initiative

"We've always positioned ourselves for tomorrow by drawing on our past," said Harold S. Edwards, president and CEO of Limoneira Company. Founded in 1893, Limoneira is one of California's oldest and largest agribusiness companies, producing crops on about 7,000 acres across the state.

"We asked ourselves, 'What strengths have always served us well? What's kept us in business while other companies went away?' At the top of the list is stewardship—what we're doing today to the land, to the water, with the community and with our employees—how do we work to make all these actions contribute to our future?"



*Harold S. Edwards, president and CEO of Limoneira Company—one of California's oldest and largest agribusiness companies—said, "Sound agriculture and sound energy management practices have converged. We call this 'pragmatic green'—we expect that solar electricity is going to create one of the biggest value contributors for our shareholders."*

### Achieving Sustainable Savings

Limoneira's new 5.5-acre, LEED® (Leadership in Energy and Environmental Design)-certified Solar Orchard is just one answer. The photovoltaic (PV) energy facility will produce a full megawatt of clean, renewable electricity for powering the company's Santa Paula, Calif., citrus processing plants.

"Innovation is survival in agriculture," said Alex M. Teague, Limoneira senior vice president. "Solar electricity is a new way for us to achieve our century-old commitment to taking care of the environment. Add to that the financial advantages—the cost per kilowatt from the array is fixed for 20 years—and the marketing cachet that comes from using sustainable practices, and solar is a win-win for us."

### Harvesting the Sun

As part of the Go Solar California! campaign, the state has a goal to create 3,000 megawatts of renewable solar-produced electricity by 2016—equivalent to taking six natural gas-fired power plants offline—moving the state toward a clean energy future and lowering the cost of solar systems for consumers.

Through the California Solar Initiative, the California Public Utilities Commission provides incentives for existing residential homes and existing and new commercial, industrial and agricultural properties. The program is funded through revenues collected from electric utility distribution rates.

"Farmers are some of the best resource managers around. They've always used sustainable practices," said Edwards. "We're using the 21st-century version of sustainability to reduce our water usage, cut our organic wastes, cut our energy consumption and create high-quality food products. Sound agriculture and sound energy management practices have converged. We call this 'pragmatic green'—we expect that solar electricity is going to create one of the biggest value contributors for our shareholders."

"In this global agricultural marketplace, we can't be the least-cost producer, but we believe we can be the best-cost producer if we're using every best practice we can find," Teague said. "If we're focused on quality and safety, if we're managing energy wisely, and if our practices strengthen the community, we can be a leader and customers might demonstrate more loyalty to our products and services."

To learn more about how your business or organization can benefit from installing a solar energy system, contact your account representative or visit [www.sce.com/csi](http://www.sce.com/csi). For information on all of SCE's energy management programs, also contact your account representative or log onto [www.sce.com/b-rs/large-business](http://www.sce.com/b-rs/large-business).

#### Limoneira Company: Estimated Savings By Managing Energy

<b>Location:</b> Santa Paula, Calif.	<b>Programs Utilized:</b> California Solar Initiative
<b>Industry:</b> Agriculture (account representative Staci Sims)	<b>Results:</b> Clean, sustainable electricity at a fixed cost; a marketing advantage; and a new means to execute the company mission
<b>Solar System Size:</b> 1 megawatt, 5.5 acres	
<b>Projected Savings:</b> \$700,000 annually	