

## SCE's Energy Management Solutions Can Help You Learn, Prepare and Act to Manage Your Business' Energy Needs

New, industry-specific **Energy Management Solutions Guides** and **2010 Incentives Application** available at [www.sce.com/solutions](http://www.sce.com/solutions) provide a single source of information for SCE business customers to **Learn, Prepare** and **Act** on your business' energy management needs.

Start by choosing one of seven business types: selections include office, small business, water and wastewater, manufacturing and warehousing, retail, agriculture and food processing, and government and institutions. Then, find out which programs are best for your business:

**Learn:** Find energy consumption information by type of use (for example, lighting, HVAC and refrigeration), tips to help you start saving energy, and applicable energy efficiency and demand response solutions.

**Prepare:** Take an online audit and find a contractor who can help with your energy management projects through SCE's contractor directory. You can also link to the Express Solutions (formerly Express Efficiency Program) and Customized Solutions (formerly Standard Performance Contract Program) Web pages.

**Act:** Check out the "Get Started Now" box to find all you need to know to apply for incentives and act quickly to save energy and money.

### Additional Resources

Visit [www.sce.com/solutions](http://www.sce.com/solutions) and look under "Other Options and Resources" to find information on the following:

**Resources and Online Tools:** Features training and tools available to help with your energy management needs.

**Regulation and Compliance Support:** Highlights information about greenhouse gas emissions and energy performance benchmarking.

**Renewables and Customer Generation:** Provides details on solar power and self-generation

**Specialized Services for New and Existing Buildings:** Offers additional technical assistance and energy solutions for qualified buildings.

## Learn to Make Smarter Energy Choices at SCE's Energy Centers

Find free training and information on new energy-efficient technologies for your business or non-profit organization at SCE's energy centers – the Customer Technology Application Center (CTAC) in Irwindale, and the Agricultural Technology Application Center (AgTAC) in Tulare. Offerings at CTAC and AgTAC are tailored for commercial and industrial customers, while AgTAC also offers classes geared at agricultural customers. Here are a few examples of upcoming workshops at the energy centers:

Date	Location	Topic
November 29, 2010	AgTAC, Tulare	Title 24 Requirements for HVAC Contractors (New)
December 2, 2010	CTAC, Irwindale	Title 24 Refrigerant Charge Verification for HVAC Contractors (New)
December 3, 2010	CTAC, Irwindale	Financial Analysis Techniques for Owner-Occupied & Income – Producing Properties (New)
December 7, 2010	AgTAC, Tulare	Chilled Water System Efficiency

For more information about the services offered at SCE's energy centers, visit [www.sce.com/energysolutions](http://www.sce.com/energysolutions), or call us at (800) 336-2822 (for CTAC) or at (800) 772-4822 (for AgTAC).

## Smart Energy Management Pays Dividends For Pacific Corporate Towers

Balancing environmental concerns with cost-effective business solutions, Pacific Corporate Towers in El Segundo, Calif., works closely with SCE on energy management initiatives that integrate new and upgraded technologies and increase operating efficiencies.

The ownership, management and engineering teams stepped up their commitment to energy savings nearly a decade ago. Since that time, the three-building, 1.6-million-square-foot office complex has earned an ENERGY STAR<sup>®</sup> certification for seven straight years. Over the last five years, while occupancy has risen 20 percent, energy use has only gone up about 5 percent. "Being energy-efficient is important," said CB Richard Ellis Property Manager Bill Lewis. "We all believe it's the right thing to do. It's better for ownership and tenants economically and from the standpoint of using fewer resources."

### Incentives and Savings

Pacific Corporate Towers' latest energy efficiency upgrade came via a lighting retrofit in its garage of 5,000 parking spaces. All of the existing 100-watt high-pressure sodium lamps were replaced with 56-watt T8 fixtures, and 92 incandescent exit signs were replaced with light-emitting diode (LED) signs. For this project alone, Pacific Corporate Towers earned SCE incentives of about \$50,000, with estimated savings of nearly 1 million kilowatt-hours annually. The complex previously replaced incandescent lighting with compact fluorescent lamps in all three building lobbies, bringing additional savings and SCE incentives.

### A Proactive Partnership

Besides working on energy efficiency projects, Pacific Corporate Towers participates in the Demand Bidding Program (DBP), a flexible, Internet-based program that offers qualified participants the opportunity to receive SCE bill credits for voluntarily reducing load when a DBP event is called. During such events, Pacific Corporate Towers aims to reduce lighting in the parking garage and air conditioning set points on floors, minimizing impacts to tenants. Lewis credited the complex's SCE account executive with being proactive to help the site save on its electricity bills, noting that working with him "has been great. He brings us ideas and we have a good partnership."

Moving forward, Pacific Corporate Towers is partnering with SCE on stairwell lighting retrofits and placement of solar window film on two building towers to reduce heat load. As the site continues to make impressive energy management strides, it also is applying for the U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED)<sup>®</sup> Gold Certification. 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).





## The Irvine Company Achieves Dramatic Energy Savings For Commercial Real Estate With SCE

SCE business customers of all sizes are eligible to participate in SCE's portfolio of energy efficiency offerings. These offerings help identify solutions to optimize your building's energy management and lower electricity bills.

One business that has achieved energy savings with SCE programs is the Irvine Company, which was founded in 1864. The Irvine Company's efforts in commercial and residential real estate are built on balancing today's bottom line with its long-term interests. Rich Bluth, P.E., Vice President of Energy Management, and Erron Williams, Director of Engineering, have inherited a proud legacy of stewardship and sound business at the Irvine Company. In a challenging energy environment, they practice them both every day with Energy Efficiency and Demand Response offerings from Southern California Edison (SCE).

### SCE Energy Efficiency Offerings Lay the Foundation

The Irvine Company participates in multiple energy efficiency incentive offerings for its Office Properties portfolio, which includes more than 400 premier properties in the Silicon Valley, as well as Los Angeles, Orange and San Diego counties.

"Energy has always been one of the largest operating costs for a building," Erron says. "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, create better efficiencies and use systems that provide comfort to our customers at all times. Energy management is a competitive opportunity for us."

The Irvine Company's first step was to upgrade hardware for better performance. "We're always looking for new technologies and new ways to save energy and operating costs," says Rich. "We apply SCE offerings continuously across the 24 million square feet of our office portfolio [in SCE's service territory] to audit for opportunities. Additionally, we use our proprietary energy management system to get detailed real-time feedback on our enterprise-wide performance. Applying the most effective equipment and information gives us the best possible return on every kilowatt we use."

For example, the Irvine Company has tapped into SCE offerings 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;
- 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.

### Demand Response Offerings Leverage the Opportunities

The Irvine Company builds on its energy efficiency initiatives by utilizing a sophisticated portfolio-wide control system for SCE demand response participation. The Irvine Company used a demand response site assessment and obtained more than \$1 million in incentives through SCE's Technical Assistance and Technology Incentives (TA&TI) to upgrade its existing energy management system with new hardware that allows access to every individual property's control system through a single interface.

Rich explains, "With our centralized system, we can manage our usage in a more timely and agile way than doing it piecemeal, and these equipment upgrades give us flexibility for tactical energy management. Together they offer us an advanced capability for taking part in SCE Demand Response offerings."

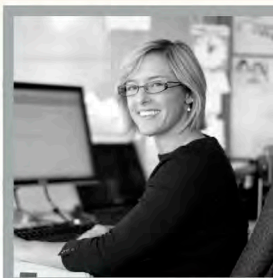
"With the audits and upgrades through TA&TI, we captured over 5 megawatts of new flexibility," Erron says. "We'll leverage that with SCE Demand Response offerings such as the Demand Bidding Program, which we participate in now to reduce electrical load during events. We are partnering with our tenants to be part of California's energy solution through our participation in these offerings. With the help of SCE, we've implemented a very 'smart' Demand Response platform that receives real-time energy performance and occupant comfort conditions to ensure no negative impact to our tenants."

Erron adds, "Our job is to find ways to save energy for our tenants, and for us, without ever compromising their operations or their comfort. All the little improvements and hardware upgrades create savings across our portfolio and lower our demand. This fine-tuning carries forward into more savings."

### START SAVING NOW

Southern California Edison offers a range of energy management solutions such as incentives and rebates, energy surveys and payment options to help you better manage your electricity costs. To learn more, please contact your SCE account representative, call **(800) 990-7788**, or visit us at [www.sce.com/solutions](http://www.sce.com/solutions).

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