

Energy Solutions for Your Business

Energy for What's Ahead<sup>™</sup>



# The Clean Power and Electrification Pathway Realizing California's Environmental Goals



The Clean Power and Electrification Pathway is an integrated approach to reduce GHG emissions and air pollution by taking action in three California economic sectors: electricity, transportation and buildings.

For More Information sce.com/TE

# Leading the Way in Transportation Electrification









Energy for What's Ahead<sup>™</sup>

## **Electric Vehicles Benefit**

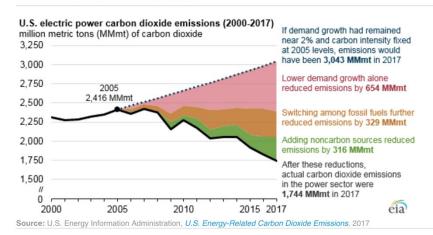
### Policy Changes

- Statewide commitment to decarbonizing transportation sector
- Air quality, particularly for DACs
- Urban low-emissions zones & internal combustion engine bans

# California Gov. Jerry Brown casually unveils history's most ambitious climate target

Full carbon neutrality is now on the table for the world's fifth largest economy.

# Carbon dioxide emissions from the U.S. power sector have declined 28% since 2005



# Nine countries say they'll ban internal combustion engines.

# California Commits to Zero-Emissions Bus Fleet by 2040

A regulatory push adds momentum to improving economics for electric school buses and transit vehicles.



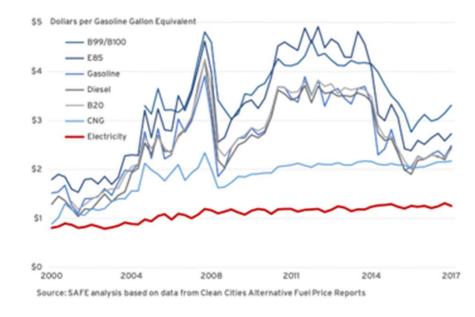


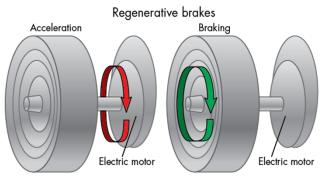


## **Electric Vehicles Benefit**

- Lower Cost of Ownership
  - Lower cost per mile
  - Better fuel economy in urban, stop-and-go settings
  - Lower maintenance costs
  - Higher availability
  - Fall in battery costs will drive purchase price lower





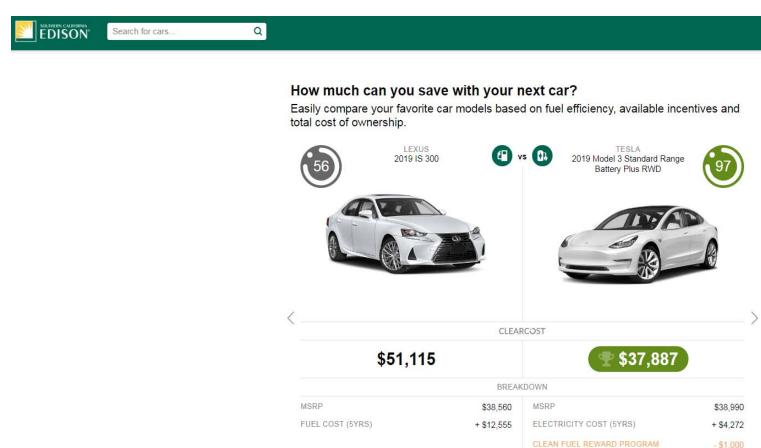






Source: Machine Design

## cars.sce.com



Our Sites

Configure Mileage

- \$1,000

- \$2,500

-\$1,875

\$2,500 DRIVE CLEAN VEHICLE REBATE

UP TO \$1,875 IN A FEDERAL INCENTIVE

## **Electric Vehicles Benefit**

- Performance
  - Instant torque
  - Noise reduction
- Driver Attraction & Retention?

NATIONAL

Facing A Critical Shortage Of Drivers, The Trucking Industry Is Changing

February 11, 2019 · 5:01 AM ET Heard on Morning Edition

### THREE-QUARTERS OF MILLENNIALS WOULD TAKE A PAY CUT TO WORK FOR A SOCIALLY RESPONSIBLE COMPANY, ACCORDING TO RESEARCH FROM CONE COMMUNICATIONS

88% say their job is more fulfilling when employers provide opportunities to make a positive impact

BOSTON (November 2, 2016) – Three-quarters (76%) of Millennials consider a company's social and environmental commitments when deciding where to work and nearly two-thirds (64%) won't take a job if a potential employer doesn't have strong corporate social responsibility (CSR) practices, according to the 2016 Cone Communications Millennial Employee Engagement Study. The study reveals that meaningful engagement around CSR is a business – and



Source: Machine Design

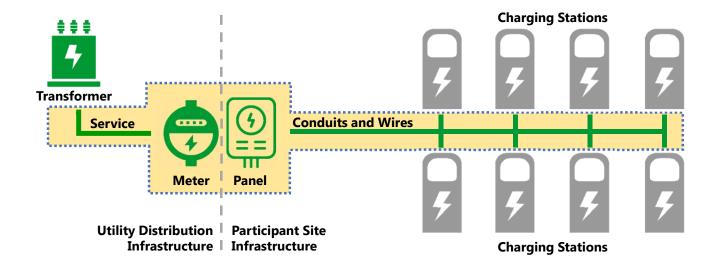
# Transportation Electrification Programs

### **Charge Ready Programs:**

- Bridge Funding
- Phase 2
- Medium, Heavy Duty Transport
- DC Fast Charge



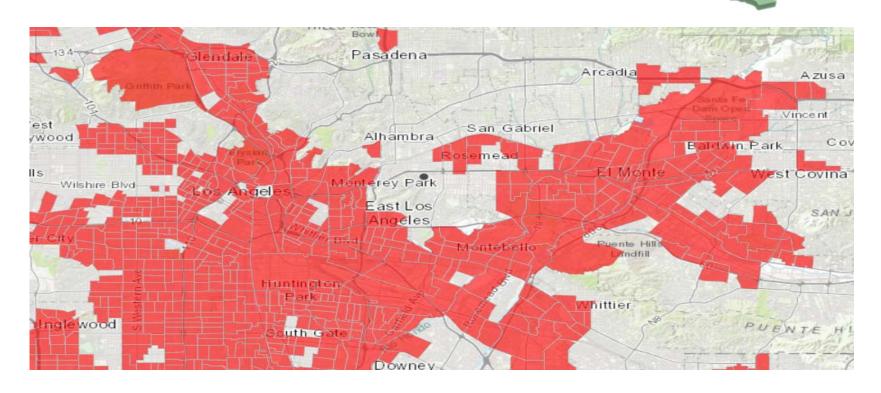
# Charge Ready Rebate Program



Program covers costs associated with service drop, meter, panel, and circuit dedicated to EV charging. Make-ready ends at interconnection point with customer charging equipment providing AC service.

# Disadvantaged Communities – Cal Enviro Screen 3.0

State guidelines – economic, health, environment



CalEnviro

Screen

# Four Types of Businesses for Rebate

- Workplaces
- Multi-unit dwellings
- Destination centers (e.g., a shopping mall or complex of stores)

• Fleet operators (such as car rental, public bus, and truck delivery companies)

companies)



# Rebate Program

### Not In Disadvantaged Communities:

- 25% rebate for workplaces, fleet operators, destination centers
- 50% rebate for MUDs

In Disadvantaged Communities:

100% rebate for all business types

Installation for charging station and electric infrastructure costs are covered by the program



# Residential EV programs





# **Clean Fuel Rewards Program**

• \$1000 Rebate

### **Charge Ready Home Installation Rebate -EXPIRED**

• Up to \$1500 Rebate

evrebates.sce.com

# Charge Ready Transport supports medium and heavy-duty electric vehicles











#### **AVAILABILITY**

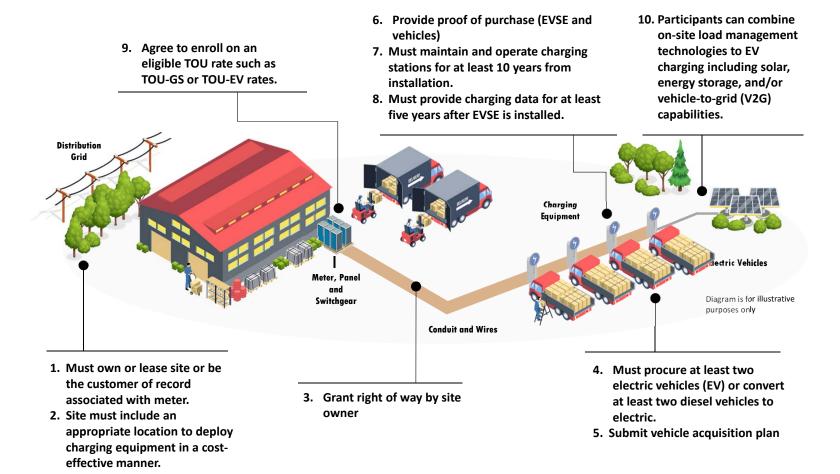
# Charge Ready Transport provides infrastructure for fleet electrification



- Approved total program budget of \$356.4M
- Achieve minimum 870 sites with 8,490 electric vehicles procured or converted
- Covers cost of all infrastructure needed up to charging station
- Charging station rebates available for transit/school buses and sites in disadvantaged communities



# Customer Eligibility and Obligation



# Customer Eligibility and Obligation

- 1. Must own or lease site or be the customer of record associated with meter.
- 2. Site must include an appropriate location to deploy charging equipment in a cost-effective manner.
- 3. Grant right of way by site owner
- 4. Must procure at least two electric vehicles (EV) or convert at least two diesel vehicles to electric.
- 5. Submit vehicle acquisition plan
- 6. Provide proof of purchase (EVSE and vehicles)
- 7. Must provide charging data for at least five years after EVSE is installed.
- 8. Must maintain and operate charging stations for at least 10 years from installation.
- 9. Agree to enroll on an eligible TOU rate such as TOU-GS or TOU-EV rates.

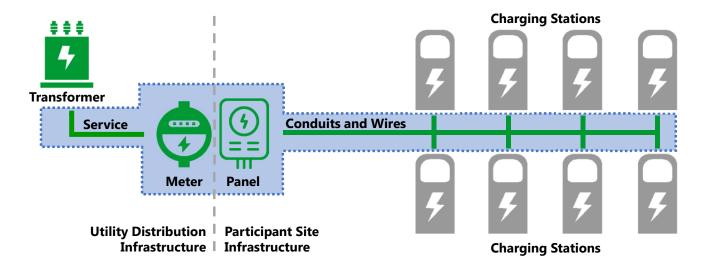
# Charge Ready Transport Program Eligibility

- Non-residential SCE Program Applicants are required to own, lease, manage, or be the customer on record for the charging site where the equipment will be installed.
- At least two qualifying fleet EV's must be procured or converted in order to participate in the program.
  - Although there is a 2 vehicle minimum, the budget only supports an average of about 10 vehicles per site.
- At least 2 EV's must be delivered on-site within 18 months.
- All vehicle charging equipment must be selected, purchased, and installed by the participant.



# SCE installs "make-ready" electrical infrastructure

• Standalone charging station model



Program covers costs associated with service drop, meter, panel, and circuit dedicated to EV charging. Make-ready ends at interconnection point with customer charging equipment providing AC service.

## **Stay in touch with SCE**

Visit our Charge Ready Transport Landing page: www.SCE.com/CRT



Enrollment is now open for Charge Ready Transport, a program designed to help you install the charging infrastructure needed to electrify your medium- and heavy-duty fleets.

Charge Ready Transport provides funding for installation of infrastructure for a minimum of **870 SCE commercial customer sites** over a five-year program. The sites are expected to support at least **8,490 medium- and heavy-duty fleet vehicles**.

This program provides a great opportunity for fleet owners and other operators of industrial vehicles, including:

- · Medium- and heavy-duty trucks and vans
- Transit buses
- School buses
- · Transport refrigeration units
- · Airport ground support equipment
- Port equipment
- · Forklifts and other equipment



### Solar- What to do?



## Is My Property a Good Place for Solar?

### Things to Ask:

- Is my site free from shading?
  - Your property should have clear, unobstructed access to the sun for most of the day, and throughout the year
- Do I have enough space to fit the panels?
  - You need 100 sq. ft. for every 1 kW installed; 1 MW system might take up to 4 acres of land
- Do I have a good roof?
  - If a rooftop cannot be used, a PV array can also be placed on the ground
- Will I be able to have my panels face S/SW?
  - The best orientation for a PV system is on a south-facing roof; however, roofs that face east or west may also be acceptable
- Do I want to buy, lease or enter a Power Purchase Agreement?
  - Depending on your financial situation, one option may be better for you. In most cases though, buying offers the customer the most cost savings.



# Self-Generation Incentive Program (SGIP) Coming soon a LARGE rebate for Battery Storage

SGIP offers rebates to residential, commercial, industrial, government and non-profit customers who install qualifying types of distributed generation to meet all or a portion of their own energy needs. Includes such technologies as **energy storage**, wind, etc. Learn more at sce.com/sgip.

- **Getting Started**For most homes and businesses, the SGIP application is a two/three-step process:
- Reserve an SGIP Incentive
   To start the application process and reserve your SGIP rebate, you must complete the application online at <a href="https://www.selfgenca.com">www.selfgenca.com</a>. Your reservation request will be reviewed by an SGIP Program Administrator and you'll receive a Conditional Reservation Letter once all forms are received and approved.



### **Medical Baseline**

- •If you, or someone who shares your home full-time, require certain medical equipment for life support or to treat specific illnesses, Southern California Edison's **Medical Baseline Program** can provide an additional baseline energy allowance
- •During outages, customers who are enrolled in our Medical Baseline Program, receive alerts and notifications regarding the outage through their preferred method of contact (phone, text, SMS, or email) 1-800-447-6620 for more info



# Summer Discount Plan previously the Air Conditioning Cycling program



- Save up to \$160- per year
- No cost to enroll
- Manage your own preferences
- Device on the AC unit
- Program from June 1 to October 1



# **Residential and Multifamily Info**





# Electric Heat Pump Water Heaters \$500 REBATE Homes, Townhomes, Condos, Apartments



#### **Electric Heat Pump Water Heaters**

#### Requirements:

- Only residential-style electric Heat Pump Water Heaters (HPWHs) are eligible "Instantaneous" and "tank less" water heaters do not qualify
- Must have a nominal storage capacity of 50 gallons or greater
- Must have a Uniform Energy Factor (UEF) of 3.09 or greater to be eligible for incentive
- Must have existing electric resistance water heater(s) to be eligible for incentive
- Make and model number must be included with copy of proof of purchase

### Residential or Multifamily Rebate Variable Speed Pool Pumps



Boost Your Bottom Line with a \$200 discount for a Variable-Speed Pool Pump Your old fixed-speed pool pump might be a hidden drain on your property's operating budget. A new variable-speed pump can help you:

- Experience energy savings of up to 45% vs. traditional pumps
- Enjoy more maintenance-free, quieter operation, as low as 45 decibels
- Give your tenants a cleaner, clearer pool
- Must use an Edison approved pool supplier to receive the discount

You may qualify for a \$200- discount for variablespeed pool pump. Plus, up to 45% in energy savings.



# **Are these Energy Efficient?**







### **Multifamily Energy Efficiency Rebate Program**

Who Qualifies?

- Existing multifamily complexes with 2 or more dwelling units qualify.
  - New construction does not qualify.
- Rebates are available for:
  - Dwelling and common areas of apartment complexes, senior living facilities, and single-room occupancy (SRO) facilities
  - Common areas of condominium complexes, mobile home parks, and single-family homeowner association (HOA) communities

### **Examples of Common Area Locations**

- Leasing offices
- Community Centers
- Recreation Rooms
- Laundry Rooms

- Fitness Centers
- Garages/Carports
- Breezeways/Walkways

### **Multifamily Energy Efficiency Rebate Program**

### **Direct Install Measures**

The SCE Multifamily EE Rebate (MFEER) Program offers incentives on a wide variety of energy-saving products and services for apartment dwellings - <u>some at no cost</u>.\*



<sup>\*</sup>No-cost offerings include energy-efficient equipment and installation, if applicable. Customers are responsible for any required permit fees and any ancillary charges such as electrical upgrades, disposal, etc. Eligibility rules apply, visit SCE.com/multifamily Page 31

# **Income Qualified Programs**

- For customers having difficulty balancing their energy needs and household costs
- Provides ongoing utility assistance to qualifying customers in reducing energy costs

### **Income Qualified Programs**





# California Alternate Rates for Energy (CARE) Family Electric Rate Assistance (FERA)

- CARE Discounts of approximately 30% on the monthly electric bills.
- FERA Larger Families with higher incomes receive a 12% discount on the monthly electric bill.
- Eligibility criteria includes total number of people in the household, combined with annual household income.





### Energy Assistance Fund (EAF)

- **EAF** Helps those in need.
- Maximum of \$100 once every 12 months.
- In 2017, more than 14,000 families received assistance.
- Funded through voluntary donation by SCE employees, shareholders and customers.
- Donate through SCE bill with a fixed monthly or one time donation.





### Energy Savings Assistance Program (ESA)

- ESA Helps income-qualified households conserve energy and reduce their electricity costs.
- Replaces old inefficient appliances with new, energy-efficient ones.
- SCE pays <u>all the</u> costs of purchasing and installation, which are <u>free</u> to eligible homeowners and renters.







#### **Cool Centers**

- Cool Centers Helps individuals and families beat the heat in a cool, safe airconditioned facility.
- During the summer months approximately 250 Cool Centers are available.
- Helps minimize impact to the environment by utilizing less energy.
- Reduces health hazards by avoiding extreme hot and uncomfortable temperatures.

## **Income Qualified Program Eligibility**

• Eligibility criteria for income-qualified programs include total number of people in the household, combined with annual household income.

or

 Customers may also participate under approved public assistance programs including Medi-Cal/Medicaid; CalFresh; WIC; LIHEAP; Supplemental Security Insurance (SSI).

CARE/FERA Income Guidelines			
Effective June 1, 2019			
Household Size	CARE/ESA	FERA	
1-2	Up to \$33,820	Not eligible	
3	Up to \$42,660	\$42,661 - \$53,325	
4	Up to \$51,500	\$51,501- \$64,375	
5	Up to \$60,340	\$60,341 - \$75,425	
Each Additional Person	\$8,840	\$8,840	

## **Energy Savings Assistance Program**

- The Energy Savings Assistance (ESA) Program helps incomequalified households conserve energy and reduce their electricity costs by replacing their old, inefficient appliances with new, energy-efficient ones.
- As part of the program, SCE pays all the costs of purchasing and installing the measures, which are free to eligible homeowners and renters.
- Prospective households may submit a request online at SCE's website **sce.com/billhelp**.





#### FREE ENERGY-EFFICIENT APPLIANCES TO LOWER YOUR ELECTRIC BILL

Help lower your energy costs by replacing you current household refrigerator, cooling with energy-efficient models through the



#### Available Appliances and Services

- If your home has a working air conditioning unit, you may receive one of the following:

  A replacement, energy-efficient, central or room air conditioner, or

Note: These services may not be available in all areas.

#### Refrigerator Replacement

An older refrigerator can be more costly to operate. A free ENERGY STAR\* qualified model can be provided to you to replace a less efficient refrigerator. Plus, we'll also take the old refrigerator away for proper disposal and recycling at no charge.

TVS, DVRs/nome theater systems, computers, printers and game consoles are just a few electronic devices that comp power even when you think they're surred off. We'll usage by shutting down power to your devices that go into standby mode.

#### Pool Pump Replacement

632018 Southern California Edison, All rights reserved. 3-2247-y-4-2718.

### The Energy Savings Assistance Program — Easy as 1-2-3

. Qualification and Assessment
To be eligible, you must meet specific household income guidelines. After qualification, a contractor will do a walk-thu of your home to make an assessment regarding the potential installation of one or more appliances or services.

of services.

2. Service Delivery
installation and services, such as weatherization, are carried out by respected community service agencies and approved contractors.

#### Weatherization Services

Households with electric space heating may receiv weatherization services to help keep your home with the winter and cool in the summer.

Note: if your home has natural gas space heating, you should con your local gas provide: for weatherization services.

Energy-efficient lighting and light bulbs can help conservenergy and save you money.

- Light Emitting Diode (LED) bulbs may be provided as they use less energy than ordinary incandescent bulbs
- Replacement outdoor fixtures with LEDs may also
- Energy-efficient LED torchiere lamps may be provided to replace working models that use h or incandescent bulbs.



Energy Savings

# **ENERGY SAVINGS ASSISTANCE (ESA) PROGRAM**

Products Available	Multifamily Dwellings	Multifamily Common Area
Outdoor Fixtures (Patio/Porch Light)	No	Yes
Refrigerator	Yes	Yes
Central Air Conditioner or Heat Pump (HVAC)	Yes**	Yes
Room Air Conditioner	Yes	Yes
Evaporative Cooler	No	Yes
Variable-Speed Pool Pump	No	Yes
Weatherization (including, but not limited to)     Faucet aerators     Low flow showerhead     Water heater blanket     Water heater pipe insulation     Attic insulation	Yes	Yes
Smart Power Strip	Yes	Yes
Torchiere Lamp	Yes	Yes
LED Lighting	Yes	Yes
LED Exit Signs	No	Yes
LED Pool and Spa Lighting	No	Yes

<sup>\*\*</sup> Co-payment from property owner required for measure installed in dwelling unit occupied by tenant

# **ESA Program Services Available**

- In-Home Energy Education
- Smart Power Strips
- Relamping
  - Energy Efficient LED Lighting
  - Torchiere Lamp Replacement
- Refrigerator Replacement
- Pool Pump Replacement
- Air Conditioning Replacement<sup>1</sup>
- Evaporative Cooler Installation<sup>1</sup>
- Weatherization<sup>2</sup>



Energy Savings
Assistance Program

 $<sup>1\,</sup>$  Not available in all areas of SCE's service territory; based on CA Climate Zones.

<sup>2</sup> Customers with natural gas space heating should contact their local gas provider for weatherization services.

# **ESA Program Eligibility**

- To be eligible for ESA Program services, customers must:
  - Receive electricity from an active residential account
  - Meet the program's income requirements
  - Meet the program's feasibility requirement during installation
  - Own the home <u>or</u> renter must have the homeowner's written permission before services are received

**Energy Savings**Assistance Program\*

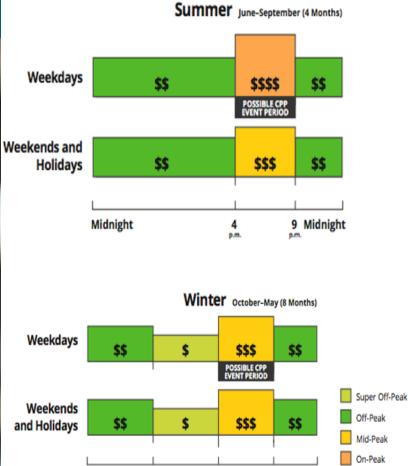


Energy for What's Ahead®



# New Standard TOU Periods





CPP events occur on weekdays; weekends and holidays are excluded.

Midnight

9 Midnight

# What are the Benefits of Time Of Use?

- ❖ 6 hours of On-Peak hours to 5 hours
- Reduced energy costs during the day (before 4 p.m.)
- More rate options to save money
- Help the environment



California is producing more energy from clean, renewable resources.

That's great for the environment!



One result: The cost of electric service is changing at different times of day.



March 2019: TOU periods are changing for all SCE commercial accounts



Renewables are abundant.



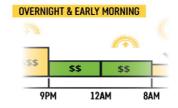
Tip: Pre-cool workspace by turning down thermostat. Charge electric vehicles.



Renewables taper off.
Fossil-fueled power plants ramp up.
Cost of service increases.



Tip: Reduce lighting, turn off unused equipment. Set thermostat no lower than 78 degrees in summer.



Demand for electricity declines. Cost of service decreases.



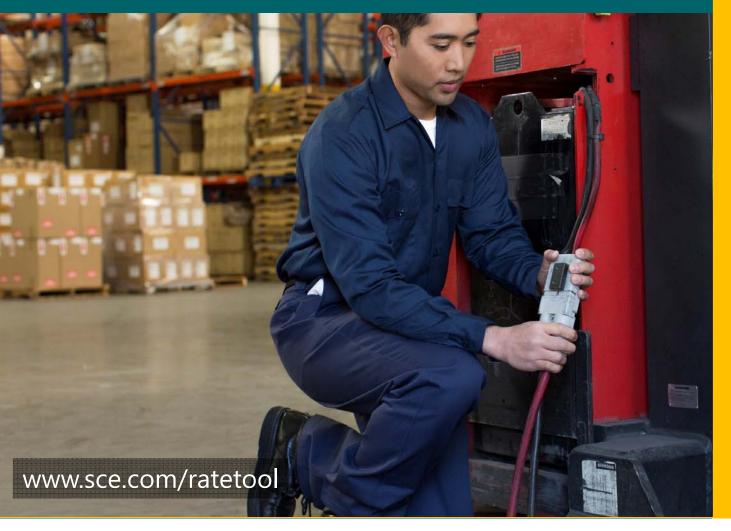
Tip: Run appliances like ice machines. Keep unused equipment turned off to save energy.



Learn more at sce.com/tou

Energy for What's Ahead<sup>™</sup>

# Summer Savings with Critical Peak Pricing



#### How does it work?

- ❖ Demand Response Program
- Reduce energy during 12 CPP events a year
- Earn bill credits during summer months
- Plan your energy usage with day-ahead notifications
- ❖ Guaranteed bill protection 1<sup>st</sup> 12 months



#### **No-Cost Temporary Reduction Tips**

- ☐ Turn off unneeded lighting
- ☐ Reduce lighting levels
- ☐ Raise cooling thermostat to 78°
- ☐ Pre-cool building/work areas or cycle A/C and ventilation
- ☐ Turn off equipment when not in use
- ☐ Shut down unused rooms and facilities
- □ Charge batteries and battery-operated equipment before noon and after 6 p.m. on weekdays
- ☐ Turn off decorative fountains

#### **Low-Cost Permanent Reduction Tips**

- ☐ Lighting/equipment
- Motors
- ☐ Refrigeration
- □ HVAC
- Weatherize
- Water heating

# Low Cost/No Cost Energy Savings Solutions



# Instant Incentives for LED Products and Foodservice Equipment

See the website link below for details on eligible equipment and for a list of approved distributors

### Midstream Point of Purchase Solutions



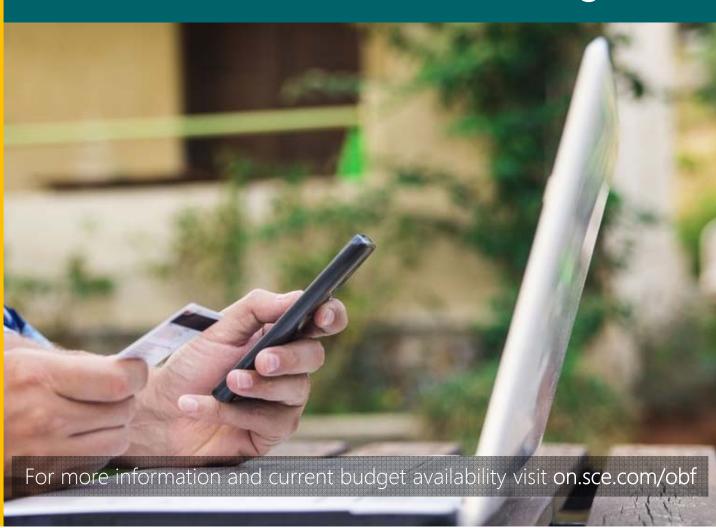
# On-Bill Financing (OBF) program offers you:

- 0% interest loans
- No fees or loan costs
- Convenient loan repayment via their utility bill

### **Program Highlights**

\$5,000 to \$100,000
 loan amount for
 Commercial
 customers and up to
 60 month loan term

# On-Bill Financing



- Economic Development Rate (EDR)
- Local, State, and Federal Tax
   Incentive Information
- State and Federal Tax Credit
- Training Programs
- Assistance from Local,
   County, and State Agencies
- Site Selection Assistance
- Access to Capital, Financial Programs, and Incentives
- Economic Impact Analysis



# Southern California Edison Foodservice Technology Center



# **Foodservice Technology Center**



Since 1993 the Foodservice Technology Center has offered seminars, workshops, demonstrations and tours that provide the training, support and guidance in energy efficiency to the foodservice industry.

# **Consultations and Demonstrations**





#### Consulting and equipment reviews for your existing location(s), new site(s) or remodel(s).

- Bring in your site drawings or equipment schedule for a review and recommendations.
- View a showcase of the latest energy-efficient commercial foodservice technologies.

# **Try Before You Buy - Equipment Testing**



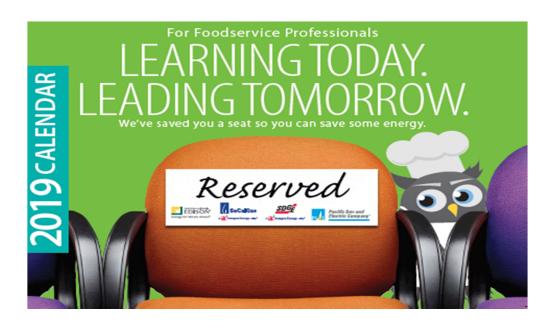




#### Do side-by side comparison testing of multiple cooking technologies.

- Test-drive deck, combination, convection, conveyor, cook and hold, retherm and rapid cook ovens.
- Compare fryers or griddles to see which units provide the best product for your menu.
- Up to 60 pieces of equipment on site to try.

# **Workshops & Seminars**



# Free workshops and seminars for foodservice businesses and restaurants.

- Gain information on how to achieve energy and cost savings and reduce operating expenses
- Students and individuals new to the industry can also gain valuable, practical insights that will enhance your culinary education.

# **Training & Meeting Space**



Host your next equipment training or sales meeting at the Foodservice Technology Center.

- Conveniently located off the 210 just east of the 605
- In-house audio visual services
- Catering options
- Free parking

#### **Energy Audits**



# We offer FREE customized energy audits of your foodservice business.

#### **Kitchen and Serving**

Lighting (Illumination)

Water (Sanitation)

Air (Ventilation)

Refrigeration (Cold Food

Food Prep (Hot Food)

#### **Dining Room**

Lighting (Illumination)

Air (HVAC)

#### **Dish Room**

Lighting (Illumination)

Air (Ventilation)

Water (Sanitation)

#### **Parking Lot & Exterior**

Lighting (Illumination)

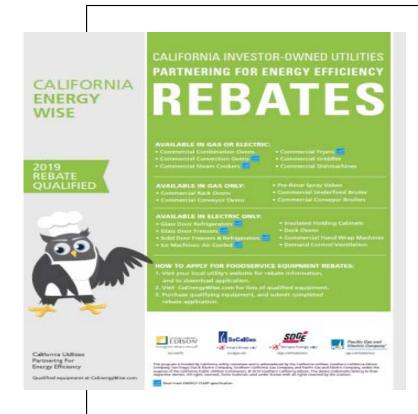
Air (HVAC)

#### Rooftop

Air (Ventilation)

Refrigeration (Cold Food)

# **Rebates & Incentives**



# Rebates are available for both gas and electric appliances

#### How to apply

- Visit **sceonlineapp.com** to download the application
- Visit **caenergywise.com** for a list of qualified equipment
- Purchase the qualifying equipment, and submit your completed rebate application

# California Energy Wise caenergywise.com



One stop shop for everything you need to make your commercial foodservice business energy efficient.

- Equipment Rebates
- Calendar of Foodservice Seminars
- Energy Savings Calculators
- Do It Yourself (DIY) Energy Surveys
- Design Guides for Commercial Kitchen Systems

#### **Table Top Induction Range Lending Program**



Borrow a table top induction unit for FREE for up to 14 days.

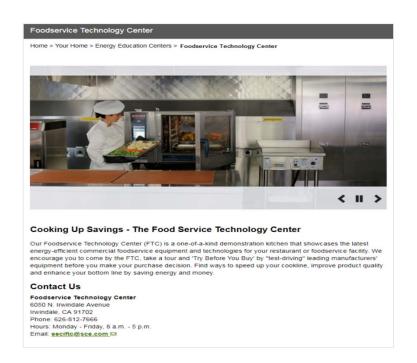
#### **Benefits of Induction**

- No Standing Pilot
- Cool and Safe to Touch
- Cooler Kitchen
- Easy to Clean
- Flexible
- Cook and Hold Modes
- Fast
- Controllable (Precise Temperature)
- Efficient

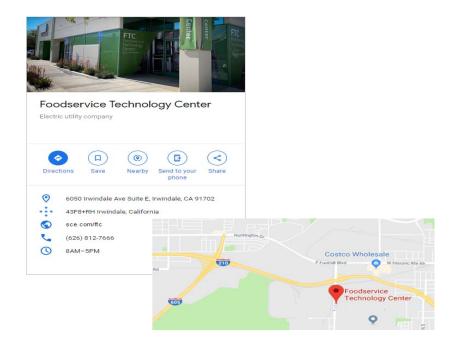
# Where To Find Us

#### **Online**

#### SCE.com/FTC



# Google Foodservice Technology Center



### **Direct Install**



No cost or low cost energy efficiency equipment upgrades

**Upgrade to LED lighting** 

#### **Available Upgrades:**

- LED T8 fixtures
- PAR
- R/BR LEDs
- Candelabra LEDs
- Auto Door Closers







Energy for What's Ahead<sup>™</sup>

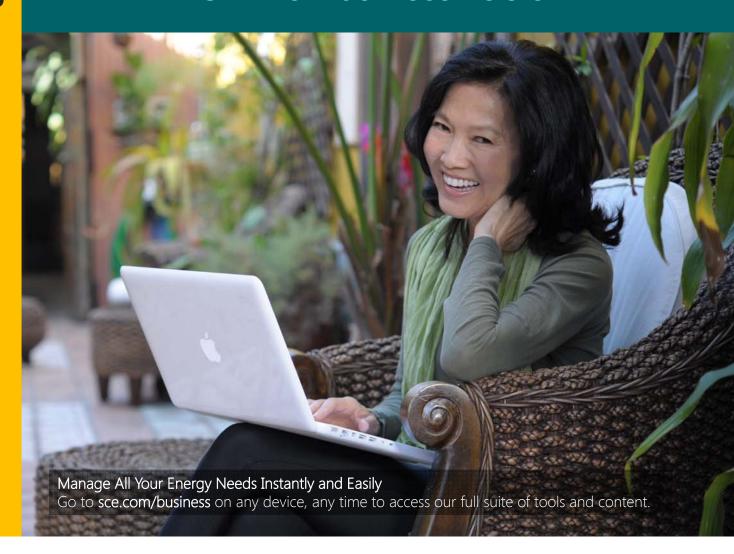


# **Everything You Need to Better Manage Your Energy Usage**

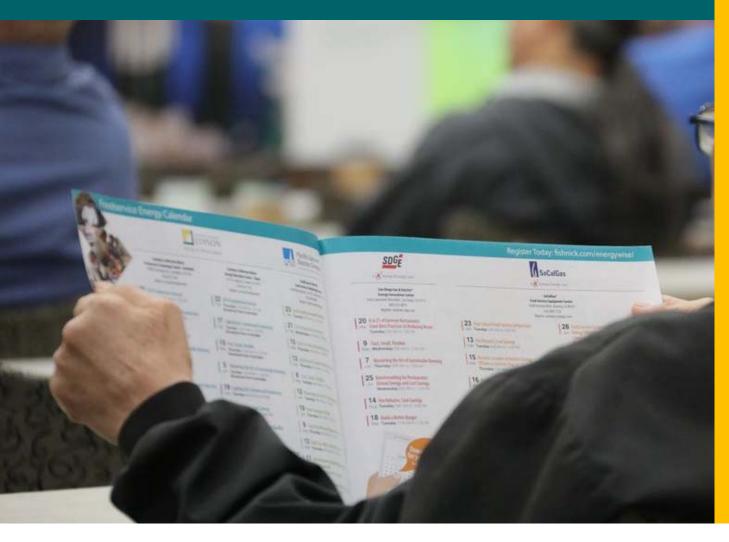
#### My Account

- Rate Analyzer Tool
- Budget Assistant
- Business Energy Advisor
- Green Button
- Update Your Contact
- Demand Response Event Alerts
- Turn Service On/Off

### Online Business Tools



# **Energy Education Centers**



# **Energy Education Centers in Irwindale and Tulare**

- ☐ Free Seminars
- ☐Free Workshops
- □ Tours
- ☐ Hands-On Exhibits
- □ Tool lending library
- ☐ Try before you buy foodservice equipment

sce.com/workshops

1-626-812-7537 or

1-800-336-2822



### Connect With Me



Joyce Lui

626-812-7308

@SCE\_JoyceH





