



March 2011

The Contractor Connection E-Newsletter

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NEW Authorized Agent Policy

In the [January e-newsletter edition](#), we mentioned that SCE's Business Portfolio will be rolling out a new Authorized Agent policy in early 2011. The Authorized Agent Participation Guidelines and Enrollment Form (Agreement) will be explained at the March 17 Contractor Informational Session & Fair event. A special edition e-newsletter will be released later in the month providing all details shared at the event.

Heads up: Possible Baseline Change for T12s

Although we are working to keep our current set of offerings in place, there is a possibility that T12 linear fluorescent lamp and ballast baselines will change from magnetic to electronic. Such a change will impact claimable savings, and thus, may impact select Express solutions. Look for more information in future editions.

Thank You

Last year's limited increased incentives offer was a huge success, in large part thanks

The Contractor Connection E-Newsletter brings you information on Integrated Demand-Side Management (IDSM) solutions, resources, and technologies to help address your customers' energy management needs.

This edition brings you updates on the Contractor Informational Session & Fair, Express and Customized Solutions, and more.

Contractor Informational Session & Fair on March 17

Great news! Due to the overwhelming registration levels for our March 17 Contractor Informational Session & Fair, we have been able to expand capacity. For those of you who are currently on the waitlist, you will receive an event confirmation within the next few days.

For those of you who have not yet signed up, click [here](#) to complete registration. A new waitlist (processed on a first-come, first-served basis) will be created once capacity has been reached. A maximum of three registrations per company are allowed.

As a reminder, the event will focus on the latest updates on SCE's Energy Efficiency incentives offerings, followed by an Informational Fair designed to provide time for one-on-one questions. Representatives from the following offerings will be in attendance:

- California Solar Initiative
- Energy Centers
- Express and Customized Solutions
- Online Application Tool
- On-Bill Financing

What: Contractor Informational Session & Fair

When: 9:30 - 2:00 pm on Thursday, March 17, 2011

Where: Sheraton Fairplex, 201 W. McKinley Avenue, Pomona, CA 91768

to you. Although we will not be having another limited increased incentive offer on the same set of lighting solutions previously offered, there will be other opportunities in the future to help power up your customers' bottom lines.

Demand Response

If your customers have already completed an energy audit and upgraded old equipment but are still looking for ways to reduce costs, it's time to talk with them about Demand Response opportunities.

As a complement to increased energy efficiency, Demand Response programs let customers participate in energy reduction events when electricity demands, and often prices, are at their highest. Customers can enjoy lower peak rates, get incentives for new energy management technology, and earn bill credits for reducing their energy consumption during Demand Response events.

With hot summer days approaching, this is the time to think about Demand Response as an energy and cost-saving solution for your customers. Click [here](#) to learn more or call our Demand Response helpline at 1-866-334-7827.

Highlight on Upcoming Energy Centers' Classes

Take advantage of SCE's free classes to help you learn the latest energy efficiency, demand response, and solar technologies.

April 11, 2011

Express and Customized Solutions Updates

Express and Customized Solutions: Motors - Changes in Baseline Efficiencies

Due to the enforcement of the Energy Independence and Security Act of 2007, effective December 19, 2010, baseline efficiencies for general purpose electric motors have changed. This in turn impacts Express and Customized Solutions motor baseline efficiencies.

Express and Customized motors solutions will continue to be offered; however, effective December 19, 2010, baseline efficiencies have changed as follows:

- All general purpose motors sized 1 hp - 200 hp have new baseline efficiencies
- All general purpose motors Design B sized 201 hp - 500 hp have new baseline efficiencies

Click [here](#) for new baseline efficiencies (starting on page 14). As such, project applications and incentive amounts will be handled as follows:

Express Solutions

| | |
|---|--|
| Express Installed application submitted or Express Pending Installation Report (IR) received <u>before</u> March 31, 2011 | Express Installed application submitted or Express Pending Installation Report (IR) received <u>after</u> March 31, 2011 |
| Original incentive rate will be used to calculate total incentive amount | New incentive rate will be used to calculate total incentive amount* |

*New incentive rate has not yet been finalized. We will keep you informed of this new rate once it has been determined.

Customized Solutions

All new applications submitted as of January 1, 2011 will be calculated using new respective baseline efficiencies.

| | | |
|------------------------|---|---|
| Customized application | Installation Report (IR) approval <u>before</u> December 19, 2010 | Installation Report (IR) approval <u>after</u> December 19, 2010 |
| In process | Original baseline efficiencies will be used to calculate total incentive amount | Original baseline efficiencies will be used to calculate total incentive amount |

Green Building Hype or Help?

**9:00 am - 5:00 pm
Tulare**

This seminar is designed to familiarize commercial and industrial property owners, architects, engineers, and others interested in "green buildings" with state-of-the-art sustainable design, current issues, and design tools. Participants will develop an understanding of sustainable design practice, including the LEED® certification process, and will be introduced to EnergyPlus, the public domain analysis tool that can be used to satisfy the design criteria for the U.S. Green Building Council's LEED® rating system.

April 12, 2011

How to Conduct an Energy Efficiency Site Survey

**8:30 am - 3:00 pm
Visalia**

Building and business owners, maintenance professionals, and facility managers will learn how to perform an on-site energy efficiency survey. Become familiar with common energy systems, such as, HVAC, lighting, and refrigeration, and field equipment, such as, motors, fans, and pumps.

May 18, 2011

Demand Response: Gain an Edge on Power Costs

**8:30 am - 12:30 pm
Irwindale**

Learn how your facility can control and manage electricity demand while qualifying for financial incentives and other benefits

| | | |
|-----|-----|--|
| New | N/A | New baseline efficiencies will be used to calculate total incentive amount |
|-----|-----|--|

Express Solutions: Modified Eligibility Requirements to Wall-Box Lighting Sensor Solution

As mentioned in a previous email sent on February 22, Express Solutions LT-58209: Wall-box lighting sensor @ \$20.00/sensor is intended to control fluorescent fixtures in general occupancy areas (e.g., conference rooms and restrooms), not desk lamps or other fixtures found in hotel and motel guest rooms. As a result, effective February 22, 2011, eligibility requirements for LT-58209 have been updated. To be eligible for incentives, you must answer "Yes" to each of the following eligibility criteria:

Eligibility Requirements:

- Are hardwired passive infrared and/or ultrasonic detectors being installed to control interior lighting fixtures?
- If planning to install self-contained wall-box lighting sensors, are the units without an exterior switch pack or relay and designed to replace a standard wall switch? Only one sensor per circuit is allowed (multiple switches controlling the same fixtures can only receive one sensor incentive).
- If planning to install fixture-integrated sensors, are the units factory-installed in a lighting fixture, used in interior installations, and control all lamps in the fixture?
- If applicable, do sensors meet the wattage-controlled requirements listed in the incentive table below?
- Will programmed rapid-start ballasts be used when occupancy sensors are installed to control fluorescent lamps? (This is generally recommended; however, it is not required).
- Will the proper ballast be used for the retrofit? Customers shall ensure that the appropriate ballast is in use for the installation.

Note: Hotel/motel guest rooms do not qualify for the sensor incentives offered for Solution Code LT-58209.

We are currently working on generating an Express Solution Code specific to wall-box lighting sensors for hotel/motel guest rooms. Until this new code is generated, please use the following *Customized* Solution Code:

- LT-43077: Lighting controls - occupancy sensors @ \$0.05/kWh and \$100/kW

by participating in SCE's Demand Response programs. This seminar provides automated demand response strategies, and incentives available to customers, including SCE Auto-DR program. Learn about participation processes, program implementation, and the financial benefits of installing demand response and/or energy efficiency enabling equipment.

Click [here](#) to register for these classes.

E-Newsletter Archive

Missed or misplaced an E-Newsletter? Not to worry. Click [here](#) to find an archive of previously released editions.

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Express Solutions: Expiring Solution - Strip Curtains

Due to a decrease in claimable savings, effective March 31, 2011, the following Express strip curtains solution will expire:

- RF-14428: Strip curtains for walk-in boxes @ \$3.00/sq ft.

Installation Reports (IRs) must be received by March 31, 2011 to qualify for incentives.

Customized Solutions: New Dimming Ballast Lighting Systems Solutions

Effective February 24, 2011, Customized Solutions is offering a new set of dimming ballast lighting system solutions: from a simple dimming ballast retrofit, to a combination of dimming ballast, occupancy sensors, and daylight harvesting with an Auto Demand Response (DR) strategy.

Energy Efficiency (EE) solutions

EE incentive: \$0.05/kWh and \$100/kW

- LT-32843: Dimming Ballasts - 20% Tuning
- LT-57958: Dimming Ballasts - 20% Tuning + Occupancy Sensor
- LT-78223: Dimming Ballasts - 20% Tuning + Occupancy Sensor + Daylight Harvesting with Side Lighting Photo Controls

Energy Efficiency (EE) & Demand Response (DR) solutions*

EE incentive: \$0.05/kWh and \$100/kW

Auto DR incentive: \$300/kW

- LT-48272: Dimming Ballasts - 20% Tuning + Auto Demand Response
- LT-60897: Dimming Ballasts - 20% Tuning + Occupancy Sensor + Auto Demand Response
- LT-89432: Dimming Ballasts - 20% Tuning + Occupancy Sensor + Daylight Harvesting with Side Lighting Photo Controls + Auto Demand Response

*Customers that apply for the EE & Auto DR solutions are eligible to receive an introductory offer. Offer details have not yet been finalized, but will be communicated in upcoming e-newsletter editions.

To qualify for these solutions, the dimming ballast calculation tool built into the Online Application must be used:

- Visit www.sceonlineapp.com
- Click on the Solutions Tool, then Customized Solutions
- Choose Lighting as the Category, then Dimming Ballast Tool as the Type from the drop-down menus to begin using the calculation tool

For those EE & Auto DR solutions listed above, additional

[Auto DR requirements](#) must be met. Applications with these solutions (EE & Auto DR) will be processed as follows:

1. Application submitted
2. EE and DR perform pre-installation reviews**
3. EE Project Approval (PA) amount is used for DR calculations
4. When EE Installation Report (IR) is received, DR calculations are revised if necessary
5. Depending on the project, EE may conduct a post-installation inspection; DR will conduct a test of the new equipment
6. Upon successful enrollment in Auto DR, EE incentive payment is released

**EE requires an onsite pre-installation inspection; DR reviews DR potential based on metered data.

Customized Solutions: New "Tier II" Customized Review Process for Select Projects

In an effort to improve application processing time and facilitate quality applications for select projects, effective February 23, 2011, we have implemented a new "Tier II" Customized review process to provide calculation support and project guidance prior to an application's submission. Eligible Tier II projects must meet the following basic criteria:

- Customized retrofit projects
- = 250,000 kWh or = 200 kW on a single site or aggregated (multi-site) meeting the above criteria

Additional criteria are to be determined and if applicable, will be communicated in upcoming e-newsletter editions.

Eligible project applications must be submitted using the Online Application Tool. Enhanced functionality has been made to the Online Tool to facilitate this new Customized review process. Eligible projects will go through the following high-level process stages:

- **Assessment stage:** Project eligibility is assessed and verified; application is created online; customer site visit is scheduled
- **Requirement stage:** Site visit is completed; a Needs Requirement Document (NRD) is created and discussed
- **Development Stage:** Calculations are created to support NRD
- **Acceptance stage:** Calculations are confirmed and accepted; an Acceptance Form is completed and uploaded onto the Online Application Tool
- **Submittal stage:** Findings are presented to the customer; the application is signed and submitted to our Program Services Organization (PSO) for application processing

For more information on our Express and Customized Solutions offerings, visit www.sce.com/Express_Solutions and www.sce.com/Customized_Solutions.

To read SCE's Online Privacy Policy, click [here](#).

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